



# TMG

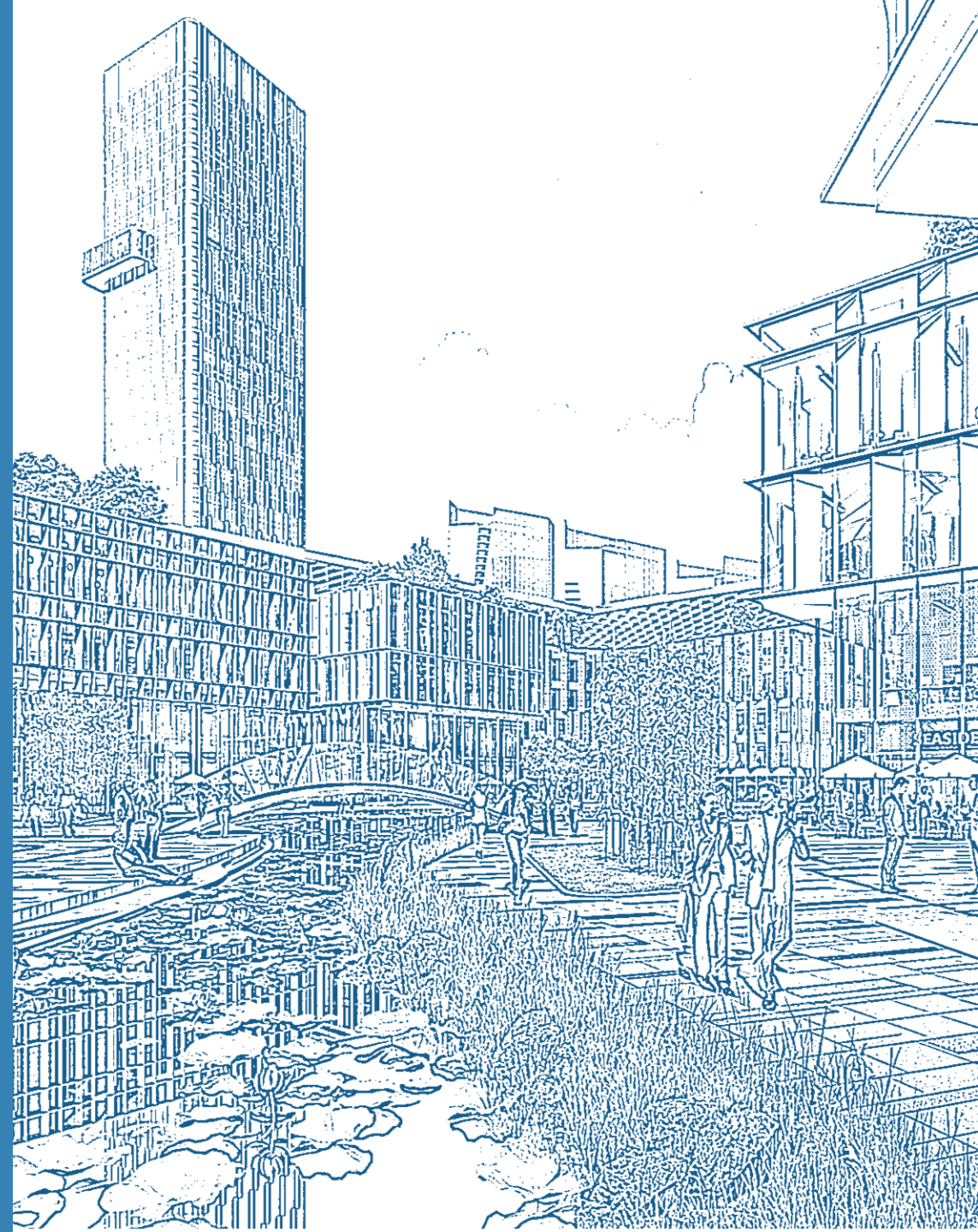
## IR PRESENTATION 9M2023 UPDATE

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EGX: TMGH.CA / TMGH EY



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**Talaat Moustafa Group Holding (TMG Holding)** is a leading conglomerate with special emphasis on developing integrated communities, including but not limited to mixed-use real estate and hospitality projects across Egypt's key cities. It has an outstanding track-record in creation of large, vibrant and diverse communities, providing high-quality housing accompanied by superb amenities and embodying the company's unmatched experience in planning, execution, management and maintenance of large-scale developments. Constant execution of the company's bold and ambitious vision has been redefining and reshaping Egypt's property landscape over the past two decades, dictating new trends and higher standards and substantially contributing to sustainable economic growth and improvement in quality of life for local communities.

TMG Holding is the developer of Al Rehab city in New Cairo, Al Rabwa in Sheikh Zayed city, Mayfair in Al Shorouk city and Madinaty, its flagship mega-development occupying a whopping 33.6mn sqm in East Cairo, in addition to Celia its project in the New Administrative Capital, and a new mega-city Noor located on 21mn sqm in the same vicinity. In September 2023, the Group announced its first international expansion into Saudi Arabia with a 10mn sqm mixed-use sustainable smart city. TMG Holding also owns three luxurious Four Seasons hotels in Sharm El Sheikh, Alexandria, and Cairo, where it also owns the Kempinski Nile Hotel. In total, the Group owns 1,041 upscale hotel rooms and is currently expanding its portfolio by 940 additional rooms in three new upscale hotel properties under construction in Cairo, Marsa Alam, and Luxor. The Group is also in the process of acquiring a significant stake with management rights in a portfolio of 7 historical properties in Egypt, with a total of 2.5k keys.

TMG Holding has developed c400k sqm of prime commercial BuA in its projects, of which it successfully sold some 113k to institutional investors during 2020-2022. The company now owns over 121k sqm of prime retail space located across its integrated communities and is an emerging dominant player on Cairo's sporting club scene, with two operational integrated sporting clubs accommodating about c0.2 million members, and additional three clubs under construction.

The company is publicly held since 2007 and is the largest listed developer by market capitalization. TMG Holding is Shariah-compliant. It has a total land footprint of 74mn sqm in Egypt and 10mn in Saudi Arabia, the largest accessed by any EGX-listed developer. It has the largest backlog among local developers, at EGP123bn as at end of September 2023, representing sold units to be fully delivered within the coming five years.

Market capitalization (as of November 2023)

**EGP47.3bn**

Turnover (9M2023)

**EGP18.4bn**

Backlog (9M2023)

**EGP123bn**

Total assets (9M2023)

**EGP198bn**

## Disclaimer

Certain information disclosed in this presentation consists of forward looking statements reflecting the current view of the company with respect to future events, and are subject to certain risks, uncertainties and assumptions. Many factors could cause the actual results, performance or achievements of the company to be materially different from any future results, performance or achievements that may be expressed or implied by such forward looking statements, including worldwide account of trends, economic and political climate of Egypt, the Middle East, and changes in business strategy and various other factors. Should one or more of these risks or uncertainties materialize or should underlying assumptions prove incorrect, actual results may vary materially from those described in such forward looking statements.

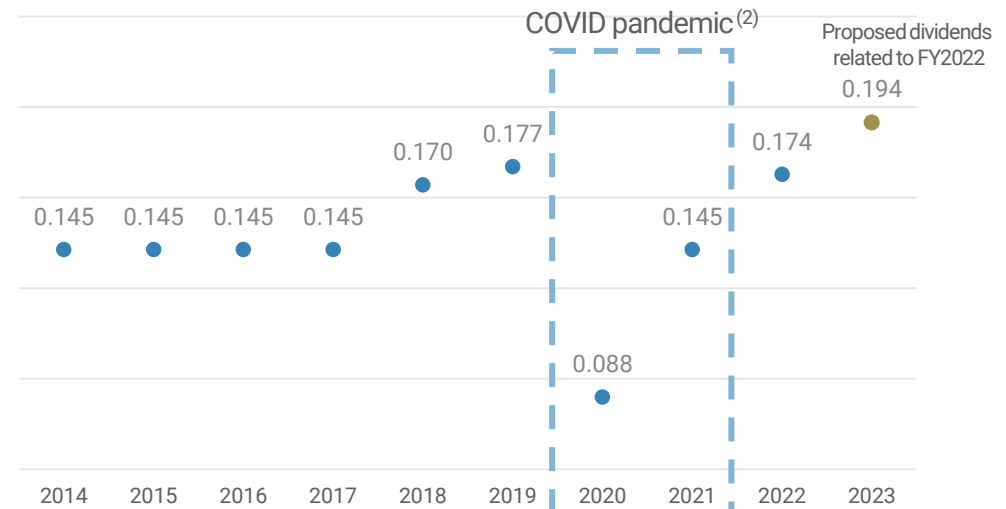
## TMGH stock performance compared to EGX30 and EGX RE indexes



### Key facts

- Listed on EGX since 2007
- c2,063mn shares outstanding
- No foreign ownership limits
- Reuters/BBG: TMGH.CA/TMGH EY
- Member of EGX30 index and MSCI Small Cap Egypt index
- Starting 2013, TMG has been paying regular and growing dividends

### Dividends payouts per share [EGP]



Note(1): Figures represents payouts in a given calendar year out of the previous year earnings

Note(2): In March 2020, the General Assembly approved to temporarily decrease the dividend's payout in response to the uncertainty produced by the COVID19 pandemic, payouts recovered in 2022



## Real Estate development



### Recent projects:

- Al Rehab (10mn sqm)
- Madinaty (33.6mn sqm)
- Celia (2.1mn sqm)
- Noor (21mn sqm)

### Upcoming:

- Banan (10mn sqm) in Riyadh, Saudi Arabia

## Hospitality



### Operating Properties:

- Four Seasons Nile Plaza (Cairo)
- Four Seasons Sharm El Sheikh
- Four Seasons San Stefano (Alexandria)
- Kempinski Nile Hotel (Cairo)

### Upcoming:

- Four Seasons New Capital (Madinaty)
- Four Seasons Luxor
- Marsa Alam Resort
- In process of acquiring 7 historical properties (Cairo, Alexandria, Aswan, Luxor)

## Leasing (Rentals)



### Flagship Properties:

- Open Air Mall (Madinaty)
- San Stefano Mall (Alexandria)

### Upcoming:

- The Spine (Madinaty)
- Commercial and retail in Banan, Saudi Arabia

## Sporting clubs



### Operating Properties:

- Al Rehab
- Madinaty
- Madinaty Golf
- Celia (partially)

### Upcoming:

- Privado
- Noor
- Madinaty Expansion
- Banan, Saudi Arabia

## Others



### Other sectors of activity:

- Transportation
- Utilities management (water, waste, etc.)
- Personal services (cleaning, plumbing, car maintenance, etc.)

# Five main segments delivering stable revenue and contributing immense value to TMG



TMG's robust business model, vision of its management team and unmatched track record, present a unique investment opportunity offering exposure to some of Egypt's key and rapidly growing economic sectors

	Real Estate development	Hospitality	Leasing (Rentals)	Sporting clubs	Others
Financial KPIs	<ul style="list-style-type: none"> <li>Revenues of EGP13.5bn (9M2023) contributing 73% to total revenues</li> <li>Gross profit of EGP3.7bn contributing 65% to total gross profits</li> </ul>	<ul style="list-style-type: none"> <li>Revenues of EGP2.7bn (9M2023) contributing 15% to total revenues</li> <li>Gross profit* of EGP1.2bn (9M2023) contributing 22% to total GP</li> </ul>	<ul style="list-style-type: none"> <li>Revenues of EGP492mn (9M2023) contributing 3% to total revenues</li> <li>Gross profit of EGP388mn (9M2023) contributing 7% to total gross profits</li> </ul>	<ul style="list-style-type: none"> <li>Revenues of EGP516mn (9M2023) contributing 3% to total revenues</li> <li>Gross profit of EGP170mn (9M2023) contributing 3% to total gross profits</li> </ul>	<ul style="list-style-type: none"> <li>Revenues of EGP1.2bn (9M2023) contributing 7% to total revenues</li> <li>Gross profit EGP163mn (9M2023) contributing 3% to total gross profits</li> </ul>
	<ul style="list-style-type: none"> <li>Target contribution to gross profit of 55-60%</li> </ul>	<ul style="list-style-type: none"> <li>Target contribution to gross profit of all business segment (ex-real estate development) of 40-45%, will be driven by the continuous growth of recurring income lines</li> </ul>			
Value drivers	<ul style="list-style-type: none"> <li>Investment lands valued at EGP133bn</li> <li>Total land footprint of 84mn sqm, of which 74mn sqm in Egypt, with sufficient areas for 20+ yrs of sales and development (additional 10mn sqm in Riyadh, KSA)</li> <li>New land acquired at competitive pricing and terms</li> <li>Current backlog of EGP123bn to be recognized as revenues in the next 5yrs</li> <li>Cash conversion cycle of 4-5 years only</li> </ul>	<ul style="list-style-type: none"> <li>Generating resilient income, mostly denominated in hard currency</li> <li>Positioned in a market with very strong tourism fundamentals</li> <li>In the process of acquiring a significant stake and management rights of a portfolio of 7 iconic and prestigious properties. This will increase the room count by some 2.5k keys</li> </ul>	<ul style="list-style-type: none"> <li>Large portfolio of prime retail areas, located in Cairo and Alexandria</li> <li>Rental contracts include revenue share and annual escalation clauses</li> <li>New high-quality properties under development in our communities</li> <li>Segment growth will be leveraging on the back of the population increase within our projects and in the neighboring areas</li> </ul>	<ul style="list-style-type: none"> <li>Two large operating sporting clubs serving the Rehab and Madinaty's communities</li> <li>An internationally recognized 18-hole golf club</li> <li>Three additional clubs are under development, while the Madinaty's club expansion will make it one of the largest clubs of its type in the world</li> <li>We will replicate the success of this model in our new domestic and international development</li> </ul>	<ul style="list-style-type: none"> <li>Comprising all other revenues streams, including but not limited to transportation, waste management, energy and water services, as well as personal services</li> <li>Expected to grow in terms of volumes and profitability on the back of the population increase in TMG-branded communities</li> </ul>

Note(\*): Gross profit of the hospitality segment reported on consolidated financial statements represents the segment's EBITDA and includes all operating expenses rather than just direct costs

## MENA's leading developer<sup>(1)</sup>

**#1 Egyptian RE developer by market cap**  
50 years track record

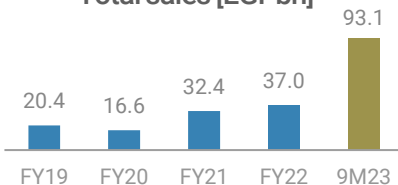
**Some 120k units delivered**  
(since inception)  
**Highest cumulative deliveries by a single MENA developer**

**84mn sqm land footprint**  
74mn sqm in Egypt,  
10mn sqm in Saudi Arabia

**1,041 operational hotel rooms**  
940 rooms under development<sup>(2)</sup>

**121k sqm GLA portfolio<sup>(3)</sup>**  
Over 107k sqm GLA leased and operational

**Total sales [EGPbn]<sup>(6)</sup>**

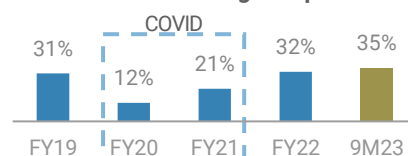


**over 100k / 4.9k units sold**  
(since inception / 1H2023)

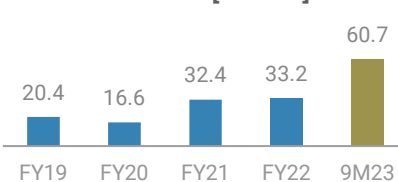
**197k operating club membership capacity<sup>(4)</sup>**  
Sold c70k memberships, c127k yet to be sold

**634k sqm of club areas under development<sup>(5)</sup>**  
Pre-sold c15k memberships

**Historical contribution of recurring income lines to gross profit**

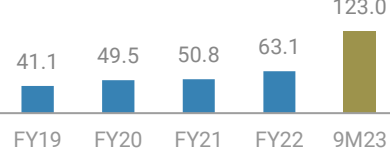


**Core sales [EGPbn]<sup>(8)</sup>**

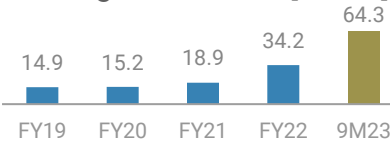


**Backlog [EGPbn]**

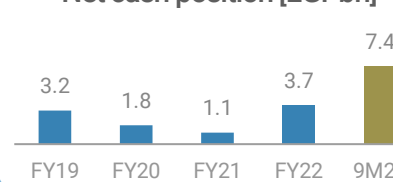
To be recognized as revenue within 5 years



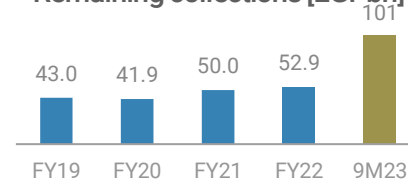
**Expected net cash flow from backlog and deliveries [EGPbn]**



**Net cash position [EGPbn]**



**Remaining collections [EGPbn]**



**Egypt's leading developer of premium master planned communities with sufficient land bank for over 20 years and sizeable portfolio of Recurring Income Assets contributed 32% of GOP for FY2022<sup>(7)</sup> and planned to increase to 40-45%**

Note (1): By number of units delivered.

Note (2): Includes 346 rooms in Four Seasons Madinaty, 200 rooms in Four Seasons Luxor and 394 rooms in Marsa Alam.

Note (3): Includes Open Air mall (new units opened over 2021/22/23, Carrefour operating since October 2018, achieving the highest Carrefour sales per sqm in Egypt).

Note (4): Substantial high-margin revenue stream with limited capex needs overlooked by the market, to deliver exponential growth mimicking accelerated population build-up. Capacity and sales covering Madinaty and Rehab clubs only.

Note (5): Consisting of Celia, Privado, Noor clubs, an additional 420k sqm is to be developed for the Madinaty club extension.

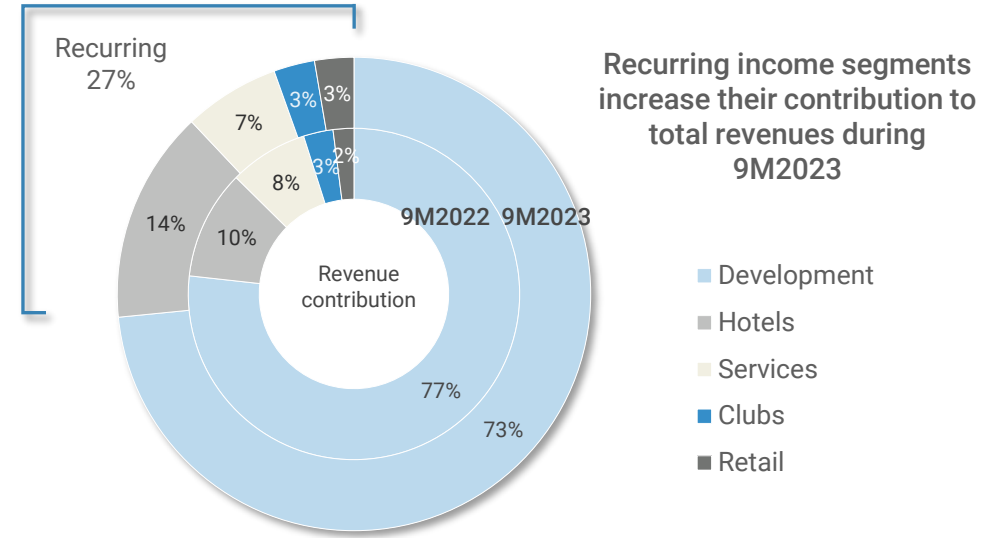
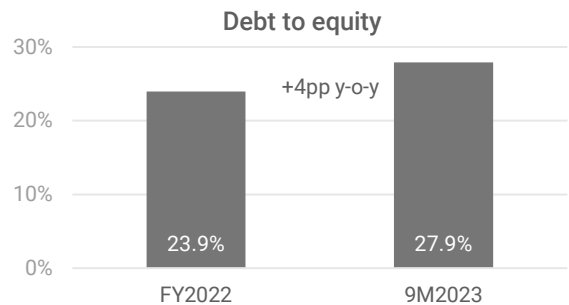
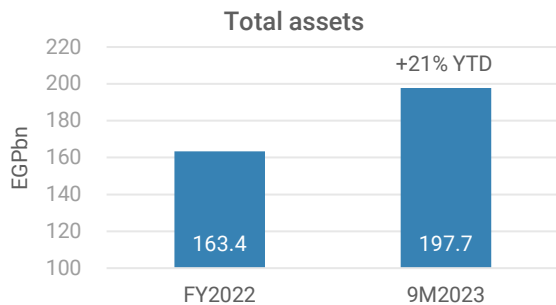
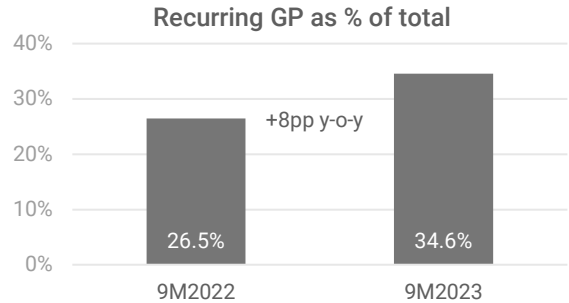
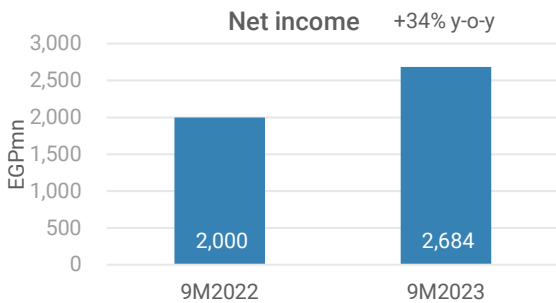
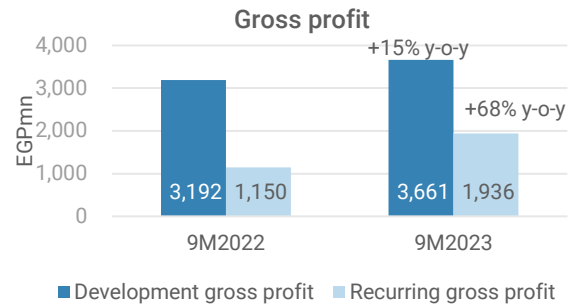
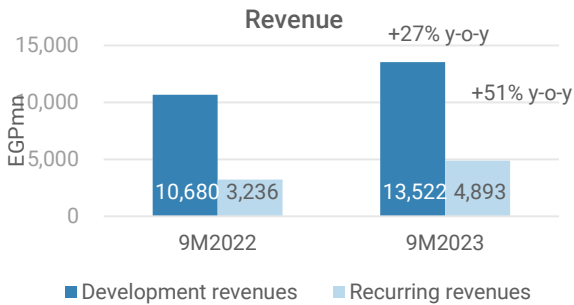
Note (6): Total sales includes TMG attributable sales, and sales done in the name for third parties, for which the company earns a commission.

Note (7): Contributed 11.5% in FY2020 due to the temporary negative impact of COVID-19 on hospitality and other recurring income segments paired with strong development revenues. Contributed 21.1% in FY2021.

Note (8): New sales are adjusted downwards for the value of cancellations and transfers.

# Key financial highlights of 9M2023

The successful implementation of management's long-term vision, grounded in a robust business strategy, is generating continuous growth in profitability and yielded strong financial results during 1H2023



- Revenues of EGP18.4bn, up 32% y-o-y, of which 27% or EGP4.9bn was generated from recurring income lines, with the hospitality segment booking strong revenues.
- Gross profit up 29% y-o-y, reaching EGP5.6bn, of which 35% generated by recurring income lines, in line with the medium-term target of 45% contribution.
- Net profit after tax and minority interest of EGP2.7bn, up 34% y-o-y.
- Net cash position of EGP7.4bn as at end-9M2023, up significantly y-o-y on the back of cash collections and monetization programs.
- Debt-to-equity ratio of 27.9% only, one of the lowest leverages in the sector and pertaining to the financing of recurring income producing assets.
- Total backlog of EGP123bn, representing some 22.3k units, to be delivered in the next 5 years



# REAL ESTATE DEVELOPMENT

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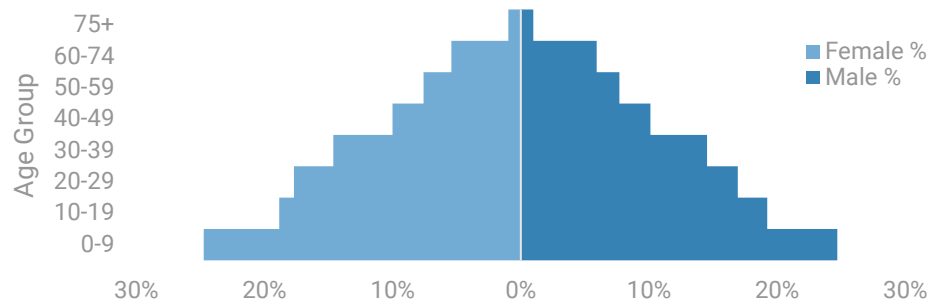


## TMG recently announced international expansion into Saudi Arabia with a 10mn sqm mixed-use sustainable smart city east of Riyadh

- In September 2023, an agreement to develop a new sustainable city in Riyadh, named Banan, was signed between Talaat Moustafa Group and the National Housing Company, the local state partner and investment arm of the Ministry of Municipal and Rural Affairs and Housing.
- The project represents the first international expansion of TMG, providing a strong foothold for further regional and international presence. The Group will leverage on its experience and expertise in developing large integrated communities accumulated in over 50 years of its presence in Egypt.
- The project is planned as a mixed-use sustainable development, powered by smart technologies, to be developed on an area of 10 million square meters, boasting 27,750 residential units and integrated services, with some 40% of the land area to be allocated to green spaces.
- The project comes in line with the Group's vision of developing modern, innovative and sustainable cities, aiming at improving the standard of living of the local communities, and intends to become a model for sustainable urban development and innovation in the Kingdom, in line with Saudi Vision 2030.
- With an estimated total investment cost of SAR40bn, the project will be almost entirely self-funded, through the off-plan sales model.
- The leasing of non-residential areas will provide a long-term source of high-margin recurring income generated in a USD-pegged currency, further strengthening the outlook on future dividends.



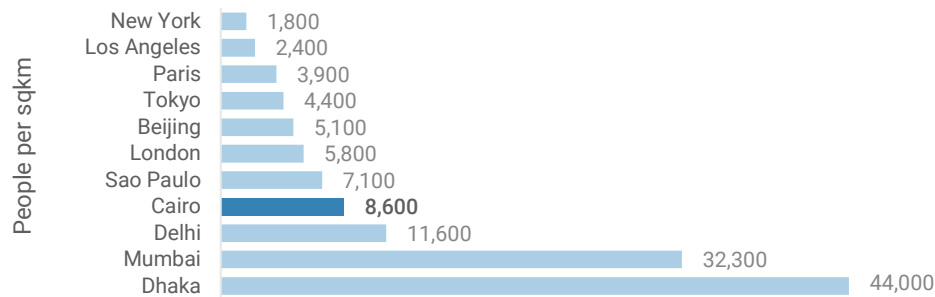
A young population provides fertile ground for incremental supply of real estate



## A young and rapidly growing population

- Egypt has one of the largest population in the world, with the Greater Cairo area being one of the most populated cities in the world.
- Characterized by a very young population, which is growing at a fast pace, estimated at over 2% p.a..
- New households are formed at high rates, on the back of nearly 1mn new marriages.

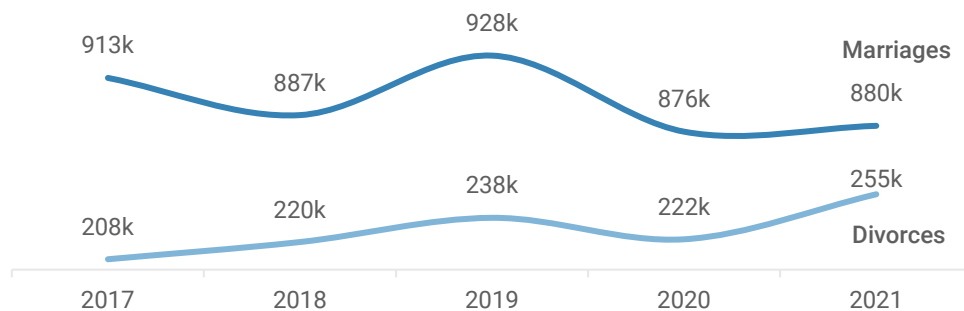
Population density indicates the great potential of urbanization in Cairo and Egypt



## Urbanization and inside-out migration in Cairo

- The secular trend of urbanization in Egypt is far from completed, with more than half of the population estimated to be living in rural areas.
- The Greater Cairo area is experiencing a trend of outright migration, from the city center toward the surrounding areas.
- The development of the suburban areas of Cairo reflects the need of decongesting the city centre by directing the pressure of the growing population to the outskirts.

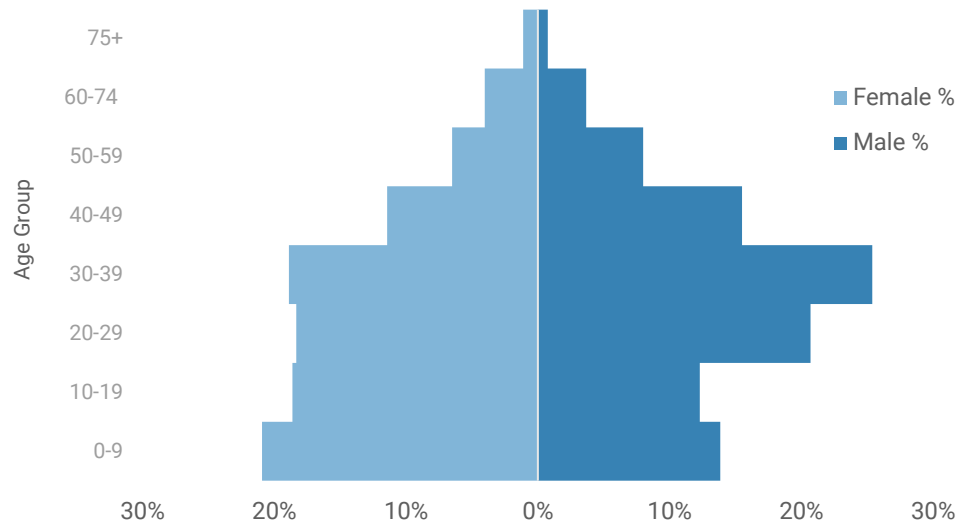
Massive amount of marriages per annum, provide opportunity for new dwellings



## Real estate as a form of investment

- Real estate is culturally recognized as a hedge against inflation, and unit purchases are often made in anticipation of a real future housing need.
- Our investment demand eventually translates into end-user demand also thanks to the low marginal cost of making the unit available for rental, due to the offering of finished rather than core and shell units.

A relative young population provides fertile ground for incremental supply of real estate



## A young and rapidly growing population

- A young population, over 50% of the people living in KSA are less than 30 years old, growing at a relative fast pace.
- Vision 2030 drives growth and investments in the Kingdom, fueling the expansion of urban centers and creating the need for new dwellings.
- The total annual marriages in KSA reached 150k\*, providing strong real demand for new dwellings.

## Urbanization and migration in Riyadh

- Riyadh population grew by 5% in 2022. The Capital is becoming as a regional business hub and is attracting internal and external migration.
- The Ministry of Housing estimates that throughout the country, additional 1.2mn homes will be required by 2030 to meet the existing demand.

## Vision 2030 and homeownership

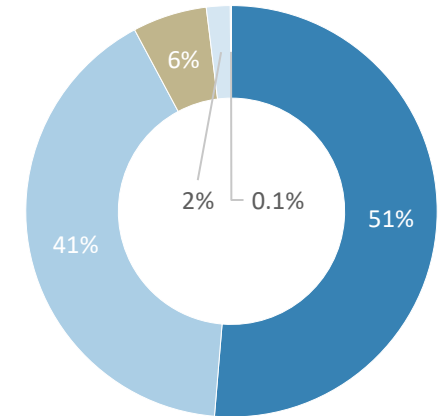
- Saudi had historically low rates of homeownership. The government stepped in and implemented a strategic plan to reach 70% of homeownership by 2030 compared to the current 60%.
- The government is providing support through a wide array of solutions implemented by the Ministry of Housing, such as the Sakani program, and through availability of mortgages provided by local banks.

# Strong sales performance across projects and products

The market recognizes the high standards of living and full-service integration in TMG's projects, as shown by the constant increase in prices and sales volumes in Egypt, which translates into impressive real estate sales results booked continuously since 2017, also a testimony of the adequacy of management's long-term vision and its diligent execution

- Our projects become dynamic communities at a fast pace, due to the deep demand from end-users, timely deliveries of finished products, careful upkeep of facilities and landscapes, and numerous services offered inside these communities.
- TMG's ability to develop, populate and maintain vibrant, populous communities translates into high pricing growth and strong demand for the non-residential products in these communities. Institutions and individuals drive the demand as they seek exposure to the large and affluent population and to the additional inbound traffic, attracted from the underserved surrounding areas.
- We reprice new products frequently, often on a weekly and monthly basis to reflect rising costs. In 2022, prices have increased by 18%, on average, and in 2023 have increased through almost weekly and monthly individual increments ranging from 0.5% to 3.0%, bringing the core price of various products up by over 40% on average, as of October 2023.
- Annual sales results are consistently the highest in the market since 2017 and TMG is now an unchallenged hegemon in East Cairo, where it is responsible for the majority of branded supply. The launch of Noor, in mid-2021, was the most successful in the recent history of the Egyptian real estate market, surpassing the previous record achieved in the launch of Celia in 2018.
- New sales in 9M2023 reached EGP93.1bn, of which EGP32.5bn in third party sales, and EGP60.7bn in core sales. The majority of sales in the period were generated from the city of Madinaty, followed by Noor.
- The online sales platform, launched in mid-2021, contributed some EGP3.97bn in new sales in 9M2023. The platform further improves the customer experience, making it easier for clients to explore TMG's offer. It is also helps reaching new customers as far as America and Europe.

TMG core sales by project 9M2023

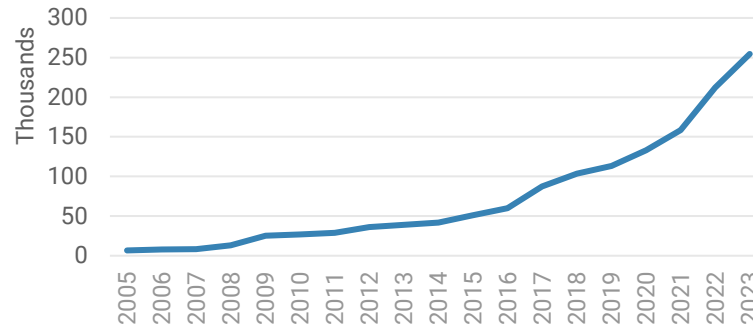


■ Noor ■ Madinaty ■ Privado ■ Celia ■ Rehab

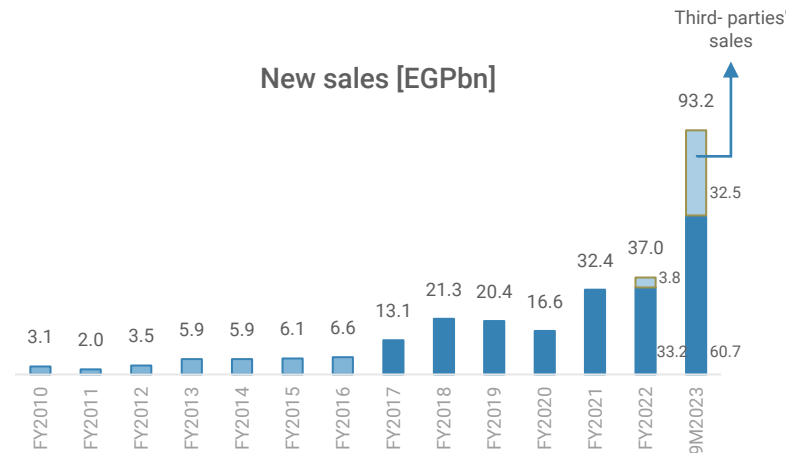
Value creation – prices for residential units [EGP/sqm]



Value creation – prices for non-res. units [EGP/sqm]



New sales [EGPbn]

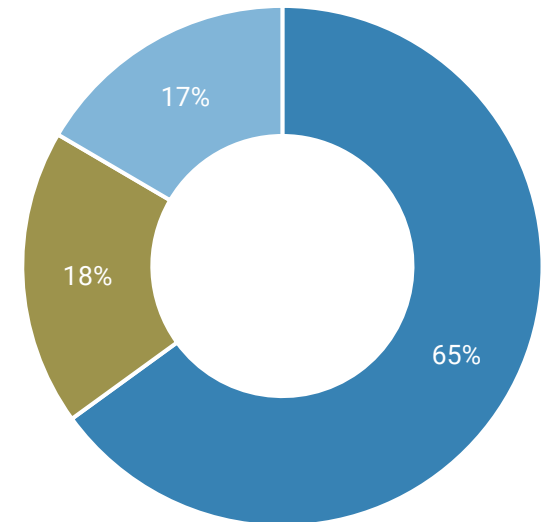




Recent bulk sales confirm the strength and trust placed on our brand and our management's vision. We now provide reselling services to our partners, in exchange for a fee, introducing a new source of income for the Group, at no additional cost or risk

- During 2020-2022, we have secured sales worth cEGP28bn of residential and non-residential BuA to institutions related to the National Bank of Egypt, Banque Misr, Banque du Caire (the largest public banks in Egypt), as well as Commercial International Bank (the largest private bank in Egypt). This unique blueprint focusing on strategically important transactions with high-profile partners, produces an acceleration in sales and profit recognition, an uptake of existing unsold inventory and it further de-risks our robust business model. Majority of the cash proceeds from these transactions have already been collected or will be collected in the next two years.
- The strategy was devised to mitigate any cash flow risks arising with the global unprecedented COVID-19 pandemic in 2020 and the subsequent global macroeconomic shocks. No other real estate company in the Egyptian market was able to replicate this model and attract such a vast institutional demand. Institutions are entering in such agreements with TMG, on the back of the Group's vision and our ability to execute timely and with quality, as well as our capabilities of generating values for all stakeholders.
- The partnerships allow for the creation of massive revenue streams, representing the revenue generated upon delivery of the sold units, as well as additional commissions earned on resale of these units. The Company has resold some EGP4bn in FY2022, achieving total contractual sales of over EGP37bn, of which cEGP1.6bn related to the in-kind payment apartments, part of the land purchase agreements with the Ministry of Housing. We continue to record a deep demand for TMG branded products, with about EGP93bn of total sales achieved in 9M2023, of which cEGP32.5bn representing sales for third-parties.
- The Company provides this service in exchange for a fee, ranging from 2.5% and up to 8% of the sales value of the units. This additional source of income comes at virtually no cost to the Company, as we leverage the vast network of sales offices and personnel already in place while shielding the margins from any inflationary and macroeconomic pressure. TMG pursues this type of agreements in order to maintain control over the supply of residential and non-residential units and pricing in our projects, while deepening the product mix with additional and different units.

Composition of total sales achieved by TMG in its name and for third parties as of end of 9M2023

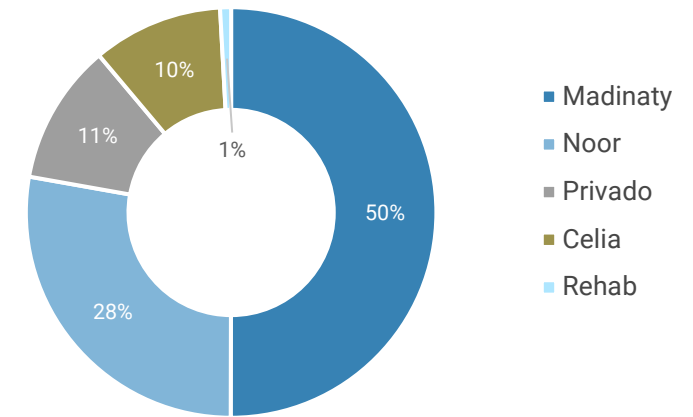


- TMG sales
- Third parties resales - from bulk deals
- Third parties resales - ministry units

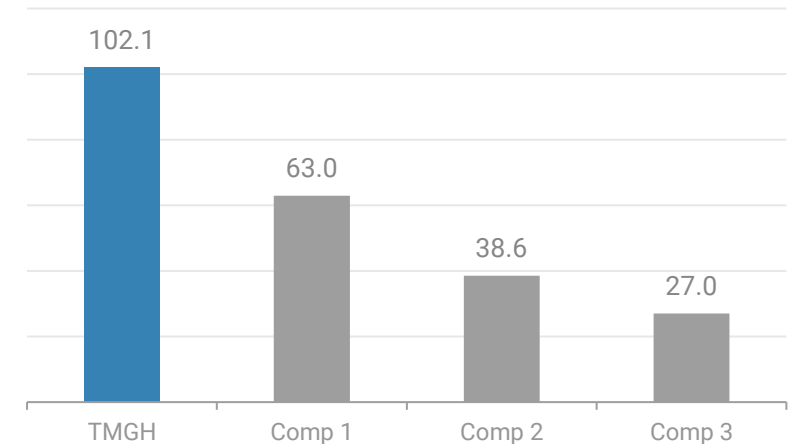
We have accumulated the largest backlog in Egypt, amounting to EGP123bn, as a result of the remarkable sales performance lasting since 2017

- TMG has built a trusted brand and has accumulated a highly stable backlog, underpinned by real demand. The good customer mix of end-users and institutional investors as well as the high quality of the product, grant historically low cancellation and delinquency rates.
- We enjoy massive economies of scale due to the size of our projects, ranging from 500 to 8,000 feddans (2.1mn to 34mn sqm). Some of our projects are already mature, where land costs and infrastructure costs had already been expedited.
- We maintain our medium-term guidance for gross profit margin of 30-35% for residential development and 65% for non-residential development. Recent macroeconomic changes (inflation, currency devaluation, raise in interest rates) had a minimal impact on the expected margin, also when taking into consideration the backlog of Noor, TMG's latest greenfield project.
- We estimate that cEGP79.5bn of accounting costs are needed to deliver the current backlog, with only EGP36bn still required in cash in the next 4-5 years in order to complete construction.
- Our current market capitalisation<sup>(1)</sup> of EGP47.3bn only captures a minimal fraction of the Group's value given that: i) the company is net cash positive ii) the current backlog is fully funded and is expected to generate some EGP64.3bn in additional net cash proceeds over 4-5 years, iii) neither the value of hospitality, leasable retail, sporting clubs segments (limited capex required) or infrastructure is fairly reflected in the market capitalisation, in our view, even after arbitrarily pricing-in market inefficiencies, iv) a massive residual BuA in the pipeline.

Backlog<sup>(1)</sup> value by project [EGPbn/%]



TMG backlog compared to peers [EGPbn] as of 1H2023



Note(1): Market capitalization as of November 2023

# Land footprint of over 74mn sqm in Egypt, the largest in the country, as well as additional 10mn sqm in Saudi Arabia

On the back of a 50 years-long history, TMG accumulated one of the largest land footprint in the region and the largest in the country, spanning over some 74mn square meters in Egypt. Additional 10mn will be added, related to Banan, the recent announced project in KSA.

- Over three decades ago, our management initiated the process of land reclamation in the East of Cairo, an area which represented the perfect canvas to plan and deliver modern urban concepts and improving the standard of living of the Egyptian population.
- We have secured a vast land bank at very attractive price points and through unique payment terms (cash and in-kind mix). The in-kind payment agreements provide the company with substantial flexibility in managing its cash flows and allow to reduce risks on the overall business model.
- The current land bank is sufficient for 20+ years of new developments and sales, with some 30mn sqm yet to be developed. Future developments will leverage on our first-mover advantage as well as on the inherent competitive advantage realized through the size and scale of our projects.
- A small portion of our land bank, consisting of 8.5mn sqm of infrastructured land, with no or minimal remaining liabilities attached, licensed primarily for non-residential development in Madinaty and in Al Rehab has a market value of not less than EGP133bn, based on independent valuations.
- Value on these lands have been created through years of strategic development and successful creation of vibrant communities in their vicinity. Management's successful and tested strategy in creation of such value gives the company limitless opportunities such as acquisition of new land plots on very attractive terms, such as Noor plot.

Our decade-long land purchase contracts with the Ministry of Housing are also a solid testimony to the trust extended to us by the regulator and the market

## Most of Madinaty in-kind payment has been already settled

Some 86% of the agreed upon BuA has been delivered to the Ministry of Housing. New deliveries are expected in 4Q23 and will bring total delivered in-kind payment to c91%. The remainder is being expedited and is expected to be fully delivered by 2025. The remaining cost to complete this BuA is estimated at EGP3.5bn only.

## Successful negotiation of a similar payment scheme for Noor

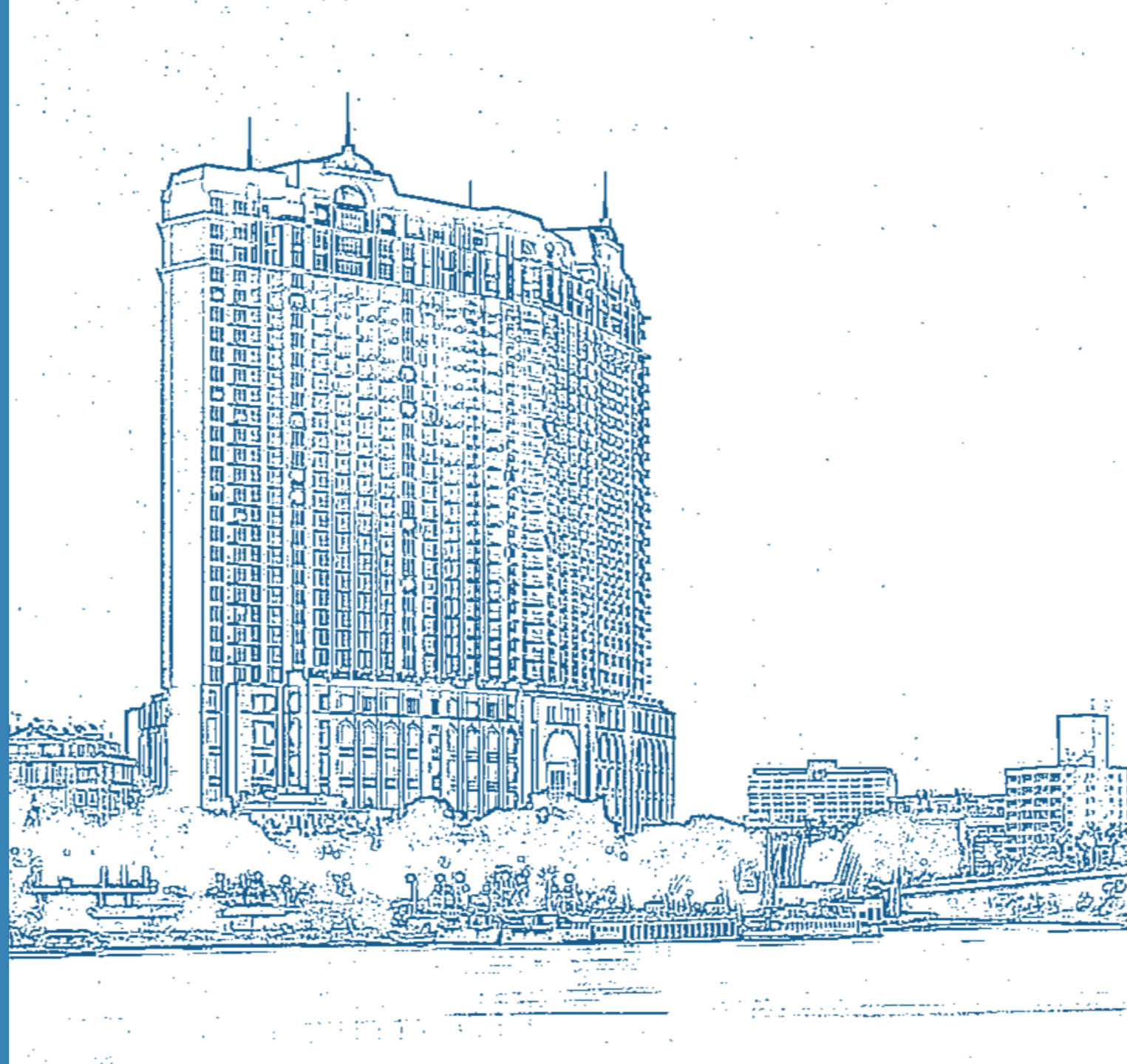
The deal is one-of-a-kind, cash plus in-kind payment scheme, achieved on the back of TMG's unmatched track record, execution power and brand recognition.

## Acquisition of the land of Celia

The plot, covering 500 feddans, was acquired for EGP2.1k per square meter, a price currently unachievable in comparable areas. Moreover, the contract provides attractive payment terms, with the sum to be installed over 7 years, at an interest of 10% with a 2 years grace period. The company paid all the installments due and no payments are overdue.

# HOSPITALITY SEGMENT

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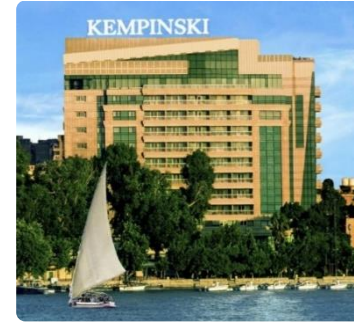
## TMG is positioned as a leader in the luxury and ultra-luxury tourism industry in Egypt

- We own a portfolio of outstanding and geographically diverse hospitality properties in Egypt, which allow us to attract a diverse customer mix, composed primarily of international leisure and business tourism, as well as domestic tourism.
- We partner with some of the most recognizable international hospitality management brands such as Four Seasons and Kempinski, to manage these properties.
- Our portfolio of assets produces solid revenues, denominated primarily in FX, accounting for some 19% of total gross profits in 2022, and 27% as of 1H2023.
- We currently own 1,041 keys, consisting of hotel rooms and branded residential units managed by Four Seasons, located in Cairo, Alexandria and Sharm El Sheikh, and hotel rooms in Cairo managed by Kempinski.
- We continue to expand our hospitality portfolio, on the back of over 20 years of expertise in the sector, with a compelling long-term growth plan and long-lasting successful partnerships with world renowned management companies
  - The Four Seasons Hotel and Private Residences New Cairo Capital at Madinaty will boast 346 luxurious rooms and suites, as well as 187 branded residences, comprising of villas and luxury apartments, developed based on the off-plan sales model.
  - Four Seasons Hotel Luxor will include 200 rooms and suites, it is situated in a very prominent location, on the west bank of the Nile river, in close proximity to the globally acclaimed Luxor Temple.
  - The company owns a sizable plot of land in Marsa Alam, of over 3mn square meters, where is developing a property set to open in 2025. The resort will boast some 394 rooms, targeting a diverse clientele, as well as the local and international secondary and tertiary residential demand.

### Currently operating properties



**Four Seasons Nile Plaza, Cairo**  
[365 keys, opened 2004]



**Kempinski Nile Hotel, Cairo**  
[191 keys, opened 2010]



**Four Seasons San Stefano, Alexandria**  
[170 keys, opened 2007]



**Four Seasons Sharm El Sheikh**  
[315 keys, opened 2001]

### Properties under development



**Four Seasons Madinaty**  
[346 keys, exp. opening 2026]



**Four Seasons Hotel Luxor**  
[200 keys, exp. opening 2025]



**Marsa Alam Resort**  
[394 keys, exp. opening 2025]



# Significant stake in a portfolio of 7 iconic hotels from EGOH

TMG announced the bid to acquire a significant stake in a portfolio of 7 historical hotels, located across Egypt, from EGOH, one of the State hospitality and tourism investment vehicles.

- In July 2023, the company announced its participation in the bidding to acquire a significant stake and management rights in a portfolio of 7 historical properties in Egypt.
- The portfolio comprises 7 hotels, which will increase TMG's room count by additional c2,500 keys, positioned in key touristic location in the country. Once the acquisition is concluded, the company will become the largest tourism operator in the luxury market in Egypt.
- The company will bring its expertise in the segment as well as leverage on its long-standing partnerships with some of the most renowned operator in the world, in order to improve the operating performance of the properties, which will increase financial profitability while improve the current touristic offering in the country.



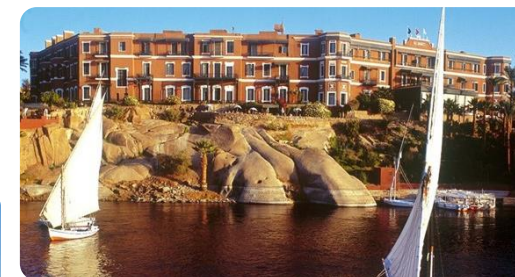
Marriott  
Mena House, Giza  
[c330 keys, opened 1886]



Sofitel  
Winter Palace, Luxor  
[c200 keys, opened 1907]



Marriott, Omar Khayam, Cairo  
[c1,060 keys, opened 1982]



Sofitel, Old Cataract, Aswan  
[c140 keys, opened 1899]



Steigenberger  
Cecil, Alexandria  
[c80 keys, opened 1929]



Movenpick Resort  
Aswan  
[c400 keys, opened 1974]

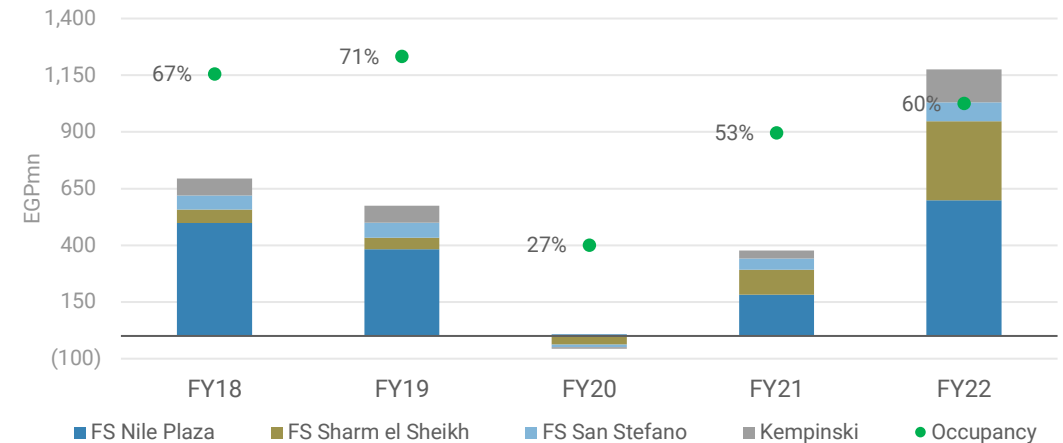


Steigenberger Tahrir, Cairo  
[c300 keys, opened 2017]

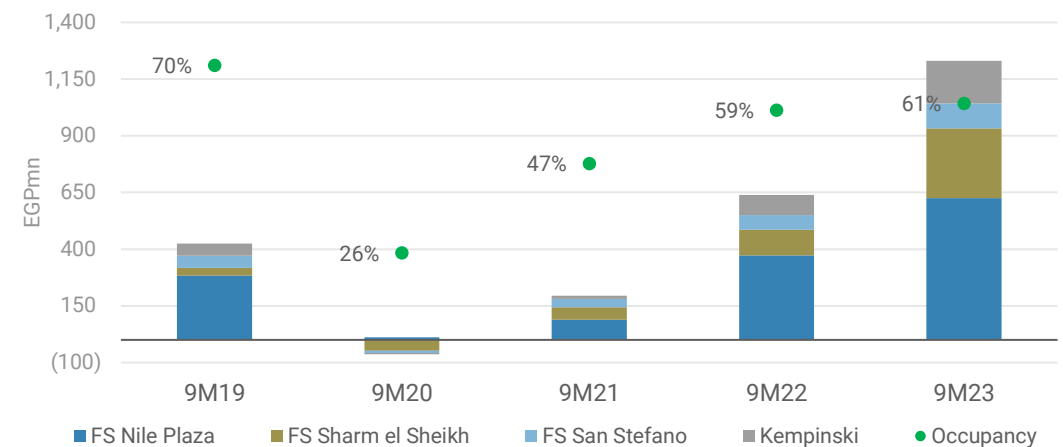
In FY2022 revenues and EBITDA of the hospitality division delivered the best performance on record since 2018. The strong performance was confirmed so far in 2023.

- All four properties delivered strong operational and financial results in FY2022 and 9M2023, exceeding initial expectations across the board and topping the pre-pandemic levels.
- Total hospitality revenue for FY2022 reached EGP2.6bn, ahead of the initial budget of EGP1.6bn, and was higher 102% y-o-y. This represents the highest recorded revenue from our hospitality portfolio, in both EGP and USD terms. Total EBITDA in FY2022 came in at EGP1.2bn, at a solid 43% margin, and largely exceeded pre-COVID full year EBITDA performance.
- Global occupancy reached 60% compared to 53% registered during FY2021, with the properties in Cairo registered the highest occupancy levels in the period. Global ARR in FY2022 stood at EGP6,866, or USD347, up from last year ARR of EGP4,057 or USD259.
- Total hospitality revenue as of 9M2023 reached EGP2.68bn, ahead of the initial budget of EGP2.31bn, and was higher 81% y-o-y. In the same period, total EBITDA came in at EGP1.23bn, at a solid 46% margin.
- Global occupancy YTD reached 61% compared to 59% registered during the same period last year, with the properties in Cairo registered the highest occupancy levels in the period. Global ARR in stood at EGP10,132, equivalent to USD331, up from ARR of EGP5,669, or USD314, achieved in the same period last year last year.

EBITDA and occupancy performance [FY2022]



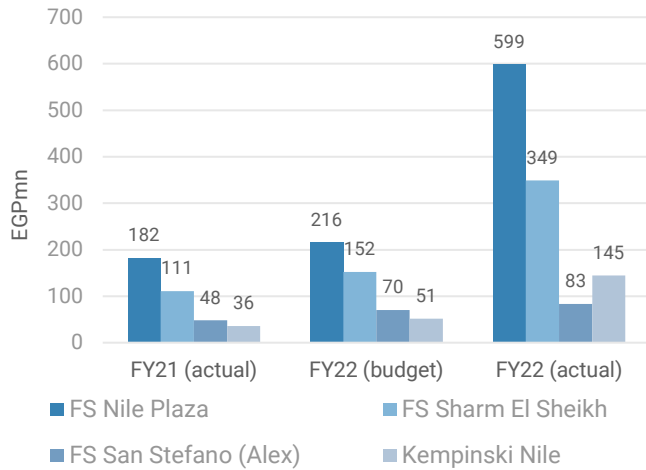
EBITDA and occupancy performance [9M2023]



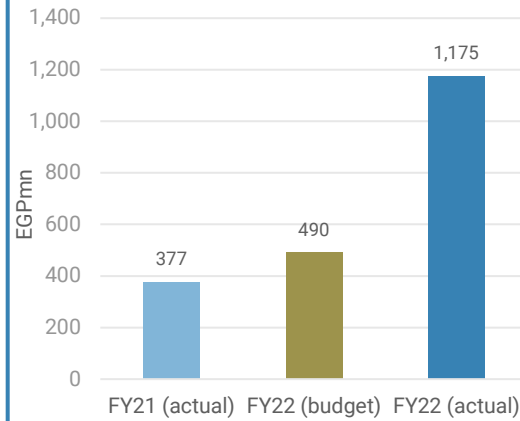
Notes (\*): EBITDA of FS Nile Plaza in October 2018 was positively impacted by a profitable one-off visit by a delegation of a foreign government.

# Strong performance in FY2022

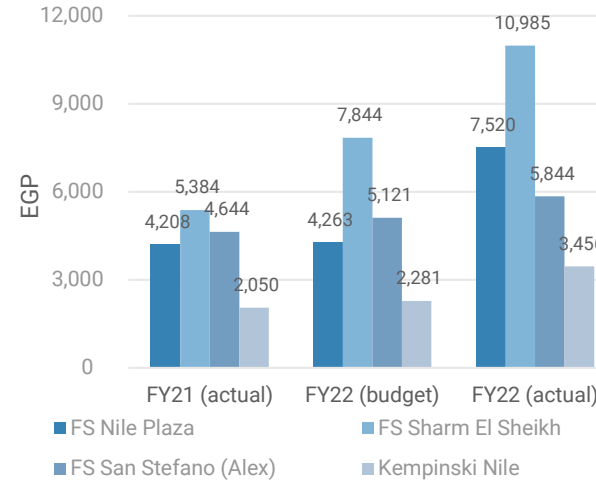
### EBITDA per property



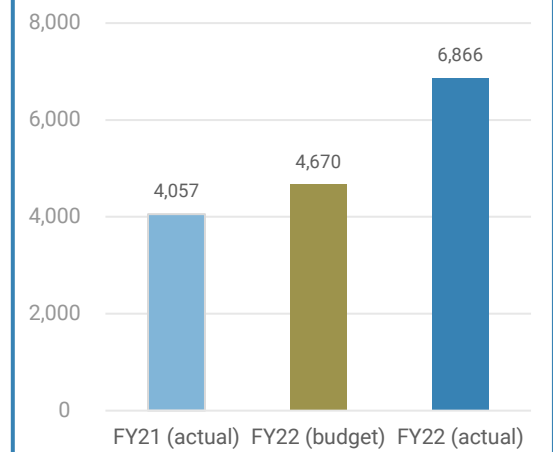
### EBITDA - Consolidated



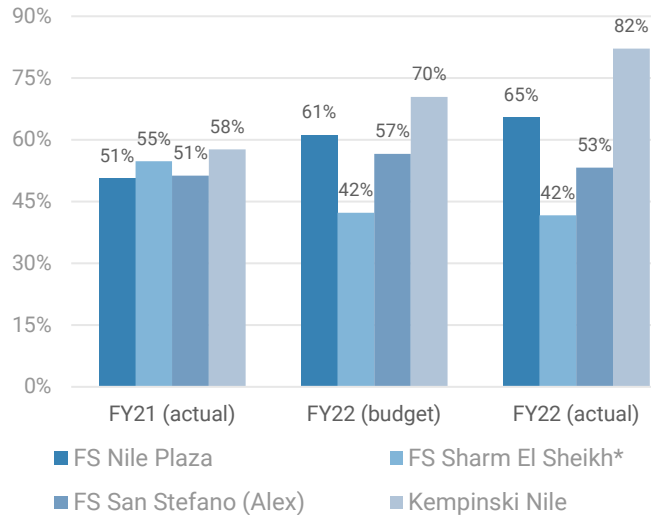
### EGP ARRs per property



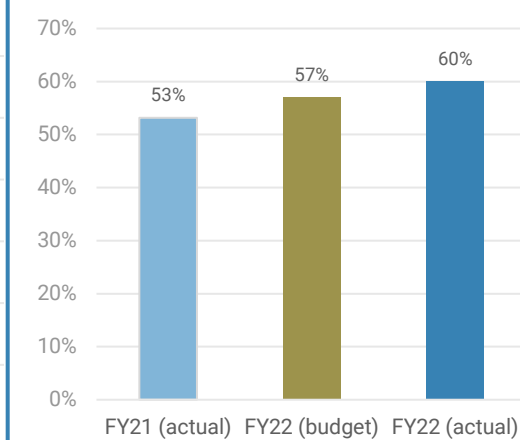
### EGP ARR - Consolidated



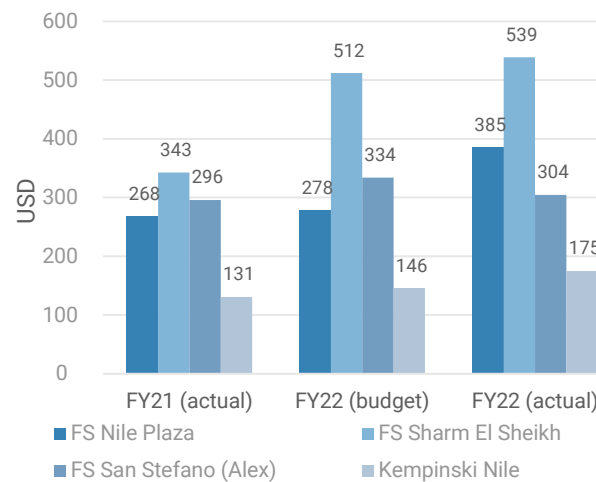
### Occupancy rates per property



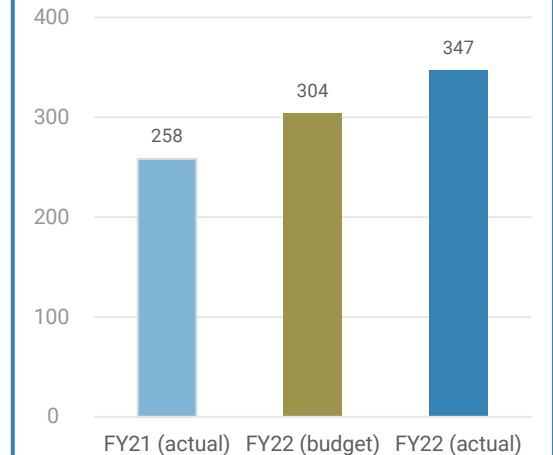
### Occupancy - Consolidated



### USD ARR per property



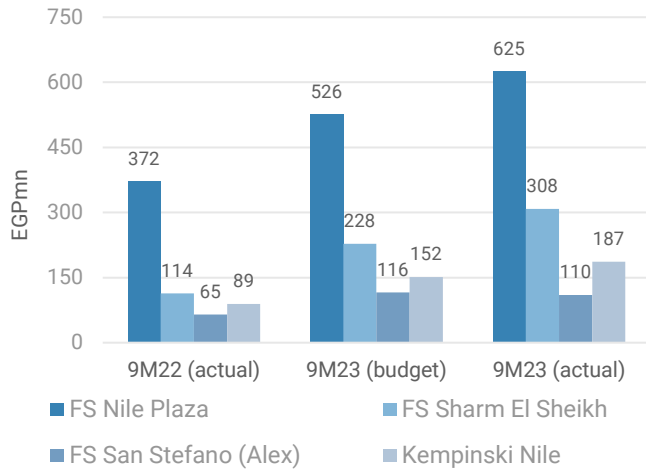
### USD ARR - Consolidated



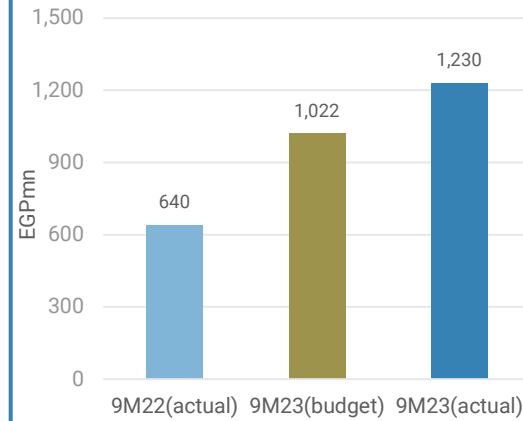
Note(\*): Occupancy in Four Seasons Sharm El Sheikh is slightly diluted y-o-y due to the increase in room nights ascribable to the launch of the extension, dated March 2022

# Strong performance in 9M2023

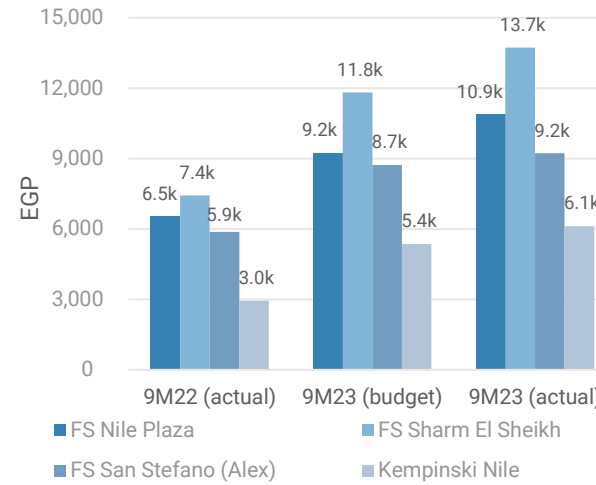
### EBITDA per property



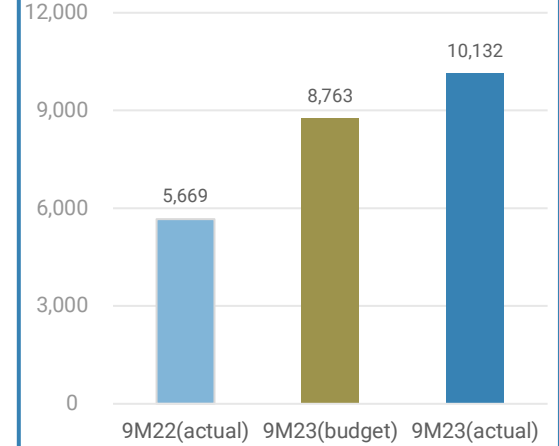
### EBITDA - Consolidated



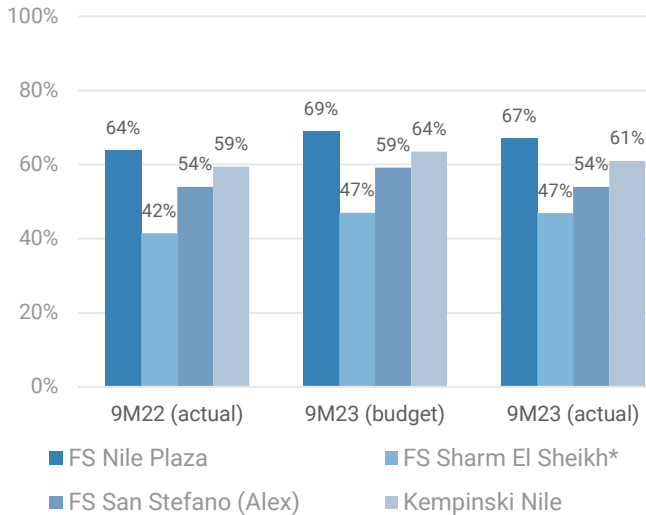
### EGP ARR per property



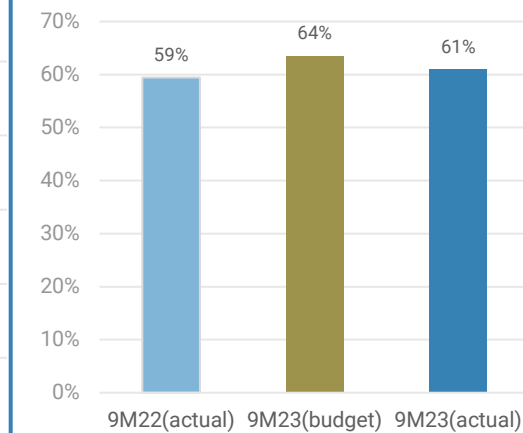
### EGP ARR - Consolidated



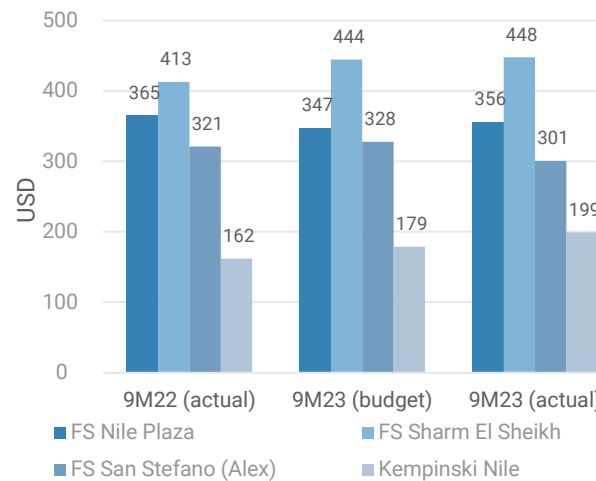
### Occupancy rates per property



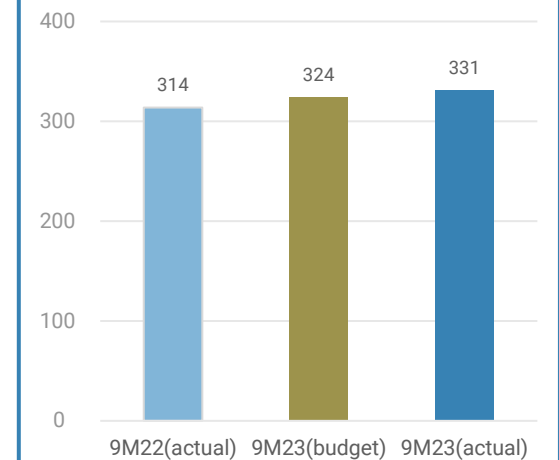
### Occupancy - Consolidated



### USD ARR per property



### USD ARR - Consolidated

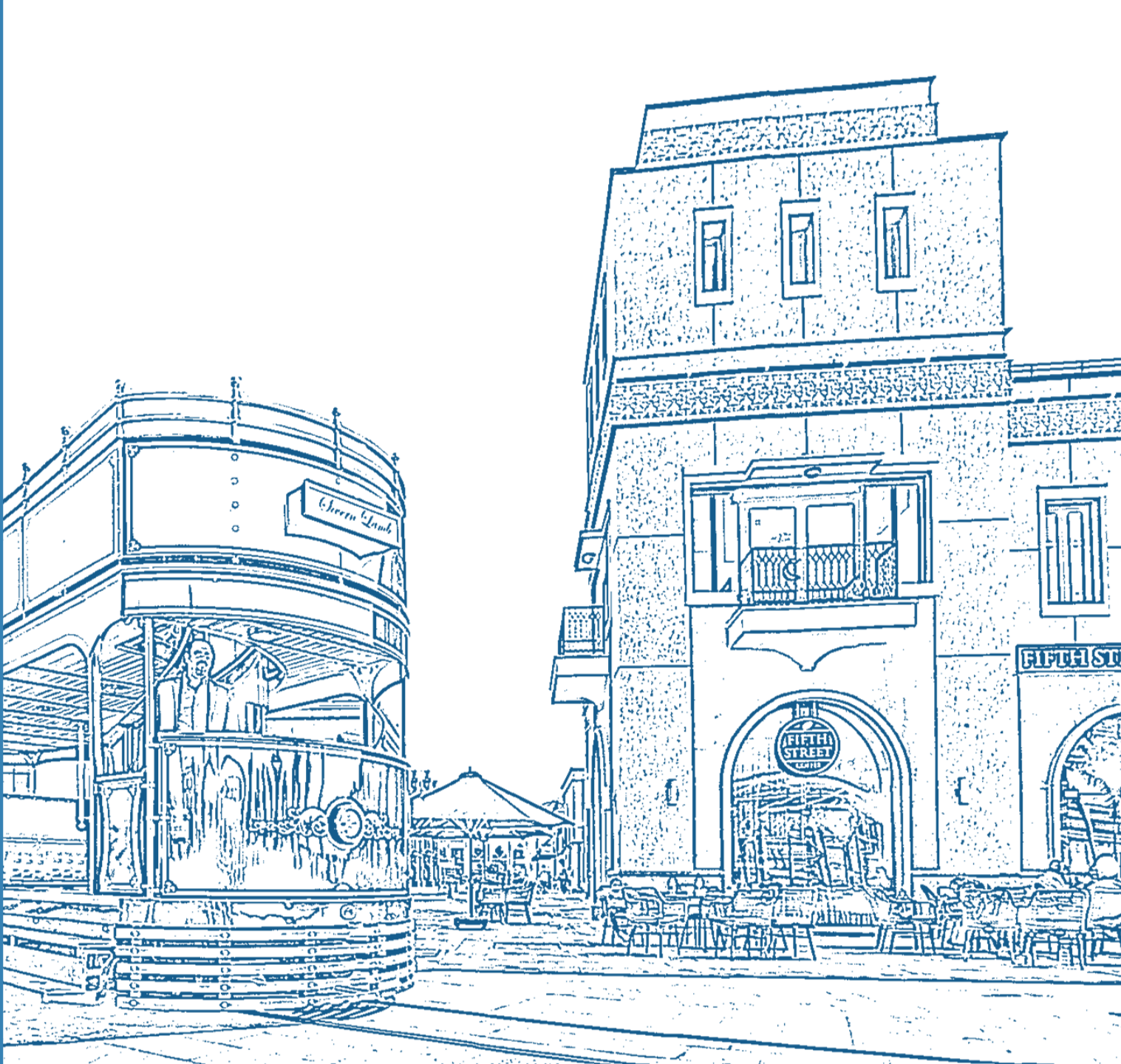


Note(\*): Occupancy in Four Seasons Sharm El Sheikh is slightly diluted y-o-y due to the increase in room nights ascribable to the launch of the extension, dated March 2022



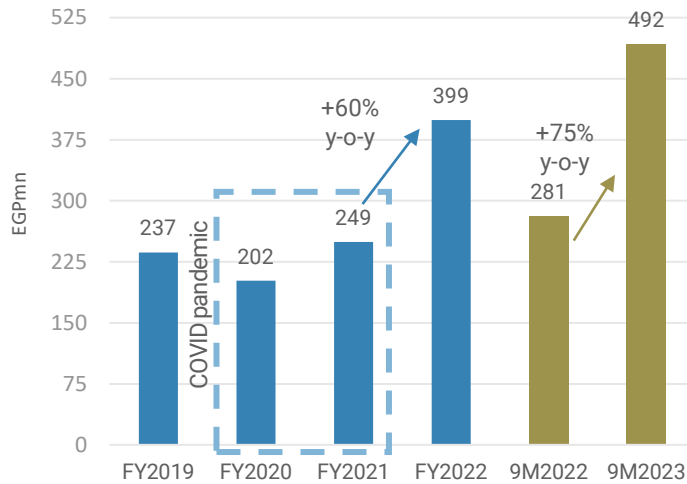
# COMMERCIAL LEASING

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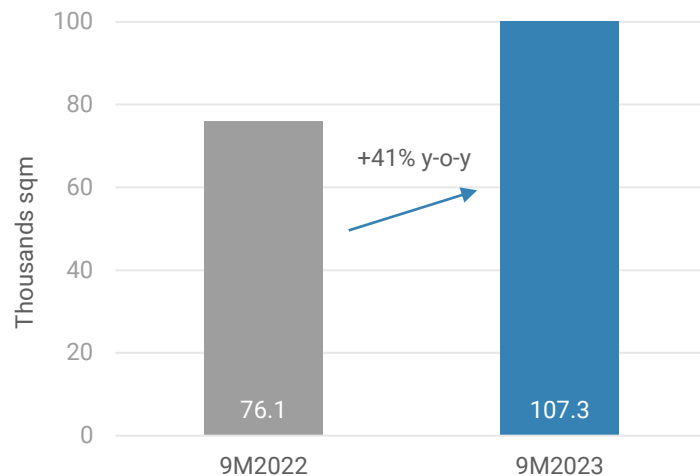




### Retail revenues



### Operational area



## Retail operations are continuously growing on the back of an aggressive expansion strategy, with new commercial areas becoming available for lease

- TMG has developed some c400k square meters of prime retail BuA so far and retained some 121k square meters while strategically liquidating the remainder through direct sales and structured agreements aimed at maintaining operational control of the assets.
- Revenues from retail operations increased 60% y-o-y in FY2022, and by 75% y-o-y in 9M2023, as new retail space becomes available, and due to further improvement in performance of the already operational stock. We project retail revenues to grow strongly in the coming period.
- We record a strong demand for our commercial spaces, in recognition of TMG's high quality projects and of the large and affluent population that is accessible within our communities. The value created within our projects can be quantified through the substantial premiums achieved on the sale of commercial units, at points reaching almost EGP500k/sqm (i.e., pharmacies).
- The company is strategically monetizing a portion of the less recent commercial units while consistently updating its stock with a more modern portfolio in properties such as Open Air Mall in Madinaty. The company has maintained control over the sold units by virtue of management agreements with the buyers. The footfall of the commercial properties is bound to increase on the back of new residential deliveries in Madinaty and neighbouring projects.
- The Open Air Mall extension was recently launched and achieving high prices of EGP300k/sqm.
- New properties are in the making such as the Village in Celia (under development) and the Spine (yet to be launched).
- In the upcoming years we expect an exponential growth of the segment, on the back of new spaces becoming operational across all projects.



**2+MN sqm land area**  
**3.7MN sqm total BuA**

**Project comprehensive of high quality residential and non-residential, amenities and green open-spaces**

**The Spine is a fully integrated project in the heart of Madinaty. It will provide the city with a comprehensive mixed-use urban center, reshaping the eastern Cairo area with its unparalleled features:**

- It will complement the current offering with additional commercial spaces, offices, entertainment, hospitality, superb residential units, and green spaces.
- The project will focus on bringing further leasable assets into the current company's portfolio, expanding and improving the revenue mix, boosting recurring income growth.
- While serving the Madinaty community, its strategic location can attract outside traffic, offering access from the Suez Road and from the New Administrative Capital.
- We are revising the execution plan and studying offers for the execution of the project.



The Spine is planned to be a destination hub, similarly to the point of attractions in the most developed cities globally

- The master plan of the Spine encompasses an easily accessible, integrated, high quality mix of residential, offices, retail, entertainment and hospitality, in one of the fastest growing areas in Cairo and Egypt .
- The magnitude of the project is in line with management's ambitious vision, and its ability to redefine and reshape Egypt's property landscape by planning and delivering innovative concepts, considerably contributing to sustainable economic growth and improving the quality of life for local communities
- The project will accommodate some 2.3mn sqm of prime residential units, supplementing the current residential offering with a modern and eye catching design
- Additional 400k sqm\* of retail areas, with a planned 35/65 sell to lease ratio, will be serving the residents of Madinaty, as well as the attracted visitors and daily population of the Spine
- We are targeting the strong demand from businesses by deploying 635k sqm\* of office spaces, with a planned sales/lease plan of 25/75, fine-tuned with the latest technologies and a wide array of premium services
- Some additional 600 hotel keys will be included in the project



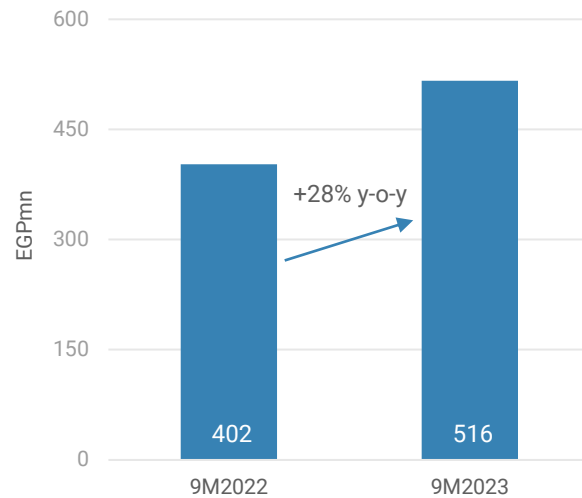
# CLUBS SEGMENT

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Club revenues



**Clubs' operations growing y-o-y, confirming the great interest on the property from the population.**

- Club revenues in 9M2023 grew 28% y-o-y, reaching EGP516mn, compared to club revenues in 9M2022 of EGP402mn.
- In 9M2023 stand-alone sales of new membership reached EGP780mn, representing 2,236 memberships, growing by 163% compared to EGP297mn, or 1,216 memberships sold in 9M2022.
- The presence of high-quality clubs significantly helps the demand for real estate products and improves the liveliness of the communities.
- Clubs' operations are becoming increasingly relevant as our served communities expand; residents acquired from the primary and secondary market can secure a membership and have access to the facilities.
- Two different categories: competitive sports clubs, lifestyle social clubs. We currently operate 5 clubs in MayFair, Al-Rabwa, Rehab and Madinaty; we are currently growing the portfolio in Madinaty, Privado, Celia and Noor.
- TMG's facilities are internationally recognized and TMG's club are the location of choice for national and international events recurring in Egypt, such as:
  - Madinaty Golf Club was the sole venue of the Asian Tour 2022 – International Series Egypt, a prominent golf tournament aired by some 60+ channels worldwide
  - Madinaty Sporting Club hosted the WSF Women's World Squash Team Championship 2022





CORPORATE RESPONSIBILITY  
&  
SUSTAINABILITY

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## BUILDING SUSTAINABLE COMMUNITIES

As the leading developer in Egypt, TMG is at the forefront of responsibly taking a stand toward environmental sustainability and the green economy. The Group continues to build self-sufficient and sustainable communities as the driver of social prosperity. We set an example by aiming at improving operational efficiency, lower the use of energy and reduce waste, through the deployment of the newest environmentally friendly technologies, such as:

- Comprehensive city-wide garbage collection and sorting system.
- Solar-powered and smart infrastructures (i.e., smart lightening and smart irrigation systems).
- We own and operate on-site water and sewage treatment plants and use treated water for irrigation.
- We adhere to sustainable landscaping and hardscaping practices.
- We own a high-quality public transportation system lowering carbon footprint, with planned expansion with a fleet of electric vehicles.
- We employ energy efficient building codes and materials.
- About 50% of the energy consumed by schools in Madinaty sourced via rooftop solar panels.

## ENABLING ECONOMIC GROWTH

- Serving population of some 800 thousand individuals, expected to reach 1.5mn once current projects are completed.
- Some 100 thousand jobs created directly and indirectly.
- TMG continues to play a leading role in reviving the industry with the aim of repositioning Egypt as one of the most attractive touristic locations on the global map with hospitality assets.
- TMG encourages recruitment and retention of all levels and types of employees, as well as encouraging the engagement and recruitment of female employees.
- Every year we operate TMG Academy, the summer internship program which provide high-quality and variegate traineeships to those young professionals who are approaching the labor market.

## FOCUSED ON SOCIAL IMPACT

- **Shariah compliant – no exposure to alcohol sales or gambling.**
- Building sustainable communities focused on improving life-quality of an average citizen, with access to good-quality infrastructure and services, such as medical care and education.
- 300 medical clinics in developed projects.
- 100 bed state-of-the-art hospital currently under construction.
- Integrated community services including transportation, firefighting stations, police stations, civil registry and government offices.
- 9.2% of FY2018 revenue from education sector, EGP300mn school transaction in FY2019.
- We partake in various sponsorships such as sponsoring the Egyptian Olympic team.
- We constantly monitor and enforce a strict ban on child labor among our contractors and their subcontractors, as stipulated by governing laws.
- TMG contributed strongly to social development projects and healthcare projects through government agencies and various social programs such as development of informal areas (80k units in Cairo and Alexandria), sponsorship of 2 million surgeries in various hospitals (glaucoma, cardiac surgeries), sponsorship of many hospitals such as Nile Valley hospital and Heart Institute, sponsorship of over 4 million of COVID-19 vaccinations.



**TMG**

Thank you