



النساجون الشرقيون  
Oriental Weavers

# Investor Presentation

## Q1 2021

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**One of the world's**  
largest carpet manufacturers



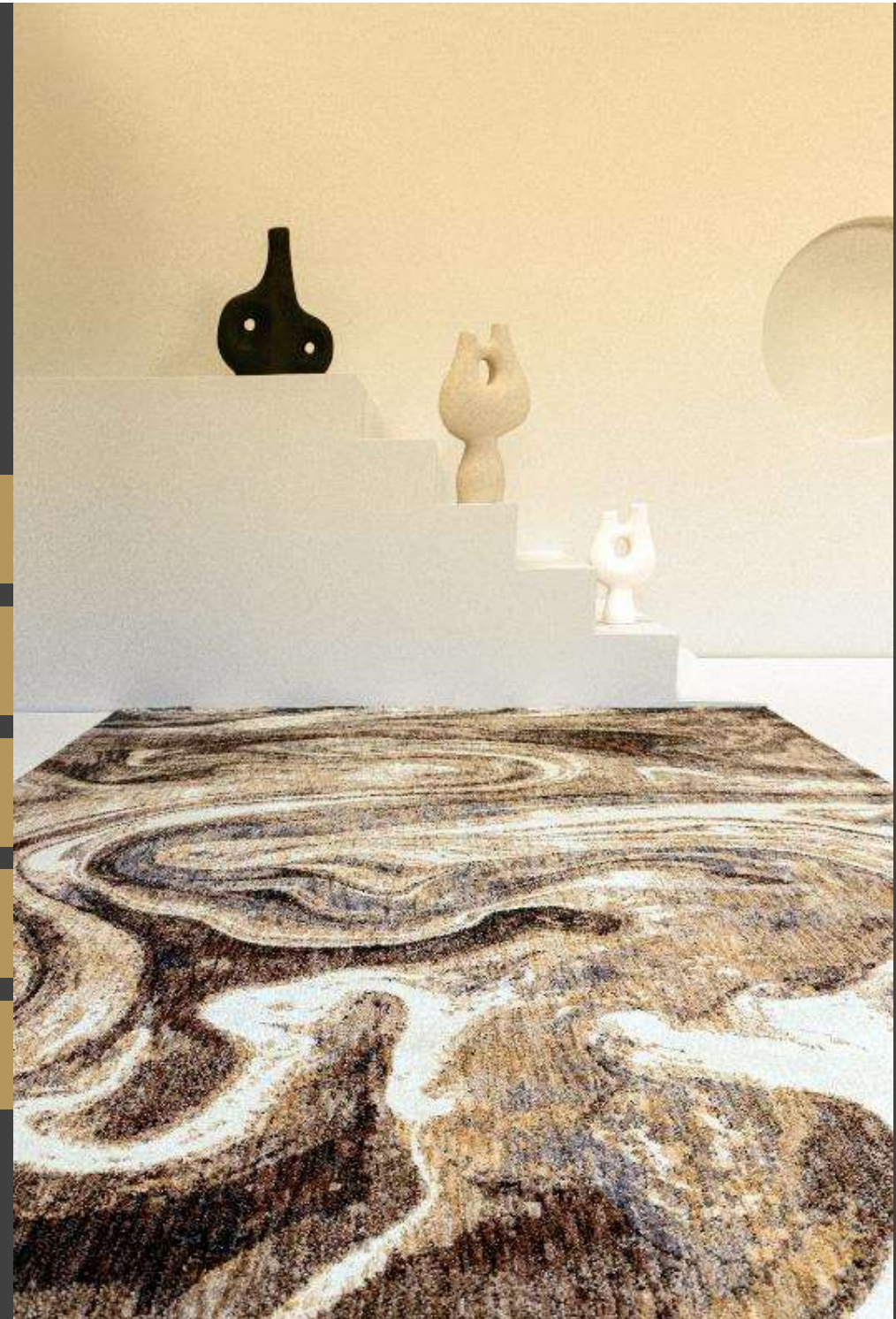




الساجون الشرقيون  
Oriental Weavers

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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 **2,763** mn

1Q21 Revenue

▲ 22% YoY

EGP **489** mn

1Q21 EBITDA

▲ 70% YoY | + 5.0 pps

EGP **481** mn

1Q21 Gross Profit

▲ 71% YoY | + 5.0 pps

EGP **300** mn

1Q21 Net Income<sup>(1)</sup>

▲ 74% YoY | + 3.7 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

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**1<sup>st</sup>**

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 1Q21, 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

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**5**

Export Continents

---

**130**

Export Markets

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**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



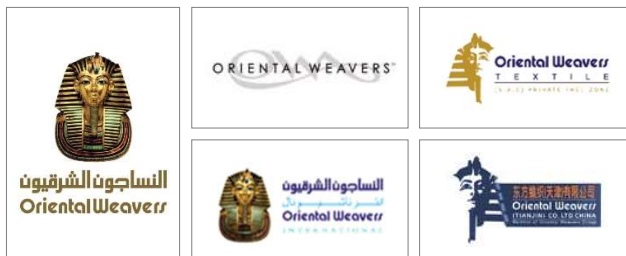
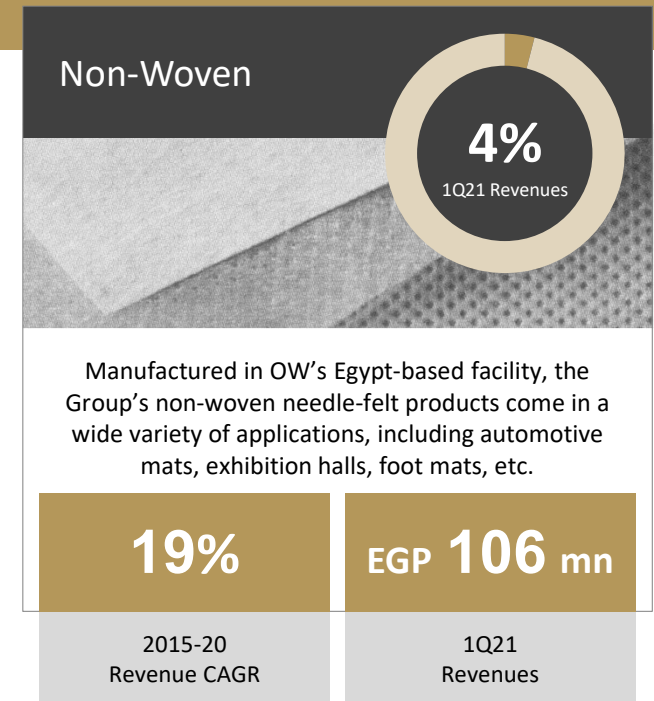
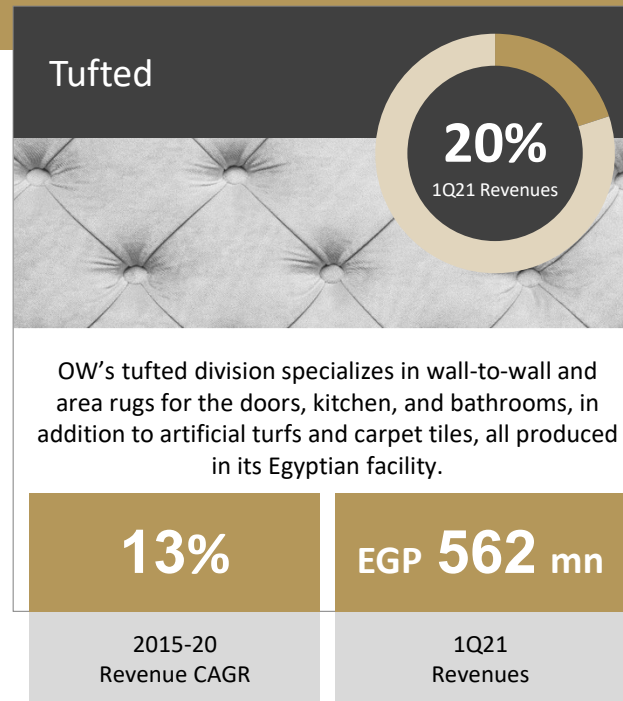
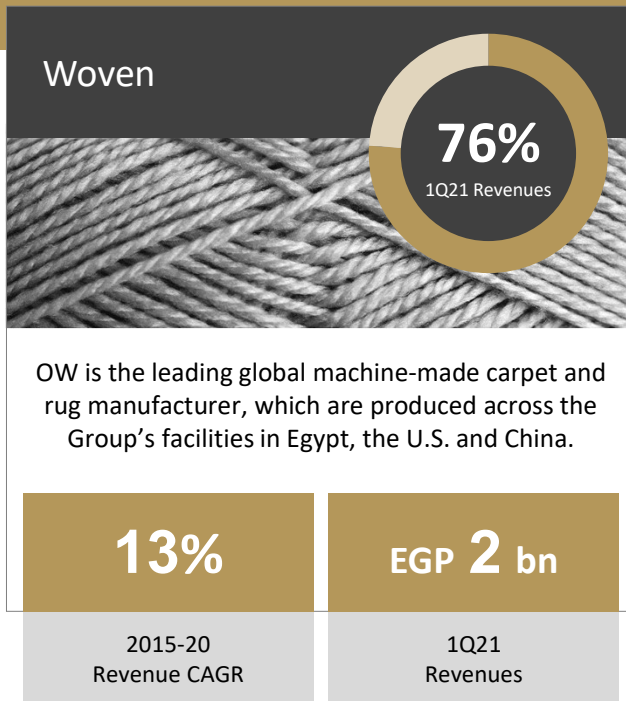
Rugs are sold either locally through its 250+ showrooms across Egypt and internationally through a list of prominent agents.



## Investment Highlights

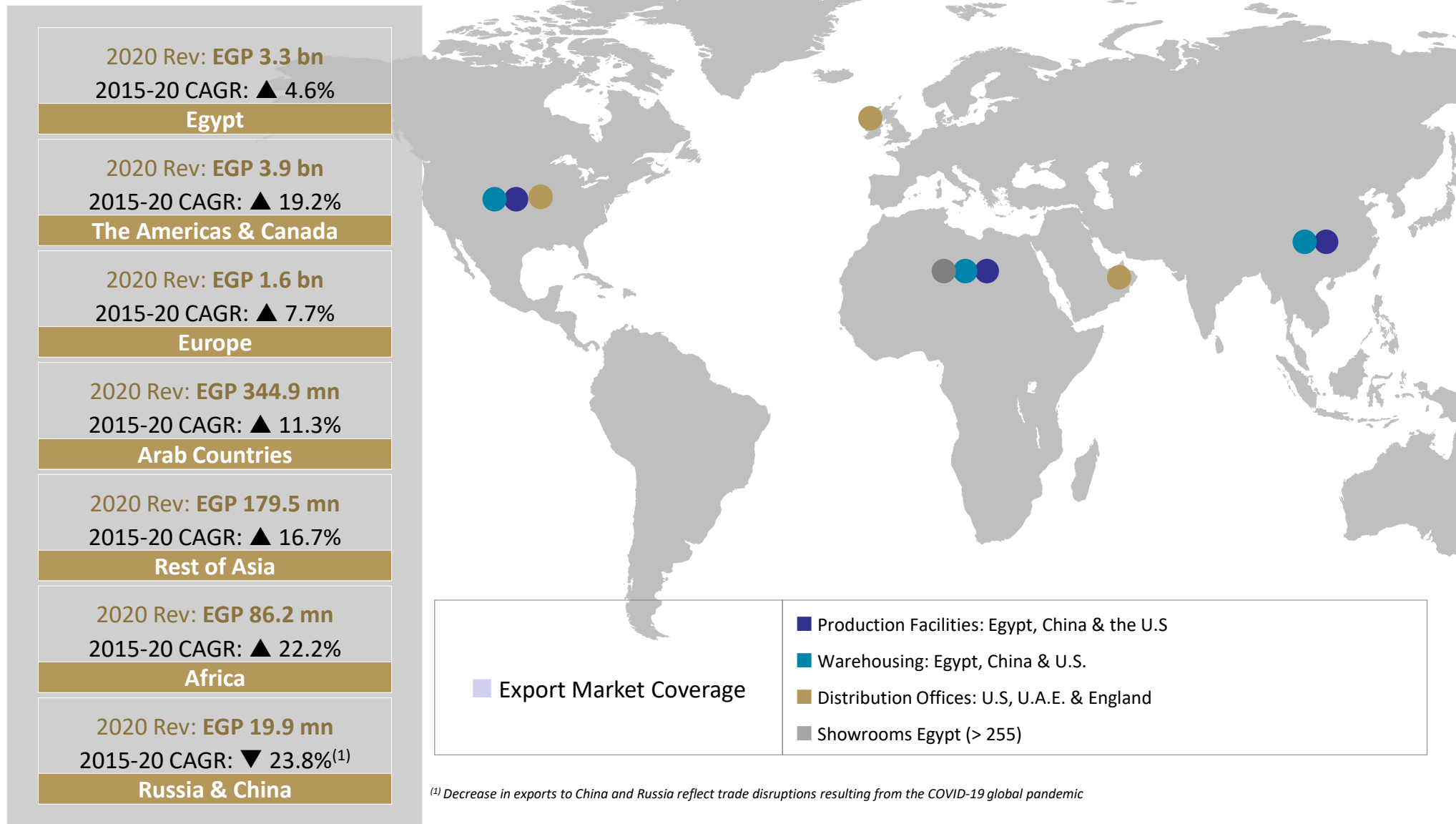
# Diversified Product Mix

### Key Products



## Investment Highlights

# Expansive Global Footprint





## Investment Highlights

# Fast-Growing Online Presence

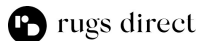
Oriental Weavers has seen consistent growth in its online business as consumers become increasingly comfortable with marking large online purchases.

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 | Select 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 39<sup>th</sup>  
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 | 76k 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 | 76k m<sup>2</sup>



### 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 m<sup>2</sup> 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 | 47k 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 | 23k 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.

## Investment Highlights

# Supportive Economic & Demographic Dynamics (1 of 2)

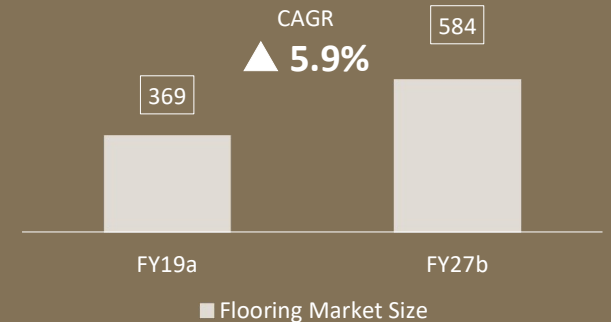
Change in consumer behavior after spending time at home, has caused more household spending

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

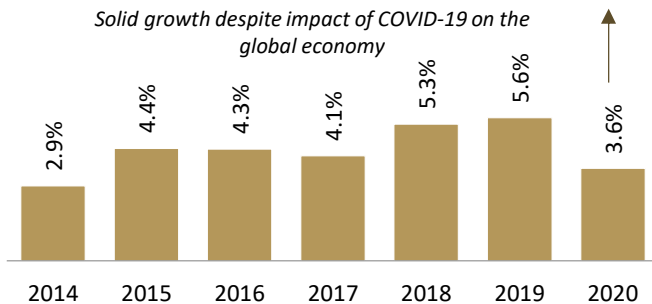
### Global Flooring Market Size (USD bn)



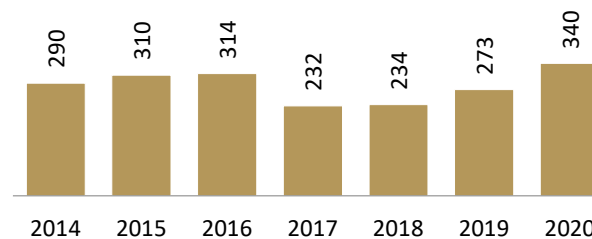
## Supporting Market Drivers

### Accelerating Economic Growth<sup>(1)</sup> Egypt's GDP (%)

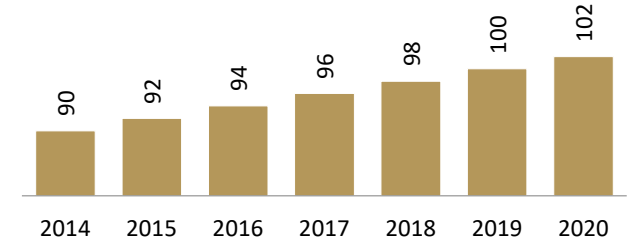
Solid growth despite impact of COVID-19 on the global economy



### 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 <sup>(3)</sup> 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

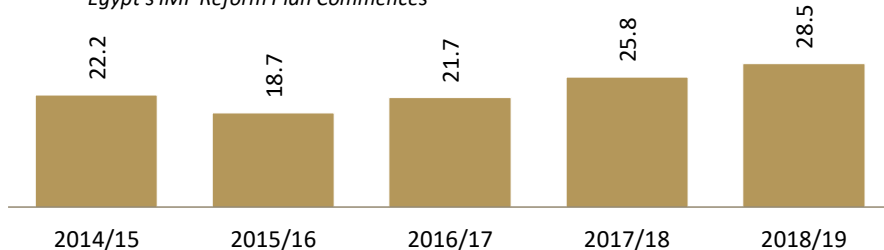
The upcoming program includes developing and enhancing exports to African and other new markets, and supporting land, sea & airfreight exports & their supporting infrastructure

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 Progression<sup>1</sup> | USD bn

5-Year CAGR: 6.4%

*Egypt's IMF Reform Plan Commences*



Source: <sup>(1)</sup> 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



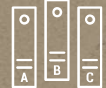
Proximity to major global markets



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











## 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	
<b>Monitoring</b>  <p>Reviews, approves, and monitors the long-term strategic objectives and business plans of the management team.</p>	<b>In-time Reporting</b>  <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>
<b>Agenda Items for BOD Meetings</b>  <p>The Board Chairman sets the agenda for the board meetings in cooperation with the directors to ensure all significant topics are discussed</p>	<b>Code of Business Conduct &amp; Ethics</b>  <p>The board continuously reviews and updates the code of conduct to ensure compliance with applicable laws and regulations.</p>
<b>Board Selection</b>  <p>OW's board members are selected by shareholders through majority vote and renewed every three years</p>	<b>Protecting Shareholder Rights</b>  <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
<b>3 Female Board Members</b>		
Board Committees		
<b>Audit Committee</b> <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>	<b>Risk Committee</b> <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>	<b>Investigation Committee</b> <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 O<sub>2</sub>



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

CO<sub>2</sub> Reduction

**8.8k** tons

Trees Offset CO<sub>2</sub>

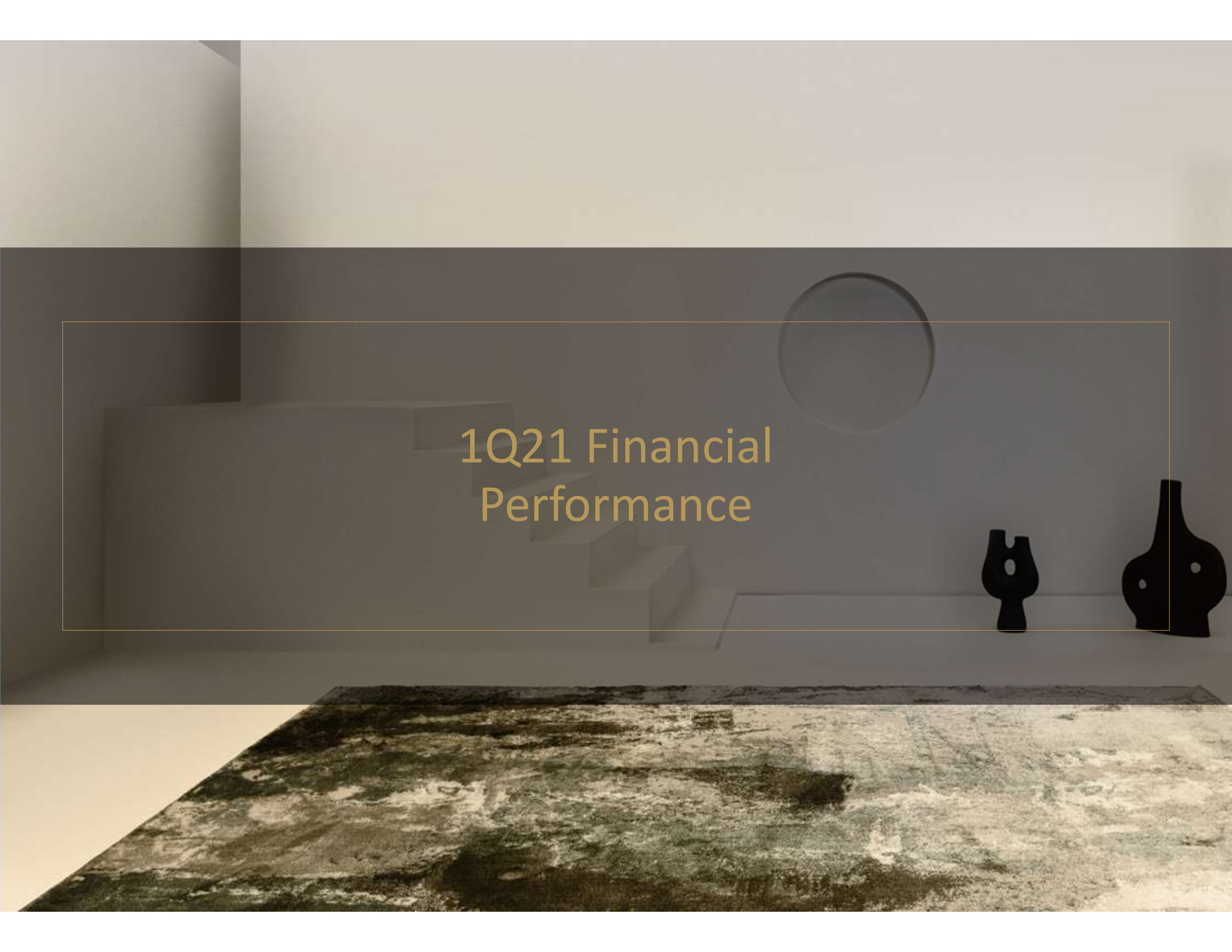
**26.0k** kWh

Energy Saving

**402k** trees

Trees Planted



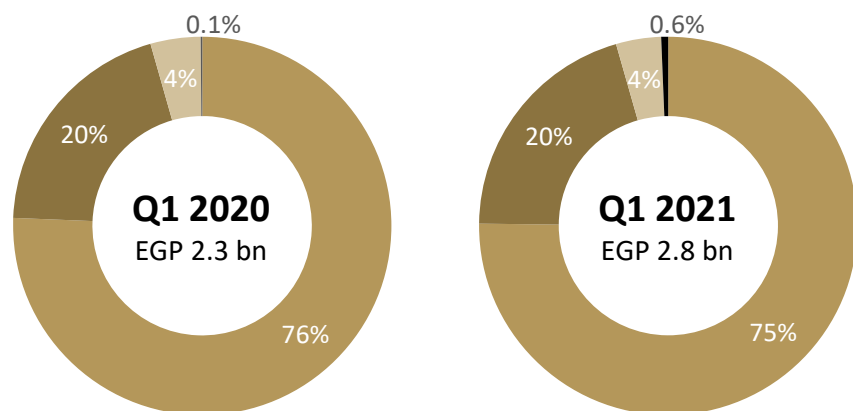
The background is a composite image. The upper portion features a minimalist interior with a grey wall, a circular recessed light, and a set of white steps. Two black, abstract, vase-like sculptures are positioned on the right. A thin gold rectangular border is superimposed over the middle section. The lower portion of the image shows a close-up of a dark, heavily textured rug with mottled green, brown, and grey tones.

# 1Q21 Financial Performance

# 1Q21 Financial Performance

## Revenues & Volumes by Product

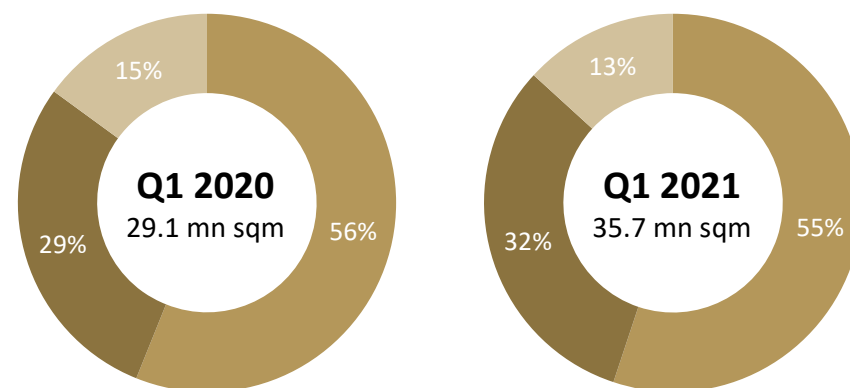
### Revenue Breakdown | Q1 2020/2021



#### YoY Contribution Change (pps)

Woven	- 0.4 pps
Tufted	+ 0.4 pps
Non-Woven	- 0.5 pps
Fibers & Others	+ 0.4 pps

### Volume Breakdown | Q1 2020/2021



#### YoY Contribution Change (pps)

Woven	- 1.1 pps
Tufted	+ 2.8 pps
Non-Woven	- 1.8 pps
Fibers & Others	n/a <sup>(1)</sup>

#### Woven + 21.1% YoY

Revenues from the woven segment grew by 21.1% YoY to EGP 2.1bn, a contributed the majority to overall revenue growth, at 75.7%, 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 + 24.5% YoY

Revenues from the tufted segment grew by 24.5% YoY to EGP 562.0mn in 1Q21 and was the second-highest contributor to absolute revenues, at 23.1%, with growth driven reflecting OW sales to hypermarkets (namely Carrefour), a new sales channel opened-up by the Group

#### Non-Woven +9.0% YoY

Revenues from OW's non-woven segment grew by 9.0% YoY to EGP 106.3mn in 1Q21 and contributed 1.8% 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 + 453.2% YoY

Revenues from fibers & others came in at EGP 15.9mn, representing an increase of more than 5-fold YoY and contributed 2.7% of absolute revenue growth.

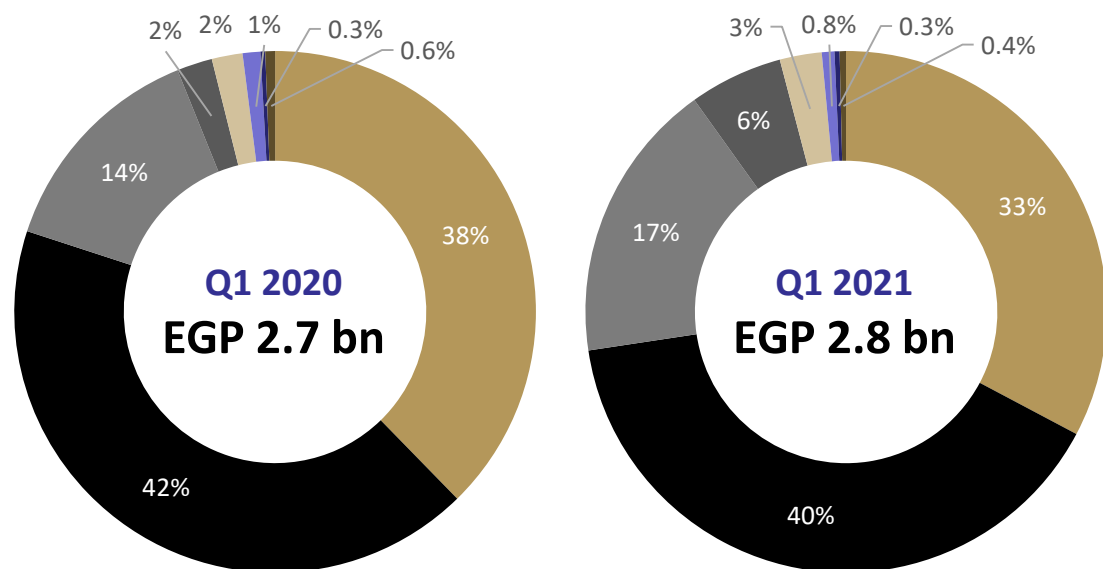
(1) Volume excludes Fibers & Others



# 1Q21 Financial Performance

## Revenues by Region

### Revenue Breakdown | Q1 2020/2021



#### YoY Contribution Change (pps)

Egypt	- 4.8 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 and Others	- 0.2 pps

#### Egypt

**+6.2% YoY**

Local revenues grew by 6.2% YoY to record EGP 907.2mn in 1Q21, driven by growth in both showroom and wholesale revenues during the period of 3% YoY (representing 54% of total local sales) and 12% YoY (representing 46% of local sales) respectively.

#### America & Canada

**+15.1% YoY**

Revenues from exports to North and South America grew by 15.1% YoY to record EGP 1.1bn in 1Q21 due to a ramp-up in online demand for the Group's products and new promotions with Costco, Walmart, Home Depot and Lowes.

#### Europe

**+52.8% YoY**

Revenues from European exports grew by 52.8% YoY to come in at EGP 482.2mn in 1Q21 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

**+220% YoY**

Revenues from Arab countries, representing the GCC region, grew by more than 3-fold YoY to come in at EGP 159.4mn in 1Q21 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.

#### Hotels & contracts (export & local)

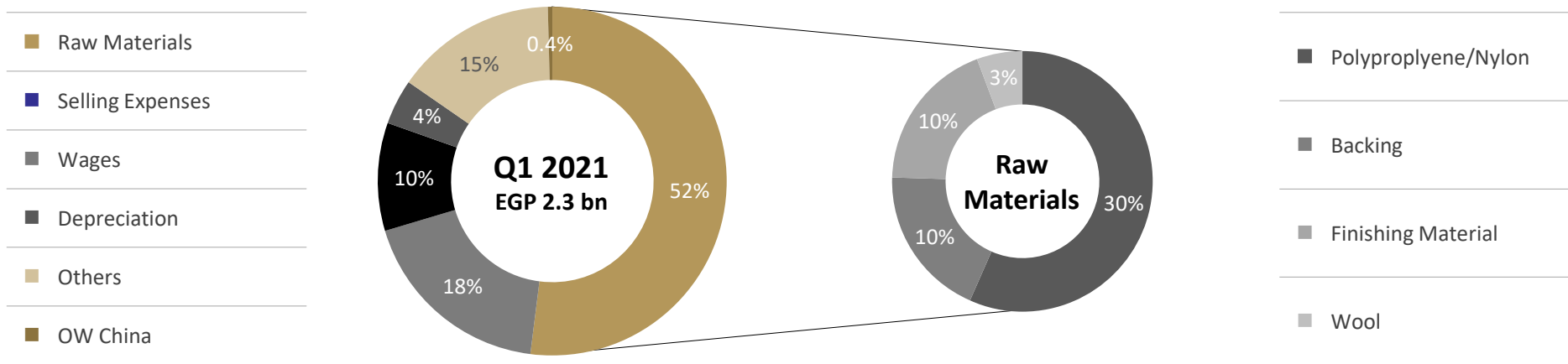
**-12% YoY**

Revenue from contracts & hotels fell by 12% YoY on the back of a slow down in hotel renovation world wide.

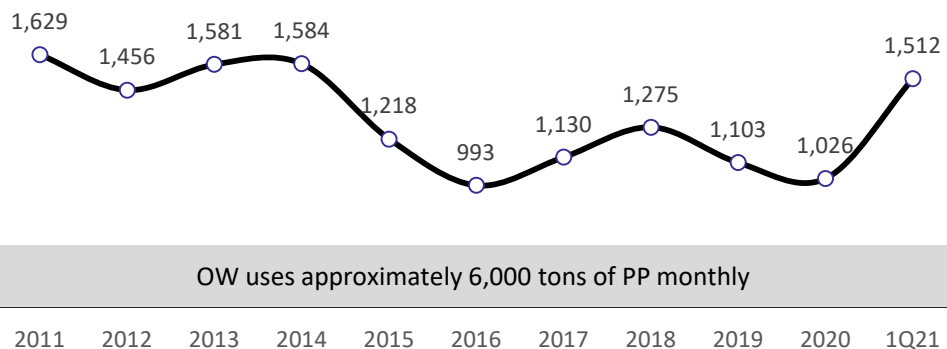
## 1Q21 Financial Performance

# Cost of Sales Analysis

### Cost of Sales Breakdown | Q1 2020/2021



### Polypropylene Prices | USD/ton



### Cost of Sales

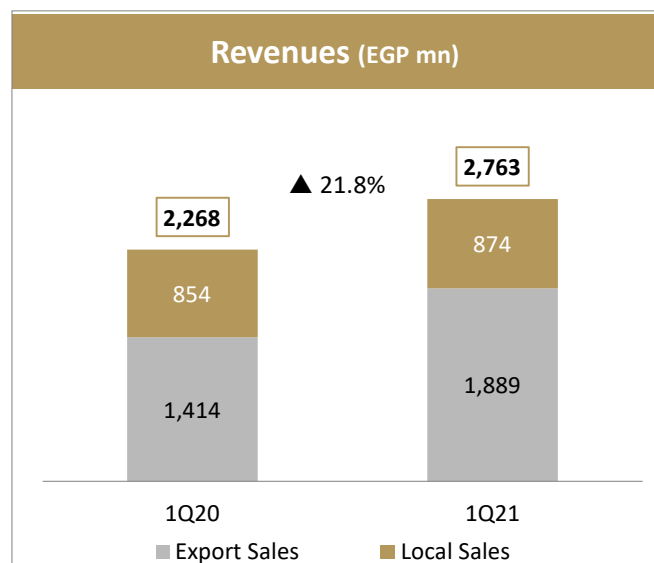
Raw materials makes up the majority of cost of sales, contributing 52% to its total in 1Q21, with polypropylene purchases being its largest component. Polypropylene prices witnessed an expected price hike in 1Q21 on the back of global supply constraints, to reach an average of USD 1,382/ton for the period compared to \$1,038/ton in 4Q20. However, management expects that the improvement in polypropylene prices which began in May, reflecting increased availability and lower global demand, is expected to continue to year-end.

Selling expenses came in next, contributing 18% to total cost of sales in 1Q21, followed by wages at 10%, depreciation at 4% and others at 15%. Meanwhile, OW China contributed less than 1% of total cost of sales for the period.



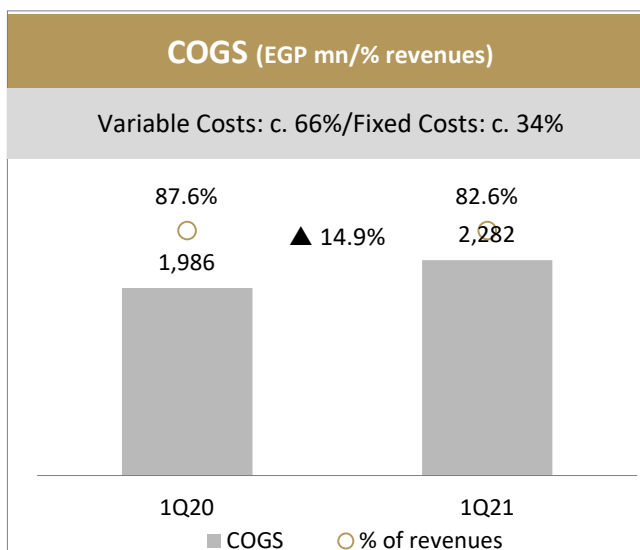
## 1Q21 Financial Performance

# Income Statement Highlights



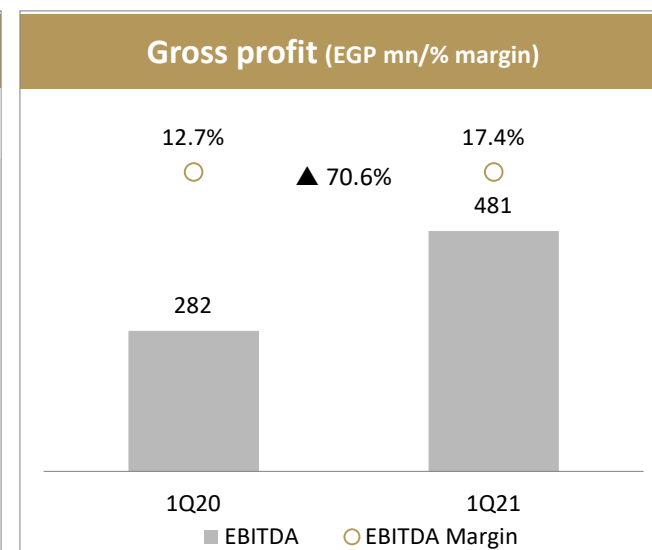
### Revenues

Revenues grew by 21.8% YoY to EGP 2.8 billion in 1Q21, primarily on the back of strong growth in export sales, which grew by 31.3% YoY and contributed 89% to absolute growth for the period, and further helped local sales, which grew by 6.2% YoY and contributed 11% to absolute growth in 1Q21



### COGS

COGS grew by 14.9% YoY to come in at EGP 2.3 billion in 1Q21, representing a 5.0 pps contraction to 82.6% of revenues during the period. The decrease of COGS as a percentage of sales came despite higher polypropylene prices, which came to USD 1,512 per ton at the end of 1Q21 compared to USD 1,053 in the previous year

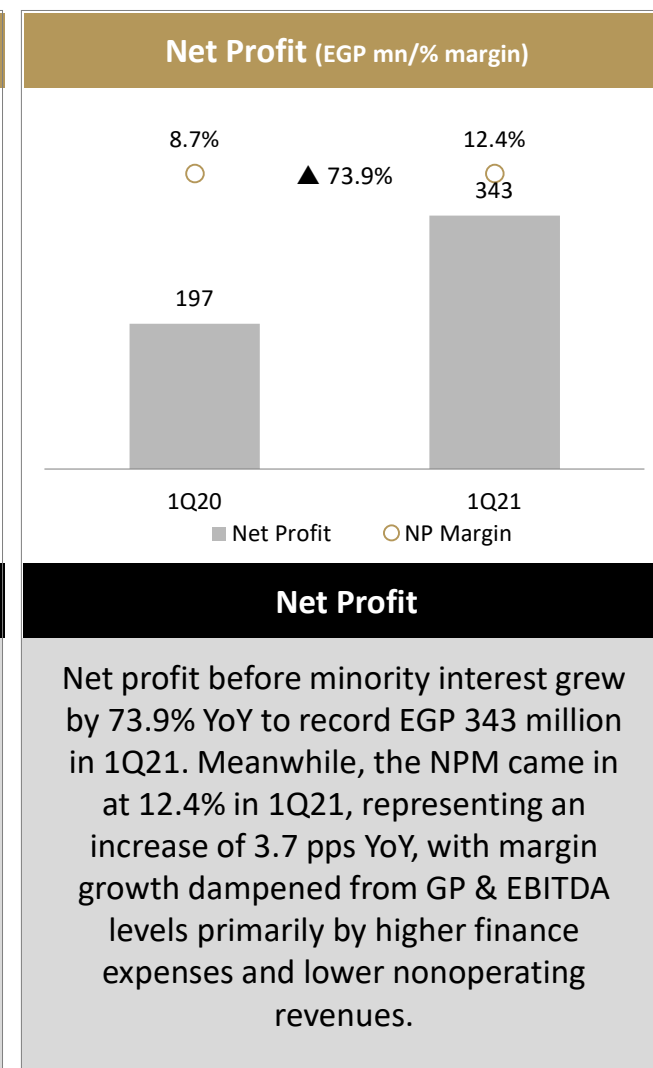
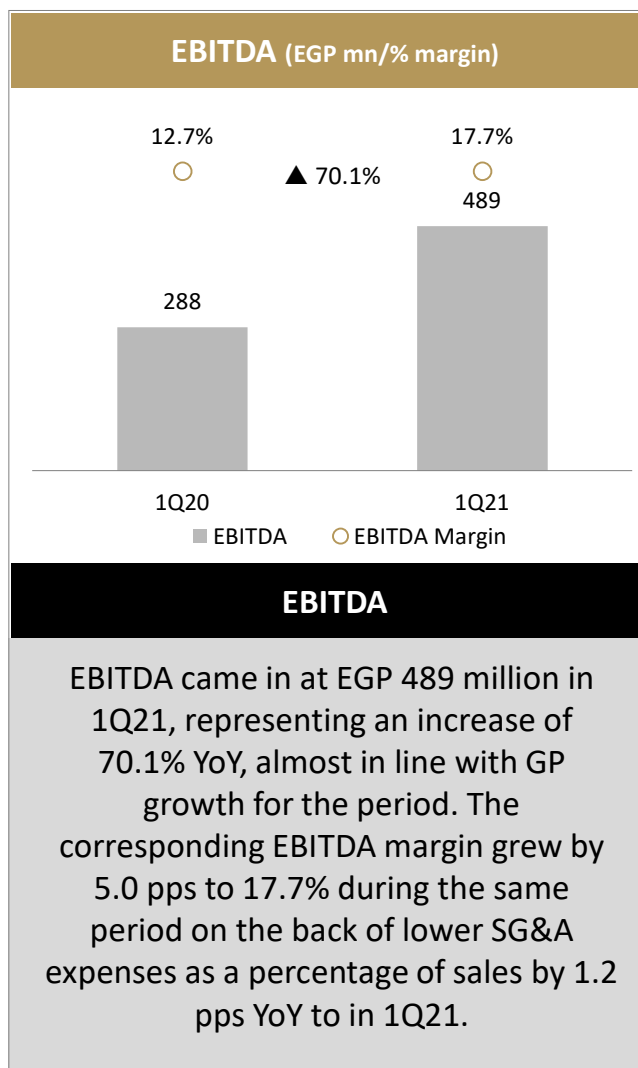
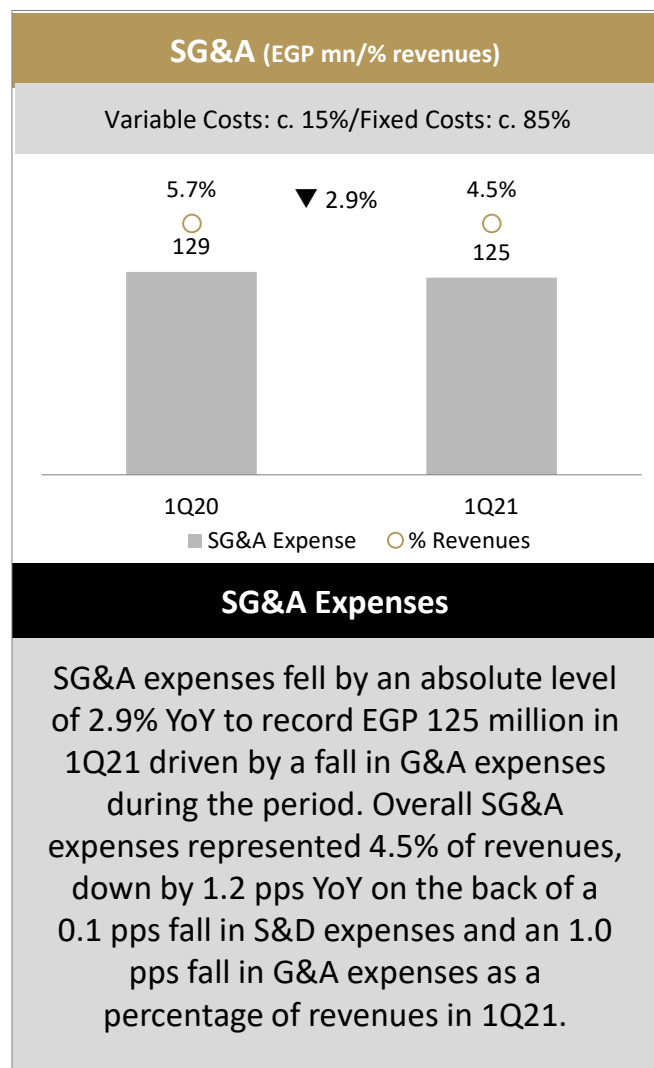


### Gross Profit

Gross Profit grew by 70.6% YoY to EGP 481 million in 1Q21 from EGP 282 million in 1Q20. Meanwhile, the gross profit margin came in at 17.4%, up by 5.0 pps YoY, on the back of higher revenues and decreasing COGS as a percentage of revenues during the period.

## 1Q21 Financial Performance

# Income Statement Highlights

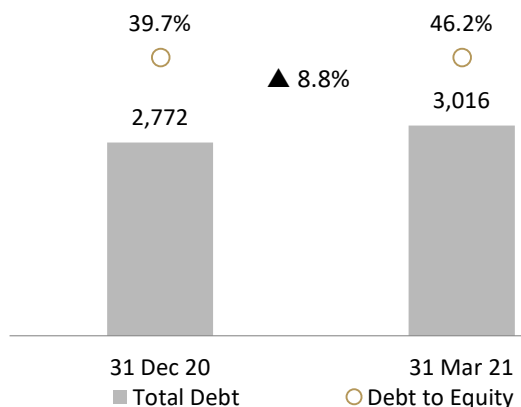




## 1Q21 Financial Performance

# Balance Sheet & Other Highlights

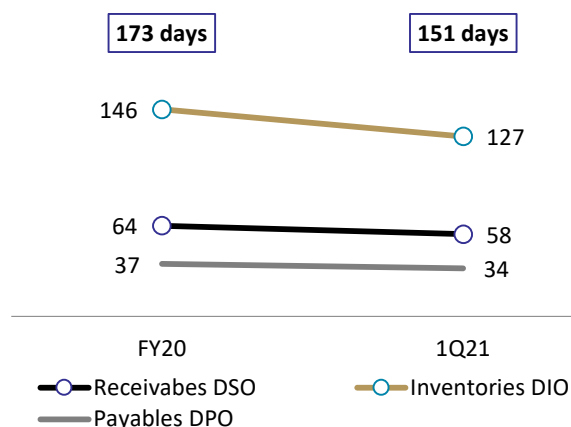
Total Debt (EGP mn)



### Total Debt

Total Debt came in at EGP 3.0 bn in 1Q21, up by 8.8% YTD on the back of increased borrowings in EGP to benefit from the CBE's initiative to offer EGP loans at below corridor rate. As of 31 March 21, the breakdown of total debt was 45% USD, 14% Euro, and 41% EGP. Meanwhile, total debt to equity came in at 46.2% in the same period.

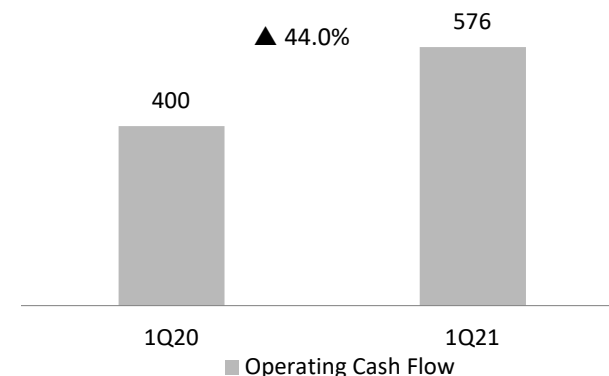
Cash Conversion Cycle (Days)



### Cash Conversion Cycle

The Group's overall cash conversion cycle was 151 days in 1Q21, down by 22 days YTD on the back of a 19 and 6- day YTD drop in Inventories DIO and Receivables DSO respectively, despite a 3 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.

Operating Cash Flow (EGP mn)



### Operating Cash Flow

The increase in net profit (73.2% YoY) and the improvement in the cash conversion cycle (down 22 days YoY) combined with the increase in total debt (8.8% YoY) resulted in increased liquidity, with the Group's operating cash up significantly YoY, by 44.0% to record EGP 576 million in 1Q21

The background is a composite image. On the left, a circular artwork with a dark, swirling pattern is mounted on a light-colored wall. Below it, a staircase with light-colored steps is visible. On the right, a large, ornate rug with a dark blue and gold pattern is spread out. 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

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

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

	<b>Develop Product Portfolio</b>	<b>2</b>	
Develop portfolio of products across all segments utilizing cutting-edge proprietary designs and solid market intelligence			
	<b>3</b>		<b>4</b>
<b>Expand Local Market Reach</b>		<b>Grow Export Market Share</b>	
The Group plans to open 8 new showrooms in 2021 to target underserved markets outside of Cairo, Egypt, while using 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	
	<b>5</b>		<b>6</b>
<b>Digitize &amp; Enhance the Customer's Experience</b>		<b>Improve HSE Framework</b>	
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 <sup>32</sup> guidelines to be implemented in 2022	

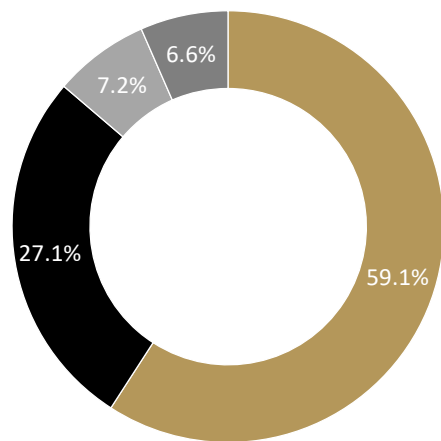




# Investor Relations

## Share and Shareholding Overview

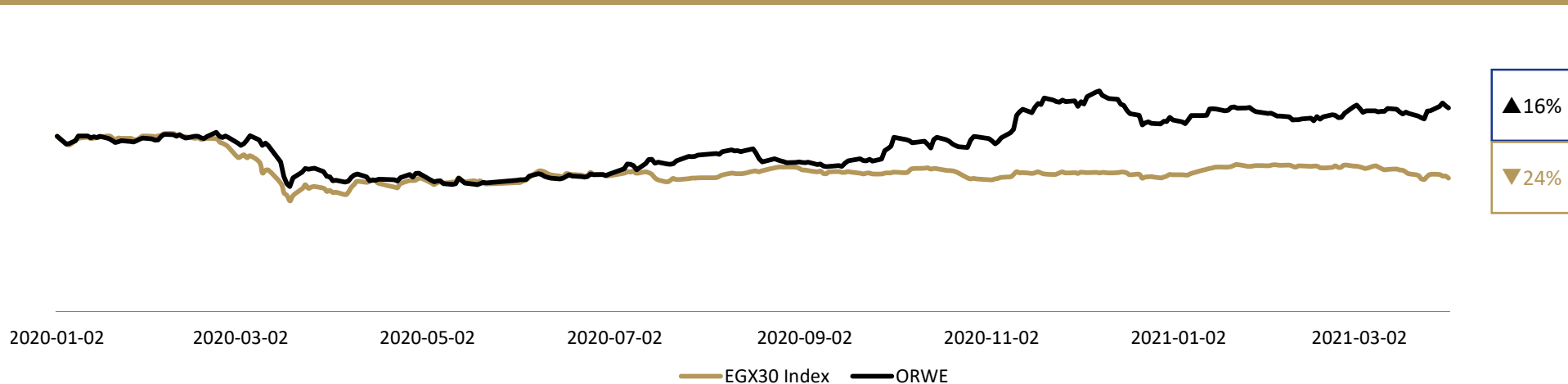
### Ownership Structure



- 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 FY20-1Q21 (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	Mar-20	Mar-21	% CHG, Y-o-Y
Net sales	2,268	2,763	21.8%
Cost of sales	(1,986)	(2,282)	
<b>Gross profit</b>	<b>282</b>	<b>481</b>	<b>70.6%</b>
<i>Gross profit margin</i>	<i>12.4%</i>	<i>17.4%</i>	<i>+5 pp</i>
Sales and distribution expenses	(34)	(38)	
General and administrative expenses	(95)	(88)	
Add back: Depreciation & amortisation	135	134	
<b>EBITDA</b>	<b>288</b>	<b>489</b>	<b>70.1%</b>
<i>EBITDA margin</i>	<i>12.7%</i>	<i>17.7%</i>	<i>+5 pp</i>
Subtract: Depreciation & amortisation	(135)	(134)	
<b>EBIT</b>	<b>153</b>	<b>355</b>	<b>132.7%</b>
<i>EBIT margin</i>	<i>6.7%</i>	<i>12.9%</i>	<i>+6.1 pp</i>
Provisions & impairments	(29)	(3)	
Investment income	-	2	
Interest income	5	3	
Treasury income	30	59	
Other revenues	55	10	
Capital gains	0.4	4	
Finance expenses	(23)	(48)	
FX differences	27	(3)	
<b>EBT</b>	<b>219</b>	<b>379</b>	<b>73.2%</b>
Current Income Tax	(20)	(37)	
Deferred Income Tax	0	1	
<b>Net income</b>	<b>197</b>	<b>343</b>	<b>73.9%</b>
<i>Net income margin</i>	<i>8.7%</i>	<i>12.4%</i>	<i>+3.7 pp</i>
Minority interest share	(24)	(43)	
<b>Net Income (after minority interest)</b>	<b>173</b>	<b>300</b>	<b>73.2%</b>
<i>Net income margin</i>	<i>7.6%</i>	<i>10.8%</i>	<i>+3.2 pp</i>

## Appendix

# Consolidated Balance Sheet

Consolidated Balance Sheet   EGP mn	31 Dec 20	31 Mar 21
<b>Non-current Assets</b>		
Net Fixed Assets	4,216	4,079
Projects in Progress	141	202
Investments - AFS	116	336
Beneficial Interest in Assets	0	351
<b>Total Non-current Assets</b>	<b>4,473</b>	<b>4,969</b>
<b>Current Assets</b>		
Inventory	3,195	3,266
Trade & Notes Receivable	1,724	1,819
Debtors & Other Debit Accounts	346	341
Treasury Bills	2,022	2,088
Cash in Hand & at Banks	904	1,174
<b>Total Current Assets</b>	<b>8,191</b>	<b>8,689</b>
<b>Total Assets</b>	<b>12,664</b>	<b>13,657</b>

Consolidated Balance Sheet   EGP mn	31 Dec 20	31 Mar 21
<b>Current Liabilities</b>		
Provisions	90	90
Banks - Credit Accounts	2,466	2,762
Long-Term Liabilities - Current Portion	99	91
Supplier & Notes Payable	847	898
Dividend Payable	10	978
Due within One Year of Rental Contractual Obligations	0	81
Creditors & Other Credit Accounts	742	643
Deferred Tax Liability	128	147
<b>Total Current Liabilities</b>	<b>4,383</b>	<b>5,689</b>
<b>Non-current Liabilities</b>		
Long-Term Loans	207	163
Housing & Development Bank Loan	0.04	0
Lease Contract Obligations	-	279
Differed Tax Liabilities	144	143
<b>Total Non-current Liabilities</b>	<b>351</b>	<b>586</b>
<b>Total Liabilities</b>	<b>4,734</b>	<b>6,275</b>
<b>Shareholders' Equity</b>		
Issued & Paid Capital	665	665
Reserves	1,487	1,627
Retained Earnings	348	400
Net Profit for the Period	937	300
FX Differences	3,546	3,531
<b>Total Shareholders' Equity</b>	<b>6,983</b>	<b>6,523</b>
<i>Minority Interest</i>	947	860
<b>Total Equity &amp; Minority Interest</b>	<b>7,931</b>	<b>7,383</b>
<b>Total Equity &amp; Liabilities</b>	<b>12,664</b>	<b>13,657</b>



## 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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