

### A remarkable growth of 411% YoY in Operating Revenue to record EGP1.9 billion, Net Profit recorded EGP369 million in FY2023

Cairo, March 13, 2024: Beltone Holding (“Beltone” or the “Company”), one of the fastest growing financial institutions, announces its consolidated financial and operational results for the period ending December 31, 2023.

#### FY2023 Key Highlights

|   |  |  |  |  |
|---|--|--|--|--|
| <b>Revenue</b><br><b>EGP1.9 bn</b><br>+411% YoY | <b>EBITDA</b><br><b>EGP637 mn</b><br>+10.4 times YoY | <b>Net Profit</b><br><b>EGP369 mn</b><br>+237% YoY | <b>AUMs</b><br><b>EGP27 bn</b><br>+36% YoY | <b>NBFIs Portfolio</b><br><b>EGP10 bn</b><br>+14.2 times YoY |
|---|--|--|--|--|

- Beltone’s turnaround and restructuring strategy implemented during FY2023 drove soaring consolidated top line growth, as Operating Revenue rose 411% YoY to reach EGP1.9 billion. The remarkable growth was driven by the development and expansion of the Non-Banking Financial Institutions (“NBFIs”) platform in addition to the strong performance of the Investment Bank, complemented by Other Ventures. EBITDA recorded EGP637 million in FY2023 compared to a negative EBITDA of EGP61 million during the comparative period. Net Profit recorded EGP369 million compared to a Net Loss of EGP269 million during FY2022, a strong testament to the robust turnaround strategy after years of losses.
- The Investment Bank’s** improved performance contributed to the Group’s transformational results, as Operating Revenue rose 117% YoY to EGP560 million, mainly driven by strong Brokerage operations on the back of a successfully augmented Margin Lending Portfolio of EGP1.2 billion, 4x higher than the previous year. Assets Under Management grew 36% YoY to EGP27 billion, up from EGP19.9 billion in FY2022 driving increased management fees. The Investment Banking division secured several new mandates with diversified scopes during the year, that included capital raising and M&A advisory, bringing the total executed deals since inception to EGP122 billion across local and regional markets.
- The NBFIs platform** achieved impressive performance in FY2023, as Operating Revenue soared 989% YoY to EGP987 million, driven by the robust transformation and development of the platform that led to growing its Outstanding Portfolio by 14.2x to the EGP10 billion mark, up from EGP702 million during the previous year. Leasing and Consumer Finance business lines were main contributors to this record growth, as their Outstanding Portfolios rose 11.2x and 24.0x, to EGP6.9 billion and EGP2.1 billion respectively. The newly established Mortgage Finance business line’s Outstanding Portfolio recorded EGP764 million, achieved in only few weeks from operations’ commencement in December 2023. The Outstanding Portfolio of Cash for Microfinance grew 63% YoY to EGP170 million. Beltone Capital, the private equity arm of Beltone, launched “NEPIT”, its agribusiness platform through acquiring its first portfolio company, National Seeds and Beltone Venture Capital laid its investment foundation through multiple investments in high prospect businesses that includes SehaTech, WayUp Sports, Bosta, Ariika and Lychee. The newly established Beltone SME’s received initial regulatory approval for its license during 1Q2024.

### Consolidated Financial Performance

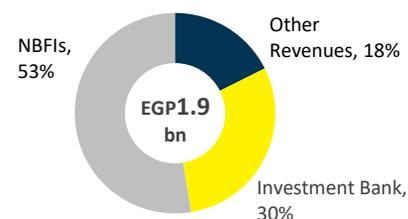
| EGP 000s                    | FY2023           | FY2022           | Change YoY    | 4Q2023           | 4Q2022           | Change YoY    |
|-----------------------------|------------------|------------------|---------------|------------------|------------------|---------------|
| <b>Operating Revenue</b>    | <b>1,877,210</b> | <b>367,440</b>   | <b>411%</b>   | <b>920,689</b>   | <b>109,777</b>   | <b>739%</b>   |
| Investment Bank             | 559,695          | 257,938          | 117%          | 361,891          | 63,107           | 473%          |
| NBFIs                       | 986,838          | 90,584           | 989%          | 508,566          | 29,251           | 1,639%        |
| Other Revenues              | 330,677          | 18,918           | 1,648%        | 50,231           | 17,418           | 188%          |
| <b>Operating Expenses</b>   | <b>(849,294)</b> | <b>(339,634)</b> | <b>150%</b>   | <b>(316,916)</b> | <b>(109,394)</b> | <b>190%</b>   |
| <b>Net Operating Profit</b> | <b>1,027,916</b> | <b>27,806</b>    | <b>3,597%</b> | <b>603,773</b>   | <b>383</b>       | <b>1,575%</b> |
| Net Operating Profit Margin | 55%              | 8%               | 47 pts        | 66%              | 0%               | 66 pts        |

Consolidated Operating Revenue grew to EGP1.9 billion during FY2023, an increase of 411% YoY, compared to EGP367 million during the same period last year. The NBFIs platform's Operating Revenue recorded EGP987 million, an impressive growth of 989% YoY, compared to EGP91 million during FY2022. The Investment Bank's Operating Revenue amounted to EGP560 million in FY2023, up 117% YoY compared to EGP258 million during the comparative period.

Net Operating Profit crossed the EGP1 billion mark, a remarkable growth of 3,597% YoY as the change in top line outpaced the increase in Expenses, with strong drop through to the bottom line. Net Operating Profit Margin recorded a stellar 55% in FY2023, an increase of 47 points YoY.

Net Profit recorded EGP369 million, an impressive growth of 237% YoY, compared to a Net Loss of EGP269 million during the comparative period, a strong testament to the restructuring and turnaround that took place over the past year.

### Operating Revenue Breakdown Percentage



### The Investment Bank Financial Performance

| EGP 000s                    | FY2023           | FY2022           | Change YoY  | 4Q2023          | 4Q2022          | Change YoY    |
|-----------------------------|------------------|------------------|-------------|-----------------|-----------------|---------------|
| <b>Operating Revenue</b>    | <b>559,695</b>   | <b>257,938</b>   | <b>117%</b> | <b>361,892</b>  | <b>63,107</b>   | <b>473%</b>   |
| Securities Brokerage        | 273,316          | 156,393          | 75%         | 141,012         | 36,065          | 291%          |
| Asset Management            | 139,823          | 55,392           | 152%        | 93,231          | 12,540          | 643%          |
| Investment Banking          | 146,556          | 46,153           | 218%        | 127,649         | 14,502          | 780%          |
| <b>Operating Expenses</b>   | <b>(271,420)</b> | <b>(190,140)</b> | <b>43%</b>  | <b>(79,405)</b> | <b>(51,427)</b> | <b>54%</b>    |
| <b>Net Operating Profit</b> | <b>288,275</b>   | <b>67,798</b>    | <b>325%</b> | <b>282,487</b>  | <b>11,680</b>   | <b>2,319%</b> |
| Net Operating Profit Margin | 52%              | 26%              | 25 pts      | 78%             | 19%             | 60 pts        |

During FY2023, the Investment Bank's Operating Revenue amounted to EGP560 million, a growth of 117% YoY. A key driver of this growth was the Securities Brokerage division which contributed EGP273 million, reflecting an increase of 75% YoY. The division played a pivotal role, accounting for 49% of the platform's Operating Revenue followed by the Investment Banking and Asset Management which contributed to EGP147 million and EGP140 million, respectively.

#### IB Revenue Breakdown

Percentage



Operating Expenses increased 43% YoY to EGP271 million due to strategic hirings, deployment of new systems and other operating costs dictated by the Company's growth and transformation strategy, which translated into Net Operating Profit of EGP288 million, a stellar margin of 52% in FY2023 compared to 26% in FY2022.

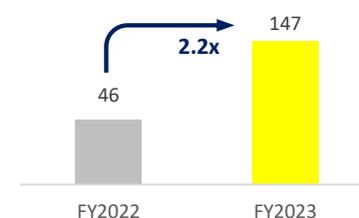
### Operational Performance

#### i. Investment Banking

The division underwent a significant transformation in 2023, with new leadership and teams in place. The division now offers a comprehensive suite of services including those in the M&A, equity capital market (ECM), and debt capital market (DCM) spaces as well as financial and Export Credit Agency (ECA) advisory services and an opportunistic-based credit fund introduced during the year. Key to this transformation was leading the successful closure of Beltone's EGP10 billion capital increase - the largest capital increase in the history of the Egyptian Stock Exchange.

#### Operating Revenue

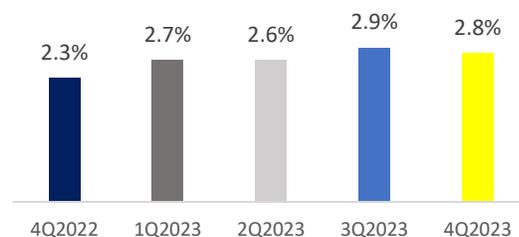
EGP million



During FY2023, the business line successfully completed advisory and execution services on an EGP435 million Mandatory Tender Offer on EGX-listed Dice. Furthermore, the division acted as sole financial advisor to Hadayieq Zoos & Recreational Facilities Management on an EGP832 million financing facility granted by the National Bank of Egypt and China Development Bank. Moreover, the team completed several other transactions including financial advisory services for clients across various sectors, locally as well as regionally.

**ii. Securities Brokerage** executions reached EGP34 billion during FY2023, a growth of 108% YoY, compared to EGP16.6 billion during the same period last year. Operating Revenue increased 75% YoY to EGP273 million on the back of increased commissions, as well as revamping the margin lending portfolio to reach EGP1.2 billion during FY2023. Beltone Securities Brokerage market share stood at 2.8% by end of 4Q2023 compared to 2.31% during 4Q2022.

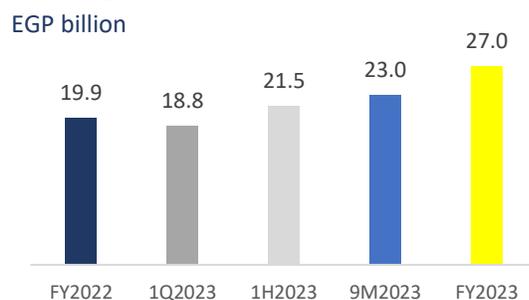
### Market Share



**iii. Research** has focused its efforts on extending product offering to enhance the division's value proposition. During FY2023, it introduced two new products: Weekly Momentum Trading, focused on helping local institutions successfully maneuver current market conditions on a weekly basis through short-term trading ideas, as well as a Dollar Plays Index, which significantly outperformed the EGX30 index.

**iv. Asset Management** is Egypt's largest non-bank affiliated asset management house, with total Assets Under Management amounting to EGP27 billion by end of FY2023. AUMs grew by 17% QoQ and 36% YoY. It is divided into Equity, Fixed Income and Balanced funds and portfolios, whether locally in Egypt or across Middle East and North African markets. In FY2023, Beltone Asset Management received several prestigious awards, recognizing its outstanding performance and innovation in the financial sector, including Fastest Growing Asset Manager, Most Innovative and Best Manager in Egypt. Moreover, the Asset Management arm has successfully doubled its client reach in 2023 to exceed 32,000 clients owing to top ranked performance and the timely launch of investment vehicles designed to meet client investment objectives.

### AUMs Evolution

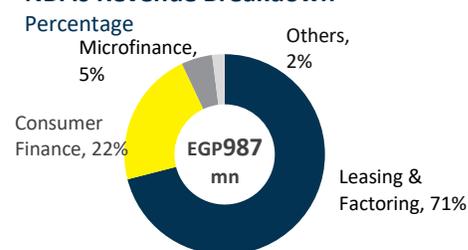


### The NBFIs Platform Financial Performance

| EGP 000s                         | FY2023           | FY2022          | Change YoY    | 4Q2023           | 4Q2022         | Change YoY    |
|----------------------------------|------------------|-----------------|---------------|------------------|----------------|---------------|
| <b>Operating Revenue</b>         | <b>986,838</b>   | <b>90,584</b>   | <b>989%</b>   | <b>533,180</b>   | <b>29,299</b>  | <b>1,720%</b> |
| Leasing & Factoring              | 697,889          | 75,422          | 825%          | 365,248          | 25,131         | 1,353%        |
| Consumer Finance “seven”         | 221,155          | 15,162          | 1,359%        | 119,571          | 4,168          | 2,769%        |
| Microfinance “Cash” <sup>1</sup> | 45,559           | -               | -             | 26,635           | -              | -             |
| Others                           | 22,235           | -               | -             | 21,726           | -              | -             |
| <b>Operating Expenses</b>        | <b>(280,200)</b> | <b>(53,662)</b> | <b>422%</b>   | <b>(133,228)</b> | <b>(5,507)</b> | <b>2,319%</b> |
| <b>Net Operating Profit</b>      | <b>706,638</b>   | <b>36,922</b>   | <b>1,814%</b> | <b>399,952</b>   | <b>23,792</b>  | <b>1,581%</b> |
| Net Operating Profit Margin      | 72%              | 41%             | 31 pts        | 75%              | 81%            | (6 pts)       |

The NBFIs achieved remarkable growth in top line recording EGP987 million in FY2023, marking a growth of 989% YoY, driven by Leasing & Factoring followed by Consumer Finance (“seven”), Microfinance (“Cash”), and others business lines. Operating Expenses increased by 422% YoY to EGP280 million due to strategic hirings and other operating expenses in line with Beltone’s growth and transformation strategy. Net Operating Profit amounted to EGP707 million, an increase of 1,661% YoY, translating into a Net Operating Profit margin of 72%.

#### NBFIs Revenue Breakdown



### Operational Performance

#### i. Leasing & Factoring

During FY2023, the Outstanding Portfolio<sup>2</sup> reached EGP6.9 billion, an increase of 11 times YoY, compared to EGP616 million during the comparative period. In September 2023, the Company received FRA’s approval on adding Factoring to its business lines, enabling it to become a fully-fledged alternative finance provider.

As of December 2023, the New Financed Amounts (NFAs) for both Leasing and Factoring stood at EGP 8.1 billion compared to EGP0.4 billion in December 2022. Leasing market share reached 8% as of December 2023. The average tenor of the Outstanding Portfolio is 4 years.

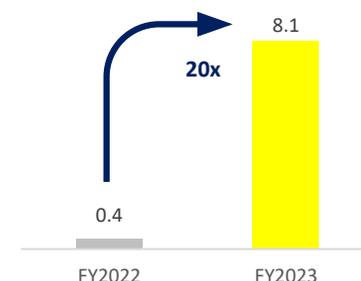
#### Outstanding Portfolio

EGP billion



#### Leasing & Factoring NFAs

EGP billion



1 - Beltone started to consolidate Cash for Microfinance since July 2023.

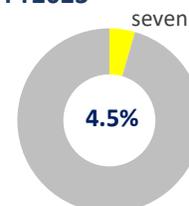
2- Outstanding Portfolio consists of Principal plus Interest.

### ii. Consumer Finance (“seven”)

During 3Q2023, Beltone rebranded its Consumer Finance arm from “BelCash” to “seven”. This move reinforced Beltone’s position as a one stop shop offering innovative fintech payment solutions.

By December 2023, seven’s Outstanding Portfolio<sup>2</sup> amounted to EGP2.1 billion. The number of clients surpassed the 7,000-customer mark. seven market share recorded c.4.5% by year end. The average tenor of the Outstanding Portfolio stood at 34 months.

#### Market Share acquired during FY2023



### iii. Microfinance (“Cash”)

In September 2023, Beltone acquired 100% of Cash, a leading FRA-licensed microfinance provider in Upper Egypt. Cash’s Outstanding Portfolio<sup>2</sup> amounted to EGP170 million as of December 2023, up 63% YoY.

Moreover, existing clients surpassed the 12,000 clients’ mark. Cash currently operates more than 20 retail branches as of December 23, pending regulatory approvals on 28 additional branches, that was shortly received in 1Q2024. The average tenor of the Outstanding Portfolio is around 14 months.

#### Outstanding Portfolio EGP million



### iv. Mortgage Finance

Beltone received FRA’s regulatory approval on Mortgage Finance license in November 2023. Outstanding Portfolio amounted to EGP764 million by end of FY2023, gaining a market share of c.7.3% since the start of its operations during December 2023. It is worthy to highlight that average tenor of the Outstanding Portfolio is 6 years.

#### Market Share acquired during FY2023



### v. Venture Capital

Beltone Venture Capital increased its equity investments during FY2023, by investing in SehaTech, WayUp Sports, Bosta, Ariika and Lychee. Moreover, completed several Venture Debt Transactions with an average tenor of around 11 months.

### vi. Private Equity & Direct Investments

Beltone Capital, acting as Beltone’s private equity arm, acquired a 51% stake in National Seeds Company during FY2023, an agricultural enterprise specializing in corn seed breeding and wheat seed trading<sup>3</sup>. This acquisition is part of “NEPIT”, the agribusiness platform focusing on food, agriculture, export-oriented food industries, and agricultural technology.

2 - Outstanding Portfolio consists of Principal plus Interest.

3 - National Seeds Company's Net Profits recorded EGP64 million in FY2023.

### **About Beltone Holding**

Beltone Holding (EGX: BTFH.CA) is a leading financial services provider with a multi-decade track record of success in the MENA region. The Company offers a comprehensive and growing set of financial solutions such as brokerage, investment banking, asset management, equity research, and private equity, in addition to end-to-end non-banking financial institutions (NBFIs) including leasing, factoring, consumer finance, venture capital, mortgage finance and microfinance. The Company is driven by a vision to redefine the financial ecosystem in the region by capitalizing on global expertise, knowledge, and disruptive, value-accretive solutions that unlock limitless opportunities for clients, to drive market value and impactful results.

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### **Forward-looking Statements**

This document contains certain forward-looking statements that reflect the current views and/or expectations of Beltone Holding and its subsidiaries (the “Group”) with respect to its performance, business, and future events. Such statements are subject to several risks, uncertainties and assumptions that may cause actual results to differ materially from those expressed or implied. The Group does not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise that are outside management’s control. The Group cautions readers not to place undue reliance on any of these forward-looking statements.