

# **GFH Financial Group Q1 2017 Results**

## **Presentation to Investors and Analysts**

**For the Period Ended March 31<sup>st</sup> 2017**



## Important Notice and Forward-Looking Statements

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## Agenda

1. **Group Q1 2017 Highlights**
2. **Q1 2017 Financial Performance Review**
3. **Q&A**

## Group Q1 2017 Highlights

<i>(in \$ million)</i>	Q1 2017	Q1 2016
Commercial Banking	15.3	16.2
GFH Capital	39.9	5.0
GFH Real Estate	(4.3)	4.1
Others	0.2	3.9
<b>Total Income</b>	<b>51.1</b>	<b>29.1</b>
Operating Expenses	(23.4)	(17.6)
<b>Profit Before Impairment</b>	<b>27.7</b>	<b>11.5</b>
Impairment Allowances & Others	5.8	(1.5)
<b>Net Profit</b>	<b>33.6</b>	<b>10.0</b>
<i>Attributable to Shareholders of the Group</i>	31.9	6.1
<i>Attributable to Minority Interest</i>	1.6	4.0
<b>Annualized Return on Equity</b>	<b>14.5%</b>	<b>3.5%</b>
<b>Total Income Growth</b>	<b>75.3%</b>	
<b>Net Profit Growth</b>	<b>426.3%</b>	
<b>Total Assets</b>	<b>3,240</b>	<b>2,702</b>

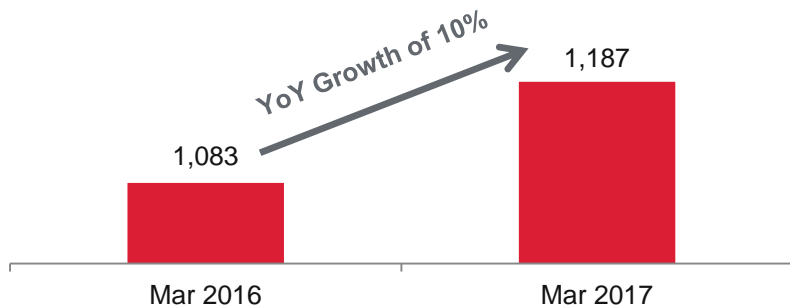
*Group net profit increased by 426.3%, with an annualized return on equity of 14.5%*

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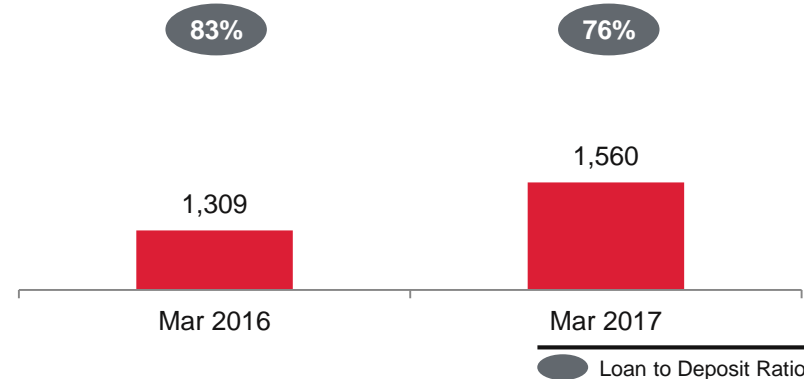
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# Commercial Banking – Solid Growth in the Loan Book & Market Share

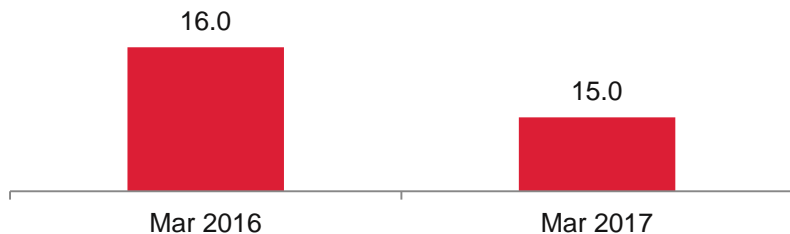
## Financing Assets (\$m) <sup>(1)</sup>



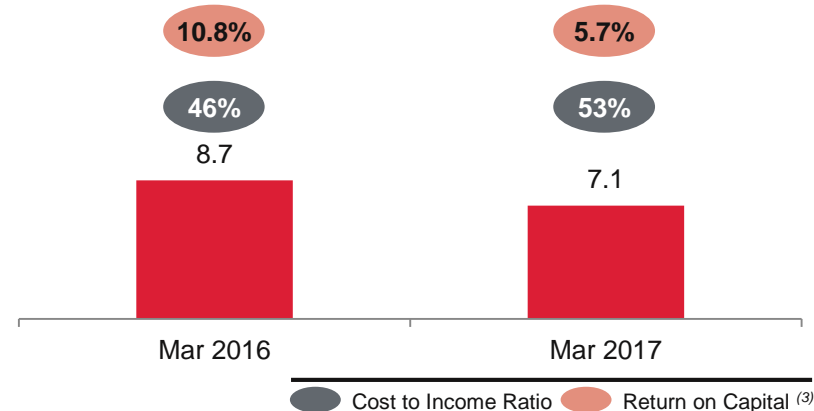
## Customer Deposits (\$m) <sup>(2)</sup>



## Total Income (\$m)



## Profit Before Impairment (\$m)

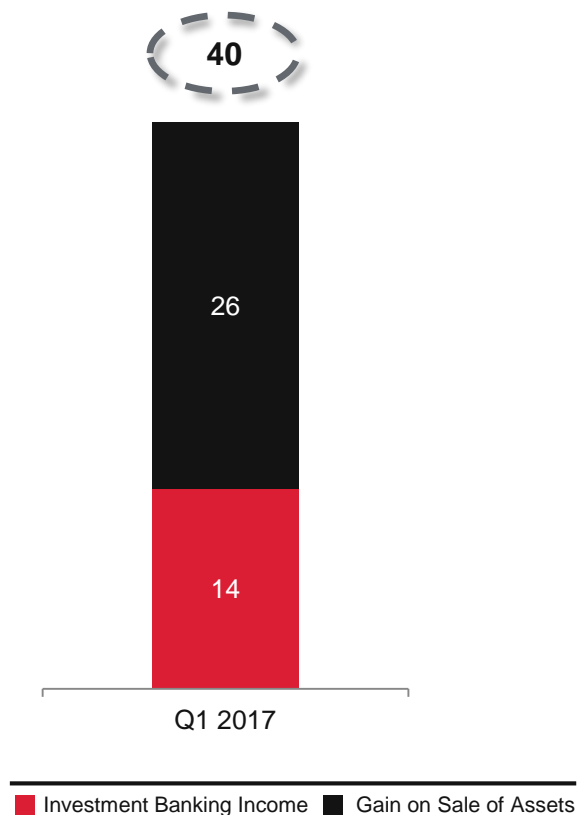


During the quarter, the Group also realized an additional \$9m due to reflection of exact KHCB 2016 results

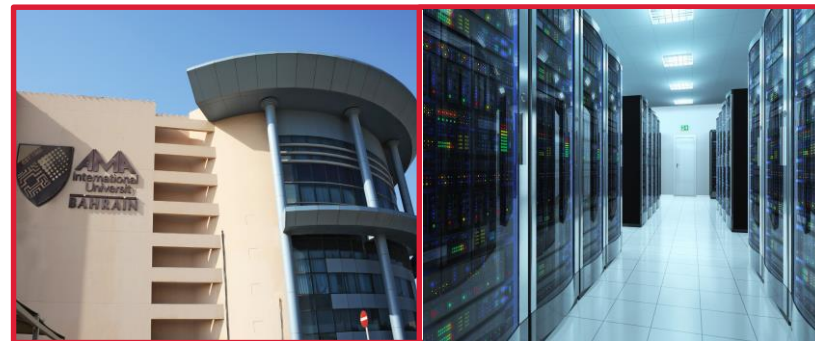
(1) Includes financing assets and assets acquired for leasing. (2) Includes customers' current accounts, placements from non-FIs & individuals and equity of investment account holders. (3) Annualized.

## GFH Capital – Strong Levels of Income Generation

### Q1 2017 Income Generation (\$m)



- Strong levels of investment banking income for the Group in Q1 2017 of \$14 million
  - Positively impacted by Group's role in launching new Private Equity & Asset Management opportunities including AMA International Investments
  - US-based Virginia Data Centre with market value exceeding \$100m recently launched



- The Group also recognized a gain on sale of an educational portfolio company of \$26m, which was sold for a consideration of \$55 million for a 49% stake sale

# GFH Real Estate & Strategic Acquisitions

## Significant Progress in GFH Real Estate

- Launch of Harbour Row construction works, more than 500 piles have been casted on site to date.
- The Harbour Row project is a luxurious water-facing mixed-use project within Bahrain Financial Harbour comprising of unique high quality residential units and a lively retail elements



- The Group has realized sales on the Harbour Row project of c. \$35 million (20% of the project). Based upon percentage of completion, the Group will realize the associated income in subsequent quarters.

## Strategic Acquisitions

- Substantial inorganic growth expected in the future from strategic acquisitions
- Several late-stage discussions with different targets in the Investment Banking, Insurance and Money Exchange Sectors
- Acquisitions will accelerate GFH's growth profile and augment its current product offering and geographic reach
- Aim to deliver on the Group's vision to create a leading regional financial group



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**Q&A**

**Thank You  
Q&A**