

Ladies and Gentlemen,

A very good morning to you and thank you for joining us in the fifteenth edition of the EFG Hermes One on One conference held under the patronage of HH Sheikh Maktoum Bin Mohamed Bin Rashed Al Maktoum, the deputy ruler of Dubai.

A sincere message of appreciation to every single one of our clients whether on the sell side or the buy side for joining us for this four day event. Because of your continuous support, this edition of the One on One headlined “Navigating the Path to Opportunities” is the largest Frontier emerging markets focused conference globally. With 186 companies from 26 countries presenting to over 523 investors conducting thousands of One on One and group meetings the event features our largest and most diverse group of participants yet, driven by the Firm’s rapid expansion into frontier emerging markets across four continents. The number of participating companies is up this year, with Saudi Arabia and Nigeria in particular increasing their representation at a time when both markets are experiencing important changes that will generate new opportunities.

A very big thank you as well to the fantastic EFG Hermes team not only the many joining us today in this event but also to our hard working colleagues in the 12 EFG Hermes offices around the world in the present day. It is because of your dedication and effort that the firm continues on its steady transformation path to become the premier provider of financial solutions in Frontier Emerging Markets. During 2018, you helped us maintain our position as the largest broker in the region, its best research house and its league table topping Investment banking division. Our commitment to offering more products saw us launch our Egypt focused private equity education fund, our consumer finance app valu, our factoring arm and fixed income desk among many others. New services are in the final planning stages and are slated for

launch during the coming 12 months as we continue to push on making sure that our available products suite can meet our growing and sophisticated clients needs.

2019 will definitely pose its own set of challenges but I am optimistic because we have worked so hard over the past five years in putting together a business model that is not only sustainable but also built to create long term value for our stakeholders. While we have started to see the early shoots of this strategy in 2018, the expected continuing ramp up of all of our new ventures makes me confident that we have just scratched the surface and that as we see the implementation of our strategy through, the coming years should prove even better for our investor base.

We have a very exciting and informative opening session schedule for you so I will not take up any more of your time. Once again, many thanks for joining us this morning and welcome to the 15th edition of the EFG Hermes One on One conference.