EFG HERMES
المجموعة المالية هيرميس

EFG Hermes Credentials

March 2021

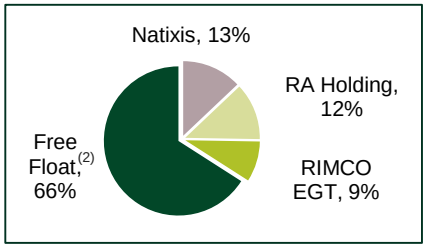
EFG Hermes Credentials

The Arab World's Premier Investment Banking Firm

EFG Hermes Overview

- EFG Hermes Holding S.A.E. ("EFG Hermes") started in Egypt and has grown over 30 years of success to become **a leading financial services corporation in Frontier Emerging Markets** (FEM) with a current footprint spanning across **13 countries in four continents**
- Drawing on our proven track-record & a team of more than 5,940 talented employees, we provide a wide spectrum of financial services that include **investment banking, asset management, securities brokerage, research and private equity**
- Launched the NBFI Platform - **EFG Hermes Finance** - which overlooks activities in the non-banking finance field through EFG Hermes Leasing, Tanmeyah Microfinance, valU for Installment Sale Services and EFG Hermes Factoring
- The Company is listed on the EGX and the LSE with a **market capitalization of c. US$ 714 mn**[1]
- EFG Hermes has a **well diversified shareholder base** encompassing several **large global institutions** and **regional HNWI** as well as **SWFs**

Well Diversified Shareholder Base



Current Group Structure - A Universal Banking Platform

EFG HERMES
المجموعة المالية هيرميس

Investment Banking | Securities Brokerage | Research | Asset Management | Private Equity | Merchant Bank | EFG Hermes Finance

Egypt Office	UAE Office	KSA Office	Oman Office	Kuwait Office	Jordan Office
Established 1984	Established 2002	Established 2006	Acquisition 2008	Acquisition 2008	Acquisition 2010
Services: Securities Brokerage Investment Banking Asset Management Private Equity Research	Services: Securities Brokerage Investment Banking Asset Management Private Equity Research	Services: Securities Brokerage Investment Banking Asset Management Research	Services: Securities Brokerage Investment Banking Research	Services: Securities Brokerage	Services: Securities Brokerage

Pakistan	UK Office	Kenya Office	USA Office	Bangladesh	Nigeria	Vietnam
Acquisition 2017	Acquisition 2017	Established 2017	Established 2017	Established 2018	Established 2018	Established 2018
Services: Securities Brokerage	Services: Asset Management	Services: Securities Brokerage Research	Services: Representative Office	Services: Securities Brokerage Research	Services: Securities Brokerage Research	Services: Securities Brokerage Research

EFG HERMES LEASING
TANMEYAH
valU
EFG HERMES FACTORING

Note: HNWI: High Net Worth Individuals (1) As of March 15th, 2021 (2) Free Float includes 9.61% Bank of New York Mellon GDRs

EFG Hermes Credentials

A Unique Regional Platform

Investment Banking

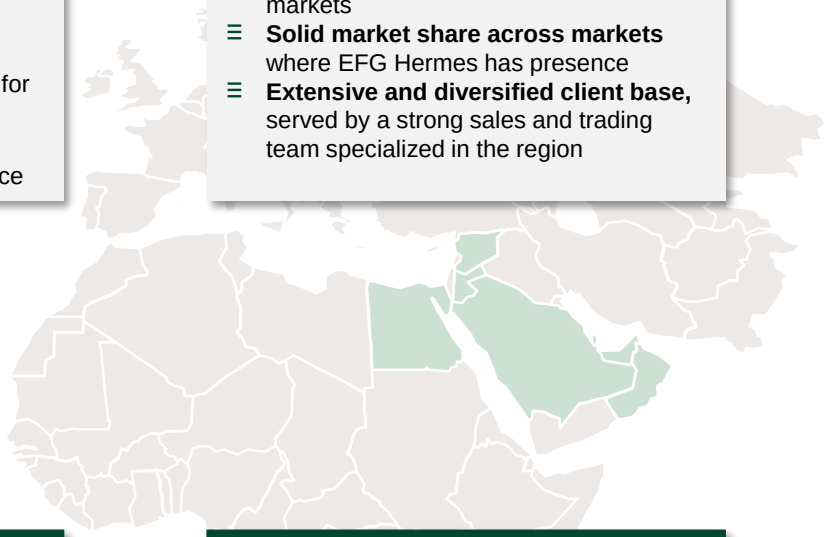
- **#1 Investment Banking platform in the MENA region**
  - US$ 57.3 bn in equity raised;
  - US$ 57.5 bn of M&A; and
  - US$ 6.4 bn of debt transactions
  - Ranked 1st on Thomson Reuters Middle East ECM League Tables for 2015, 2017 and 2018, and 2019
  - Ranked 2020 Best Middle East Investment Bank by Global Finance

Securities Brokerage

- **Leading brokerage platform** in the region
- **Top rankings in UAE and Egypt** and leading positions in other regional markets
- **Solid market share across markets** where EFG Hermes has presence
- **Extensive and diversified client base,** served by a strong sales and trading team specialized in the region

Research

- **Ranked # 1 in the Euromoney MENA** Research Polls in 2007, 2008, 2009, 2011, 2012, 2013, 2014 and 2015 and **Ranked # in eXtel Survey for MENA** during the past 2 years
- Ranked 1st research house in Frontier Markets
- Widest coverage of MENA equities and economies with a diversified product range
- 299 companies covered across the MENA region and Frontier Markets



Asset Management

- **Leading asset manager in the region with US$ 4.8 bn of AUMs(1)** dedicated to the MENA region, Frontier Markets and Emerging Markets

Private Equity

- **Approximately US$ 1.6 bn of AUM**
- Investments in 38 MENA companies with 28 exits to date
- Vortex's platform, which invests in European renewable plays, manages a solar portfolio of a total capacity of 365 MW after exiting European wind energy portfolio in March 2019
- The Egypt Education fund is part of a US$ 300 mn education platform in partnership with GEMS Education

EFG Hermes Finance

- **Growing platform of non-bank financial services companies predominantly serving SME's**
  - EFG Hermes Leasing
  - Microfinance company Tanmeyah
  - valU for Installment Sale Services
  - EFG Hermes Factoring

Notes: (1) AUM (Assets under management)

EFG Hermes Credentials

Successfully Expanding Reach Into Frontier Markets

Evolution of EFG Hermes' Expansion

Egypt (1984)
- 752 employees on the ground
- 55,164 clients
- 46 of companies covered

KSA (2008)
- 35 employees on the ground
- 1,414 clients
- 66 of companies covered

Jordan (2010)
- 15 employees on the ground
- 6,145 clients
- 6 of companies covered

UK(1), Pakistan & Kenya (2017)
- 71 employees on the ground
- 4,229 clients
- 46 of companies covered

UAE (2002)
- 115 employees on the ground
- 31,879 clients
- 24 of companies covered

Kuwait and Oman (2008)
- 75 employees on the ground
- 37,129 clients
- 30 of companies covered

USA(1) (2016)
- 4 employees on the ground
- 580 # of clients

Bangladesh and Nigeria (2018)
- 15 employees on the ground
- 25 of companies covered

Sri Lanka and Vietnam (2019)

Current expansions

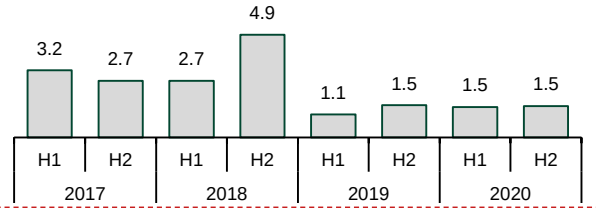
EFG Hermes' Strategy into Frontier Markets

- In early 2017 EFG Hermes commenced its expansion into frontier market by appointing a strong and experienced management team which is headed by Ali Khalpey
- In 2017, EFG entered the Pakistani and Kenyan markets and then in 2018 started operations in Bangladesh and Nigeria. It is further planning to expand its presence across Asia, including offices in Sri Lanka and Vietnam
- This has provided EFG Hermes access to liquidity in frontier markets and execution capabilities in 60 emerging and frontier markets including all of MSCI frontier
- The frontier trading hub is located in Dubai with distribution in Karachi, Lagos, Nairobi, London and New York
- EFG Hermes completed its first IPO out of Frontier Markets in July 2018 **(ASA International, a leading microfinance company operating in 12 Frontier and Emerging markets)**

Recent Frontier Market Executions

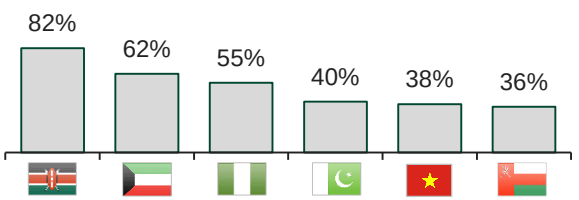
Pan African Consumer Finance Company IPO on London Stock Exchange JSE (Ongoing)	*Nigerian based Payment Processing Company* IPO on London Stock Exchange (Ongoing)	*Advisory on Sale of up to 100% stake in a Cement Manufacturing Co.* (Ongoing)	*Advisory on sale of up to 100% stake in an Ethiopian based Poultry Company* (Ongoing)	*Advising an Ethiopian Edible Oils business on a potential stake sale* (Ongoing)
Advisor to helios towers On an Initial Public Offering on the LSE USD 362 mn	*Advisor to* On an Initial Public Offering on the LSE USD 181 mn	ALOTHMAN *Accelerated Equity Offering of a 17.0% stake in* HUMANSOFT USD 227 mn	EQUITY Advisory on Private placement of investors stake USD 450 mn	Al-Futtaim Advisory on Acquisition of 100% stake in CMC USD 88 mn

Frontier Markets Traded Value (USD bn)(2)



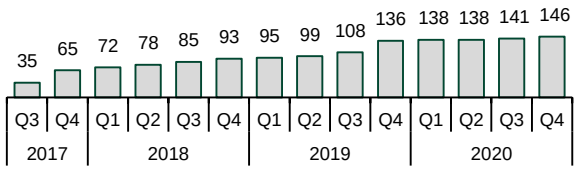
EFG Hermes Brokerage traded almost USD 3.0 bn in 2020 in the Frontier Markets

Frontier Markets Research Coverage by Market Cap



Currently covering 146 FM equities with plans to add more than 150 new equities across all frontier markets

Frontier Markets Universe



Since 2017 EFG has published 600+ reports on frontier listed equities

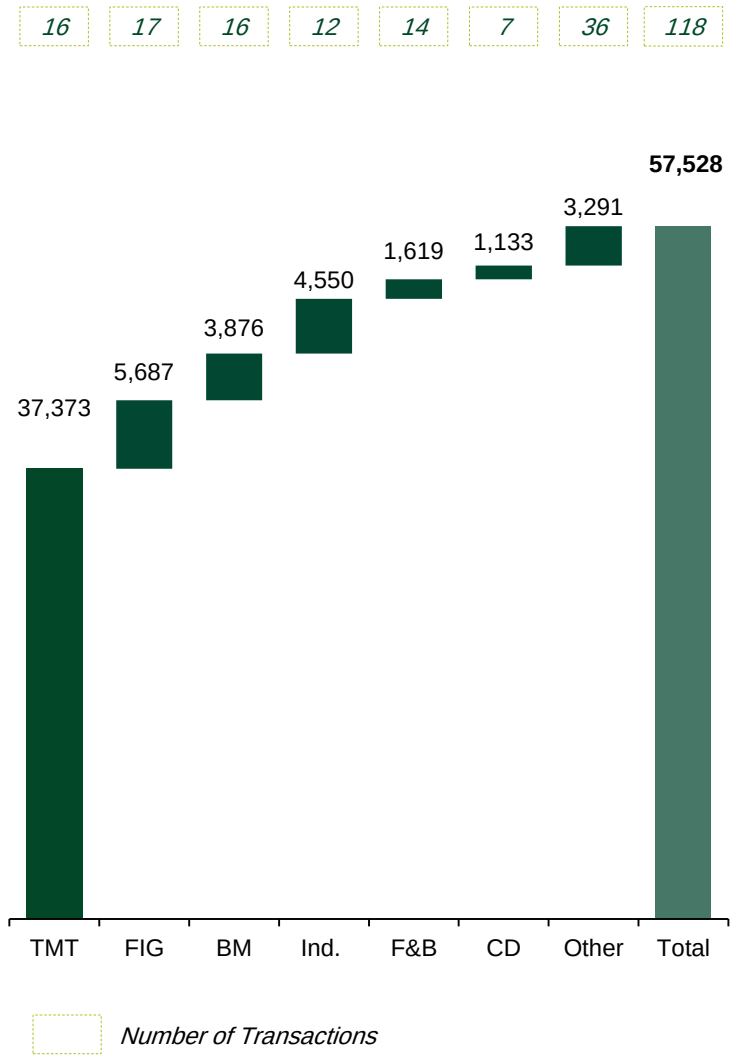
Notes: (1) Representative office (2) Excludes Kuwait

EFG Hermes Credentials

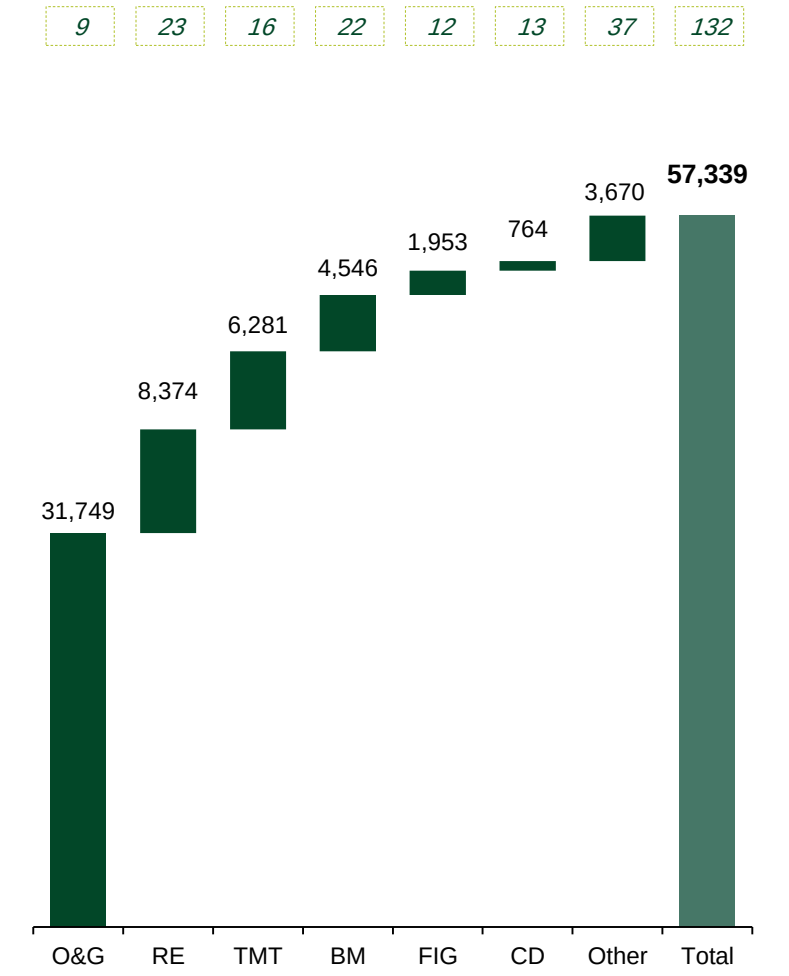
Recognized Equity and M&A Franchise Across a Multitude of Sectors and Industries

- *EFG Hermes has established a strong equity and M&A franchise with US$ 57.5 bn of M&A transactions and US$ 57.3 bn of equity transactions executed across various sectors since 1995*
- *Even in tough market conditions, the firm has managed to execute numerous transactions in the region and beyond*
- *The team leverages on its extensive experience in a variety of sectors and industries and more importantly on its intimate knowledge of the MENA region as well as investor requisites and needs*

M&A Track Record (US$ mn)



Equity Track Record (US$ mn)



Note: (TMT) Telecom Media & Technology, (BM) Building Materials, (RE) Real Estate, (O&G) Oil & Gas, (FIG) Financial Institutions Group, (CD) Consumer Durables, (F&B) Food & Beverages and (Ind.) Industrial

EFG Hermes Credentials

More than US$ 85 bn Worth of Transactions Executed Since 2010

- *Since 2010, the Investment Banking Division has been very active, closing a number of landmark transactions (with an aggregate value of more than USD 85 bn) despite very challenging market conditions*
- *During this period, we have managed to execute more deals than any other regional investment bank on both the equity and M&A side*

Select Recent Executions

Advisory on **Initial Public Offering** (US$ 144,000,000) **Joint Bookrunner** **March 2021**	Advisory on **Accelerated Equity Offering** (US$ 50,375,469) **Sole Bookrunner** **July 2020**	Advisory on **Initial Public Offering** (US$ 700,000,000) **Joint Bookrunner** **March 2020**	Advisory on **Initial Public Offering** (US$ 29,400,000,000) **Joint Bookrunner** **December 2019**	Advisory on **Initial Public Offering** (US$ 361,746,683) **Joint Bookrunner** **October 2019**	Advisory on **Accelerated Equity Offering** (US$ 40,705,703) **Lead Manager & Sole Bookrunner** **September 2019**	Advisory on **Accelerated Equity Offering** (US$ 96,877,985) **Lead Manager & Sole Bookrunner** **August 2019**
Advisory on **Initial Public Offering** (US$ 99,300,000) **Sole Global Coordinator & Bookrunner** **August 2019**	Advisory on **Mandatory Tender Offer of 42.3% in** Global Telecom (US$ 590,000,000) **Buy Side Advisor** **August 2019**	**Care Healthcare LTD** Advisory on **Accelerated Equity Offering** of a 31.5% stake in (US$ 157,879,518) **Lead Manager & Sole Bookrunner** **July 2019**	Advisory on the acquisition of 49% of Through a JV with (US$ 534,000,000) **Joint Financial Advisor** **May 2019**	Advisory on **Initial Public Offering** (US$ 748,800,000) **Joint Bookrunner** **May 2019**	Advisory on **Initial Public Offering** (US$ 428,783,630) **Joint Bookrunner** **May 2019**	Advisory on **Accelerated Equity Offering** (US$ 98,808,840) **Sole Bookrunner** **March 2019**
Advisory on **Initial Public Offering** (US$ 69,472,299) **Sole Global Coordinator** **September 2018**	Advisory on **Initial Public Offering** (US$ 52,500,000) **Sole Global Coordinator** **September 2018**	**Accelerated Equity Offering of a 17.0% stake in** HUMANSOFT (US$ 226,543,857) **Sole Bookrunner** **July 2018**	Advisory on **Initial Public Offering** London Stock Exchange (US$ 181,115,204) **Joint Bookrunner** **July 2018**	Advisory on **ABB of a 5.4% stake in** ORASCOM (US$ 51,926,087) **Joint Bookrunner** **May 2018**	Advisory on **Rights Issue** (US$ 869,800,000) **Sole Global Coordinator & Financial Advisor** **March 2018**	Advisory on **Sale of 93% of** (US$ 49,000,000) **Sell Side Advisor** **December 2017**
Advisory on **Initial Public Offering** ADX (US$ 851,000,000) **Joint Bookrunner** **December 2017**	Advisory on **Initial Public Offering** DFM (US$ 1,310,000,000) **Joint Global Coordinator & Joint Bookrunner** **November 2017**	Advisory on **Initial Public Offering** London Stock Exchange (US$ 280,000,000) **Sole Global Coordinator & Joint Bookrunner** **May 2017**	Advisory on **Initial Public Offering** (US$ 127,000,000) **Sole Global Coordinator, Bookrunner and Underwriter** **March 2016**	Advisory on **Sale of a stake to consortium of** HELIOS EAFF *MENA LTV Fund* (US$ 100,000,000) **Sell Side Advisor** **September 2015**	Advisory on **Initial Public Offering** (US$ 300,000,000) **Joint Global Coordinator** **June 2015**	Advisory on **Initial Public Offering** London Stock Exchange (US$ 334,000,000) **Joint Global Coordinator & Bookrunner** **May 2015**
Advisory on **Initial Public Offering** (US$ 267,311,463) **Joint Global Coordinator & Bookrunner** **April 2015**	Advisory on **Demerger & Dual Listing on Nasdaq Dubai and EGX** (US$ 185,419,588) **Sponsor, Global Coordinator & Joint Bookrunner** **March 2015**	Advisory on **Private Placement** (US$ 76,570,000) **Placement Manager** **December 2014**	Advisory on **Initial Public Offering** (US$ 689,027,543) **Joint Bookrunner** **December 2014**	Advisory on **Initial Public Offering of Emaar Malls Group** (US$ 1,579,090,662) **Joint Bookrunner** **October 2014**	Advisory on **Sale of 100% in** dubai first (US$ 164,000,000) **Sell Side Advisor** **November 2013**	**WIND TELECOM** Advisory on **Merger with** VimpelCom (US$ 25,700,000,000) **Financial Advisor** **April 2011**

EFG Hermes Credentials

Unparalleled Track Record of M&A Execution

- *Our Investment Banking division is the market leader in the field of M&A advisory in the region with total executions in excess of US$ 57 bn*

Select M&A Transactions

United Arab Emirates

- Advisory on Sale of its 93% Stake in (Undisclosed) Sell Side Advisor
- Advisory on Sale of its 80% Stake in (Undisclosed) Sell Side Advisor
- Advisory on Acquisition of 78.4% Stake in (Undisclosed) Buy Side Advisor
- Advisory on Sale of its 19% Stake in (US$ 150,000,000) Financial Advisor
- Advisory on Sale of 100% Stake of (US$ 164,000,000) Sole Financial Advisor

Netherlands

- Advisory on Acquisition of 100% stake in (Undisclosed) Financial Advisor

Kenya

- Advisory on Acquisition of 100% Stake in (East Africa) (US$ 88,000,000) Buy Side Advisor

Bahrain

- Advisory on Acquisition of a Stake in (Incomplete) Buy Side Advisor
- Advisory on Acquisition of 100% Stake in (US$ 171,000,000) Financial Advisor

Egypt

- Advisory on Acquisition of 3 Rigs (US$ 65,000,000) Buy Side Advisor
- Advisory on Sale of a Majority Stake in Solb Misr (Undisclosed) Sell Side Advisor
- Advisory on Sale of 33% to (US$ 33,800,000) Sell Side Advisor
- Advisory on Sale of 100% of (US$ 94,000,000) Sell Side Advisor
- Advisory on Sale of a 100% stake to consortium of (US$ 100,000,000) Sell Side Advisor
- Advisory on Sale of 100% to (Undisclosed) Sell Side Advisor

Kuwait

- Advisory on Acquisition of 3rd Egyptian GSM License (Incomplete) Buy Side Advisor
- Advisory on Acquisition of Undisclosed Buy Side Advisor

Qatar

- Advisory on Acquisition of the 2nd Qatari License (Incomplete) Financial Advisor

Kingdom of Saudi Arabia

- Advisory on Acquisition of a majority Stake in (Incomplete) Buy Side Advisor
- Advisory on Sale of 2nd GSM and Data License (US$ 3,457,000,000) Joint Financial Advisor
- Advisory on the acquisition of 49% Through a JV with (US$ 534,000,000) Joint Financial Advisor

Oman

- Advisory on Sale of 35% stake to (US$ 132,000,000) Sell Side Advisor

Morocco

- Advisory on Acquisition of a Stake in (Incomplete) Buy Side Advisor

Tunisia

- Advisory on Sale of OT's 50% Shareholding in Tunisiana (US$ 1,200,000,000) Sole Financial Advisor

Algeria

- Advisory on Sale of 100% Stake to (Incomplete) Sell Side Advisor

Sudan

- Advisory on Acquisition of 100% Stake in Haggar Cigarette and Tobacco Factory (US$ 450,000,000) Financial Advisor

Italy

- Advisory on Merger with (US$ 25,700,000,000) Financial Advisor
- Advisory on Acquisition of 35% Sake in (US$ 34,000,000) Buy Side Advisor

Slovenia

- Advisory on Acquisition of 98% stake in (US$ 56,000,000) Buy Side Advisor

Jordan

- Advisory on Acquisition of 92% Stake in (US$ 423,900,000) Financial Advisor
- Advisory on Sale of 33% Stake to (US100,531,225) Sell Side Advisor

Palestine

- Advisory on 100% Share Swap in (Incomplete) Financial Advisor

Iran

- Advisory on Acquisition of the 3rd Iranian GSM license (Incomplete) Financial Advisor

EFG Hermes Credentials

Unmatched Track Record of IPOs

- *EFG Hermes has a strong track record of successfully executing landmark IPOs across different regional and international exchanges, outpacing local, regional and international investment banks during 2017 with a market leading market share of Middle Eastern ECM transactions*
- *Since 2014, EFG Hermes has executed all international-style offerings coming out of the UAE and Egypt*
- *Our involvement has continuously been as Sole or Joint Global Coordinator and Bookrunner, in more senior or similar position with international banks*
- *Recently, leveraging on the track record in Egypt and UAE, EFG Hermes has been involved in the two major IPOs coming out of Saudi Arabia, namely the world's largest IPO of Aramco and the IPO of Arabian Centres*

Saudi Aramco — Advisory on **Initial Public Offering on Tadawul** (US$ 29,400,000,000) **Joint Bookrunner** **December 2019**
- US$29.4bn — *Largest IPO in History*
- *World's Largest Company*

Advisory on Initial Public Offering on LSE (US$ 181,115,204) **Joint Bookrunner** **July 2018**
- *First ever offering by a frontier microfinance institution on a European exchange*
- *Strong aftermarket performance post listing*

ADNOC — Advisory on **Initial Public Offering on the ADX** (US$ 851,000,000) **Joint Bookrunner** **December 2017**
- US$850mn — *Largest IPO on ADX*
- 1st — *First IPO on the ADX in 6 years*

Emaar Development — Advisory on **Initial Public Offering on the DFM** (US$ 1,313,000,000) **Joint Global Coordinator & Joint Bookrunner** **November 2017**
- US$1.3bn — *Largest MENA IPO since 2014*
- Top 10 — *Amongst top 10 EMEA IPOs in 2017*

ADES International Holding — Advisory on **Initial Public Offering on LSE** (US$ 280,000,000) **Sole Global Coordinator & Joint Bookrunner** **April 2017**
- 1st — *MENA-based bank to be Sole Global Coordinator on LSE*
- *Executed in Difficult Oil Price Environment*

ENBD REIT — Advisory on **Initial Public Offering on NASDAQ Dubai** (US$ 105,000,000) **Joint Global Coordinator & Bookrunner** **March 2017**
- 1st — *First IPO on NASDAQ Dubai since 2015*
- 2nd — *Publicly listed UAE-based REIT*

Cleopatra Hospital — Advisory on **Initial Public Offering on EGX** (US$ 40,540,541) **Sole Global Coordinator & Bookrunner** **June 2016**
- 1st — *Hospitals Group IPO in Egypt*
- *Largest Healthcare Offering on the EGX*

Emaar Misr — Advisory on **Initial Public Offering** (US$ 300,000,000) **Joint Global Coordinator and Joint Bookrunner** **June 2015**
- 1st — *First Real Estate IPO in Egypt Since Financial Crisis*
- 35.9x — *Record Oversubscription for Public Tranche*

IDH — Advisory on **Initial Public Offering on LSE** (US$ 334,000,000) **Joint Global Coordinator & Bookrunner** **May 2015**
- US$334 — *Largest MENA IPO in 2015 YTD*
- 1st — *First IPO of an Egyptian Healthcare Co. on LSE*

edita — Advisory on **Initial Public Offering on EGX and GDR listing on LSE** (US$ 267,311,463) **Joint Global Coordinator & Bookrunner** **April 2015**
- US$267 — *Largest IPO on the EGX since 2007*
- 1st — *First IPO with GDR component since 2008*

Dubai Parks and Resorts — Advisory on **Initial Public Offering on DFM** (US$ 689,027,543) **Joint Bookrunner** **December 2014**
- 1st — *First Theme Parks Developer IPO in the region*
- 65.4x — *Institutional tranche covered 65.4x times*

Emaar — Advisory on **Initial Public Offering of Emaar Malls Group on DFM** (US$ 1,579,090,662) **Joint Bookrunner** **October 2014**
- US$1.6bn — *Largest IPO in the UAE since 2008*
- 1st — *Retail malls group IPO in MENA*

THOMSON REUTERS DEALS INTELLIGENCE - FULL YEAR 2015 MIDDLE EASTERN IB ANALYSIS

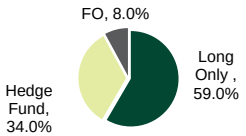
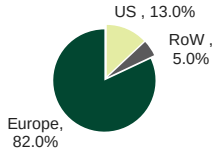
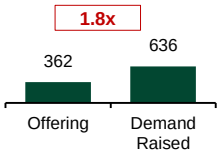
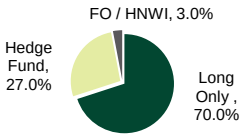
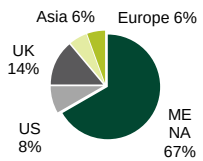
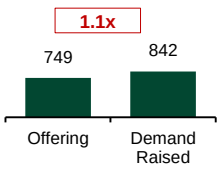
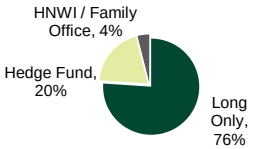
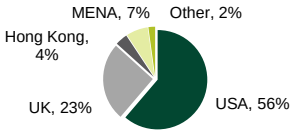
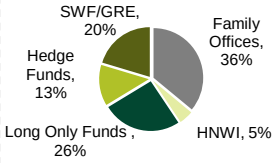
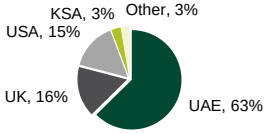
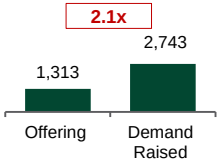
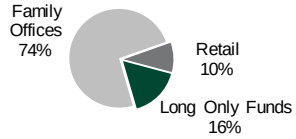
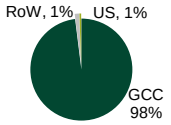
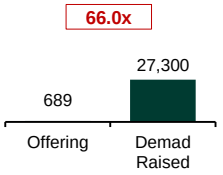
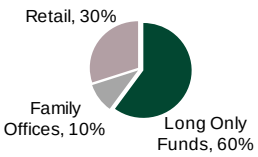
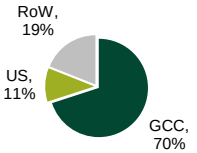
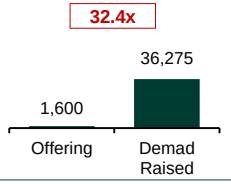
Placed 1st Position in 2018 on Bloomberg and in Top 5 on Thomson Reuters Middle East ECM League Tables since 2015

Bloomberg

EFG Hermes Credentials

Strong Capital Raising Capabilities

Select Equity Raising Transactions Since 2014

Transaction	Description	Demand Raised by Investor Type[2]	Demand Raised by Investor Nationality[2]	Demand Raised (US$mn)[3]
helios towers Advisory on **Initial Public Offering on LSE** (US$ 361,746,683) **Joint Bookrunner** **October 2019**	≡ Helios Towers is the leading independent tower company in Sub-Saharan Africa ≡ The offering was the largest IPO on the LSE in H2 2019 and 6th largest IPO on the LSE in 2019			
Advisory on **Initial Public Offering on Tadawul** (US$ 748,800,000) **Joint Bookrunner** **May 2019**	≡ ACC is the largest owner, developer and operator of shopping malls in Saudi Arabia ≡ The offering was the largest IPO to take place in Saudi Arabia since 2014			
Advisory on **Initial Public Offering on LSE** (US$ 181,115,204) **Joint Bookrunner** **July 2018**	≡ ASAI is the largest and most profitable international microfinance institutions ≡ Marks the first investment banking transaction in frontier markets following EFG Hermes launch of frontier strategy in early 2017			
Advisory on **Initial Public Offering on DFM** (US$ 1,313,000,000) **Joint Global Coordinator** **November 2017**	≡ Emaar Development is the leading developer of integrated lifestyle master plan communities in Dubai ≡ The offering was the largest MENA IPO since 2014 and amongst the top 10 EMEA IPOs in 2017			
Advisory on **Initial Public Offering on DFM** (US$ 689,027,543) **Joint Bookrunner** **December 2014**	≡ Greenfield IPO of first theme park developer in the region ≡ Dubai Parks and Resorts engages in the development of multi themed leisure and entertainment destinations			
Advisory on **Initial Public Offering of Emaar Malls Group on DFM** (US$ 1,579,090,662) **Joint Bookrunner** **October 2014**	≡ Largest IPO on DFM in history ≡ Key in generating strong regional and international demand ≡ Covered the institutional book on the first day			

EFG Hermes Demand Raised Since 2014[4]

EFG Hermes has raised aggregate demand of US$ 87.2 bn since 2014 with c. US$ 18.2 bn raised in Emaar Malls Group IPO, c. US$ 16.5 bn in the Dubai Parks & Resorts IPO and US$ 24.6 bn in the Habib Medical Group IPO

Notes: (1) Based on syndicate research estimates; (2) Private tranche only; (3) Excludes retail demand; (3) Including duplicate orders and excluding any retail tranches; (4) Excluding cornerstone investments; *Oversubscription*

EFG Hermes Credentials

Consistently Ranked Amongst the Top ECM Banks in the MENA Region

REFINITIV / THOMSON REUTERS — ECM MENA League Tables – Deal Value Market Share (2020)

Company	Market Share
Citi	15%
First Abu Dhabi Bank	14%
Riyadh Bank	9%
Goldman Sachs	8%
ANB Invest	7%
National Commercial Bank	6%
EFG HERMES	5%
Jadwa Investment	5%
Banque Saudi Fransi	4%
Other	27%

REFINITIV / THOMSON REUTERS — ECM MENA League Tables – Deal Value Market Share (2019)

Company	Market Share
EFG HERMES	5%
Sambacapital	5%
Goldman Sachs	4%
Citi	4%
National Comm. Bank KSA	4%
Morgan Stanley	4%
Credit Suisse	4%
Banque Saudi Fransi	4%
HSBC	4%
Other	62%

THOMSON REUTERS — ECM MENA League Tables – Deal Value Market Share (2018)

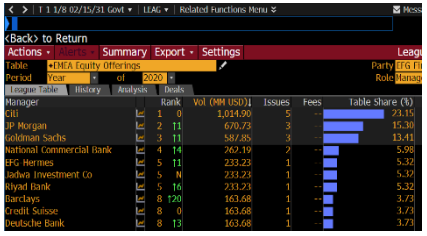
Company	Market Share
EFG HERMES	13.2%
JP Morgan	10.7%
Citi	9.2%
QNB	8.1%
UBS	7.5%
Alinma Bank	4.5%
BoAML	4.4%
Emirates NBD	4.3%
Goldman Sachs	3.3%
Other	34.8%

THOMSON REUTERS — ECM MENA League Tables – Fee Market Share (2017)

Company	Market Share
EFG HERMES	19.1%
Emirates NBD	12.4%
Citi	10.2%
First Abu Dhabi Bank	9.9%
BAML	8.5%
Goldman Sachs	6.9%
Saudi Investment Bank	4.0%
PKF International	4.0%
National Development Bank	4.0%
Other	21.0%

Snapshot of Bloomberg League Tables

2020



Ranked #5

2019

Ranked #2(1)

Bloomberg

"EFG Hermes will jump 19 spots on the EMEA equity rankings to No. 20th once the Aramco IPO prices … EFG will also move 55 spots up the Global IPO league table to No. 28th"

December 12, 2019

Notes: (1) Excludes KSA, (2) EFG Hermes ranks #2 if we include i) Ibn Sina Pharma's ABB (US$ 40.7mn), ii) Edita Food Industries' ABB (US$ 96.9mn), iii) Cleopatra Hospital Company's ABB (US$ 157.9mn)
Source: Bloomberg, Thomson Reuters

EFG Hermes Credentials

Securities Brokerage | Leveraging the Top Regional Distribution Platform Trading c.US$ 55.1 bn[1] in 2020

Dominant Brokerage Platform

Extensive Presence & Leadership

- EFG Hermes is the Arab world's premier equities house, with strong regional presence and leadership position in many of these markets

Strong Sales Force

- 120 sales and traders dedicated to MENA and GCC equities specialized by client type, product and geography

Retail Service Channels

- EFG Hermes offers its retail and VIP clients a complete trading platform including call center, customer service, online, ATMs and retail branches

Unparalleled Corporate Access

- Grant access to corporates management through tailored country trips and a series of distinguished conferences in Egypt, London, UAE, and USA

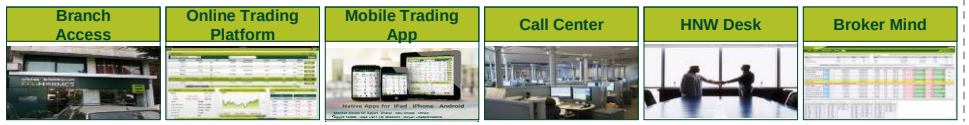
Diversified Products

- Provide flexible product offering depending on market accessibility and clients' needs. Examples: Total Return Swaps (9 countries) and Participatory Notes (KSA)

Online Trading

- Our Online trading platform provides clients with all the resources needed to make investment decision. Online trading available in Egypt, UAE, Oman, KSA and Kuwait

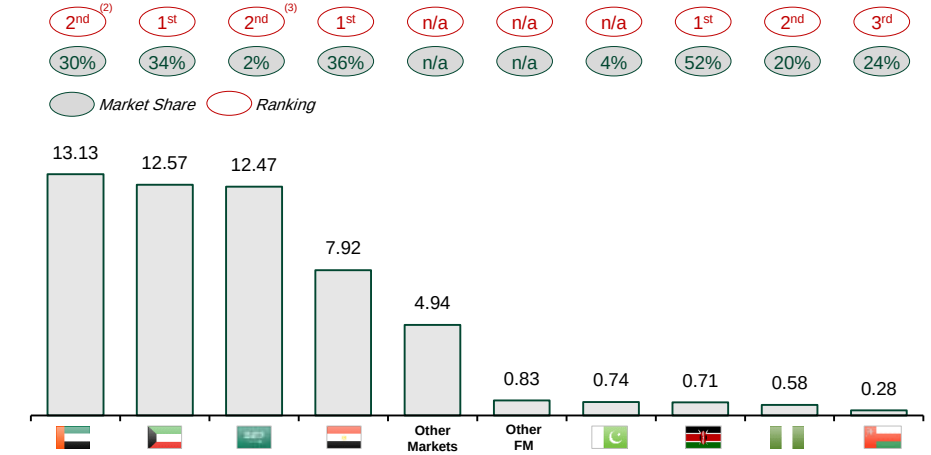
Trading Platform Providing Trading Across Markets



Wide Distribution Network

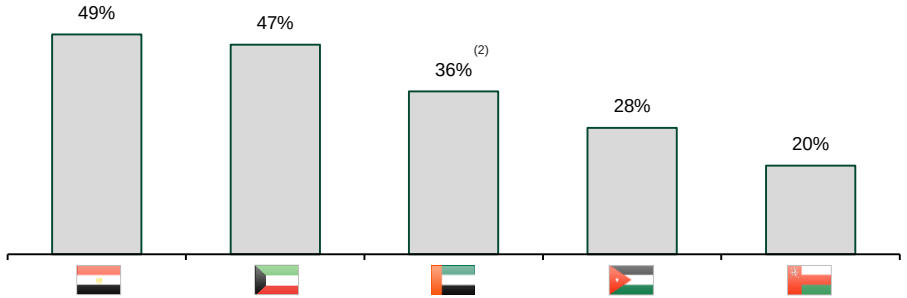
Egypt	**UAE**	**Kuwait**
Number of Clients 55,164	Number of Clients 31,879	Number of Clients 30,496
Jordan	**Oman**	**Saudi Arabia**
Number of Clients 6,145	Number of Clients 6,633	Number of Clients 1,414
Qatar	**South Africa**	**United States**
Number of Clients 281	Number of Clients 32	Number of Clients 580
UK	**Europe Ex. UK**	**Asia Ex. GCC**
Number of Clients 442	Number of Clients 66	Number of Clients 3,343

Strong Market Share and Executions Across All Markets 2020 (USD bn)



Largest Share of Foreign Participation in Markets (2020)

The Region's Trading Gateway for Foreign Institutional Investors and the Largest Contributor to Foreign Trading in the region



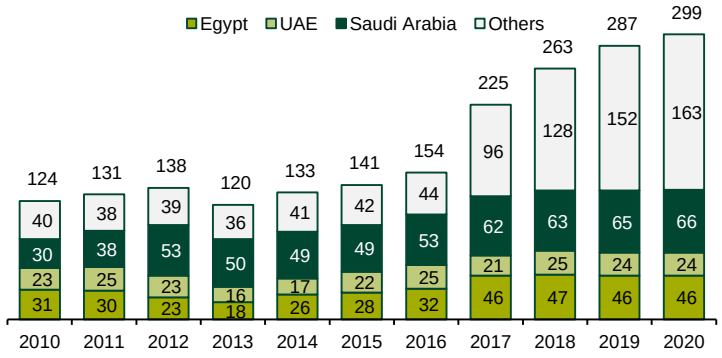
Source: Bloomberg, Notes:(1) Includes execution of structured products; (2) Aggregate market share across DFM & ADX (3) Ranking amongst independent brokers

EFG Hermes Credentials

Research | A Leading Research House

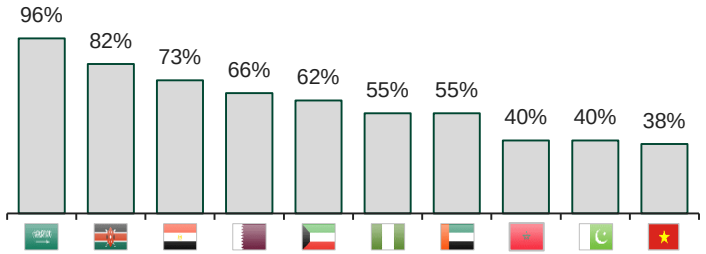
- *EFG Hermes houses an industry leading research department focusing on areas including equity coverage, economics, and strategy*
- *The department also offers in-depth reports on economies, strategy and sector focused notes*
- *The quality of this team is accentuated by the top ranking of its analysts during the past six years*
- *Capping a two-year process, EFG Hermes Research launched its new portal in 2017, providing access to all research products*
- *Additionally, EFG Hermes will leverage off the existing team of analysts to establish coverage of 190 frontier listed equities over the next 18 months*

Research Coverage Universe (2020)



Market Cap. Coverage by Country (2020)

Covering majority of the region's market capitalization



International Investor Rankings

Institutional Investor

Ranked #1 in Frontier Research in the 2020 Institutional Investor poll

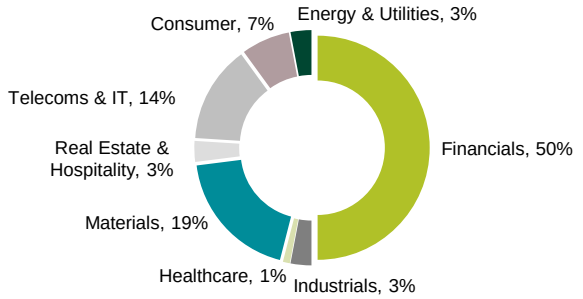
Ranked #2 in MENA in the 2020 Institutional Investor poll

Rankings

1. EFG HERMES
2. Bank of America Merrill Lynch
3. HSBC
4. J.P.Morgan

Research Capacity Online via New Portal

Research Coverage by Sector



eXtel Survey 2019 Rankings

6 analysts in the top 20 and 4 analysts in the top 10 analysts in the MENA region

First MENA based investment bank to receive the top spot in Frontier Markets

EXTEL
IDENTIFYING EXCELLENCE

2020	Winner
2019	Winner
2018	Winner

EFG Hermes Credentials

Providing MENA Issuers Strong Investor Access and After Market Support

- *EFG Hermes held its fifteenth One-on-One Conference in Dubai in March 2019*
- *Well received by investors, media and companies alike, the conference was a resounding success*
- *As part of our after market support, EFG Hermes plays an important role in maintaining healthy communication channels between our corporate clients and regional and western investors through continuous non-deal roadshows, conferences and events, offering to western institutional investors access to top listed companies and regional decision makers from across MENA*

EFG Virtual Conference 2020

- Virtual conferences were held in 2020 due to COVID-19
- The October 2020 conference had executives from **157** companies representing **25** countries connected with more than **650** investors managing an aggregate **USD 17tn** in assets
- In June 2020, the first virtual conference facilitated more than **6,500** meetings, had executives from **72** companies from **14** countries with **480** institutional investors representing **160** institutions managing assets USD **15tn**

EFG Hermes 15th Annual One-on-One Conference Dubai 2019 (March 3rd - 6th)

500+ Investors from **250+** Financial Institutions with **US$11 tn** In AUMs

For 12,000+ Meetings With

185+ Top MENA / EM / FM Companies from **25+** Countries

Held under the Patronage of H.H Sheikh Mohammed bin Rashid Al Maktoum and H.H. Sheikh Maktoum bin Mohammed Al Maktoum

H.H Sheikh Mohammed bin Rashid Al Maktoum, Ruler of Dubai with Mr. Karim Awad, CEO of EFG Hermes in the EFG Hermes One-on-One 2013 Conference

H.H Sheikh Maktoum bin Mohammed Al Maktoum, Deputy Ruler of Dubai and President of the Dubai International Financial Centre (DIFC) with Mr. Karim Awad, CEO of EFG Hermes in the EFG Hermes One-on-One 2014 Conference

Annual Conferences

1 The 9th EFG Hermes London MENA Conference

- The 9th EFG Hermes London MENA Conference was held in the Emirates Stadium across four days (September 9th - 12th, 2019), connecting 360 fund managers and institutional investors managing US$ 14 trillion in assets with C-Suite executives at leading firms in 30 of the most dynamic emerging and frontier markets
- EFG welcomed a record 177 presenting companies operating across 15 industries, with heavy representation from investment hotspots in South and Southeast Asia, the Middle East and North Africa, and Sub-Saharan Africa

2 Other Annual Conferences

LSE Capital Markets Day

- Provides UK & European based investors opportunity to interact face to face with C-suite executives of leading listed companies and high ranking government officials
- In its latest edition, 84 fund manager from 51 institutions attended in meetings with senior managers from 16 of the largest and most actively traded companies in the Arab World

Manhattan MENA Conference

- Held annually in New York, which gives US-based investors the access to meet with top decision makers in the leading listed MENA companies
- In its latest edition, 140 institutions attended in meetings with senior managers from 25 of the largest and most actively traded companies in the Arab World

EFG Hermes Credentials

Select Awards From Key Institutions

Best Investment Bank in Frontier Markets in 2021
Global Finance Magazine

Best Investment Bank in Egypt 2020
Euromoney Awards for Excellence

Best Investment Bank in the Middle East 2020
Global Finance Magazine

Best Equity Bank in Africa 2020
Global Finance Magazine

Best Investment Bank in MENA 2019
Euromoney Awards for Excellence

Best Investment Bank in Egypt 2019
Euromoney Awards for Excellence

Best Investment Bank in Egypt 2017
Euromoney Awards for Excellence

Best Asset Manager in Pan Africa 2017
EMEA Finance African Banking Awards

Best Broker in Egypt, Kuwait & UAE 2017
Global Investor MENA Awards

Best Investment Bank in Egypt 2016
Euromoney Awards for Excellence

Egypt Asset Manager of the Year 2016
MENA Fund Manager Awards

Best Private Equity House of the Year 2016
MENA Fund Manager Awards

Best Equity Bank in Africa 2016
Global Finance Magazine

Best Research House in Egypt 2016
Global Business Outlook Awards

The Banker Deals of the Year 2015
Equities Highly Commended Middle East

The Banker Deals of the Year 2015
Equities Winner Africa

Best Investment Bank in Egypt 2013
Euromoney Awards for Excellence

Best MENA Asset Manager of the Year 2012
Zawya MENA Funds Ranking Awards

Best Broker in Kuwait and UAE 2012
emeafinance Middle East Banking Awards

Egypt Asset Manager of the Year 2012
MENA Fund Manager Performance Awards

Best Brokerage House in Egypt 2012
Global Banking & Finance Review

Best Research House 2012
Euromoney Annual Middle East Equity Research Poll

Best Broker in Egypt 2012
Global Investor Middle East Awards

Best Local Investment Bank 2012
emeafinance African Banking Awards

Disclaimer

The information contained in this document is proprietary and confidential to EFG Hermes Holding and/or its affiliates (together and separately, "EFG Hermes"). You must only use such information for the purposes of discussions with EFG Hermes and you must hold such information in strict confidence and not reproduce it or disclose it to any person, except as may be required by law.

You must not place any reliance for any purpose whatsoever on the information contained in this document. No representation or warranty, express or implied, is given by or on behalf of EFG Hermes or any other person as to the accuracy or completeness of the information or opinions contained in this document and no liability whatsoever is accepted by EFG Hermes or any other person for any loss howsoever arising, directly or indirectly, from any use of such information or opinions or otherwise arising in connection therewith. The information contained in this document has been obtained from sources prepared by other parties and such information may not have been independently verified. The supply of this document does not imply that the information within it is correct now or at any time subsequent to the date of this document.

This document may contain forward-looking statements which, by their nature, involve a number of risks, uncertainties and assumptions that could cause actual results or events to differ materially from those expressed or implied by these statements. These risks, uncertainties and assumptions could adversely affect the outcome and financial effects of the plans and events described within this document. In particular, actual results may be adversely affected by future developments affecting inflation, interest rates, taxation, social instability or other economic, political or diplomatic or other matters. Forward-looking statements contained in this document that reference past trends or activities should not be taken as a representation that such trends or activities will continue.