



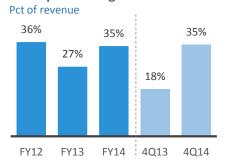
SODIC ("Sixth of October Development & Investment Company") has released its consolidated financial results for the 12 months ending 31st of December 2014

# SODIC is highly liquid and well geared for growth, with healthy profitability

#### Revenue recognized



#### **Gross profit margin**



### Highly liquid and gearing up for growth



#### Financial Highlights

#### FY14 review

Revenue recognized stood at EGP 1,366 mn a 3% increment over 2013. SODIC recognizes 100% of the value of the units sold upon delivery. With an average 3 to 3.5 year delivery time line, 2014 recognizes sales recorded in 2011 in addition to some of our remaining commitments from 2010 as well as early 2012 sales. Sales in 2011 were weak in light of the political backdrop at the time.

**Gross profit margin came in at 35%** reverting back to our long term average of 33-35% and recovering from the 27% margin recorded in 2013 due to the one off reversals related to Solidere International and a subdevelopment cancellation.

**Net Profit** margin of 11% representing EGP 154mn vs a net loss of EGP 447 mn in 2013.

**Cash** balance stood at EGP 2.1bn, more than four fold that of 2013, closing the year with a highly liquid position attributed to an extraordinary strong cash collection cycle in addition to the proceeds from the capital increase.

**Receivables** increasing by 35% reflecting the strong sales in 2014 to reach EGP 4.8 bn with a delinquency ratio at a record low of 4% vs 9% in 2013.

**Bank Debt** availability of EGP 2.2 bn secured during the year with a debt balance of EGP 1.1bn at year end 2014, a 1.9x increment over the previous year. Our debt to equity ratio stands at 0.38x supporting our growth trajectory. We remained cash positive with a net cash balance of EGP 877mn at year end 2014.

**Shareholders Equity** has increased by 68% following the successful closure of our EGP 1bn rights issue in October that was 99.3% subscribed.

#### 4Q14 review

Quarterly revenue came in at EGP 469mn, a 17% decline from the same period last year due to lower value of deliveries.

Gross margins almost doubled reaching 35% in 4Q14 vs 18% in 4Q13.

Net profit stood at EGP 42 mn with a net profit margin of 9%.

Record quarterly sales of over EGP 1 bn capped a remarkable year for SODIC.



### Ending the year with highest quarterly net sales in SODIC's history of EGP 1bn, a record net contracted sales of EGP 3bn for FY14 and an exceptionally strong cash collection cycle throughout the year

#### Record net contracted sales



#### Cancellations at all time low



#### Continuing to deliver on time



#### **Operational Highlights**

#### FY14 review

Record net contracted sales of EGP 3bn was achieved, a 24% y-o-y increment, with 1,207 units sold in 2014. Over the course of the year SODIC has brought to the market over EGP 2.7 bn worth of new inventory that was 86% sold.

Cancellations were at an all time low of 5% reflecting the strong demand for the company's projects and general positive consumer sentiment in the market.

Timely deliveries of 490 units across 8 projects, delivering ahead of schedule on Westown Residences phase 2

Net cash collections of EGP 2bn a 58% increase YoY reflecting a higher appetite for cash payments by clients and an efficient management of our collections that saw our delinquencies drop to a record 4%.

#### 4Q14 review

Highest quarterly net contracted sales in SODIC's history with EGP 1bn achieved (+ 107% QoQ) on the back of new launches in SODIC West (Courtyards EGP 254mn) as well as sizable new launches in SODIC East.

**Delivered some 174 units** a 17% increment over the same quarter last year, with Allegria representing 43% of the value of units delivered.

Net cash collections for the quarter stood at EGP 566 mn, a 54% increment over the same period last year.





## Consolidated Financial Statements for the 12 months ending 31th of December 2014

EGP in mn	2014	2013	4Q14	4Q13
Total Revenue	1,366	1,324	469	568
Cost of Goods Sold	(891)	(969)	(304)	(465)
Gross Profit	475	355	165	103
Gross Profit Margin	35%	27%	35%	18%
Net Profit Before Tax	200	(423)	67	(538)
Taxes	(46)	(25)	(22)	(60)
Net Profit	154	(447)	44	(527)

#### Selected Balance Sheet Items

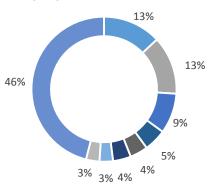
EGP in mn	2014	2013			
Assets					
Total Long Term Assets	10,231	4,939			
Work In Progress	6,239	2,965			
Net Trade and Notes Receivable	4,859	3,604			
Cash at Banks and on Hand	2,076	453			
Liabilities & Shareholder Equity					
Bank Credit Facilities & Long Term Loans	1,199	419			
Advances from Customers	6,097	4,294			
Total Equity	3,115	1,851			

5 March 2015





Shareholding structure as at 31/12/2014



- Abanumay Family
- Olayan Saudi Investment Company
- Ripplewood Advisors L.L.C
- Rashed Al Rashed & Sons Co
- EFG Hermes
- Norges Bank
- Juma Al Majid Investments L.L.C
- Abdel Monem Rashed Abdel Rahman Al Rashed
- Others

#### Corporate Highlights FY14

#### Land bank developments

- Acquisition of 301 acre plot in July, almost doubling the size of our unutilized land with a value of some EGP 3bn payable over 4 years
- Amicable Settlement with Solidere International (SI) unlocking 250,000 sqm of land in the heart of Westown
- Eastown settlement of EGP 900 million payable over 7 years

#### **Projects developments**

- Continued launches of new phases on Westown Residence (Phase 10),
  Eastown Residence (Phases 5, 6 & 7)
- Launched the first phase of the Courtyards, SODIC West's newest neighborhood
- Finalized the master plan for Villette (301 acre plot)

#### Changes in capital structure

- EGP 2.2bn in debt facilities raised mainly to finance the development of SODIC West and our newest project Villette (301 Acre Plot), of which EGP 1.1 bn is drawn down
- Successful closure of the EGP 1bn rights issue in October with a 99.3% subscription ratio, of which 60% is allocated to the development of Villette with the remaining earmarked for new growth opportunities

#### Changes in shareholding structure

- EFG Hermes sold c 15% of its stake
- Ripplewood advisors acquired 9.4%

#### Outlook 2015

- Targeting contracted sales of EGP 4bn from existing projects
- Deliver some 600 units across eight projects
- Continue to expand land bank and diversify product offering
- Kick start our recurring income with the launch of The Hub

-END-



Cairo, Egypt

5 March 2015

#### **About SODIC**

Building on a history of almost **two decades of successful operations** in Egypt, SODIC is one of the country's leading real estate development companies, bringing to the market award-winning large scale developments to meet Egypt's ever-growing need for high quality housing, commercial and retail spaces. Headquartered in Cairo and listed on the Egyptian stock exchange (EGX) under OCDI.CA, **SODIC** is one of the few non-family owned companies traded on the **EGX**, with a strong corporate governance framework.

Having invested over USD 1.4 billion in developing **eleven diverse real estate projects**, SODIC boasts a portfolio that has contributed more than 3 million square meters of built-up area to Cairo's new urban communities.

#### **Forward Looking Statements**

Statements contained in this document that are not historical facts are based on current expectations, estimates, projections, opinions and beliefs of SODIC. Such statements involve known and unknown risks, uncertainties and other factors; undue reliance should not be placed thereon. Certain information contained herein constitutes "targets" or "forward-looking statements," which can be identified by the use of forward-looking terminology such as "may," "will," "seek," "should," "expect," "anticipate," "project," "estimate," "intend," "continue" or "believe" or the negatives thereof or other variations thereon or comparable terminology. Actual events or results or the actual performance of SODIC may differ materially from those reflected or contemplated in such targets or forward-looking statements. The performance of SODIC is subject to risks and uncertainties. Various factors could cause actual results to differ materially from those expressed or implied by the forward-looking statements in this document including worldwide economic trends, the economic and political climate of Egypt, the Middle East and changes in business strategy and various other factors.



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