

GFH Financial Group Q2 2017 Results

Presentation to Investors and Analysts

For the Period Ended June 30th 2017



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Agenda

1. **Group Q2 2017 Highlights**
2. **Q2 2017 Financial Performance Review**
3. **Q&A**

Group Q2 2017 Highlights

<i>(in \$ million)</i>	H1 2017	H1 2016	Q2 2017	Q2 2016
Commercial Banking	32.0	31.8	16.7	15.6
GFH Capital	88.5	2.1	48.6	(2.9)
GFH Real Estate	(8.9)	48.1	(4.6)	44.0
Others	1.8	1.3	1.6	(2.6)
Total Income	113.3	83.3	62.3	54.2
Operating Expenses	51.3	47.3	(28.0)	(29.4)
Profit Before Impairment	62.0	36.2	34.3	24.7
Impairment Allowances & Others	3.5	(18.3)	(2.3)	(16.8)
Net Profit	65.5	18.0	32.0	7.9
<i>Attributable to Shareholders of the Group</i>	<i>62.1</i>	<i>11.5</i>	<i>30.2</i>	<i>5.5</i>
<i>Attributable to Minority Interest</i>	<i>3.4</i>	<i>6.4</i>	<i>1.7</i>	<i>2.5</i>
Annualized Return on Equity	10.9%	3.3%	10.6%	3.1%
Total Income Growth	36.0%		14.9%	
Net Profit for shareholders Growth	440.4%		455.3%	
Total Assets	3,934	2,703	3,934	2,703

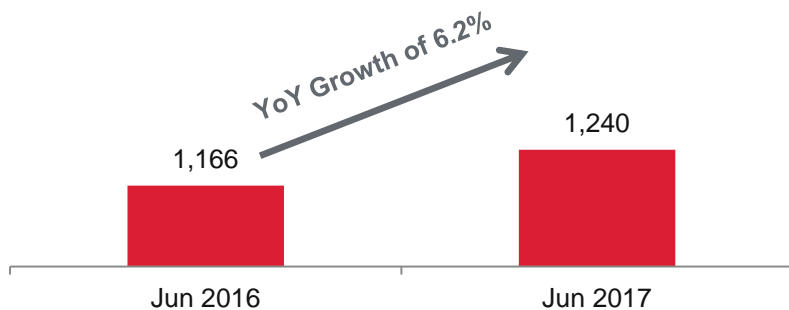
Group net profit in H1 2017 increased 264.4% from USD18.8m to USD 65.5m

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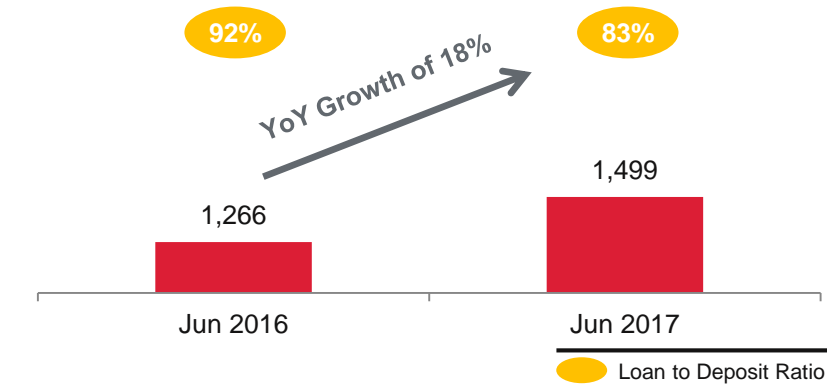
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Commercial Banking – Growth in the Loan Book & Deposits

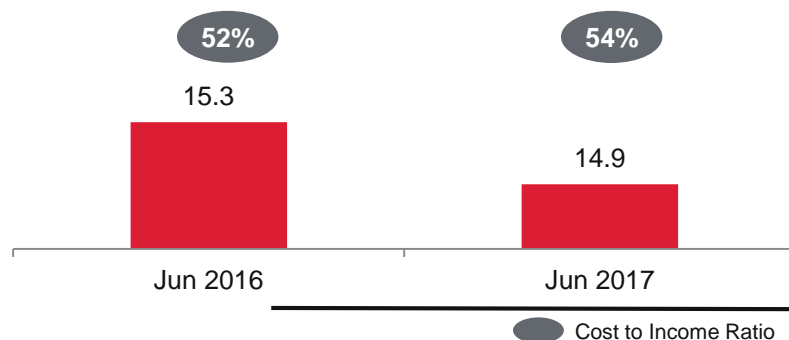
Financing Assets (\$m) ⁽¹⁾



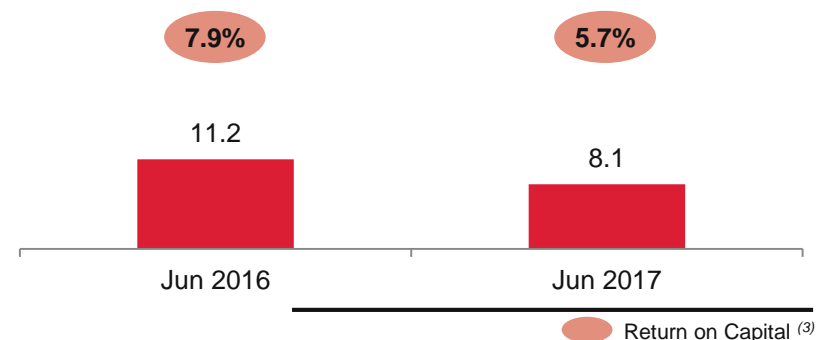
Customer Deposits (\$m) ⁽²⁾



Profit Before Impairment (\$m)



Net Profit (\$m)

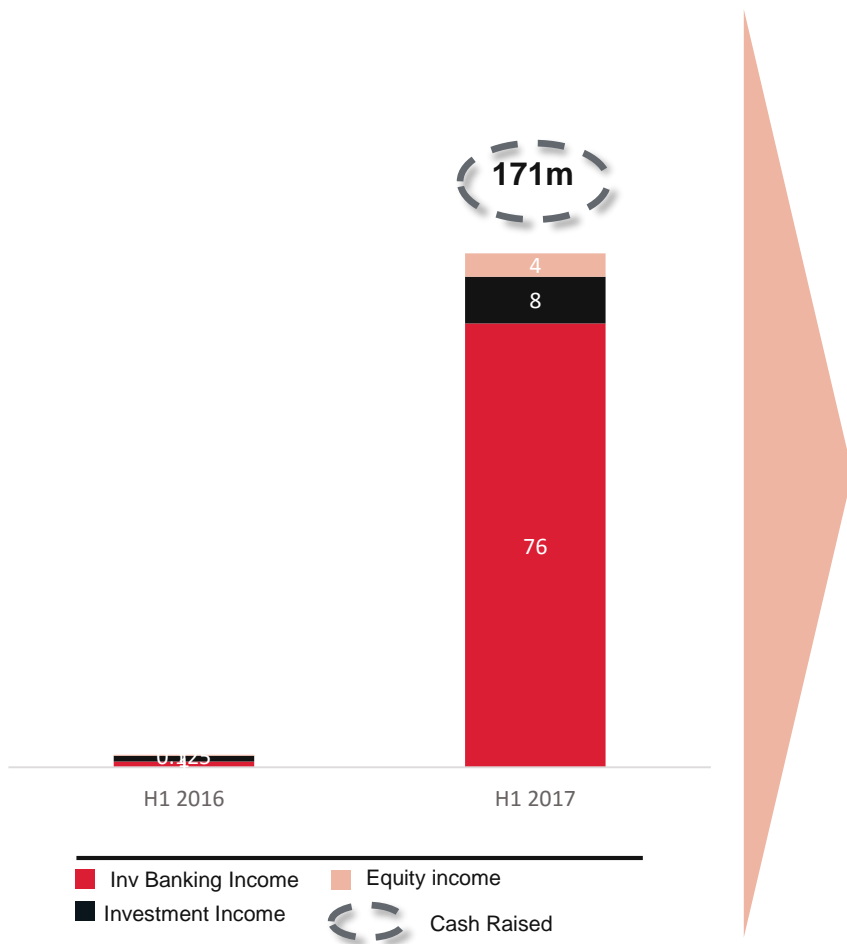


Continuing growth in Income, Loan book and customer deposits, tempered by higher costs

(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

H1 2017 Income Generation (\$m)



- Strong levels of investment banking income for the Group in H1 2017 of \$76 million
 - Positively impacted by Group’s role in launching new Private Equity & Asset Management opportunities including selling our education portfolio
 - Monies raised for transactions in 1H amounted to \$ 171 million.



- Robust Transaction Pipeline for 2H including US Data Centre, Commercial Properties and Schools

GFH Real Estate & Strategic Acquisitions

Significant Progress in GFH Real Estate

- Launch of Harbour Row construction works, with piling work on east wing complete and foundation work commenced.
- 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

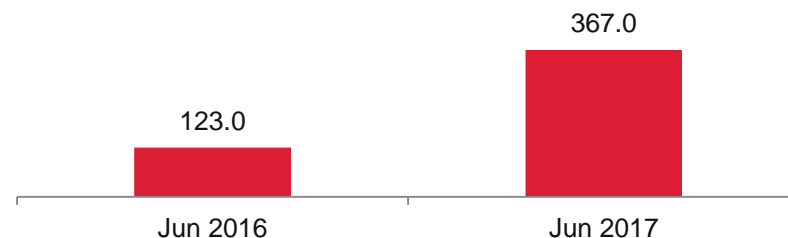


- The Group has realized sales on the Harbour Row project of c. \$43 million (24% of the project).
- Income on percentage of completion, in subsequent quarters.

Strategic Acquisitions

- Substantial inorganic growth expected in the future from strategic acquisitions from different Financial Service 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

Cash & Cash equivalents (\$m)



GFH Share Offering: +1 Bn new GFH shares issued

New GFH Shareholding

Project Overview

Mumbai Economic Development Zone



70%

- Located in Navi Mumbai with a land area exceeding 510 hectares as part of a larger scale project.
- JV Agreements with Wadhwa Group for Phase I land and Adani Group for Phases II and III.
- Infrastructure works and pre-sales on Phase I lands are expected during 2017 based on local approvals.



Royal Parks Marrakech



83%

- Mixed use project in Marrakech spanning over 380 hectares of land with a view of the Atlas Mountains.
- Masterplan updated to be in line with changing market dynamics, including a large theme park.
- First phase launch expected during H1 2018.



Tunis Financial Harbour



48%

- Mixed use project in Arianna spanning over 523 hectares of land with an attractive beach front.
- Development of Phase I and II infrastructure works is on schedule and expected to complete soon.
- Project being developed in four phases including commercial zones, medical city and residential units.



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Q&A

**Thank You
Q&A**