

Cleopatra Hospitals Group Reports 3Q2020 Results

CHG reports strong top- and bottom-line growth on a quarterly and nine-month basis supported by a robust recovery in patient volumes, an increasingly optimised case mix and improving utilization; margins return to the Group's historical averages supported by management's response plan; CHG inks multiple agreements to expand its service offering and venture into new business verticals

3Q2020 Financial & Operational Highlights¹

EGP 535.9 million Total Consolidated Revenue (+16% y-o-y)	EGP 186.4 million Gross Profit +12% y-o-y (35% margin vs 36% in 3Q2019)
EGP 80.0 million Net Profit +11% y-o-y (15% margin, vs 16% in 3Q2019)	EGP 151.4 million Adj. EBITDA ² (+19% y-o-y, 28% margin) EBITDA ³ : +10% y-o-y, 25% margin
EGP 0.05 Earnings per Share (EGP 0.04 in 3Q2019)	+239,148 Cases Served ⁴ (+65% q-o-q) (-8% y-o-y)

9M2020 Financial & Operational Highlights¹

EGP 1,379.0 million Total Consolidated Revenue (+7% y-o-y)	EGP 453.8 million Gross Profit flat y-o-y (33% margin vs 35% in 9M2019)
EGP 182.0 million Net Profit +7% y-o-y (13% margin, unchanged from 9M2019)	EGP 344.7 million Adj. EBITDA ² (-1% y-o-y, 25% margin) EBITDA ³ : flat y-o-y, 22% margin
EGP 0.11 Earnings per Share (EGP 0.10 in 9M2019)	+631,655 Cases Served ⁴ (-13% y-o-y)

Cairo, 22 November 2020

Cleopatra Hospital Group S.A.E. (CLHO.CA on the Egyptian Exchange), Egypt's largest private hospital group by number of hospital beds and number of operating hospitals, reported today its consolidated results for the quarter and nine-month periods ended 30 September 2020.

3Q2020 Highlights

- Revenue growth on a quarterly and year-to-date basis was supported by **management's proactive multi-pronged response strategy and a robust recovery in volumes**, with the number of patients served increasing by an impressive 65% q-o-q in 3Q2020.
- **Margins** are well on their way to making a full recovery supported by revenue growth and management's wide-ranging cost control efforts.
- Normalised net profit, which excludes net interest income for the period, posted a solid 24% y-o-y rise in the third quarter of 2020 and was up 21% y-o-y on a year-to-date basis.

¹ Consolidated figures include the newly added East and West Cairo Polyclinics as well as Queens and El Katib Hospitals.

² Adjusted EBITDA: Earnings before Interest, Tax, Depreciation and Amortization adjusted for provisions, impairments, LTIP, acquisitions expenses, pre-operating expenses and excluding contributions from other income.

³ EBITDA does not adjust for impairments booked during the period.

⁴ Cases served includes number of in-patients, outpatient visits and ER visits.

- **CHG's Polyclinics, Diagnostics, Pharmacy, and Home verticals** continued to witness impressive growth in line with management's strategy to diversify the Group's operations and strengthen its presence in segments adjacent to its core Hospitals vertical.
- **El Katib and Queens Hospitals** continue to serve as COVID-19 isolation and treatment hospitals as the Group gears up to tackle a potential resurgence in new cases.
- The Group continued to **work on enhancing the quality of care and the overall patient experience** across its facility network, through the continuation of the Group-wide renovation work started in 2018, the roll out of the new Clinisys HIS/ERP system across the Group's hospital network, and the launch of new Centres of Excellence.
- CHG signed a **Business Transfer Agreement (BTA) for the assets and operations of Bedaya for Medical Services**, Egypt's leading Assisted Reproductive Technology (ART) and fertility centre led by Dr. Ismail Aboul Foutouh. The transaction closed on October 1, 2020.
- The Group also formed a joint venture (JV) with Egypt's EFS Facilities Services (EFS) to **create the Egyptian Healthcare Facilities Services (EHFS) company, the country's largest healthcare-dedicated facility management business**, with CHG retaining a 49% non-operating stake in the JV. CHG has already started the process of outsourcing its non-core services including security, cleaning, and facilities maintenance, in turn driving significant improvements CHG's efficiency.

Management Comment

I am pleased to report that during the third quarter of the year **Cleopatra Hospitals Group witnessed an impressive financial and operational recovery. Our performance was supported by the gradual lifting of restrictive measures related to COVID-19 and management's proactive multi-pronged response strategy which has helped the Group successfully mitigate the impacts of the crisis since the very start.** During the quarter, our top-line expanded 16% year-on-year supported by recovering patient volumes, improving utilization, and an increasingly optimised service mix. Our strict cost control strategy saw revenue growth trickle down the income statement with **the Group recording margins in line with our historical averages for the third quarter of the year.** Our remarkable results for the quarter firmly position the Group on its pre-crisis growth trajectory, an extraordinary achievement in light of the unprecedented difficulties faced by businesses all around the world during the course of 2020.

In the three months to 30 September 2020, patient volumes continued to build on the solid performance witnessed in June, expanding 65% versus the second quarter of 2020, with the Group recording some its highest monthly volumes on record in August and September. Patients served nonetheless remained 8% below volumes recorded in 3Q2019. **The robust quarter-on-quarter recovery was supported by management's continued efforts to drive up patient volumes over the last several months. These have involved a combination of targeted marketing campaigns and strategic operational decisions aimed at positioning the Group's facilities as the go-to providers of healthcare services even in the midst of the COVID-19 pandemic.** During the quarter, the Group continued to enhance its digital offering, providing an alternative option for patients unwilling or unable to visit the Group's facilities in person. In parallel, both Queens and El Katib Hospitals continued to serve as the Group's COVID-19 treatment and isolation centres, allowing our other six hospitals to offer a complete suite of medical services in full safety.

On the operational front, in line with our quality enhancement strategy, we completed the renovations of Nile Badrawi Hospital's tenth and eleventh floors which now feature 24 modern and fully equipped patient suites. Meanwhile, on the digital front we have now rolled out our new Clinisys HIS/ERP system at Cleopatra Hospital, Cairo Specialised Hospital, Queens Hospitals, and the Group's East and West Cairo polyclinics. In the third quarter, the Group began work to launch the system at Al Shorouk and Nile Badrawi Hospitals, with the full transition expected to occur during 2021. As more facilities begin operating under the new system, we are starting to see improvements across all aspects of our operations from enhancements to our quality of care to a strengthening of our data, inventory management, and revenue cycle frameworks.

While the outbreak of COVID-19 has required an adjustment to our short-term strategy, the Group has continued to press on with its longer-term growth plans. **Throughout 2020, the Group has made significant headway on our diversification strategy as we work to expand into segments complementary to our traditional Hospital platform.** I am happy to note that our diagnostics, polyclinics, pharmacy, and home care platforms have continued to grow despite the obstacles posed by the COVID-19 pandemic. The third quarter of 2020 was the most successful quarter for our polyclinics platform since its launch back in 2019, as revenues nearly doubled versus the third quarter of last year and were up 20% versus 1Q2020. In September, we also signed two important deals opening up new opportunities for expansion in both the fast-growing Assisted Reproductive Technology (ART) market and in the underpenetrated facility management segment.

In recent weeks, countries around the world have witnessed a resurgence in new COVID-19 cases, with many subsequently reimposing a series of restrictive measures aimed at curbing the spread of the virus. CHG's management and Medical Council continue to monitor the evolution of the situation, with **the Group fully equipped to respond should the country enter a more severe phase of the pandemic.** Across all our facilities we continue to adhere strict health and safety protocols and have further



tightened our business continuity frameworks to ward off possible disruptions to our operations. These guidelines and frameworks were introduced at the start of the pandemic, producing outstanding results, and have since been refined to build on the experience accumulated over the last eight months. In line with our commitment to guaranteeing the health and safety of our staff and patients, **both Queens and El Katib Hospitals will continue to operate COVID-19 treatment units over the coming months**, with the Group starting to see a resurgence in demand across both hospitals.

Looking ahead to 2021, **I am confident that our strategic investments over the last two years, our established position in the industry, and our proven resilience and adaptability see us ideally positioned to drive sustainable growth in the coming period.** We look forward to begin reaping the rewards of our revenue diversification and digitalisation strategies which management views as key drivers of long-term growth and value creation.

Ahmed Ezzeldin
CHG Chief Executive Officer

Operational Review

Information Technology and Digital Transformation

Clinisys

The Group continued to make progress on the rollout of its Group-wide HIS/Enterprise Resource Planning (ERP) system. The new Clinisys HIS/ERP system has now been rolled out at Cleopatra Hospital, Cairo Specialised Hospital, Queens Hospitals, and the Group's East and West Cairo polyclinics. In the third quarter, the Group began work to roll out the system at Al Shorouk and Nile Badrawi Hospitals, with the full transition expected to occur during 2021. The Group is already recording solid benefits from the increased integration derived from operating under a single system. Clinisys is having material impacts on the Group's data management and storage capabilities, on the Group's quality of care and patient experience. The new system is also playing an important role in enhancing the Group's inventory management and purchasing processes, a particularly important function during the current global health and economic crisis.

CHG App

The new CHG app was officially launched during the third quarter as part of the Group's strategy to enhance its digital offering. The new app will allow patients to book appointments, review diagnostics, and follow up on their medical cases from anywhere in the world through their smartphones. The app also gives patients the option to book home visits and outpatient consultations at the Group's polyclinics.

CHG Video Call

The Group is also using its app to operate its new telemedicine services including digital consultation and follow up appointments. This is only the latest digital service to be added to the Group's roster and since its launch has witnessed a robust rise in demand. CHG's telemedicine service leverages the Group's long-lasting relationship with its network of leading consultants and doctors to offer a wide variety of specialties covering all the most demanded ones.

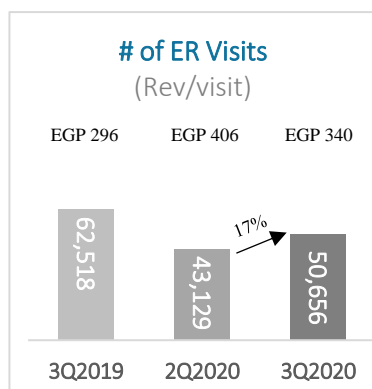
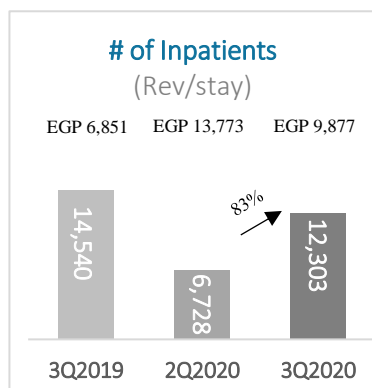
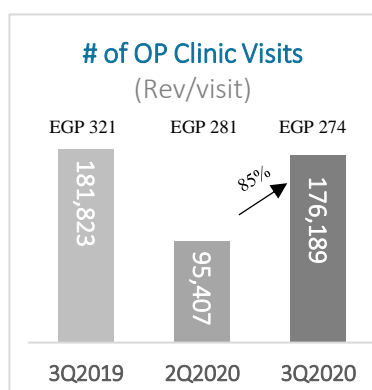
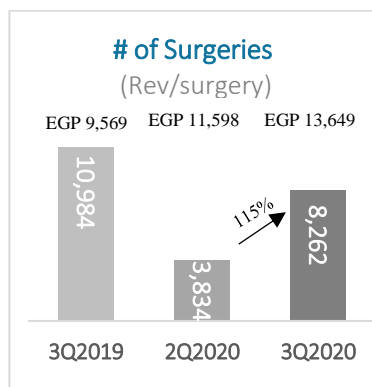
Facilities Updates

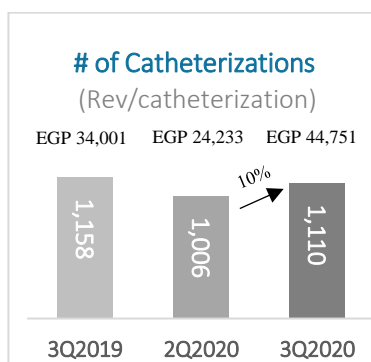
El Katib and Queens Hospitals

Since May, the two facilities have served as the Group's COVID-19 treatment and isolation facilities, a decision taken to tackle the ongoing healthcare emergency and in response to growing demand from patients looking for a private healthcare option. Both Queens and El Katib Hospitals will continue to operate COVID-19 treatment units over the coming months. However, management is currently devising and beginning to implement plans to broaden the facilities' service offering going forward. At El Katib Hospital, the Group is looking to launch its first respiratory-focused centre of excellence (CoE). Meanwhile at Queens Hospital, management is working on the adjustments necessary for the facility to house the Group's new oncology CoE in east Cairo. The new CoE is set to launch within the coming year.

Bani Suef

Earlier in the year, management opted to defer a significant part of the planned expenditure and renovation works for 2020 to the following year. Nonetheless, the Group is making significant progress on the administrative side with our partners on the project, Nahda University for Education and Management S.A.E and Taaleem for Management Services S.A.E. The Beni Suef hospital is CHG's first medical facility outside Greater Cairo and is a move to expand the Group's reach to more secluded regions of the country. The facility will also house a teaching section dedicated to Nahda University's faculty of medicine. The total estimated cost for the refurbishment and development of the facility is estimated at EGP 360 million.





Historical figures have been adjusted to account for standardization of KPI reporting across all facilities.

All KPI figures refer to all six of CHG hospitals as well as the Group's East and West Cairo Polyclinics (contributing to group's outpatient visits volumes).

Expansion and Growth Initiatives

Bedaya for Medical Services

In early September, CHG announced the signing of a Business Transfer Agreement (BTA) to transfer the assets and operations of Bedaya for Medical Services, Egypt's leading Assisted Reproductive Technology (ART) and fertility centre led by Dr. Ismail Aboul Foutouh, to a joint venture held for 60% by Cleopatra Hospitals Group and for the remaining 40% by Dr. Aboul Foutouh. The transaction not only sees CHG add yet another service to its already wide-ranging roster, but also sets the foundations from which to continue building the Group's Mother and Child vertical.

Egyptian Healthcare Facilities Services (EHFS)

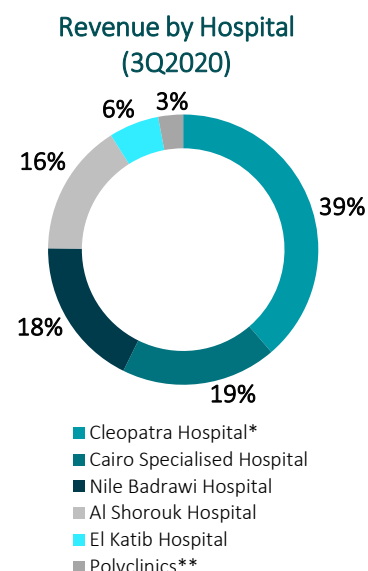
The Group also signed an agreement for the formation of a joint venture with Egypt's EFS Facilities Services (EFS) to create the Egyptian Healthcare Facilities Services (EHFS) company, the country's largest healthcare-dedicated facility management business. CHG will outsource its noncore hospitality functions including security, cleaning, laundry, kitchen, and maintenance to EHFS and will own 49% of the new entity, with the remaining 51% controlled by EFS. EHFS, which will be managed by EFS, will also offer its services to third parties with the ultimate goal of becoming the region's largest healthcare-dedicated facilities management services provider.

Egypt's EFS Facilities Services employs over 2,000 employees and manages over 10 million square meters of facilities for its clients. The company's facility management service portfolio spans the entire spectrum of integrated facility management services, with more than 75 service lines, across 15 business verticals. The company is led by its key shareholder and chairman Ramy Mansour.

Financial Review

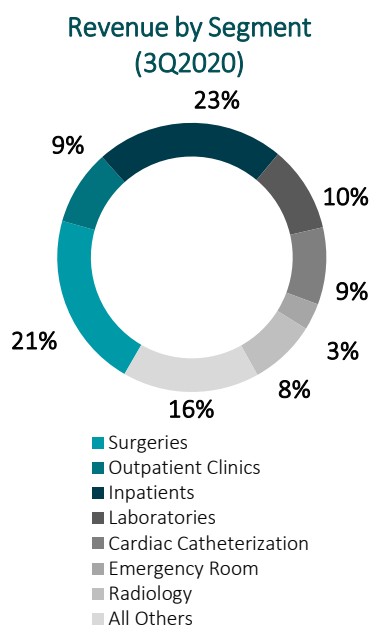
Revenues

Consolidated revenues increased 16% y-o-y in the third quarter of the year to record EGP 535.9 million, on the back of recovering volumes, favourable pricing, and an increasingly optimised service mix. This is 58% above revenue recorded in the second quarter of the year when the impact of COVID-19 and the holy month of Ramadan had negatively impacted patient volumes. On a by service basis, the largest contribution continued to come from the Group's inpatient services which recorded a 22% y-o-y rise in revenues during 3Q2020 and made up 23% of the Group's consolidated top-line. The year-on-year growth was partially supported by the two COVID-19 treatment hospitals with most patients visiting the two facilities requiring inpatient care. This was closely followed by surgeries which made up 21% of total revenues for the three-month period having recorded an 7% y-o-y rise in revenues in 3Q2020. While the number of surgeries performed during the third quarter more than doubled from the previous quarter, it remained 25% below volumes recorded in 3Q2019 on account of COVID-19-related postponements of non-urgent procedures. As such, the year-on-year rise in revenue for the quarter came on the back of an increasingly optimised case mix, improving utilization and favourable pricing. In line with the Group's strategy to drive growth across its other revenue streams including diagnostics, pharmacy, and polyclinics, CHG's laboratory services witnessed a 39% y-o-y rise in revenues for the quarter, with its contribution to consolidated top-line reaching 10% for the period. The Group's outpatient services contributed to 9% of consolidate revenues in 3Q2020, following a 17% y-o-y fall in the segment's revenues for the quarter. The fall in outpatient revenue per patient for the period comes as patients opted to postpone non-essential outpatient procedures and consultations in light of the ongoing COVID-19 pandemic, combined with the Group's strategy to focus on referrals and utilization from the outpatient clinics and polyclinics without significant price increases. The efforts to grow the Group's diagnostic vertical saw CHG's radiology segment record the fastest year-on-year revenue growth rate across all segments at 64%, with its contribution to consolidated top-line rising to 8% for the quarter from 6% a year ago. Finally, revenues from catherization services increased 26% from the same quarter of 2019, reflecting



*Cleopatra Hospital results for the period include revenue generated by Queens Hospital

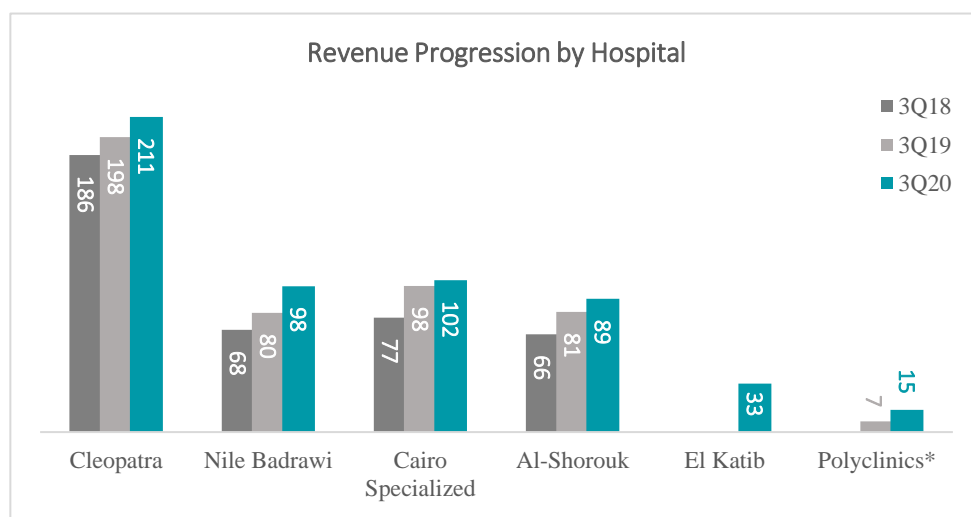
**Polyclinic revenue includes both East and West Cairo Polyclinics (CHG for medical services) in addition to the polyclinic pharmacies segment (CHG Pharma)



the significant investments carried out by CHG over the last couple of years to enhance its catherization labs. The segment's share of total revenues came in at 9% for 3Q2020.

On a year-to-date basis, revenues posted an impressive 7% y-o-y expansion to EGP 1,379.0 million in 9M2020. The robust year-on-year growth came on the back of a strong third quarter of the year which helped offset the weaker results posted in 2Q2020 on the back of COVID-19-related disruptions to operations during the months of April and May. Cases served for the nine-month period remained 13% below last year's figure despite the impressive 65% quarter-on-quarter surge in volumes recorded in 3Q2020. More specifically, patient volumes in July remained below last year's figures, while volumes for the months of August and September were amongst some of the highest ever recorded by the Group.

On a per hospital basis, the Group continues to work towards greater diversification of its revenue streams. During the third quarter, CHG witnessed a decrease in the contribution coming from its more historic facilities in favour of the newly added ones. Cleopatra Hospital, which includes revenues of around EGP 13.0 million generated by Queens Hospital, continued to make up the largest share of consolidated revenues at 39% in 3Q2020, down from a 43% contribution in the same quarter a year ago. The rise in revenues generated by Queens Hospital during the third quarter is a direct consequence of the Group's strategic decision to transform the facility into a COVID-19 isolation and treatment centre. This was followed by Cairo Specialized Hospital "CSH", which made a 19% contribution to total revenues in 3Q2020. Nile Badrawi Hospital "NBH" saw its contribution increase marginally to 18% for the quarter, while Al Shorouk Hospital "ASH" contributed to 16% of consolidated revenues during 3Q2020. El Katib Hospital's contribution stood at 6% for the quarter, as the facility's top-line was further supported by its transformation into a COVID-19-dedicated facility. Lastly, the Group's East and West Cairo Polyclinics contributed to 3% of total revenues in 3Q2020.



*Polyclinics revenues include revenues from the Group's East and West Cairo Polyclinics as well as CHG Pharma

COGS

Cost of goods sold for the third quarter of 2020 stood at EGP 349.4 million, up 18% versus the same three months of last year. Despite the year-on-year rise, the Group's COGS/sales ratio came in at 65% in 3Q2020, largely in line with last year's figure. Medical supplies made up the largest share of total COGS for the quarter at 31%. This was followed by consulting physician fees which made up 26% of COGS and salaries and wages which made up 25% of the total. CHG management continues to implement wide-ranging cost control initiatives which have seen the Group's consulting fees/sales ratio decline to 17% in 3Q2020 from 19% last year. Similarly, the Group's salaries and wages to sales declined to 16% in 3Q2020 from 17% in the same period a year ago. On a year-to-date basis, COGS reached EGP 925.1 million

in 9M2020, up 11% y-o-y. The Group's COGS/sales ratio stood at 67% for 9M2020, up from 65% in 9M2019.

Gross Profit

Gross profit for the period expanded 12% y-o-y to EGP 186.4 million for the third quarter of the year. Strong revenue growth combined with management's efficiency enhancement strategy saw the Group's gross profit margin return to its historical averages, recording 35% for the quarter. On a by hospital basis, Cleopatra Hospital, which continues to include Queens Hospital's results, made up 46% of total gross profit for the quarter having come in flat versus the same three months of last year. NBH and CSH each contributed to 17% of total gross profit. NBH reported a robust 25% y-o-y gross profit expansion for the quarter, while at CSH, gross profit was down 7% y-o-y. ASH saw its gross profit increase 18% y-o-y with the hospital making up 15% of consolidated gross profit in 3Q2020. Finally, El Katib Hospital's contribution to total gross profit stood at 5% in 3Q2020 and 6% in 9M2020 with a healthy GPM of 33% for the nine-month period. In 9M2020, gross profit came in flat versus last year at EGP 453.8 million, with a GPM of 33%, largely in line with the Group's historical trend.

G&A Expenses

General and administrative (G&A) expenses consist of the company's non-medical staff costs, including those of senior management and Group-level professional consulting fees. G&A expenses has also historically included the Group's Long-Term Incentive Program (LTIP), a non-cash charge linked to share price appreciation and EBITDA growth. The LTIP, which had a four-year maturity period, matured on the 2nd of June 2020, after which amounts were disbursed. Outlays for G&A purposes decreased 6% y-o-y in 3Q2020 to EGP 77.8 million. In the nine-month period ended 30 September 2020, G&A expenses recorded EGP 228.3 million, a 16% y-o-y decline.

The year-on-year decrease witnessed in the third quarter is largely attributable to a decrease in the accrued non-cash LTIP expense for the period. During the third quarter of 2020 the Group recorded no LTIP-related expenses versus the EGP 19.3 million figure booked in the comparable period of last year. This more than offset a year-on-year increase in impairments to EGP 19.8 million for 3Q2020 from EGP 7.7 million in 3Q2019. It is important to note that impairments take into account an additional judgment overlay related to potential short-term turbulence in collections as a result of COVID-19. During the quarter, CHG also booked EGP 8.9 million in provisions versus a negative EGP 0.3 million provision booked in the same three months of last year. The increase is largely attributable one-time redundancy costs related to the outsourcing some of facilities and administration jobs in addition to a decrease in staff vacations taken during the year.

The significant year-on-year decline in 9M2020, was largely supported by lower LTIP-related expenses for the period. In the nine-month period ended 30 September 2020, LTIP-related expenses stood at just EGP 7.8 million as CHG recorded its final LTIP-related expense in the second quarter of the year. This is significantly down from the EGP 72.7 million in LTIP-related expenses booked in the first nine months of 2019.

EBITDA

CHG's adjusted EBITDA, factoring out acquisition expenses, impairments, the LTIP's non-cash charge, pre-operating expenses and contributions from other income, expanded an impressive 19% y-o-y to EGP 151.4 million in 3Q2020. Adjusted EBITDA margin for the quarter stood at 28%, unchanged from last year. Without adjusting for impairments, EBITDA recorded a 10% y-o-y expansion with an associated margin of 25% versus 26% in the third quarter of 2019. In 9M2020, adjusted EBITDA came in at EGP 344.7 million, largely in line with last year's figure and with an associated margin of 25%.



Net Profit

GHC's consolidated net profit expanded 11% in the third quarter of the year to reach EGP 80.0 million. Net profit margin was largely stable versus last year at 15% for the quarter. Net profit growth came on the back of the robust expansion in revenue for the period, the Group's continued cost control efforts, and lower LTIP-related expenses versus the same quarter a year ago. On a year-to-date basis, net profit stood at EGP 182.0 million, up 7% y-o-y with a stable NPM of 13% in 9M2020. During the nine-month period, the negative impacts of COVID-19 on the Group's operations were more than cancelled out by decreased LTIP-related expenses and G&A outlays versus the comparable period of last year. Normalised net profit, which excludes net interest income for the period, posted a solid 24% y-o-y rise in the third quarter of 2020 and a 21% y-o-y increase on a year-to-date basis.

CAPEX

Total CAPEX outlays stood at EGP 251 million as of 30 September 2020 including down payments for CAPEX purchases not yet delivered. In light of the COVID-19 outbreak and the associated economic uncertainty, the Group's management has reviewed its CAPEX plans for 2020 with a focus on deferring non-essential expenditure to 2021 and prioritizing expenditure aimed at generating further EBITDA growth to improve CHG's return on capital metrics.

ABOUT CLEOPATRA HOSPITALS GROUP S.A.E.

The Group is the largest private hospital group in Egypt by number of hospital beds and number of operating hospitals. The company holds majority stakes and operates six leading hospitals in the Greater Cairo Area: Cleopatra Hospital, Cairo Specialized Hospital, Nile Badrawi Hospital, Al Shorouk Hospital, Queens Hospital, and El Katib Hospital offering a full array of general and emergency healthcare services. The Group also operates two polyclinics located in strategic neighbourhoods of East and West Cairo and holds a majority stake in Bedaya for Medical Services, Egypt’s leading IVF and Fertility Centre.

Shareholder Information

EGX: CLHO.CA

Listed: June 2016

Shares Outstanding: 1,600 million

For further information, please contact:

Cleopatra Hospitals Group S.A.E.

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Corporate Strategy & Investor Relations Director

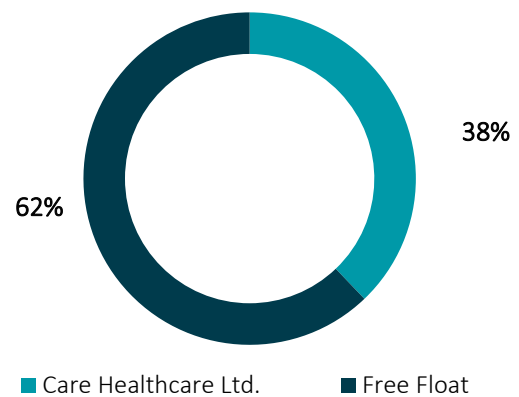
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Shareholder Structure

(as of 30 September 2020)



Forward-Looking Statements

This communication contains certain forward-looking statements. A forward-looking statement is any statement that does not relate to historical facts and events, and can be identified by the use of such words and phrases as “according to estimates”, “anticipates”, “assumes”, “believes”, “could”, “estimates”, “expects”, “intends”, “is of the opinion”, “may”, “plans”, “potential”, “predicts”, “projects”, “should”, “to the knowledge of”, “will”, “would”, or, in each case, their negatives, or other similar expressions that are intended to identify a statement as forward-looking. This applies, in particular, to statements containing information on future financial results, plans, or expectations regarding our business and management, our future growth or profitability and general economic and regulatory conditions and other matters affecting us.

Forward-looking statements reflect our management’s (“Management”) current views of future events, are based on Management’s assumptions, and involve known and unknown risks, uncertainties, and other factors that may cause our actual results, performance, or achievements to be materially different from any future results, performance, or achievements expressed or implied by these forward-looking statements. The occurrence or non-occurrence of an assumption could cause our actual financial condition and results of operations to differ materially from, or fail to meet expectations expressed or implied by, such forward-looking statements. Our business is subject to a number of risks and uncertainties that could also cause a forward-looking statement, estimate, or prediction to become inaccurate. These risks include fluctuations in the prices of raw materials or employee costs required by our operations, its ability to retain the services of certain key employees, its ability to compete successfully, changes in political, social, legal, or economic conditions in Egypt, worldwide economic trends, the impact of war and terrorist activity, inflation, interest rate and exchange rate fluctuations, and Management’s ability to timely and accurately identify future risks to our business and manage the risks mentioned above.

Certain figures contained in this document, including financial information, have been subject to rounding adjustments. Accordingly, in certain instances, the sum or percentage change of the numbers contained in this document may not conform exactly to the total figure given.

Consolidated Statement of Income

All figures in EGP mn	3Q2020	3Q2019	% change	9M2020	9M2019	% change
Revenues	535.9	462.0	16%	1379.0	1287.1	7%
Cost of sales	(349.4)	(295.0)	18%	(925.1)	(835.6)	11%
Gross profit	186.4	166.6	12%	453.8	451.5	0.5%
<i>Gross Profit Margin</i>	35%	36%		33%	35%	
General & administrative expenses	(77.8)	(82.8)	-6%	(228.3)	(273.0)	-16%
Cost of acquisition activities	0.4	(3.8)	N/A	(4.6)	(4.4)	3%
Provisions	(8.9)	0.3	N/A	(14.5)	(1.5)	N/A
Other income	2.2	2.4	-6%	6.1	6.5	-5%
Pre-Operating Expenses	0.0	0.0	N/A	0.0	(3.4)	N/A
EBIT	102.4	82.7	24%	212.7	175.7	21%
<i>EBIT Margin</i>	19%	18%		15%	14%	
Interest income	9.0	16.5	-46%	41.2	71.9	-43%
Interest expense	(0.7)	(1.0)	-27%	(2.0)	(5.8)	-66%
Profit before tax	110.6	98.2	13%	251.9	241.7	4%
<i>PBT Margin</i>	21%	21%		18%	19%	
Income tax	(29.6)	(23.1)	28%	(69.1)	(68.7)	0.5%
Deferred tax	(1.0)	(2.9)	-67%	(0.8)	(3.1)	-74%
Net profit after tax	80.0	72.2	11%	182.0	170.0	7%
<i>Net Profit Margin</i>	15%	16%		13%	13%	
<u>Distributed as follows:</u>						
Shareholders of the company	78.6	69.3	13%	179.2	166.5	8%
Minority rights	1.5	2.9	-49%	2.8	3.5	-18%
Profit for the period	80.0	72.2	11%	182.0	170.0	7%

Consolidated Statement of Comprehensive Income

All figures in EGP mn	3Q2020	3Q2019	% change	9M2020	9M2019	% change
Net Profit	80.0	72.2	11%	182.0	170.0	7%
Other comprehensive income	0.0	0.0	N/A	0.0	0.0	N/A
Total comprehensive income for the year	80.0	72.2	11%	182.0	170.0	7%
<u>Total comprehensive income attributable to:</u>						
Owners of the company	78.6	69.3	13%	179.2	166.5	8%
Non-controlling interest	1.5	2.9	-49%	2.8	3.5	-18%
Total comprehensive income for the year	80.0	72.2	11%	182.0	170.0	7%

Consolidated Statement of Financial Position

All figures in EGP mn	31 December 2019	30 September 2020
Non-current assets		
Fixed assets	908.5	1,066.4
Intangible assets	413.6	413.6
Right of use	10.2	19.3
Payment under investment	-	106.3
Total non-current assets	1,332.4	1,605.7
Current assets		
Paid under subsidiaries capital increase	-	-
Inventory	49.3	56.1
Accounts receivables	337.2	409.0
Other receivables and debit balances	105.2	97.3
Due from related parties	2.0	1.7
Treasury bills	50.1	34.4
Cash	791.3	375.5
Total current assets	1,335.0	974.1
Total assets	2,667.4	2,579.8
Equity		
Share capital	800.0	800.0
Reserves	284.4	286.6
Retained earnings	746.2	877.2
Equity attributable to the parent company	1,830.6	1,963.8
Non-controlling interest	103.9	100.4
Total equity	1,934.5	2,064.1
Non-current liabilities		
Long term debt – non-current portion	-	-
Non-current portion of lease liability	5.8	9.0
Deferred tax liability	74.8	75.6
Total non-current liabilities	80.6	84.6
Current liabilities		
Provisions	15.6	16.0
Creditors and other credit balances	442.3	381.5
CPLTD	-	-
Current portion of lease liability	2.7	5.6
Long term incentive plan	129.1	-
Current income tax	62.6	28.1
Total current liabilities	652.3	431.1
Total liabilities	732.9	515.7
Total liabilities & shareholders' equity	2,667.4	2,579.8

Consolidated Statement of Cash Flow

All figures in EGP mn	30 September 2020	30 September 2019
<u>Cash flow from operating activities:</u>		
Profit before tax	251.9	241.7
<u>Adjustments for:</u>		
Depreciation	61.4	45.8
Allowance for impairment of current assets	45.3	48.4
Provision	0.4	(5.3)
Capital gain/loss	(0.7)	(0.3)
Credit/debit interest	(39.6)	(69.0)
Changes in current tax liability	(103.6)	(89.6)
Employee incentive	7.8	72.7
Operating profits before changes in assets and liabilities	222.9	244.2
<u>Changes in working capital:</u>		
Changes in inventories	(6.9)	(5.2)
Change in trade receivables, debtors, and other debit balances	(87.8)	(83.9)
Changes in due from related parties	0.3	2.1
Change in trade and other payables	(10.7)	56.0
Paid from employee incentive plan	(136.8)	-
Net cash flows generated from operating activities	(19.0)	213.2
<u>Cash flow from investment activities:</u>		
Proceeds from sale of fixed assets	0.7	0.6
Payments for purchase of fixed assets	(69.4)	(52.9)
PUC purchased	(159.1)	(88.6)
Advanced payments for purchase of fixed assets	(23.1)	(62.6)
Payments for acquisition of a subsidiary, net cash acquired	(8.5)	(25.0)
Payments under investment	(145.5)	(135.1)
Credit interest collected	42.9	72.5
Time deposits with maturity more than 3 months	50.1	-
Paid under subsidiaries capital increase	-	(148.5)
Net cash flow from investment activities	(311.9)	(439.5)
<u>Cash flow from financing activities:</u>		
Proceeds from minority share in subsidiary capital increase	-	-
Dividends paid	(48.8)	(31.9)
Repayment of borrowings	-	(95.1)
Cash proceed from overdraft	-	62.6
Cash paid to overdraft	-	(53.9)
Interest paid	(1.6)	(17.9)
Net cash flow from financing activities	(50.4)	(136.1)
Net change in cash & cash equivalents during the period	(381.3)	(362.5)
Cash and cash equivalents at the beginning of the period	791.3	953.4
Cash and cash equivalent in acquired subsidiaries at beginning of period	-	0.6
Cash & cash equivalents at the end of the period	410.0	591.5