

### Beltone continues its sharp growth path, reporting 812% increase YoY in Operating Revenue to record EGP1.33 billion, Net Profit recorded EGP514 million in 1Q2024

Cairo, May 27, 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 March 31, 2024.

#### 1Q2024 Key Highlights

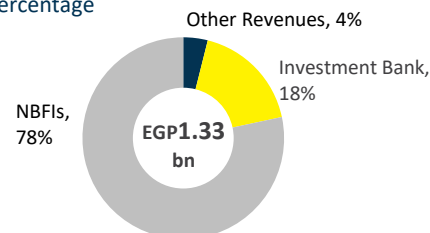
<p><b>Operating Revenue</b> EGP1.33 bn +812% YoY</p>	<p><b>EBITDA</b> EGP458 mn</p>	<p><b>Net Profit</b> EGP514 mn</p>	<p><b>AUMs</b> EGP29.4 bn +56% YoY</p>	<p><b>NBFIs Portfolio</b> EGP13.1 bn +891% YoY</p>
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- Beltone continued to reap the benefits of its turnaround and growth strategy, driving soaring consolidated top line growth, as Operating Revenue grew 812% YoY to record EGP1.33 billion during 1Q2024. This remarkable growth was driven by the robust expansion of the Non-Banking Financial Institutions (“NBFIs”) platform coupled with the exceptional performance of the Investment Bank. EBITDA recorded EGP458 million during 1Q2024. Net Profit recorded EGP514 million during the period, compared to a Net Loss of EGP52 million during 1Q2023.
- **The Investment Bank’s** solid performance contributed to the Group’s impressive results, as Operating Revenue increased 355% YoY to EGP236 million, mainly driven by strong Brokerage operations on the back of higher commissions as well as successfully augmenting Margin Lending Portfolio to EGP1.24 billion, which grew by 675% YoY.
- Assets Under Management rose 56% YoY to EGP29.4 billion, compared to EGP18.8 billion in 1Q2023, driving an increase in management fees. The Investment Banking division expanded its 2024 pipeline across different sectors, offering a comprehensive suite of services including 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 2H2023.
- **The NBFIs platform** witnessed remarkable growth, capturing impressive market shares across the platform and achieving impressive results during 1Q2024, as Operating Revenue soared 1,297% YoY to EGP1.04 billion. Outstanding Portfolio grew 891% YoY to EGP13.1 billion, up from EGP1.3 billion during the same period last year.
- Leasing & Factoring and Consumer Finance business lines were the main contributors to the NBFIs record growth, where Outstanding Portfolios rose 7x and 11x, to EGP7.9 billion and EGP2.8 billion respectively. Mortgage Finance Outstanding Portfolio recorded EGP2.1 billion, capturing 24% market share during 1Q2024. The Outstanding Portfolio of Cash for Microfinance more than doubled to EGP284 million during the period, compared to EGP128 million in 1Q2023.
- Beltone Venture Capital “BVC” concluded two new equity investments during 1Q2024 by investing in BirdNest and Sylndr, as well as one follow-up round for Way Up Sports. In addition, BVC concluded a debt transaction with Sylndr. The newly established Beltone SME’s received initial regulatory approval for its license during 1Q2024.

### Consolidated Financial Performance

EGP 000s	1Q2024	1Q2023	Change YoY
<b>Operating Revenue</b>	<b>1,331,033</b>	<b>145,902</b>	<b>812%</b>
Investment Bank	236,464	52,016	355%
NBFIs	1,042,962	74,659	1,297%
Other Revenues	51,607	19,227	168%
<b>Operating Expenses</b>	<b>(463,022)</b>	<b>(145,907)</b>	<b>217%</b>
<b>Net Operating Profit</b>	<b>868,011</b>	<b>(5)</b>	
Net Operating Profit Margin	65%	-	

### Operating Revenue Breakdown Percentage



Consolidated Operating Revenue grew 812% YoY to EGP1.33 billion during 1Q2024, compared to EGP146 million during the same period last year. The NBFIs platform's Operating Revenue recorded EGP1.04 billion, showcasing a remarkable growth of 1,297% YoY, compared to EGP75 million during 1Q2023 and generating 78% of the Consolidated Operating Revenue. The Investment Bank's Operating Revenue amounted to EGP236 million in 1Q2024, up 355% YoY compared to EGP52 million during the comparative period, contributing 18% to the Consolidated Operating Revenue.

Net Operating Profit recorded EGP868 million, a remarkable turnaround compared to the same period last year; as the growth in top line outpaced the increase in Operating Expenses, with strong drop through to the bottom line. Net Operating Profit Margin recorded a stellar 65% during 1Q2024.

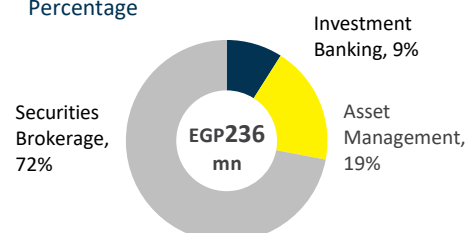
Net Profit recorded EGP514 million, a strong testament to the growth driven by the restructuring and turnaround strategy, compared to a Net Loss of EGP52 million during 1Q2023.

### The Investment Bank

EGP 000s	1Q2024	1Q2023	Change YoY
<b>Operating Revenue</b>	<b>236,464</b>	<b>52,016</b>	<b>355%</b>
Securities Brokerage	171,043	27,712	517%
Asset Management	43,783	14,160	209%
Investment Banking	21,638	10,144	113%
<b>Operating Expenses</b>	<b>(113,373)</b>	<b>(68,729)</b>	<b>65%</b>
<b>Net Operating Profit</b>	<b>123,091</b>	<b>(16,712)</b>	-
Net Operating Profit Margin	52%	-	-

### Financial Performance

#### IB Revenue Breakdown Percentage



During 1Q2024, the Investment Bank's Operating Revenue amounted to EGP236 million, a strong growth of 355% YoY; driven by the Securities Brokerage division which contributed EGP171 million, generating 72% of the platform's Operating Revenue and reporting an increase of 517% YoY. Asset Management and the Investment Banking followed, contributing EGP44 million and EGP22 million to the platform's Operating Revenue; respectively.

Operating Expenses increased 65% YoY to EGP113 million compared to EGP69 million in the same period last year due to the restructuring costs including new systems and strategic hires entailed by the Company's growth strategy, which translated into Net Operating Profit of EGP123 million and a solid margin of 52% in 1Q2024.

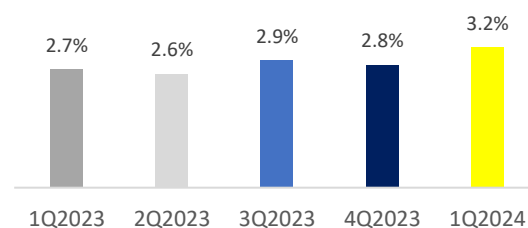
### Operational Performance

#### i. Investment Banking

The division continued to expand its pipeline across different sectors, offering 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 2H2023.

ii. **Securities Brokerage** executions reached EGP22 billion during 1Q2024, a growth of 211% YoY, compared to EGP7 billion during the same period last year. Operating Revenue increased 517% YoY to EGP171 million on the back of increased commissions. Beltone Securities Brokerage market share grew to 3.2% by end of 1Q2024 compared to 2.7% during 1Q2023. Margin lending market share grew to 14% as of March 2024, compared to 2.7% in March 2023.

#### Market Share



iii. **Research** has stepped up its corporate access efforts, hosting several earnings and management calls during 1Q2024, as well as hosting weekly calls for investors throughout the quarter to keep clients updated with on-the-ground macro developments and help them navigate market volatility. During 1Q2024, Beltone Research published 14 company and sector updates, 33 first impressions, 7 macro updates and 12 strategy and quantitative periodicals.

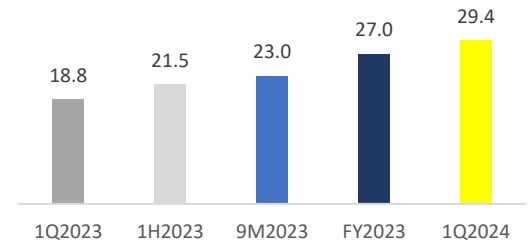
**iv. Asset Management** is Egypt’s largest non-bank affiliated asset management house, with total Assets Under Management amounting to EGP29.4 billion as of 1Q2024. AUMs grew by 9% QoQ and 56% YoY. It is divided into Equity, Fixed Income and Balanced funds and portfolios, whether locally in Egypt or across Middle East and North African markets.

In 1Q2024, Beltone Asset Management “BAM” received several prestigious awards, recognizing its outstanding performance and innovation in the financial sector, including Fastest Growing Asset Manager, Most Innovative and Best Asset Management CEO in Egypt.

This quarter also marked the launch of BAM’s first commodity fund, Beltone Evolve Gold Fund "Sabayek". The fund was awarded the Most Innovative Gold Investment Fund and Best New Fund Management Product as it reached 6 times initial targeted size since its launch. BAM was also awarded Best Fixed Income Fund for its daily fixed income fund “B-Secure”.

### AUMs Evolution

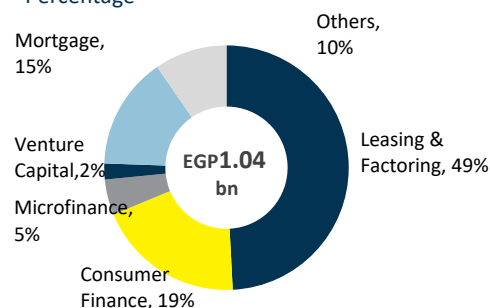
EGP billion



### The NBFIs Platform Financial Performance

EGP 000s	1Q2024	1Q2023	Change YoY
<b>Operating Revenue</b>	<b>1,042,962</b>	<b>74,659</b>	<b>1,297%</b>
Leasing & Factoring	513,145	59,029	769%
Consumer Finance "seven"	204,472	15,625	1,209%
Mortgage Finance	155,149	-	-
Microfinance "Cash" <sup>1</sup>	48,551	-	-
Venture Capital	21,678	-	-
Others	99,967	4.3	-
<b>Operating Expenses</b>	<b>(193,707)</b>	<b>(32,936)</b>	<b>488%</b>
<b>Net Operating Profit</b>	<b>849,256</b>	<b>41,723</b>	<b>1,935%</b>
Net Operating Profit Margin	81%	56%	25 pts

### NBFIs Revenue Breakdown Percentage



The NBFIs witnessed stellar growth in the top line recording EGP1.04 billion during 1Q2024, a surge of 1,297% YoY, driven by Leasing & Factoring, which contributed 49% to the platform's Operating Revenue, followed by Consumer Finance ("seven") with 19%. While Mortgage Finance, Microfinance ("Cash") and Venture Capital contributed by 15%, 5%, and 2%; respectively. Operating Expenses increased by 488% YoY to EGP194 million reflecting the platform's expansion and the new additions of several business lines. Net Operating Profit amounted to EGP849 million, with a strong growth of 1,935% YoY, translating into a substantial Net Operating Profit Margin of 81%, up 25 points YoY.

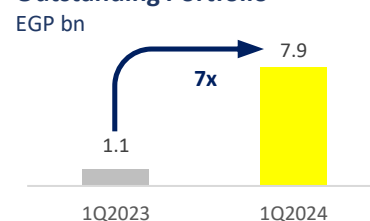
### Operational Performance

#### i. Leasing & Factoring

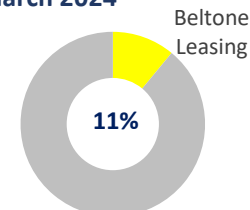
During 1Q2024, the Outstanding Portfolio<sup>2</sup> recorded EGP7.9 billion, an increase of 7 times YoY, compared to EGP1.1 billion during the comparative period.

As of March 2024, the New Financed Amounts (NFAs) for both Leasing and Factoring stood at EGP1.64 billion compared to EGP8.1 billion in December 2023. Leasing market share reached 11% in 1Q2024 compared to 8% during the previous quarter while factoring captured 5.5% market share. The average tenor of the Leasing Outstanding Portfolio was c. 6 years. While the average tenor of the Factoring Outstanding Portfolio stood at 10 months.

### Leasing & Factoring Outstanding Portfolio



### Market Share acquired as of March 2024



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

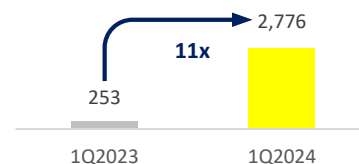
2- Outstanding Portfolio consists of Principal plus Interest.



### ii. Consumer Finance (“seven”)

By end of 1Q2024, seven’s Outstanding Portfolio<sup>2</sup> recorded EGP2.8 billion, a growth of 11 times YoY. New booking reached EGP864 million. The number of clients surpassed the 2,000 customers’ mark. seven market share is estimated at 7% by the end of 1Q2024. The average tenor of the Outstanding Portfolio stands at 27 months.

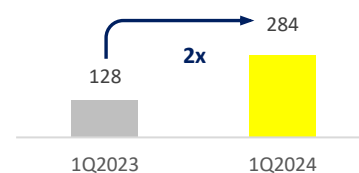
**seven Outstanding Portfolio**  
EGP million



### iii. Microfinance (“Cash”)

Cash’s Outstanding Portfolio<sup>2</sup> grew 2 times YoY to EGP284 million during 1Q2024. Cash, a leading FRA-licensed microfinance provider in Upper Egypt was 100% acquired by Beltone in September 2023.

**Cash Outstanding Portfolio**  
EGP million

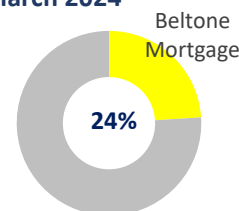


Moreover, existing clients surpassed the 17,000 clients’ mark. Cash currently operates 46 retail branches as at end of March 2024. NFAs reached EGP197 million as of March 2024. The average tenor of the Outstanding Portfolio stands at 16 months.

### iv. Mortgage Finance

During 1Q2024, Outstanding Portfolio recorded EGP2.1 billion, with NFAs amounting to EGP1.3 billion. Beltone received FRA’s regulatory approval on Mortgage Finance license in November 2023 and closed the year with a market share amounting to 7.3%.

**Market Share acquired as of March 2024**



During 1Q2024, market share climbed to 24%. It is worthy to highlight that average tenor of the Outstanding Portfolio is 6 years.

### v. Venture Capital

Beltone Venture Capital (“BVC”) concluded two new equity investments during 1Q2024 in BirdNest and SyIndr as well as one follow-up round for Way Up Sports. BVC concluded a debt transaction with SyIndr. Outstanding Portfolio stood at EGP109 million as at end of 1Q2024.

Furthermore, BVC signed a partnership agreement with of Citadel International Holdings, a prominent investment management firm based in the UAE - to manage a USD30 million fund to back fast-growing startups.

### vi. Private Equity & Direct Investments

In 1Q2024, Beltone Capital acting as Beltone’s private equity arm, officially secured a majority of board seats in National Seeds Company, ushering in a strategic shift with the introduction of experienced management and the launch of a value creation plan to maximize shareholder value and drive long-term profitability.

During 4Q2023, NEPIT - Beltone Capital’s agribusiness platform focusing on food, agriculture, export-oriented food industries, and agricultural technology - acquired a 51% stake in National Seeds Company.

<sup>2</sup> - Outstanding Portfolio consists of Principal plus Interest.

### **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.