

FULL SPEED AHEAD



2019

African Leader in
Energy & Infrastructure



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AHEAD**



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Preparing to Launch ERC



ERC construction site, Mostorod

The transformative impact of the **Egyptian Refining Company (ERC)**, Qalaa's greenfield second-stage refinery and Egypt's largest private sector led infrastructure mega project, will result in hundreds of millions of dollars in savings for Egypt, a new leap forward for Qalaa given the project's huge economic and value-generating potential. It will eliminate 96,000 tons of Egypt's annual sulfur emissions once complete. ERC's overall progress is now at 99%*, and the project is expected to come online in 2019.

4.3^{BN}

USD investment

4.7^{MN}

tons of refined
products/year

2.3^{MN}

tons of Euro V
diesel/year

30%-40%

reduction in Egypt's imports
of diesel

*As of 15 January 2019

January 2019

ربيع الآخرة ١٤٤٠ – جمادى الأولى ١٤٤٠



Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1 ٢٥	2 ٢٦	3 ٢٧	4 ٢٨	5 ٢٩
6 ٣٠	7 ١ Coptic Christmas	8 ٢	9 ٣	10 ٤	11 ٥	12 ٦
13 ٧	14 ٨	15 ٩	16 ١٠	17 ١١	18 ١٢	19 ١٣
20 ١٤	21 ١٥	22 ١٦	23 ١٧	24 ١٨	25 ١٩ Revolution Day	26 ٢٠
27 ٢١	28 ٢٢	29 ٢٣	30 ٢٤	31 ٢٥		

Venturing Into **Solar Energy**



Solar panels

TAQA Arabia's solar power plant in Aswan's **Benban Solar Park** capitalizes on the new feed-in-tariff program and will **connect 50 MW of solar power** to the national grid when it comes online in 2019. The plant will be part of Benban, a large national solar complex of 41 power plants in Upper Egypt.

50_{MW}

solar power generation
capacity

€ **1.35**_{BN}

EGP investment

€ **11**_{MN}

USD expected annual
revenues

1H19

expected start of operations

February 2019

جمادى الأولى ١٤٤٠ – جمادى الآخرة ١٤٤٠



Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1 ٢٦	2 ٢٧
3 ٢٨	4 ٢٩	5 ٣٠	6 ١	7 ٢	8 ٣	9 ٤
10 ٥	11 ٦	12 ٧	13 ٨	14 ٩	15 ١٠	16 ١١
17 ١٢	18 ١٣	19 ١٤	20 ١٥	21 ١٦	22 ١٧	23 ١٨
24 ١٩	25 ٢٠	26 ٢١	27 ٢٢	28 ٢٣		

Exploring the Potential of Alternative Fuels

tawazon



Tawazon, agricultural production

Qalaa Holdings is making new investments in Egypt's **solid waste management sector** through Tawazon and its subsidiaries ECARU and ENTAG. Tawazon offers "waste-to-energy" solutions and services using agricultural and municipal waste. Plans are underway to double capacity for refuse-derived fuels (RDF), with machinery already procured and commissioning expected to begin in 2019.

2.6_{MN}

tons of biomass, RDF, and organic compost*

1.2_{MN}

tons of organic compost*

393_K

tons of RDF*

1.1_{MN}

tons of biomass*

*As of November 2018

March 2019

جمادى الآخرة ١٤٤٠ – رجب ١٤٤٠



Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1 ٢٤	2 ٢٥
3 ٢٦	4 ٢٧	5 ٢٨	6 ٢٩	7 ٣٠	8 ١	9 ٢
10 ٣	11 ٤	12 ٥	13 ٦	14 ٧	15 ٨	16 ٩
17 ١٠	18 ١١	19 ١٢	20 ١٣	21 ١٤	22 ١٥	23 ١٦
24 ١٧	25 ١٨	26 ١٩	27 ٢٠	28 ٢١	29 ٢٢	30 ٢٣
31 ٢٤						

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Expanding Our Export Strength

ASCOM
GEOLOGY & MINING



ASCOM's Calcium Carbonate production

Qalaa Holdings is looking to expand production capacities at **ASCOM's Calcium Carbonate** operation (ACCM), where the majority of output is exported. New capacities are expected to come online by mid-2019. ACCM exports products to Asia, the Gulf, Africa, and South America.

264_K

tons of ACCM volumes sold*

17.5_{MN}

USD in ACCM revenues*

5.1_{MN}

USD in ACCM EBITDA*

8.8_K

tons of GlassRock
volumes sold*

*As of 2017

APRIL 2019

رجب ١٤٤٠ – شعبان ١٤٤٠

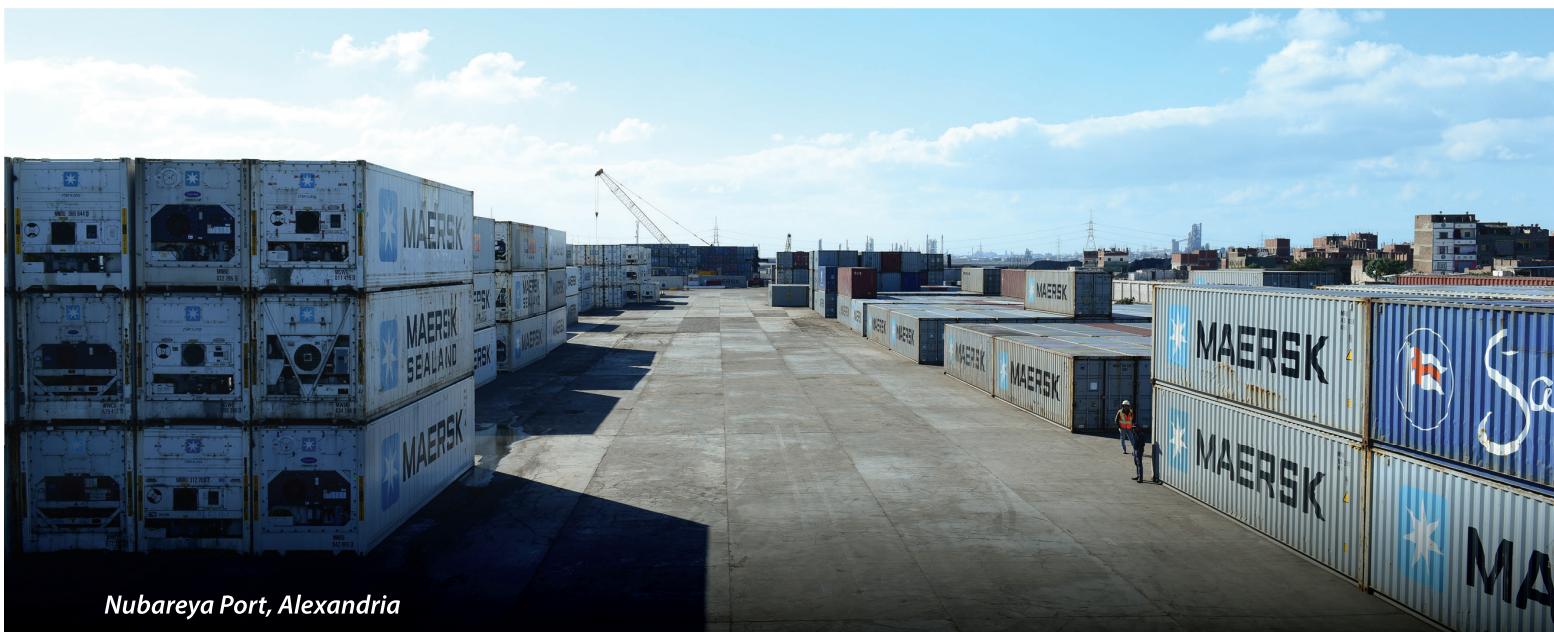


Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1 ٢٥	2 ٢٦	3 ٢٧	4 ٢٨	5 ٢٩	6 ١
7 ٢	8 ٣	9 ٤	10 ٥	11 ٦	12 ٧	13 ٨
14 ٩	15 ١٠	16 ١١	17 ١٢	18 ١٣	19 ١٤	20 ١٥
21 ١٦	22 ١٧	23 ١٨	24 ١٩	25 ٢٠ Sinai Liberation Day	26 ٢١ Coptic Friday	27 ٢٢ Coptic Holy Saturday
28 ٢٣ Coptic Easter	29 ٢٤ Sham El Nessim	30 ٢٥				

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Initiating a **Logistics Hub**



Nubareya Port, Alexandria

Nile Logistics is building a comprehensive suite of transport and logistics services, including the recently inaugurated **inland container depot (ICD)** and bonded warehouses in Alexandria's **Nubareya Port**, which has been delivering exceptional results, as well as a planned grain-storage facility.

110.5_{MN}

EGP in revenue booked
by NMT in 2017

100_K

tons expected capacity of
Nubareya grain-storage
warehouse

32.5_{MN}

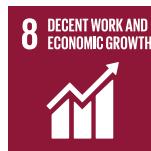
EGP revenues generated
from ICD as of end-
September 2018

50%

projected growth in
margins from new grain
transport contract

MAY 2019

شعبان ١٤٤٠ – رمضان ١٤٤٠



Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1 ٢٦ Labor Day	2 ٢٧	3 ٢٨	4 ٢٩
5 ٣٠	6 ١ First Day of Ramadan	7 ٢	8 ٣	9 ٤	10 ٥	11 ٦
12 ٧	13 ٨	14 ٩	15 ١٠	16 ١١	17 ١٢	18 ١٣
19 ١٤	20 ١٥	21 ١٦	22 ١٧	23 ١٨	24 ١٩	25 ٢٠
26 ٢١	27 ٢٢	28 ٢٣	29 ٢٤	30 ٢٥	31 ٢٦	

Investing in Egypt's Future Leaders

≈≈≈≈≈
32K
 ≈≈≈≈≈

beneficiaries from Qalaa and its subsidiaries' human capital development initiatives*

≈≈≈≈≈
184+
 ≈≈≈≈≈

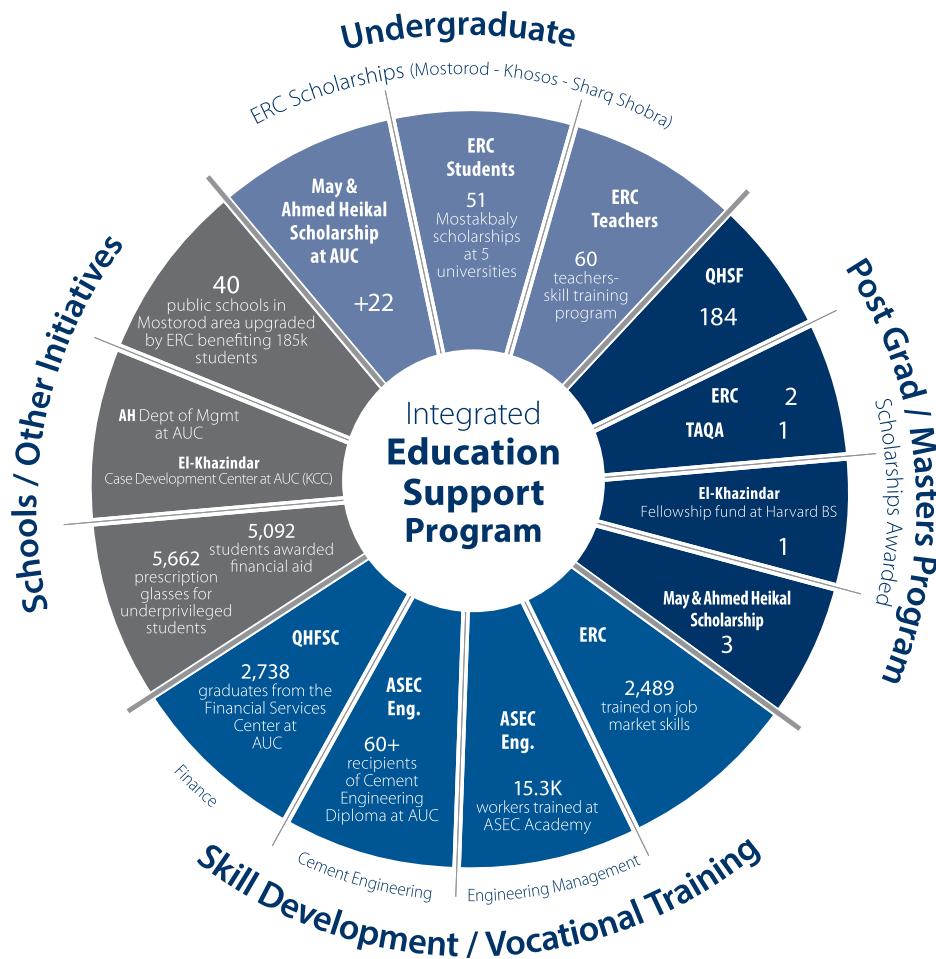
scholarships awarded

≈≈≈≈≈
14
 ≈≈≈≈≈

governorates

≈≈≈≈≈
45%
 ≈≈≈≈≈

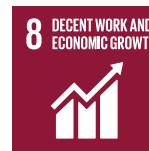
females



*As of 31 December 2018

JUNE 2019

رمضان ١٤٤٠ – شوال ١٤٤٠



Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1 ٢٧
2 ٢٨	3 ٢٩	4 ١ Eid El Fitr	5 ٢ Eid El Fitr	6 ٣ Eid El Fitr	7 ٤	8 ٥
9 ٦	10 ٧	11 ٨	12 ٩	13 ١٠	14 ١١	15 ١٢
16 ١٣	17 ١٤	18 ١٥	19 ١٦	20 ١٧	21 ١٨	22 ١٩
23 ٢٠	24 ٢١	25 ٢٢	26 ٢٣	27 ٢٤	28 ٢٥	29 ٢٦
30 ٢٧ 30 th June Uprising						

Building Capacity in **Printing and Packaging**



Through its subsidiary National Printing Company, Qalaa Holdings has **invested in the printing and packaging sector** with investments of over USD 60 million to date. National Printing Company has four subsidiaries: Shorouk, Al-Baddar, Windsor, and Uniboard and a total of 2,000 employees. It is a leading printing and packaging company that uses some of the most advanced technology available in Egypt.

2.1_{BN}

EGP total group sales in
2018

50%

reduction in Egypt's imports
of duplex paper

80_K

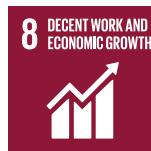
tons of recycled paper used

60_{MN}

USD total investment

JULY 2019

شوال ١٤٤٠ - ذي القعدة ١٤٤٠



Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1 ٢٨	2 ٢٩	3 ٣٠	4 ١	5 ٢	6 ٣
7 ٤	8 ٥	9 ٦	10 ٧	11 ٨	12 ٩	13 ١٠
14 ١١	15 ١٢	16 ١٣	17 ١٤	18 ١٥	19 ١٦	20 ١٧
21 ١٨	22 ١٩	23 ٢٠ Revolution Day	24 ٢١	25 ٢٢	26 ٢٣	27 ٢٤
28 ٢٥	29 ٢٦	30 ٢٧	31 ٢٨			

Transporting Goods Efficiently and **Economically**



Nile Logistics river barge

Nile Logistics delivers transportation efficiencies, offering clients a **one-stop shop for efficient transportation and logistics services**. The company owns and operates a fleet of barges that allows it to transport bulk cargo along the Nile, provide stevedoring services in various Egyptian ports, and offer a container-feeder service in Port Said between the eastern and western container terminals.

920_K

tons of cargo handled in stevedoring business*

117.8_{MN}

EGP consolidated Nile Logistics revenues*

62

total number of river barges

20-40

truckloads can be transported on one river barge

* As of 2017

AUGUST 2019

ذو القعدة ١٤٤٠ – محرم ١٤٤١



Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
Arafat Day	Eid El Adha	Eid El Adha	Eid El Adha	Eid El Adha		
18	19	20	21	22	23	24
25	26	27	28	29	30	31
						Islamic New Year

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Delivering Energy to Consumers



TAQA Arabia's Oil Marketing Division is the first local private sector player to sell refined petroleum products and fuel oil to retail, industrial, and wholesale customers with a focus on underpenetrated areas with favorable competitive landscapes.

50%

contribution to total TAQA
Arabia revenues in 2017

53

petrol stations nationwide

7

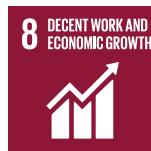
new petrol stations planned
in 2019

1_{MN}

clients connected to natural
gas grid by TAQA's gas
division

SEPTEMBER 2019

محرم ١٤٤١ – صفر ١٤٤١



Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	٢	2	٣	3	٤	4
٥	5	٦	6	7	٨	8
٩	9	١٠	10	١١	11	١٢
١٣	12	١٤	13	١٥	14	١٥
١٦	15	١٧	16	١٨	17	١٩
٢٠	18	٢١	19	٢٢	20	٢٣
٢٤	22	٢٥	23	٢٦	24	٢٧
٢٨	26	٢٩	27	٢٨	28	٢٩
٣٠	29	٣٠	١			

Increasing Our Milk Volumes



Dina Farms cattle

With an agricultural footprint of over 10,000 acres, Qalaa subsidiary Dina Farms is **Egypt's largest private-sector dairy producer** and fresh milk farm. In 2017, the company produced over 78,453 tons of raw milk, utilizing its 15,192 cattle heads, of which 6,680 are milking cows. Dina Farms sold 16,448 tons of raw milk in the third quarter of 2018.

78.5_K

tons of raw milk produced in
2017

20%

increase in milk
production levels

15_{K+}

total cow herd

75%

market share of fresh milk,
according to a Nielson report

OCTOBER 2019

صفر ١٤٤١ – ربيع الأول ١٤٤١



Sun	Mon	Tue	Wed	Thu	Fri	Sat							
		1	٢	2	٣	3	٤	4	٥	5	٦		
6	٧	7	٨	8	٩	9	١٠	10	١١	11	١٢	12	١٣
Armed Forces Day													
13	١٤	14	١٥	15	١٦	16	١٧	17	١٨	18	١٩	19	٢٠
20	٢١	21	٢٢	22	٢٣	23	٢٤	24	٢٥	25	٢٦	26	٢٧
27	٢٨	28	٢٩	29	١	30	٢	31	٣				

Growing With Impact

Qalaa Holdings has played a pioneering role in advancing sustainable business practices while helping to fuel inclusive growth and economic development in Egypt and Africa. The company has created thousands of jobs, developed critical infrastructure, and offered educational opportunities for people at every level of society.



50+

companies created since
2004

40_k

total number of jobs
created by Qalaa's portfolio
companies

96_k

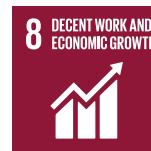
ton reduction in Egypt's
annual sulfur emissions by
ERC

60_{MN+}

USD contributed to
community development
programs since 2004

NOVEMBER 2019

ربيع الأول ١٤٤١ – ربيع الآخرة ١٤٤١



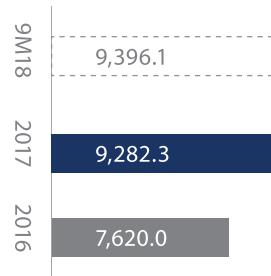
Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
					٤	٥
3	٦	4	٧	5	٨	6
						9
						١٢
						Prophet Mohammed's Birthday
10	١٣	11	١٤	12	١٥	13
						١٦
						١٧
						١٨
						١٩
17	٢٠	18	٢١	19	٢٢	20
						٢٣
						٢٤
						٢٥
						٢٦
24	٢٧	25	٢٨	26	٢٩	27
						٣٠
						28
						١
						29
						٢
						30
						٣

Improving Our Bottom Line



Revenue Progression (EGP MN)

22%
y-o-y*



*2016 vs 2017

EBITDA Progression (EGP MN)

56%
y-o-y*



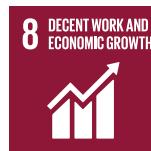
*2016 vs 2017

As Qalaa's portfolio companies gain stronger footings in their respective markets, they will pursue growth strategies that will continue driving forward momentum and cement Qalaa's position as an African leader in energy and infrastructure.



DECEMBER 2019

ربيع الآخرة ١٤٤١ – جمادى الأولى ١٤٤١



Sun	Mon	Tue	Wed	Thu	Fri	Sat
1 ٤	2 ٥	3 ٦	4 ٧	5 ٨	6 ٩	7 ١٠
8 ١١	9 ١٢	10 ١٣	11 ١٤	12 ١٥	13 ١٦	14 ١٧
15 ١٨	16 ١٩	17 ٢٠	18 ٢١	19 ٢٢	20 ٢٣	21 ٢٤
22 ٢٥	23 ٢٦	24 ٢٧	25 ٢٨ Christmas	26 ٢٩	27 ١	28 ٢
29 ٣	30 ٤	31 ٥				

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