

GFH FINANCIAL GROUP

Presentation to the Investors on Q3 2023 Results | *14 November 2023*



Key Performance

Consolidated profits

9M - 13.3% Increase

Q3 – 8.4% Decrease

Shareholder profits

9M – 19.2% Increase

Q3 – 0.8% Increase

Total income

9M - 38.9% Increase

Q3 – 32.8% Increase

Operating expenses & impairment

9M – 58.5% Increase

Q3 – 75.7% Increase

Finance expenses

9M – 44.3% Increase

Q3 – 24.6% Increase

EPS

9M - 18.3% Increase

Q3 – 2.7% Decrease

Assets

9M - 8% Increase

Equity

9M – 0.3% Decrease

9M 2023 compared with 9M 2022 and Q3 2023 compared with Q3 2022

Key ratios

Annualised ROE:

10.6%

Annualised ROA:

1.0%

CAR:

15.62%

BVPS:

\$0.26

P/B:

1.0x

P/E:

8.63x

LCR:

227%

NSFR:

106%

Key messages –

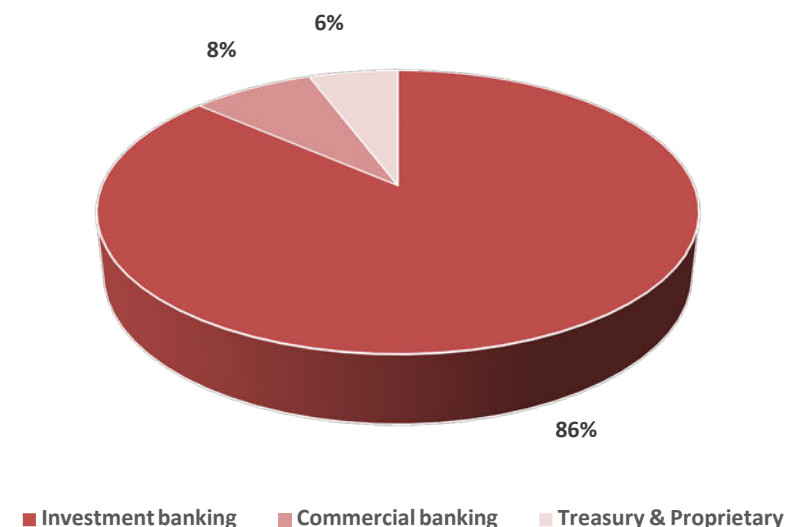
- ✓ Group continues to report solid results amongst uncertain market conditions
- ✓ Continuous fund inflows
- ✓ Diversified business model ensures streamlining of performance

Each of the business line contributed with enhancement in the quality of income

Consolidated Income	Q3 23	GFH Transactions during Q3 2023
Investment banking	75.8	Placement of Saudi Food Logistics, US Opportunistic Fund, US Logistics II and Student Housing III.
Treasury and Proprietary investments	5.0	<p><u>Treasury Investment</u> Fixed Income coupon Income from bank placements MTM impact on treasury portfolio Finance expenses on Repo & FI of the bank</p> <p><u>Proprietary investments</u> Income from associates Dividend income from co-investments of the Bank.</p>
Commercial Banking	6.8	Represents Khaleeji bank gross income for Q3 23.

\$m

Income contribution – Businesslines



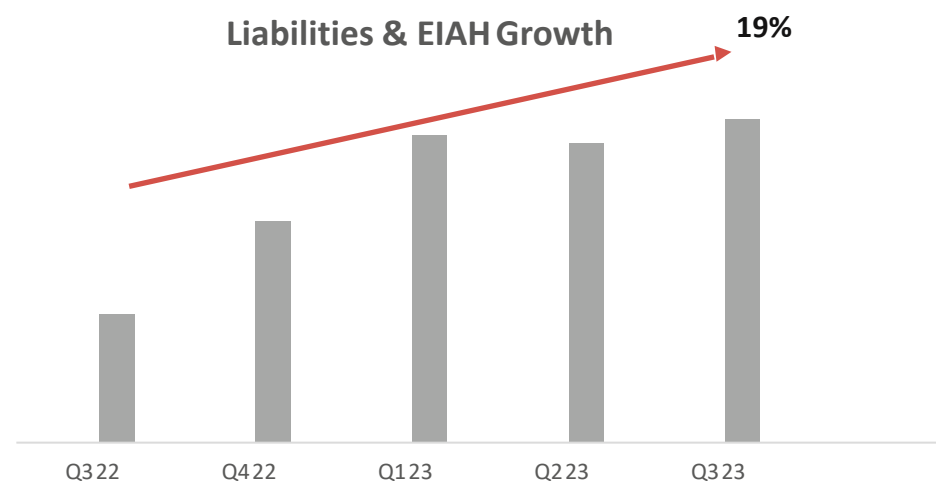
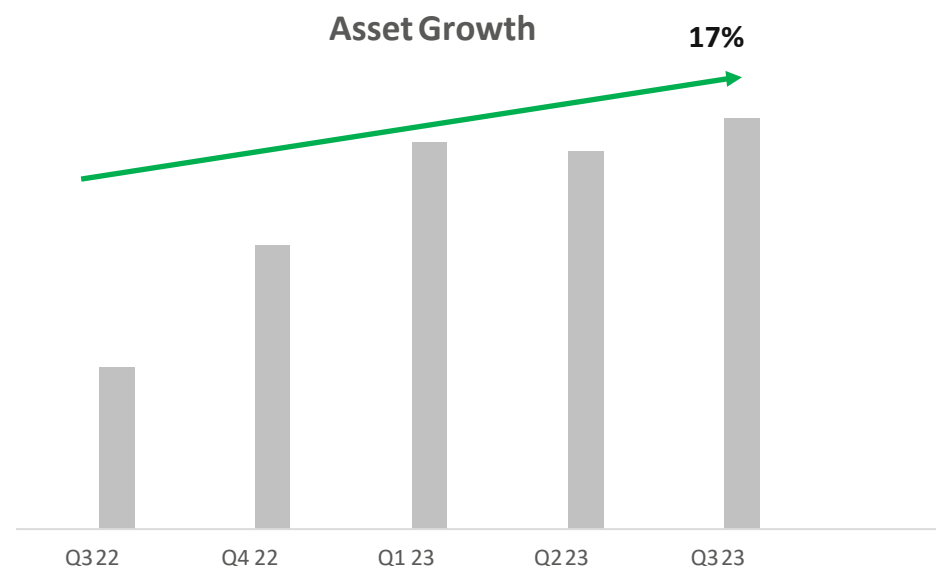
~1% growth in shareholders' profits compared to Q3 2022



	\$m		
Consolidated income statement	Q3 2023	Q3 2022	
Investment banking income	75.8	28.6	165.0%
Commercial banking income	6.8	21.6	-68.5%
Treasury & proprietary income	5.0	15.7	-68.2%
GROSS OPERATING INCOME	87.6	65.9	32.9%
Operating expenses – GFH	41.8	24.4	71.3%
Finance expense	15.2	12.2	24.6%
Impairment allowances	6.7	3.2	109.4%
TOTAL EXPENSES	63.7	39.8	60.1%
CONSOLIDATED PROFIT	23.9	26.1	-8.4%
NCI	-0.4	2.0	-122.3%
PROFIT TO SHAREHOLDERS	24.3	24.1	0.8%

Consolidated Balance sheet of the Group continues to grow steadily

	\$m		
	September 2023	December 2022	September 2022
ASSETS			
Cash and bankbalances	446.2	858.2	551.0
Treasuryportfolio	4,970.1	4,210.0	3,788.0
Financing assets	1,558.8	1,435.2	1,473.7
Real estate investment	1,333.4	1,287.1	1,270.3
Proprietary investment	1,018.1	1,005.1	1,069.5
Co-Investments	182.2	142.1	135.3
Receivables & prepayments	817.5	589.9	651.3
Property and equipment	215.8	232.7	65.3
TOTAL	10,542.1	9,760.3	9,004.4
LIABILITIES			
Clients' funds	106.6	123.3	84.0
Placements from FI & non-FI	3,654.9	4,855.1	3,308.3
Customer current accounts	158.2	131.2	846.4
Term financing	1,847.5	1,942.2	157.6
Payables and accruals	596.1	423.4	1,957.1
Total	6,363.3	7,475.2	6,353.4
Equity of investment account holders	3,100.6	1,213.7	2,159.3
EQUITY	994.2	996.6	973.6
Non-controlling interests	84.0	74.8	82.7
TOTAL	10,542.1	9,760.3	9,569.0



THANK YOU

