PRIMETime

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Priced to Succeed

1. Today's Trading Playbook

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KEY THEMES

e-finance (EFIN) is the state-owned largest e-payments company in Egypt and a developer of digital payments infrastructures. Established in 2005 to develop the Egyptian government's financial network, EFIN will soon float 14.5% on the EGX in October 2021.

This brings in the comparison with the only e-payment company currently traded on the EGX: Fawry [FWRY]. FWRY, which saw its stock price surge 330% during 2020 amid a positive investor sentiment for the e-payments industry in Egypt, will now have a new industry peer listed on the EGX, providing investors more visibility on the industry and more options to invest in. However, we see EFIN having an edge, being the sole entity authorized exclusively to process and settle government payment and collection transactions.

EFIN's indicative IPO price range of EGP12.5-13.98/share (a midpoint of EGP13.24/share) imply:

- **EFIN's market cap of EGP23.5bn** is 415% higher than FWRY's market value at its IPO debut (EGP4.6bn) and 3% below FWRY's current market cap (EGP24.3bn).
- **EFIN's implied TTM P/E ratio of 52.1x** is at a 29% discount to FWRY's IPO TTM P/E ratio of 73.7x and a 51% discount to FWRY's TTM P/E of 105.9x.
- **EFIN's implied forward P/E ratio of 42.6x** is almost the same as FWRY's IPO forward P/E ratio of 43.1x.

By end of H1 2021, we see EFIN leading in terms of operational KPIs with a number of POSs of 326,000 (40% higher than FWRY's 232,600) and a transactions value of EGP1.05tn (1827% higher than FWRY's EGP54.5bn). Moreover, financial KPIs are showing healthier margins with a net profit margin of 31% in H1 2021 (more than double FWRY's 15%). Also in absolute figures, revenues reached EGP904mn in H1 2021 (22% higher than FWRY's EGP743mn), while net profit amounted to EGP276mn (144% higher than FWRY's EGP113mn).





While the multiples implied from EFIN's indicative price range could question FWRY's current valuation, we believe EFIN's IPO is being priced at a discount to ensure its success. Also, in a sense, the IPO is being priced similarly to FWRY's IPO more than two years ago.

IPO KPIs	EFIN (@ IPO)	FWRY (@ IPO)	EFIN/FWRY (@ IPO)	FWRY (today)	EFIN/FWRY
IPO price	13.24	6.46		14.21	-
NOS (mn)	1,778	707		1,707	
Implied market cap (EGPmn)	23,538	4,569	415%	24,261	-3%
Offered stake	14.5%	36.0%			
IPO shares (mn)	258	255			
IPO size (EGPmn)	3,413	1,645	107%		
IPO size (USDmn)	217	105	107%		
1-year forward earnings	2021	2019	EFIN/FWRY (@ IPO)	2021*	EFIN/FWRY
EGPmn	552	106	421%	296	86%
EPS (EGP)	0.31	0.15	107%	0.17	79%
Implied P/E	42.6x	43.1x	-1%	82.0x	-48%
TTM earnings	Q2 2021**	Q1 2019	EFIN/FWRY (@ IPO)	Q2 2021	EFIN/FWRY
EGPmn	452	62	629%	229	97%
EPS (EGP)	0.25	0.09	190%	0.13	90%
Implied P/E	52.1x	73.7x	-29%	105.9x	-51%
Financial KPIs			EFIN (H1 2021)	FWRY (H1 2021)	EFIN/FWRY
Revenues (EGPmn)			904	743	22%
Gross Profit (EGPmn)			457	415	10%
GP Margin			50.6%	55.9%	-5.4pp
EBITDA (EGPmn)			379	230	65%
EBITDA Margin			41.9%	30.9%	11.0pp
Net Profit (EGPmn)			276	113	144%
NP Margin			30.5%	15.3%	15.3pp
Operational KPIs			EFIN (H1 2021)	FWRY (H1 2021)	EFIN/FWR
POSs (000)			326	233	40%
= = = = = = = = = = = = = = = = = = = =			326 1,050	233 55	40% 1827%

250

Source: Bloomberg, Prime Research.

No. of transactions (mn)

Now, on to the top news and analysis for the day.

2. TOP NEWS & ANALYSIS

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MACRO NEWS

Investment in Egyptian startups has more than doubled in 2021, rising to USD390mn ytd from USD190mn in 2020. (Egyptian Cabinet)

-56%

^{*} Based on Bloomberg consensus estimates.

^{**} Based on half 2020 earnings plus H1 2021 earnings.





Egypt and Saudi Arabia are set to ink contracts to start linking their electricity grids on 5 October 2021, with implementation of the project set to begin in 2022. (Al-Mal)

Egypt received 1.6mn doses of Pfizer vaccine as a gift from the U.S. last Thursday under the Gavi / Covax program. (Ministry of Health)

Anchorage Investments is looking to build a USD2.5bn petrochemical complex in the Suez Canal Economic Zone (SCZone). Project construction is expected to take 36 months once funding is secured. (Enterprise)

Banking sources said that the National Bank of Egypt and Banque Misr are forming and managing a consortium of local banks to secure funds worth EGP20bn to establish 15 universities, meaning that the share of one university is not less than EGP1bn. (Economy Plus)

Minister of Finance revealed that exporters have started receiving their overdue rebates within the third phase of the immediate cash payment initiative, as 302 companies received EGP800mn from the Export Development Fund, provided that another group of exporters will receive their overdue rebates on 28 October 2021. (Economy Plus)

CORPORATE NEWS

e-finance set its indicative price range for its IPO on the Egyptian Exchange (EGX) at EGP12.5-13.98/share, which values the company at EGP22.2-24.9bn and is expected to start trading on EGX on 18 October 2021. (Company disclosure)

EFG Hermes Holding [HRHO] is in talks to acquire a minority stake (45-49%) in Spanish renewable energy company namely Ignis Energia. (Enterprise)

Misr Chemical Industries' [MICH] OFM has ratified the BoD proposal to distribute cash dividends equal to a DPS of EGP1.0, implying a dividend yield of 9.0%. (Company disclosure)

Banque Misr ranked first in the Egyptian banking market in arranging syndicated loans until Q3 2021, according to Bloomberg International, which specializes in the field of money and banking. (Hapi)

Porto Group [PORT] plans to inject investments in the local market exceed EGP1bn in the coming three years. (Al-Mal)





GLOBAL NEWS

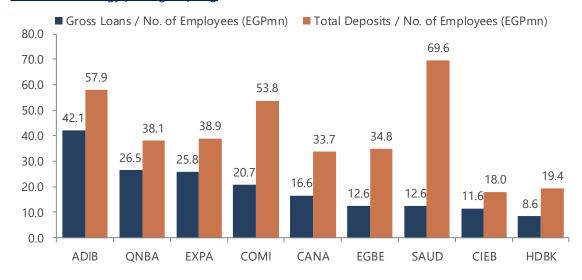
Global manufacturing activity took a big hit from supply chain bottlenecks and escalating costs, exacerbated by pandemic-induced factory shutdowns in Asia and signs of slowing Chinese growth, surveys showed on Friday. (Reuters)

U.S. consumer spending surged in August, but outlays adjusted for inflation were weaker than initially thought in the prior month, reinforcing expectations that economic growth slowed in the third quarter as COVID-19 infections flared up. (Reuters)



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As of H1 2021

Source: Banks financials.

As depicted above, employees' efficiency varies from one bank to another. In terms of loans/deposits value for every employee, Abu Dhabi Islamic Bank - Egypt [**ADIB**] exhibits the highest efficiency ratio for booking new loans as justified by its high lending growth so far into H1 2021 (+13% ytd). On the other hand, Al Baraka Bank - Egypt [**SAUD**] exhibits the highest efficiency ratio for attracting new deposits.



4. MARKETS PERFORMANCE

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Current equity market cap (EGPbn)			703.3	703.3 Equity turnover (EGPmn): Last, ytd avg.			st, ytd avg.	920.8 1,178.6			
				daily chg.	ytd chg.					daily chg.	ytd chg.
Н	71	EGX 30	10,517.03	1.21%	(3.03%)	\	71	Gold	1,760.98	0.23%	(7.24%)
	71	EGX 30 TR	4,105.89	1.29%	(1.58%)		71	Silver	22.54	1.66%	(14.63%)
	7	EGX 70 EWI	2,722.61	0.84%	26.92%	8	71	Brent Oil	79.28	1.24%	53.05%
	71	EGX 100 EWI	3,671.65	1.09%	18.52%		71	WTI	75.88	1.13%	56.39%
	71	DFMGI	2,845.49	0.67%	14.19%	•	7	Natural Gas	5.62	(4.23%)	121.31%
	7	ADSMI	7,698.82	(0.41%)	52.59%	EGP	7	USD/EGP	15.72	(0.04%)	(0.14%)
5/00R	71	TASI	11,495.76	0.98%	32.29%	€	71	EUR/USD	1.16	0.14%	(5.08%)
	71	QE Index	11,485.23	0.47%	10.05%	£	7	GBP/USD	1.35	0.53%	(0.91%)
100	71	S&P 500	4,357.04	1.15%	16.00%	¥	7	USD/JPY	111.05	(0.22%)	7.55%
	71	Dow 30	34,326.46	1.43%	12.15%	Н	7	6M TB yield	12.61	(0)	(12)
	71	NASDAQ	14,566.70	0.82%	13.02%		71	1Y TB yield	13.03	0	26
	7	VIX	21.15	(8.60%)	(7.03%)		7	10Y TB yield	14.69	(2)	30
0	7	STOXX 50	4,035.30	(0.32%)	13.59%		7	2Y TB yield	0.27	(2)	14
EM	7	MSCI Emerging	1,246.60	(0.52%)	(3.46%)		7	10Y TB yield	1.46	(6)	53
FM	7	MSCI Frontier	662.76	(0.00%)	15.94%		7	30Y TB yield	2.03	(4)	37

^{*} As of market close. Change in Treasuries is in basis points.

Source: Bloomberg, CBE.

5. LATEST EGX VALUATION MULTIPLES

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Find out how your favorite stocks compare to the rest of the market.





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DATE	TICKER	TYPE	EVENT
4-Oct-21	CIRA	Cash dividend	Last date for eligibility for a dividend of EGP0.17/share.
5-Oct-21	CIRA	Cash dividend	Date for ex-dividend of EGP0.17/share.
10-Oct-21	CIRA	Cash dividend	Date for paying out a dividend of EGP0.17/share.
10-Oct-21	DOMT	BoD meeting	Discussing the financial results.
11-Oct-21	ISMQ	OGM	Discussing 2020/21 financials.
11-Oct-21	ISMQ	EGM	Amending the articles of association.
13-Oct-21	IRON	OGM	Approving the financial statements and other agenda items.
14-Oct-21	CERA	EGM	Approving a 4-for-1 stock split
14-Oct-21	RAKT	OGM	Approving financial statements and other agenda items.
14-Oct-21	RAKT	EGM	Discussing article 38 of the bylaws.
17-Oct-21	WCDF	OGM	Approving the financial statements for FY2017-FY2021.
17-Oct-21	WCDF	EGM	Amending the articles of incorporation.
18-Oct-21	AMOC	Cash dividend	Last date for eligibility for a dividend of EGP0.150/share.
19-Oct-21	AMOC	Cash dividend	Date for ex-dividends of EGP0.150/share.
21-Oct-21	AMOC	Cash dividend	Date for paying out a dividend of EGP0.150/share.
25-Oct-21	IFAP	EGM	Amending articles 3, 24 & 31 of the company's bylaws.
25-Oct-21	SCFM	OGM	Approving the financial statements and other agenda items.
25-Oct-21	SCFM	EGM	Discussing the continuation of the company.
27-Oct-21	MILS	OGM	Approving the financial statements and proposed dividend.
27-Oct-21	BTFH	OGM	Approving increasing the issued capital and amending articles 6 & 7 of the bylaws.
27-Oct-21	AIH	Lawsuit	A court session discussing legal disputes relevant to the company.
28-Oct-21	7 311 1	MPC Meeting	Determining the CBE's policy rate.
30-Oct-21	EGTS	OGM	Approving the financial statements and other agenda items.
31-Oct-21	MNHD	Cash dividend	Date for paying out a dividend of EGP0.30/share (2nd round).

7. LATEST RESEARCH **TABLE OF CONTENTS**

DATE	PUBLISHED REPORT
19-Sep-21	TAKEStock – Consumer Staples (Food & Beverage) – All You Can Eat Festival
15-Sep-21	MACROView – Deciphering the Din of Battle
14-Sep-21	TAKEStock – Orascom Investment Holding [OIH] — Monetization at Play
9-Sep-21	MACROView – Hot Summer Winds
7-Sep-21	MACROView – The Global Blessing Windfall
6-Sep-21	MACROView – Tempered, But Cautious, Optimism
5-Sep-21	Misr Chemical Industries [MICH] – Nice While It Lasted
29-Aug-21	Orascom Construction [ORAS] – Recovery on Track Although Below Estimates
24-Aug-21	Abu Qir Fertilizers [ABUK] – When the Stars Align
18-Aug-21	EFG Hermes Holding [HRHO] – Solid Business, Strong Financial Growth
17-Aug-21	Elsewedy Electric [SWDY] – Impressive Set of Results



17-Aug-21	Commercial International Bank [COMI] – Adjustment Post Stock Dividend
16-Aug-21	B Investments Holding [BINV] – Growth Dented Across the Board
11-Aug-21	Crédit Agricole Egypt (CAE) [CIEB] – Non-Interest Income Heals Earnings Growth
10-Aug-21	MACROView – July's Feverous Inflation
9-Aug-21	CI Capital Holding [CICH] – Robust Exit Saves the Day
5-Aug-21	MACROView – The Sky Is No Blue
4-Aug-21	MACROView – Constrained Recovery
26-Jul-21	EFG Hermes Holding [HRHO] – FV and 12MPT Adjustment to Bonus Share Action
13-Jul-21	Commercial International Bank [COMI] – Tamed Credit Provisions Spur Annual Growth
8-Jul-21	MACROView – Inflation Edged Up, As Expected
8-Jul-21	MACROView – External Buffers Still Powering Ahead
6-Jul-21	MACROView – A Steady and Slow Recovery in the Making
5-July-21	Abu Qir Fertilizers [ABUK] – Talking U
16-June-21	B Investments Holding [BINV] – Strong Financials, Growing Investments
14-June-21	Al-Shams Housing & Development [ELSH] – Earnings Flattened by Factoring Cost
10-June-21	MACROView – Inflation Risk Rising, but Still Within Target
8-June-21	TAKEStock – Telecom Egypt [ETEL] – Show Me the Dividends
6-June-21	MACROView – Further Enhancement
3-June-21	MACROView – Contraction Eased
23-May-21	Orascom Construction [ORAS] – Earnings Short of Our Estimates
23-May-21	CI Capital Holding [CICH] – Earnings Dented by One-off ESOP Expense
22-May-21	Commercial International Bank [COMI] – Earnings Growth Driven by Lower Provisions
20-May-21	Crédit Agricole Egypt (CAE) [CIEB] – Slowing Lending Inhibits Earnings Growth
20-May-21	EFG Hermes Holding [HRHO] – Recovery Signs; Back on Track
18-May-21	B Investments Holding [BINV] – Exits Kick Off, Unlocking Value
18-May-21	Elsewedy Electric [SWDY] – Financials promise a buoyant year ahead
17-May-21	Misr Chemical Industries [MICH] – Another Chapter of Strong Annual Growth
11-May-21	MACROView – Inflation Eased but Stage Still Set for a Pick-Up
9-May-21	MACROView – Stability Prevailed
6-May-21	MACROView – The Road to Recovery Gets Longer
18-Apr-21	MACROView – Challenges Remain Daunting
13-Apr-21	Crédit Agricole Egypt (CAE) [CIEB] – The Value Algorithm





12-Apr-21	Orascom Construction [ORAS] – Rich in Value
11-Apr-21	MACROView – Monthly Reading Pressured By Seasonality
6-Apr-21	MACROView – FX Assets Well Placed to Mitigate Potential Risks
6-Apr-21	MACROView – Still Downbeat
28-Mar-21	Taaleem Management Services [TALM] – Enriching the Education Sector
18-Mar-21	EFG Hermes Holding [HRHO] – Challenging Year, Yet Growth Continues
10-Mar-21	MACROView – Still Below the Target, but Global Headwinds Cloud the Horizon
8-Mar-21	MACROView – Buffers Grew Despite Signs of Unwelcome Tightening of Financial Conditions
7-Mar-21	Al-Shams Housing & Development [ELSH] – Making Hay While the Sun Shines
3-Mar-21	MACROView – Weak Demand Still Weighing on the Rebound Trajectory
2-Mar-21	MACROView – Commodity Supercycle: Real or Hype?
1-Mar-21	Commercial International Bank [COMI] – Earnings Beat Despite Higher Provisions
25-Feb-21	Elsewedy Electric [SWDY] – Strong Set of Results Driven by Turnkey
22-Feb-21	CI Capital Holding [CICH] – Got the Hit, Yet Better Than Expected
10-Feb-21	MACROView – Disinflation Continues Amid Acceleration in Global Commodity Prices
8-Feb-21	Misr Chemical Industries [MICH] – Annually Wild, Quarterly Tamed
4-Feb-21	MACROView – External Buffers Are Still Restoring Grounds
3-Feb-21	MACROView – A Fragile Improvement but Favorable Sentiment
3-Feb-21	MACROView – External Woes vs. Cautious Optimism
1-Feb-21	STANDPoint – Egypt 2021 Investing Playbook
14-Jan-21	CI Capital Holding [CICH] - New Expansions = Further Growth
10-Jan-21	MACROView – Below End-of-Year Target
6-Jan-21	MACROView – On the Path to Further Recovery
5-Jan-21	MACROView – Rutted Road to Recovery
28-Dec-20	Elsewedy Electric [SWDY] - More Growth to Come
22-Dec-20	EFG Hermes Holding [HRHO] – Blueprinting Its Eminence
16-Dec-20	CIB [COMI] – Earnings beat despite higher provisions
10-Dec-20	MACROView – The Highest Reading in Seven Months
7-Dec-20	MACROView – Restored Ground
6-Dec-20	MACROView – Lost Momentum
3-Dec-20	MACROView – Not as Severe as Expected but All Eyes on the Scars
25-Nov-20	Misr Chemical Industries [MICH] – Pandemic Proof





10-Nov-20	MACROView – An expected rise as the new school year began
4-Nov-20	MACROView – The Stars Seem to Be Aligned for International Reserves
3-Nov-20	MACROView – The Highest Reading in Six Years
25-Oct-20	CIB [COMI] – Short-term pain for longer-term gain
11-Oct-20	MACROView – Disinflationary trend interrupted
11-Oct-20	MACROView – External strains are slacking and reserves are growing
6-Oct-20	CIB [COMI] - A Good Bet for the "Risk On" Mode
5-Oct-20	MACROView – Egypt's recovery is broadening





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