## INVESTOR PRESENTATION

Full Year 2017





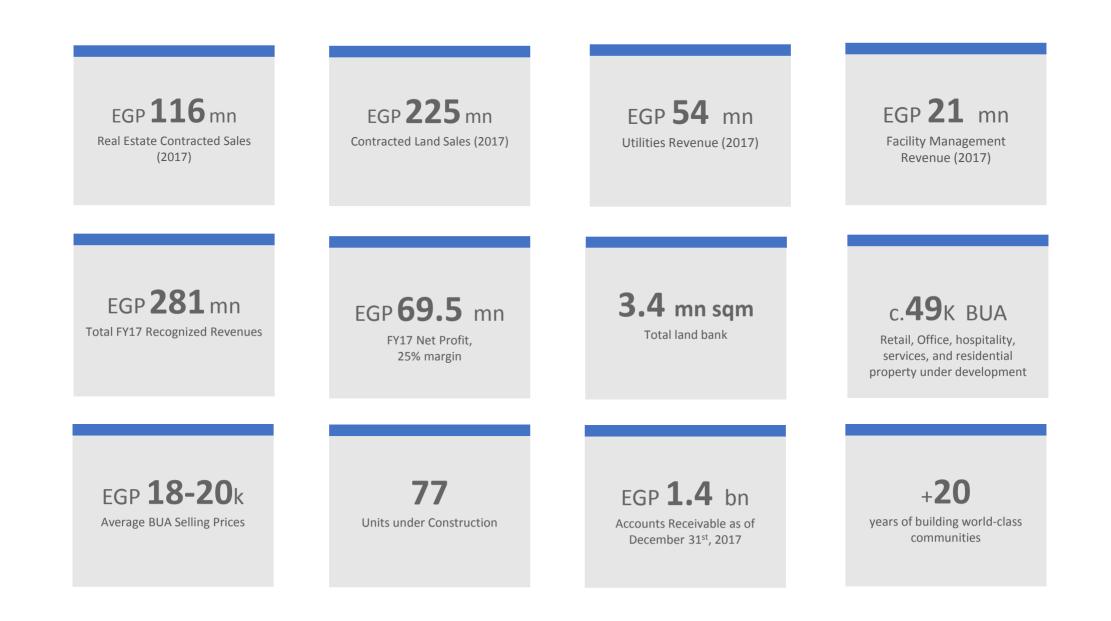
## **Executive Summary**



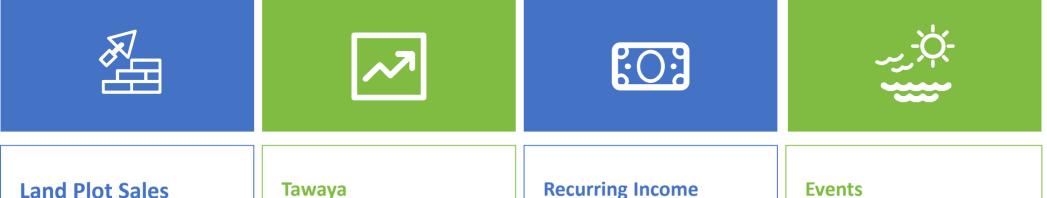
Egyptian Resorts Company is a fully-integrated real estate developer, covering the entire value chain including master development, real estate development, infrastructure development, facility and community management











ERC realized revenues of EGP 167.4 million from land plot sales during 2017. ERC is expecting subdevelopers' appetite for land to grow in the coming period.

#### Tawaya

Tawaya's contracted sales reached EGP183 million. Currently, around 59% of the project has been sold, contracted or reserved with expectations to sell out by year 2018.

#### **Recurring Income**

- Retail revenues: EGP 7.2 mn
- Utilities revenues: EGP 54 mn
- Facility management: EGP 21 mn
- Total Recurring revenues: EGP \_ 82.4 (in 2017)

#### **Events**

On April 2017, byGanz Extraordinaire hosted a three-day event featuring daytime beach activities and evening entertainment in collaboration with Blue Marlin UAE

Sahl Hasheesh hosted the bi-annual triathlon with Trifactory during 2017, with 600 athletes from Egypt and across the world competing in a variety of exciting races.

On 2018's New Year's Eve Sahl Hasheesh hosted a distinguished celebration.

## **Overview of ERC**



#### ERC's strategic real estate projects span the residential, commercial and touristic offerings

| Off-plan residential offerings | Recurring revenue projects | Mixed-use areas |
|--------------------------------|----------------------------|-----------------|
| 0                              | 0                          | 0               |
| 0                              | 0                          | 0               |
| 0                              | 0                          | 0               |
| 0                              | 0                          | 0               |
| 0                              | 0                          | 0               |

- Self-financed high and middle income projects
- ERC's off-plan residential project launches to date include Tawaya and Jamaran

- ERC develops and manages recurring revenue projects including retail, hospitality, commercial and value adding services
- ERC is the sole developer of Sahl Hasheesh's Phase I and Phase II downtown area
- Old Town Retail is the development's premiere shopping and leisure destination

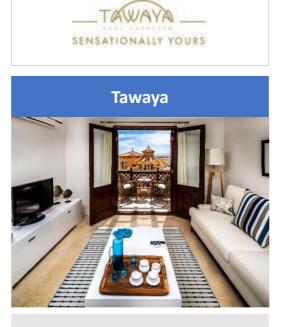


#### **Our Projects Portfolio**





| Туре  | Residential |
|---|-------------|
| Total Land Area of Jamaran<br>Development (sqm) | 265,000     |
| Total Land Area of Jamaran<br>Villas (sqm)      | 30,000      |
| Launched  | 2014        |
| Percent Sold                                    | 87%         |
| Target Completion Date                          | 2019        |
| Contracts since inception                       | EGP 83 Mn   |



| Туре                             | Residential |
|----------------------------------|-------------|
| Total Land Area (sqm)            | 13,290      |
| Total Sellable BUA (sqm)         | 18,600      |
| Launched                         | 2015        |
| Percent Sold                     | 59%         |
| Target Completion Date           | 2019        |
| Contracted Sales since inception | EGP 183 Mn  |





| Туре  | Retail, Office,<br>Residential,<br>Hospitality &<br>Services |
|---|--|
| Total Land Area (sqm)                         | 14,689   |
| Total BUA (sqm)                               | 49,355   |
| Launched                                      | 2010   |
| Retail and Office Area                        |  |
| Total Retail and Office<br>Leasable BUA (sqm) | 8,740  |
| Percent Retail Leased                         | 20%  |

### Projects Portfolio: Tawaya



Exclusive bay view waterfront residential project in the Old Town of Sahl Hasheesh by ERC & Palm Hills Developments

| -  |                   |        | and the second sec   |  |
|--|-------------------|--------|--|--|
| Name of Street o | -                 |        | and the second s |  |
|  | and the second    | -      | And and a second |  |
|  |                   |        |  |  |
|  |                   | 31     |  |  |
| ellable BUA  | 18,400 m2         | R.     |  |  |
| of units (including roofs)   | 164               |        |  |  |
|  |                   | 1      |  |  |
| nit sizes  | 60-294 m2         |        | 20   |  |
| les window   | Opened April 2015 |        |  |  |
| pected delivery  | 2018-19           |        |  |  |
| spected Project Proceeds   | c.EGP 325 million |        |  |  |
| alue of Units Contracted   | EGP 183 million   |        | 2  |  |
| ecognized Revenues   | EGP 29 million    | A SA   |  |  |
|  |                   |        |  |  |
|  |                   |        |  |  |
|  |                   |        |  |  |
|  |                   |        |  |  |
|  |                   | ANT    |  |  |
|  |                   | AN SAT |  |  |
|  |                   |        |  |  |
|  |                   |        |  |  |

#### Projects Portfolio: Jamaran Development



An exclusive enclave of sea-side villas along the coast of Sahl Hasheesh



- An exclusive enclave of sea-side villas along the coast of Sahl Hasheesh
- Four designs to choose from, with each possessing a unique architecture style while embodying the elegance, simplicity and charm associated with Sahl Hasheesh seaside living
- Designs include several bedrooms, washrooms, spacious kitchens and living rooms, private backyard pools and rooftop terraces, all with sea view

| Total Land Area                                    | 265,000 m <sup>2</sup>   |
|--|--------------------------|
| ERC Jamaran Villas Land Area                       | 30,000 m <sup>2</sup>    |
| ERC Jamaran Villas                                 | 30                       |
| ATS Villas   | 4                        |
| Total Residential BUA                              | 10,000 m <sup>2</sup>    |
| Villa Land Area (average)                          | 1,000 m <sup>2</sup>     |
| Villa BUA  | 369 – 406 m <sup>2</sup> |
| Total contracted revenues                          | EGP75,000,000            |
| Plots Sold – Private Design Land Area              | 130,000 m <sup>2</sup>   |
| Plots Sold – Private Design                        | 130                      |
| Total contracted revenues                          | EGP117,220,000           |
| Amaros Twin-Villas Land Area (Sub-Developer)       | 14,525 m <sup>2</sup>    |
| Number of Plots                                    | 14                       |
| Total contracted revenues                          | EGP11,550,000            |
| Red Coral Apartments Land Area (Sub-<br>Developer) | 8,282 m <sup>2</sup>     |
| Number of Plots                                    | 7                        |
| Total contracted revenues                          | EGP10,435,320            |

## Projects Portfolio: Old Town



Located at the heart of Sahl Hasheesh and overlooking the seaside promenade, Old Town is the development's bustling downtown area





ERC consulted with Colliers International in 2017 on the retail strategy for Old Town

| Tenor                  | 5 years - Longer tenors are subject to BoD approval  |
|------------------------|--|
| Grace Period           | 2 years  |
| Rental Scheme          | A – Fixed monthly rental fee/sqm based on activity and location, and<br>B – Revenue sharing agreement (0% during grace period / 10% yrs 3 & 4 / 15% yr<br>5) |
| Annual Escalation      | 10% on rental price applicable starting the grace period. On the first year of payment (year 3) tenants will pay the contractual monthly rent + 20%          |
| Security Deposit       | Three-months rent  |
| Maintenance Fee        | EGP 15 / sqm in 2017 with a 10% annual increase starting in 2018   |
| Termination<br>Penalty | In cases in which a lessee terminates the contract before the lapse of the lease term, the lessee will pay the value of the rent for the grace period        |



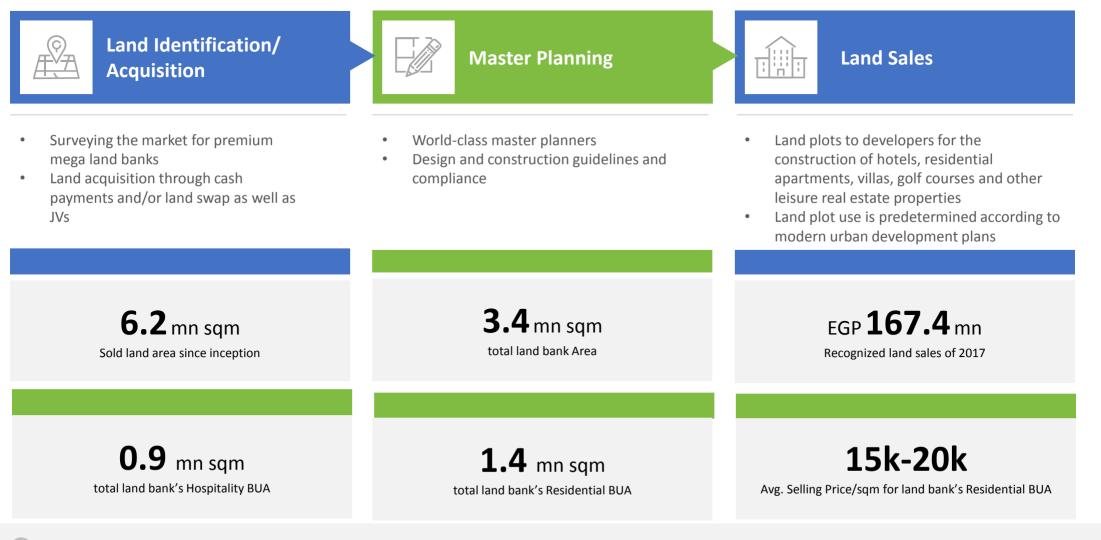


ERC's forward-looking strategy for its real estate development segment will see it revitalize existing projects to extract higher value as well as roll-out new off-plan residential and recurring income developments

|  | Upcoming Projects   |   |   |  |  |
|--|---|---|---|--|--|
| Low & Middle Income Staff<br>Housing   | The Boardwalk Retail  | Entrepreneurial &<br>Start-up Hub<br>(Business Park)  | Education   | Healthcare   |  |
| <ul> <li>Develop low and middle-income<br/>housing for sale and lease to the<br/>local area staff</li> </ul> | <ul> <li>Launch the Boardwalk as one<br/>cohesive project that incorporates<br/>the 12KM promenade, the jetties,<br/>the pier, the public beaches and<br/>easements with retail outlets<br/>(kiosks, food trucks etc.)</li> </ul> | <ul> <li>In partnership with KarmBuild and<br/>RiseUp, ERC aims to develop the<br/>first startup hub on the Red Sea<br/>with 15,000 sqm of GLA</li> </ul> | <ul> <li>Provide incentives for<br/>educational developments in-<br/>line with ERC's strategy of<br/>building fully-integrated<br/>communities</li> </ul> | <ul> <li>Provide incentives for<br/>developing healthcare<br/>facilities to ensure residents<br/>have access to state-of-art<br/>medical care</li> </ul> |  |



ERC master develops mega projects and world-class communities, offering land parcels for hotels, residential apartments, villas, golf courses and other leisure real estate properties









ERC's extensive infrastructure investments position it as the exclusive utilities and services provider – a model that generates sustainable cash flows

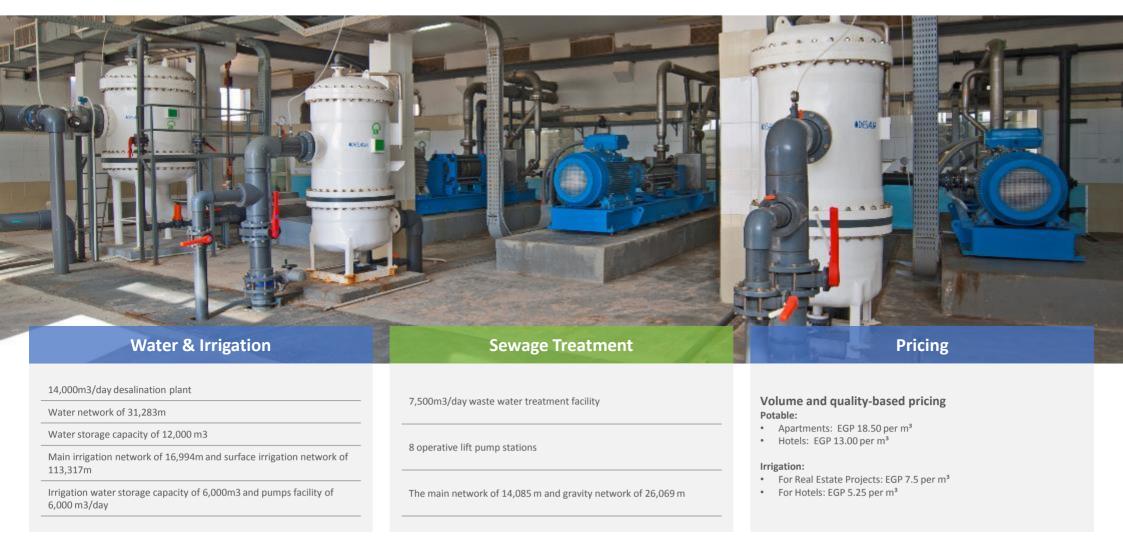


15

#### Water & Irrigation



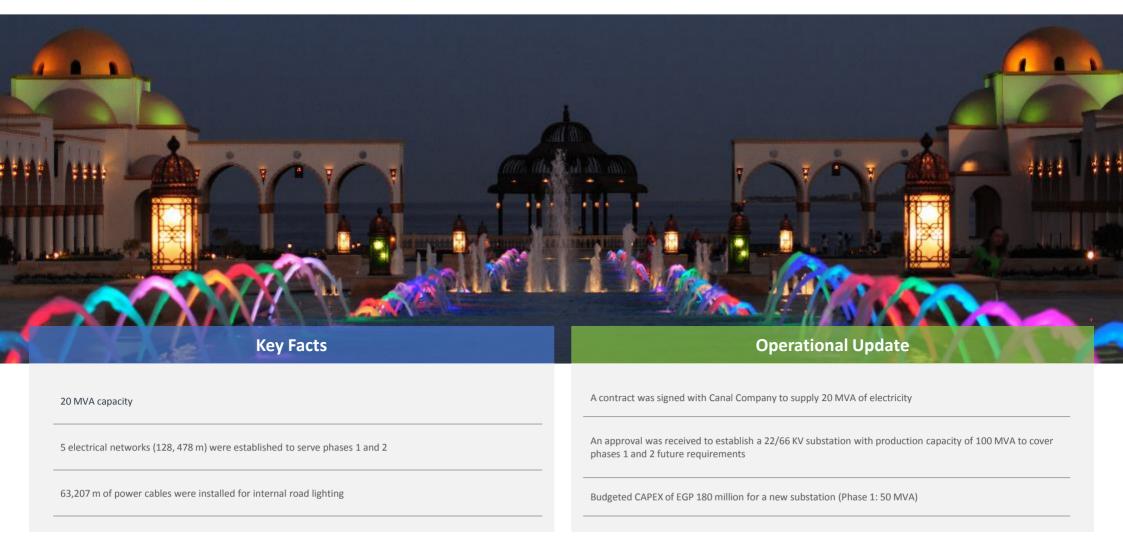
Management of ERC's desalination plant and water treatment equipment is subcontracted for a fixed fee, while water is sold at market rates



### Electricity



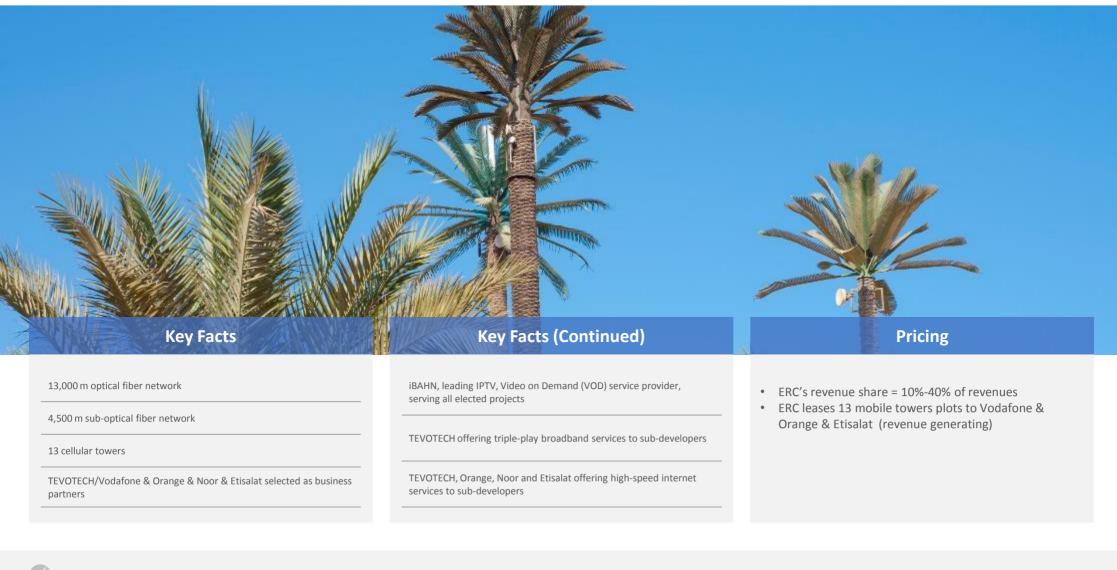
## ERC is a licensed electricity generator and distributor with an electricity sub-station in the design phase



#### Communication

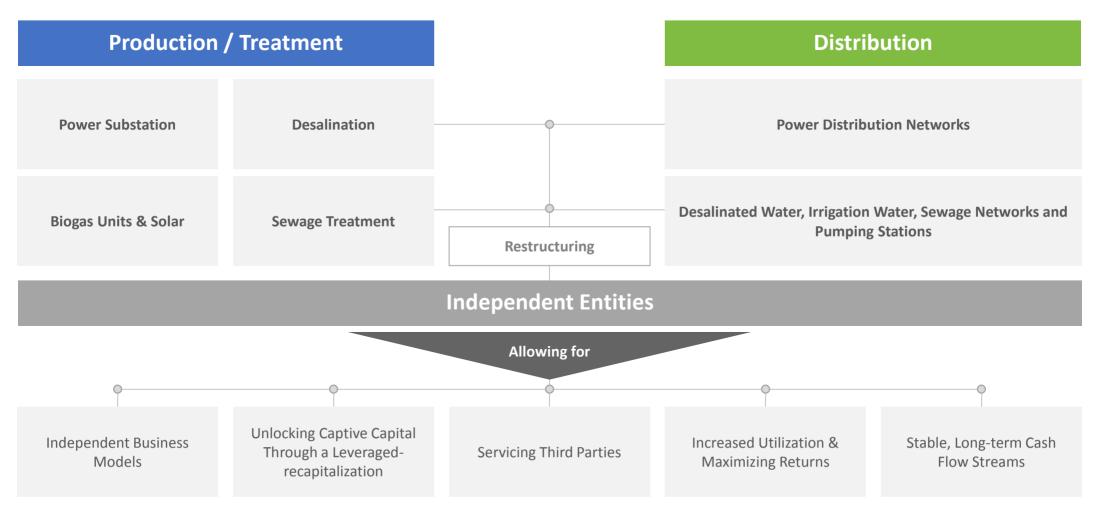


ERC's IT equipment and fiber optic networks support high-speed internet, video on demand, internet protocol television among other services





ERC aims to restructure its infrastructure assets as into independednt revenue generating profit centers to unlock value and growth



ERC will further develop its infrastructure assets to offer to third party customers in order to widen its consumer base and enhance revenue



#### ERC provides a comprehensive range of maintenance and facility management services

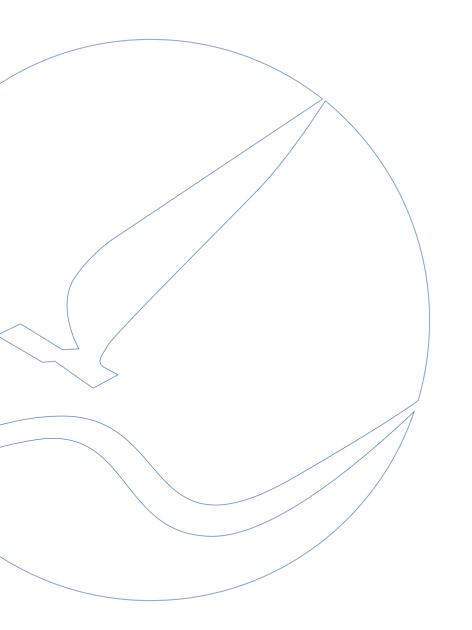
#### **Facility Management Capabilities**

| Security   | Waste Management   | Public Area & Beach<br>Maintenance                         | Cleaning   | Community Brand &<br>Reputation Management     | Quality & Design Control   |
|--|--|--|--|--|--|
|  | Fees are based on a cost-recovery model plus a management fee Community management controls and regulations ensure an uncommonly high level of environmental amenity and and clean-operating and service-focused and clean-operating and service-focus |  | uncommonly high level of environmental amenity and |  |  |
| EGP <b>23.7</b> mn<br>Revenues in 2017<br>(from third parties) | EGP <b>53</b> km<br>Length of road network   | <b>414</b><br>Facility & community<br>management personnel | <b>200</b> k m <sup>2</sup><br>Green areas         | <b>3,600</b> tons/year<br>Waste management via | The community<br>administration, rules and<br>regulations were designed<br>by Ernst Body Corporate |

#### **Facilities Management Forward-Looking Strategy**

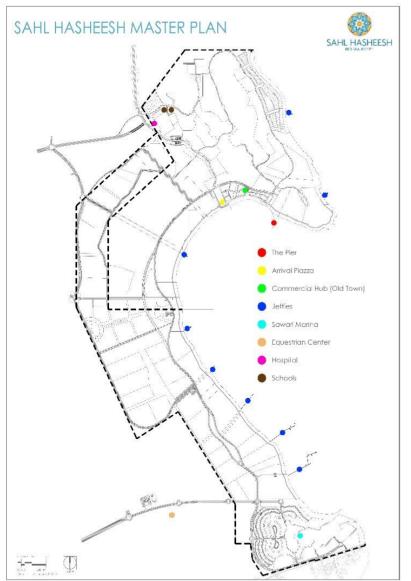
As part of ERC's growth strategy, the Company has plans to spin off of its Facilities Management division into an independent entity:





## Overview of Sahl Hasheesh





Sahl Hasheesh is a unique, purpose-built Red Sea destination 18 km south of Hurghada International Airport and approximately 470 km from Cairo. The year-round development is situated on a bay long renowned as a world-class diving and seaside destination and includes a 12.5-km shoreline.

| Inve  | estors & Sub-Develo   | Tourists & Residents   |  |
|---|---|--|--|
| Controlled Supply   | Superior<br>Infrastructure  | One-Stop-Shop  | Community Management in an<br>Upscale Development  |
| Strategically-<br>released land phases<br>based on<br>development and<br>ROI protection | "Plug-and-Play": full-<br>fledged<br>infrastructure with<br>developers simply<br>"plugging" in upon<br>project completion | Investors and<br>developers deal only<br>with ERC, while ERC<br>secures licenses,<br>approvals, building<br>permits and land<br>registration | <ul> <li>Architectural integrity and cohesion</li> <li>Community management controls and regulations</li> <li>Maintenance and upkeep</li> <li>Full services and amenities</li> </ul> |
|   | Planni  | ng Partners  |  |
| AECOM   |   | <b>FKL</b> <sup>®</sup> EDSA   | WATG Mic-oo  |

## Sahl Hasheesh By Numbers



Phases I and II of Sahl Hasheesh are currently home to around 2,760 hotel rooms and suites managed by brands including Premier Le Rêve, Premier Romance, Pyramisa, Tropitel, Old Palace and Baron, and Azzurra Boutique Hotel in addition to 2,300 residential units. Five of our hotels are among the top 10 picks on Trip Advisor.

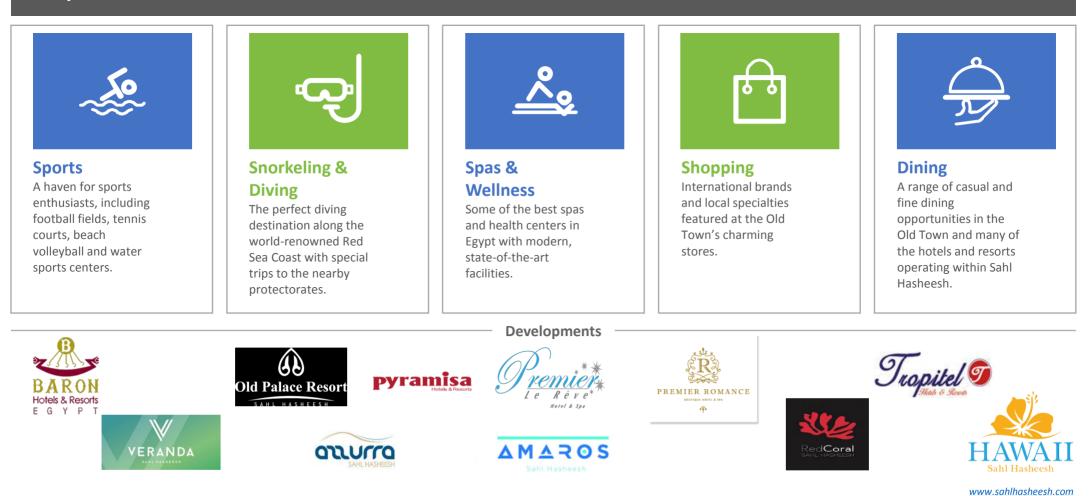


Note: The above KPIs include developments by ERC as well as other sub-developers



Sahl Hasheesh has become the prominent destination on the Red Sea coast with year-around activities and events for residents and visitors alike

#### **Daily Activities**



Investor Presentation FY2017



ERC's marketing efforts have placed Sahl Hasheesh firmly on the map as one of Egypt's top coastal destinations among foreigners and Egyptians alike. During 2017, ERC organized a number of new events, ranging from sporting events and beach parties to CSR activities, demonstrating the versatility of Sahl Hasheesh's coastline.

2017 Events

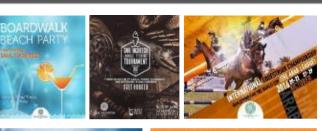


Sahl Hasheesh hosted the biannual triathlon with Trifactory during 2017, an event which has been held at Sahl Hasheesh every spring and winter over the last four years, with more than 1000 athletes from Egypt and across the world competing in a variety of exciting races



In April 2017, byGanz Extraordinaire, one of the most widely known Egyptian-based event and PR companies, hosted a three-day event featuring daytime beach activities and evening entertainment in collaboration with Blue Marlin UAE. The day time event, "Burning Beach" received wide coverage in major Egyptian news platforms and blogs, helping further solidify Sahl Hasheesh as a premiere destination for upscale entertainment. Boardwatk Music FESTIVAL

The summer saw the new season of Boardwalk Beach Parties, which officially kicked off during Eid Al Fitr in July 2017. Through until October, Sahl Hasheesh's scenic beaches hosted its signature beach parties with live DJs every Friday.





During March we held Sahl Hasheesh annual Fishing tournament for three days, also its also worth mentioning that during official holidays we partnered with "Wild Gunabana" an adventure start up founded by Omar Samra to hold an adventure school for the kids so that their parents can enjoy their time in Sahl Hasheesh hammering on the fact that the destination is for everyone.

#### **Promotional Activities**







A major focus of our marketing activities in 2017 were centered around the Old Town area. With the new opening of Bus Stop and the new management of Il Gusto (which will be changed to "Sailors" during 2018), the summer events were centered around directing traffic to these venues and establishing them with the local Red Sea residents. We supported Bus Stop with live bands every Friday night and the beach with DJs and bands during the major holidays.

With the growing popularity of Tawaya, efforts have also been made to increase visibility of the project and the branding on-site. We have also continued our efforts to position ourselves as a great sports destination with the second edition of the Sahl Hasheesh fishing Tournament with Red Sea Anglers as well as two editions of the Sahl Hasheesh Triathlon with Trifactory. We held our first rally over two days where 10 professional rally teams participated. And with the first obstacle off road course in the region attracting not only professionals rally teams but normal 4x4 owners. The event attendees exceeded 500 pax.



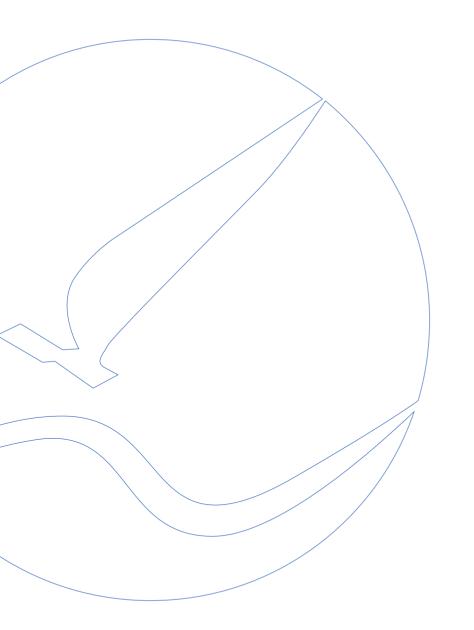
Following the success of New Years Eve '16 with ByGanz and Lemon Tree, two more events have been hosted during our peak holiday weekends (Easter and New Year) with ByGanz & Blue Marlin UAE. THE WORLD'S LEADING TRAVEL TRADE SHOW®



Internationally, Sahl Hasheesh is continuing to position itself as a competitive destination in Egypt with strong participation in tourism trade shows (ITB Berlin and WTM London) as well as promoting destination weddings in Sahl Hasheesh with the European market.



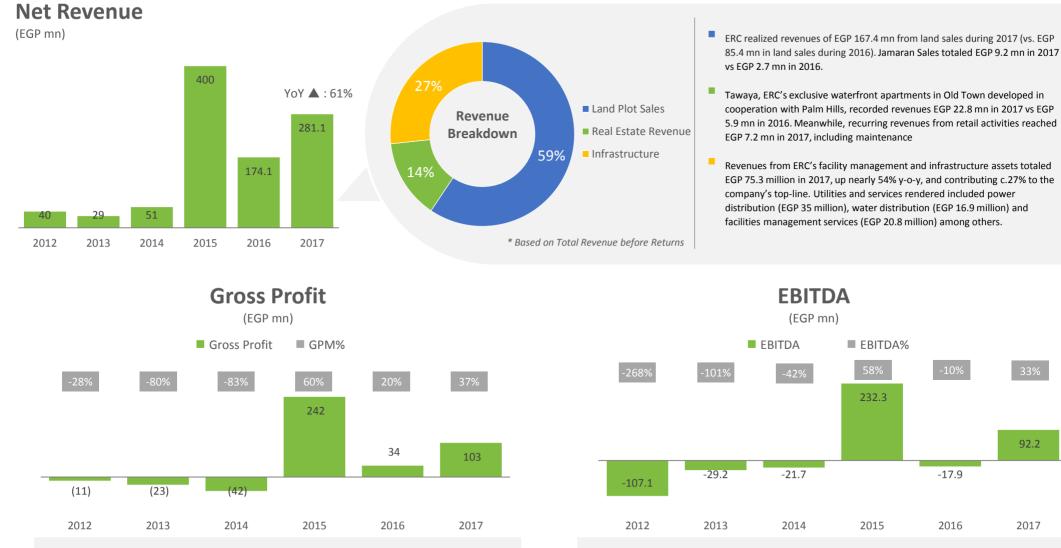
Call Centre: 16974



## Operational & Financial Update

## Financial Performance | Income Statement Highlights



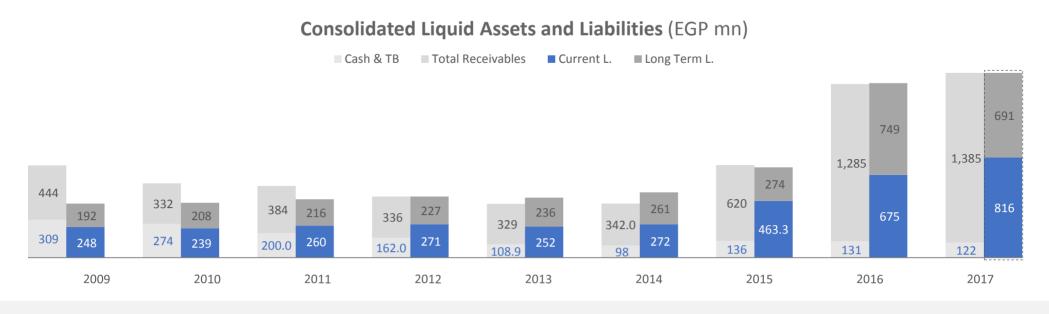


Gross Profit recorded EGP 103 million (GP margin of 37%) in FY2017 against a gross profit of EGP 34 million (GP margin of 20%) during FY2016

EBITDA came in at EGP 92.2 million in FY2017 with an EBITDA margin of 33% compared to -10% in FY2016

## Financial Performance | Balance Sheet Highlights

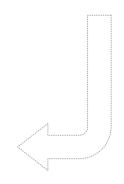


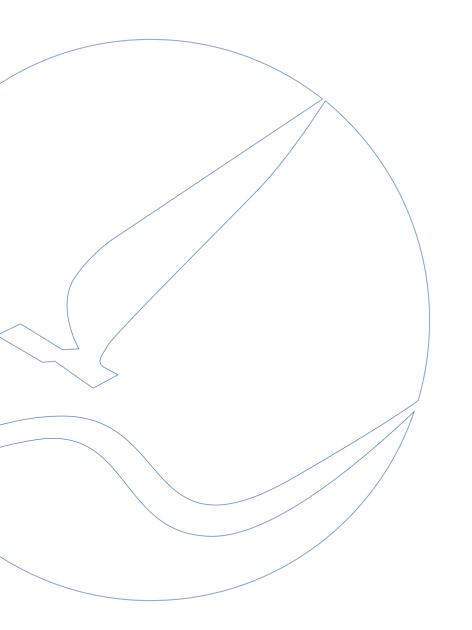


The company's balance sheet remained liquid as at year end 2017, with a cash balance of EGP 122 million.

|  | MEGP  |
|--|-------|
| Current Liabilities                              | 815.6 |
| 1. Claims Provision                              | 29.2  |
| 2. Down payments                                 | 175.7 |
| 3. Sundry creditors and other credit balances    | 282.5 |
| 4. Due to TDA (Share)                            | 140.3 |
| 5. Provision (cost for development of sold land) | 164.4 |
| 6. Bank Facilities                               | -     |
| 7. Income Tax                                    | 23.7  |

|  | MEGP  |
|--|-------|
| Long Term Liabilities                      | 691.2 |
| 1. Purchase of land creditors<br>(Phase 3) | 621.3 |
| 2. Deferred Tax                            | 69.9  |
| 2. Deferred Tax                            | 69.9  |





# Governance & Sustainability



ERC believes that a robust, proactive approach to corporate governance is vital to the interests of both the individual company — boosting investor confidence by protecting the value of their shares — and the business community by providing a regulatory framework for healthy competition.

| The Board  |  | Committees                                |  |  |  |
|--|--|---|--|--|--|
| Mr. Ahmed Abou Hendia<br>Non-Executive Chairman<br>Mr. Mohamed Kamel<br>Vice Chairman<br>Mr. Wael El Hatow<br>Chief Executive Officer                                      | Mr. Mohamed Samir Abdel Fatah<br>Board Member Representing KATO<br>Investment<br>Dr. Hamza Al Kholi<br>Board Member Representing First<br>Arabian Development & Investment | Audit Committee                           | <ul> <li>Members:</li> <li>Mr. Karim Aboul Naga (Chairperson)</li> <li>Dr. Khaled Abdelaziz Moh'd Hegazy (Member)</li> <li>Mr. Mohamed Daabis (Member)</li> </ul>  |  |  |
| Dr. Khaled Abdelaziz Moh'd Hegazy<br>Board Member Representing Misr Life<br>Insurance<br>Mr. Mohamed El Saeed Ibrahim Taaema<br>Board Member Representing Rowad<br>Tourism | Dr. Eskander Tooma<br>Independent Member<br>Dr. Gamal Elsaeed<br>Independent Member  | Nomination &<br>Remuneration<br>Committee | <ul> <li>Members:</li> <li>Mr. Mohamed Kamel (Chairperson)</li> <li>Mr. Ahmed Abu Hendia (Member)</li> <li>Dr. Eskander Tooma (Member)</li> <li>Mr. Mohamed El Saeed Ibrahim Taaema (Member)</li> </ul>                                    |  |  |
| Mr. Tarek Samir Abdel Fatah<br>Board Member Representing KATO<br>Investment<br>Mr. Mohamed El Saeed Saad Daabis<br>Representing Misr Insurance                             | Mr. Mohamed Sherif<br>Representing Misr Insurance<br>Mr. Hussein Abo Seada<br>Representing Rowad Tourism<br>Mr. Karim Aboul Naga<br>Representing Al Ahly Capital           | Strategic<br>Committee                    | <ul> <li>Members:</li> <li>Mr. Mohamed Samir Abdel Fatah (Chairperson)</li> <li>Mr. Ahmed Abou Hendia (Member)</li> <li>Dr. Hussein Abo Seada (Member)</li> <li>Mr. Mohamed Kamel (Member)</li> <li>Dr. Eskander Tooma (Member)</li> </ul> |  |  |



ERC is committed to actively giving back to Egyptian society by engaging in ethical business practices as well as organizing and sponsoring a variety of corporate social responsibility initiatives every year

#### **Doing Business to Promote Development**

- Demonstrating a desire to find innovative solutions to today's energy crisis, in 2015 ERC signed a long-term land lease contract with KarmSolar to develop a c. 50,000 m2 solar farm in Sahl Hasheesh with a generation capacity of 2MW.
- In late 2016, ERC signed an MoU with KarmBuild and RiseUp to create a technology and startup hub in Sahl Hasheesh that will support Egypt's most promising local technology companies and accelerate the pace of innovation.



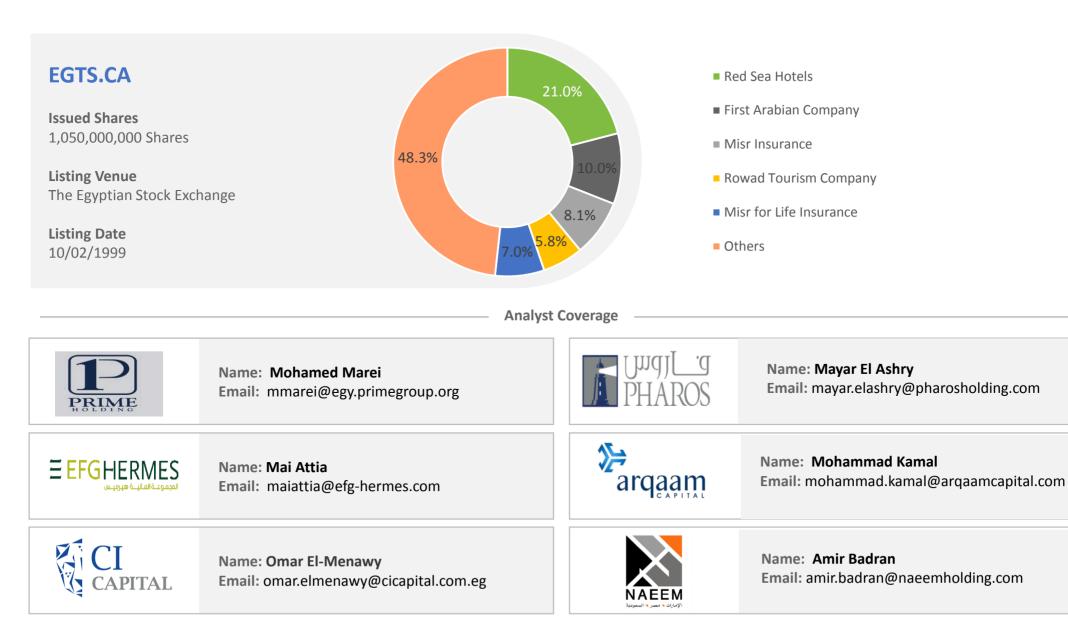
#### **Giving Back through CSR Initiatives**

- In April 2017, ERC hosted an Orphan Day on Sahl Hasheesh's beach. Thirty-five children participated in a variety of activities, including a submarine tour. In conjunction with the event, ERC donated 641 kg of dry foodstuff for Eid Al Adha to the Egyptian Food Bank.
- ERC hosted a group wedding for community orphans at Sahl Hashessh Resort

## **Investor Information**

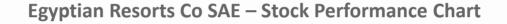
## **Stock Information**

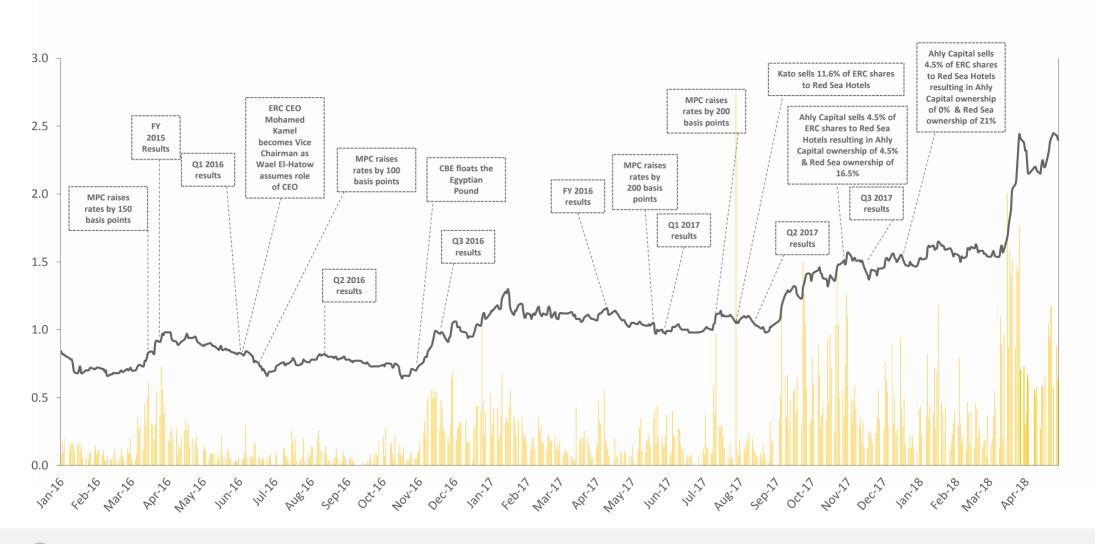




### **Stock Information**







## **Financial Statements**

## **Consolidated Income Statement**



| EGP                                       | FY2015       | FY2016       | Change  | FY2017        | Change |
|---|--------------|--------------|---------|---------------|--------|
| Sales                                     |              |              |         |               |        |
| Operating Revenue                         | 372,696,703  | 168,889,169  | -55%    | 206,593,285   | 22%    |
| Sales Return                              | (18,805,236) | (9,768,139)  | -48%    | (780,847)     | -92%   |
| Revenue from rendered services            | 46,506,372   | 48,833,922   | 5%      | 75,255,074    | 54%    |
| Total Revenues                            | 400,397,839  | 207,954,952  | -48%    | 281,067,512   | 35%    |
| COGS                                      |              |              |         |               |        |
| Cost of Sales                             | (76,755,441) | (32,223,284) | -58%    | (63,060,082)  | 96%    |
| Cost of returned sold land                | 3,216,265    | 1,800,294    | -44%    | 236,077       | -87%   |
| Operating cost of rendered services       | (85,004,316) | (93,385,533) | 10%     | (115,401,193) | 24%    |
| Gross Operating profit (loss)             | 241,854,347  | 84,146,429   | -65%    | 102,842,314   | 22%    |
| Other Income                              | 5,682,438    | 8,803,725    | 55%     | 6,113,823     | -31%   |
| Selling and Marketing Expenses            | (19,679,764) | (39,352,427) | 100%    | (30,672,320)  | -22%   |
| General and Administrative Expenses       | (30,084,105) | (44,878,566) | 49%     | (42,676,395)  | -5%    |
| Other Expenses                            | (15,420,791) | (20,955,163) | 36%     | (5,135,933)   | -75%   |
| Net Change in AR & Other Debit Balances   | 14,539,720   | 3,066,579    | -79%    | 0             | -100%  |
| Operating profit (loss)                   | 196,891,845  | (9,169,423)  | -105%   | 30,471,489    | -432%  |
| Revaluation of investment fund securities | 1,756,689    | 477,612      | -73%    | 0             | -100%  |
| Deferred Interest                         | 9,295,776    | 16,163,395   | 74%     | 39,951,851    | 147%   |
| Net Finance Income (Cost)                 | 8,695,509    | 97,704,343   | 1024%   | 9,996,346     | -90%   |
| EBT                                       | 216,639,819  | 105,175,927  | -51%    | 80,419,686    | -24%   |
| Income tax                                | 823,096      | (95,012,057) | -11643% | (10,956,904)  | -88%   |
| Net Income                                | 217,462,915  | 10,163,870   | -95%    | 69,462,782    | 583%   |
| Attributed to the Holding Company         | 217,857,117  | 78,358,936   | -64%    | 62,585,787    | -20%   |
| Minority Interest Share                   | (394,202)    | (68,195,066) | -17400% | 6,876,995     | -110%  |
|   |              |              |         |               |        |

#### **Consolidated Balance Sheet**



| EGP   | 31/12/2016    | 31/12/2017    |
|---|---------------|---------------|
| Fixed Assets (net)                          | 121,861,072   | 103,174,39    |
| Real Estate Investments                     | 145,977,861   | 148,040,65    |
| Projects in Progress                        | 1,624,746     | 12,532,92     |
| Accounts and Notes Receivable (Net)         | 509,342,426   | 470,856,77    |
| Long Term Time Deposits                     | 46,733,750    | 43,585,50     |
| Total Long term Assets                      | 825,539,855   | 778,190,24    |
| Work in progress                            | 569,827,398   | 590,732,31    |
| Assets Held for Sale                        | 0             | 528,13        |
| Inventory                                   | 2,947,379     | 2,712,99      |
| Accounts and Notes Receivable (Net)         | 775,426,269   | 913,674,80    |
| Various debtors and other debit balances    | 16,117,071    | 30,955,96     |
| Cash on hand & at bank                      | 131,193,723   | 122,116,103   |
| Total Current Assets                        | 1,495,511,840 | 1,660,720,32  |
| Total Assets                                | 2,321,051,695 | 2,438,910,56  |
| Claims Provision                            | 28,374,351    | 29,208,21     |
| Receivables - Advance payments              | 98,878,283    | 175,671,52    |
| Sundry creditors and other credit balances  | 241,087,852   | 282,467,45    |
| Due to authority of touristic development   | 129,487,337   | 140,316,09    |
| Estimated cost for development of sold land | 151,530,217   | 164,405,14    |
| Banks - Credit facilities                   | 13,318,509    |               |
| Income tax                                  | 12,070,490    | 23,681,96     |
| Total Current Liabilities                   | 674,747,039   | 815,750,39    |
| Issued and Paid in Capital                  | 1,050,000,000 | 1,050,000,000 |
| Legal Reserve                               | 131,664,379   | 146,057,90    |
| Retained Earnings (Losses)                  | (260,705,521) | (247,516,959  |
| Holding Company's Shareholders' Equity      | 920,958,858   | 948,540,94    |
| Minority Interest                           | (23,432,721)  | (16,555,726   |
| Total Shareholders' Equity                  | 897,526,137   | 931,985,21    |
| Deferred tax liability (Net)                | 82,585,876    | 69,860,81     |
| Purchase of Land Creditors                  | 666,192,643   | 621,314,13    |
| Total long term Liabilities                 | 748,778,519   | 691,174,95    |
| Total Liabilities & Equity                  | 2,321,051,695 | 2,438,910,56  |