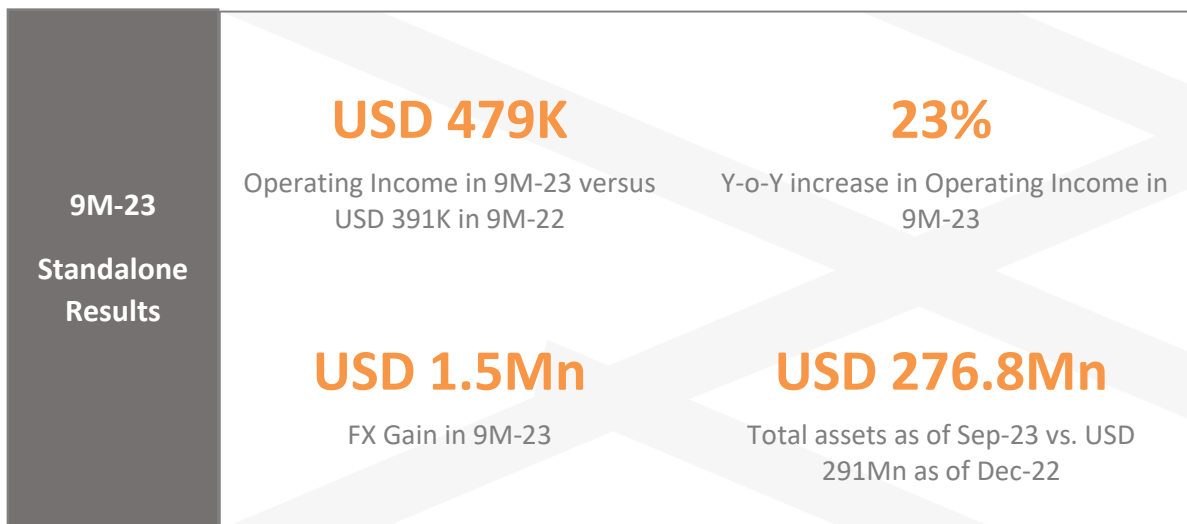
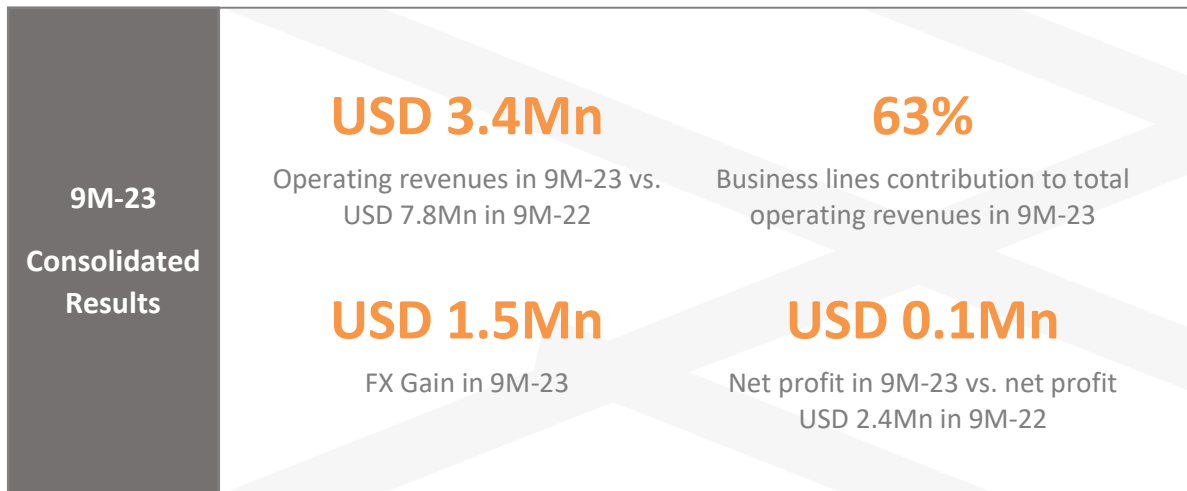




NAEEM Holding for Investments “NAEEM” reports 9M-23 consolidated and standalone results

Cairo, November 10th 2023, NAEEM reported its 9M-23 results with total net consolidated operating revenues of USD 3.4Mn and a net profit of USD 0.1Mn.





I. KEY FINANCIAL HIGHLIGHTS

Operating Revenues Breakdown (000 USD)	Q3-23	Q2-23	Q3-22	Q-o-Q %	Y-o-Y %	9M-23	9M-22	Y-o-Y %
Securities' Brokerage	749	638	726	17%	3%	2,013	1,837	10%
Asset Management	95	4	7	2183%	1177%	114	24	374%
Advisory	37			N/M	N/M	37		N/M
Total Business Line Contribution	881	642	734	37%	20%	2,164	1,861	16%

	Q3-23	Q2-23	Q3-22	Q-o-Q %	Y-o-Y %	9M-23	9M-22	Y-o-Y %
NAEEM's Operations & Investments	90	295	53	-69%	71%	479	391	23%
REACAP Financial Investments	382	427	(36)	-10%	N/M	861	5,890	-85%
Other Income (losses)	(20)	(23)	28	N/M	N/M	(91)	(313)	N/M
Total Investments Contribution	452	698	44	-35%	919%	1,249	5,968	-79%
Grand Total Operating Revenues	1,333	1,340	778	-1%	71%	3,414	7,829	-56%

On a consolidated level, during 9M-23, NAEEM reported net operating revenues of USD 3.4Mn supported by revenues stemming from its business lines as the latter contributed 63% to total operating revenues. Securities brokerage had the lion's share in business lines revenues amounting to USD 2Mn, posting a 10% Y-o-Y increase. NAEEM's investments, generated the remaining 37% of total operating revenues driven by REACAP – NAEEM's Real Estate arm – reporting revenues amounting to USD 0.86Mn during 9M-23; followed by NAEEM operations and investments which contributed USD 0.48Mn.

REACAP's total operating revenues reported EGP 33.7Mn during Q3-23, supported by unit deliveries during the quarter. Operating revenues were 9% lower versus Q2-22. Unit sales contributed 85.7% to total operating revenues, while rental income and maintenance revenues generated the remaining 14.3% during Q3-23. The company reported other income amounting to EGP 9.5Mn during Q3-23, and reversal of expected credit losses of EGP 3.5Mn translating into a net profit of EGP 13.5Mn versus a net profit of EGP 23.7Mn in Q2-23 and net profit EGP 1.1Mn during Q3-22.

During Q3-23, NAEEM reported total operating revenues of USD 1.3Mn, marginally 1% lower over the quarter, yet up 71% Y-o-Y; mainly driven by total commission and management fees amounting to USD 989K, followed by income from units sold amounting to USD 360K. G&A expenses retreated 14% Q-o-Q and 28% Y-o-Y to USD 1Mn. Interest and leasing expenses took a toll on profitability amounting to USD 683K and USD 58K; respectively. As a result, NAEEM reported net losses of USD 287K versus a net profit of USD 453K in Q2-23 and net loss of USD 424K in Q3-22.

On a standalone basis, NAEEM reported USD 479K operating revenues during 9M-23 up 22.6% Y-o-Y, driven by custody & margin trading income as well as coupons' income, contributing 43% & 36% respectively to total operating revenues; the remaining 19% were generated by gains from trading investments. NAEEM was positively affected by the recent EGP devaluation against the USD, the company reported an FX gain of USD 1.5Mn during 9M-23; which translated to an EBIT of USD 821K versus USD 1.5Mn in 9M-22. Nevertheless, NAEEM reported a net loss of USD 701K in 9M-23 versus profits of USD 140K in 9M-22.

On the operational level, during Q3-23, revenues from business lines contributed 66% to net operating revenues, led by Securities Brokerage generating USD 0.75Mn in revenues. NAEEM's investments, contributed the remaining 34% of the net operating revenues, mainly on the back of REACAP; reporting USD 0.4Mn during the same quarter.





Regarding NAEEM's prop account, REACAP's subsidiary - SVREICO for real-estate investment "SVREICO" continued to drive REACAP's profitability. During 9M-23, Project ARC deliveries as well as unit sales in project Northside lead the changes in assets' base in terms of the following: accounts receivables stood at EGP 73.9Mn versus EGP 151.6Mn as of Dec-22; while projects under construction (PUC) climbed 40% to EGP 340.4Mn compared to EGP 243.1Mn as of Dec-22. Total assets recorded EGP 1.22Bn in Sep-23 versus EGP 1.20Bn in Dec-22.



KEY OPERATIONAL HIGHLIGHTS

1. Brokerage

The Egyptian market index, EGX30, resumed its uptrend soaring 14.2% and 105.3%; Q-o-Q and Y-o-Y to 20,174.28 as of Sep-23 following a year characterized by high interest rates environment, rocketing inflation levels and geopolitical uncertainties. In August 2023, the Central Bank of Egypt hiked overnight interest rates by 100 basis points in a surprise move to contain inflationary pressures and anchor inflation expectations. The lending rate was increased to 20.25% and the deposit rate to 19.25%. Total market capitalization in Q3-23 grew 18.2% Q-o-Q to EGP 1,373.1Bn.

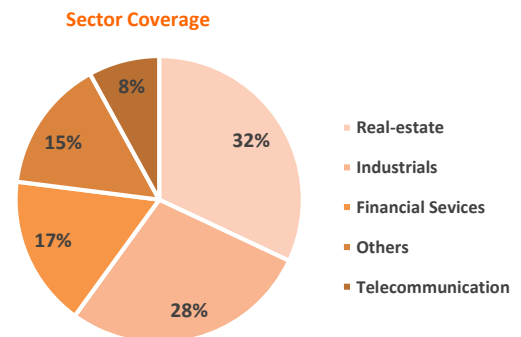
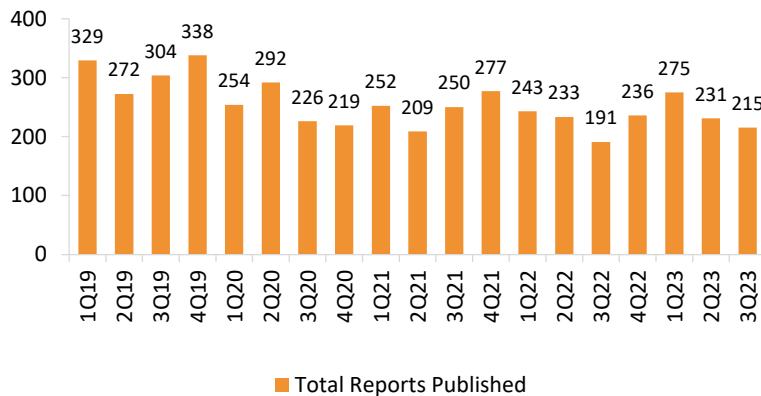
000 EGP	Q3-23	Q2-23	Q3-22	Q-o-Q	Y-o-Y	9M-23	9M-22	Y-o-Y
EGX Turnover	320,875,716	272,438,463	160,414,629	18%	100%	874,641,492	497,799,624	76%
Company Turnover	6,900,735	5,985,326	4,648,165	15%	48%	19,223,663	12,853,996	50%
Market Share	2.2%	2.2%	2.9%			2.2%	2.6%	

Regarding NAEEM Brokerage Egypt's (NBE) performance, Q3-23 turnover grew 15% and 48% Q-o-Q and Y-o-Y; respectively. During the first nine months of 2023, NBE's turnover translated into a market share of 2.2% pushing brokerage revenues to USD 2.01Mn in 9M-23, up 10% in dollar terms Y-o-Y.

2. Research

NAEEM Research, which falls under NAEEM Brokerage Egypt, offers tailored research, regular macro-overview reports, in addition to management interaction and on the-ground support for clients.

In Q3-23, NAEEM Research issued 215 reports in both Arabic and English, bringing in the total reports issued during 9M-23 to 721.



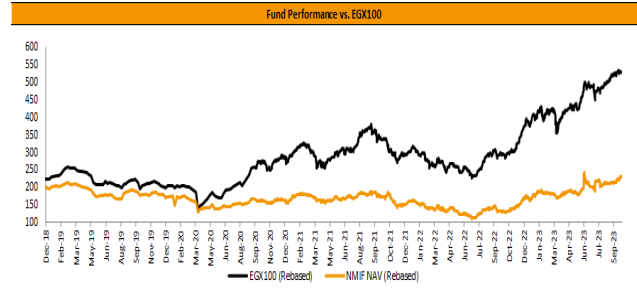
The Research department covers all major sectors in the MENA region including Real estate, Petrochemicals, Oil & Gas, Building materials, Telecommunications, Financial services, and other sectors. The department also offers a wide range of products covering both fundamental as well as technical research.

3. Asset Management

NAEEM’s total Assets under Management (AUMs) was relatively unchanged Q-o-Q to USD 297.4Mn as of Sep-23 versus USD 297.1Mn in Jun-23; yet retreated 6.7% versus USD 318.8Mn in Dec-22. On a dollar basis, NAEEM’s listed equities climbed 2.6% Q-o-Q; nevertheless, retreated 15% Y-o-Y.

A. Listed Equities

The Central Bank of Egypt (CBE) decided to hike overnight deposit & lending rates by 100 bps to 19.25% and 20.25% in Aug-23. The last hike occurred in Mar-23, when the CBE raised the overnight deposit & lending rates by 200bps to 18.25% and 19.25%. Annual core inflation rates hit 39.7% in Sep-23 easing slightly from 41% in Jun-23 yet up from 24.4% in Dec-22. Annual Core inflation has been on the rise since the beginning of 2022 after reporting 6.3% in Jan-22.



EGX30 resumed the uptrend that started in Q4-22, climbing to 20,174.28 as of September 28th 2023, soaring 14.2% and 105.3%, Q-o-Q and Y-o-Y; respectively.

During 9M-23, Asset management fees jumped 374% Y-o-Y; driven by performance fees, in which the latter generated 87% of total fees, while management fees constituted the remaining 13%. Q2-23 witnessed new capital injections and portfolios’ capital gains which translated in total AUMs growing by 0.7% & 35.3%, Q-o-Q and Y-o-Y; respectively; while Egypt based AUMs climbed 1% & 32.3%, Q-o-Q and Y-o-Y; respectively. As of June-23, Asset Management clients’ base was 90% individuals and 10% institutional clients.

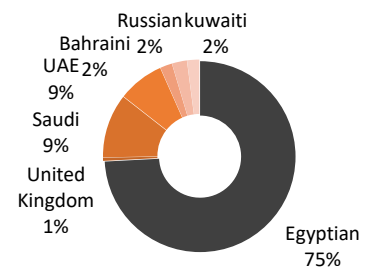
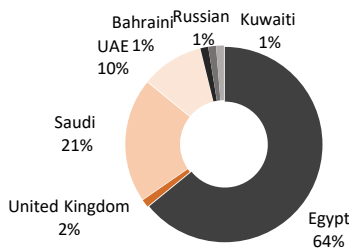
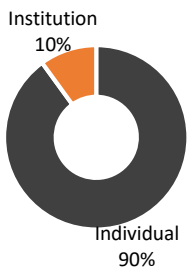
Al Baraka Bank Fund

Al Baraka Fund ended the quarter with a NAV of EGP 145.06 as of September 28th 2023; up 13.8% & 56.15%, Q-o-Q and Y-o-Y; respectively. Al Baraka was ranked first among open ended Islamic Balanced funds during Q3-23.

NAEEM Misr Islamic Fund (NMIF)

NAEEM Misr Islamic Fund ended the quarter with a NAV equivalent to EGP 228.5 as of September 28th 2023; up 13.3% & 74.4%, Q-o-Q and Y-o-Y; respectively. NMIF was ranked first among open ended Islamic funds during Q3-23.

Q3-23 Portfolio Allocation by Client Type Q3-23 Portfolio & Funds Number Breakdown by Nationality Q3-23 AUM Value Breakdown by Nationality



B. Egyptian Gulf Bank (EGBank)

Income Statement (000 EGP)	Q3-23	Q2-23	Q3-22	Q-o-Q%	Y-o-Y%	9M-23	9M-22	Y-o-Y%
Net interest income	881,216	841,936	799,502	4.7%	10.2%	2,646,651	2,163,431	22.3%
Fees and commissions income	314,713	179,838	136,788	75.0%	130.1%	662,683	349,427	89.6%
Other income	142,759	119,149	30,548	19.8%	367.3%	464,748	96,545	381.4%
Provisions	(170,756)	(5,388)	(113,291)	N/M	N/M	(298,052)	(176,384)	N/M
Net operating income	643,856	543,506	402,476	18.5%	60.0%	1,728,756	1,169,054	47.9%
Net profit after taxes	389,213	340,643	215,149	14.3%	80.9%	1,046,162	624,616	67.5%

Balance Sheet (000 EGP)	Q3-23	Q2-23	Q3-22	Q-o-Q%	Y-o-Y%	9M-23	9M-22	Y-o-Y%
Cash and marketable securities	9,132,437	8,677,094	1,478,388	5.2%	517.7%	9,132,437	1,478,388	517.7%
Total loans	31,422,032	30,395,264	25,590,830	3.4%	22.8%	31,422,032	25,590,830	22.8%
Total Assets	97,322,383	104,105,761	86,383,118	-6.5%	12.7%	97,322,383	86,383,118	12.7%
Total deposits	81,225,455	78,573,193	73,669,746	3.4%	10.3%	81,225,455	73,669,746	10.3%
Shareholders' Equity	7,080,917	5,729,358	5,044,835	23.6%	40.4%	7,080,917	5,044,835	40.4%

Key ratios	Q3-23	Q2-23	Q3-22	Q-o-Q%	Y-o-Y%	9M-23	9M-22	Y-o-Y%
NIM (%)	1%	1%	1%	0.1	(0.1)	3.0%	2.7%	0.3
Loan to deposits (%)	38.7%	38.7%	34.7%	0.0	3.9	38.7%	34.7%	3.9
Growth in deposits	3.4%	-1.4%	4.1%	4.7	(0.7)	10.3%	7.4%	2.9
Growth in loans	3.4%	3.7%	1.8%	(0.3)	1.6	22.8%	12.0%	10.8
NPL / gross loans	4.3%	4.6%	4.5%	(0.3)	(0.2)	4.3%	4.5%	(0.2)

EGBank reported net interest income of EGP 2.65Bn in 9M-23, up 22.3% Y-o-Y. Fees and commissions income climbed 89.6% Y-o-Y, while other income soared 381.4% Y-o-Y. As a result, net operating income grew 47.9% Y-o-Y, despite the sharp increase in provisions; where total provisions booked by the bank during 9M-23 amounted to EGP 298.1Mn, up 69% Y-o-Y. Overall, EGBank reported net profit after tax of EGP 1.05Bn in 9M-23, up 67.5% Y-o-Y.

As for Q3-23, net interest income grew 4.7% Q-o-Q and 10.2% Y-o-Y to EGP 881.2Mn; whereas, Fees and commissions income jumped 75% and 130.1% Q-o-Q & Y-o-Y, respectively. Other income increased 19.8% Q-o-Q and 367.3% Y-o-Y. Total provisions booked by the bank during Q3-23 increased significantly to EGP 170.8Mn versus EGP 5.4Mn booked in Q2-23. As a result, net operating income recorded EGP 643.9Mn, up 18.5% and 60%, Q-o-Q & Y-o-Y, while net profit after tax stood at EGP 389.2Mn in Q3-23, versus EGP 340.6Mn in Q2-23.

Customer deposits amounted to EGP 81.2Bn in Sep-23, increasing 3.4% Q-o-Q and 10.3% Y-o-Y, respectively; while total loans stood at EGP 31.4Bn during the same period, up 3.4% and 22.8%, Q-o-Q & Y-o-Y, respectively. This translated into a loan to deposits ratio of 38.7% in Sep-23 unchanged from Jun-23 yet up from 34.7% in Sep-22. NPL to Gross Loans improved to 4.3% as of Sep-23 versus 4.6% in Jun-23 indicating an improvement in asset quality.

C. RECAP Financial Investments (RECAP)

RECAP's total operating revenues reported EGP 33.7Mn during Q3-23, supported by unit deliveries during the quarter. Operating revenues were 9% lower versus Q2-22. Unit sales contributed 85.7% to total operating revenues, while rental income and maintenance revenues generated the remaining 14.3% during Q3-23. The company reported other income amounting to EGP 9.5Mn during Q3-23, and reversal of expected credit losses of EGP 3.5Mn translating into a net profit of EGP 13.5Mn versus a net profit of EGP 23.7Mn in Q2-23 and net profit EGP 1.1Mn during Q3-22.

During 9M-23, Project ARC deliveries as well as unit sales in project Northside lead the changes in assets' base in terms of the following: accounts receivables stood at EGP 73.9Mn versus EGP 151.6Mn as of Dec-22; while projects under construction (PUC) climbed 40% to EGP 340.4Mn compared to EGP 243.1Mn as of Dec-22. Total assets recorded EGP 1.22Bn in Sep-23 versus EGP 1.20Bn in Dec-22.

Operational Highlights:

Following project LINX's and ARC business parks success, SVREICO launched its third business park "Northside" in Smart Village, the project spans across a land area of 1,500 sqm and BUA of 6,000 sqm, the project offers office spaces ranging between 58-150 sqm, with an estimated investment cost of EGP 185Mn.

SVREICO has completed 100% of projects LINX and ARC, the work under progress in project Northside has reached approximately 80% as of Sep-23.

4. Investment Banking

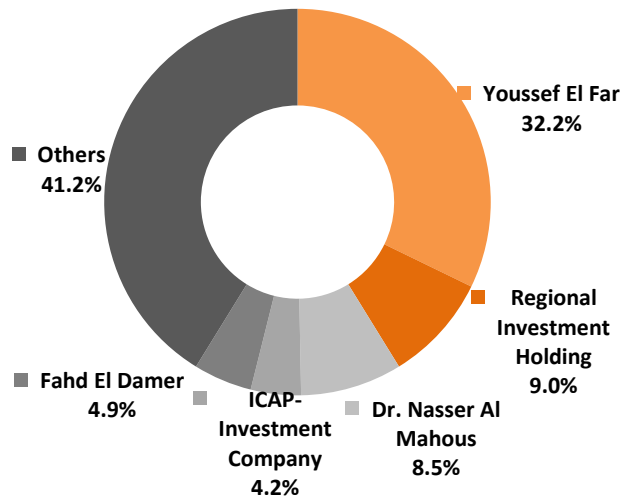
Leveraging on NAEEM Group's MENA presence, the Investment Banking division has generated a diversified pipeline for FY23. NAEEM IB continued to pitch new clients across several sectors including:

1. Education
2. Healthcare
3. Industrial
4. Real Estate
5. Financial services
6. Fintech
7. Food & Beverage
8. Hospitality

Pipeline transactions are separated into External Clients Advisory Services and NAEEM Group Proprietary investments advisory.

II. NAEEM HOLDING STANDALONE

Shareholding Structure as of September 2023



NAEEM in Figures

USD 479.5K

Net profit in 9M-23 vs. USD 391K
in 9M-22

4,000

Number of Institutional & Retail
Shareholders as of Sep-23

USD 276.8Mn

Total Assets as of Sep-23

Note: NAHO free float shares amount to 58.40%

On a standalone basis, NAEEM reported USD 479K operating revenues during 9M-23 up 22.6% Y-o-Y, driven by custody & margin trading income as well as coupons' income, contributing 43% & 36% respectively to total operating revenues; the remaining 19% were generated by gains from trading investments. NAEEM was positively affected by the recent EGP devaluation against the USD, the company reported an FX gain of USD 1.5Mn during 9M-23; which translated to an EBIT of USD 821K versus USD 1.5Mn in 9M-22. Nevertheless, NAEEM reported a net loss of USD 701K in 9M-23 versus profits of USD 140K in 9M-22.

Company Snapshot

Ticker:

Mkt Cap (USD Mn)*:

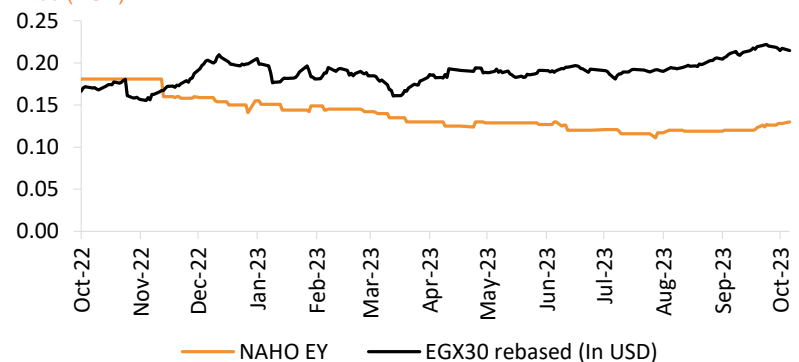
Shares Outstanding (Mn)*

Share Price (USD)*:

*As of September 27th 2023

NAHO EY
NAHO - DU
45.55
350.414
0.13

Price (EGP)





This earning release may contain certain forward looking statements including investment banking pipeline, market shares, investments' exists, future banking performance, economic and financial conditions including in particular the likelihood of a project's success or a business acquisition/expansion. All prospective investors must make their own investigation and evaluation of the investment opportunities stated in this document. Forward-looking statements can be identified by the use of forward-looking terminology such as "believes", "expects", "may", "will", "intends", "anticipates", "should" or comparable terminology. Such statements are subject to uncertainties and should not be taken as representations. NAEEM will not be held accountable to the outcome of any forward looking statement.

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NAEEM HOLDING
FOR INVESTMENT

Asset Management | Investment Banking
Brokerage | Investments

Investor Relations Department

Smart Village – Building B16- Phase 1, Km 28 Cairo
Alexandria Desert Road 6th of October City – Giza
(P.O. 12577, Egypt) Box:61
Tel: +2 0235316100 Ext: 6113
Direct: +2 0235316113
Fax: +2 0235316101

Listing Symbols- The Egyptian Exchange (EGX)

Reuters Code: NAHO.CA
Bloomberg Code: NAHO EY

Listing Symbol- Dubai Financial Market (DFM)

NAHO-DU

