

Prime Holding [EGX: PRMH]

Earnings Release – FY2023 ended 31 December 2023

primeholdingco.com

Prime Holding in Numbers





Source: Management presentation.	Revenues		Q4 FY2023			023
	Revenues	EGPmn	у/у	q/q	EGPmn	y/y
PRIME Securities	Brokerage	21.0	+14%	+28%	77.0	+65%
PPRIME Investments	Asset Management	15.8	+259%	+439%	26.0	+95%
PPRIME Capital	Financial Advisory	1.2	+39%	-7%	6.4	-1%
PRIME Holding	Custody	1.8	+48%	+10%	9.9	+35%
PRIME Wathaeq	Management Services	0.4	+204%	+89%	0.9	+18%
	Total IB Fees & Commissions	40.2	+60%	+79%	120.4	+61%
PPRIME FinTech	Non-Banking Financial Services	4.1	-27%	-6%	17.8	-1%
	Capital Markets & Treasury	15.3	+344%	+11%	53.7	+377%
	Operating Revenues	59.7	+75%	+46%	191.9	+85%
	Non-Operating Revenues	2.3	-37%	+8%	9.5	+84%
PRIME Holding	Total Revenues	61.9	+64%	45%	201.3	+85%
P PRIME Holding	Net Income	4.8	+148%	-14%	25.6	+144%

Key Financial Highlights

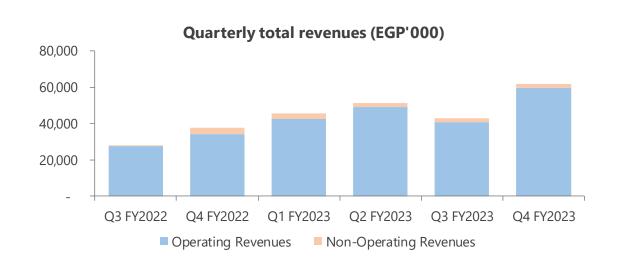


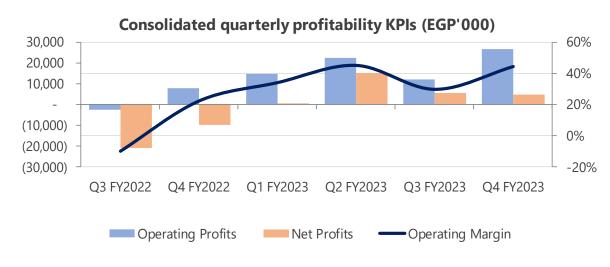
Prime Holding Announces FY2023 Results

In a remarkable transformational year, net profits soared to EGP 25.6mn, marking a striking turnaround from the previous year's net losses of EGP 58.2mn, boasting an impressive YoY triple-digit growth rate of 144%. This remarkable shift was driven by a substantial 85% YoY growth in total revenues, reaching EGP 201.3mn, predominantly fueled by a surge in Operating Revenues to EGP 191.9mn(+85%). Notably, the Investment Bank and Capital Markets & Treasury sectors made significant contributions. Excluding Provisions, net profits would have reached EGP 54.1mn in FY2023. These exceptional results underscore the success of restructuring efforts and signal a promising trajectory for the company.

Operating Revenues marked EGP 59.7mn (+75% YoY)in Q4 FY2023, driven by growth across key segments, namely:

- o **IB Fees & Commissions** witnessed another impressive surge in Q4 2023, recording EGP 40.2mn (+60% YoY), driven mainly in terms of contribution to growth by Brokerage (52%) and Asset management (39%).
- Capital Markets & Treasury Revenues experienced an extraordinary threefold increase, skyrocketing to EGP 15.3mn in Q4 2023, reflecting a remarkable 344% YoY growth.
- **Total Revenues** (including non-operating revenues) reached a staggering EGP 61.9mn (+64% YoY, +45% QoQ) in Q4 FY2023.
- **Operating Profits** surged 247% YoY to EGP 26.5mn in Q4 FY2023, This marks the fourth consecutive quarter of positive performance, a significant improvement compared to the modest operating profits of EGP7.6mn in the same quarter of the previous year.
- **Net Profits** stood at EGP 4.8mn in Q4 FY2023, solidifying the turnaround story that began in Q1 FY2023. This starkly contrasts with the net losses of EGP 9.8mn in Q4 FY2022. Excluding Provisions, Net Profits would have registered EGP 18.0mn in Q4 FY2023.





Management Commentary





Revenues

Operating Revenues continue to shine brightly in FY2023

FY2023 Operating Revenues boasted an impressive 85% YoY growth rate. The Investment Bank (powered by Brokerage, Asset Management and Custody) and Capital Markets & Treasury all played pivotal roles in ensuring a prosperous year.

IB Fees & Commissions spearheaded a growth surge, driving significant expansion in double digits.

The aggregate IB Fees & Commissions grew 61% YoY to EGP 120.4mn in FY2023 vs. EGP 74.6mn in the prior year. This impressive expansion was fueled by Brokerage, Asset Management, and custody services.

Brokerage maintains its impressive momentum

Brokerage continued its upward trajectory, achieving total fees & commissions of EGP 21.0mn in Q4 FY2023, marking a solid 14% YoY increase. This contributed to a stellar FY2023 total of EGP 77mn,

showcasing an impressive 65% YoY growth versus 2022.

Asset management dazzling performance with a tripling in growth rate.

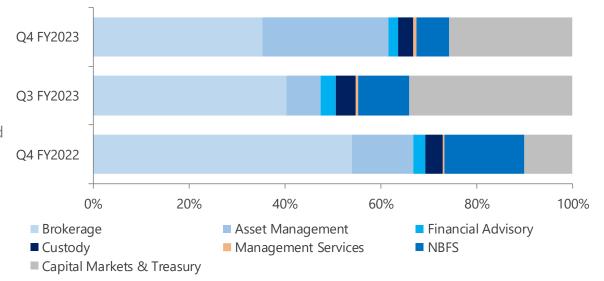
Asset management total revenues (encompassing other income) witnessed a staggering spike amounting to EGP 16.1mn in Q4 FY2023 vs. EGP 3.33mn in Q3 FY2023, marking and impressive 384% q/q growth rate. Consequently cumulative revenues in FY2023 is EGP 27.6mn, of which fees & commissions reached EGP 25.94mn, up 95% YoY.

Financial Advisory strives to maximize performance.

In Q4 FY2023, Financial Advisory displayed significant progress, achieving fees & commissions of EGP 1.2mn, a significant 150% increase from EGP 0.5mn in Q1 FY2023. The department's cumulative fees & commissions for FY23 stood at EGP 6.4mn, underscoring its commitment to growth and success.

All figures are in EGP'000 unless otherwise stated	Q4 FY2023	Q3 FY2023	q/q	Q4 FY2022	у/у	FY2023	FY2022	у/у
Brokerage	21,025	16,417	28%	18,447	14%	77,097	46,605	65%
Asset Management	15,764	2,923	439%	4,387	259%	26,003	13,324	95%
Financial Advisory	1,197	1,284	(7%)	861	39%	6,445	6,519	(1%)
Custody	1,842	1,671	10%	1,247	48%	9,966	7,400	35%
Management Services	401	212	89%	132	204%	897	758	18%
IB Fees & Commissions	40,228	22,507	79%	25,073	60%	120,408	74,606	61%
NBFS	4,124	4,399	(6%)	5,648	(27%)	17,778	17,948	(1%)
Capital Markets & Treasury	15,301	13,830	11%	3,449	344%	53,679	11,257	377%
Operating Revenues	59,653	40,736	46%	34,169	75%	191,866	103,810	85%
Non-Operating Revenues	2,274	2,103	8%	3,627	(37%)	9,456	5,150	84%
Total Revenues	61,927	42,840	45%	37,796	64%	201,322	108,960	85%

Operating revenues breakdown by segment



Source: Management presentation.

PRIME HOLDING IN NUMBERS KEY FINANCIAL HIGHLIGHTS

Management Commentary

BUSINESS LINES PERFORMANCE

CONS. FINANCIAL STATEMENTS

Management Commentary (continued)





Revenues

(continued)

Assets under custody reached a new peak in FY2023

Custody fees & commission commanded EGP 1.8mn in Q4 FY2023 with a cumulative FY23 of EGP 9.9mn, up 35% YoY. Additionally, assets under custody hit a record high of EGP 41.3bn by end of December 2023 with a 12% q/q rise.

Assets under custody (EGPbn)



Source: Management presentation.

NBFS Revenue navigating stability

In FY2023, NBFS experienced a mild decline of 1% marking EGP 17.8mn.

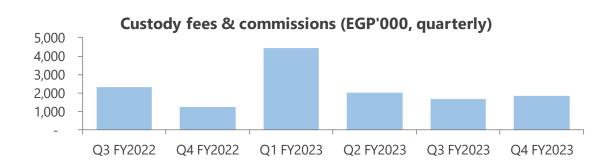
NBFS revenues posted EGP4.1mn in Q4 FY2023 vs. EGP 4.3mn in Q3 FY2023 (-6% QoQ).

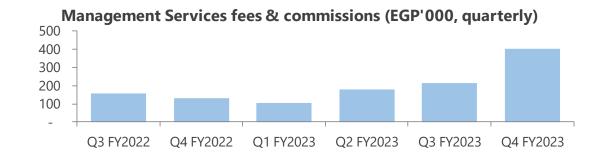
Capital Markets & Treasury revenues dramatically hiked with triple digit growth

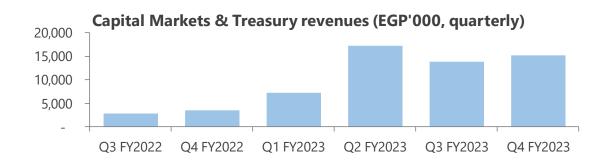
Capital Markets & Treasury revenues tallied EGP 15.3mn in Q4 FY2023, climbing 344% YoY. Revenues reached EGP 53.7mn in FY2023, up 377% YoY.

Operating revenues skyrocketed by 85% YoY

Operating Revenues posted EGP 59.7mn in Q4 FY2023, up 75% YoY vs. EGP 34.1mn in Q4FY2022 high lightening efforts in boosting the performance.







Source: Management presentation.

KEY FINANCIAL HIGHLIGHTS MANAGEMEN

BUSINESS LINES PERFORMANCE

Management Commentary (continued)





Expenses

Prime Holding maintains profitability streak via strategic cost management and corporate revamp.

Powering Growth through Optimized Operating Expenses to Revenues Ratio

Q4 FY2023 Operating Expenses/Revenues ratio dipped to 59%, down from 75% in Q3 FY2023 and a significant drop from 152% in Q1 FY2022, with Q4 FY2023 total Operating Expenses logging EGP 35.3mn.

In Q4 FY2023, Staff Expenses Efficiency Continues to Illuminate

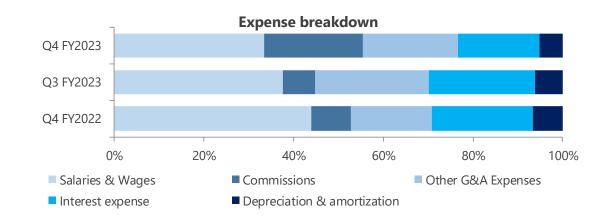
The dedication to streamlined staff costs remains firm with Staff Expenses registering EGP19.61mn in Q4 FY2023 implying a remarkable improvement in the Staff Expenses / Operating Revenues ratio to 33% in Q4 FY2023, down from 47% in Q4 FY2022. Delving deeper, Salaries & Wages saw an11% YoY dip, settling at EGP 11.7mn in Q4 FY2023 vs. EGP13.2mn in Q4 FY2022. While Commissions hiked by 191% YoY

reflecting pursued efforts in attracting new transactions, registering EGP7.8mn in O4 FY2023.

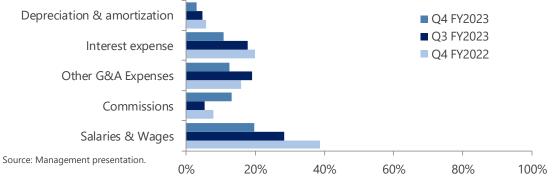
The Expertise in Optimizing G&A Expenses Glows in Q4 FY2023

Other G&A Expenses attained a mild QoQ decline of 3% to EGP 7.5mn in Q4 FY2023 versus EGP 7.7mn in Q3 FY2023. G&A Expenses / Operating Revenues fell to 13% in Q4 FY2023 versus 16% a year earlier.

All figures are in EGP'000 unless otherwise stated	Q4 FY2023	Q3 FY2023	q/q	Q4 FY2022	у/у	FY2023	FY2022	у/у
Salaries & Wages	(11,790)	(11,533)	(2%)	(13,243)	11%	(45,568)	(61,692)	26%
Commissions	(7,822)	(2,219)	(253%)	(2,687)	(191%)	(16,690)	(6,437)	(159%)
Other G&A Expenses	(7,525)	(7,741)	3%	(5,440)	(38%)	(28,027)	(24,446)	(15%)
Interest Expense	(6,413)	(7,294)	12%	(6,783)	5%	(28,146)	(23,524)	(20%)
Depreciation & Amortization	(1,823)	(1,886)	3%	(1,999)	9%	(7,463)	(6,454)	(16%)
Operating Expenses	(35,374)	(30,674)	(15%)	(30,152)	(17%)	(125,895)	(122,553)	(3%)
Operating Profits	26,554	12,166	118%	7,644	247%	75,427	(13,593)	655%



Expenses as a percentage of operating revenues



Business Lines Performance



Brokerage

Fees & commissions Flourished in FY2023

Prime Securities total fees & commissions boasted an impressive growth garnering EGP 77mn in FY2023, a phenomenal 65% YoY jump beating the EGP 46.6mn reported a year ago.

Blossoming Turnover Figures

The executed turnover market registered EGP 6.7bn vs. EGP 3.8bn a year earlier with an astonishing YoY growth rate of 79% underscoring the increased client trading activity and bullish stock market outlook.

Market share in a glimpse

Prime Securities market share logged 1.1% in Q4 FY2023 vs 1.4% in Q3 FY2023 attributed to a decline in the executed institutional trading.

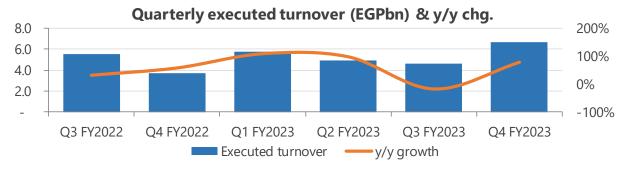
Prime Securities: Climbing the Ranks to #19 for the Year

Prime Securities secured the #23 spot in Q4 FY23.It is worth noting that Prime Securities has ranked 19th since the beginning of 2023 until November 2023.

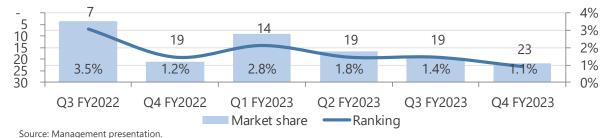
Significant block trades of notable size

In Q4 FY2023, Prime Securities engaged in block trades, totaling EGP 56mn. This added to a remarkable cumulative total of C.EGP 1.6bn in FY2023.





Quarterly market share and ranking



PRIME HOLDING IN NUMBERS

KEY FINANCIAL HIGHLIGHTS

MANAGEMENT COMMENTARY

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Brokerage

(continued)

New research portal launched; 31 notes published

During 2023, **PRIME**Research successfully launched its new research platform (MyPrimeResearch.com), the first ever in the firm's history, where clients can have access to all research and podcasts published at all times via web and mobile app. In addition to the regular daily newsletters, **PRIME**Research published 31 notes in 2023, including three annual strategy notes for 2023, covering both fundamental and technical analysis outlooks,12 **TECH**View notes, two **TAKE**Stock notes, 10 core coverage updates, and four new core coverage notes.

Indeed, **PRIME**Research continued to expand its fundamental research coverage during the year, having initiated coverage on four names: [ARCC], [PHAR], [SKPC], [EGAL]. Also, two TAKEStock notes were published on the newly-listed [TAQA] and [ESRS]. As well as coverage updates on [ABUK], [CIEB], [ALCN], [SWDY], [COMI], [OLFI], [ORAS], [ECAP], and a sector update on Egypt Fertilizers.







More Arabic podcast episodes

PRIMEResearch continued to update clients with analyst views via PRIMETalk podcast. During 2023, PRIMEResearch published a total of 34 episodes since the program was launched. The program can be accessed through the different podcast platforms, including Spotify, Apple, and Google. Meanwhile, PRIMEResearch continues to publish PRIMEMorning, its daily podcast series covering both fundamental and technical analysis before the start of every trading day. The program can be accessed from Spotify, Apple, and Google.

More profitable technicals-based stock calls

During 2023, **PRIME**Research closed 123 technical-based stock calls under **TECH**Talk with a 72% success rate, generating +8.5% per stock on average. In addition, 41 **TECH**Bite calls (an intraday technical analysis service published on a Telegram channel called "جلسة التداول مع برايم") were closed with an 80.7% success rate, generating +2.7% per stock on average.

* In Q4 2023, the research department underwent a revitalizing restructuring process to fully resume all its activities.



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Arabian Cement Co.: Survival of the Fittest

ARCC: Capitalizing on resilience and efficiency; initiate at OW/H



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Sidi Kerir Petrochemicals (Sidpec): Great Margins for the Future?

SKPC: More than one way to unlock potential; initiate with



MYPRIMERESEARCH.CC

Egyptian International Pharmaceutical Industries Co. (EIPICO) [PHAR]: A Pharma Master

PHAR: Growing slowly but surely; initiate at OW/M



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Egypt Aluminum: Business As Usual

EGAL: Future electricity prices mute valuation today; initiate at



TAKEStock: TAQA Arabia [TAQA] - Fueling the Future
Our initial take on TAQA before its first trading day



WYPRIMERESEARCH.COM

IAKEStock: Ezz Steel [ESRS] - Forging Forces

Dur take on EZDK's decision to delist off EGX; all good for ESRS



MYPRIMERESEARCH.COM
Abu Qir Fertilizers (ABUK): The Afterparty — What's Next
After an Exceptional Year?

17MPT resident to FGPEO(charge: Neutral / Machium Risk

12MPT raised to EGP60/share; Neutral / Medium I maintained



Asset Management

Ascendancy in equity and money market uplift AUMs

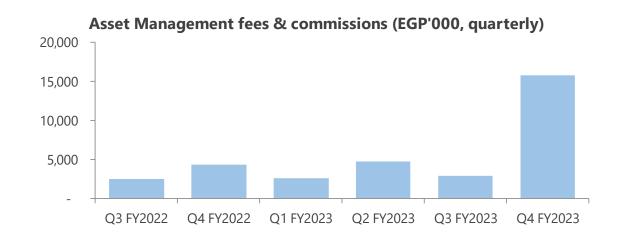
Total assets under management (AUMs) soared to a new heights, anchoring an impressive YoY hike of 46% crossing the EGP 12bn by the end of Q4 FY2023, bolstered by both equity (+10% YoY)(15% QoQ) and money market (+210% YoY) (+156% QoQ) AUMs.

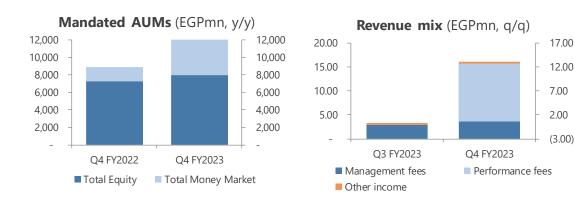
- Equity AUMs commanded the lion's share, comprising approximately 62% of total AUMs, accordingly equity AUMs amounted to EGP 8.0bn in Q4 FY23, displaying a 10% YoY increase from their from their Q4 FY22 standing at EGP 7.3bn.
- Money market assets under management (AUMs) reached a remarkable EGP 4.9bn as Q4 FY2023 concluded, depicting a substantial increase from EGP 1.6bn in Q4 FY22, highlighting a noteworthy 210% YoY rise.

Prime Asset Management rockets to success, notching EGP 26mn in FY2023, a sturdy 95% YoY jump from the previous revenues of EGP13.3mn.

Total asset management revenues (including other income witnessed a vigorous 258% YoY escalation, climbing to EGP 16.1mn in Q4 FY2023 compared to EGP 4.5mn in Q4 FY2022. This striking boost is ascribed to the hereinafter factors:

- Performance fees surged by 787% YoY, summing to EGP 12mn in Q4 FY2023.
- Management fees experienced a strong 22% YoY increase, amounting to EGP 3.7mn in O4 FY2023.
- Other Income totaling to EGP 0.4mn in Q4 FY2023, marking a remarkable increase of 262% YOY









Financial Advisory

FY23 was a record year: Prime Capital's bottom line for the year soared c.300% YoY to EGP 3.8mn vs a net loss of EGP 1.9mn in FY22. The company's topline for the year also saw stronger performance, climbing 55% from the year before logging EGP 10mn. This exceptional performance is primarily attributed to the flourishing Sell-side and Financial Advisory activities, complemented by the dividends generated from the investments and effective cost strategies implementation.

Bright Horizon

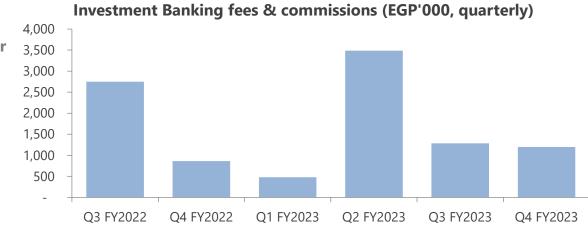
Prime Capital is energetically seizing upon a plethora of highly promising opportunities spanning diverse sectors. These opportunities, currently progressing through various negotiation and execution phases with a combined potential deal value surpassing EGP 5bn. This strategic thrust perfectly aligns with Prime Capital's ambitions to expand its market footprint and fortify its esteemed legacy of success.

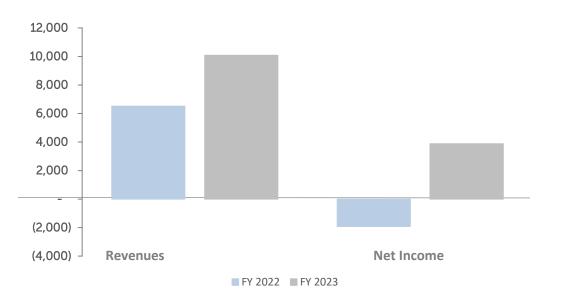
With a strategic acumen, Prime capital acts as the financial advisor for a leading player in the flourishing agriculture sector, spearheading their path towards an IPO scheduled for Q2 2024.

Expert IFA offerings

Harnessing the demonstrated expertise, Prime Capital has adeptly issued a significant volume of Independent Financial Advisor (IFA) reports during FY 2023. These reports encompass a wide spectrum of industries, showcasing the versatility and depth of the analysis including:

- 1. Textiles & Apparels
- 2. Agro commodity
- 3. Real Estate
- 4. Mining Services
- 5. Fintech
- 6. Education
- 7. Financial Intermediaries
- 8. F&B









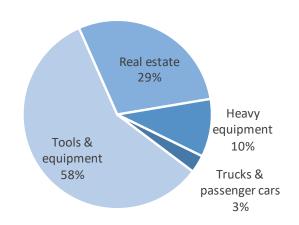
Non-Banking Financial Services

The leasing portfolio boasts a diverse array of sectors, providing both versatility and diversity.

As of December 2023, tools and equipment took the lead with 58%, closely followed by real estate at 29%.

In terms of sector distribution, the food and beverages industry leads the pack with 29%, trailed by the trade sector at 13%. Textiles and real estate each hold a respectable 10%.

Leasing Portfolio by type of asset

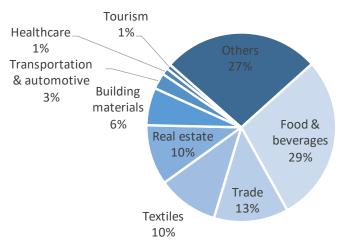


Source: Management presentation.

6,000 5,000 4,000 3,000 2,000 1,000 Q3 FY2022 Q4 FY2022 Q1 FY2023 Q3 FY2023 Q2 FY2023 Q4 FY2023

NBFS fees & commissions (EGP'000, quarterly)

Leasing Portfolio by sector



Source: Management presentation.

MANAGEMENT COMMENTARY

Consolidated Financial Statements





Income Statement (EGP'000)	Q4 FY2023	Q3 FY2023	QoQ	FY2023	FY2022	YoY
income Statement (EGP 000)	Q4 F12023	Q5 F12025	QoQ	F12023	F12U22	101
Brokerage	21,025	16,417	28%	77,097	46,605	65%
Asset Management	15,764	2,923	439%	26,003	13,324	95%
Financial Advisory	1,197	1,284	-7%	6,445	6,519	-1%
Custody	1,842	1,671	10%	9,966	7,400	35%
Management Services	401	212	89%	897	758	18%
Total Investment Bank Fees & Commissions	40,228	22,507	79%	120,408	74,606	61%
NBFS	4,124	4,399	-6%	17,778	17,948	-1%
Capital Markets & Treasury	15,301	13,830	11%	53,679	11,257	377%
Operating Revenues	59,653	40,736	46%	191,866	103,810	85%
Non-Operating Revenues	2,274	2,103	8%	9,456	5,150	84%
Total Revenues	61,927	42,840	45%	201,322	108,960	85%
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Salaries & Wages	(11,790)	(11,533)	-2%	(45,568)	(61,692)	26%
Commissions	(7,822)	(2,219)	-253%	(16,690)	(6,437)	-159%
Other G&A Expenses	(7,525)	(7,741)	3%	(28,027)	(24,446)	-15%
Interest Expense	(6,413)	(7,294)	12%	(28, 146)	(23,524)	-20%
Depreciation & Amortization	(1,823)	(1,886)	3%	(7,463)	(6,454)	-16%
Operating Expenses	(35,374)	(30,674)	-15%	(125,895)	(122,553)	-3%
Operating Profits	26,554	12,166	118%	75,427	(13,593)	655%
Provisions	(13,222)	(2,210)	-498%	(28,503)	(29,202)	2%
Goodwill Impairment	-	-	-	-	(12,900)	-100%
Other Income (Expenses)	-	-		-	-	-
Net Profits before Tax	13,332	9,956	34%	46,924	(55,694)	184%
Taxes	(8,551)	(4,388)	-95%	(21,332)	(2,511)	-750%
Net Profits after Tax	4,781	5,568	-14%	25,591	(58,205)	144%
Minority Interest	(220)	(106)	-108%	(458)	(359)	-28%
Net Profits after Unusual Items & Minority Interest	4,561	5,462	-16%	25,134	(58,563)	143%

Consolidated Financial Statements (continued)





Balance Sheet (EGP'000)	31-Dec-23	YTD	30-Sep-23	YTD	30-Jun-23	31-Dec-22
Cash & Cash Equivalents	441,380	194%	425,898	184%	417,176	150,091
Receivables	122,555	24%	133,873	35%	130,784	99,179
ST Loans Receivables	38,646	8%	38,081	6%	36,321	35,889
Sundry Current Assets	23,812	90%	12,651	1%	13,258	12,524
Total Current Assets	626,393	110%	610,504	105%	597,538	297,683
LT Loans Receivables	39,223	(37%)	46,584	(26%)	53,840	62,669
Net Fixed Assets	52,948	(12%)	54,529	(9%)	56,376	59,969
Goodwill	207,256	0%	207,256	0%	207,256	207,256
Contribution to Settlement Guarantee Fund	3,240	41%	3,240	41%	3,240	2,291
Investments	1,940	0%	1,940	0%	1,940	1,940
Total Non-Current Assets	304,607	(9%)	313,549	(6%)	322,652	334,126
Total Assets	931,000	47%	924,052	46%	920,190	631,809
Short-Term Loans	55,945	(22%)	82,313	15%	89,537	71,354
Customers Credit Accounts	412,733	249%	403,751	241%	401,558	118,357
Long-Term Loans	49,144	(35%)	54,649	(28%)	62,808	75,451
Lease Obligation	23,639	(25%)	25,718	(18%)	27,724	31,470
Provisions	20,830	92%	10,471	(4%)	10,486	10,877
Sundry Liabilities	78,985	32%	60,042	1%	46,099	59,659
Total Liabilities	641,276	75%	636,946	73%	638,212	367,169
Equity for Owners of the Holding Company	287,529	10%	285,132	9%	280,109	262,549
Minority Interest	2,194	5%	1,974	(6%)	1,869	2,091
Total Shareholders' Equity	289,724	9%	287,107	8%	281,978	264,640
Total Liabilities & Shareholders' Equity	931,000	47%	924,052	46%	920,190	631,809

PRIME

Prime Holding's Stock Performance (FY2023)



Share Data

Number of issued shares	350mn
Issued & paid-in capital	EGP350mn
Fiscal year end	December
Reuters / Bloomberg tickers	PRMH.CA / PRMH EY Equity

Trading Information (FY2023)

Closing price (31 Dec. 2023)	EGP0.77
YTD high / low	EGP0.82 / EGP0.41
YTD performance	49%
Average daily volume	3.1mn shares
Average daily turnover	EGP1.9mn

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Disclaimer

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