



 **EFG** **Hermes**

An EFG Holding Company

EFG Hermes Credentials

July 2024

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EFG Hermes Credentials

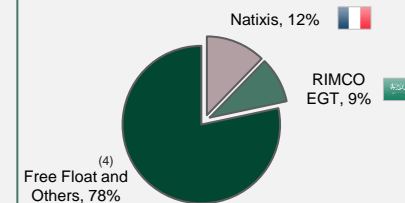


Leading MENA / FEM Investment Bank With Unmatched Regional Access

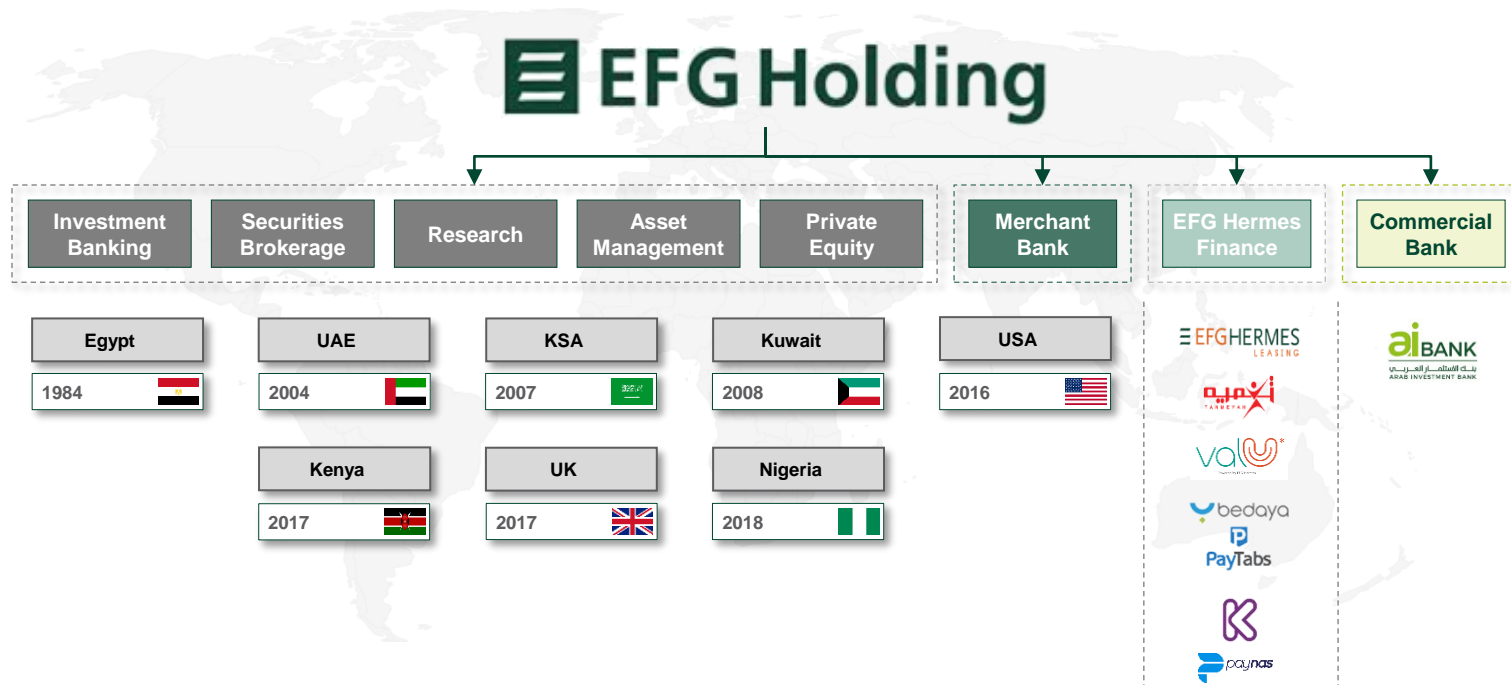
EFG Hermes Overview

- Established in 1984 and present in the UAE since 2004, EFG Holding S.A.E. ("EFG Holding") has grown over 30 years to become **the leading financial services corporation in the MENA region**
- Drawing on our proven track-record and a team of more than 6,000 talented employees, we provide a wide spectrum of financial services that include **investment banking, asset management, securities brokerage, research and private equity**
- EFG Hermes is listed on the EGX and the LSE with a **market capitalization of c. USD 531 mn⁽¹⁾**
- EFG Hermes has a **well diversified shareholder base** encompassing several **large global institutions** and **regional HNWI⁽²⁾** as well as **SWFs⁽³⁾**
- Launched the NBFI Platform – **EFG Hermes Finance** – which undertakes non-bank financing activities through a number of subsidiaries, including but not limited to: EFG Hermes Leasing, Tanmeyah Microfinance, valU for Installment Sale Services and EFG Hermes Factoring

Well Diversified Shareholder Base



Current Group Structure - A Universal Banking Platform



Select Recent Awards

- Best Investment Bank in Egypt in 2024**
Euromoney
- Best Investment Bank in the Middle East in 2022**
Global Finance Magazine
- EMEA Finance Achievement Award 2021**
EMEA Finance
- Best Investment Bank in Frontier Markets in 2021**
Global Finance Magazine

Note: (1) As of June 12th, 2024; (2) HNWI: High Net Worth Individuals; (3) SWFs: Sovereign Wealth Funds; (4) Free Float includes 8.02% Bank of New York Mellon GDRs and 5.62% Social insurance fund

EFG Hermes Credentials

MENA's Only Full-Fledged Financial Services Platform



Sell Side

Investment Banking

- ≡ **#1 Investment Banking platform in the MENA region**
 - ≡ USD 95.8 bn in equity raised;
 - ≡ USD 62.2 bn of M&A; and
 - ≡ USD 8.0 bn of debt transactions
 - ≡ Ranked 1st on Thomson Reuters Middle East ECM League Tables for 2015, 2017 and 2018, and 2019
 - ≡ 2020 Best Middle East Investment Bank by Global Finance

Securities Brokerage

- ≡ **Leading brokerage platform** in the region
- ≡ **Top rankings in Saudi Arabia, UAE (DFM and ADX), Kuwait and Egypt** and leading positions in other MENA
- ≡ **Solid market share of institutional trading (Western and Asian) across markets** where EFG Hermes has presence
- ≡ **Extensive and diversified client base**, served by a strong sales and trading team specialized in the region
- ≡ The actual execution engine for most trading activities by global banks in GCC markets

Research

- ≡ Received the **Research House of the Year** in 2023 as part of from the **Saudi Capital Markets Awards**
- ≡ Ranked as **#2 research house in the MENA region** in 2021 by **Institutional Investor** poll
- ≡ Longest standing and widest coverage of MENA equities and economies with a diversified product range
- ≡ **237 companies** covered across the MENA region
Most active research analysts in recent MENA IPOs

Most active sell side platform in MENA; offering the most effective ECM ecosystem dedicated to MENA with unrivaled research, sales, distribution and corporate access capabilities

Buy Side

Asset Management

- ≡ **Leading asset manager in the region with USD 4.8 bn of AUM⁽¹⁾** dedicated to the MENA region, Frontier Markets and Emerging Markets

FIM Partners

Private Equity

- ≡ **Approximately USD 1.6 bn of AUM**
- ≡ Investments in 38 MENA companies with 28 exits to date
- ≡ Vortex's platform, which invests in European renewable plays, manages a solar portfolio of a total capacity of 365 MW after exiting European wind energy portfolio in March 2019
- ≡ The Egypt Education fund is part of a USD 300 mn platform in partnership with GEMS Education

Non-Bank Financial Services

EFG Hermes Finance

- ≡ **Growing platform of non-bank financial services companies predominantly serving SMEs.** Key subsidiaries are;
 - ≡ EFG Hermes Leasing
 - ≡ Microfinance company Tanmeyah
 - ≡ valU for Installment Sale Services
 - ≡ EFG Hermes Factoring
- ≡ **valU entered into a partnership with Al Hokair to enter GCC market**
- ≡ **Strategic partnership between valU and Amazon**



Retail Banking

Commercial Bank

- ≡ EFG Hermes recently acquired Arab Investment Bank; transforming itself into a **universal banking platform**



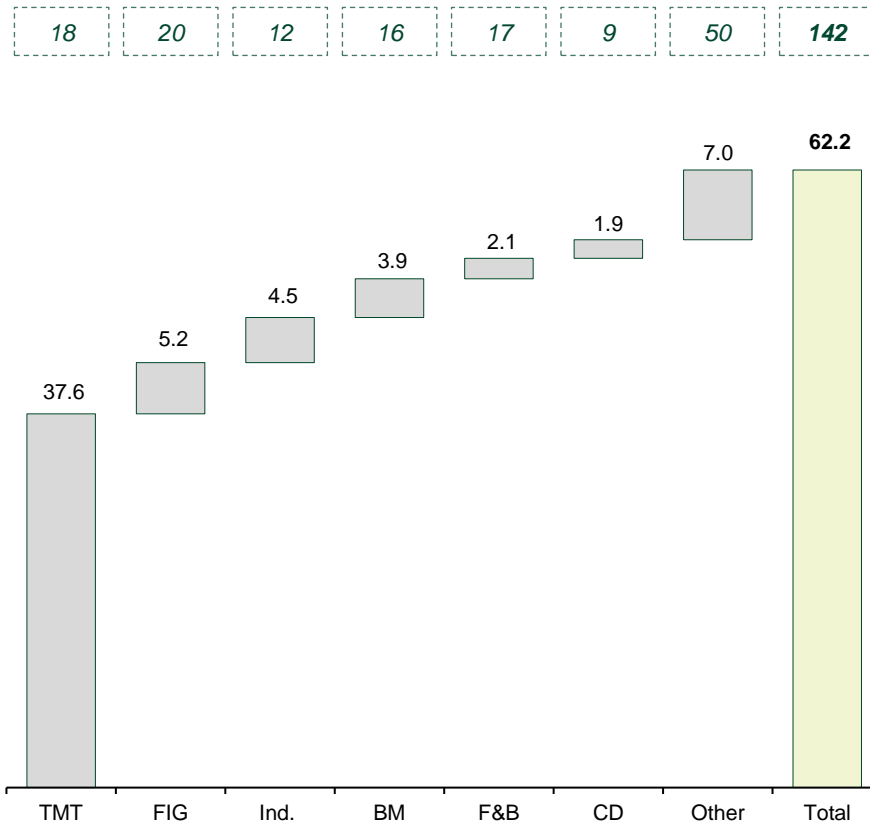
EFG Hermes Credentials



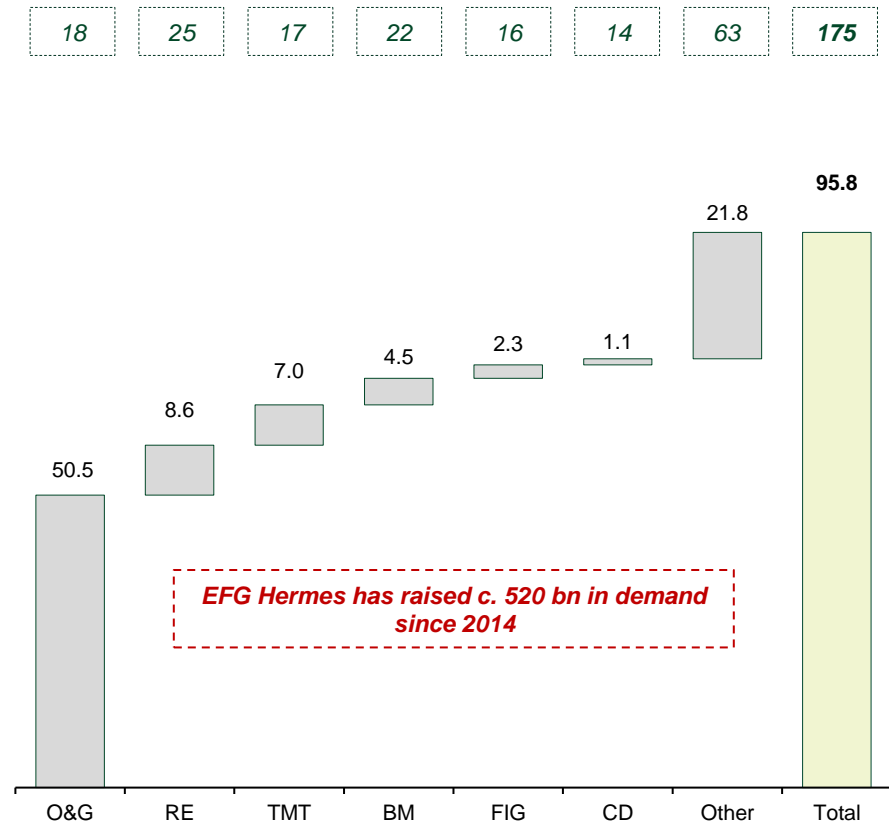
Recognized Equity and M&A Franchise Across a Multitude of Sectors and Industries

EFG Hermes has established a strong equity and M&A franchise with USD 62.2 bn of M&A transactions and USD 95.8 bn of equity transactions executed across various sectors since 1995

M&A Track Record (USD bn)



Equity Track Record (USD bn)



EFG Hermes has raised c. 520 bn in demand since 2014

Number of Transactions

EFG Hermes Credentials



More than US\$ 135 bn Worth of Transactions Executed Since 2010

- Since 2010, the Investment Banking Division has been very active, closing a number of landmark transactions (with an aggregate value of more than USD 135 bn) despite very challenging market conditions
- During this period, we have managed to execute more deals than any other regional investment bank on both the equity and M&A side

Select Recent Executions

<p>Alef EDUCATIONAL</p> <p>IPO</p> <p>ADX</p> <p>(US\$ 515 mn)</p> <p>JGC</p> <p>June 2024</p>	<p>BIG</p> <p>IPO</p> <p>JGC</p> <p>(US\$ 147 mn)</p> <p>June 2024</p>	<p>إرامكو السعودية</p> <p>FMO</p> <p>Tadawul</p> <p>(US\$ 11,227 mn)</p> <p>JBR</p> <p>June 2024</p>	<p>Aliforra</p> <p>IPO</p> <p>Tadawul</p> <p>(US\$ 148 mn)</p> <p>JFA</p> <p>June 2024</p>	<p>فقيه.</p> <p>IPO</p> <p>Tadawul</p> <p>(US\$ 764 mn)</p> <p>JBR</p> <p>June 2024</p>	<p>ADNOC Drilling</p> <p>ABB</p> <p>ADX</p> <p>(US\$ 935 mn)</p> <p>JGC</p> <p>May 2024</p>	<p>Spinneys</p> <p>IPO</p> <p>DFM</p> <p>(US\$ 375 mn)</p> <p>JBR</p> <p>May 2024</p>
<p>Ashmore</p> <p>Sale of its minority stake in</p> <p>Kings</p> <p>(Undisclosed)</p> <p>Sell Side Advisor</p> <p>March 2024</p>	<p>پارکین</p> <p>IPO</p> <p>DFM</p> <p>(US\$ 429 mn)</p> <p>JBR</p> <p>March 2024</p>	<p>cenom</p> <p>Sale of a portfolio of 16 fashion brands to</p> <p>شركة عبدالله العليم</p> <p>ABULLAH AL OTHAIM</p> <p>(US\$ 25 mn)</p> <p>Sell Side Advisor</p> <p>February 2024</p>	<p>karzyon</p> <p>Acquisition of a 50% stake in</p> <p>(US\$ 67 mn)</p> <p>Buy Side Advisor</p> <p>February 2024</p>	<p>ADNEC</p> <p>Acquisition of a 40.5% stake in</p> <p>ICON Group</p> <p>(US\$ 882 mn)</p> <p>Sell-Side Advisor</p> <p>January 2024</p>	<p>ICON Group</p> <p>Acquisition of a 39% stake in</p> <p>Legacy Hotels</p> <p>(US\$ 800 mn)</p> <p>Buy-Side Advisor</p> <p>January 2024</p>	<p>DTC</p> <p>IPO</p> <p>DFM</p> <p>(US\$ 315 mn)</p> <p>JBR</p> <p>December 2023</p>
<p>Global Investment Holding</p> <p>Acquisition of a 30% stake in</p> <p>Eastern Company Sale</p> <p>(US\$ 625 mn)</p> <p>Buy Side Advisor</p> <p>November 2023</p>	<p>OQGN</p> <p>IPO</p> <p>MSX</p> <p>(US\$ 771 mn)</p> <p>JGC</p> <p>October 2023</p>	<p>ADES</p> <p>IPO</p> <p>Tadawul</p> <p>(US\$ 1,219 mn)</p> <p>JFA</p> <p>October 2023</p>	<p>لومي</p> <p>IPO</p> <p>Tadawul</p> <p>(US\$ 290 mn)</p> <p>JBR</p> <p>September 2023</p>	<p>Logistics & Services</p> <p>IPO</p> <p>ADNOC</p> <p>ADX</p> <p>(US\$ 769 mn)</p> <p>JBR</p> <p>June 2023</p>	<p>Al Ansari Financial Services</p> <p>IPO</p> <p>DFM</p> <p>(US\$ 210 mn)</p> <p>JGC</p> <p>April 2023</p>	<p>ABRAJ</p> <p>IPO</p> <p>MSX</p> <p>(US\$ 244 mn)</p> <p>JGC</p> <p>March 2023</p>
<p>ADNOC Gas</p> <p>IPO</p> <p>ADX</p> <p>(US\$ 2,500 mn)</p> <p>JBR</p> <p>March 2023</p>	<p>مجموعة كابلات الرياض</p> <p>Riyadh Cables Group</p> <p>IPO</p> <p>Tadawul</p> <p>(US\$ 378 mn)</p> <p>JBR</p> <p>December 2022</p>	<p>AMERICAN QUALITY</p> <p>IPO</p> <p>ADNOC</p> <p>ADX</p> <p>(US\$ 1,803 mn)</p> <p>JBR</p> <p>December 2022</p>	<p>taaleem</p> <p>IPO</p> <p>DFM</p> <p>(US\$ 204 mn)</p> <p>JGC</p> <p>November 2022</p>	<p>EMPOWER</p> <p>IPO</p> <p>DFM</p> <p>(US\$ 724 mn)</p> <p>JBR</p> <p>November 2022</p>	<p>سالك</p> <p>IPO</p> <p>DFM</p> <p>(US\$ 1,017 mn)</p> <p>JBR</p> <p>September 2022</p>	<p>Borouge</p> <p>IPO</p> <p>ADNOC</p> <p>ADX</p> <p>(US\$ 2,005 mn)</p> <p>JBR</p> <p>June 2022</p>
<p>U.E. INVESTMENT</p> <p>Sale of 100% stake in</p> <p>(US\$ 500 mn)</p> <p>Sell Side Advisor</p> <p>April 2022</p>	<p>دبوا</p> <p>IPO</p> <p>DFM</p> <p>(US\$ 6,100 mn)</p> <p>JBR</p> <p>April 2022</p>	<p>أغنية</p> <p>Acquisition of a 100% stake in</p> <p>(US\$ 172 mn)</p> <p>Buy Side Advisor</p> <p>December 2021</p>	<p>SODIC</p> <p>Sale of a 85.5% stake to</p> <p>(US\$ 388 mn)</p> <p>Sell Side Advisor</p> <p>November 2021</p>	<p>GeoPost</p> <p>Acquisition of a 25% Stake in</p> <p>aramex</p> <p>(US\$ 383 mn)</p> <p>Co-FA & Bookrunner</p> <p>October 2021</p>	<p>Fertiglobe</p> <p>IPO</p> <p>ADNOC</p> <p>ADX</p> <p>(US\$ 795 mn)</p> <p>JBR</p> <p>October 2021</p>	<p>Acwa Power</p> <p>IPO</p> <p>Tadawul</p> <p>(US\$ 1,213 mn)</p> <p>JBR</p> <p>October 2021</p>



EFG Hermes Credentials



Strongest ECM Track Record in MENA With 91 Executions and USD 520⁽¹⁾ bn of Demand Raised Since 2014

- EFG Hermes has a strong track record of successfully executing landmark IPOs across different regional and international exchanges, with the leading market share of Middle Eastern ECM transactions
- EFG Hermes has worked on the majority of local and international style offerings coming out of UAE, Saudi Arabia and Egypt over the last 7 years
- Leveraging on the largest trading platform in the MENA region, EFG Hermes has unrivaled access to the most relevant investor base in an IPO context
- Unrivaled distribution has allowed EFG Hermes to successfully execute and place more offerings in the MENA region than any other financial institution
- EFG Hermes has unique access to capital willing to invest in the GCC and MENA region
- Top ranked and sustained research coverage of the region positions EFG Hermes' analysts as key opinion leaders; key to the success of any offering

Select Recent ECM Executions

Most active ECM bank by deal count in the MENA region with 12 transactions in 2021, 13 transactions in 2022, 9 transactions in 2023 & 10 transactions in 2024

 IPO (US\$ 515 mn) JGC June 2024	 IPO (US\$ 147 mn) JGC June 2024	 FMO (US\$ 11,227 mn) JBR June 2024	 IPO (US\$ 148 mn) JFA June 2024	 IPO (US\$ 764 mn) JBR June 2024	 ABB (US\$ 935 mn) JGC May 2024	 IPO (US\$ 375 mn) JBR May 2024
 IPO (US\$ 429 mn) JBR March 2024	 IPO (US\$ 315 mn) JBR December 2023	 IPO (US\$ 771 mn) JGC October 2023	 IPO (US\$ 1,219 mn) JFA October 2023	 IPO (US\$ 290 mn) JBR September 2023	 IPO (US\$ 769 mn) JBR June 2023	 IPO (US\$ 210 mn) JGC April 2023
 IPO (US\$ 244 mn) JGC March 2023	 IPO (US\$ 2,500 mn) JBR March 2023	 IPO (US\$ 378 mn) JBR December 2022	 IPO (US\$ 1,803 mn) JBR December 2022	 IPO (US\$ 204 mn) JGC November 2022	 IPO (US\$ 724 mn) JBR November 2022	 IPO (US\$ 1,017 mn) JBR September 2022
 IPO (US\$ 323 mn) JBR June 2022	 IPO (US\$ 2,005 mn) JBR June 2022	 IPO (US\$ 6,100 mn) JBR April 2022	 IPO (US\$ 795 mn) JBR October 2021	 IPO (US\$ 1,213 mn) JBR October 2021	 IPO (US\$ 700 mn) JBR March 2020	 IPO (US\$ 29,400 mn) JBR December 2019

Notes: (1) Includes duplicate orders





















EFG Hermes Credentials

Unparalleled Track Record of M&A Execution



Select Recent M&A Executions

Market leader in the field of M&A advisory in the region with total executions of c. US\$ 62 bn

<p>Ashmore</p> <p>Sale of its minority stake in</p>  <p>(Undisclosed)</p> <p>Sell Side Advisor March 2024</p>	<p>ceno</p> <p>Sale of a portfolio of 16 fashion brands to</p>  <p>(US\$ 25 mn)</p> <p>Sell Side Advisor February 2024</p>	<p>kazyon كازيون</p> <p>Acquisition of a 50% stake in</p>  <p>(US\$ 67 mn)</p> <p>Buy-Side Advisor February 2024</p>	<p>ADNEC ADQ ADNAC GROUP</p> <p>Sale of a 40.5% stake in</p>  <p>(US\$ 882 mn)</p> <p>Sell-Side Advisor January 2024</p>	<p>ICON Group</p> <p>Acquisition of a 39% stake in</p>  <p>(US\$ 800 mn)</p> <p>Buy-Side Advisor January 2024</p>
<p>Global Investment Holding</p> <p>Acquisition of a 30% stake in</p>  <p>(US\$ 625 mn)</p> <p>Buy-Side Advisor November 2023</p>	<p>Abu Araf</p> <p>Sale of a stake to</p>  <p>(Undisclosed)</p> <p>Sell-Side Advisor November 2022</p>	<p>Transmar</p> <p>Sale of a 70% stake to</p>  <p>(US\$ 132 mn)</p> <p>Sell-Side Advisor September 2022</p>	<p>Acquisition of a stake in</p>  <p>(Undisclosed)</p> <p>Buy-Side Advisor August 2022</p>	<p>Acquisition of a 100% stake of</p>  <p>(US\$ 500 mn)</p> <p>Sell-Side Advisor April 2022</p>
<p>Acquisition of stake in</p>  <p>(Undisclosed)</p> <p>Buy-Side Advisor February 2022</p>	<p>Acquisition of a majority stake in</p>  <p>(US\$ 41 mn)</p> <p>Buy-Side Advisor February 2022</p>	<p>Advisory on Acquisition of a 100% stake in</p>  <p>(US\$ 172 mn)</p> <p>Buy-Side Advisor December 2021</p>	<p>Sale of a 85.5% stake in</p>  <p>(US\$ 388 mn)</p> <p>Sell-Side Advisor November 2021</p>	<p>Acquisition of a 51% stake in</p>  <p>(US\$ 242 mn)</p> <p>Buy-Side Advisor November 2021</p>
<p>Acquisition of a 100% stake in</p>  <p>(US\$ 12 mn)</p> <p>Buy-Side Advisor September 2021</p>	<p>Acquisition of a 70% stake in</p>  <p>(US\$ 153 mn)</p> <p>Buy-Side Advisor September 2021</p>	<p>Acquisition of a 100% stake in</p>  <p>(US\$ 485 mn)</p> <p>Buy-Side Advisor August 2021</p>	<p>Take Private & Delisting</p>  <p>(US\$ 178 mn)</p> <p>Sell-Side Advisor May 2021</p>	<p>Sale of its Egyptian Subsidiary to</p>  <p>(US\$ 600 mn)</p> <p>Sell-Side Advisor May 2021</p>

EFG Hermes Credentials

Consistently Ranked Amongst the Top ECM Banks in the MENA Region



**Raised USD 520 bn of demand⁽¹⁾
on all relevant exchanges**



14

USD 202,266mn⁽²⁾⁽³⁾

Demand Raised on Tadawul



10

USD 147,876 mn⁽²⁾⁽³⁾

Demand Raised on ADX



19

USD 143,906 mn⁽²⁾

Demand Raised on ND& DFM



36

USD 12,825 mn⁽²⁾

Demand Raised on EGX



5

USD 4,632 mn⁽²⁾

Demand Raised on LSE



4

USD 2,427 mn⁽²⁾

Demand Raised on KSE



4

USD 5,374 mn⁽²⁾⁽⁴⁾

Demand Raised on MSM

of Offerings since 2014

EFG Hermes is Consistently a Leader in MENA ECM Rankings (LSEG / Refinitiv – by Deal Value and Deal Count)



FY 2018

Rank	Bank	Market Share
1.	EFG Hermes	13.2%
2.	JP Morgan	10.7%
3.	Citi	9.2%
4.	Qatar National Bank	8.1%
5.	UBS	7.5%
6.	Alinma Bank	4.5%
7.	BAML	4.4%

FY 2020

Rank	Bank	Market Share
1.	Citi	15.0%
2.	FAB	14.0%
3.	Riyadh Bank	9.0%
4.	Goldman Sachs	8.0%
5.	ANB Invest	7.0%
6.	National Commercial Bank	6.0%
7.	EFG Hermes	5.0%

FY 2022

Rank	Bank	Market Share
1.	HSBC	16.7%
2.	EFG Hermes	9.8%
3.	Saudi National bank	9.6%
4.	Goldman Sachs	9.2%
5.	Citi	8.7%
6.	Riyadh Bank	7.1%
7.	FAB	6.9%

FY 2019

Rank	Bank	Market Share
1.	EFG Hermes	5.0%
2.	Samba Capital	5.0%
3.	Goldman Sachs	4.0%
4.	Citi	4.0%
5.	National Commercial Bank	4.0%
6.	Morgan Stanley	4.0%
7.	Credit Suisse	4.0%

FY 2021

Rank	Bank	Market Share
1.	Citi	17.7%
2.	HSBC	11.8%
3.	Saudi National Bank	9.0%
4.	Morgan Stanley	7.5%
5.	EFG Hermes	5.5%
6.	FAB	5.5%
7.	Goldman Sachs	5.3%

FY 2023

Rank	Bank	Market Share
1.	FAB	19.6%
2.	HSBC	10.4%
3.	EFG Hermes	8.7%
4.	Saudi National Bank	5.1%
5.	Dubai Islamic Bank	3.7%
6.	Banque Saudi Fransi	3.5%
7.	ADCB	3.4%

EFG Hermes Credentials

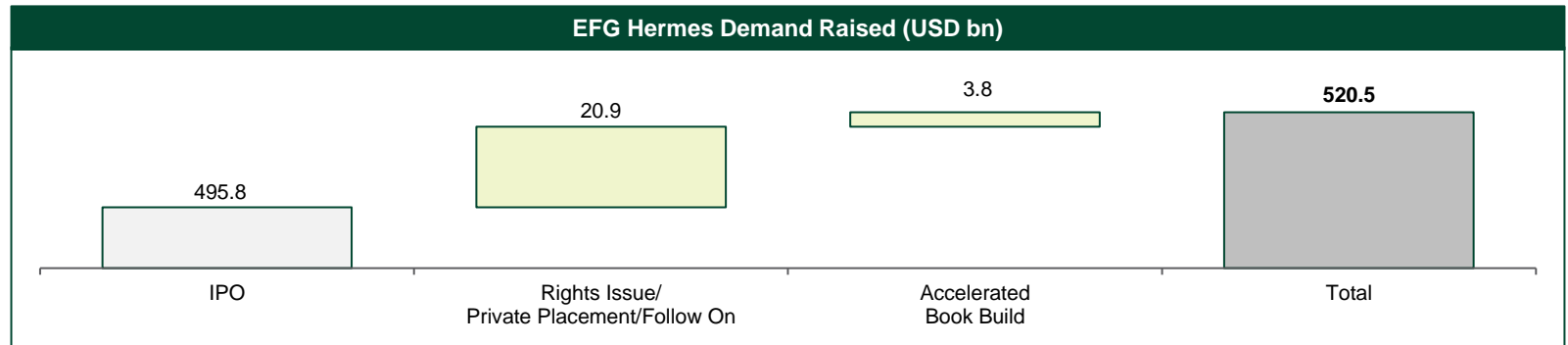


Unmatched Track Record of IPOs

EFG Hermes has a strong track record of successfully executing landmark IPOs across different regional and international exchanges, outpacing local, regional and international investment banks during 2017 with a market leading market share of Middle Eastern ECM transactions

Since 2014, EFG Hermes has executed all international-style offerings coming out of the UAE and Egypt

Our involvement has continuously been as Sole or Joint Global Coordinator and Bookrunner, in more senior or similar position with international banks



Key Highlights from Recent IPOs

 ALEF EDUCATION (US\$ 515 mn) JGC June 2024	First technology IPO in the UAE c.38.4x Oversubscribed	 BIG (US\$ 147 mn) JGC June 2024	Most oversubscribed offering on Bursa Kuwait c.17.0x Oversubscribed	 Alafona (US\$ 148 mn) JFA June 2024	One of the most subscribed offerings to date c.170.0x Oversubscribed
 فقيه (US\$ 764 mn) JBR June 2024	EFG covered the book within the first hours of bookbuilding c.119.0x Oversubscribed	 Spinneys (US\$ 375 mn) JBR May 2024	EFG Hermes Secured Franklin Templeton as a Cornerstone Investor c.64.0x Oversubscribed	 OQGN (US\$ 771 mn) JGC October 2023	Largest IPO in Oman c.29.9x Oversubscribed
 ADES (US\$ 1,219 mn) JFA October 2023	Largest Saudi IPO in 2023 c.62.7x Oversubscribed	 Logistics & Services (US\$ 769 mn) JBR June 2023	EFG raised USD 31.7bn of demand c.41.4x EFG Oversubscription	 Al Ansari Financial Services (US\$ 210 mn) JGC April 2023	First family-owned business to list on the DFM in the last decade c.22.0x Oversubscribed

EFG Hermes Credentials



Leveraging the Top Regional Distribution Platform Trading c.US\$ 26.5 bn in Q1 2024

Dominant Brokerage Platform

Extensive Presence & Leadership

EFG Hermes is the Arab world's premier equities house, with strong presence and a leading position in regional markets

Unparalleled Corporate Access

Grant access to corporates management through tailored country trips and a series of distinguished conferences in Egypt, London, UAE, and USA

Diversified Products

Provide flexible product offering depending on market accessibility and clients' needs. Examples: Total Return Swaps (9 countries) and Participatory Notes (KSA)

Strong Sales Force

120 sales and traders dedicated to MENA and GCC equities specialized by client type, product and geography












Retail Service Channels

EFG Hermes offers its retail and VIP clients a complete trading platform including call center, customer service, online, ATMs and retail branches

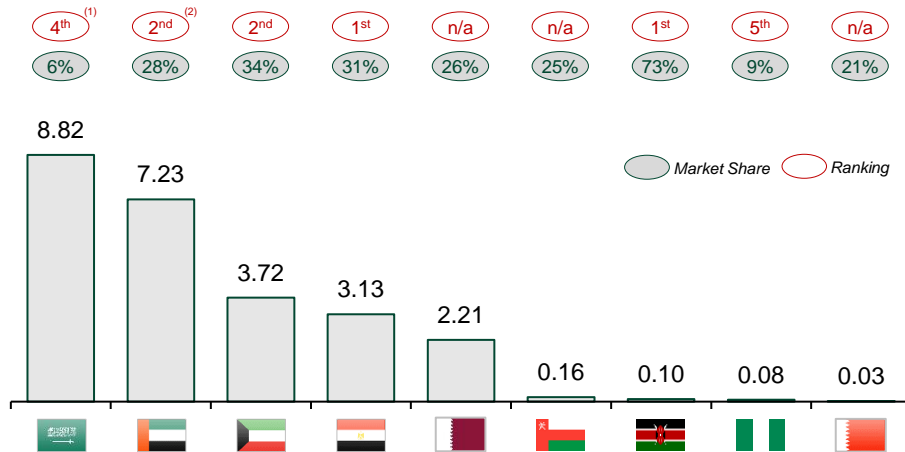
Online Trading

Online trading platform provides clients with all resources needed to make investment decisions and is currently available in Egypt, UAE, Oman, KSA & Kuwait

Wide Distribution Network (Number of Clients by Country – December 2023)

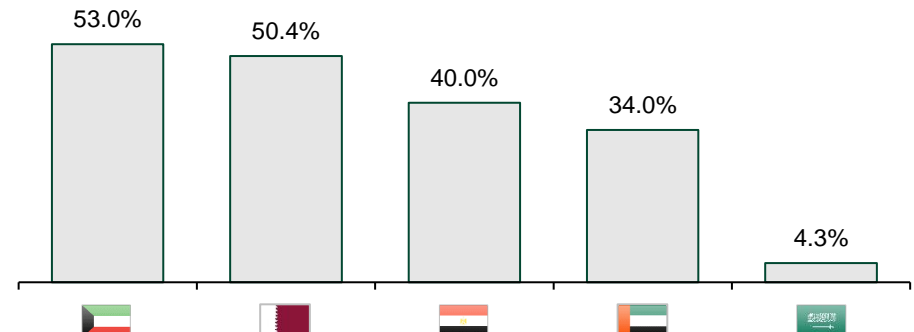
Egypt 	UAE 	Kuwait 
60,455	33,879	35,767
Saudi Arabia 	Oman 	Jordan 
9,043	6,850	6,324
Qatar 	South Africa 	United States 
281	32	592
UK 	Europe Ex. UK 	
442	72	

Strong Market Share and Executions Across All Markets (USD bn in Q1 2024)



Largest Share of Foreign Participation in Markets (Q1 2024)

The Region's Trading Gateway for Foreign Institutional Investors and the Largest Contributor to Foreign Trading in the Region



EFG Hermes Credentials



The Largest Research Platform Dedicated to MENA

- EFG Hermes houses an industry leading research department focusing on areas including equity coverage, economics, and strategy
- The department also offers in-depth reports on economies, strategy and sector focused notes
- The quality of this team is accentuated by the top ranking of its analysts during the past six years
- Capping a two-year process, EFG Hermes Research launched its new portal in 2017, providing access to all research products

Awards & Ranking

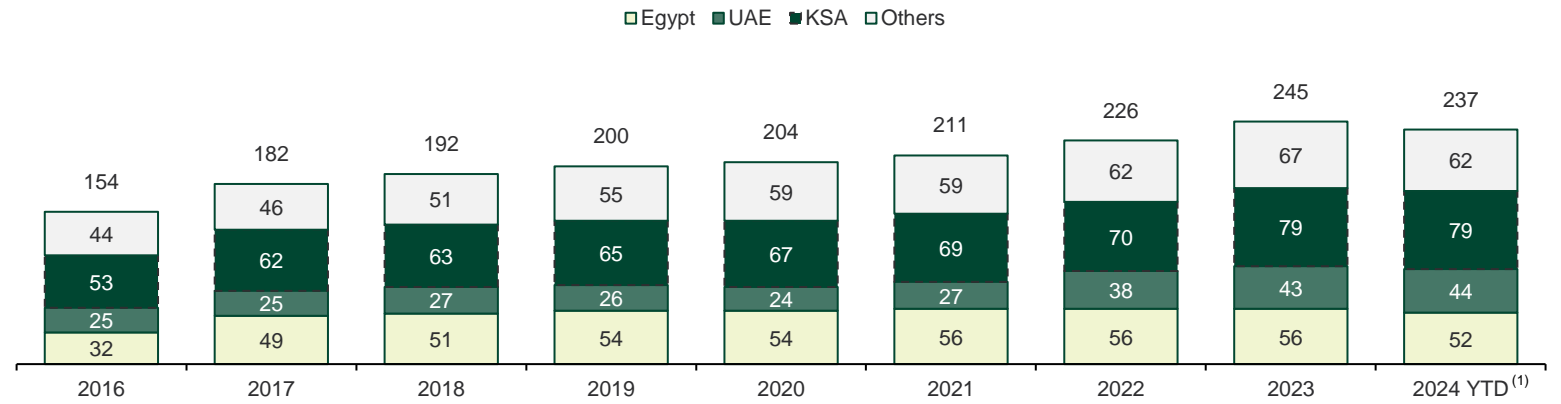
Saudi Capital Markets Awards – 2023

Institutional Investor – 2021

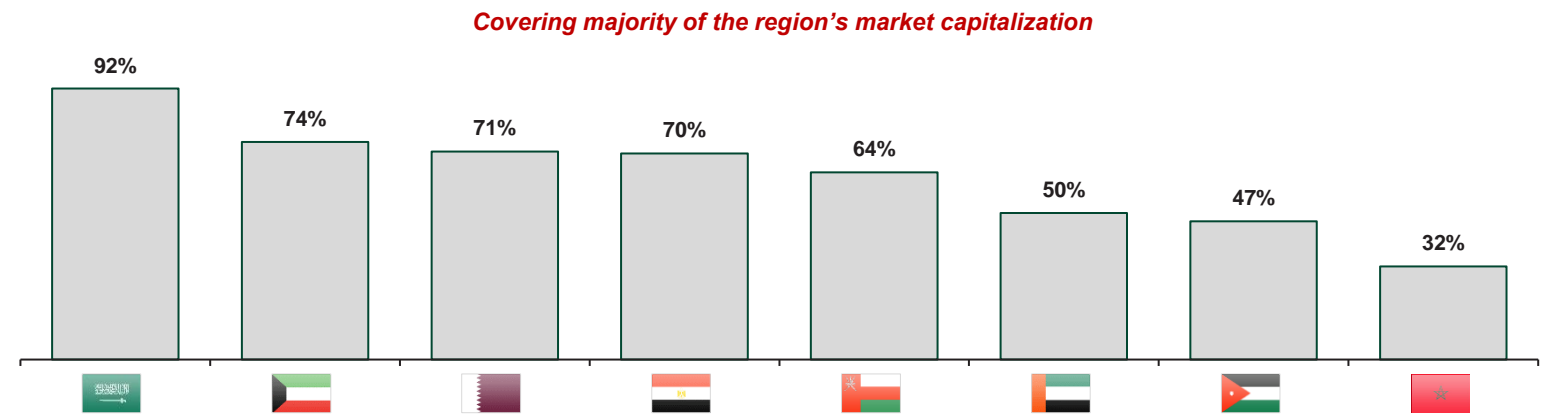
Institutional Investor – 2021

#2 research house in the MENA region

Evolution of EFG Hermes' MENA Research Coverage Universe



Market Cap. Coverage by Country (2024 YTD)⁽¹⁾



EFG Hermes Credentials

Providing MENA Issuers Strong Investor Access and After Market Support



Strong Corporate Access

- EFG Hermes has **strong relationships with all investor types trading in the region**
- EFG Hermes provides investors access to **listed companies** in the MENA region through **long-term relationships with C-suite executives** via **multiple conferences and events throughout the years (including non-deal roadshows, virtual conferences in 2020, etc.)**
- EFG Hermes' distribution network coupled with its strong corporate access has helped it become the **#1 ECM player in the region with the strongest distribution platform across the MENA region**

Providing MENA Issuers Strong Investor Access

17th Annual Dubai One-on-One Conference (2023)

Attended by...

- ✓ 561+ global institutional investors
- ✓ 179+ companies

...for meetings with

- ✓ 247+ top MENA / EM / FM companies (29+ countries)

18th Annual Dubai One-on-One Conference (2024)

Attended by...

- ✓ 670+ investors
- ✓ 250+ financial institutions

...for meetings with

- ✓ 216+ top MENA / EM / FM companies (29+ countries)



Since 2013, Dubai has been home to our annual flagship “One-on-One Conference”; the largest bank sponsored corporate access event for the MENA Region; hosting on average 10,000+ investor meetings over the course of 1 week

Aftermarket Support

Listing Date	Issuer	Exchange	Size (USD mn)	EFG Hermes Coverage	EFG Trading (% of Total Trading)		Corporate Access	Ongoing IB Relation.	Research Coverage
					6m post IPO	12m post IPO			
2023	DTC	DFM	315	55.8x	33.2% ⁽¹⁾	- ⁽²⁾	✓	✓	✓
2023	ADES	Tadawul	1,219	20.0x	3.7% ⁽¹⁾	⁽²⁾	✓	✓	✓
2023	Lumi Rentals	Tadawul	290	36.0x	3.1% ⁽¹⁾	⁽²⁾	✓	✓	✓
2023	OQGN	MSM	771	29.9x	16.2%	- ⁽²⁾	✓	✓	✓
2023	ADNOC Logistics	ADX	769	41.3x	13.6%	17.3% ⁽²⁾	✓	✓	✓
2023	Al Ansari	DFM	210	9.0x	13.7%	13.3% ⁽²⁾	✓	✓	✓
2023	ADNOC Gas	ADX	2,500	14.0x	16.2%	14.5% ⁽²⁾	✓	✓	✓
2023	Abraj Energy	MSM	244	10.5x	12.3%	27.4% ⁽²⁾	✓	✓	✓
2022	Riyadh Cables	Tadawul	378	13.3x	3.6%	4.0%	✓	✓	✓
2022	Americana	ADX / Tadawul	1,803	24.5x	35.0% ⁽³⁾	28.7% ⁽³⁾	✓	✓	✓
2022	Taaleem	DFM	204	12.6x	51.9%	14.1%	✓	✓	✓
2022	Empower	DFM	724	19.8x	41.7%	40.9%	✓	✓	✓
2022	Salik	DFM	1,017	17.6x	25.0%	24.5%	✓	✓	✓
2022	Ali Alghanim	KWSE	323	5.2x	16.8%	16.5%	✓	✓	✓
2022	Borouge	ADX	2,005	12.8x	15.4%	15.5%	✓	✓	✓
2022	DEWA	DFM	6,100	12.5x	21.2%	22.3%	✓	✓	✓
2021	Fertiglobe	ADX	795	10.1x	22.9%	22.5%	✓	✓	✓
2021	ACWA Power	Tadawul	1,213	46.6x	1.4%	1.4%	✓	✓	✓
2021	ADNOC Drilling	ADX	1,100	8.8x	16.3%	15.1%	✓	✓	✓
2021	Yahsat	ADX	80	1.6x	21.8%	19.3%	✓	-	✓
2021	Theeb Rent a Car	Tadawul	138	19.4x	0.0%	1.0%	✓	✓	✓
2021	Alkhorayef Water	Tadawul	144	17.4x	0.8%	0.6%	✓	✓	✓
2020	Habib Medical	Tadawul	700	35.2x	2.0%	3.3%	✓	✓	✓
2019	Saudi Aramco	Tadawul	29,400	N/a	0.4%	1.2%	✓	-	✓

Strongest distribution network with strong access and long-term relationships with all investor types that trade the region

EFG Hermes Credentials

Select Awards From Key Institutions



**Best Investment Bank
in the Middle East in
2022**

Global Finance Magazine



**EMEA Finance
Achievement Award
2021**

EMEA Finance



**Best Investment Bank
in Frontier Markets in
2021**

Global Finance Magazine



**Best Investment Bank
in Egypt 2020**

Euromoney Awards for
Excellence



**Best Investment Bank
in the Middle East 2020**

Global Finance Magazine



**Best Equity Bank in
Africa 2020**

Global Finance Magazine



**Best Investment Bank
in MENA 2019**

Euromoney Awards for
Excellence



**Best Investment Bank
in Egypt 2019**

Euromoney Awards for
Excellence



**Best Investment Bank
in Egypt 2017**

Euromoney Awards for
Excellence



**Best Asset Manager in
Pan Africa 2017**

EMEA Finance African
Banking Awards



**Best Broker in Egypt,
Kuwait & UAE 2017**

Global Investor MENA
Awards



**Best Investment Bank
in Egypt 2016**

Euromoney Awards for
Excellence



**Egypt Asset Manager of
the Year 2016**

MENA Fund Manager
Awards



**Best Private Equity
House of the Year 2016**

MENA Fund Manager
Awards



**Best Equity Bank in
Africa 2016**

Global Finance Magazine



**Best Research House in
Egypt 2016**

Global Business Outlook
Awards



**The Banker Deals of the
Year 2015**

Equities Highly
Commended Middle East



**The Banker Deals of the
Year 2015**

Equities Winner Africa



**Best Investment Bank
in Egypt 2013**

Euromoney Awards for
Excellence



**Best MENA Asset
Manager of the Year
2012**

Zawya MENA Funds
Ranking Awards



**Best Broker in Kuwait
and UAE 2012**

emeafinance Middle East
Banking Awards



**Egypt Asset Manager of
the Year 2012**

MENA Fund Manager
Performance Awards



**Best Brokerage House
in Egypt 2012**

Global Banking &
Finance Review



**Best Research House
2012**

Euromoney Annual
Middle East Equity
Research Poll