STRATEGY PRESENTATION

SEPTEMBER 2018

Disclaimer

Certain information disclosed in this presentation consists of forward looking statements reflecting the current view of the company with respect to future events, and are subject to certain risks, uncertainties and assumptions.

Many factors could cause the actual results, performance or achievements of the company to be materially different from any future results, performance or achievements that may be expressed or implied by such forward looking statements, including worldwide account of trends, economic and political climate of Egypt, the Middle East, and changes in business strategy and various other factors. Should one or more of these risks or uncertainties materialize or should underlying assumptions prove incorrect, actual results may vary materially from those described in such forward looking statements.

TMG at a glance [TMGH.CA/TMGH EY] as at end-1H2018

MENA's leading developer[5]

#1 Egyptian RE developer by market cap

30+ years track record

84k+ / 3,048 units sold

(since inception / 1H2018 only)

c70k+ units delivered

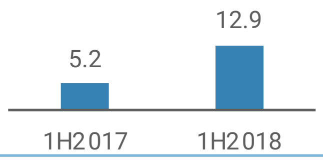
(since inception)

Highest cumulative deliveries by a single MENA developer

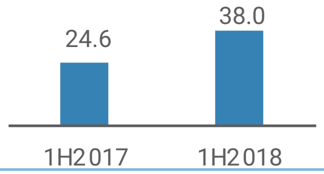
875 operational hotel rooms

443 rooms under development[1]

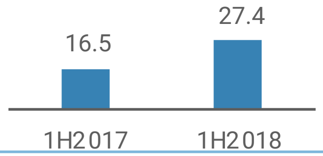
New sales [EGPbn]



Backlog [EGPbn]



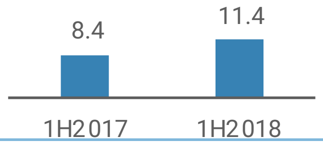
Remaining collections [EGPbn]



121.5k sqm GLA portfolio[2]

35.5k sqm GLA leased

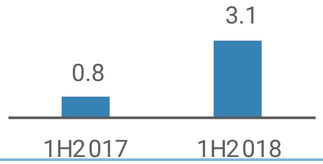
Expected net cash flow from backlog and delivered units [EGPbn]



c16mn sqm remaining BuA

c3.5mn BuA commercial BTS and BTL

Net cash position [EGPbn]



197k club membership capacity[3]

c151k memberships yet to be sold

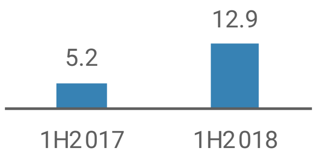
Egypt's leading developer of premium master planned communities with sufficient land bank for 17 Years and Sizeable Portfolio of Recurring Income Assets now contributing 25% of GOP for 2017[4] and planned to increase to 40-45%

Note (1): Includes Four Seasons Sharm El Sheikh extension (under construction) and Four Seasons Madinaty (in design phase)
Note (2): Includes Open Air mall (plan to open in 2019)
Note (3): Substantial high-margin revenue stream with limited CapEx needs overlooked by the market, to deliver exponential growth mimicking accelerated population build-up
Note (4): Contributed 27% in 1H2018
Note (5): By number of units delivered

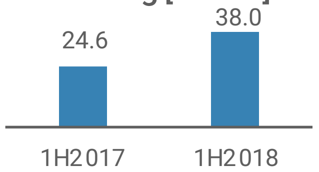
We continue to deliver on our key strategic priorities previously communicated to the market

1 Achieving robust growth in sales

New sales [EGPbn]

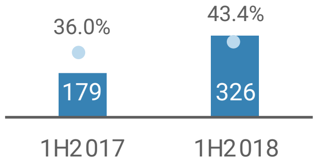


Backlog [EGPbn]



2 Continue building our recurring income portfolio –
- target 40-45% of Gross Profit by 2020, up from 25% in 2017

Hospitality EBITDA [EGPmn][1]



- The Group invested EGP1bn to increase its stake in ICON to 83.3%
- Signed JLL to manage and operate Open Air Mall in Madinaty
- Signed Carrefour as anchor tenant in Rehab & Madinaty malls, planned to open in September 2018

3 Executing the Group's strategy of monetizing non-core assets

TMG Holding

GEMS EDUCATION

EFG HERMES

EGP1bn proceeds from the transaction

4 Disciplined approach for land acquisitions while managing financial risk

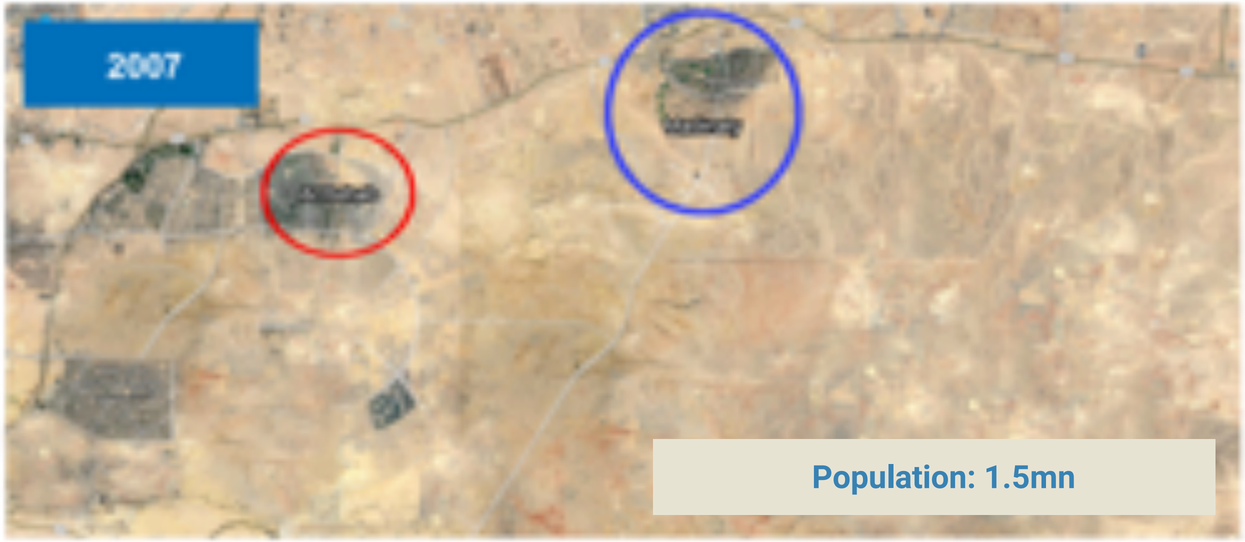
CELIA NEW CAPITAL → Strategic land → cEGP10.3bn of sales as of mid-August 2018

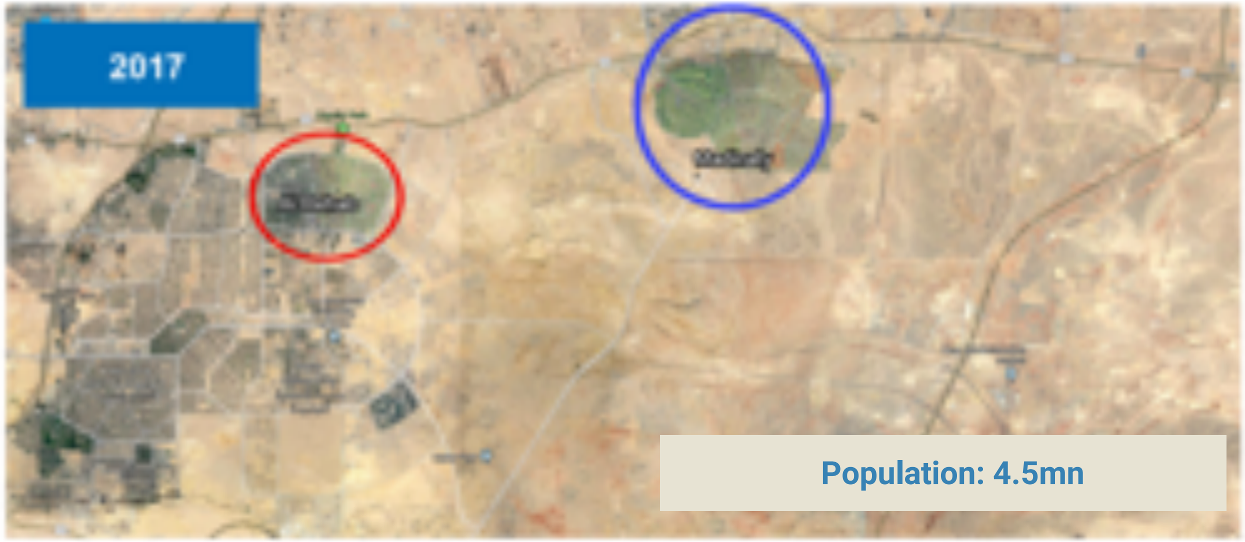
5 Preserving capital appreciation while providing a dividend stream

Mission: Provide exceptional services to all our clients and ensure great customer experience and capitalize on such client base for new projects

Note (1): Hospitality EBITA reached EGP344mn until July 2018

Strategic vision allowed for early foothold in rapidly urbanizing East Cairo



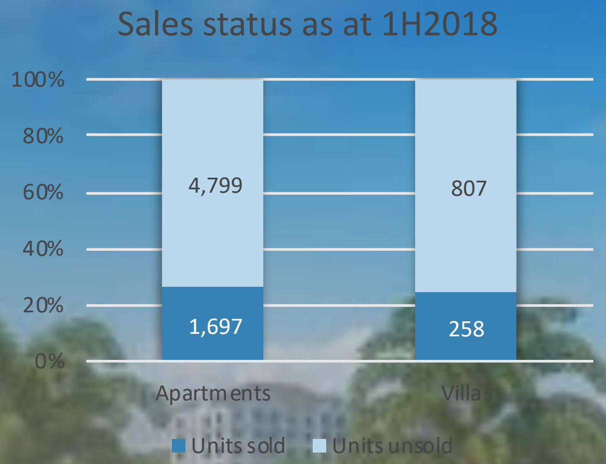


Case in point: successful launch of Celia – a testament to the strength of TMG brand

Major corporate revamp since July 2017 - unmatched brand equity of TMG in the Egyptian market

- Celia is a new mixed-use development located on 500 feddans in the New Administrative Capital (NAC) – largest land plot launched in NAC to date
- Total residential BuA of c1.03mn sqm
- Launched in June 2018 with net sales reaching cEGP10.3bn by mid-August, less than three months since launch(1) – project to be completed within the next 5 – 7 years
  - Very good market reception as a testimony to brand equity
  - Significant pent-up demand in location despite earlier launches by smaller companies before the launch of Celia
  - Good outlook on demand dynamics following launch
  - More than 16% of clients are returning clients
- Well-diversified offering portfolio:
  - Four types of multitenant buildings, 8 floors each
  - Five types of stand-alone units ranging from 213 to 373 sqm per unit
  - Master plan accommodates for a sporting club and basic services
- Land purchased in 2017 for EGP2,100/sqm, payable over 9 years (10% down payment, 2 years grace period + 7 years installments, interest of 10% only)

Note (1): Sales until end-1H2018 reached EGP7.2bn



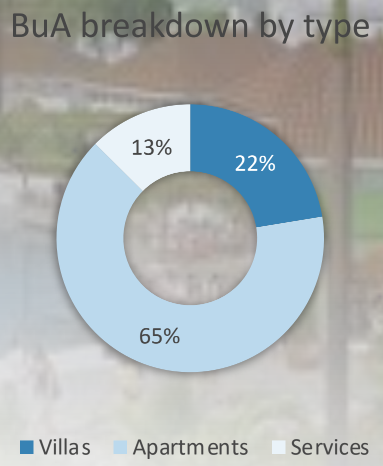
500 feddans
Celia land area

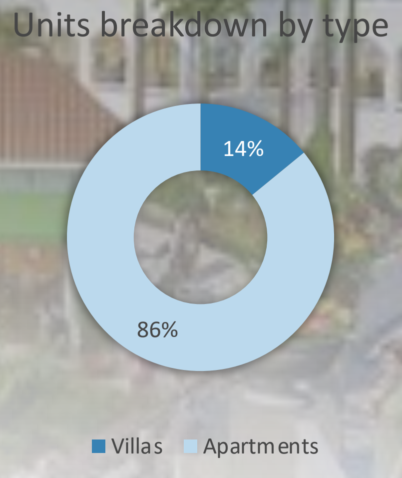
1.03mn sqm
Total residential area

cEGP7.2bn
Total net sales since launch until end-1H2018 (in 25 days)

1,955 units (c26%)
Units sold until end-1H2018

7,561 units
Total residential units for sale



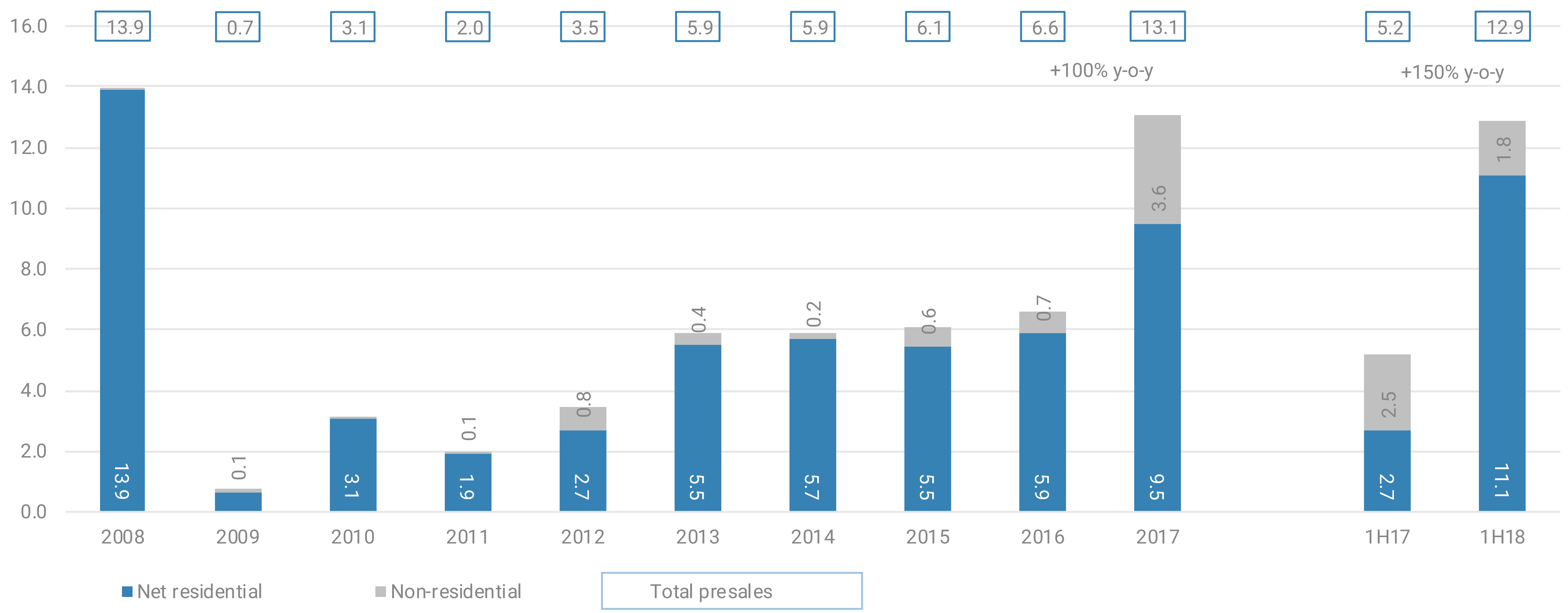


CELIA NEW CAPITAL

We are on track to achieve all-time high sales

- We are benefiting from constant population build-up in our projects, allowing us to monetize our recurring income assets which has a positive impact on our gross profit.
- Strong line-up of non-residential BuA for sale expected in 2H2018[1]

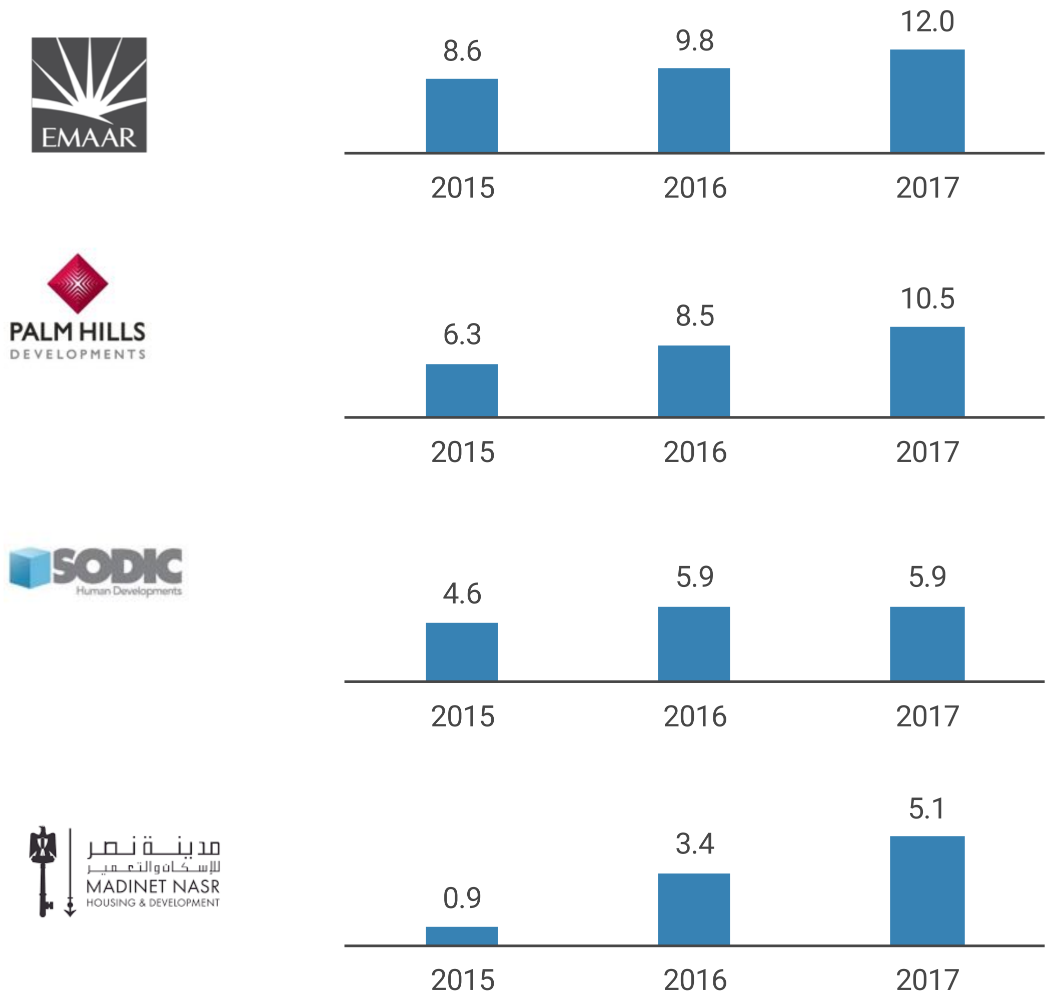
EGPbn **Evolution of total presales accross our projects**



Note (1): Non-residential sales are usually concentrated in the last 4 months of the year

Exceptional Performance in 2H2017 and 2018 outperforming all peers – demand / supply gap in market still exists

Sales of other market players[1] [EGPbn]



Units delivered in 2017[1]

1,386[2]

1,781[2]

1,151[2]

536

Total 4,854 units delivered

Annual supply by Tier 1 listed developers still well below our estimates of market demand by mid-to-high income household segment of at least 50k units per annum

TMG delivered over
5.1k units
in 2017 alone

Note (1): Source: Companies and sell-side reports; Note (2): Includes second home-deliveries;

On track with our monetization plan

Education alliance between TMG Holding, GEMS Education and EFG Hermes

- In line with our previously announced strategy, the company has been successful in monetizing some of its non-core assets that were not captured by the market.
- In May 2018, GEMS Education and EFG Hermes entered into a strategic alliance with TMG to acquire, operate and develop k-12 schools in Al Rehab and Madinaty.
- Under this agreement, GEMS Education and EFG Hermes Private Equity acquired 4 schools for a total consideration of EGP1.0bn.
- More non-core assets have been slated for similar transactions and we will be updating the market once these transactions are concluded.

Continue investing in hotel portfolio – significant improvement across all KPIs

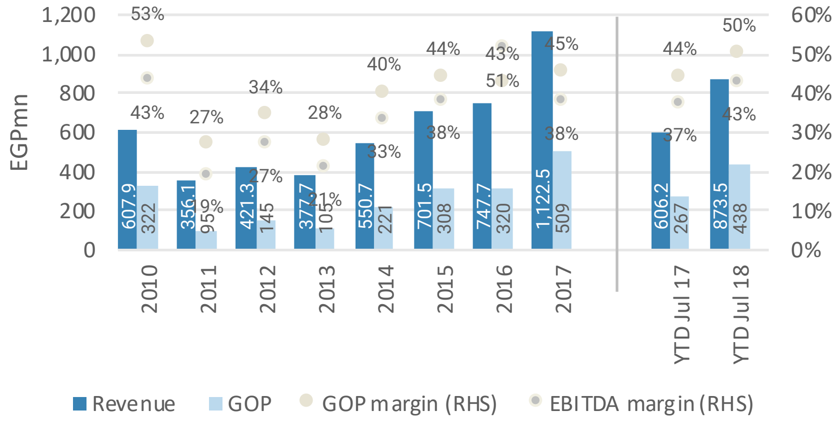
Four Seasons Sharm El Sheikh
[200 keys, opened 2001]

Four Seasons Nile Plaza, Cairo
[366 keys, opened 2004]

Four Seasons San Stafano, Alexandria
[118 keys, opened 2007]

Kempinski Nile Hotel, Cairo
[191 keys, opened 2010]

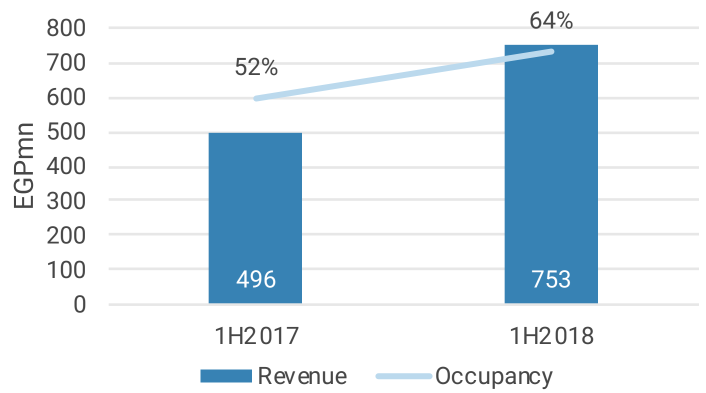
Hospitality segment recovery



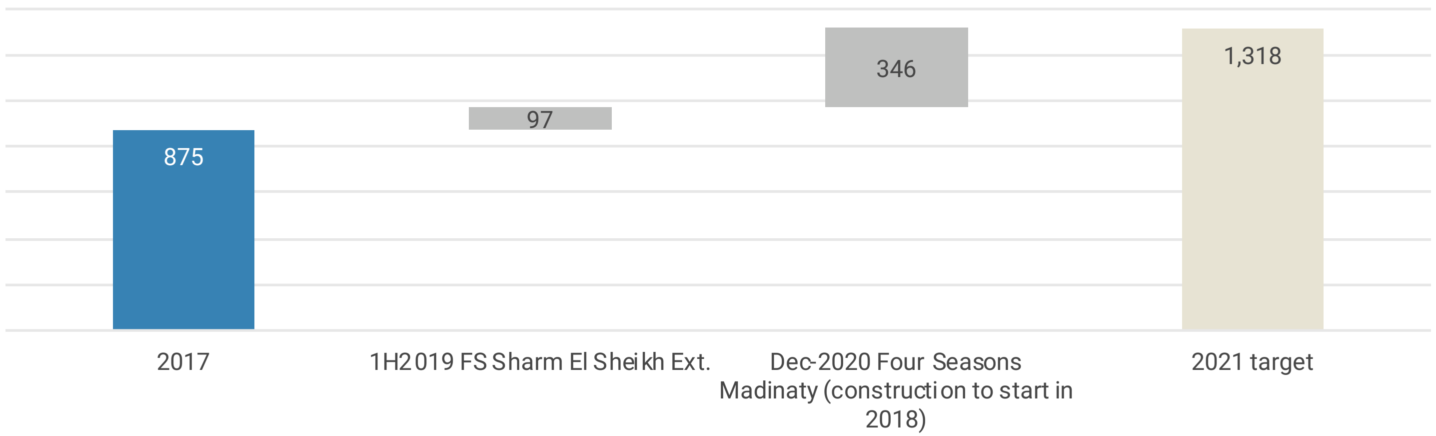
- **Freed liquidity from monetizing non-core assets and invested EGP1.0bn in ICON in a value accretive transaction, increasing stake in TMG's yielding hospitality segment to 83.3%**
- 443 new keys under development:
  - 346 keys in FS Madinaty + 121 residential units, construction breaking ground in 2018, to be completed in 2020
  - 97 keys in FS Sharm El Sheikh ext. + 69 residential units; under construction, to be completed in 2019
- Ongoing partial renovation of FS Nile Plaza

Continue building our recurring income portfolio – target 40-45% of consolidated gross profit

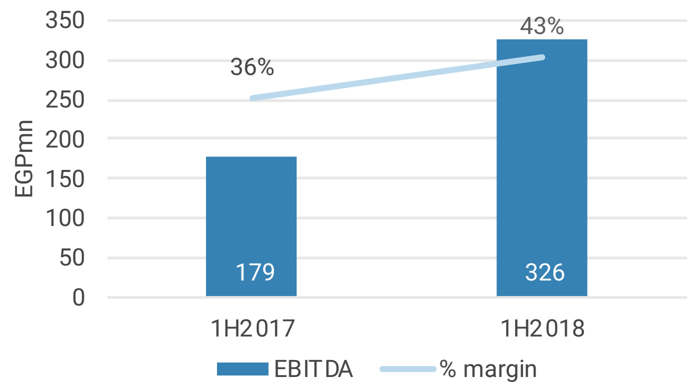
Revenue and occupancy rate



Hotel rooms evolution



EBITDA and EBITDA margin



Short-term initiatives - ongoing

Four Seasons Sharm El Shaikh

- 97 hotel keys
- 69 residential Units
- Licenses/permits Issued

Four Seasons Nile Plaza

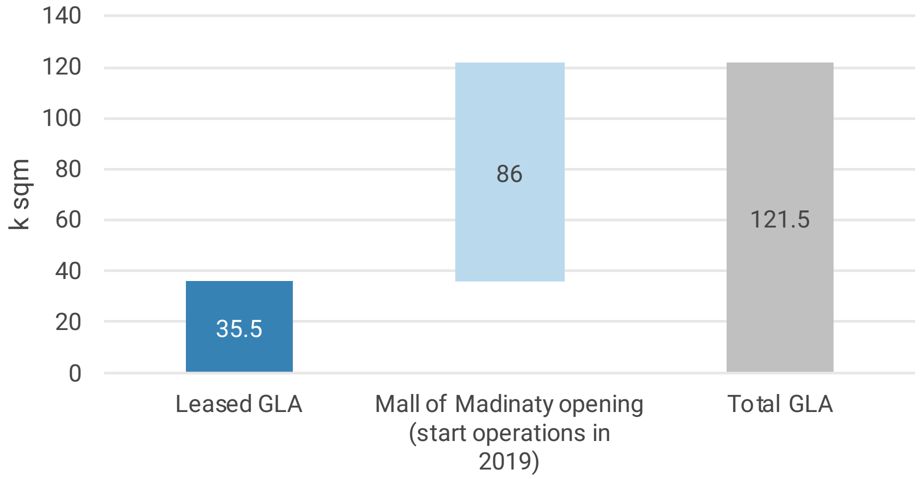
- Renovation plan ongoing
- Execution to start in 2018
- Self-funded from existing cash resources

Four Seasons Madinaty

- 346 Hotel Keys
- 121 residential units
- Design ongoing

Continue building our recurring income portfolio – target 40-45% of consolidated gross profit

Retail GLA



The Group is in process of appointing an international operator to operate and manage its BTL retail portfolio; appointing an experienced VP to manage the portfolio

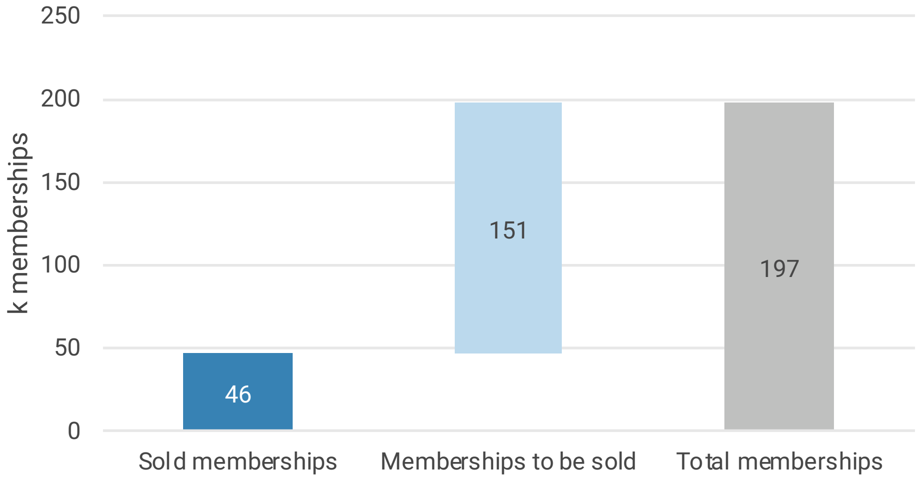
Remaining CAPEX EGP1.1bn

Target 2020 revenue EGP423mn

Target EBITDA margin 92.5%

Target 2020 EBITDA EGP392mn

Club memberships



Remaining CAPEX EGP1.3bn

Avg. membership EGP100-200k*

Target aggregate cash inflows from memberships sold EGP20-23bn in the next 10 years

Note (*): Currently at EGP80-90k, below market rates as memberships are not yet availed to external buyers

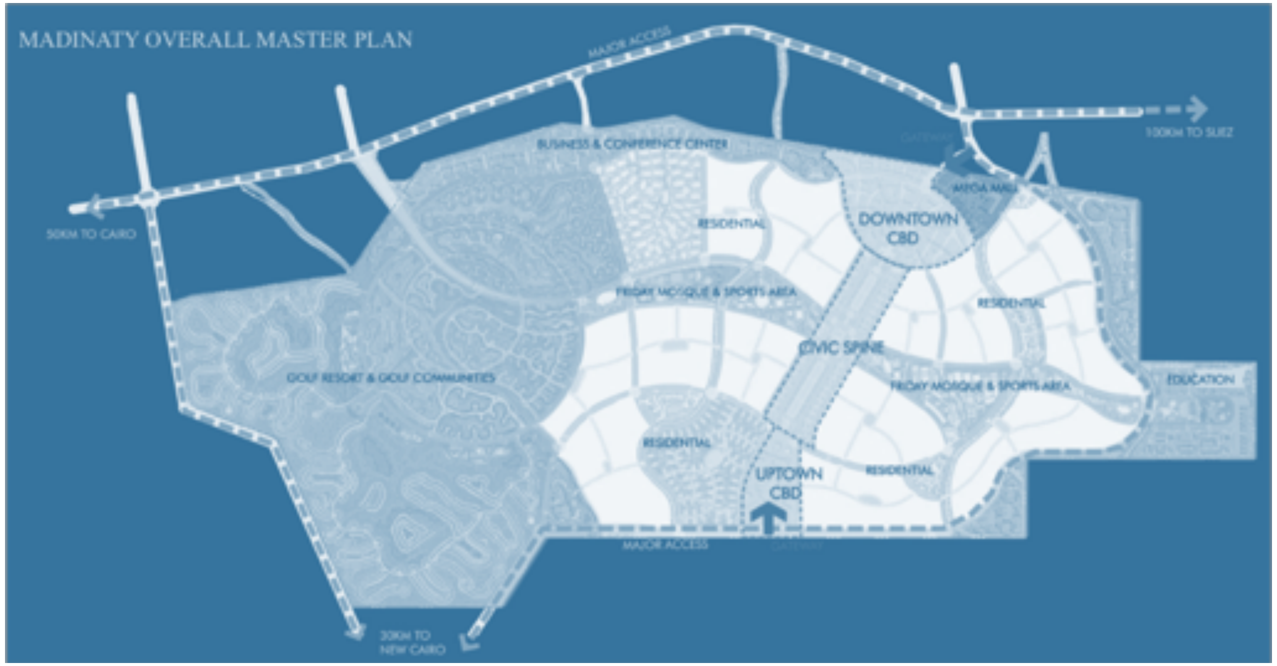
Maintain robust growth in sales in existing projects

The Spine(1)

Fully integrated residential complex including retail, leisure, hospitality, and offices designed to international standards

2.5mn sqm land area
3.7mn sqm total BuA
13 years of development

2.3mn sqm of residential BuA




Downtown


Civic Spine


Uptown

Strategic location	Unique accessibility
Quality infrastructure	Superior quality standards

Note (1): Areas subject to change as per the final master plan and utilization

Continue building our recurring income portfolio – target 40-45% of consolidated gross profit

The Spine(1)




500-700k sqm of retail portfolio
60:40% / BTS:BTL

200k sqm of office GLA
20:80% / BTS:BTL

600+ hotel keys
to be managed by operators

We intend to accelerate the development of Our Flagship Project, the Spine, through a potential partnership – to Create Value to the Rest of Madinaty Project and in turn the Group

Note (1): Areas subject to change as per the final master plan and utilization

Maintain robust growth in sales in existing projects

Historical sales	■ EGP11.4bn of net cash flow from backlog and delivered units	■ EGP38.0bn of backlog ■ Avg. gross profit margin 30%-35%
Unlaunched residential BuA	■ 12.5mn sqm ■ Target gross profit margin 30% - 35%	■ Land bank sufficient for the next 17 years ■ Sell all remaining units in Alrehab and Alrabwa in the short term ■ **Target 3,500 residential units to be launched each year**
Non-residential BuA/land	■ 6.3mn sqm of land (of which 237k sqm in Alrehab) translating into BUA of 3.5mn sqm ■ This area will be split between BTS and BTL assets ■ Average gross profit margin for BTS 75%	■ BTS strategy preferred over land sales to unlock additional value ■ Plan to sell over the next 10 years, assets that are non core to our recurring income hold / BTL strategy

Significant cash flows expected from the sale of residential and BTS commercial units to fund:

- Dividends
- Building recurring income portfolio
- Acquisitions of land

Note: all estimates stated at today's market prices, figures as at end-1Q2018

Monetize value of certain assets at the right timing

Potential monetization plan

In that regard we have successfully monetized EGP1bn from the schools that we have built in our projects to GEMS / EFG as operators, which had very minimal contribution to our profits and used the proceeds to invest in the hospitality business in what we believe is a value accretive transaction

- We believe that today the market does not ascribe value to most of our recurring income portfolio (namely hotels, retail, clubs, and non-residential land bank) which offers a significant long-term upside for equity investors
- We will keep monitoring the performance of such businesses and invest to grow them over the coming period provided such new investments meet our target returns criteria
- Once these assets reach a stage of maturity to run on their own and continue the current growth trend independently we will start exploring our monetization options
- Such monetization options will include either IPOs or M&As that would create value to the Group
- For smaller non-core assets, we will aim to fully divest to an Operator that would create further value to our communities
- Proceeds from such monetization plan will finance dividends and business growth

Disciplined and selective land acquisition approach

Strategic acquisition criteria

- Large plots that allow for the development of urban communities targeting the middle to upper middle classes
- Focus on Greater Cairo primarily, and the North Coast can also be selectively considered

Financial acquisition criteria

- Preference towards cash acquisitions to manage financial risk
- Opportunistically consider JVs or revenue / profit sharing while maintaining control
- Target minimum gross profit margin of 30%-35%

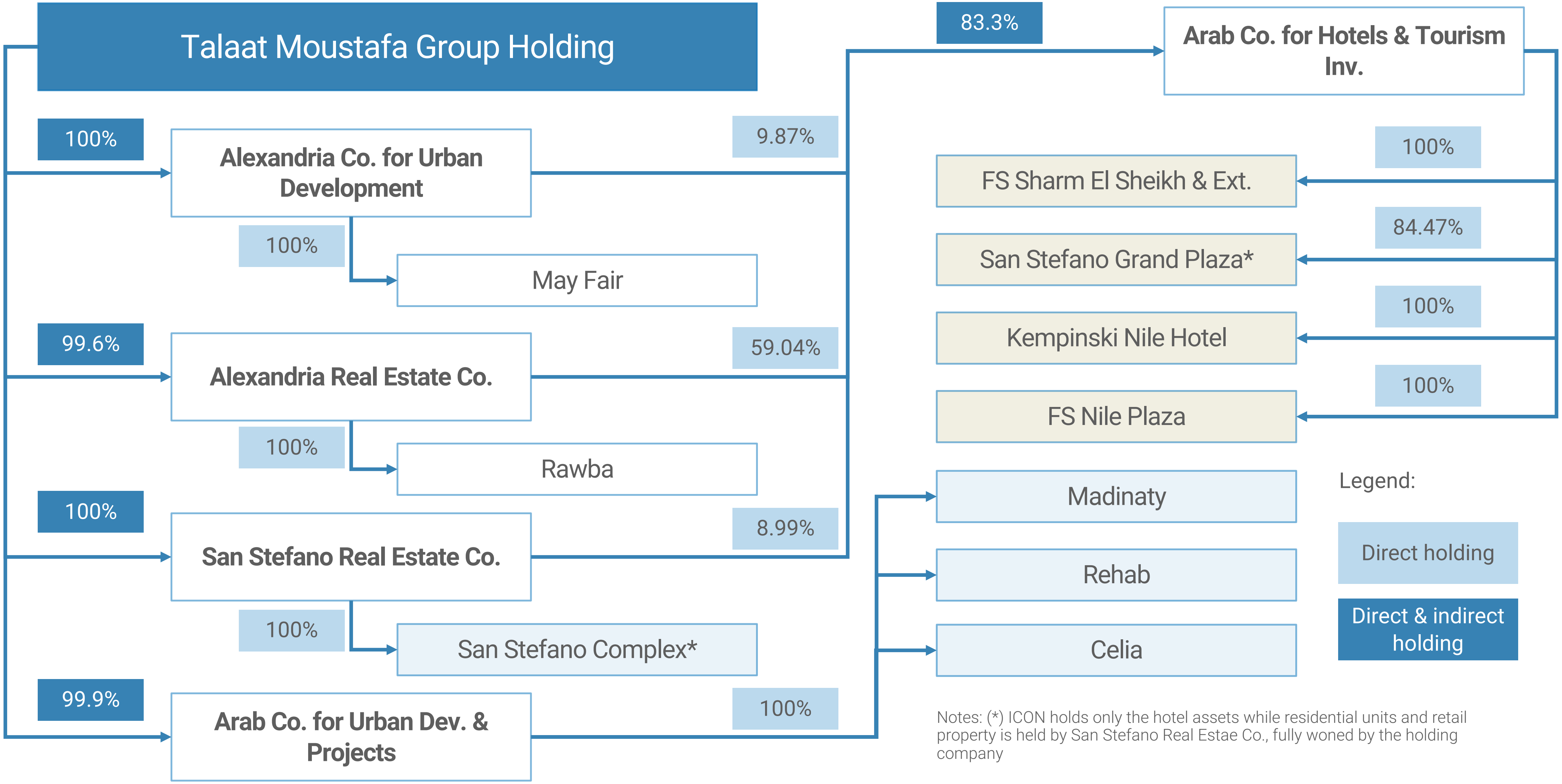
Current land bank sufficient for 17 years

In line with development timeframe allowed by land contracts

Preserving capital appreciation while providing a dividend stream

Net cash from contracted sales	■ **cEGP11.4bn** net cash flow pre-tax from **backlog sales**	
Net cash from future residential launches	■ **12.5 mn sqm (BuA)** of BTS residential assets to be launched and sold in the next 10 – 15 years ■ Average GP margin of **30-35%**	Avg. sales price of at least EGP16k/sqm at current market prices
Cash profits from BTS commercial sales	■ **2.1 mn sqm (BuA)** (1.5 mn sqm of net sellable area) of BTS commercial assets to be launched and sold in the next 10 years ■ Average GP margin of **75%**	Avg. sales price of at least EGP100k/sqm at current market prices
Cash inflows from club memberships sold	■ **EGP20-23bn** of aggregated cash inflows in the next 10 years ■ Based on target to sell **154,000 additional memberships** in Alrehab Club and Madinaty Club (only EGP1.3 – 1.4bn CAPEX remaining)	
Value realization from recurring income portfolio	■ Target 2020e EBITDA **EGP392mn** for retail (existing & under-construction) ■ 2020e EBITDA of at least **EGP720mn** for operational hotels ■ Market does not assign value to these assets in management's views. We will plan to realize value from these once they reach a state of maturity	

Group structure



Notes: (*) ICON holds only the hotel assets while residential units and retail property is held by San Stefano Real Estae Co., fully woned by the holding company

TMG Holding

Thank you