

النساجون الشرقيون Oriental Weaverr

## Investor Presentation 9M 2021

One of the world's largest carpet manufacturers

• •

الساجو بالشرقيون OrientalWeaverr TABLE OF CONTENTS		
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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



▲ 70% YoY | +4.69 pps

▲ 62% YoY | + 2.3 pps



(1) after minority interest

#### 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

### **1**st

Global Producer by Volume

### 26

Production Facilities across 3 continents

## 17,000+

Employees



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

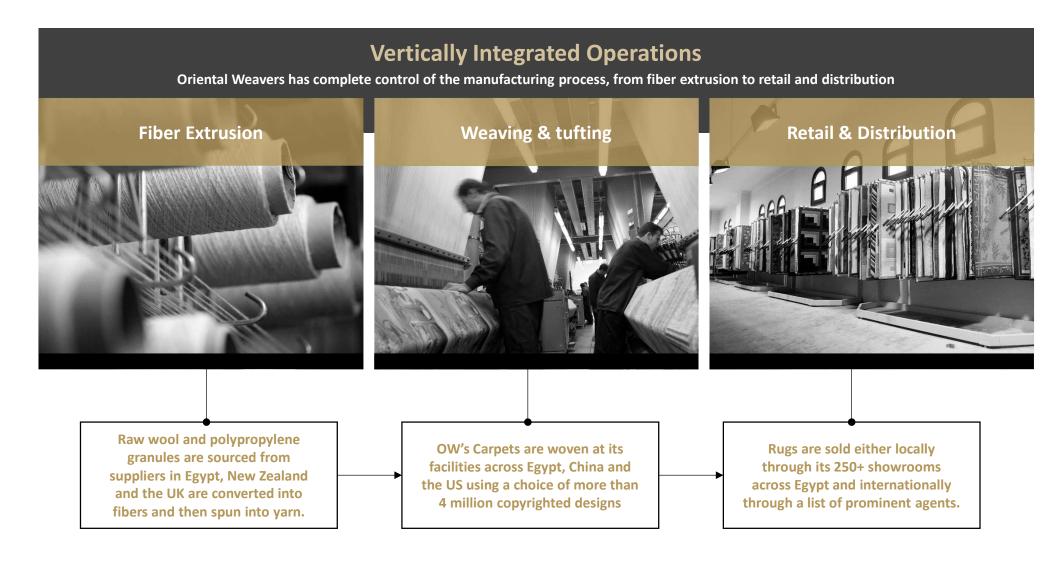
**5** Export Continents **130** Export Markets

**3** Distribution Offices (US, UK & UAE) **258** Showrooms (Egypt)

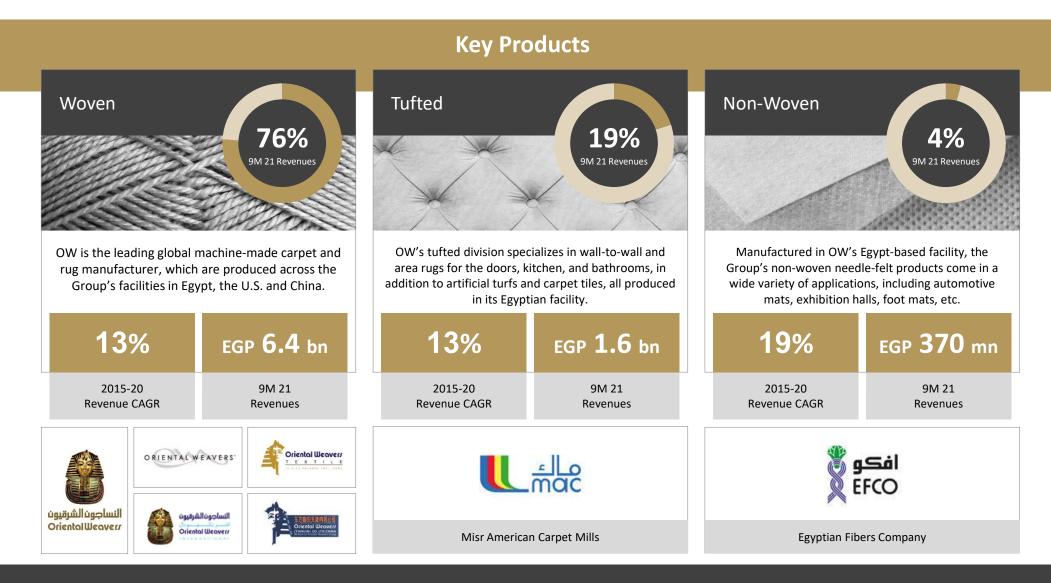




### **Vertically Integrated Business Model**



### **Diversified Product Mix**



### **Expansive Global Footprint**

2020 Rev: **EGP 3.3 bn** 2015-20 CAGR: ▲ 4.6% Egypt

2020 Rev: **EGP 3.9 bn** 2015-20 CAGR: ▲ 19.2% The Americas & Canada

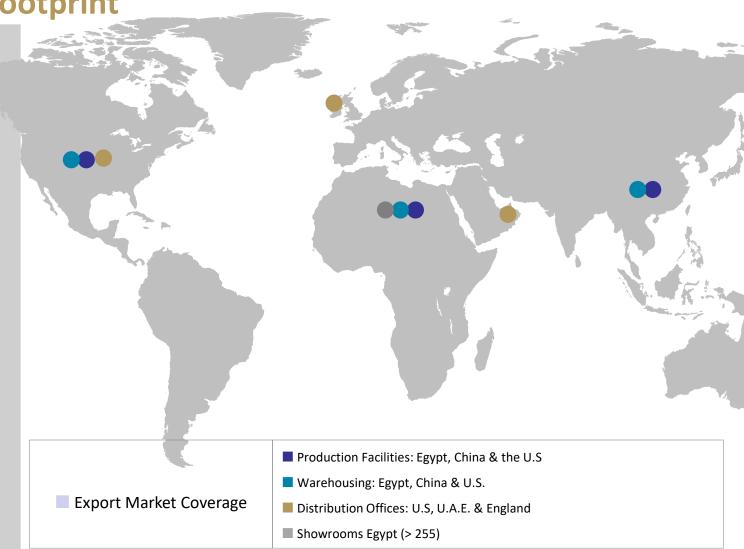
2020 Rev: EGP 1.6 bn 2015-20 CAGR: ▲ 7.7% Europe

2020 Rev: **EGP 344.9 mn** 2015-20 CAGR: ▲ 11.3% Arab Countries

2020 Rev: EGP 179.5 mn 2015-20 CAGR: ▲ 16.7% Rest of Asia

2020 Rev: **EGP 86.2 mn** 2015-20 CAGR: ▲ 22.2% Africa

2020 Rev: EGP 19.9 mn 2015-20 CAGR: ▼ 23.8%<sup>(1)</sup> Russia & China



<sup>(1)</sup> Decrease in exports to China and Russia reflect trade disruptions resulting from the COVID-19 global pandemic

### **Fast-Growing Online Presence**



#### 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



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

### **Established Media Presence**

#### **Oriental Weavers in the Media | Selected Appearances in 3Q 2021**



#### ORIENTAL WEAVERS CARPET'S PROFIT HIKES 151% IN H1-21



The sales increased to EGP 5.61 billion in the six-month period

Oriental Weavers Carpet reported net profits of EGP 669.5 million in the first half (H1) of 2021, up by 151.4% year-on-year (YoY) from EGP 266.358 million, including minority shareholders' rights.

The net profits attributable to the parent company's shareholders grew to EGP 599 million in H1-21 from EGP 227.26 million, while the earnings attributable to minority interests rose to EGP 70.49 million from EGP 39.09 million, the company said in a bourse disclosure on Thursday.

The sales increased to EGP 5.61 billion in the six-month period ended 30 June from EGP 4.078 billion in the prior-year period.

Moreover, the standalone net profits grew to EGP 752.37 million in H1-21, compared to EGP 525.7 million in H1-20.

During the first quarter (Q1) of 2021, Oriental Weavers Carpet achieved a consolidated net profit of EGP 343.19 million, up from EGP 197.95 million in Q1-20, including minority shareholders' rights.

Oriental Weavers Carpet said that the Egyptian government has been implementing a new export subsidy disbursement programme from 1 July 2020 to 30 June 2023.

The average export subsidies for Oriental Weavers reach 7.5% in the first phase of the programme and 11% in the second phase, the company said in a bourse disclosure.

**ORIENTAL WEAVERS HOSTS SOFT OPENING OF NYC DUPLEX SHOWROOM AT NY HOME FASHIONS MARKET** "NEW YORK ---**Oriental Weavers**, formerly housed at the Textiles Building at 295 Fifth Ave., held a soft opening of its new Manhattan showroom located at 260 Fifth Ave. this week for New York Home Fashions Market attendees. (LINK)



The Middle East Power Businesswomen 2021

> Ranked 39<sup>th</sup> Yasmine & Farida

Yasmine & Farida Mohamed Khamis



#### INTERVIEW OF THE MONTH

carpe

Progressive expansion plans and a strong customer focus determined and the focus of the strong customer and the focus of the strong customer and the star to be the strong customer and the star to be determined and the strong of the strong and the star of the strong of the the strong of the stron



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Harry Janin: Egypt is, of source, our logarit Offy where we have high fair the impact couple or 10 and Charl and Editors regularement that guarantees fair delivery to those teachers. Tarry highers in the fair delivery in these teachers. Tarry highers in the fair three fair three for chircles if histoteachers will surgers.



Taxmine Damin: On yes, We produce every- thing that needs to go into the carpet or flow- covering inductry that we can possibly produce, except for materials such on two, which has to	tically integrated, we can control prices, we can control quadry, and of course we can control speed of delivery.
be green in India and Bangledesh. This means we can react hat and flexibly to our customery meets and the market conditions, which have because very volatile, especially with COMD	Carpot Bone: The production costs for mu- chine made rugs have room denotes lip in the last maniful.
over the last 15 manths. People are now do- manding more products with faster delivery times. And customers in contraluck and change their collections more frequently, by being ver-	Transier Khamie: I's hers a difficult term in terror of ener calculation. But we are a company that fittally believes in the economy of the scale the more we mutualisture, the more our D

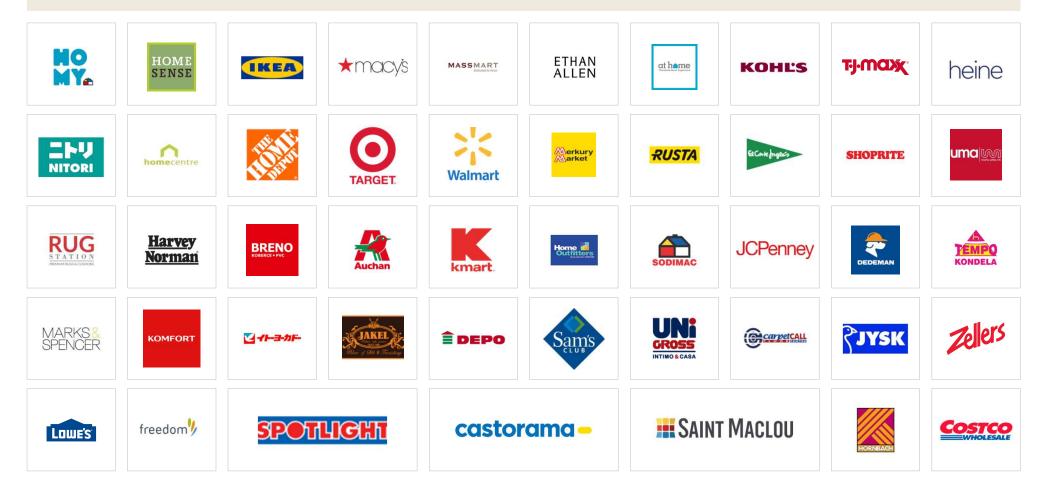
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TERVIEW OF THE MONTH

### 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



### ...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



### Well-Invested Production Facilities (1 of 3)

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

### Well-Invested Production Facilities (2 of 3)



catalogues, and various department stores.

**ORIENTAL WEAVERS** | Investor Presentation 9M 2021

### Well-Invested Production Facilities (3 of 3)

**Tufted Segment** 



Tufted Segment Annual Capacity | 47m m<sup>2</sup>

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 m<sup>2</sup>

Egyptian Fibers Company

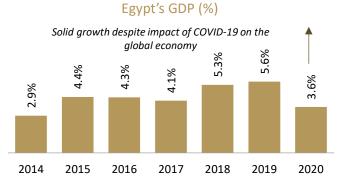
Raw Materials

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.

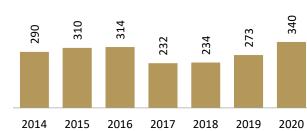
### Supportive Economic & Demographic Dynamics (1 of 2)



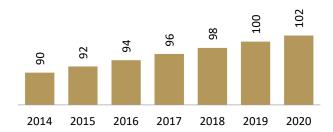


Accelerating Economic Growth<sup>(1)</sup>

#### **Growing Consumption**<sup>(2)</sup> Final Consumption Expenditure (USD bn)



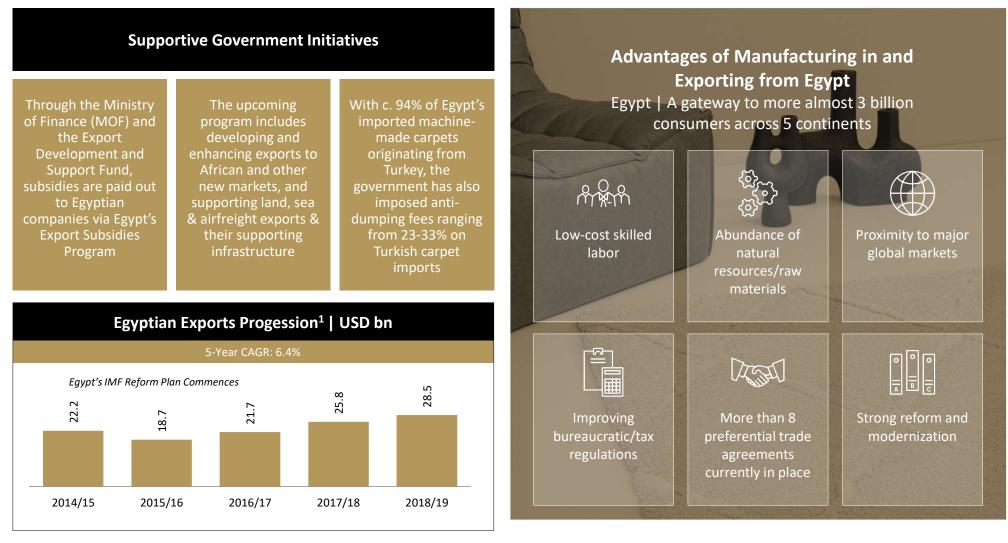
#### **15th Largest Population Globally**<sup>(3)</sup> Population (billions)



Source: <sup>(1)</sup> The Central Bank of Egypt <sup>(2)</sup> The World Bank

Bank <sup>(3)</sup> The World Bank

### Supportive Economic & Demographic Dynamics (2 of 2)



Source: <sup>(1)</sup> The Central Bank of Egypt

### **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.



### **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.



### **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.



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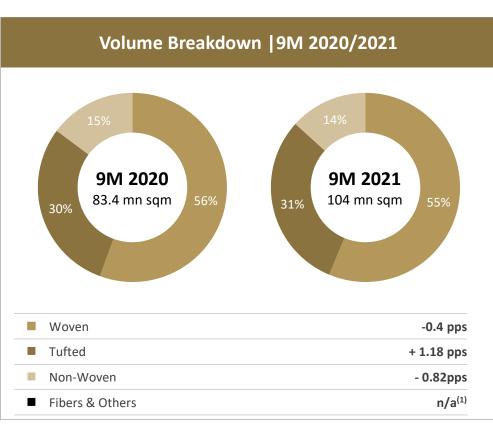
### **Revenues & Volumes by Product**



Woven	+ 26% YoY	Tufted
Revenues from the wov by 26% YoY to EGP 6.4b the majority to overall r 77%, primarily on the b the demand of Grade B further emphasized by a C products	n, and contributed revenue growth, at ack of an increase in products and was	Revenues from the by 25% YoY to EC the second-higher revenue growth, driven by wall-to

+ 25% YoY

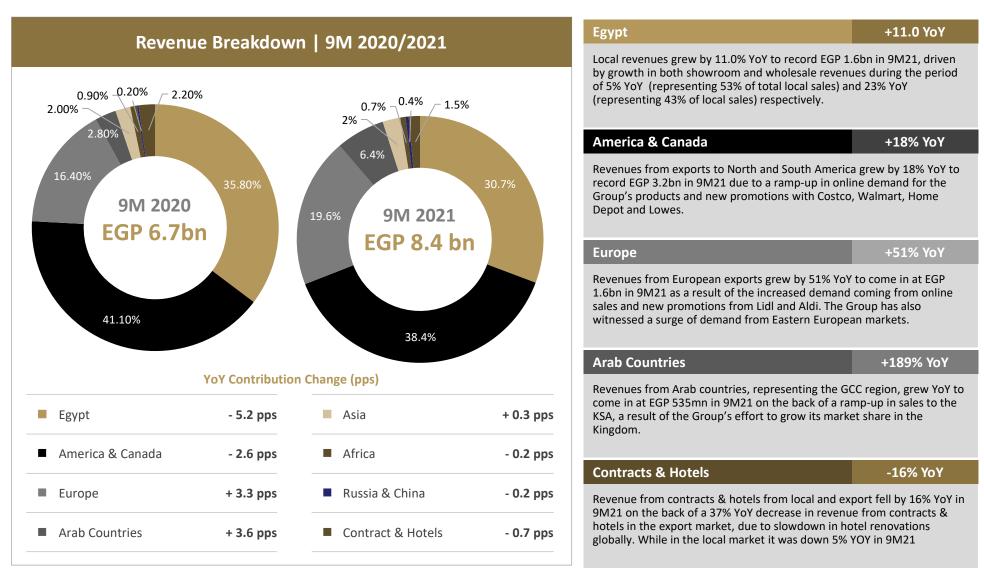
Revenues from the tufted segment grew by 25% YoY to EGP 1.6bn in 9M21 and was the second-highest contributor to absolute revenue growth, at 17%, with growth driven by wall-to-wall sales



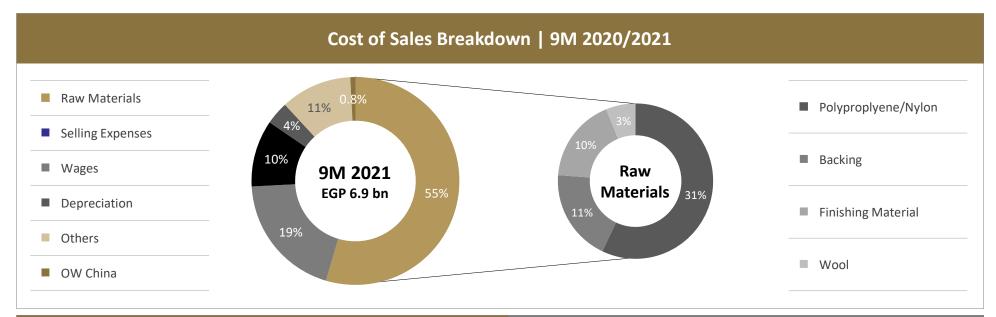
Non-Woven	+32% YoY	Fibers & Others	+ 46% YoY
Revenues from OW's no grew by 32% YoY to EGP and contributed 4% to a growth. Revenue growth by both an increase in w the average price of pro	270mn in 9M21 bsolute revenue was dual-driven blumes as well as	Revenues from fibers & EGP 52mn in 9M21, rep increase of 46% YoY and of absolute revenue gro	resenting an contributed 1%

(1) Volume excludes Fibers & Others

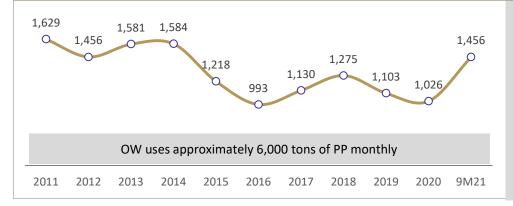
### **Revenues by Region**



### **Cost of Sales Analysis**



#### Polypropylene Prices | USD/ton

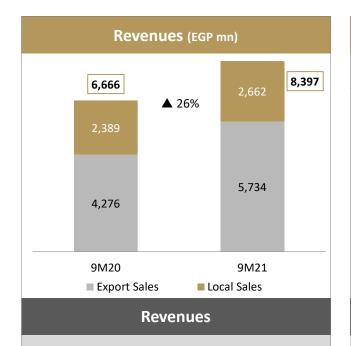


#### **Cost of Sales**

Raw materials makes up the majority of cost of sales, contributing 55% to its total in 9M21, with polypropylene purchases being its largest component. Polypropylene prices witnessed an expected price hike in 9m21 on the back of global supply constraints, to reach an average of USD 1,456/ton for the period compared to \$1,038/ton in 4Q20. After the recent oil price increase, PP global prices also increased. PP for Oct-21 reached \$1,589/ton and this uptrend is expected to continue till year end.

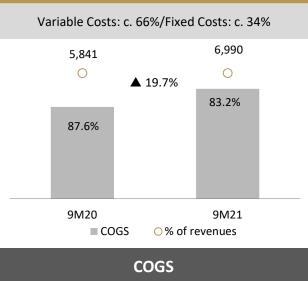
Selling expenses came in next, contributing 19% to total cost of sales in 9M21, followed by other expenses at 11%, depreciation at 4% and wages at 10%. Meanwhile, OW China contributed less than 1% of total cost of sales for the period.

### **Income Statement Highlights**



Revenues grew by 26% YoY to EGP 8.4 billion in 9M21, primarily on the back of strong growth in export sales, which grew by 34% YoY and contributed 68% to total revenues, and further helped local sales, which grew by 11.0% YoY which is 32% of total revenues in 9M21 and contributed 17% to absolute growth in 1H21.

#### **COGS** (EGP mn/% revenues)



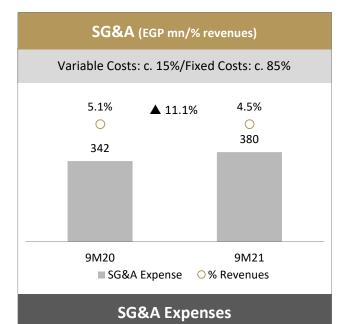
COGS grew by 19.7% YoY to come in at EGP 6.9 billion in 9M21, representing a 4.4 pps contraction to 83.2% of revenues during the period. The decrease of COGS as a percentage of sales came due to 1) Directing OW capacity to higher margin products. 2) economies of scale relating to fixed costs. 3) lower 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 70.4% YoY to EGP 1,408 million in 9M21 from EGP 826 million in 9M20. Meanwhile, the gross profit margin came in at 16.8%, up by 4.3 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.

### **Income Statement Highlights**

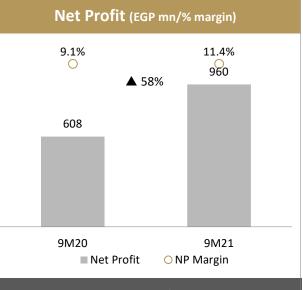


SG&A expenses increased by 11.1% YoY to record EGP 380 million in 9M21, at 4.5% of revenues, representing a contraction of 0.6 pps YoY, driven by both G&A and S&D expenses, which fell by 0.5 pps and 0.1 pps of revenues respectively during the same period with the Group benefiting from increased economies of scale.



#### EBITDA

EBITDA increased YoY to come in at EGP 1,514 million in 9M21. The corresponding EBITDA margin grew by 4.6 pps to 18.0% during the same period on the back of lower SG&A expenses as a percentage of sales by 0.6 pps YoY to 4.5% in 9M21.



#### Net Profit

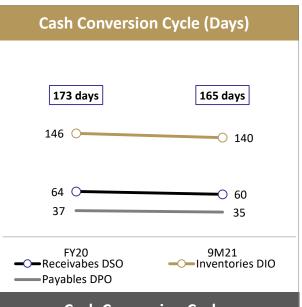
Net profit before minority interest grew by 58% YoY to record EGP 960 million in 9M21. Meanwhile, the NPM came in at 11.4% in 9M21, representing an increase of 2.3 pps YoY, with margin growth accelerated from the EBITDA level primarily by significantly lower provisions and impairments and higher treasury income.

### **Balance Sheet & Other Highlights**



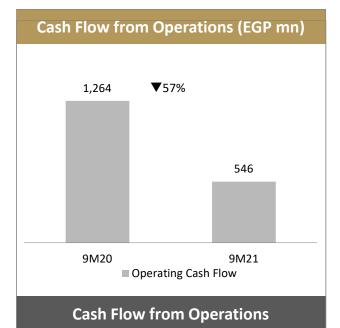
#### **Total Debt**

Total Debt came in at EGP 3.4 bn in 9M21, up by 22.9% YTD. This is due to the capex plan for the year to cover the expansion plan. As of 30 Sep 2021, the breakdown of total debt was 61.7% USD, 8.3% Euro, and 30% EGP. Meanwhile, total debt to equity came in at 42% in the same period.

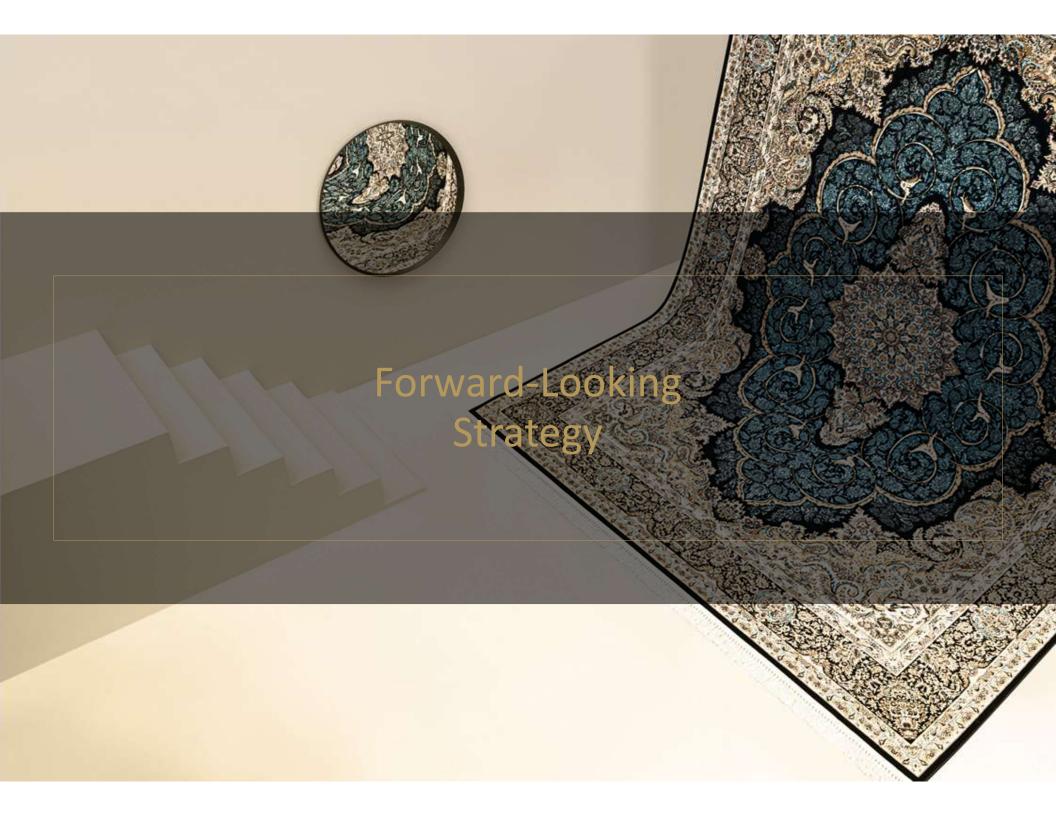


#### **Cash Conversion Cycle**

The Group's overall cash conversion cycle was 165 days in 9M21, down by 8 days Ytd on the back of a 6 and 4 day Ytd drop in Inventories DIO and Receivables DSO respectively, countered slightly by a 3-day decrease in Payables DPO Ytd.



Despite a sharp increase in net profits in 9M21, total cash flows from operations fell by 57% YoY to EGP 546 million in 9M21 due to higher outflows from inventories (+1,384% YoY) and receivables (108% YoY) during the period.



### 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





Forward-Looking Strategy

### **Planned CAPEX for 2021**

	Production bilities	1		Dev
2021 Planned C	Capital Additions		Develop portf	olio of p oprietary
Wo	oven			
<b>9</b> Weaving Looms	<b>4</b> Goblin Mach	ines	Expand Local N The Group plans t	to open a
<b>1</b> Yarn Machine	<b>1</b> Extrusion Mad	chine	showrooms in 20 underserved markets Egypt, while utilizing parall	outside g website
Tufted	Non-Wov	ven		
<b>Digital</b> Machines	<b>Digital</b> Printing	1	Digitize & En Customer's E Enhance OW's online w	xperie
Planned CAPEX* of c.USD 26mn i	in 2021 will see overall	capacity	its store, while improvidigital experience th	ing the c

grow by 3% and increased vertical integration.

\*Capex plan includes machinery/looms only

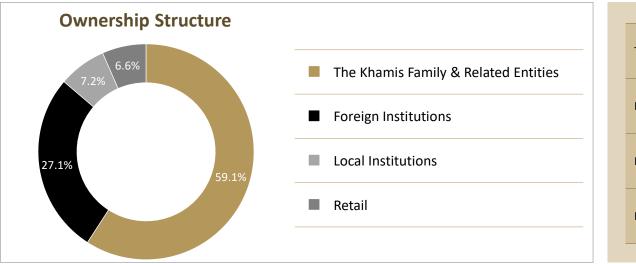


# Investor Relations

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#### **Investor Relations**

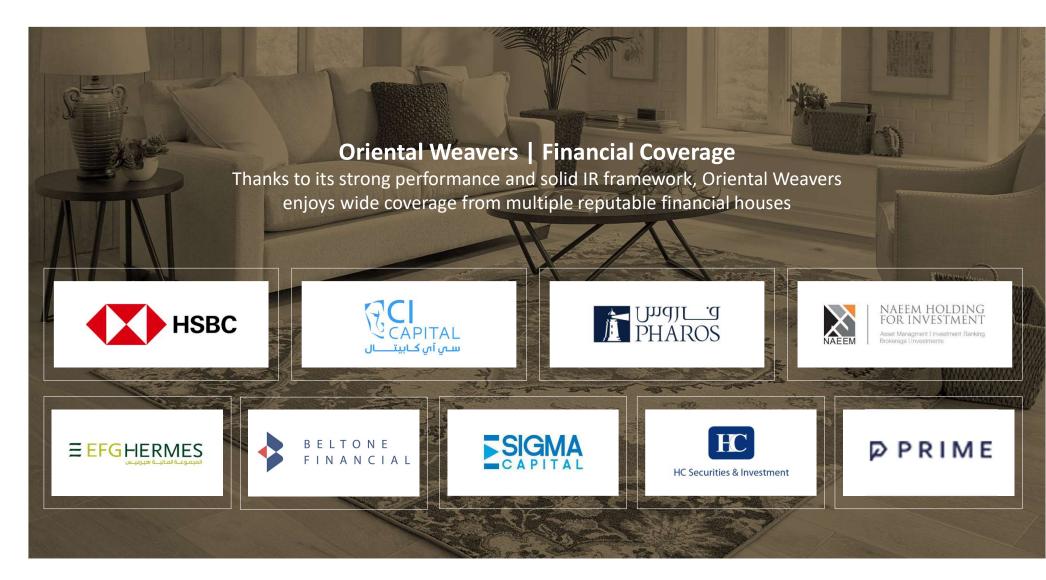
### **Share and Shareholding Overview**



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

#### **Investor Relations**

### **Extensive Analyst Coverage**



### 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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