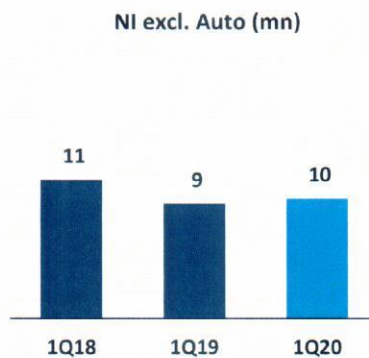
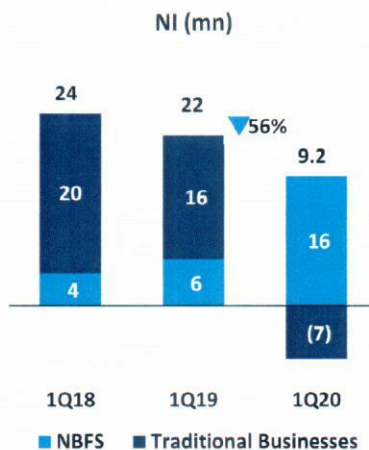


9th consecutive profitable quarter with earnings EGPM 9.2, driven by UE Finance outstanding performance.



Consolidated NI | EGPM



*2020 forecast doesn't include one-off opportunities related to sale of assets and corporate actions

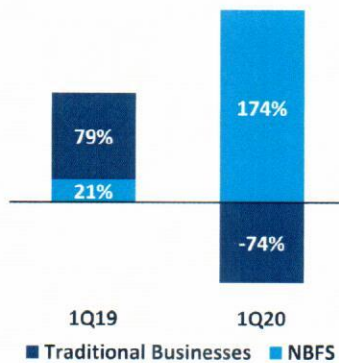
1Q review, seizing opportunities while mitigating risks

- Revenues reached EGPM 213 in 1Q 2020 (decline 35%).
- NI reflects a decline of 20% after normalizing for one off items in Q1-2019 (EGPM 15) versus Q1-2020 (EGPM 12)
- March to date, AIH bought 67.5m treasury shares (EGPM 19.4, 5% of capital).
- 100% increase in UE Finance's issued capital in 1Q 2020 to reach EGPM 80.
- NBFS businesses fully owned by AIH with the acquisition of SAIB's minority stake in "Rawaj" through our SME leasing leader "UE Finance".
- AIH and subsidiaries triggered crisis management and risk monitoring plans to address Pandemic situation. Business continuity and health & safety procedures were implemented.
- To date, EGPM 171.9 (66%) of capital increase were utilized, of which EGPM 62 were injected into NBFS platform, & EGPM 72.5 used in converting shareholder's debt to equity.
- In May, AIH attracted prominent independent diversified members to its new 9 members Board of Directors.
- Attracted new leadership for Kahromica last May in pursuit of its restructuring to reach its full potential.
- AIH's AGM ratified the reallocation of the capital increase intended for kahromica to be invested in NBFS.

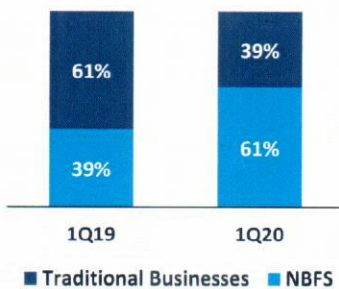
Arabia - Outlook

- AIH is considering further purchase of treasury shares as opportunity arises
- Up to EGPM 60 capital increase in 3 NBFS entities UE Finance, Rawaj & the new venture Takhseem.
- COVID-19, closures and delays of financing repayments negative impact on Auto, construction and building material businesses will be material in Q2.
- AIH revising earnings guidance to EGPM 72 excluding the earlier disclosed one-off sale of unutilized assets.

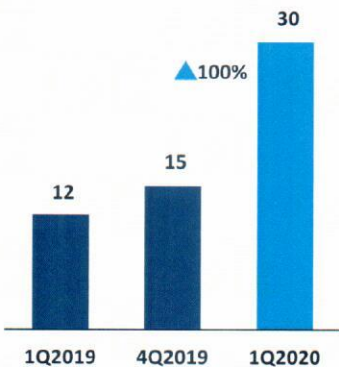
Contribution to NI



Contribution to Revenue



NBFS NII | EGPM



Arabia Capital- NBFS Earnings up 164%

- NI reached EGPM 16.1 in 1Q 2020 compared to EGPM 6 in 1Q 2019
- Revenue reached EGPM 133 in 1Q 2020 up 9% from previous quarter & 2% from same period last year.
- EBITDA reached EGPM 21 in 1Q 2020 up 285% from previous quarter & 237% from same period last year
- Portfolio Size post securitization reached EGPbn 1.5 in 1Q 2020 up 61% from previous quarter portfolio size of EGPM 942.
- NBFS NII drives NBFS profitability despite monetary easing (NBFS NII chart).
- UE Finance Acquired SAIB's 2% Stake in Rawaj, making the NBFS platform fully owned by AIH.
- UE Finance's new factoring license secured.
- Rawaj received the preliminary FRA approval for establishing its new factoring company Takhseem.
- In June 2020, MERIS reaffirmed the "AA" and "A" investment grade ratings of the outstanding tranches of Rawaj's first Securitized Bond issue.
- Rawaj considering call back of its first bond issue given the 300bps decline in interest rates.

Arabia – Construction & Building Materials

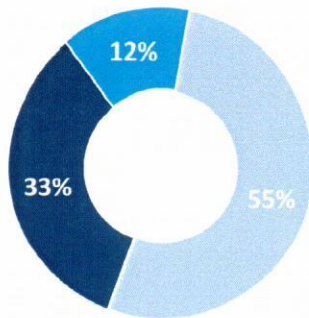
- COVID-19 and closures take its toll on the construction sector revenues & profits. Both Kahromica & Toblat were materially affected.
- Business line recorded a loss of EGPM 5.3 despite a NI of EGP 750k by Toblat.
- Revenues amounted to EGPM 74 (decline 60%)
- Attracted new leadership for kahromica in pursuit of its restructuring to start reaching its full potential by 2021.
- Kahromica's AGM delegate to its Board the authority to sell unutilized assets
- Started recruiting for the implementation of a New customer-centric, quality enhancing organizational structure in Toblat.

Arabia – Auto

- Closure of largest service center (Ghamra) end of march to overheads.
- Continued operational losses, 1Q 2020 EBIT recorded negative EGPM 1.6
- Further partial closure/divestiture of Auto Business and sale of unutilized assets are continuing.

AIH Shareholders' Structure

10 June, 2020



■ Jamal Othman ■ Institutions ■ Free Float

Share Information

Code ISIN: EGS21351C019

Reuters Code: AIH.CA

Shares Outstanding: 1,349 Million

Head Quarter

4 Tawfik Diab, Garden City,

Cairo, Egypt

arabia-investments.com

Investor Relations Officer

Hesham Zakaria

h.zakaria@arabia-investments.com

Social Media

[linkedin.com/company/14010223/](https://www.linkedin.com/company/14010223/)

[facebook.com/ArabiaInvestments/](https://www.facebook.com/ArabiaInvestments/)

AIH – Background Overview

Arabia Investments Holding "AIH" was established in 1985, and successfully engaged in the contracting sector in Egypt. In 2010, the company was listed in the Egyptian Stock Exchange, becoming one of the most heavily traded stocks in the exchange.

In January 2014, the shareholders lobbied to issue a material dividend payout of EGPM 107. Since late 2014, the company went through turbulent circumstances, and incurred increasing losses annually. In February 2014, the major shareholder at the time exited the company.

In November 2016, the devaluation of the Egyptian Pound, resulted in foreign exchange losses that amounted to EGPM 487 in the automotive business, where EGPM 387 were unrecognized.

An Egyptian entrepreneur and businessman based in Dubai, Jamal Othman, decided to invest in the business by May 2017. In May of the same year, new Board members of highly skilled professionals with global expertise were added. The BoD selected, Hazem Al Zifzaf, to lead AIH as Vice Chairman and CEO with the clear mandate of turning its businesses around towards strategic growth.

The new management recognized the previous losses and implemented radical changes in AIH strategy, systems and culture and instated AIH set of corporate values.

Currently, the active companies in AIH portfolio of investments, the home of around than 1,100 staff, are:

Arabia Capital – Non-Banking Financial Services

- **UE Finance** established in 2008 and is a customer-centric leasing operation with SME focus and strong presence in Upper Egypt. UE paid in capital is EGPM 80 and is fully owned by AIH
- **Rawaj** established in 2013 and is a consumer finance business specialized in auto finance. Rawaj paid in capital is EGPM 50 and is fully owned by AIH
- **Tawriq** established in Dec. 2018 with a paid in capital of EGPM 5 to capture growth in the booming securitization market. It is fully owned by AIH

Arabia – Traditional business

- **Kahromika** established in 1971 and built a long heritage in domestic and regional electromechanical contracting firm. Its paid in capital is EGPM 200. AIH owns 51% of the company.
- **Toblat** established in 1979 and is a premium producer of concrete bricks, hardscape paving solutions, landscaping tiles and concrete-based tiles. Its paid in capital is EGPM 5. AIH owns 99% of Toblat.
- **Auto:** 43 years of history as European auto brand affiliate and 3S provider. This investment was fully impaired in 2017

Forward Looking Statements

The statements contained herein may contain certain forward-looking statements relating to the group that are based on the beliefs of the group's management as well as assumptions made by and information currently available to the group's management. These statements are, subject to significant risks, & uncertainties. These statements include, without limitation, statements relating to the group's business prospects, future developments, trends and conditions in the industries in which the group operates. Many factors could cause the actual results, to be materially different from any future results that may be expressed or implied by forward-looking statements.