



النساجون الشرقيون
Oriental Weavers

Investor Presentation

H1 2021

One of the world's
largest carpet manufacturers

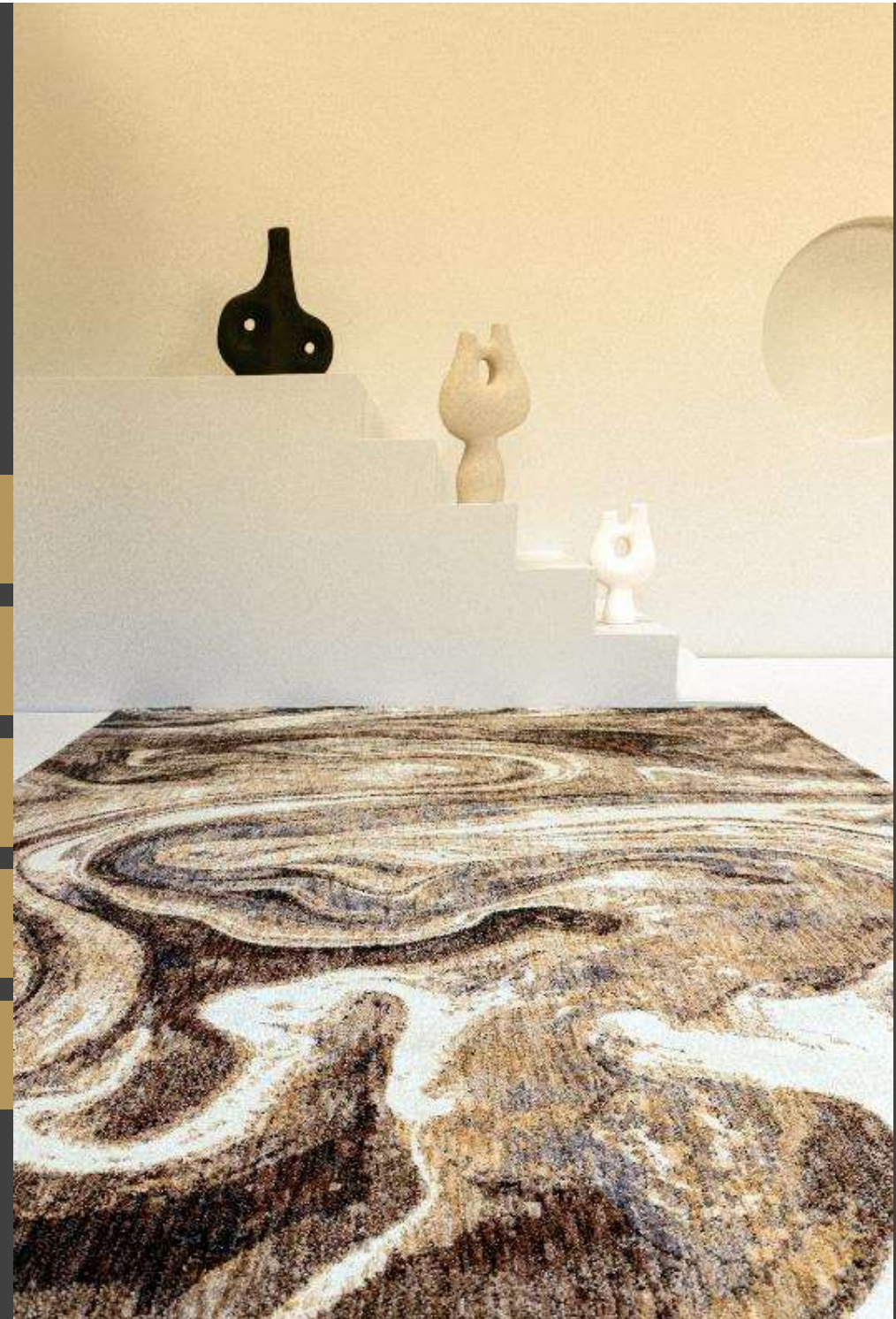




الساجون الشرقيون
Oriental Weavers

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WHO WE ARE



Who We Are

The World's Leading Carpet Manufacturer...

Oriental Weavers, headquartered in Tenth of Ramadan City, Egypt, is the leading global integrated machine-made carpet and rug manufacturer in the world by volume, with more than 4 decades of operational excellence culminating in revenues of almost EGP 10 billion in 2020

EGP **5,615** mn

1H21 Revenue

▲ 38% YoY

EGP **982** mn

1H21 Gross Profit

▲ 122% YoY | + 6.6 pps

EGP **999** mn

1H21 EBITDA

▲ 106% YoY | +5.9 pps

EGP **599** mn

1H21 Net Income⁽¹⁾

▲ 151% YoY | + 5.9 pps



Who We Are

...With Expansive Global Operations...

The Group enjoys extensive production capabilities through its manufacturing facilities and warehouses in Egypt, China and the US, where it produces more than 4 million copyrighted designs utilizing a vertically integrated business model to control the entire manufacturing process

1st

Global Producer by
Volume

26

Production Facilities across
3 continents

17,000+

Employees

240+

Looms



Who We Are

...And a Strong Local & International Presence

With 67% of revenues generated from export sales in 1H21, OW sells its products to major clients in 130 markets across the Middle East, North America, Europe and Asia and has recently enjoyed a strong and growing online presence with leading blue-chip retailers

5

Export Continents

130

Export Markets

3

Distribution Offices
(US, UK & UAE)

250+

Showrooms
(Egypt)



A modern interior scene featuring a dark wooden chair with a black leather seat, a large potted plant in a grey pot, and a wooden side table with a cane front. A patterned rug is in the foreground. The text "INVESTMENT HIGHLIGHTS" is overlaid in the center.

INVESTMENT HIGHLIGHTS

Vertically Integrated Business Model

Vertically Integrated Operations

Oriental Weavers has complete control of the manufacturing process, from fiber extrusion to retail and distribution

Fiber Extrusion



Raw wool and polypropylene granules are sourced from suppliers in Egypt, New Zealand and the UK are converted into fibers and then spun into yarn.

Weaving & tufting



OW's Carpets are woven at its facilities across Egypt, China and the US using a choice of more than 4 million copyrighted designs

Retail & Distribution

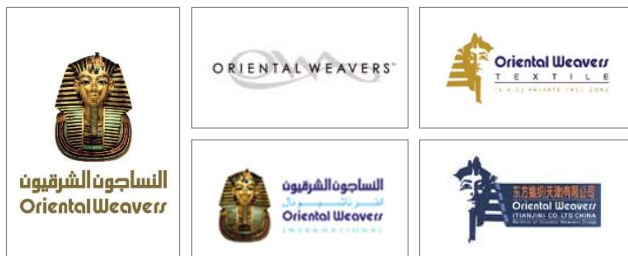
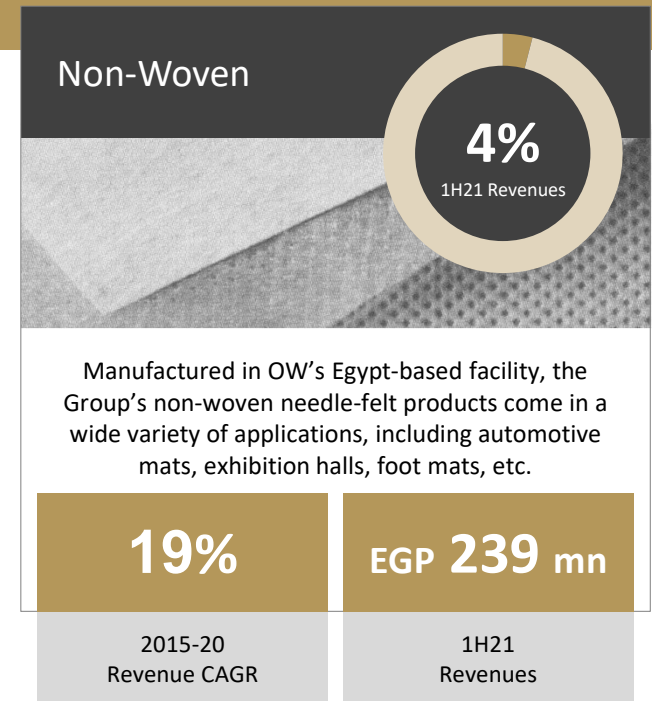
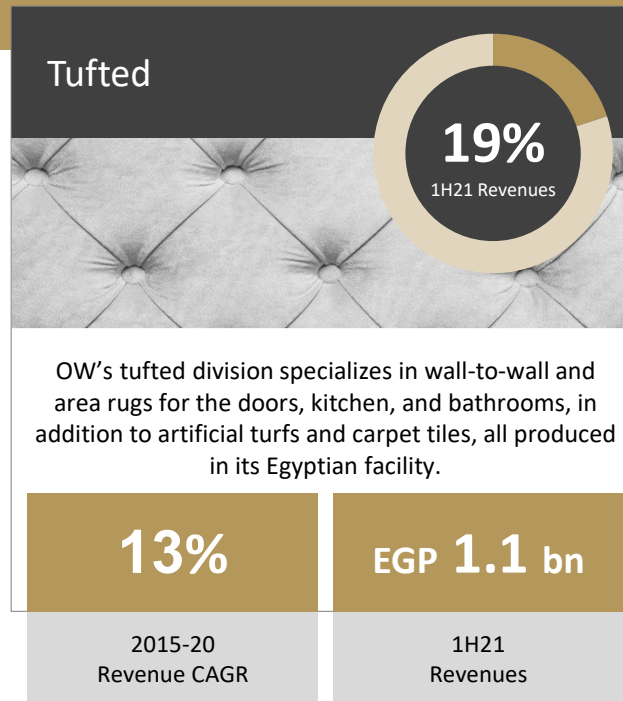
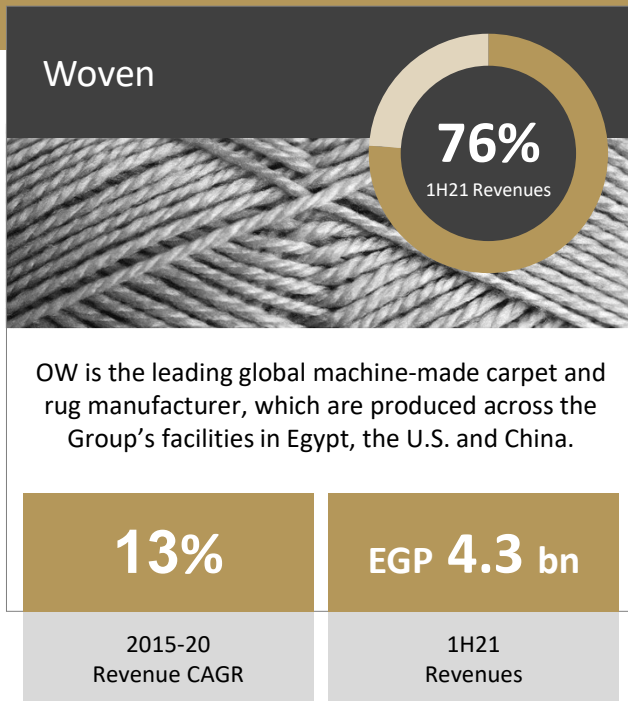


Rugs are sold either locally through its 250+ showrooms across Egypt and internationally through a list of prominent agents.

Investment Highlights

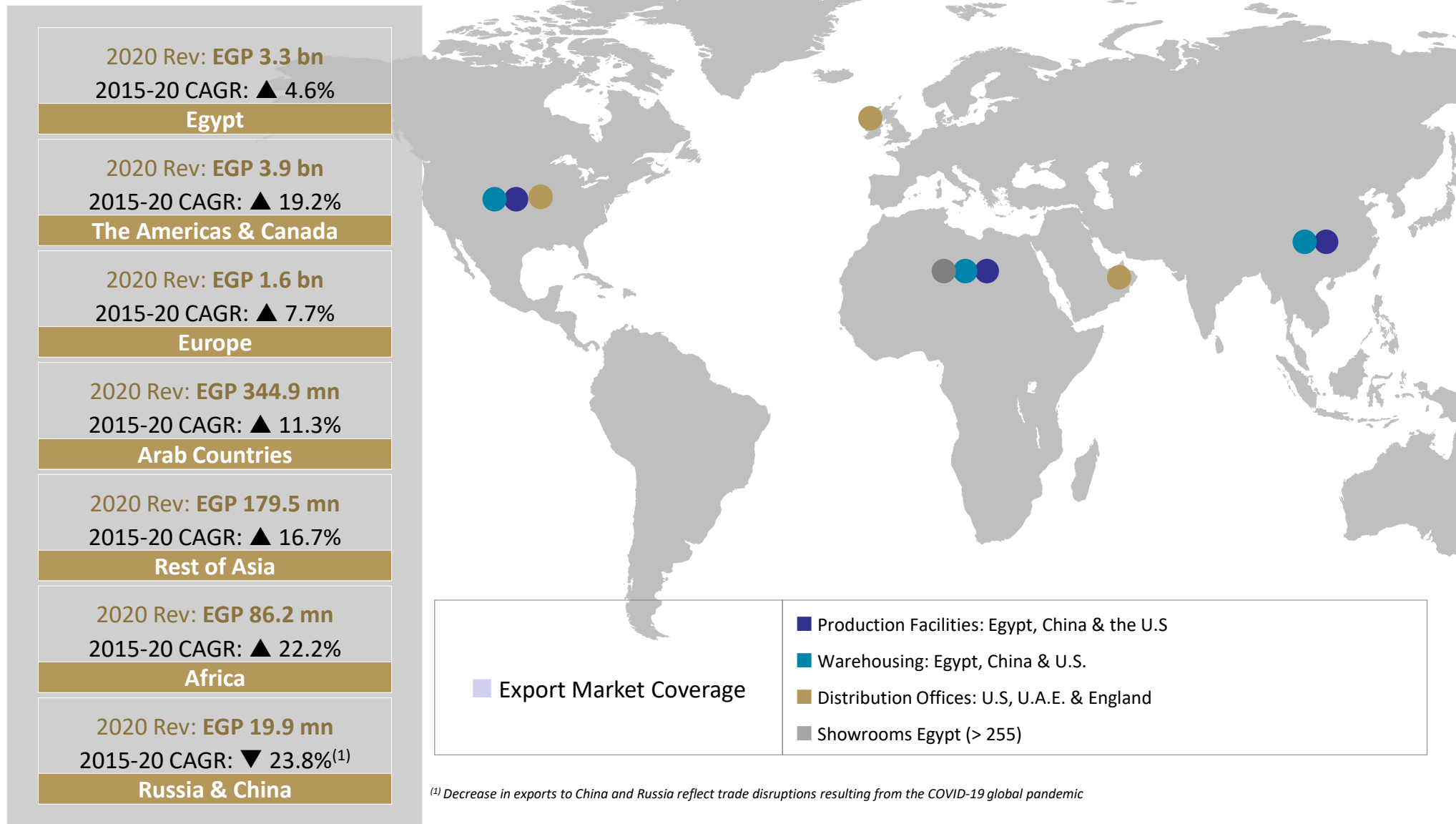
Diversified Product Mix

Key Products



Investment Highlights

Expansive Global Footprint



Investment Highlights

Fast-Growing Online Presence

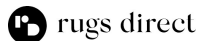
Oriental Weavers has seen consistent growth in its online business as consumers become increasingly comfortable with marking large online purchases.

This has been further emphasized by the onset of the COVID-19 global pandemic and its resulting social distancing restrictions across the U.S.

20%

Online sales contribution to overall sales

Key Online Sales Clients



Carpetsonline.com



OW developed the website, Carpetsonline.com, for customers based in Egypt to choose from a wide variety of products to be shipped to their doorstep for added convenience

Virtual Showroom ([LINK](#))



As part of its digital transformation plan, OW utilized VR techniques to create its own virtual showroom for the Group's export clients

Investment Highlights

Established Media Presence

Oriental Weavers in the Media | Selected Appearances in 2021



Interview with Chairwoman Yasmine Khamis and Export Director Hani Amin on expansion plans and consumer focus.

"Oriental Weavers just doesn't do small scale: Everyone who has been to Domotex knows and remembers the company's impressive trade fair palaces and manifold collection".

July 2021



The Middle East Power Businesswomen 2021

Ranked 39th
Yasmine & Farida
Mohamed Khamis



February 2021

Investment Highlights

We Serve International Blue-Chip Retailers....

Key Retail Clients

We sell to reputable blue-chip retail companies based in North and South America, Scandinavia and the rest of Europe, Australia, Asia and the Middle East



Investment Highlights

...and Premier Hospitality Partners

Key Hospitality Clients

OW Hospitality, the London-based hospitality carpeting arm of OW, is the preferred supplier of broadloom carpets for luxury hotels worldwide



Investment Highlights

Well-Invested Production Facilities (1 of 3)

The Group enjoys extensive production capabilities in Egypt and abroad through its vertically integrated production facilities

Woven Segment Annual Capacity | 76m m2



Oriental Weavers Carpet Company

4

Carpet
Production
Facilities

Established in 1979 as the main holding company, Oriental Weavers Carpet Company produces three grades (A, B and C) of machine woven carpets and rugs for the Egyptian market.

Oriental Weavers International

7

Carpet
Production
Facilities

Established in 1998, OWI's vertically integrated facilities in 10th of Ramadan City encompass the scope of extrusion of synthetic fibers, dyeing & spinning wool, and the weaving and finishing of products for residential and commercial use include carpets, rugs and upholstery.

6

Fiber
Production
Facilities

Oriental Weavers Textiles

1

Carpet
Production
Facilities

Located in a private free zone area, Oriental Weavers Textiles is an export-oriented company which specializes in the production of high-quality rugs and carpets with a focus on reduced environmental impact and optimized processes through the investment in modern technology

Investment Highlights

Well-Invested Production Facilities (2 of 3)

Woven Segment Annual Capacity | 76m m2



United States Production Facility

1
Carpet
Production Facilities

Oriental Weavers USA is based in Dalton, Georgia. It manufactures, markets, and distributes products imported mainly from the company's Egyptian plants in addition to select Asian countries. Oriental Weavers USA sells the products to its mass market merchants and big-box retailers, as well as to independent retailers, furniture retailers, catalogues, and various department stores.



China Production Facility

1
Carpet
Production Facilities

Oriental Weavers China was established in 2006 in response to the growing demand for woven products in China and other East Asian countries. OW China manufacturing facilities occupy 140,000 m² of land in the Tianjin industrial zone, 80 kilometers south of Beijing. The producer is a vertically-integrated facility with fiber extrusion and rug and carpet manufacturing facilities.

Investment Highlights

Well-Invested Production Facilities (3 of 3)

Tufted Segment



Tufted Segment Annual Capacity | 47m m²

**MAC Carpet
“Fiber Factory”**

4

Production Facilities

MAC Carpet “Fiber Factory” is Oriental Weavers’ foothold in the tufted carpeting segment, whose offering includes wall-to-wall carpeting, indoor and outdoor rugs and mats, car mats, three-dimensional advertising floor panels, runners, and artificial turf for indoor and outdoor applications.

Non-Woven Segment



Non-Woven Segment Annual Capacity | 23m m²

**Egyptian
Fibers
Company**



Raw Materials

2

Production Facilities

EFCO utilizes the latest production technologies to produce master batch, polypropylene staple fiber, and needle felt carpets, including wall-to-wall carpeting indoor/outdoor rugs, underlay rolls and rug pads, car mats and bath mats.

Investment Highlights

Supportive Economic & Demographic Dynamics (1 of 2)

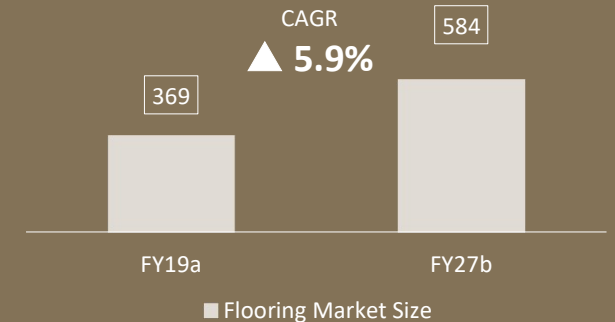
Change in consumer behavior after spending time at home, has caused more household spending

Online merchants require large inventories and thus they continue to secure sufficient stocks of goods which lead to consistently growth in sales

Significant pick-up in sales due to online shopping activities, has been further bolstered by the onset of the pandemic

ORWE's positioning in large chains that specialize in essentials, such as Costco, has also played a major role in securing sales

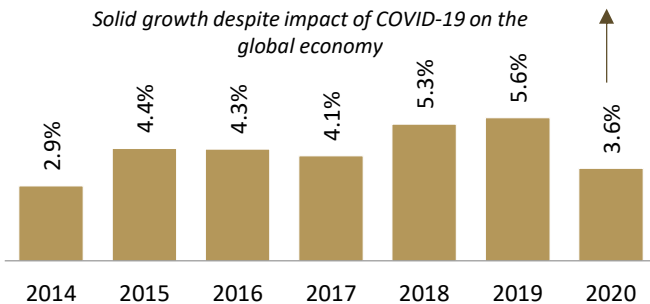
Global Flooring Market Size (USD bn)



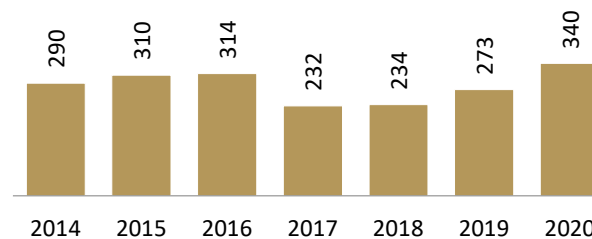
Supporting Market Drivers

Accelerating Economic Growth⁽¹⁾ Egypt's GDP (%)

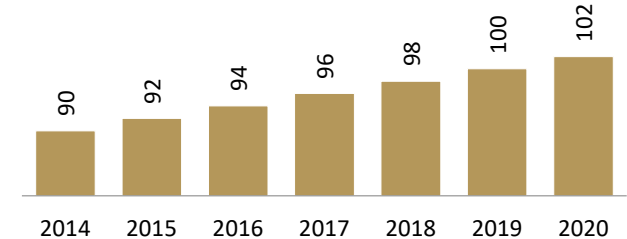
Solid growth despite impact of COVID-19 on the global economy



Growing Consumption⁽²⁾ Final Consumption Expenditure (USD bn)



15th Largest Population Globally⁽³⁾ Population (billions)



Source: ⁽¹⁾ The Central Bank of Egypt ⁽²⁾ The World Bank ⁽³⁾ The World Bank

Investment Highlights

Supportive Economic & Demographic Dynamics (2 of 2)

Supportive Government Initiatives

Through the Ministry of Finance (MOF) and the Export Development and Support Fund, subsidies are paid out to Egyptian companies via Egypt's Export Subsidies Program

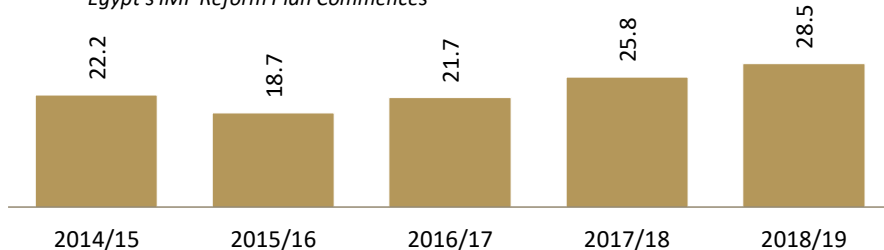
The upcoming program includes developing and enhancing exports to African and other new markets, and supporting land, sea & airfreight exports & their supporting infrastructure

With c. 94% of Egypt's imported machine-made carpets originating from Turkey, the government has also imposed anti-dumping fees ranging from 23-33% on Turkish carpet imports

Egyptian Exports Progression¹ | USD bn

5-Year CAGR: 6.4%

Egypt's IMF Reform Plan Commences



Source: ⁽¹⁾ The Central Bank of Egypt

Advantages of Manufacturing in and Exporting from Egypt

Egypt | A gateway to more almost 3 billion consumers across 5 continents



Low-cost skilled labor



Abundance of natural resources/raw materials



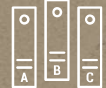
Proximity to major global markets



Improving bureaucratic/tax regulations



More than 8 preferential trade agreements currently in place



Strong reform and modernization

Investment Highlights

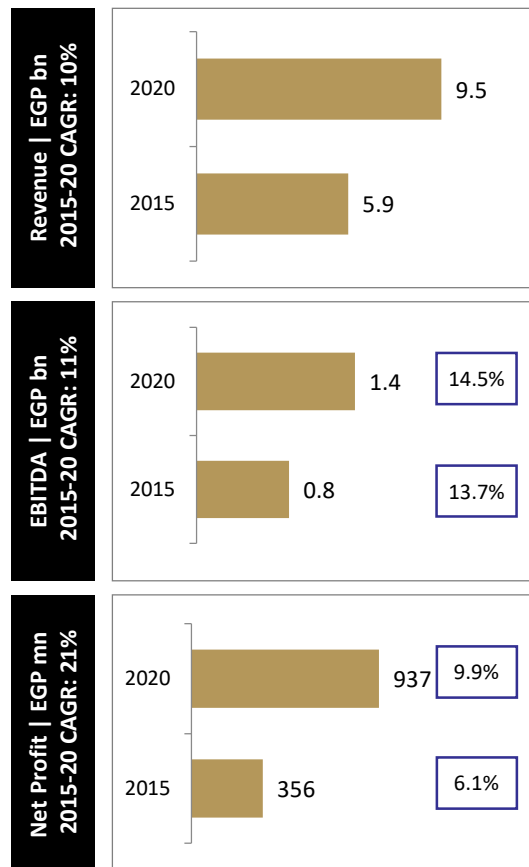
Experienced & Growth-Oriented Leadership

With more than 20 years served with Oriental Weavers each, the Group's world-class executive management team, many of whom also serve on OW's board of directors, have been instrumental in the Group's long-term success, with each member contributing in their own way to develop OW into a leading global producer in the machine-made carpets.

Key Select Executive Management Team & Board Members

Results-driven Leadership





<div>24+ years</div> <div></div> <div><div>Yasmine Mohamed Farid Khamis</div><div>Non-Executive Board Chairman</div></div>	<div>Serves as an executive board member for a number of OW subsidiaries.</div> <div>Holds bachelor's degree in Business Admin. from the American University in Cairo.</div> <div>Completed training sessions at Citibank in New York and EFG Hermes.</div> <div>Member of numerous business organization</div>	<div>23+ years</div> <div></div> <div><div>Salah Abdel Aziz Motalab</div><div>CEO & Managing Director Executive Board Member</div></div> <div>Held numerous top-tier planning & administrative positions within OW, such as heading the projects and contracts department and subsequently the planning department.</div> <div>Spearheaded Oriental Weavers' expansion program and he continues to do so in his current position as Chairman and CEO of the company.</div>		
<div>Mohamed Mohamed Farid Khamis</div> <div>Managing Owner Vice Chairman of OUD</div> <div>Held multiple posts at OW directly involved in investments in technology and warehouse logistics. Vice Chairman of Orientals for Urban Development since 2011 which has become one of the leading real estate developers in Egypt.</div>	<div>Mohamed Mahmoud Fawzi Khamis</div> <div>VP General Commercial Director Executive Board Member</div> <div>Managed and completed the extensive development of OW's domestic distribution network, leading to a marked increase in the company's domestic market share.</div>	<div>Farida Mohamed Farid Khamis</div> <div>VP Corporate Finance Executive Board Member</div> <div>Serves as an executive board member for a number of OW subsidiaries, completed training sessions at Citibank in New York and EFG Hermes, and is a member of numerous business organization.</div>	<div>Amr Mahmoud Fawzy Khamis</div> <div>VP Manufacturing & Ops Executive Board Member</div> <div>Specializes in planning, sales and marketing activities, and was instrumental in growing and developing the operations of OW and was intricately involved in supply chain and production management.</div>	<div>Mahmoud Amin Saad</div> <div>Director of Int'l Ops Executive Board Member</div> <div>Lead the Group's expansion into new export markets, strengthened the transportation & distribution infrastructure and was Instrumental in various areas in the Group's development.</div>



Investment Highlights

Solid Corporate Governance Structure

Over the last 4 decades, Oriental Weavers has evolved from a family business to become one of the leading manufacturers of machine-made rugs globally, and a key Egyptian stock among retail and institutional investors. With this growth comes responsibility, and to this end the Group has built up a strong corporate governance framework in order to ensure that stakeholder interests are protected.

Role of the Board	
Monitoring  <p>Reviews, approves, and monitors the long-term strategic objectives and business plans of the management team.</p>	In-time Reporting  <p>Effective and in-time reporting is essential to the board's function who in turn ensure that the Group is operating at its full potential</p>
Agenda Items for BOD Meetings  <p>The Board Chairman sets the agenda for the board meetings in cooperation with the directors to ensure all significant topics are discussed</p>	Code of Business Conduct & Ethics  <p>The board continuously reviews and updates the code of conduct to ensure compliance with applicable laws and regulations.</p>
Board Selection  <p>OW's board members are selected by shareholders through majority vote and renewed every three years</p>	Protecting Shareholder Rights  <p>No significant decisions are made without holding an Extraordinary General Assembly to discuss the matter and gain majority approval.</p>

Board Members		
Yasmine Mohamed Farid Khamis	Salah Abdel Aziz Abdel Motalab	Medhat Hussein
Non-Executive Chairman	Executive Board Member	Executive Board Member
Farida Mohamed Farid Khamis	Mohamed Mahmoud Fawzi Khamis	Amr Mahmoud Fawzy Khamis
Executive Board Member	Executive Board Member	Executive Board Member
Mahmoud Amin Saad	Mohamed Katary Abdullah	Mohamed Mohamed Ali Amer
Executive Board Member	Executive Board Member	Non-Executive Board Member
El Sayed Moaatasam Rashed	Mahmoud Fawzy Fouad Khamis	Wadouda Abd El Rahman Badran
Non-Executive Board Member	Non-Executive Board Member	Non-Executive Board Member
Mohamed Mohamed Farid Fouad Khamis	Misr Life Insurance	Misr Insurance Holding Company
Non-Executive Board Member	Non-Executive Board Member	Non-Executive Board Member
3 Female Board Members		
Board Committees		
Audit Committee <p>Oversees the accuracy of financial statements, compliance with legal requirements, the qualifications and independence of the Group's external auditors, and the Group's internal audits.</p>	Risk Committee <p>Responsible for the oversight of the risk management policies and practices of OW's global operations and oversight of the operation of the Group's global risk management framework.</p>	Investigation Committee <p>Responsible for the oversight of all legal, HR or other internal investigations related to OW's global operations and includes 3 members including 2 female members.</p>

Investment Highlights

Successful Environmental Initiatives

Oriental Weavers puts social and environmental purpose on equal footing with economic profit by working to make environmentally friendly products with more sustainable inputs, in addition to making investments in the people that define and secure the Group's success in reducing its environmental impact.

Notable Achievements

Dedicated Focus



Oriental Weavers has a department dedicated to energy efficiency and environmental sustainability, and is currently ISO 14001 certified



As a result, the Group was honored in 2019 by the Green Economy Financing Facility (GEFF) in recognition of its pioneering environmentally sustainable production methods

Lighting



The Group is now using outdoor solar powered lights, which are enhanced with movement sensor capabilities and is currently rolling-out solar panel installations across all of its showrooms

Waste Management



Applied using the 3 R's methodology (Reduce – Reuse – Recycle), with about 30% of the generated solid waste are recycled internally, and EFCO manufacturing some of its products from recycled waste.

Water Savings



The Group carefully monitors and maintains responsible water consumption levels, ensuring zero liquid discharge throughout some of its manufacturing processes.

Planting O₂



In cooperation with OUD (the Group's holding real-estate arm), Oriental Weavers adopted tree planting initiatives to offset Carbon Dioxide emissions.

Environmental KPIs | 2020

140k tons

Av. Annual Carbon Emissions

12.0k tons

CO₂ Reduction

8.8k tons

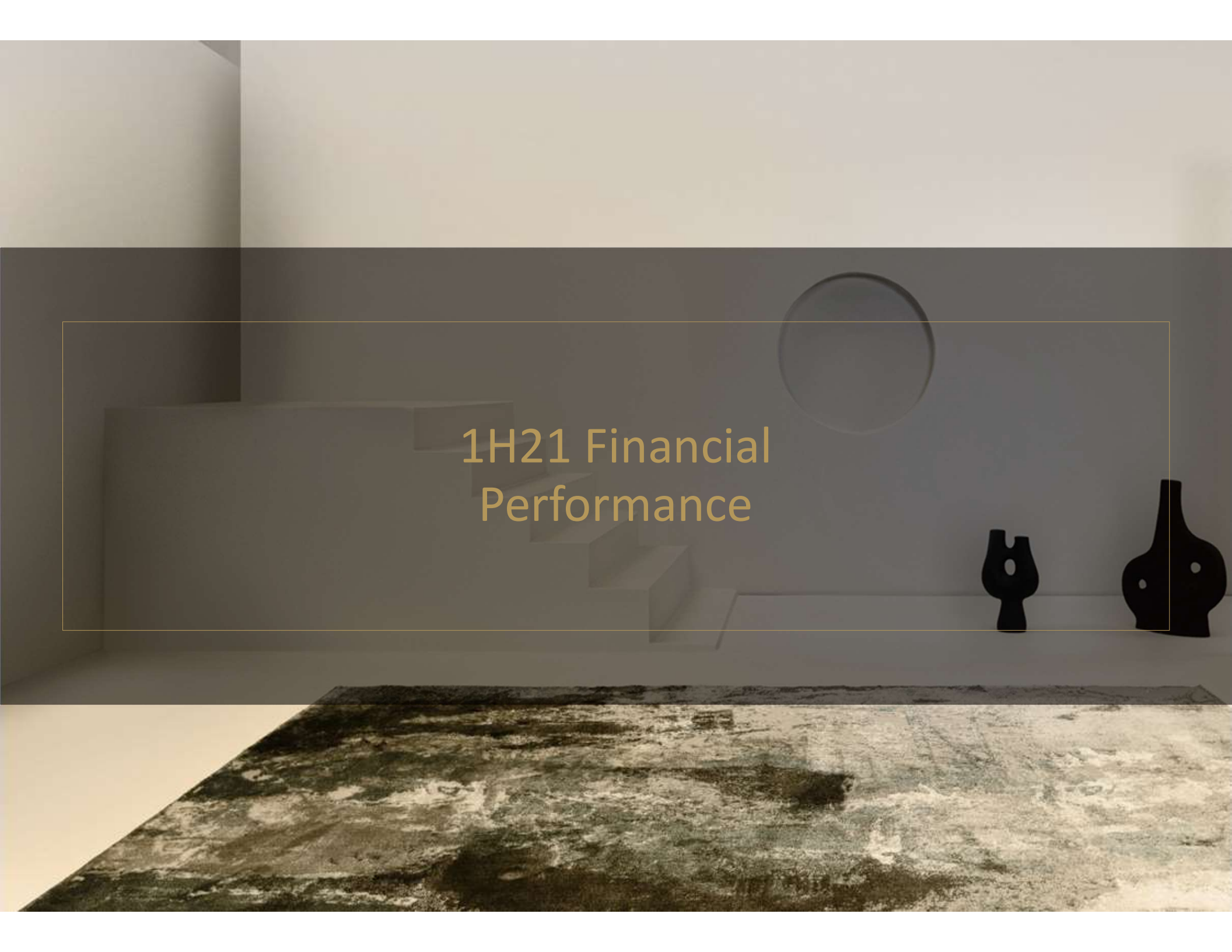
Trees Offset CO₂

26.0k kWh

Energy Saving

402k trees

Trees Planted

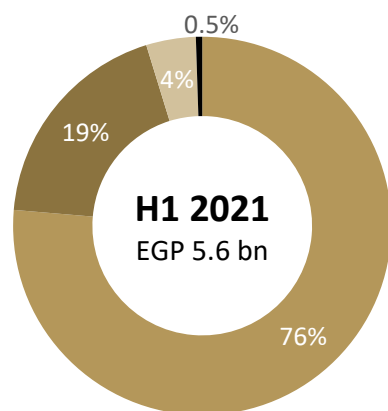
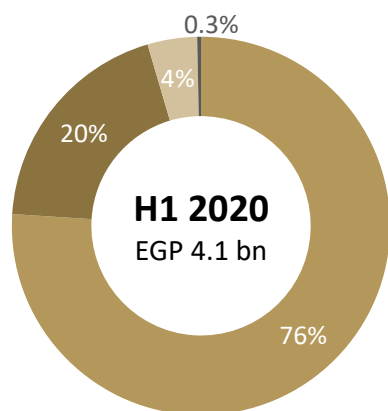
The background image is a photograph of a modern art installation. It features a light-colored wall with a large, circular, recessed sculpture. To the left, there is a white, geometric staircase. On the right, two black, abstract vases are placed on a white surface. The floor is covered with a large, dark, textured rug. The overall aesthetic is minimalist and contemporary.

1H21 Financial Performance

1H21 Financial Performance

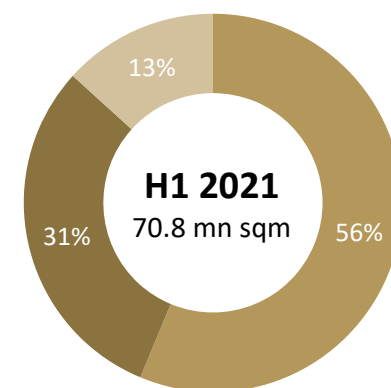
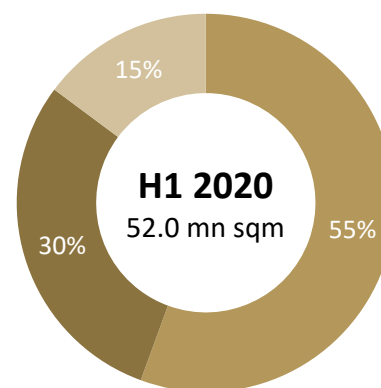
Revenues & Volumes by Product

Revenue Breakdown | H1 2020/2021



Woven	+ 0.4 pps
Tufted	- 0.6 pps
Non-Woven	+ 0.01 pps
Fibers & Others	+ 0.2 pps

Volume Breakdown | H1 2020/2021



Woven	+ 0.7 pps
Tufted	+ 0.8 pps
Non-Woven	- 1.5 pps
Fibers & Others	n/a ⁽¹⁾

Woven + 38.3% YoY

Revenues from the woven segment grew by 38.3% YoY to EGP 4.3bn, and contributed the majority to overall revenue growth, at 77%, primarily on the back of an increase in the demand of Grade B products and was further emphasized by growth in Grade A & C products

Tufted + 33.4% YoY

Revenues from the tufted segment grew by 33.4% YoY to EGP 1.1bn in 1H21 and was the second-highest contributor to absolute revenue growth, at 17%, with growth driven reflecting OW sales to supermarkets (namely Carrefour), a new sales channel opened-up by the Group

Non-Woven + 38.1% YoY

Revenues from OW's non-woven segment grew by 38.1% YoY to EGP 239.0mn in 1H21 and contributed 4% to absolute revenue growth. Revenue growth was dual-driven by both an increase in volumes as well as the average price of products sold.

Fibers & Others + 129.9% YoY

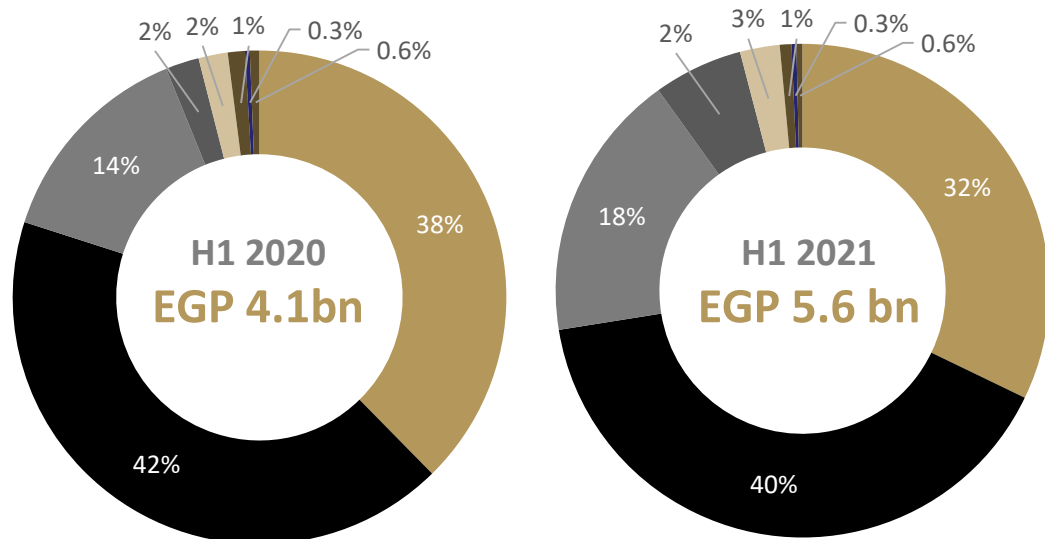
Revenues from fibers & others came in at EGP 30.0mn in 1H21, representing an increase of 129.9% YoY and contributed 1% of absolute revenue growth.

(1) Volume excludes Fibers & Others

1H21 Financial Performance

Revenues by Region

Revenue Breakdown | H1 2020/2021



YoY Contribution Change (pps)

Egypt	- 5.9 pps	Asia	+ 0.7 pps
America & Canada	- 2.4 pps	Africa	- 0.4 pps
Europe	+ 3.5 pps	Russia & China	- 0.01 pps
Arab Countries	+ 3.6 pps	Contract & Hotels	- 0.2 pps

Egypt

+17.0 YoY

Local revenues grew by 17.0% YoY to record EGP 1.8bn in 1H21, driven by growth in both showroom and wholesale revenues during the period of 10% YoY (representing 52% of total local sales) and 29% YoY (representing 44% of local sales) respectively.

America & Canada

+29.3% YoY

Revenues from exports to North and South America grew by 29.3% YoY to record EGP 2.2bn in 1H21 due to a ramp-up in online demand for the Group's products and new promotions with Costco, Walmart, Home Depot and Lowes.

Europe

+78.9% YoY

Revenues from European exports grew by 78.9% YoY to come in at EGP 1.0bn in 1H21 as a result of the increased demand coming from online sales and new promotions from Lidl and Aldi. The Group has also witnessed a surge of demand from Eastern European markets.

Arab Countries

+264.1% YoY

Revenues from Arabic countries, representing the GCC region, grew by more than 3-fold YoY to come in at EGP 369.5mn in 1H21 on the back of a ramp-up in sales to the KSA, a result of the Group's effort to grow its market share in the Kingdom.

Contracts & Hotels

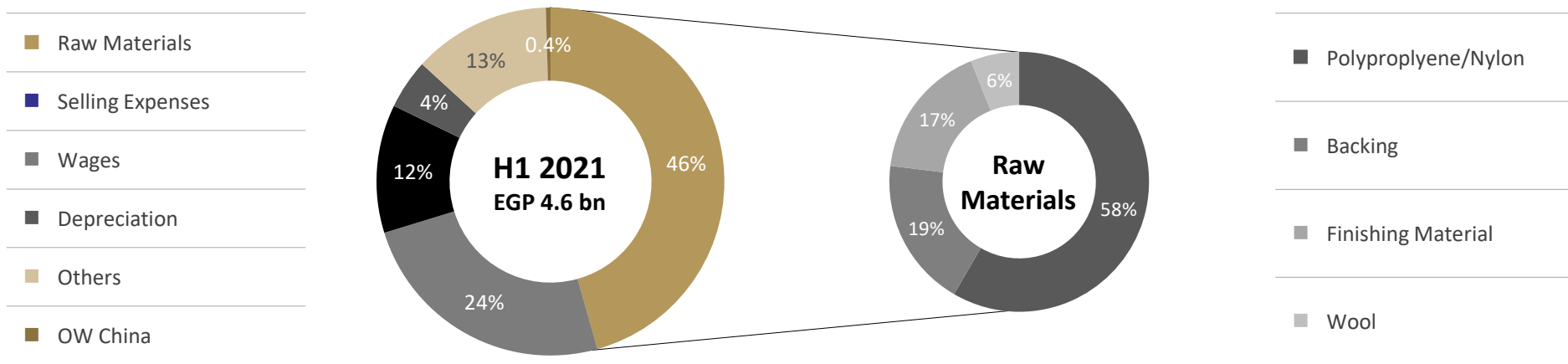
-1.6% YoY

Revenue from contracts & hotels from local and export fell by 1.6% YoY in 1H21 on the back of a 17% YoY decrease in revenue from contracts & hotels in the export market, due to slowdown in hotel renovations globally. While in the local market it was up 5% YOY in 1H21

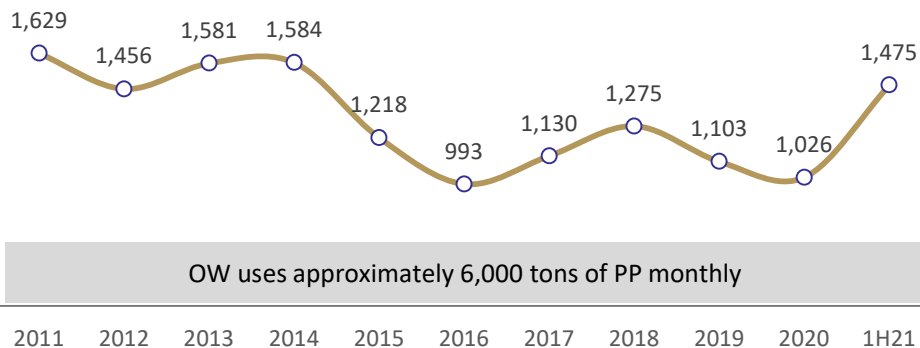
1H21 Financial Performance

Cost of Sales Analysis

Cost of Sales Breakdown | H1 2020/2021



Polypropylene Prices | USD/ton



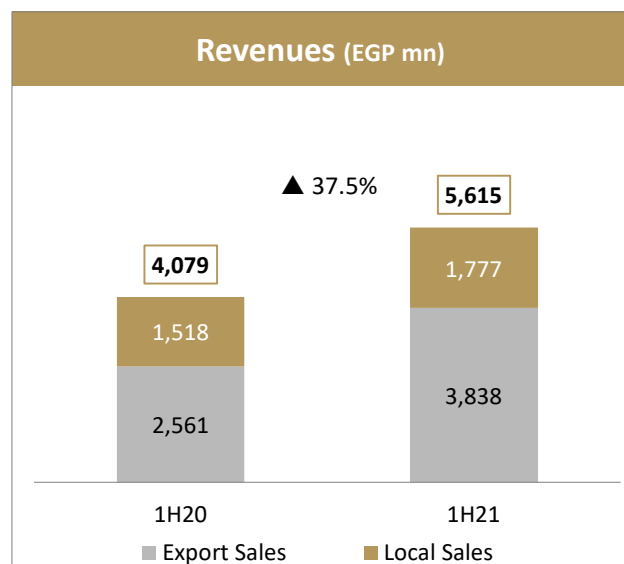
Cost of Sales

Raw materials makes up the majority of cost of sales, contributing 46% to its total in 1H21, with polypropylene purchases being its largest component. Polypropylene prices witnessed an expected price hike in 1H21 on the back of global supply constraints, to reach an average of USD 1,475/ton for the period compared to \$1,038/ton in 4Q20. However, polypropylene prices began to improve in May, recording USD 1,310 per ton in both May and June, reflecting increased availability and lower global demand, which is expected to continue to year-end.

Selling expenses came in next, contributing 24% to total cost of sales in 1H21, followed by wages at 12%, depreciation at 4% and others at 13%. Meanwhile, OW China contributed less than 1% of total cost of sales for the period.

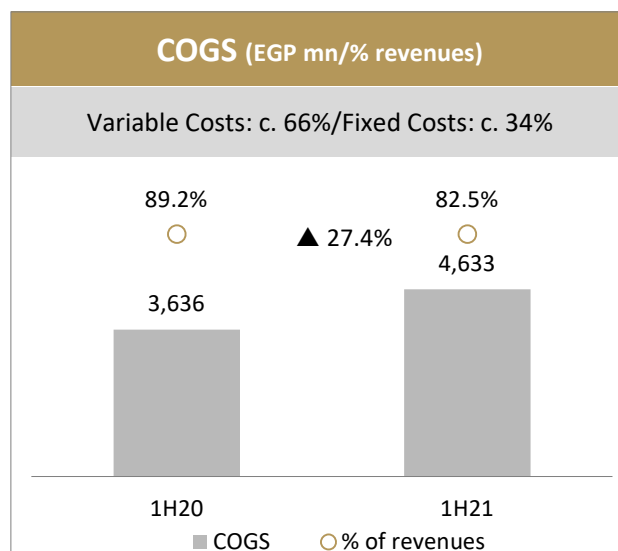
1H21 Financial Performance

Income Statement Highlights



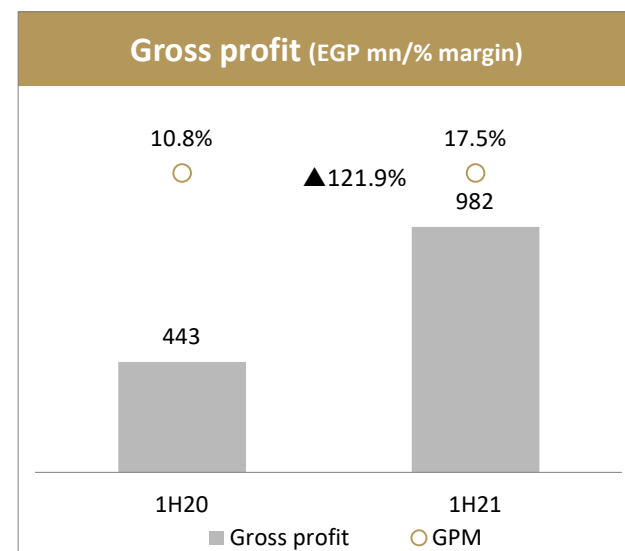
Revenues

Revenues grew by 37.5% YoY to EGP 5.6 billion in 1H21, primarily on the back of strong growth in export sales, which grew by 49.9% YoY and contributed 83% to absolute growth for the period, and further helped local sales, which grew by 17.0% YoY and contributed 17% to absolute growth in 1H21.



COGS

COGS grew by 27.4% YoY to come in at EGP 4.6 billion in 1H21, representing a 6.6 pps contraction to 82.5% of revenues during the period. The decrease of COGS as a percentage of sales came due to 1) Directing OW capacity to higher margin products. 2) lower travel and exhibition expenses. 3) lower production costs from its newly installed digital printing machinery used at MAC and the continued use by EFCO of recycled materials.

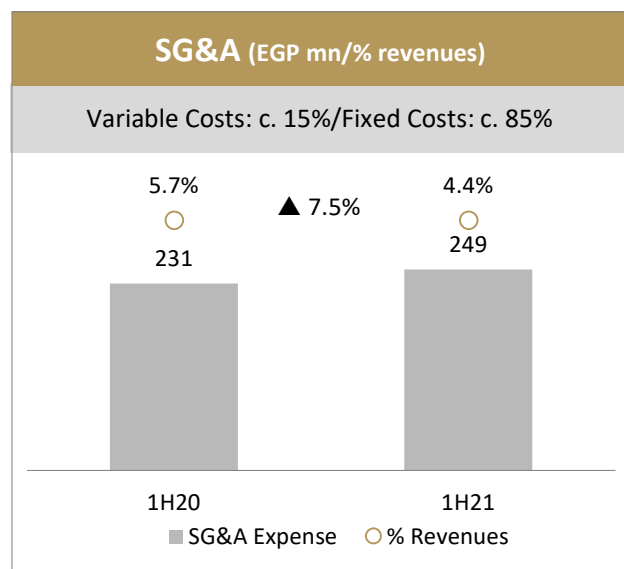


Gross Profit

Gross Profit grew by 121.9% YoY to EGP 982 million in 1H21 from EGP 443 million in 1H20. Meanwhile, the gross profit margin came in at 17.5%, up by 6.6 pps YoY on the back of a more optimized portfolio shifted towards higher-margin products, combined with exceptional utilization rate generated on the production floor.

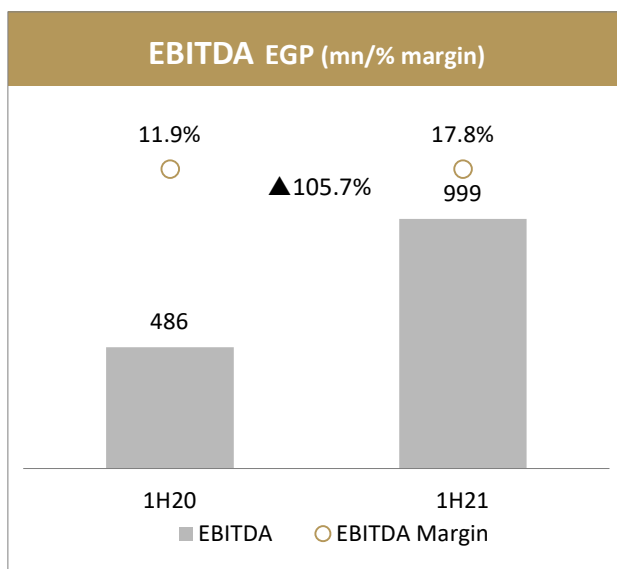
1H21 Financial Performance

Income Statement Highlights



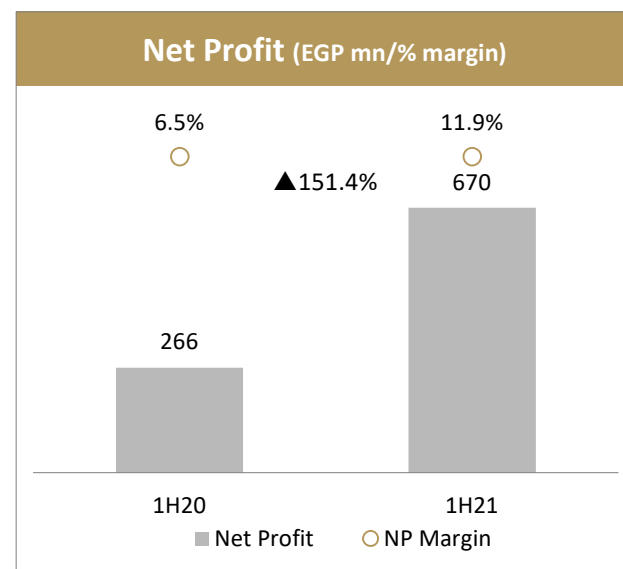
SG&A Expenses

SG&A expenses increased by 7.5% YoY to record EGP 249 million in 1H21, at 4.4% of revenues, representing a contraction of 1.2 pps YoY, driven by both G&A and S&D expenses, which fell by 1.0pps and 0.2 pps of revenues respectively during the same period with the Group benefiting from increased economies of scale.



EBITDA

EBITDA more than doubled in value YoY to come in at EGP 999 million in 1H21. The corresponding EBITDA margin grew by 5.9 pps to 17.8% during the same period on the back of lower SG&A expenses as a percentage of sales by 1.2 pps YoY to 4.4% in 1H21.



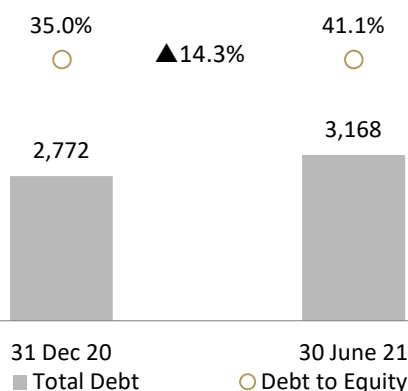
Net Profit

Net profit before minority interest grew by 151.4% YoY to record EGP 670 million in 1H21. Meanwhile, the NPM came in at 11.9% in 1H21, representing an increase of 5.4 pps YoY, with margin growth accelerated from the EBITDA level primarily by significantly lower provisions and impairments and higher treasury income.

1H21 Financial Performance

Balance Sheet & Other Highlights

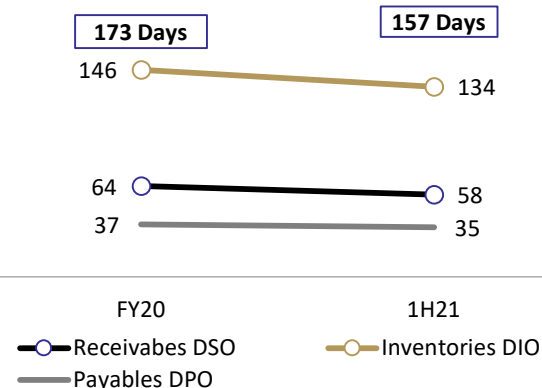
Total Debt (EGP mn)



Total Debt

Total Debt came in at EGP 3.2 bn in 1H21, up by 14.3% YTD. As of 30 June 2021, the breakdown of total debt was 44% USD, 12% Euro, and 44% EGP. Meanwhile, total debt to equity came in at 46.2% in the same period.

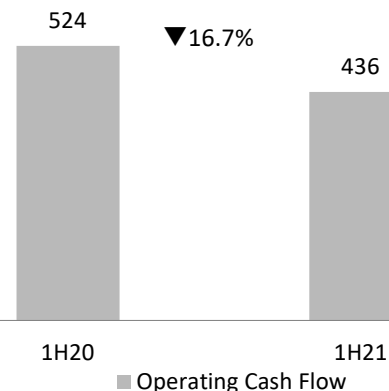
Cash Conversion Cycle (Days)



Cash Conversion Cycle

The Group's overall cash conversion cycle was 157 days in 1H21, down by 16 days Ytd on the back of a 12 and 6-day Ytd drop in Inventories DIO and Receivables DSO respectively, countered slightly by a 2-day decrease in Payables DPO Ytd. With the normalization of trade after the initial COVID-19 market shock, inventory requirements have been brought back down to normal levels.

Cash Flow from Operations (EGP mn)



Cash Flow from Operations

Despite a sharp increase in net profits in 1H21, total cash flows from operations fell by 16.7% YoY to EGP 436 million in 1H21 due to higher outflows from inventories (+150% YoY) and receivables (1,185% YoY) during the period.

The background is a composite image. In the upper left, a circular artwork with a dark, swirling pattern is mounted on a light-colored wall. Below it, a staircase with light-colored steps leads downwards. On the right side, a large, ornate rug with a dark blue and gold pattern is partially visible. The text "Forward-Looking Strategy" is centered over the image.

Forward-Looking Strategy

Forward-Looking Strategy

Key Growth Avenues

Our strategy is to leverage our scale, expertise, branding and competitive position to capture growing global demand for our products through the four pillars listed below



1

**Improve Production
Capabilities**



2

**Develop Product
Portfolio**



3

**Expand Local
Market Reach**



4

**Grow Export
Market Share**



5

**Digitize & Enhance
Customer Experience**




6

**Improve HSE
Framework**



Forward-Looking Strategy

Planned CAPEX for 2021

	Improve Production Capabilities	1
2021 Planned Capital Additions		
Woven		
9 Weaving Looms	4 Goblin Machines	
1 Yarn Machine	1 Extrusion Machine	
Tufted	Non-Woven	
Digital Machines	Digital Printing	

Planned CAPEX of c.USD 26mn (2020: USD 11mn) in 2021 will see overall capacity grow by 3% and increased vertical integration

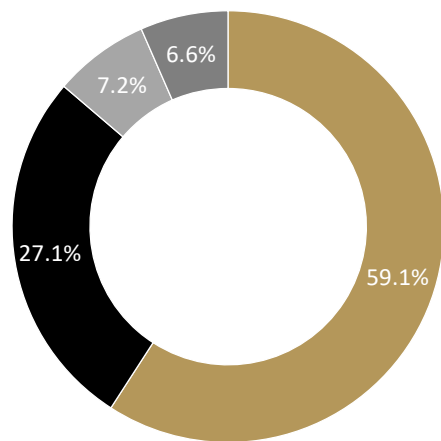
	Develop Product Portfolio	2	
Develop portfolio of products across all segments utilizing cutting-edge proprietary designs and solid market intelligence			
	3		4
Expand Local Market Reach		Grow Export Market Share	
The Group plans to open 8 new showrooms in 2021 to target underserved markets outside of Cairo, Egypt, while utilizing website sales in parallel		Management plans to grow OW's GCC market share further, particularly in the KSA, while expanding the Group's operations in Europe and US through online partnerships	
	5		6
Digitize & Enhance the Customer's Experience		Improve HSE Framework	
Enhance OW's online website and digitize its store, while improving the customers' digital experience through enhanced displays and increased options		The Group will work to further reduce its impact on the environment and implement a new HSE reporting framework in-line with new FRA ³² guidelines to be implemented in 2022	



Investor Relations

Share and Shareholding Overview

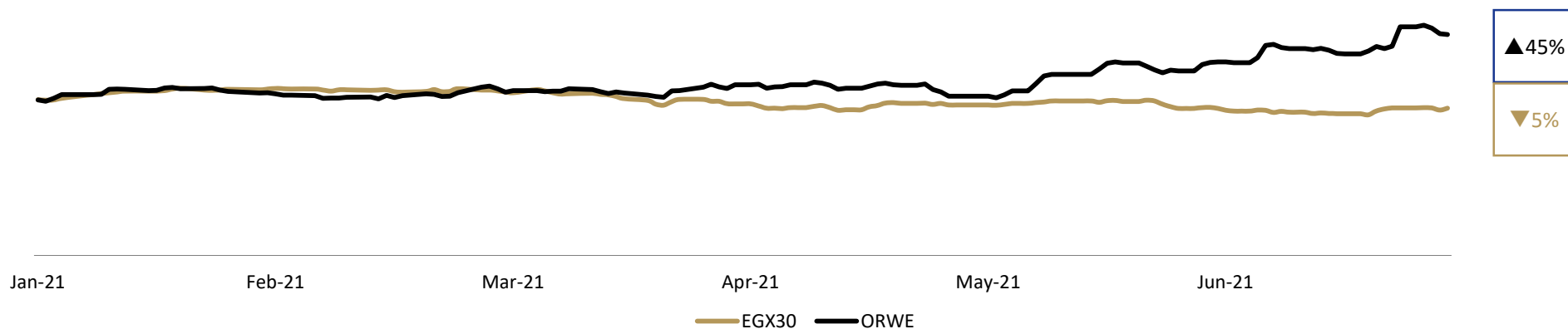
Ownership Structure



- The Khamis Family & Related Entities
- Foreign Institutions
- Local Institutions
- Retail

Ticker	ORWE
Issued Shares	665,107,268
Par Value/Share	EGP 1.0
Listing Venue	The Egyptian Stock Exchange

Share Performance Jan-June 2021 (Index=100)



Extensive Analyst Coverage

Oriental Weavers | Financial Coverage

Thanks to its strong performance and solid IR framework, Oriental Weavers enjoys wide coverage from multiple reputable financial houses



Appendix

Consolidated Income Statement

Consolidated Income Statement EGP mn	1H20	1H21	% CHG, Y-o-Y
Net sales	4,079	5,615	37.7%
Cost of sales	(3,636)	(4,633)	27.4%
Gross profit	443	982	121.9%
<i>Gross profit margin</i>	10.8%	17.5%	+6.64 pp
Sales and distribution expenses	(62)	(73)	
General and administrative expenses	(169)	(176)	
Add back: Depreciation & amortisation	274	266	
EBITDA⁽¹⁾	486	999	105.7%
<i>EBITDA margin</i>	11.9%	17.8%	+5.89 pp
Subtract: Depreciation & amortisation	(274)	(266)	
EBIT	211	734	247.3%
<i>EBIT margin</i>	5.2%	13.1%	+7.9 pp
Provisions & impairments	(81)	(7)	
Investment income	-	9	
Interest income	15	8	
Treasury income	53	98	
Other revenues	156	26	
Capital gains	1.4	11	
Finance expenses	(41)	(97)	
FX differences	8	(4)	
EBT	323	778	141.0%
Current Income Tax	(58)	(111)	
Deferred Income Tax	1	2	
Net income	266	670	151.4%
<i>Net income margin</i>	6.5%	11.9%	+5.4 pp
Minority interest share	(39)	(70)	
Net Income (after minority interest)	227	599	163.6%
<i>Net income margin</i>	5.6%	10.7%	+5.1 pp

Appendix

Consolidated Balance Sheet

Consolidated Balance Sheet EGP mn	31 Dec 20	30 Jun 21
Non-current Assets		
Net Fixed Assets	4,216	3,997
Projects in Progress	141	294
Investments - AFS	116	336
Beneficial Interest in Assets	0	332
Total Non-current Assets	4,473	4,959
Current Assets		
Inventory	3,195	3,699
Trade & Notes Receivable	1,724	1,911
Debtors & Other Debit Accounts	346	338
Treasury Bills	2,022	1,373
Cash in Hand & at Banks	904	907
Total Current Assets	8,191	8,228
Total Assets	12,664	13,187

Consolidated Balance Sheet EGP mn	31 Dec 20	30 Jun 21
Current Liabilities		
Provisions	90	75
Banks - Credit Accounts	2,466	2,930
Long-Term Liabilities - Current Portion	99	85
Supplier & Notes Payable	847	950
Dividend Payable	10	52
Due within One Year of Rental Contractual Obligations	0	81
Creditors & Other Credit Accounts	742	672
Deferred Tax Liability	128	73
Total Current Liabilities	4,383	4,917
Non-current Liabilities		
Long-Term Loans	207	154
Housing & Development Bank Loan	0.04	0
Lease Contract Obligations	-	265
Differed Tax Liabilities	144	142
Total Non-current Liabilities	351	561
Total Liabilities	4,734	5,478
Shareholders' Equity		
Issued & Paid Capital	665	665
Reserves	1,487	1,627
Retained Earnings	348	400
Net Profit for the Period	937	599
FX Differences	3,546	3,531
Total Shareholders' Equity	6,983	6,822
<i>Minority Interest</i>	947	887
Total Equity & Minority Interest	7,931	7,709
Total Equity & Liabilities	12,664	13,187

Appendix

Disclaimer

This presentation contains certain forward-looking statements. A forward-looking statement is any statement that does not relate to historical facts and events, and can be identified by the use of such words and phrases as “according to estimates”, “aims”, “anticipates”, “assumes”, “believes”, “could”, “estimates”, “expects”, “forecasts”, “intends”, “is of the opinion”, “may”, “plans”, “potential”, “predicts”, “projects”, “should”, “to the knowledge of”, “will”, “would” or, in each case their negatives or other similar expressions, which are intended to identify a statement as forward-looking. This applies, in particular, to statements containing information on future financial results, plans, or expectations regarding business and management, future growth or profitability and general economic and regulatory conditions and other matters affecting the Company.

Forward-looking statements reflect the current views of the Company’s management (“Management”) on future events, which are based on the assumptions of the Management and involve known and unknown risks, uncertainties and other factors that may cause the Company’s actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by these forward-looking statements. The occurrence or non-occurrence of an assumption could cause the Company’s actual financial condition and results of operations to differ materially from, or fail to meet expectations expressed or implied by, such forward-looking statements.

The Company’s business is subject to a number of risks and uncertainties that could also cause a forward-looking statement, estimate or prediction to differ materially from those expressed or implied by the forward-looking statements contained in this prospectus. The information, opinions and forward-looking statements contained in this communication speak only as at its date and are subject to change without notice. The Company does not undertake any obligation to review, update, confirm or to release publicly any revisions to any forward-looking statements to reflect events that occur or circumstances that arise in relation to the content of this communication.

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