



# INVESTOR PRESENTATION

FIRST QUARTER 2014





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# I. Company Overview



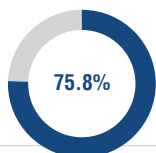
# GB Auto is leveraging its brand equity, its regional presence, and the strength of its network to expand across the automotive value chain

	Assembly	Manufacturing	Sales and Distribution	Financing	After-Sales Services
Currently:	 <ul style="list-style-type: none"> <li>• Passenger car Completely Knocked Down (CKD) assembly</li> <li>• Motorcycles and Three-Wheelers Semi Knocked Down assembly</li> </ul>	 <ul style="list-style-type: none"> <li>• Bus body manufacturing</li> <li>• Trailers and super structures</li> </ul>	 <ul style="list-style-type: none"> <li>• Passenger Cars in Egypt, Iraq, Libya, Algeria</li> <li>• CV&amp;CE in Egypt, Libya</li> <li>• Motorcycles and Three-Wheelers in Egypt</li> <li>• Tires in Egypt, Iraq, Libya, Jordan, Algeria</li> </ul>	 <ul style="list-style-type: none"> <li>• GB Lease: financial leasing</li> <li>• Mashroey: microfinance</li> <li>• Drive: consumer finance and factoring</li> <li>• Haram Tourism Transport (HTT): operational leasing</li> </ul>	 <ul style="list-style-type: none"> <li>• Passenger Cars</li> <li>• Commercial Vehicles</li> <li>• Motorcycles and Three-Wheelers</li> </ul>
Next Steps:	<ul style="list-style-type: none"> <li>• Assembly of additional PC and CV models and potentially value added products</li> </ul>	<ul style="list-style-type: none"> <li>• Manufacturing of bus body on new chassis has begun in the GB Polo facility and more models are on their way</li> </ul>	<ul style="list-style-type: none"> <li>• Expanding bus offerings</li> <li>• Seeking new regional expansions</li> <li>• Seeking new representations</li> </ul>	<ul style="list-style-type: none"> <li>• Increase customer reach</li> <li>• Diversify product portfolios</li> </ul>	<ul style="list-style-type: none"> <li>• Expand to support operations in new regional markets</li> <li>• In Egypt, new retail operations will distribute tires, tire parts, batteries and lubricants</li> </ul>



# GB Auto's operations are segmented across five primary lines of business

## Passenger Cars

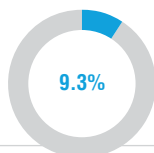


### 1Q14 Sales Revenue

- Assembly and distribution of imported completely-knocked-down (CKD) kits with a production capacity of around 70,000 units per year for the Egyptian market
- Distribution of imported completely-built-up (CBU) vehicles across footprint
- After-Sales service and distribution of spare parts
- Financing options provided through Drive in Egypt
- Markets: Egypt, Iraq, Algeria, Libya



## Motorcycles & Three Wheelers

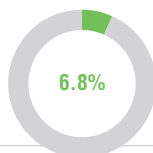


### 1Q14 Sales Revenue

- Distribution of motorcycles and three-wheelers ("tuk-tuks")
- After-Sales service and distribution of spare parts
- Financing options provided through Mashroey
- Market: Egypt



## Commercial Vehicles & Construction Equipment

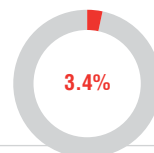


### 1Q14 Sales Revenue

- Assembly and distribution of trucks
- Bus-body manufacturing; distribution of buses
- Manufacturing and distribution of superstructures and trailers
- Distribution of construction and farming equipment
- After-Sales service and distribution of spare parts
- Markets: Egypt, Libya



## Tires

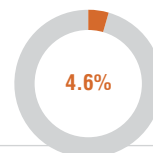


### 1Q14 Sales Revenue

- Distribution of passenger car, van, truck, construction equipment and bus tires
- Markets: Egypt, Iraq, Libya, Algeria, Jordan



## Financing Businesses



### 1Q14 Sales Revenue

- GB Auto's Financing Businesses offer financing in all segments of the market
- GB Lease provides financing for commercial vehicle and corporate lease clients
- Mashroey finances the purchase of motorcycles, tuk-tuks, YTO tractors and motor tricycles
- Drive offers consumer financing of passenger cars and factoring of auto and non-auto products
- HTT provides operational leasing
- Market: Egypt



# GB Auto's ultimate goal is to become the largest automotive player in Africa and the Middle East

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GB Auto's activities are part of a three-axis strategy designed to maximize long-term growth



## The company's key strategic goals in the coming year include:

1. Penetrate markets in Libya and Algeria, with the support of strong sustainable growth from Egypt and Iraq.
2. Expand brand representation and product portfolio and expand product reach across all countries of operations.
3. Continue to expand in new high-growth markets with a focus on Sub-Saharan Africa as the next growth phase.

# Management's future plans focus on regional and product expansions

## Where we see the opportunity...

- Maintain leadership in passenger car market
- Fill in product gaps
- Capitalize on expansions already made and in-progress in after-sales
- Support sales through financing options

### EGYPT



- Continue to grow market share
- Continue to expand after-sales network to support sales, solidify market presence and increase profitability
- Potential expansion of GB Auto's product range

### IRAQ



- Penetrate the Libyan passenger car market
- Create after-sales network based on the successful Egyptian model
- Potential expansion of GB Auto's product range

### LIBYA



- Penetrate the Algerian passenger car market
- Augment passenger car sales with a wide range of tire brands
- Potential expansion of GB Auto's product range

### ALGERIA



- Enter select Sub-Saharan African markets with a strong product range that addresses pent-up demand in traditionally under-served industry segments

### AFRICA



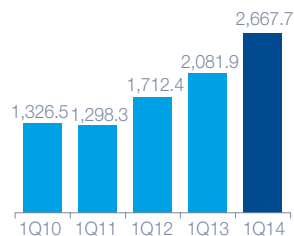


# GB Auto consistently reports strong performance in key indicators

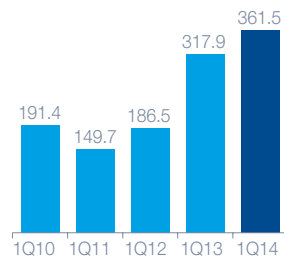
## 1Q Five-Year Progression of Key Indicators

(all figures in LE million)

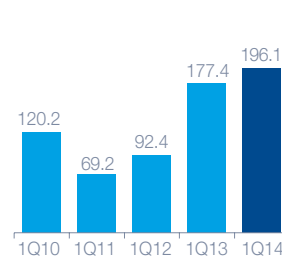
### Revenues



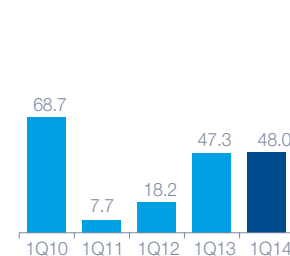
### Gross Profit



### EBIT



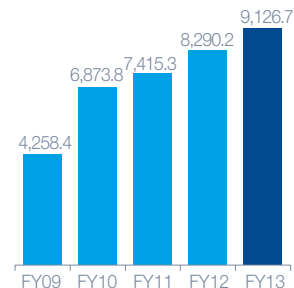
### Net Income



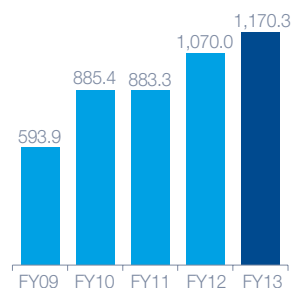
## FY Five-Year Progression of Key Indicators

(all figures in LE million)

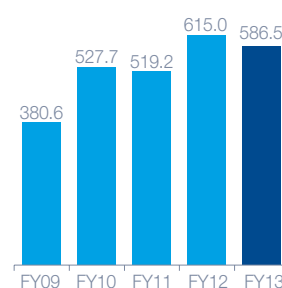
### Revenues



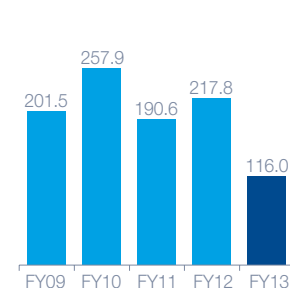
### Gross Profit



### EBIT



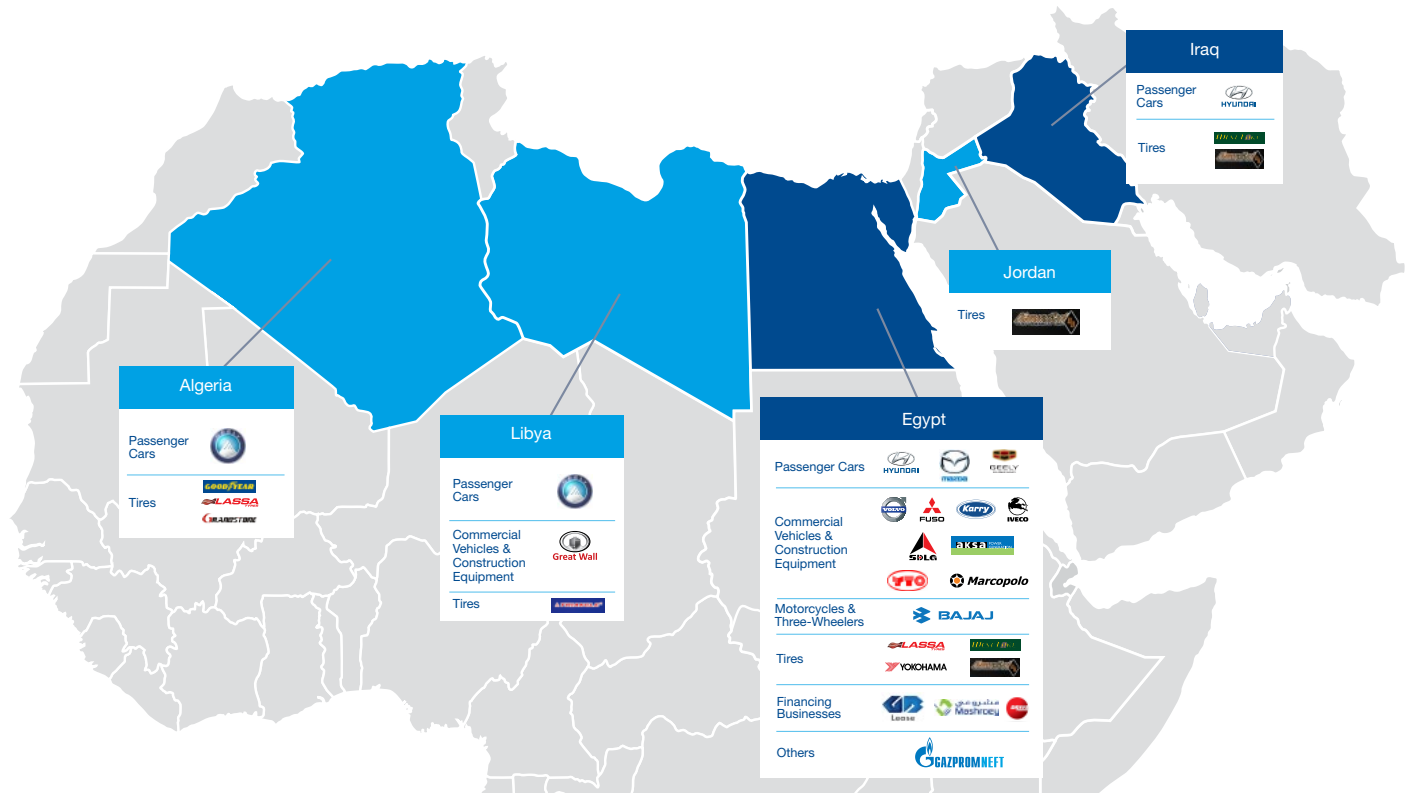
### Net Income



## II. Understanding the Business



# GB Auto is on its way to becoming a major regional player and has secured key representations in key regional markets

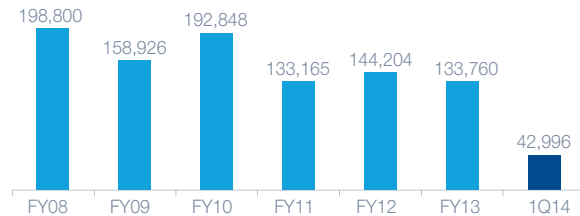




# The Egyptian passenger car market's fundamentals are strong, and will continue to be so in the years to come

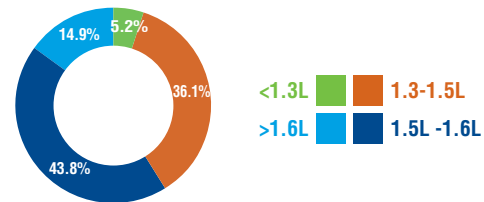
The Egyptian passenger car market is showing early signs of recovery, and the long-term outlook is strong

PC Market, Annual Sales

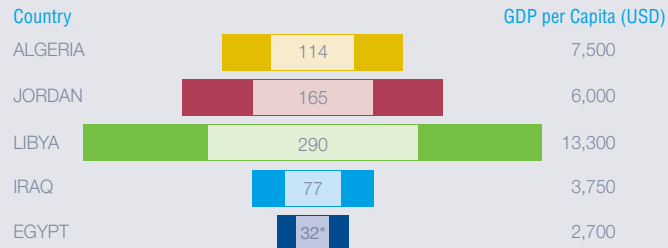


Management has focused CKD assembly on models in the largest market segment

PC Market Segmentation, FY13



Management anticipates substantial future growth on the back of relatively low penetration rates per 1,000 people, as shown here:

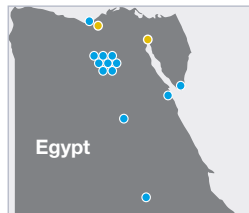
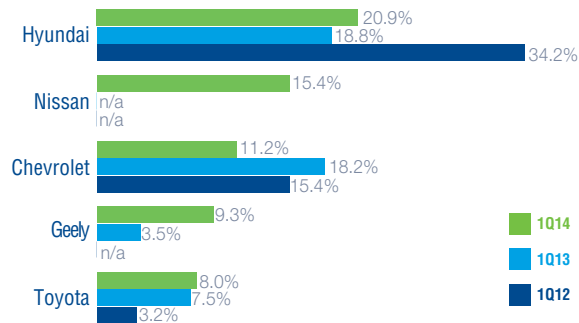


\*Please note that this figure refers to passenger cars only, while the motorization figures of the other countries in this graphic refer to cars, buses, and freight vehicles but do not include two-wheelers.

Sources: Automotive Marketing Information Council (AMIC); World Bank, Business Monitor International, CIA World Fact Book, GB Auto Research

# GB Auto dominates the local market on the back of its unmatched distribution and after-sales network, wide product offering, and positioning as the “best-value-for-money” product

1Q14 Market Share of Key Players\*



Location of GB Auto Distribution and After-Sales Facilities

- Currently Operating
- Under Construction

GB Auto is the **leading market player**  
with a **30.4%** market share in 1Q14  
(across all brands)

Geely has become the **4th best-selling brand** nationwide with **9.3%** market share in 1Q14

**Largest national distribution and after-sales service network**

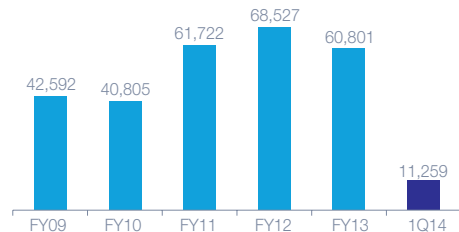
PC Revenue for Egyptian activities reached  
**LE 1,218.7 million** in 1Q14

\* Source: Automotive Marketing Information Council (AMIC). Please note that AMIC figures are based on individual companies willingly contributing / reporting their sales and that GB Auto cannot check the full accuracy of these or guarantee that all companies operating in Egypt report to AMIC

## The Motorcycles & Three-Wheelers segment may be facing a challenging year given recent regulatory decisions, but has a solid long-term outlook supported by strong market fundamentals and visionary leadership

Data on Egypt's three-wheeler market overall is not reliable; however, it is clear that the market has enjoyed particularly robust growth in the past several years, especially following the introduction of Mashroey microfinancing in late 2010

GB Auto's Three Wheeler Sales Volume



GB Auto offers a wide product range within this business segment



- As anticipated, a ban on the import of motorcycles and three-wheelers into Egypt impacted the performance of this division, although, notably, it did not drag down the performance of GB Auto as a whole.
- Unit sales for this key line of business are down 25.3% year-on-year with revenues off 20.4%. In the event of a continuation of the year-long regulatory ban on the import of three-wheelers and motorcycles, management notes that these drops will be significantly more pronounced in the future.
- While management is not amending its guidance as regards the ban, GB Auto notes local media reports that the Egyptian Presidency has ordered a 30-day grace period in which unlicensed motorcycle and three-wheeler owners may legalize their vehicles before the same are subject to confiscation, which we perceive as a positive sign.



# Egypt's commercial vehicle market is beginning to improve but remains volatile pending a sustained uptick in infrastructure and corporate spending

An ongoing lack of economic clarity has dampened the light & medium trucks market

Truck Market Sales Volume (excluding pickup trucks)



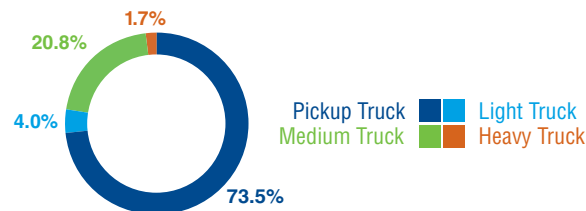
The bus market remains volatile, but its long-term fundamentals are sound

Bus Market Sales Volume (excluding microbus)



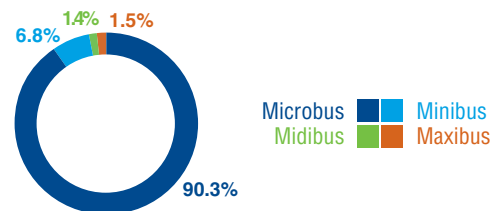
The largest segment of the truck market, the pick-up truck, is absent from GB Auto's product range for now

Truck Market Segmentation, 1Q14








GB Auto recently launched the Karry seven-seater, opening the door to a promising segment

Bus Market Segmentation, 1Q14



Source: Automotive Marketing Information Council (AMIC)

The CV & CE line of business is showing real progress on its road to recovery and has high expectations of the coming period as grants from Gulf countries and increased FDI will see an infrastructure and general construction boom

 <p>Buses</p>	 <p>Trucks</p>	 <p>Trailers</p>	 <p>Construction Equipment</p>	 <p>Tractors</p>
<ul style="list-style-type: none"> <li>Unit sales of buses rose 131.0% Y-o-Y in 1Q14, as the market has begun to pick up and GB Auto's new products have been warmly received</li> <li>GB Polo continues to focus on building a strong export pipeline to the GCC</li> <li>The recent introduction of the Karry, a seven-seater, closed a key gap in GB Auto's product portfolio</li> </ul>	<ul style="list-style-type: none"> <li>Unit sales of trucks are up 24.6% Y-o-Y in 1Q14, in line with the market-wide uptick in truck sales</li> <li>Management is exploring the opportunity to fill the product gaps in this segment</li> </ul>	<ul style="list-style-type: none"> <li>Unit sales of trailers dropped 36.7% Y-o-Y in 1Q14</li> <li>This is another segment that should become important once economic stability is achieved in Egypt</li> <li>A focus on exports should be the next step</li> </ul>	<ul style="list-style-type: none"> <li>Unit sales rose 12.5% Y-o-Y in 1Q14</li> <li>Corporate and government spending is beginning to pick with ambitious infrastructure projects in the works as the overall economy begins to pick up</li> <li>Management is exploring options to expand this segment in new markets in North Africa and the Middle East</li> </ul>	<ul style="list-style-type: none"> <li>Unit sales of tractors rose 187.5% Y-o-Y in 1Q14</li> <li>With the growth and modernization of Egypt's agricultural sector, management expects to see tractor sales perform quite well going forward, especially as our micro-financing arm has begun financing tractor sales</li> </ul>

## GB Auto's Tires LOB has seen several quarters of outstanding growth and is an increasingly important contributor to overall profitability



- Distribution of passenger car, van, truck, construction equipment and bus tires in five markets
- Our Goodyear representation in Algeria is the latest achievement in our ongoing efforts to round out this LOB's product offering, with more important representations to come on stream soon
- Regional tires sales contributed LE 21.4 million to the top line in 1Q14, somewhat mitigating one-off difficulties in the Egyptian tires market



- Passenger car tires
- Light truck tires

Operations in: Egypt, Algeria



- Passenger car tires
- Light truck tires
- Truck tires

Operations in: Egypt



- Light truck tires
- Truck tires
- Bus Radial tires (TBR)

Operations in: Libya



- Truck tires

Operations in: Algeria



- Passenger car tires
- Light truck tires
- Truck tires
- Off-the-road (OTR) tires

Operations in: Egypt, Iraq



- Light truck tires
- Truck tires
- Bus Radial tires (TBR)

Operations in: Egypt, Iraq, Jordan



- Passenger car tires
- Light truck tires
- Truck tires

Operations in: Algeria

## GB Auto's Financing Businesses are contributing more to the company's overall profitability, driven by the diversity of their portfolios



- Extends lease finance to a diverse asset base: commercial vehicles, corporate fleets and other asset classes
- Focuses on risk diversification by asset class, industry sector and clients
- Operates leading prudent risk management practices with respect to provisions and risk recognition
- Now ranked as Egypt's 2nd largest leasing company (as ranked by total contracts value as at February, YTD), as declared by the Egyptian Financial Supervisory Authority (EFSA)



- Micropayments venture, which finances the sale of GB Auto's Bajaj-branded motorcycles and three-wheelers and non-GB Auto motor tricycles, in addition to GB Auto's YTO-branded tractors, minivans, and pre-owned tuk-tuks on credit terms to low income consumers
- In 1Q14 Mahroey added animal feedstock (also on credit basis) to its product lines to diversify its portfolio
- Network of 65 branches nationwide



- Finances consumer purchases of passenger cars as well as factoring
- Has recorded an impressive six-fold growth in its sales y-o-y and anticipates a further boost from GB Auto's Pre-Owned Vehicles line
- Drive continued to expand its presence from GB Auto's showrooms to the company's independent dealer network, and covers retail purchases of brands that are not exclusive to GB Auto



### III. Key Shareholder Information In a Nutshell



# GB Auto is a compelling play on strong underlying fundamentals

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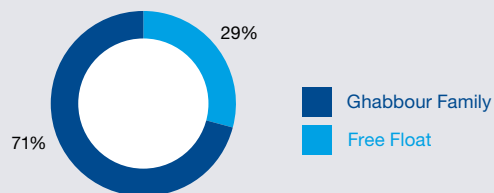
- Expanding regionally, with maturing position in Iraq and presence in key North African markets of Algeria and Libya
- Leading position in the Egyptian automotive market, which is characterized by low penetration rates
- A diversified portfolio of partners including the leading global brands of Hyundai, Mazda, Geely, Bajaj, Marcopolo, Great Wall, Iveco, Volvo Truck & Bus, Volvo Construction Equipment, Fuso, YTO, Karry, SDLG, Aksa, Lassa, Yokohama, Goodyear, Westlake, Triangle, Grandstone, Diamond Back, Monroe and Gazpromneft, with more to follow as part of our expansion drive
- Highly profitable, low-cost assembly (passenger cars) and manufacturing (bus-body, trailers, superstructures)
- Largest distribution and after-sales network in Egypt for passenger cars, motorcycles & three-wheelers and commercial vehicles (vital infrastructure that would be significantly costly for competitors to replicate); network is now growing in Iraq and will be introduced in Libya and Algeria
- Strong leadership
- Solid balance sheet and financing potential
- Consistently strong performance despite market challenges resulting from the Arab Spring



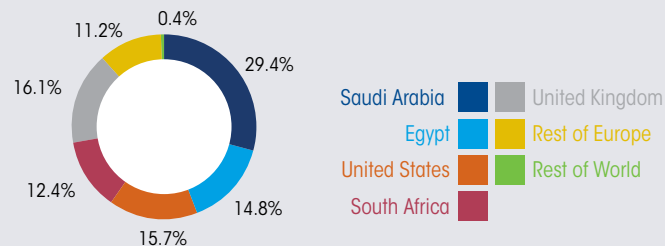
# GB Auto is focused on the long-term sustainability of the business and its ability to deliver to shareholders

A closer look at our shareholding structure as of 31st March 2014

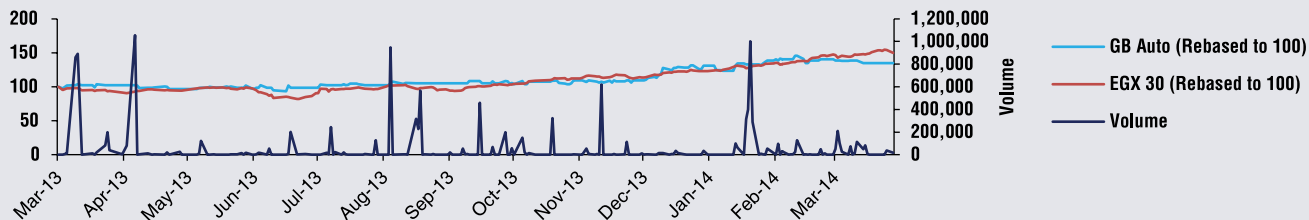
GB Auto's Shareholding Structure



Geographic Distribution of the Free Float



GB Auto Stock Performance



# We promised... and we delivered

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## Penetrate New Markets

- Launched operations in Algeria with passenger cars and tires
- Launched operations in Libya with passenger cars, pick-up trucks and tires
- Expanded operations in Iraq to include after-sales and tires

## Pursue New Representations

- Added 11 representations in 3 years: Geely, Iveco, Great Wall, YTO, Diamond Back, Triangle, Westlake, Grandstone, Goodyear, Karry, Gazpromneft
- Pursuing additional representations to round out product offerings

## Harness Consumer Credit Growth

- Growing Mashroey, the microfinance venture extending credit to purchasers of three-wheelers, motorcycles, motor tricycles and YTO tractors
- Growing Drive, a consumer finance and factoring venture to extend credit to purchasers of passenger cars

## Deepen Management Team and Institutionalization

- Currently implementing new business processes resulting from institutionalization plan
- Created an organization structure that will support the business for years to come
- Recruitment efforts include an Excellence Program to attract high caliber graduates

## Expand After-Sales Capacity

- Launched two service centers in 2011-12 in Egypt, with the soft opening of an additional center during 1Q14
- Four service centers now open in Iraq (Baghdad, Irbil, Suleimaniyya, Basra); with additional centers to follow in 2014



IV. Appendix

## a. Business Overview





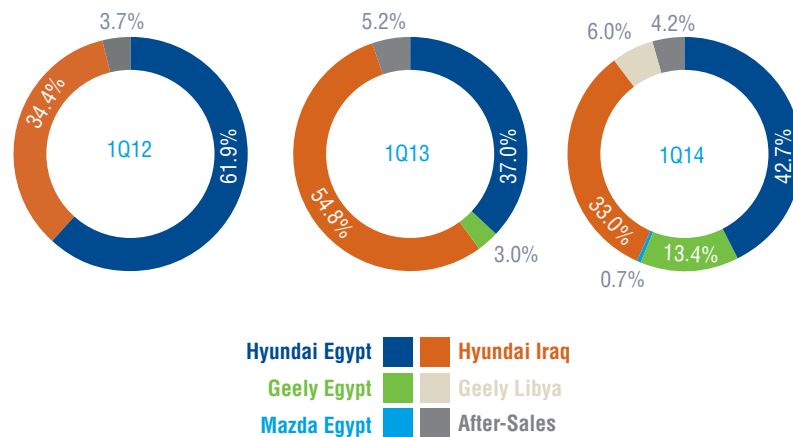
## Passenger Car Financial Performance (1/2)

### Total Passenger Car Sales Activity (All Brands and Markets)

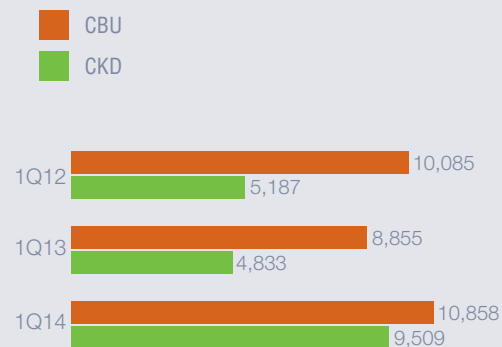
		1Q12	1Q13	1Q14	% Change 1Q13 v 1Q14
CBU Sales Volume	(Units)	10085	8855	10858	22.62%
CKD Sales Volume	(Units)	5,187	4,833	9,509	96.75%
Total Sales Volume	(Units)	15,272	13,688	20,367	48.79%
Sales Revenue	(LE million)	1,265.90	1,378.33	1,936.46	40.49%
Gross Profit	(LE million)	112.74	185.17	219.07	18.31%
Gross Profit Margin	(%)	8.91%	13.43%	11.31%	-2.12
After-Sales Revenue	(LE million)	48.38	75.06	84.70	12.85%
After-Sales Gross Profit	(LE million)	14.25	27.46	26.05	-5.16%
After-Sales Gross Profit Margin	(%)	29.45%	36.59%	30.75%	-5.84
Total Passenger Car Revenues	(LE million)	1,314.27	1,453.39	2,021.16	39.06%
Total Passenger Car Gross Profit	(LE million)	126.99	212.63	245.12	15.28%
Passenger Car Gross Margin	(%)	9.66%	14.63%	12.13%	-2.50

## Passenger Car Financial Performance (2/2)

Passenger Car Revenue Breakdown by Segment



Breakdown of Units Sold, all brands and markets\*



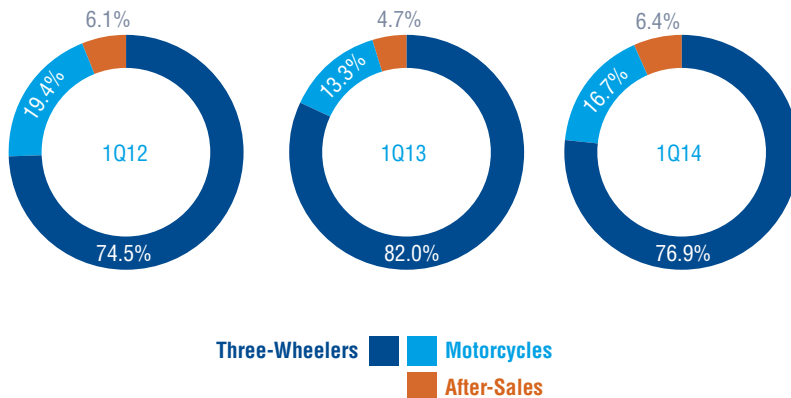
\*Markets currently include Egypt, Iraq, Libya and Algeria; Iraq, Libya and Algeria are CBU only

## Two- and Three-Wheelers Financial Performance (1/2)

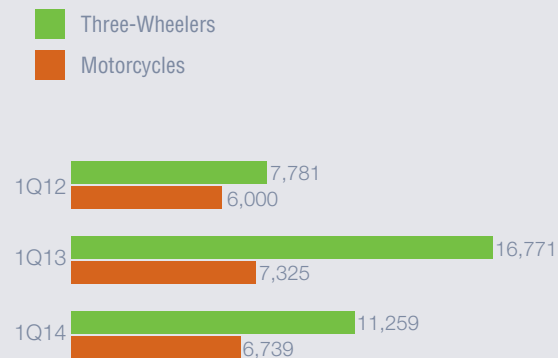
		1Q12	1Q13	1Q14	% Change 1Q13 v 1Q14
Three-Wheeler Sales Volume	(Units)	7,781	16,771	11,259	-32.87%
Motorcycle Sales Volume	(Units)	6,000	7,325	6,739	-8.00%
Total Sales Volume	(Units)	13,781	24,096	17,998	-25.31%
Sales Revenue	(LE million)	149.05	298.38	233.32	-21.80%
Gross Profit	(LE million)	32.17	50.40	45.29	-10.14%
Gross Profit Margin	(%)	21.58%	16.89%	19.41%	2.52
After-Sales Revenue	(LE million)	9.63	14.69	15.94	8.54%
After-Sales Gross Profit	(LE million)	1.66	3.24	2.41	-25.70%
After-Sales Gross Profit Margin	(%)	17.20%	22.04%	15.09%	-6.95
Total Motorcycle & Three-Wheeler Revenues	(LE million)	158.67	313.06	249.26	-20.38%
Total Motorcycle & Three-Wheeler Gross Profit	(LE million)	33.82	53.64	47.70	-11.08%
Motorcycle & Three-Wheeler Gross Margin	(%)	21.31%	17.13%	19.14%	2.00

## Motorcycles and Three-Wheelers Financial Performance (2/2)

Motorcycles & Three-Wheelers Revenue Breakdown by Segment



Breakdown of Units Sold



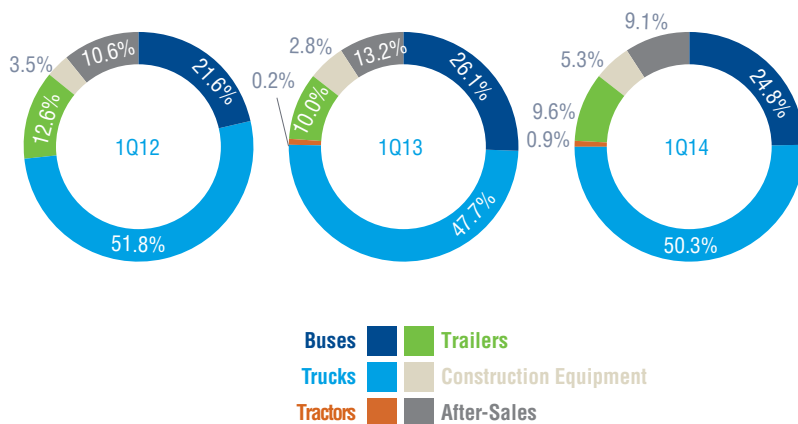
## Commercial Vehicle & Construction Equipment Financial Performance (1/2)

		1Q12	1Q13	1Q14	% Change 1Q13 v 1Q14
Bus Sales Volume	(Units)	100	100	231	131.00%
Truck Sales Volume	(Units)	418	301	375	24.58%
Tractor Sales Volume	(Units)	0	16	46	187.50%
Trailer Sales Volume	(Units)	45	60	38	-36.67%
Construction Equipment Sales Volume	(Units)	14	8	9	12.50%
Total Sales Volume	(Units)	577	485	699	44.12%
Sales Revenue	(LE million)	118.80	100.93	164.95	63.43%
Gross Profit	(LE million)	5.19	5.18	19.33	273.04%
Gross Profit Margin	(%)	4.36%	5.13%	11.72%	6.59
After-Sales Revenue	(LE million)	14.05	15.28	16.47	7.75%
After-Sales Gross Profit	(LE million)	2.08	2.44	3.51	43.65%
After-Sales Gross Profit Margin	(%)	14.83%	16.00%	21.32%	5.33
Total Commercial Vehicles & Construction Equipment Revenue	(LE million)	132.85	116.21	181.42	56.11%
Total Commercial Vehicles & Construction Equipment Gross Profit	(LE million)	7.27	7.63	22.84	199.52%
Commercial Vehicles & Construction Equipment Gross Margin	(%)	5.47%	6.56%	12.59%	6.03

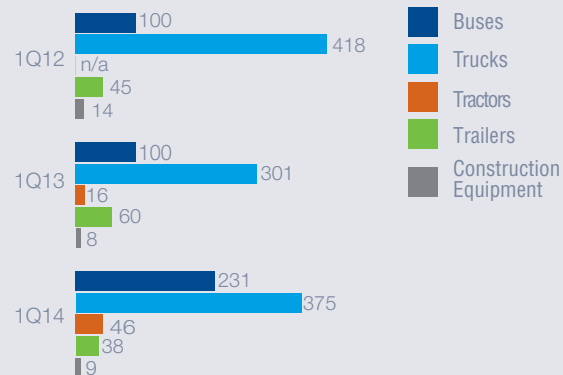


## Commercial Vehicle & Construction Equipment Financial Performance (2/2)

Commercial Vehicles & Construction Equipment Revenue Break-down by Segment



Breakdown of Units Sold



## Other Lines of Business Financial Performance

### Tire Summary Performance, All Brands and Markets

		1Q12	1Q13	1Q14	% Change 1Q13 v 1Q14
Total Sales Revenues	(LE million)	64.90	111.29	91.62	-17.67%
Total Gross Profit	(LE million)	9.48	16.72	13.12	-21.53%
Gross Margin	(%)	14.61%	15.03%	14.32%	-0.70

### Financing Business Summary Performance

		1Q12	1Q13	1Q14	% Change 1Q13 v 1Q14
Total Sales Revenues*	(LE million)	40.79	85.18	122.81	44.18%
Total Gross Profit	(LE million)	11.29	27.55	34.35	24.67%
Gross Margin	(%)	27.69%	32.34%	27.97%	-4.38

### Others Summary Performance

		1Q12	1Q13	1Q14	% Change 1Q13 v 1Q14
Transport Business Revenues	(LE million)	-	2.81	1.10	-60.9%
Pre-Owned Vehicles Sales Revenue	(LE million)	-	-	0.32	-
Total Sales Revenues	(LE million)	-	2.81	1.42	-49.33%
Transport Business Gross Profits	(LE million)	-	-0.29	-1.62	-
Pre-Owned Vehicles Gross Profit	(LE million)	-	-	0.02	-
Total Gross Profit	(LE million)	-	-0.29	-1.60	-
Gross Margin	(%)	-	-10.32	-	-

\* Please note that the contribution of both Drive and Mashroey to the total revenues figures for the Financing Businesses excludes intercompany accounts with passenger cars (for Drive) and two and three-wheelers (for Mashroey).

IV. Appendix

## b. Consolidated Financial Performance



# Sales Summary

		1Q12	1Q13	1Q14
Volume (units)	Passenger Cars, Egypt	10,721	7,032	13,380
	Passenger Cars, Iraq	4,551	6,656	5,329
	Passenger Cars, Libya	-	-	1,658
	Three-Wheelers	7,781	16,771	11,259
	Motorcycles	6,000	7,325	6,739
	Buses	100	100	231
	Trucks	418	301	375
	Tractors	-	16	46
	Trailers	45	60	38
	Construction Equipment	14	8	9
	Pre-Owned Vehicles	-	-	6

Revenue (LE million)	Passenger Cars, Egypt	862.37	648.28	1,218.74
	Passenger Cars, Iraq	451.90	805.11	681.07
	Passenger Cars, Libya	-	-	120.61
	Motorcycles & Three-Wheelers	158.67	313.06	249.26
	Commercial Vehicles & Construction Equipment	132.85	116.21	181.42
	Tires	64.90	111.29	91.62
	Financing Businesses	40.79	85.18	122.81
	Others	-	2.81	1.42
	<b>Total Sales Revenue</b>	<b>1,712.40</b>	<b>2,081.95</b>	<b>2,667.69</b>

# Gross Profit Summary

		1Q12	1Q13	1Q14
Gross Profit (LE million)	Passenger Cars, Egypt	96.88	111.59	159.60
	Passenger Cars, Iraq	30.10	101.05	81.20
	Passenger Cars, Libya	-	-	4.78
	Motorcycles & Three-Wheelers	33.82	53.64	47.70
	Commercial Vehicles & Construction Equipment	7.27	7.63	22.84
	Tires	9.48	16.72	13.12
	Financing Businesses	11.29	27.55	34.35
	Others	-	-0.29	-1.60
	<b>Gross Profit</b>	<b>186.46</b>	<b>317.88</b>	<b>361.53</b>

Gross Profit Margin (%)	Passenger Cars, Egypt	11.23%	17.21%	13.10%
	Passenger Cars, Iraq	6.66%	12.55%	11.92%
	Passenger Cars, Libya	-	-	3.97%
	Motorcycles & Three-Wheelers	21.31%	17.13%	19.14%
	Commercial Vehicles & Construction Equipment	5.47%	6.56%	12.59%
	Tires	14.61%	15.03%	14.32%
	Financing Businesses	27.69%	32.34%	27.97%
	Others	-	-10.32%	-
	<b>Gross Profit Margin (%)</b>	<b>10.89%</b>	<b>15.27%</b>	<b>13.55%</b>

# Income Statement

(LE million)	Three Months Ended		
	1Q13	1Q14	% Change
Passenger Cars Revenues	1,453.4	2,021.2	39.1%
Motorcycles & Three-Wheelers Revenues	313.1	249.3	-20.4%
Commercial Vehicles & Construction Equipment Revenues	116.2	181.4	56.1%
Tires Revenues	111.3	91.6	-17.7%
Financing Businesses Revenues	85.2	122.8	44.2%
Other Activities Revenues	2.8	1.4	-49.3%
<b>Total Sales Revenues</b>	<b>2,081.9</b>	<b>2,667.7</b>	<b>28.1%</b>
<b>Total Gross Profit</b>	<b>317.9</b>	<b>361.5</b>	<b>13.7%</b>
Gross Profit Margin (%)	15.3%	13.6%	-1.72
Selling and Marketing	-91.9	-102.3	11.36%
Administration Expenses	-46.6	-61.8	32.66%
Other Operating Income (Expenses)	8.2	9.1	10.99%
<b>Operating Profit</b>	<b>187.6</b>	<b>206.4</b>	<b>10.06%</b>
Operating Profit Margin (%)	9.0%	7.7%	-1.27
Net Provisions and Non-Operating	-10.2	-10.4	1.88%
<b>EBIT</b>	<b>177.4</b>	<b>196.1</b>	<b>10.53%</b>
EBIT Margin (%)	8.5%	7.4%	-1.2
Foreign Exchange Gains (Losses)	-19.5	-17.9	-8.44%
Net Finance Cost	-78.2	-89.5	14.44%
<b>Earnings Before Tax</b>	<b>79.6</b>	<b>88.7</b>	<b>11.34%</b>
Income Taxes	-12.0	-17.2	42.38%
Net Profit Before Minority Interest	67.6	71.5	5.81%
Minority Interest	-20.3	-23.5	16.00%
<b>Net Income</b>	<b>47.3</b>	<b>48.0</b>	<b>1.4%</b>
Net Profit Margin (%)	2.3%	1.8%	-0.5

# Balance Sheet

(LE million)	As of		% Change
	31-Dec-13	31-Mar-14	
Cash	1,085.1	942.1	-13.2%
Net Accounts Receivable	875.5	922.7	5.4%
Inventory	2,127.6	2,200.5	3.4%
Assets Held For Sale	313.1	313.1	0.0%
Other Current Assets	513.3	775.2	51.0%
<b>Total Current Assets</b>	<b>4,914.6</b>	<b>5,153.6</b>	<b>4.9%</b>
Net Fixed Assets	1,710.5	1,731.0	1.2%
Goodwill and Intangible Assets	280.0	280.0	0.0%
Lessor Assets	502.2	684.1	36.2%
Investment Property	3.1	3.1	0.0%
Other Long-Term Assets	204.4	222.3	8.8%
<b>Total Long-Term Assets</b>	<b>2,700.2</b>	<b>2,920.5</b>	<b>8.2%</b>
<b>Total Assets</b>	<b>7,614.9</b>	<b>8,074.2</b>	<b>6.0%</b>
Short-Term Notes and Debt	3,095.0	3,080.1	-0.5%
Accounts Payable	1,373.4	1,320.5	-3.8%
Other Current Liabilities	84.7	201.8	138.3%
<b>Total Current Liabilities</b>	<b>4,553.0</b>	<b>4,602.4</b>	<b>1.1%</b>
Long-Term Notes and Debt	217.0	473.1	118.0%
Other Long-Term Liabilities	217.8	287.8	32.2%
<b>Total Long-Term Liabilities</b>	<b>434.8</b>	<b>761.0</b>	<b>75.0%</b>
<b>Minority Interest</b>	<b>611.5</b>	<b>641.8</b>	<b>5.0%</b>
Common Stock	131.1	131.1	0.0%
Shares Held With the Group	-3.3	-3.3	0.0%
Legal Reserve	288.7	291.3	0.9%
Other Reserves	1,089.5	1,094.9	0.5%
Retained Earnings (Losses)	509.4	554.8	8.9%
<b>Total Shareholder's Equity</b>	<b>2,015.5</b>	<b>2,068.9</b>	<b>2.6%</b>
<b>Total Liabilities and Shareholder's Equity</b>	<b>7,614.9</b>	<b>8,074.2</b>	<b>6.0%</b>



# Balance Sheet Summary

## Changes between FY13 and 1Q14

- SG&A as a percentage of turnover at healthy levels saw a 50 bps reduction in 1Q14 despite heavy investment to support our expansions to new geographies and new lines of business.
- 1Q14 saw a slight increase in inventory levels to LE 2.2 billion. Despite this, we reduced our Verna CKD stocks significantly from 4Q13, as planned.
- Our net debt-to-date increased by LE 380 million over FY13; that said, total group debt now stands at LE 3.5 billion, while the company's ability to service that debt has improved, implying an EBITDA Interest Coverage of 2.2x, up from 2.0x at the end of FY 2013.
- Generally speaking, our working capital cycle shows a reasonable improvement over the comparative period of 2013, with efforts to deliver further improvements as we continue reducing our inventory levels, especially from the CKD build-up from 2013.

Key Ratios	FY 2013	1Q 2014
Current Ratio	1.08	1.12
Net Debt to Equity	0.85	0.96
Net Debt to EBITDA*	2.92	3.3

\* Refers to 12-month trailing EBITDA



IV. Appendix

## c. Corporate Structure and Governance



# Management Biographies (1/2)

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1. **Dr. Raouf Ghabbour, Chairman of the Board of Directors and Chief Executive Officer**, founded the Ghabbour Group of Companies, which he began incepting in 1985. Dr. Ghabbour began his career working in his family's auto-related trading business, where he initially established himself in the tire division. Having quickly gained a commendable reputation in the market for his business savvy, Dr. Ghabbour went on to acquire agency agreements from global OEMs, which he transformed into successful businesses. Dr. Ghabbour has grown the Company to a leading automotive assembler and distributor in the Middle East and North Africa.
2. **Mrs. Amal Ragheb, Chief Operating Officer of Financing Businesses and Chief Credit Risk Officer**, joined GB Auto in October 2009 as Chief Operating Officer of Financing Businesses. She is responsible for all of the Group's financing business activities — Leasing, Microfinance, Consumer Finance and Factoring — and holds the position of Executive Chairman for each of the aforementioned entities. Mrs. Ragheb is also the Chief Credit Risk Officer, in charge of all credit risk management policies and applications for the Group. A seasoned hands-on and results-oriented banker with a proven track record spanning over 33 years, Mrs. Ragheb joined GB Auto from Mashreq Bank, Dubai / UAE, where she held the position of Senior Vice President, Risk Management for two years. While at Mashreq Bank, Dubai / UAE, Mrs. Ragheb spearheaded new international growth initiatives, moving from its branch in Egypt where she was CEO & Country Manager for 4 years, during which time she restructured and revamped the bank, setting forth its future growth strategies in the country. Mrs. Ragheb started her banking career with Bank of America where she spent 23 years, holding a series of positions in Cairo and Dubai. She rose to become Bank of America's Country Manager and CEO for Egypt, as well as Regional Manager for the MENA Region, Turkey, and Africa, in which capacity she managed and set the Bank's strategies for the subject markets and oversaw the Bank's global business in the region. During her tenure at Bank of America, she was awarded the "Deal Team Honor of Excellence," as well as the "Best Contact Officer of the Year."
3. **Mrs. Amani Eskandar, Chief Human Resources Officer**, joined GB Auto in 2014 and brings with her over 25 years of experience in Egypt. Prior to joining GB Auto, Mrs. Eskandar was Group Human Resources Director at ASEC Company for Mining "ASCOM," a position she had held since 2007. Previously, she was Chief Human Resources Officer at Al Ahram Beverages Company, "Heineken Egypt," from 1997 to 2006. Mrs. Eskandar has a strong track record of utilizing and retaining high caliber talent and is a Business Administration graduate of Helwan University, Faculty of Foreign Trade.
4. **Mr. Bernd Siffling, Chief Supply Chain Officer**, joined GB Auto in 2013 from Abdel Latif Jameel, KSA. Mr. Siffling is a Mechanical Engineering Graduate of the University of Applied Science in Karlsruhe, Germany, and has a post graduate qualification from the Institute of Technology in Linköping, Sweden. He has over 15 years' experience in Automotive Supply Chain, Warehouse and Inventory Management, and worked until 2009 with Mercedes Benz in Europe, Asia and KSA.
5. **Mrs. Menatalla Sadek, Director of Corporate Finance and Investments**, joined GB Auto in December 2011 to lead the creation of an in-house corporate finance department to screen, initiate and conclude merger and acquisition transactions as part of the company's growth strategy. Mrs. Sadek is also directing the firm's investor relations activities. She is a member of the company's Executive Committee and a regular attendee of the firm's board meetings. Mrs. Sadek brings with her more than a decade of experience in the investment field in Egypt and Europe. She was head of consumer goods research at regional investment bank Beltone Financial, where she was part of the team that helped take GB Auto public. Previously, she was in Sweden with Standard & Poor's European Rating Team, and was earlier Assistant Corporate Manager at Barclays Bank. Sadek is a CFA Charterholder.
6. **Mr. Mohamed Zayan, Chief Internal Audit Officer**, has a degree in Commerce and Business from Helwan University, is a US Certified Internal Auditor, and has attended postgraduate training at INSEAD and Stanford University. Mr. Zayan worked for CEMEX between 2000 and 2008 in a variety of roles including Business Process and Internal Control, Merger Integration, and Sarbanes Oxley implementation. He subsequently worked for Elsewedy Cables and then ASEC Cement as Group Head of Internal Audit.

## Management Biographies (2/2)

7. **Mr. Mostafa El Mahdi, Chief Financial Officer**, brings to GB Auto 22 years of experience at KPMG, where he joined in 1990 before being promoted to Partner in 2001. While there, he was Head of the Manufacturing and Consumer Market line of business and the Responsible Partner for Audit Efficiency. Mr. El Mahdi has also worked as Chief Internal Auditor and Advisor to the President of the Board of Directors for IGI. He has extensive experience in restructuring projects and transaction services, including due diligence and mergers & acquisitions. Mr. El Mahdi holds a Bachelor of Commerce degree with a focus in Accounting from Cairo University and is a Fellow of the Egyptian Society of Accountants and Auditors, as well as a Member of the American Institute of Accounts and Auditors.
8. **Mr. Mostafa Nagy, Chief Information Officer**, joined GB Auto from Coca-Cola Bottling Company. He started with Coca-Cola in the IT Support team and was later promoted to lead the IT team in Egypt. He then assumed responsibility for Libya, and ended his time there as IT Director of Egypt, Libya and Yemen. At Coca-Cola he was involved with completing the business application portfolio, streamlining and aligning operations in line with the organization's objectives. In Libya he revamped operations and established a hosted IT service organization in Egypt. He reengineered Coca-Cola Yemen's business processes and implemented Oracle E-Business Suite there. Mr. Nagy earned his Bachelor's degree in Engineering from Alexandria University and did his engineering training with Siemens KWU in Germany. He acquired his MBA with Majors in Strategic Management and Information Management from the German University in Cairo. Mr. Nagy holds IT and Management certifications and in 2008 was awarded the Symantec EMEA IT Visionary Award.
9. **Mr. Nader Ghabbour, Group Chief Operating Officer**, started his career at GB Auto as a showroom sales representative for the passenger car division. He worked his way up to running the daily sales operations within the show room and later assumed the role of showroom sales supervisor and manager. Mr. Ghabbour's managerial capabilities were proven when he took on the more strategic role of managing the business-to-business arm of the passenger car segment. He currently serves as the chief operating officer for the passenger car division, managing the passenger car sales and after sales functions, regional operations, and the 2- and 3-Wheeler operations. Mr. Ghabbour graduated with a Bachelor of Arts in Business Administration from Boston University.
10. **Mr. Osman Sever, Chief Business Development Officer**, joined GB Auto in 2009 to assume the Chief Operating Officer-Commercial Vehicles Position. He assumed the Chief Business Development Office role at the end of 2010 to coordinate and lead the growth strategy of GB Auto. Mr. Sever has dedicated his entire career to automotive industry, with more than 25 years of experience at Renault Turkey, Ford Turkey and Karsan AS in Turkey in positions including sales, marketing, engineering and export areas. Accordingly, Mr. Sever has considerable exposure to MENA and international automotive markets. Prior to joining GB Auto Mr. Sever worked as General Manager in Bayraktar Automotive, General Manager in Tirsan AS and Deputy GM in Karsan. He holds a Bachelor of Science in Mechanical Engineering from Istanbul Technical University and an MBA from Huron University.
11. **Mr. Ramez Adeeb, Manufacturing Director**, joined GB Auto in 1995, holding a number of positions and gaining experience in functions including planning, engineering, and quality control until he left the company in 2001 for a position as a project manager at RITEC Consultancy. Mr. Adeeb rejoined GB Auto in 2003, garnering additional experience in the segments of localization management, aggregate planning, sales technical support, industrial projects management and, finally, the group technical support directorship. Mr. Adeeb graduated with a Bachelor's degree from Cairo University's Mechanical Engineering Department in 1993. He served as a Research Assistant in Rotor Dynamics and Vibration at Cairo University from 1994-95. He earned an MBA in Marketing Management from the Netherlands' Maastricht School of Management in 2005.
12. **Mr. Wafa Tawfillis, Chief Executive Officer of GB Polo**, joined GB Polo in 2008 to assume the position of Chief Executive Officer of GB Polo. Mr. Tawfillis has dedicated most of his career to the bus building industry, with more than 20 years of experience in Egypt and the United Kingdom. His background includes a diverse range of activities such as manufacturing, supply chain and product support, with extensive experience in sales and marketing. Prior to joining GB Polo, Mr. Tawfillis worked as Director at MCV – Bus & Coaches in the United Kingdom, General Manager at MCV Egypt, and other positions in manufacturing, sales, after-sales and marketing. He holds a Bachelor of Science in Mechanical Engineering from Helwan University, Egypt.

# Board of Directors Biographies

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1. **Dr. Raouf Ghabbour, Chairman of the Board of Directors and Chief Executive Officer**, founded the Ghabbour Group of Companies, which he began incepting in 1985. Dr. Ghabbour began his career working in his family's auto-related trading business, where he initially established himself in the tire division. Having quickly gained a commendable reputation in the market for his business savvy, Dr. Ghabbour went on to acquire agency agreements from global OEMs, which he transformed into successful businesses. Dr. Ghabbour has grown the Company to a leading automotive assembler and distributor in the Middle East and North Africa.
2. **Mr. Aladdin Hassouna Saba, Non-Executive Director**, is the co-founder and Chairman of Beltone Financial, a leading regional financial services institution operating in the fields of Investment Banking, Asset Management, Private Equity, Brokerage and Equity Research. Mr. Saba is also a founding member of the Egyptian Investment Management Association, in addition to the Egyptian Capital Markets Association. Mr. Saba sits on the boards of The Egyptian Stock Exchange, National Bank of Egypt, as well as various corporations and investment funds.
3. **Mr. Khaled Kandil, Non-Executive Director**, joins the Board of Directors after serving GB Auto as COO for Hyundai Motor Corp operations. He joined the company from ExxonMobil, where he was most recently Vice-Chairman of ExxonMobil Egypt and Managing Director of ExxonMobil Lubricants and Specialties covering operations in North and East Africa. He participated in the merger between the Exxon and Mobil corporations as well as a number of market entry and exit projects in South America, South East Asia and Africa. A 32-year veteran of the oil and gas industry, in 1996 he headed a business reengineering project for the company's Egyptian operations after which he led the implementation of Mobil Lubricants' integrated business strategy. This strategy saw the company become the market leader in less than one year, after being traditionally the third-ranked market player.
4. **Mr. Mostafa El Mahdi, Executive Director and Chief Financial Officer**, brings to GB Auto 22 years of experience at KPMG, where he joined in 1990 before being promoted to Partner in 2001. While there, he was Head of the Manufacturing and Consumer Market line of business and the Responsible Partner for Audit Efficiency. Mr. El Mahdi has also worked as Chief Internal Auditor and Advisor to the President of the Board of Directors for IGI. He has extensive experience in restructuring projects and transaction services, including due diligence and mergers & acquisitions. Mr. El Mahdi holds a Bachelor of Commerce degree with a focus in Accounting from Cairo University and is a Fellow of the Egyptian Society of Accountants and Auditors, as well as a Member of the American Institute of Accounts and Auditors.
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6. **Dr. Walid Sulaiman Abanumay, Non-Executive Director**, has been the Managing Director of Al-Mareefa Al Saudia Company since 1997, where he oversees investments in both developed and emerging markets. Mr. Abanumay has held several executive roles: between February 1993 and January 1994, he was the General Manager of the Investment Department of the Abanumay Commercial Center; between November 1990 and February 1993, he worked in the Treasury and Corporate Banking department of SAMBA. Mr. Abanumay is a board member of several prominent companies, including: Madinet Nasr for Housing and Development (since 1998), Raya Holding (since 2005), and Beltone Financial.
7. **Mr. Yasser Hashem, Non-Executive Director**, is a Managing Partner of the renowned law firm, Zaki Hashem & Partners. A member of the Egyptian Bar Association since 1989, Mr. Hashem graduated from the American University in Cairo with an undergraduate degree, and achieved his LLB in 1989 from Cairo University.

IV. Appendix

## d. Country Overviews

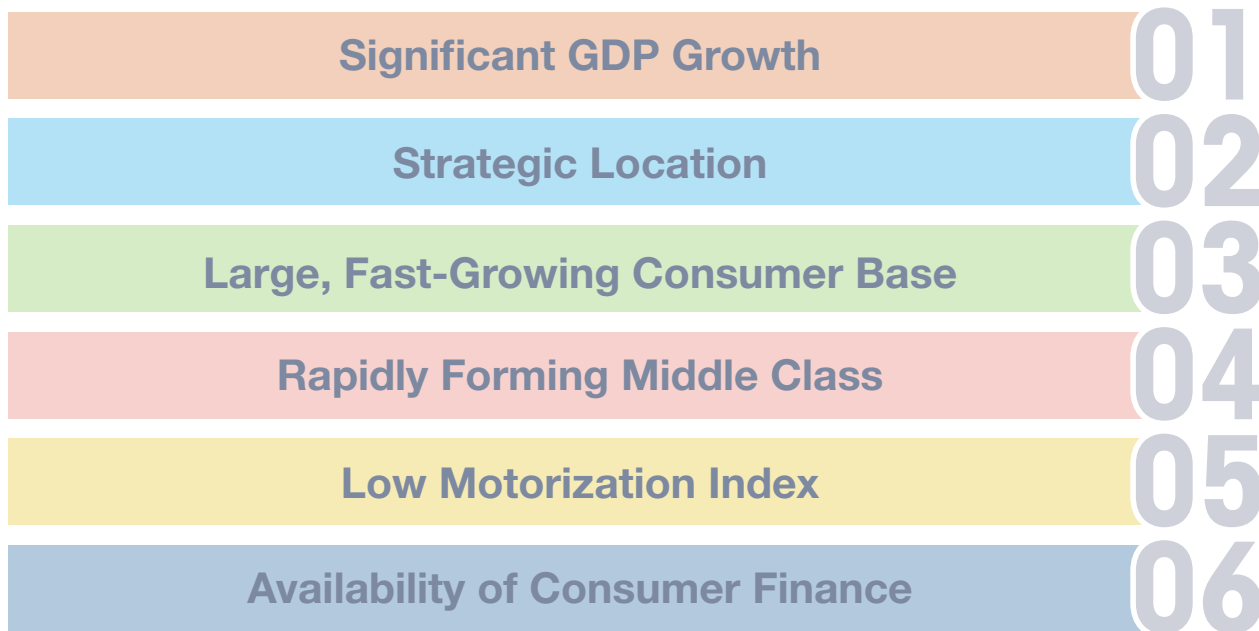




# Regional Market Growth Drivers

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## Key Growth Drivers



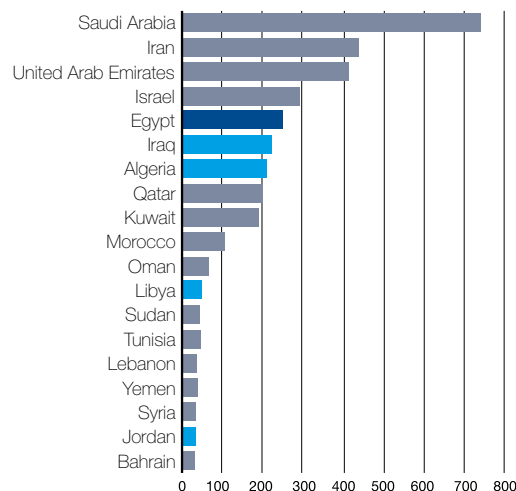
Sources: Business Monitor International, GB Auto Research



# GB Auto is Active in Some of the MENA Region's Most Dynamic Economies

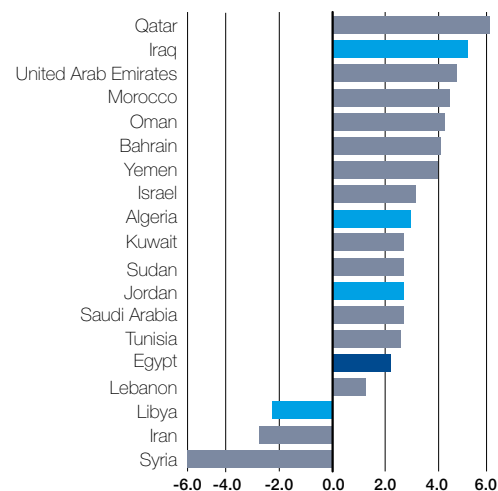
The International Monetary Fund is projecting that real GDP growth across the MENA region will increase from 1.9% growth in 2012 to 3.7% in 2014.

Gross Domestic Product  
(US\$ bn, market exchange rates)



Source: The Economist Intelligence Unit Country Report April 2014

Gross Domestic Product  
(% change, year on year)

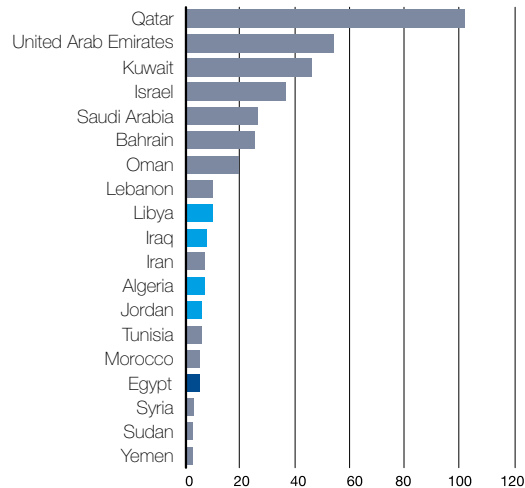


Source: The Economist Intelligence Unit Country Report April 2014

# MENA Consumers are Releasing Pent-Up Demand

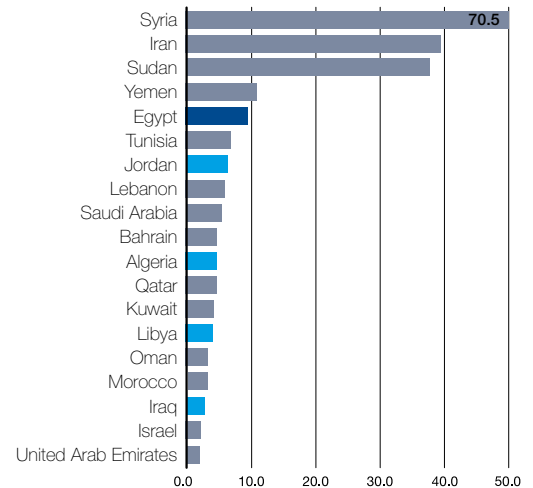
Overall, the IMF reports that consumer inflation across the MENA region is moderate, and projects that it will decrease in the coming one to two years as the region continues its stabilization trend.

**Gross Domestic Product per Head**  
(US\$ '000; market exchange rates)



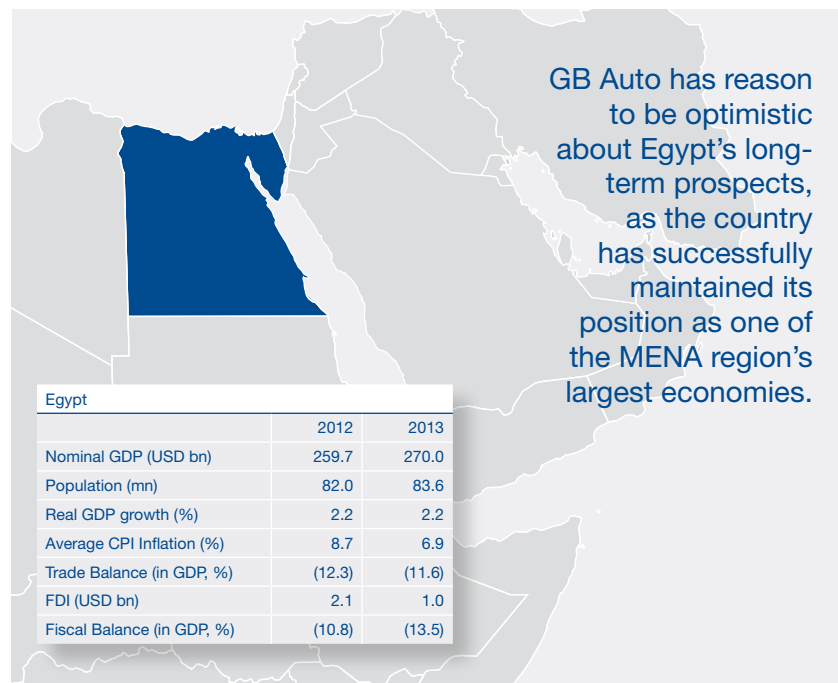
Source: The Economist Intelligence Unit Country Report April 2014

**Consumer Prices**  
(% change, year on year)



Source: The Economist Intelligence Unit Country Report April 2014

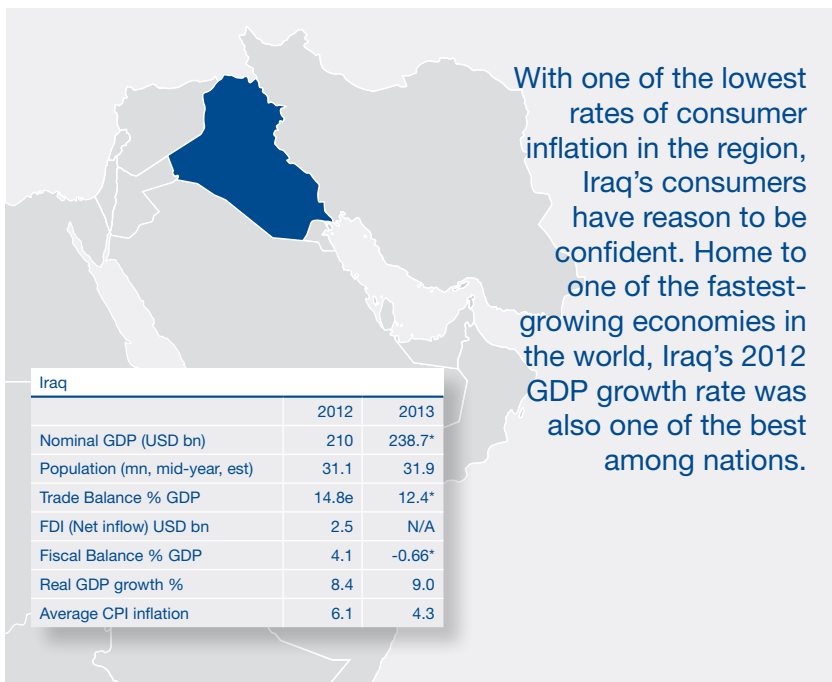
# GB Auto is Confident of Egypt's Long-Term Prospects



Sources: International Monetary Fund, EFG Hermes Research, GB Auto company research

The Economist Intelligence Unit has concerns about Egypt's political situation and consumer confidence in the short-term. However, it expects that economic growth will begin accelerating in 2014/15, driven by improved stability and security which should boost domestic demand and foreign tourism. It furthermore anticipates that the improved business environment would see long-delayed projects get under way. Finally, the EIU expects a softer Egyptian pound in 2014/15 to contribute to stronger services and manufacturing exports, further boosting economic growth. In hard numbers, the EIU projects that Egypt is likely to see GDP growth of 2.0% in 2014, with steady increases each year until it reaches 5.5% in 2018.

# The Iraqi Economy is Strong and Projected Growth Medium-Term

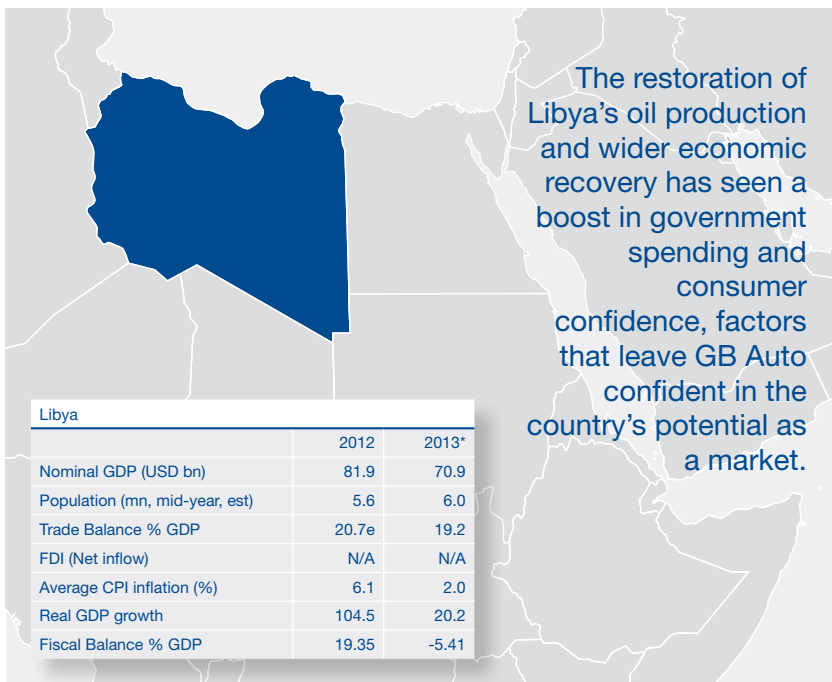


The Iraqi macro picture is positive overall in the view of the IMF. FDI was up 22% in 2012, as foreign investors are attracted to Iraq's young, growing population and massive energy and infrastructure needs. The IMF is projecting that Iraq's economy will grow a full 3.7% this year, as the country expands oil production and the government looks to diversify into non-oil sectors and funnels much-needed investment funds into its infrastructure and power grid. Real GDP is projected to grow by 6.3% in 2014, the highest in the MENA region. In the medium-term, Iraq's economy is likely to continue steadily expanding, with the IMF projecting it may reach a staggering 9.6% real GDP growth by 2018.

Sources: International Monetary Fund, UNCTAD, CIA World Factbook, GB Auto company research

\* Estimated

# Libya is Slated to See Impressive Growth in the Medium-Term

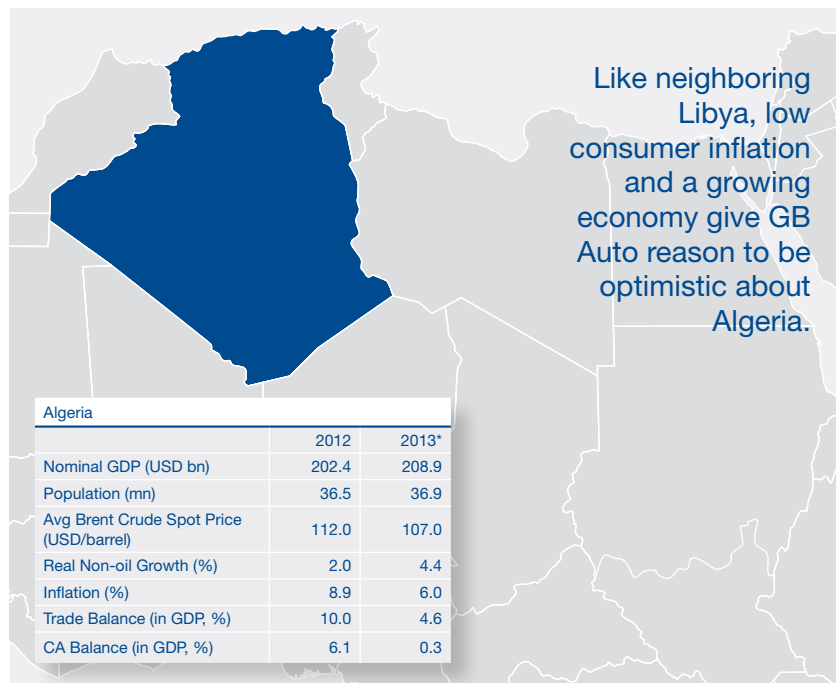


Following up on a run-away 104.5% real GDP growth in 2012, the IMF projects that Libya will see economic growth of 20.2% this year. Accompanying this stellar growth story, consumer inflation is at very manageable levels. The IMF projects oil production to return to pre-2011 levels this year, while massive reconstruction efforts and strong private consumption should contribute to a relative growth of the non-hydrocarbon sector. The country is looking into privatizing nine major state-owned companies, including a truck trailer factory, and is currently in the process of amending its investment legislation to allow unrestricted foreign ownership.

Sources: International Monetary Fund, UNCTAD, CIA World Factbook, GB Auto company research

\* Estimated

# GB Auto is Optimistic about Algeria's Growth Prospects



Sources: International Monetary Fund, EFG Hermes Research, UNCTAD, GB Auto company research

\* Estimated

A business-friendly regime has seen the Algerian economy register steady growth, supported by rich natural resources and active modernization of its infrastructure. Economic diversity is a key goal for Algeria, as is job creation and continued social programs to help bolster the country's middle class. Unlike some of its North African peers, Algeria has demonstrated its ability to weather political headwinds by increasing social spending, while at the same time not significantly degrading its fiscal position. The government has recently been pursuing a responsible policy of fiscal consolidation, the result of which is expected to lead to disinflation. The government has also implemented a number of reforms to facilitate investment in non-hydrocarbon sectors, including the automotive sector.

IV. Appendix

## e. Glossary of Commonly Used Terms





## Glossary of Commonly Used Terms

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**CKD:** Completely Knocked Down. These are kits imported from the supplier and assembled in Egypt, using the locally-mandated percentage of domestic parts.

**CBU:** Completely Built Up. This refers to vehicles that are imported fully-assembled.

**LOB:** Line of Business.

**OEM:** Original Equipment Manufacturer. For instance, Hyundai is the OEM of the Hyundai Verna.

**SKD:** Semi Knocked Down. These are kits that arrive mostly assembled by the supplier; GB Auto simply finishes the assembly.

# Thank you

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INVESTOR RELATIONS  
Menatalla Sadek, CFA  
Corporate Finance and Investments Director

Hoda Yehia  
Investor Relations Manager

Rania El Shenoufy  
Investor Relations Analyst

Direct: +202 3910 0485  
Fax: +202 3539 0139

E-mail: [ir@ghabbour.com](mailto:ir@ghabbour.com)

Shareholder Information  
Reuters Code: AUTO.CA  
Bloomberg Code: AUTO.EY

Number of Shares Outstanding  
128,892,900

