

Board of Directors Report on 2024 Results

1- Financial Performance Highlights:

- ≡ EFG Holding reported a strong year, with Group revenues growing a decent 66% Y-o-Y to reach EGP24.4 billion; lifted by the increase in revenues of EFG Hermes (The Investment Bank), in addition to the increase in revenues reported by Bank NXT, Valu and Tanmeyah.
- ≡ EFG Hermes (The Investment Bank) revenues spiraled up 81% Y-o-Y to EGP14.7 billion in FY24, supported by higher revenues generated by all its lines of business; particularly Investment Banking and Brokerage.
- ≡ Brokerage revenues were up 65% Y-o-Y to EGP5.1 billion in FY24, meanwhile Investment Banking revenues increased 220% Y-o-Y, on higher advisory fees, particularly in 2Q24.
- ≡ Asset Management revenues gained 49% Y-o-Y to reach EGP1.5 billion in FY24, up from EGP1.0 billion in FY23. Meanwhile, Private Equity revenues reached EGP338 million, increasing 37% Y-o-Y.
- ≡ Holding & Treasury Activities revenues reached EGP5.4 billion in FY24 versus EGP3.1 billion in FY23, predominantly on higher unrealized gains on investments and fx-gains.
- ≡ EFG Finance (NBFIs) revenues increased 60% Y-o-Y to reach EGP4.8 billion in FY24, led by Valu and Tanmeyah, and followed by Leasing.
- ≡ Valu revenues rose 66% Y-o-Y to EGP1.9 billion in FY24. Additionally, Leasing revenues more than doubled, up 117% Y-o-Y to EGP787 million in FY24, and Factoring revenues came at EGP165 million in FY24, rose 38% Y-o-Y. Moreover, Tanmeyah revenues rose 50% Y-o-Y to EGP1.9 billion in FY24.
- ≡ BANK NXT revenues moved up 37% Y-o-Y to EGP5.0 billion in FY24, moreover, the bank's net profit after tax increased to EGP1.8 billion in FY24 versus EGP1.1 billion in FY23, of which EFG Holding's share is EGP909 million in FY24 versus EGP591 million a year earlier.
- ≡ EFG Holding Group operating expenses increased 57% Y-o-Y to EGP15.5 billion, stipulated by the increase in employee expenses and operating expenses. This increase reflects the EGP devaluation, and the elevated inflation impacts on salaries and all other operating expenses. However, employee expenses/operating revenues came at 43% in FY24.
- ≡ Group net operating profit rose 84% Y-o-Y to EGP8.9 billion in FY24, and net profit after tax and minority interest came at EGP4.3 billion in FY24 versus EGP2.5 million in FY23.

2- Operational Performance Highlights:

- ≡ Brokerage achieved the first place on the Egyptian Stock Exchange (EGX), Dubai Financial Market (DFM) and Kenya, and the second place in Abu Dhabi & Kuwait in addition to advanced positions in several other regional markets. Brokerage executions increased 27% Y-o-Y to USD103.5 billion in FY24.

- ≡ In FY24, the Investment Banking division successfully concluded 39 transactions worth an aggregate value of USD23.0 billion on the regional and local front. The team successfully concluded advisory on 17 equity capital market transactions, in addition to 14 debt capital markets transactions, and 8 M&A transactions.
- ≡ Egypt's Asset Management AuMs rose 8% Y-o-Y to end FY24 at EGP38.7 billion, additionally, regional AuMs managed by "Frontier Investment Management Partners (FIM)" increased 13.9% Y-o-Y to USD3.8 billion in FY24.
- ≡ Private Equity AuMs reached USD736 million by the end of FY24 versus USD673 million a year earlier.
- ≡ Tanmeyah's outstanding portfolio reached EGP6.6 billion at the end of FY24, up 43% Y-o-Y. Number of issued loans during the year reached c.254 thousand, and active borrowers almost reached 319 thousand.
- ≡ Valu's outstanding portfolio stood at EGP10.0 billion by the end of FY24, as the number of transactions increased to 3.4 million, value of loans issued increased to EGP14.3 billion, and merchants network expanded to 7,963 merchants.
- ≡ Leasing's outstanding portfolio increased 36% Y-o-Y to EGP7.4 billion by the end of December 2024. Net financed amounts came at EGP5.3 billion during the year.
- ≡ Factoring's outstanding portfolio increased 101% Y-o-Y to EGP4.8 billion by the end of December 2024. Net financed amounts came at EGP7.1 billion during the year.
- ≡ BANK NXT's gross loans reached EGP32.5 billion in FY24, up 43% Y-o-Y, and customer deposits rose 34% during the same period to reach EGP68.0 billion. Accordingly, loans/deposits ratio reached to 48% by the end of December 2024.