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FY 2019

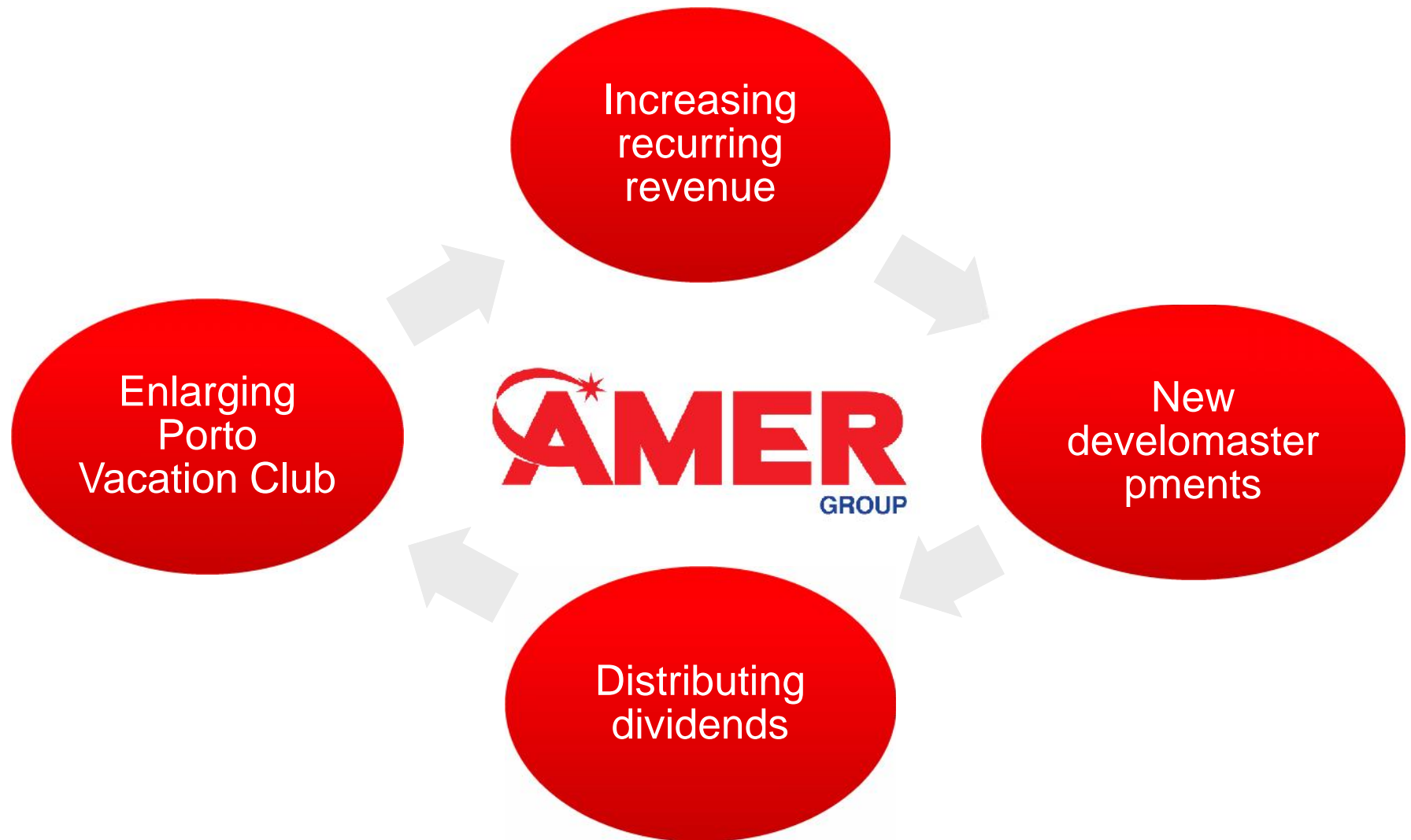
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# AMER GROUP STRATEGY



# OVERVIEW AMER GROUP STORY

At Start of Construction



Post Construction



During 2005 to 2007,  
Amer Group has conquered 3 projects:

**“Porto Marina”**; first phase delivered  
in 6 months

**“Golf Marina”**, delivered in 18 months

**“Porto Sokhna”**, delivered in 2 years

## OVERVIEW AMER GROUP STORY (Cont'd)



Amer Group is one of the pioneers in bringing the ultimate family destinations bringing the market world class restaurants chains, Hotels and Hotel serviced apartments, malls to accommodate every need of an Egyptian family

## OVERVIEW: AMER GROUP SPIN-OFF



**Amer  
Group**

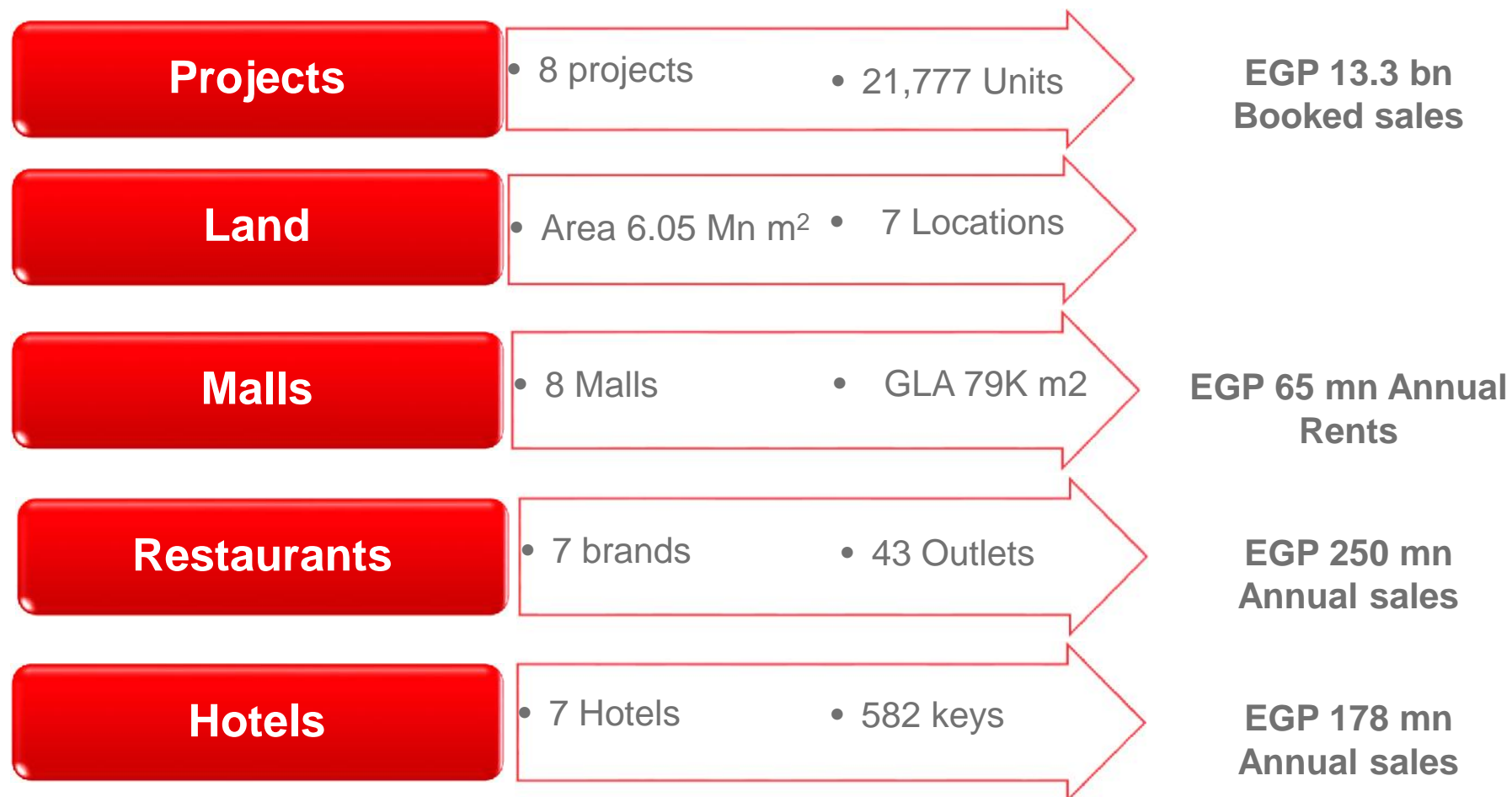
Spin-Off in  
October 2015



**Porto  
Group's**



# ASSETS PORTFOLIO



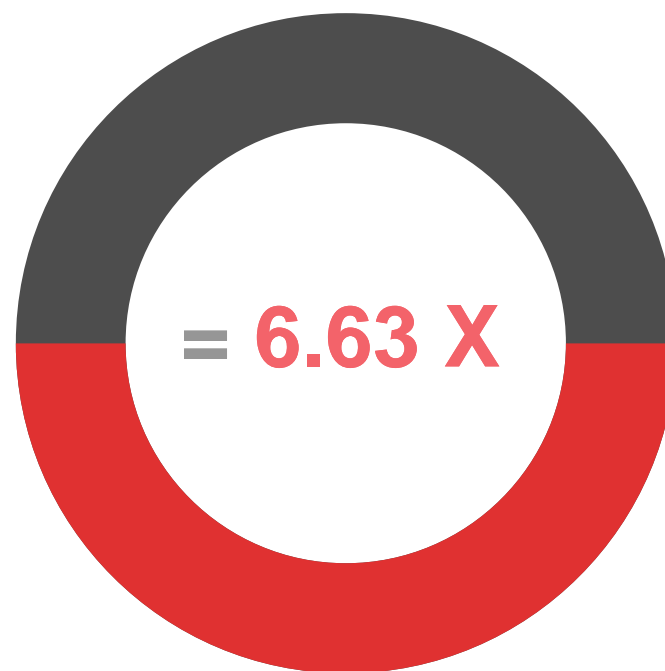
# Big Asset Base

Asset Book Value **6.63 BN**



Market Cap **605 Mn**

Asset Book Value **6.63 BN**



Paid-Up Capital **1 BN**



# **DELIVERING OUR CURRENT BACKLOG**

# GROUP BACKLOG, INVENTORY & SALES

## Potential Sales

**EGP 30 BN**

Real  
Estate  
Backlog

**EGP 4.77 Bn.**  
In  
31-12-2019

Total  
Inventory

**EGP 3.04 Bn.**  
2019/2020

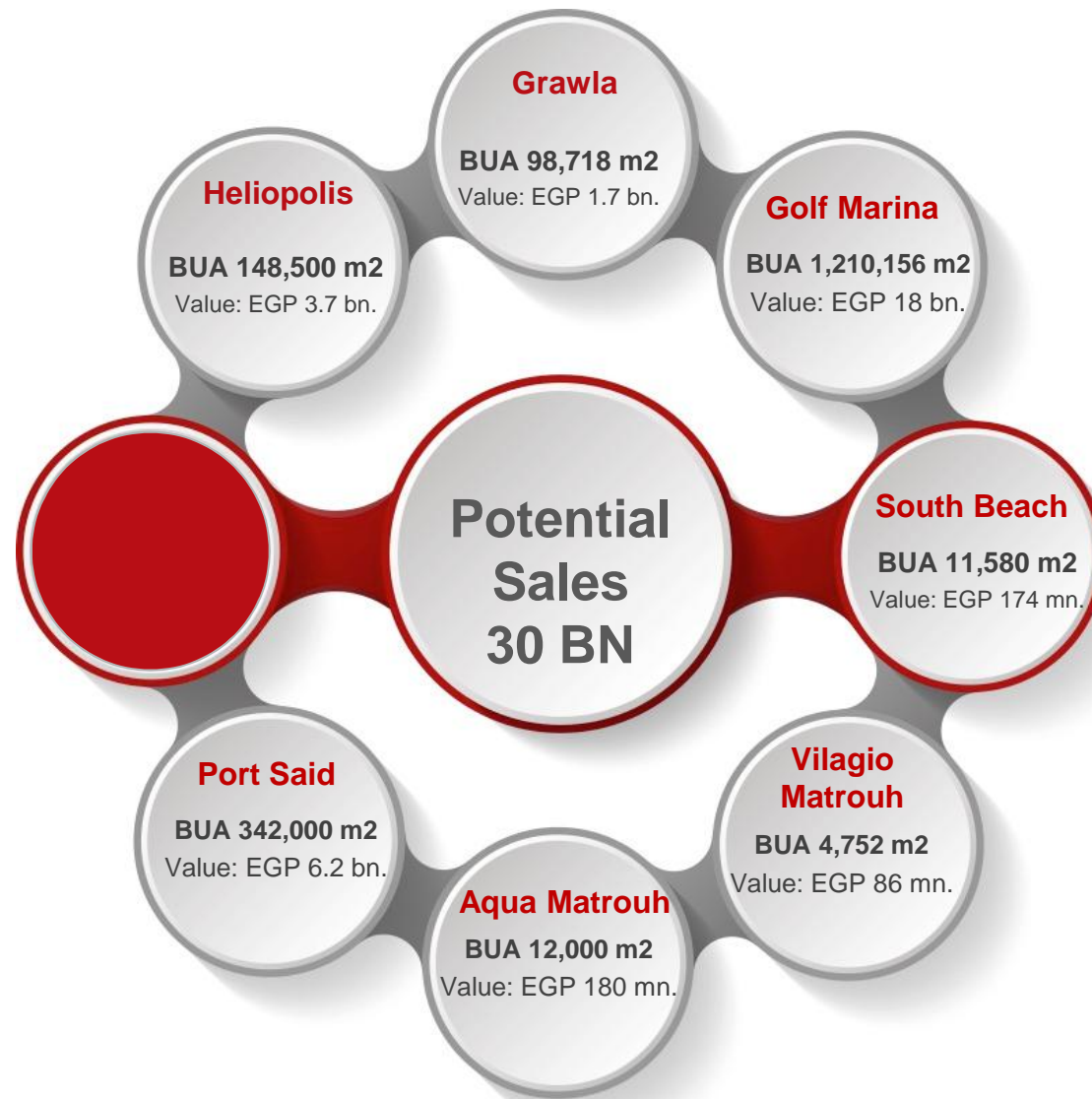
Revenue  
Sharing  
TTL sales  
6,366 units

**EGP 589 mn**

Vacation  
Sales

**EGP 525 mn.**  
In  
31-12-2019

# New Projects (Potential Sales)



# Real Estate Investments (Revenue Sharing Contracts)

## Land Provider: Amer Group

Lagoon G Marina: 20%  
2,319 Units  
G vilagio G Marina: 30%  
574 Units  
Heaven Hills El Marina: 30%  
260 Units  
Blu 51-52 G Marina: 35%  
280 Units  
Blu 223-224-225-226 G Marina: 35 %  
1,040 Units  
Island – Sokhna: 20%  
784 Units  
Grand View – Sokhna: 20%  
93 Units  
Heaven Hills El Sokhna: 30%  
149 Units  
Matrouh Bay: 20%  
867 Units

**Total B.U.A**  
437 K Sqm.

**Residential**  
416K sqm

**Commercial**  
21K sqm

**Total Units**  
6,366

**Expected Coming Sales**  
EGP 589 Million

# LAND BANK & CURRENT PROJECTS

Land Bank	Developed %	Undeveloped%	Total Sqm
Matrouh	47%	53%	330K sqm
Marina	23%	77%	1.9mn sqm
Heliopolis	0%	100%	27K sqm
Sokhna	95%	5%	2.6mn sqm
Sharm	95%	5%	650K sqm
Port Said	60%	40%	375K sqm
Grawla	0%	100%	165K sqm
<b>Total</b>	<b>65%</b>	<b>35%</b>	<b>6.05 Mn sqm</b>

## Undeveloped Land

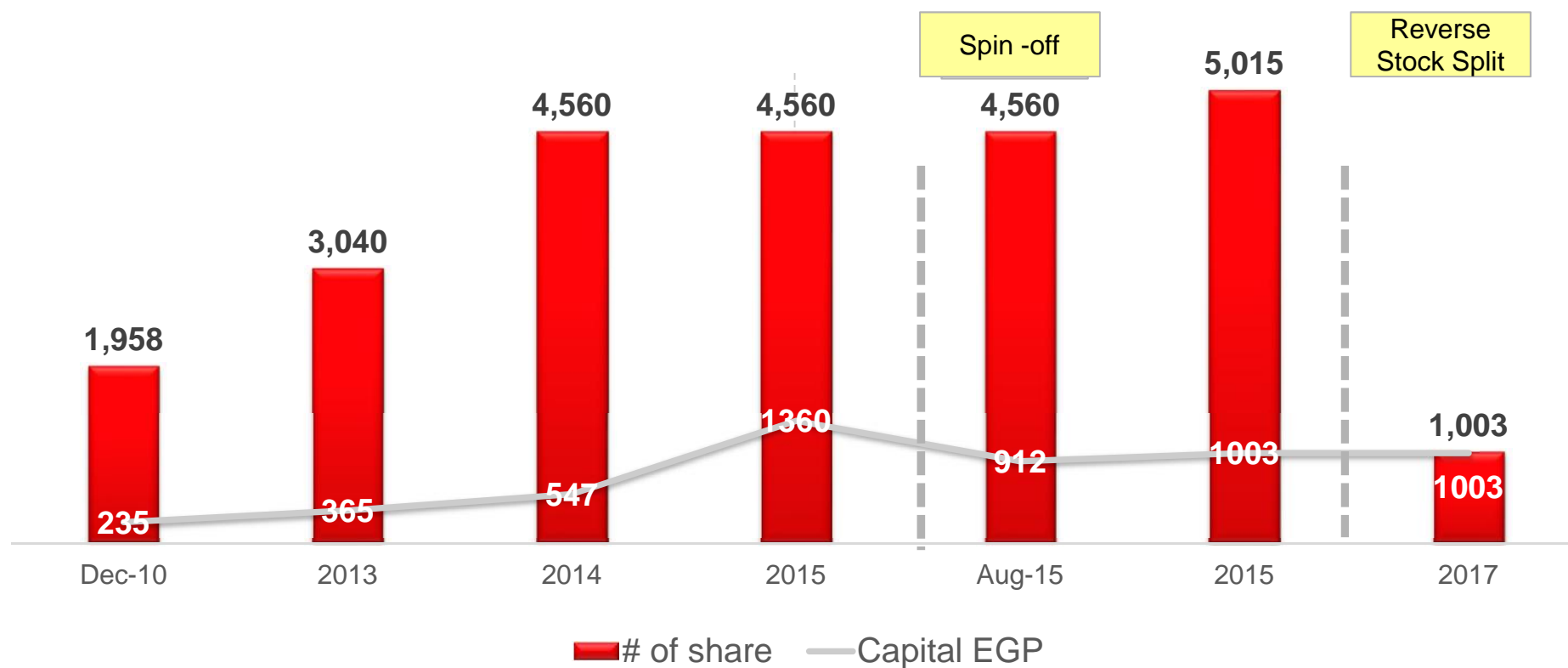
**2.15** Mn. Sqm.  
of undeveloped land

## Developed Land

**3.90** Mn. Sqm.  
Developed land

# DIVIDENDS PAYOUTS

## Share Dividends



Numbers in millions

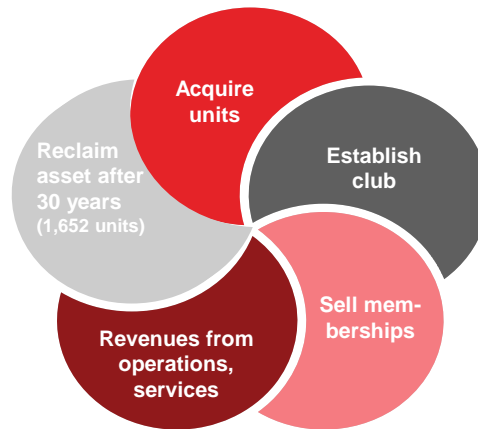
# BUSINESS SEGMENTS



# VACAITON OWNERSHIP SEGMENT

## STRATEGY & KEY METRICS

- To become the largest Vacation Ownership Company in the Middle East & Africa and to create genuine Vacation Opportunities that can be passed on from one Generation to the next.



EGP **2.598** bn  
Total membership sold to date

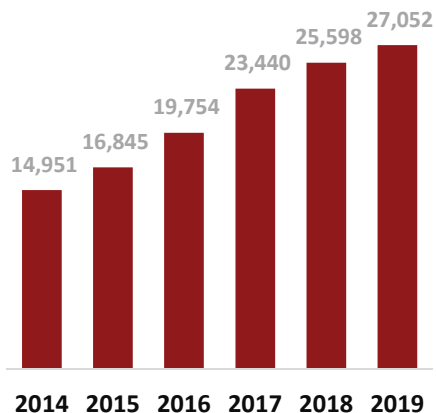
**27,052**  
Members in Vacation Ownership Club

**2,373**  
Total number of units

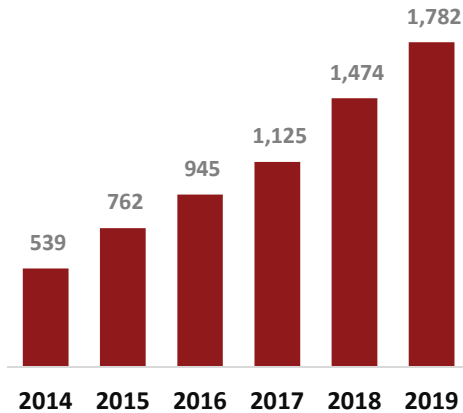
EGP **1.325** bn  
Total cost of units

**50%**  
Gross Margin

### Membership Evolution



### Cumulative Cashflow (EGP mn)



### Existing Clubs

Location	Porto Sharm	Porto Sokhna	South Beach	Porto Marina	Muti Destination
Capacity (Units)	168	425	1,097	349	334
Memberships	1,716	5,392	13,744	3,618	2,582

VOC Target: is to sell 1000 units with 12,000 Memberships within the next 3 years

# REAL ESTATE

## Inventory

- 763 Units
- Inventory Value EGP 1.8 bn



## Land

- 6.05 mn sqm
- 2.14 mn sqm of undeveloped land



## Current Projects

- 8 projects
- Total units 21,777



## New projects

- Port Said Grawla
- Heliopolis



# PORTO SAID



**Launch Date**

May 2018

**Launching Sales (EGP)**

1.4BN

**Potential Sales (EGP)**

7.6 BN

**NPV (EGP)**

1.7BN

**Collection Cycle**

3 years

# PORTO SAID

**PORTO SAID**

# MALLS SEGMENT



## Porto Marina

Indoor GLA 11,274 m<sup>2</sup>  
Outdoor GLA 4,466 m<sup>2</sup>



## Porto Sokhna

Indoor GLA 15,420 m<sup>2</sup>  
Outdoor GLA 8,964 m<sup>2</sup>



## Golf Marina

Indoor GLA 7,252 m<sup>2</sup>  
Outdoor GLA 9,034 m<sup>2</sup>



## Porto Matrouh

Indoor GLA 3,416 m<sup>2</sup>  
Outdoor GLA 2,195 m<sup>2</sup>



## Meeting Point

Indoor GLA 1,313 m<sup>2</sup>  
Outdoor GLA 2,119 m<sup>2</sup>



## Porto Sharm

Indoor GLA 12,646 m<sup>2</sup>  
Outdoor GLA 677 m<sup>2</sup>



## Porto Heliopolis

Indoor GLA 18,000 m<sup>2</sup>  
Outdoor GLA 12,000 m<sup>2</sup>



## Porto Saeed

Indoor GLA 25,500 m<sup>2</sup>  
Outdoor GLA 14,500 m<sup>2</sup>



# HOSPITALITY SEGMENT

## *\*Porto Marina*



Location	North Coast
Capacity	221
Utilization	27%
Avg. Room rate/night	1,761
Established In	2005

## *Golf Porto Marina*



Location	North Coast
Capacity	66
Utilization	63%
Avg. Room rate/night	633
Established In	2012

## *Porto Matrouh*



Location	Marsa Matrouh
Capacity	85
Utilization	60%
Avg. Room rate/night	1,071
Established In	2014

## *\*Porto Sokhna*



Location	El Ein el Sokhna
Capacity	94
Utilization	93%
Avg. Room rate/night	1278
Established In	2007

## *\*El Jabal*



Location	El Ein el Sokhna
Capacity	32
Utilization	64%
Avg. Room rate/night	873
Established In	2015

## *Porto South Beach*



Location	El Ein el Sokhna
Capacity	84
Utilization	48%
Avg. Room rate/night	886
Established In	2015

# Restaurants Segment

## Increasing Chilis Value in Egypt

- 15 Restaurants
- M Value 58 M



## Adding new chains

- Mama: 5 outlets
- Sombrero: 4 outlet



## Maximum Utilization

- 12 Million Annual Rent



## Increasing Brand Value

- 20 Countries
- 10 Governments
- 45 Stores





# RENTALS SEGMENT– 659 units

**Porto Marina**

**131 Units**



**Porto Sokhna**

**151 Units**



**Porto Sharm**

**87 Units**



**Golf Porto Marina**

**125 Units**



**Porto Matrouh**

**99 Units**

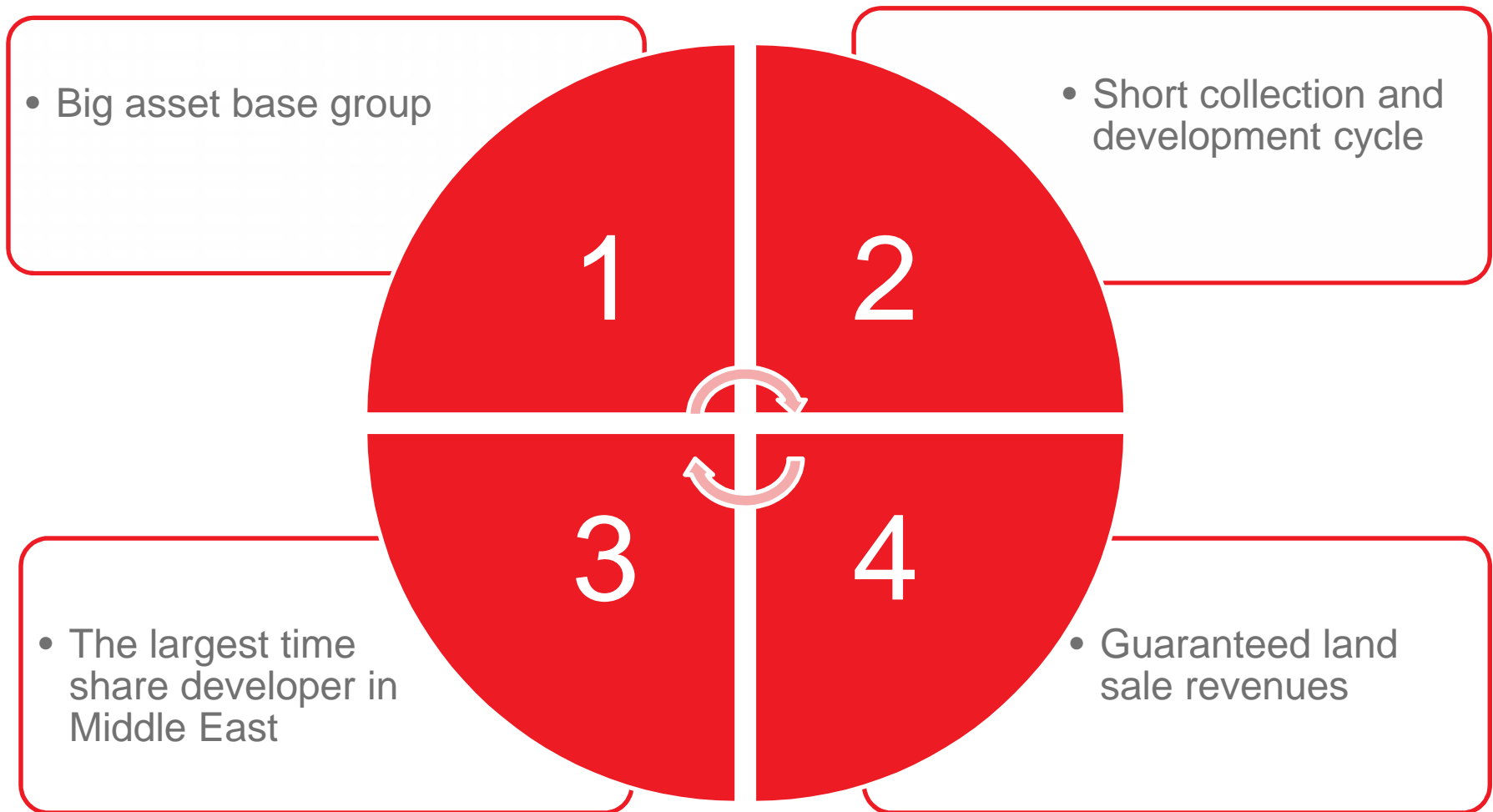


**Golf Sokhna**

**66 Units**



# WHY





# Thank You



# *APPENDIX*



# KEY INVESTMENT HIGHLIGHTS





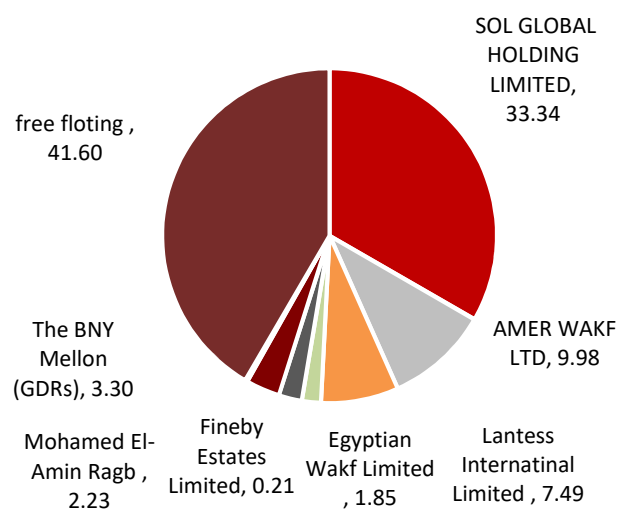
# A LEADING LANDLORD & MASTER DEVELOPER

## Amer in Brief

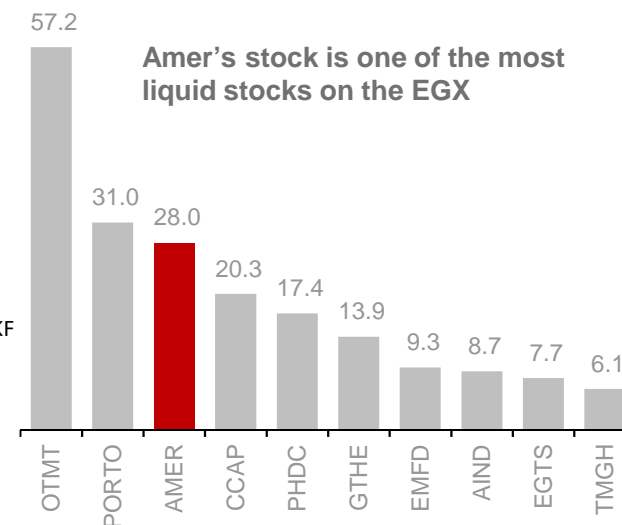


- Amer Group is the creator of Porto
- Porto is the region's leading creator and operator of mixed-use, family-oriented first- and second-home communities
- Each Porto development offers residential units, retail shops, hotels, restaurants and entertainment venues in one convenient location.
- On October 5, 2017, global depositary receipts (each representing 200 ordinary shares of Amer Group) have been admitted to the London Stock Exchange's admission to trading only (ATT Only) platform. The program accommodates the conversion of up to 33% of the company's current outstanding share capital to GDRs.

## Ownership Structure



## Average Daily Traded Volume (mn)



Amer's stock is one of the most liquid stocks on the EGX

## Key Facts

Debt-to-Equity: 0.30x

Restated Total Assets: EGP 6.63 Bn.

Total Debt: EGP 533 Mn.

Backlog: EGP 4.77 Bn

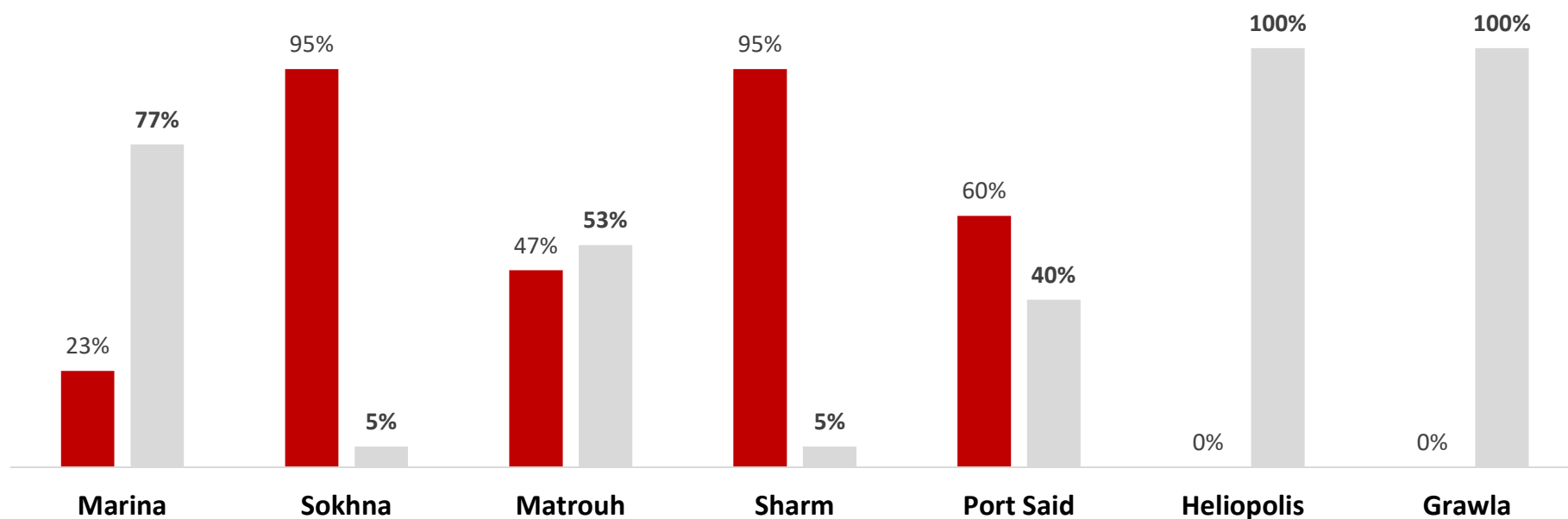
Land Bank; 6.05 Mn. Sqm

# Land Bank Profile

■ Total Developed: 65%

■ Total Undeveloped: 35%

■ Developed %   ■ Undeveloped%



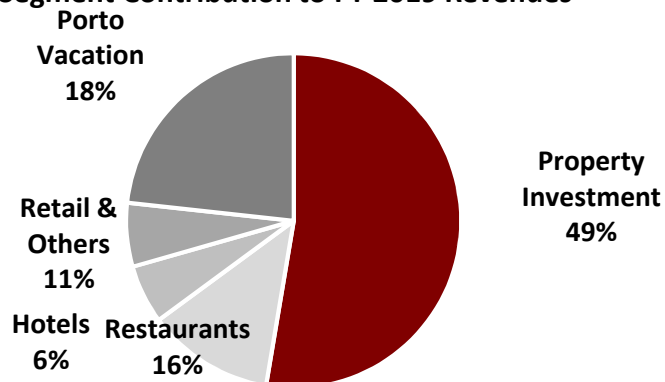


# ...With a Diversified Yielding Asset Portfolio...

AMER Group's operations are divided into three primary business segments: Property Investments, Vacation Ownership Club and the Restaurants division

## Amer Group Revenue Profile

Segment Contribution to FY 2019 Revenues



1

## Property Investments Division

53%  
Residential

6.05 mn Sqm  
Land Bank

EGP 4.7 bn  
Backlog

5%  
Retail

41%  
Occupancy for Malls

558  
Tenants

6%  
Hospitality

582  
Keys

11,682  
Rental Apartments

2

## Vacation Ownership Club (VOC)



EGP 2.598 bn  
Memberships Sold

27,052  
Members in VOC

2,373  
Number of Units

EGP 1.325 bn  
Total Cost of Units

3

## Restaurants Division



15 Outlets



2 Outlets



8 Outlets



4 Outlets



7 Outlets



5 Outlets



2 outlet

# AMER GROUP BALANCE SHEET

Item (EGP)	31-Dec-19	31-Dec-18
<b><u>Non-current Assets</u></b>		
Fixed Assets	1,142,350,258	833,075,726
Projects Under Construction	222,546,778	176,399,178
Investment Property Assets	315,360,926	294,619,037
Intangible Assets	1,498,930	766,226
Investments in Associates	5,001,250	5,001,000
Restricted Deposits due to Units Owners	996,681,990	875,980,747
<b>Total Non-current Assets</b>	<b>2,683,440,132</b>	<b>2,185,841,914</b>
<b><u>Current Assets</u></b>		
Development Properties	3,258,725,298	2,604,395,481
Inventories	28,956,814	29,225,844
Accounts & Notes Receivables	563,323,276	644,521,051
Due to Related Parties	121,434,153	122,486,438
Prepayments & Other Receivables	531,798,335	519,205,370
Bank Balances & Cash	481,306,768	525,305,734
<b>Total Current Assets</b>	<b>4,985,544,644</b>	<b>4,445,139,918</b>
<b>Total Assets</b>	<b>7,668,984,776</b>	<b>6,630,981,832</b>
<b><u>Current Liabilities</u></b>		
Provisions	6,001,200	6,001,200
Bank Overdrafts	81,595,732	62,211,008
Land Purchase Liability	151,022,759	107,523,744
Advances from Customers	1,840,054,280	1,412,883,334
Accounts & Notes Payable	461,613,198	444,168,172
Term Loans	193,109,024	110,083,697
Income Tax Payable	19,096,508	32,640,123
Accrued Expenses & Other Payables	1,131,952,570	1,044,408,389
Due to Related Parties	87,332,668	49,848,287
<b>Total Current Liabilities</b>	<b>3,971,777,939</b>	<b>3,269,767,954</b>
<b>Working Capital</b>	<b>1,013,766,705</b>	<b>1,175,371,964</b>
<b>Total Invested Funds</b>	<b>3,697,206,837</b>	<b>3,361,213,878</b>

<b>Financed as Follows:</b>		
<b><u>Equity</u></b>		
Share Capital	1,003,099,822	1,003,099,822
Translation of Foreign Entity	183,585,466	240,596,019
Legal Reserve	60,418,871	58,886,011
General Reserve	12,055,859	12,055,859
Other Reserves	8,461,113	8,461,113
Retained Earnings	469,408,010	451,364,054
Minority Interest	36,395,484	25,917,340
<b>Total Equity</b>	<b>1,773,424,625</b>	<b>1,800,380,218</b>
<b><u>Non-current Liabilities</u></b>		
Term Loans	257,912,934	203,694,956
Land Purchase Liability	613,980,761	440,804,046
Deposits due to Units Owners	996,681,990	875,980,747
Deferred Tax Liability	55,206,527	40,356,911
<b>Total Non-current Liabilities</b>	<b>1,923,782,212</b>	<b>1,560,836,660</b>
<b>Total Equity &amp; Long Term Liabilities</b>	<b>3,697,206,837</b>	<b>3,361,216,878</b>