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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 11 billion in 2021

EGP **3,265** mn

1022 Revenue

▲18.15% YoY

EGP **357** mn

1Q22 Gross Profit

▼ 26% YoY

EGP **370** mn

1Q22 a EBITDA

▼27% YoY

EGP **236** mn

1Q22 Net Income⁽¹⁾

V

21% YoY



Who We Are

...With Expansive Global Operations...

The Group enjoys extensive production capabilities through its manufacturing facilities and warehouses in Egypt 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 66% of revenues generated from export sales in 1Q 2022, 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)

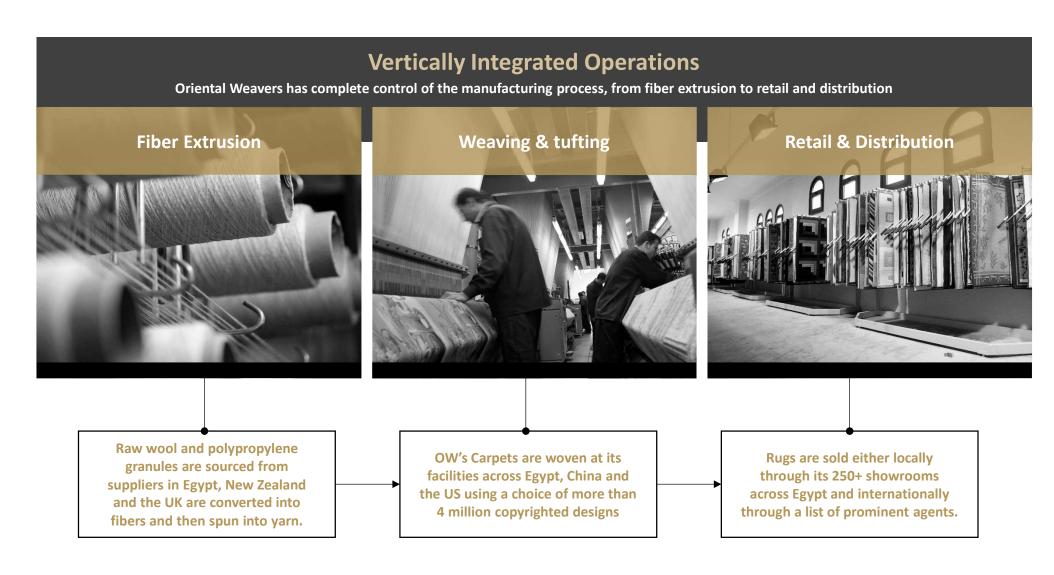
259

Showrooms (Egypt)





Vertically Integrated Business Model



Diversified Product Mix

Key Products



OW is the leading global machine-made carpet and rug manufacturer, which are produced across the Group's facilities in Egypt, the U.S. and China.

13% EGP **2.6** bn

2015-21 Revenue CAGR

النساجون الشرقيون

Oriental Weavers

1Q 2022 Revenues









OW's tufted division specializes in wall-to-wall and area rugs for the doors, kitchen, and bathrooms, in addition to artificial turfs and carpet tiles, all produced in its Egyptian facility.

13% EGP 523 mn

2015-21 1Q 2022 Revenue CAGR Revenues



Misr American Carpet Mills



Manufactured in OW's Egypt-based facility, the Group's non-woven needle-felt products come in a wide variety of applications, including automotive mats, exhibition halls, foot mats, etc.

19% EGP 135 mn

2015-201 Revenue CAGR 2021 Revenues



Egyptian Fibers Company

Expansive Global Footprint

2021 Rev: **EGP 3.7 bn**2016-21 CAGR: ▲ 3.8%

Egypt

2021 Rev: **EGP 4.3 bn**

2016-21 CAGR: ▲ 15.3%

The Americas & Canada

2021 Rev: EGP 2.3 bn

2016-21 CAGR: ▲ 14.0%

Europe

2021 Rev: EGP 694.8 mn

2016-21 CAGR: ▲ 34.8%

Arab Countries

2021 Rev: **EGP 235.7 mn**

2016-21 CAGR: ▲ 18.9%

Rest of Asia

2021 Rev: **EGP 132.0 mn**

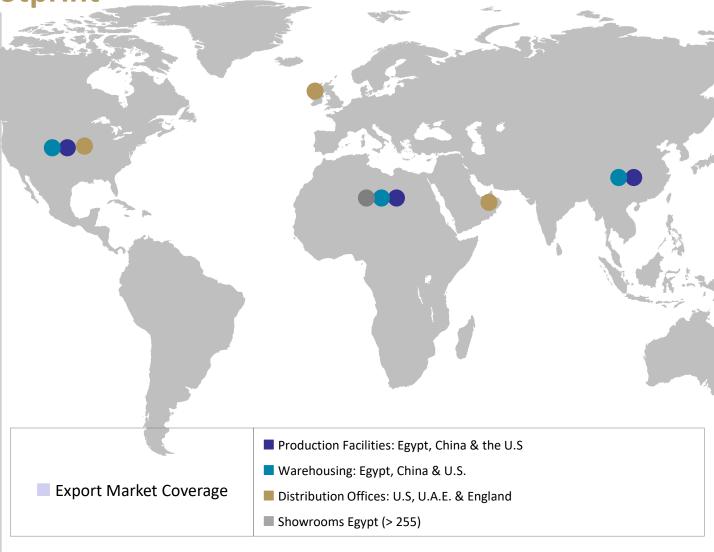
2016-21 CAGR: ▲ 18.2%

Africa

2021 Rev: **EGP 37.8 mn**

2016-21 CAGR: ▼ 18.9%⁽¹⁾

Russia & China



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

Fast-Growing Online Presence







Established Media Presence

Oriental Weavers in the Media | Selected Appearances in 2021



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



ne 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'

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 27th

Yasmine & Farida Mohamed Khamis







Progressive expansion plans and a strong customer focus









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

Woven Segment Annual Capacity | 77m m2







Oriental Weavers Carpet Company

Carpet
Production
Facilities

Oriental Weavers International

Carpet Production Facilities Fiber
Production
Facilities

Oriental Weavers
Textiles

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. 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)

Woven Segment Annual Capacity | 77m m2





United States Production Facility

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

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.

Well-Invested Production Facilities (3 of 3)



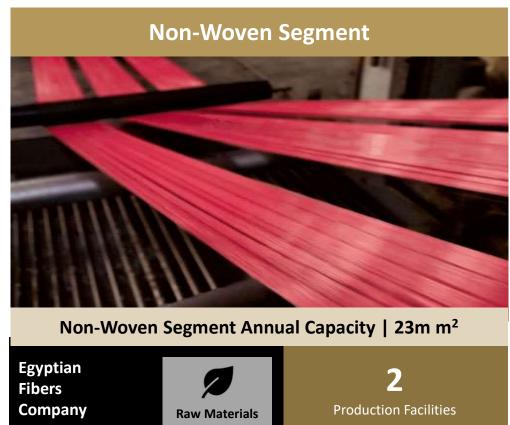
Tufted Segment Annual Capacity | 48.1 m m²

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.



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.

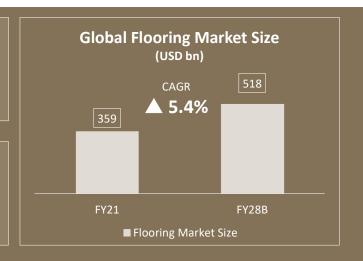
Supportive Economic & Demographic Dynamics (1 of 2)

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

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

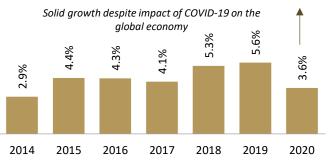
Online merchants require large inventories and thus they continue to secure sufficient stocks of goods which lead to consistently growth in sales

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



Supporting Market Drivers

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



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

292 232 234 27

2017

2018

2019

2020

Growing Consumption⁽²⁾

Final Consumption Expenditure (USD bn)

(3) The World Bank

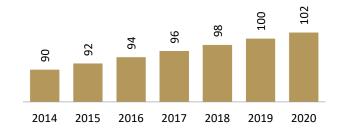
2014

2015

2016

15th Largest Population Globally⁽³⁾

Population (billions)



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 machinemade carpets originating from Turkey, the government has also imposed antidumping fees ranging from 23-33% on Turkish carpet imports

Source: (1) 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.

Key Select Executive Management Team & Board Members

24+ years

Yasmine Mohamed
Farid Khamis
Non-Executive
Board Chairman

Serves as an executive board member for a number of OW subsidiaries.

recognized strategic leader in the carpet industry known for her contributions to both the industry and Oriental Weavers Established advanced technology to create innovative yarn systems, constructions and designs

Member of numerous business organization

23+ years



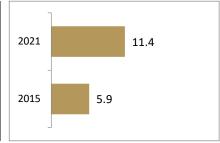
Motalab
CEO & Managing Director
Executive Board Member

Held numerous top-tier planning & administrative positions within OW, such as heading the projects and contracts department and subsequently the planning department.

Spearheaded
Oriental
Weavers'
expansion
program and he
continues to do
so in his current
position as
Chairman and
CEO of the
company.

Results-driven Leadership





EBITDA | EGP bn 2015-21 CAGR: 15.7%

Net Profit | EGP mr 2015-21 CAGR: 20.4

2021 1.9 16.9% 2015 0.8 13.7%

2021 1,085 10.62% 2015 356 6.1%

Ayman Ismail

Non- Executive board Member

Ayman is a Harvard graduate received numerous global awards for his leadership, strategic thinking and marketing achievements. After 26 years at P&G and PepsiCo, Ayman joined Mountain View as the Co-Founder, Chairman & CEO to lead the expansion of the group business

Mohamed Mahmoud Fawzi Khamis

Executive Board Member, MD for Development Affairs

Managed and completed the extensive development of OW's domestic distribution network, leading to a marked increase in the company's domestic market share.

Farida Mohamed Farid Khamis

Board Member

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.

Amr Mahmoud Fawzy Khamis

Executive Board Member, MD for Manufacturing

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.

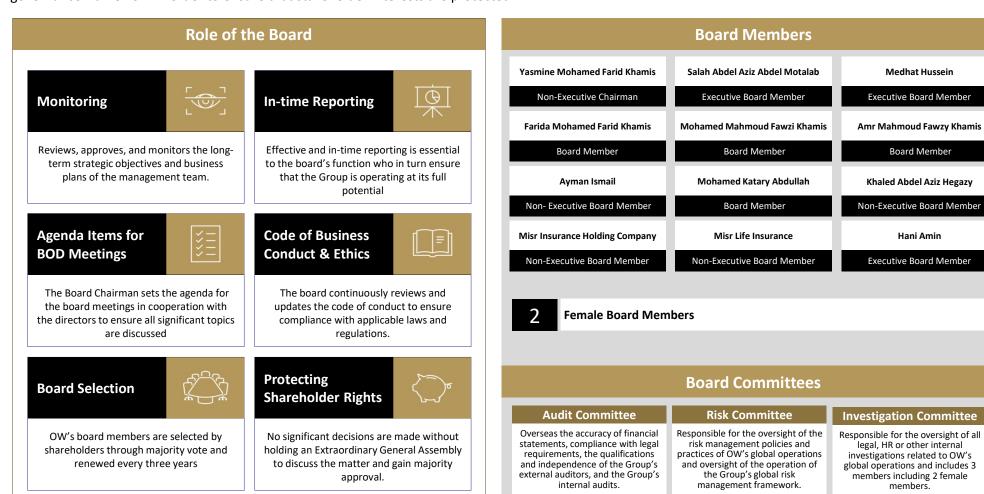
Dr. Khaled Abdel Aziz Hegazy

Non- Executive board Member

Dr. Khaled A. Hegazy, is a founding member of Hegazy Consult providing professional management advisory services, and Crowe Hegazy, a professional accounting firm.

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.

Notable Achievements

Dedicated Focus



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

GEFF Green Economy Financing Facility

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 | 2021

140k tons

Av. Annual Carbon Emissions **7.5k** tons

Reduction

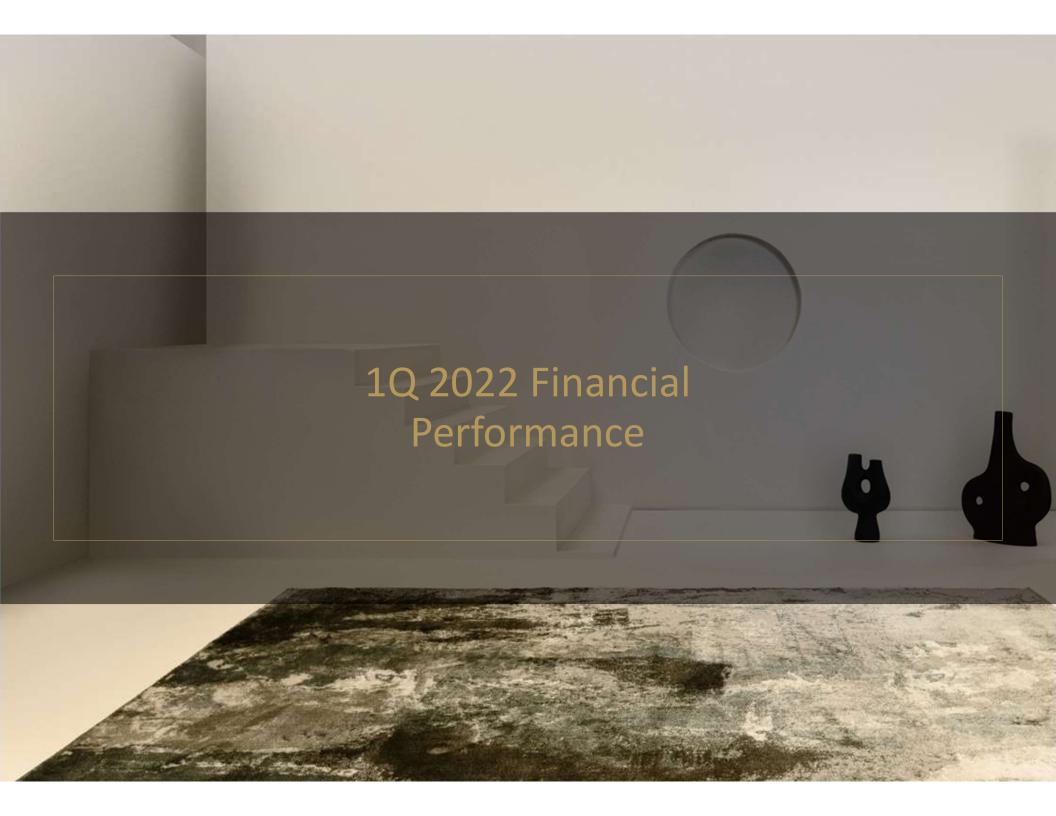
9k tons

Trees
Offset CO₂

15 kMWh

Energy Saving 403k trees

Trees Planted



Revenues & Volumes by Product





Woven + 24% YoY

Revenues from the woven segment grew by 24% YoY to EGP 2.6bn, a contributed the majority to overall revenue growth, at 79%, 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 - 7% YoY

Revenues from the tufted segment declined by 7% YoY to EGP 523 mn in 1Q22. This drop was owing to the fact that the US region constitutes around 50% of the tufted export segment revenues. As US is facing a slowdown across all aspects, consequently it impacted sales.

Non-Woven

+28% YoY

Revenues from OW's non-woven segment

grew by 28% YoY to EGP 135 mn in 1Q22.

Revenua growth was dual-driven by both

an increase in volumes as well as the

average price of products sold.

Fibers & Others

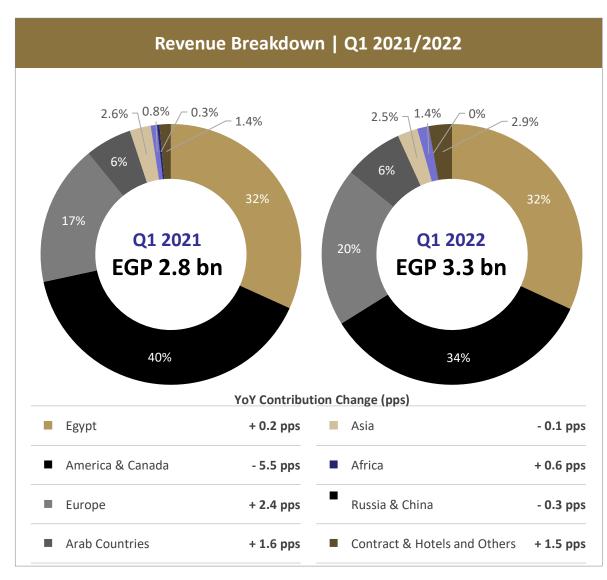
Revenues from fibers &

+ 36% YoY

Revenues from fibers & others came in at EGP 22 mn, representing an increase of 36% YoY and contributed 0.2% of absolute revenue growth.

(1) Volume excludes Fibers & Others

Revenues by Region



Egypt + 21% YoY

Local revenues grew by 21% YoY to record EGP 1,100 mn in 1Q21, driven by growth in both showroom and wholesale revenues during the period of 32% YoY (representing 59% of total local sales) and 3% YoY (representing 32% of local sales) respectively.

America & Canada

+ 2% YoY

Revenues from exports to North and South America grew by 2% YoY to record EGP 1.1bn in 1Q22 . This is mainly due to macro-economic factors affecting the region, consequently affecting the purchasing power of the consumer.

Europe + 34% YoY

Revenues from European exports grew by 34% YoY to come in at EGP 647mn in 1Q22 as a result of the increased demand coming from OW's Key European client, which experienced a hike in sales of 60% y-o-y in 1Q 2022 (50% in dollar terms), as new product ranges have been agreed upon, in addition to "free range" products which provide better margins.

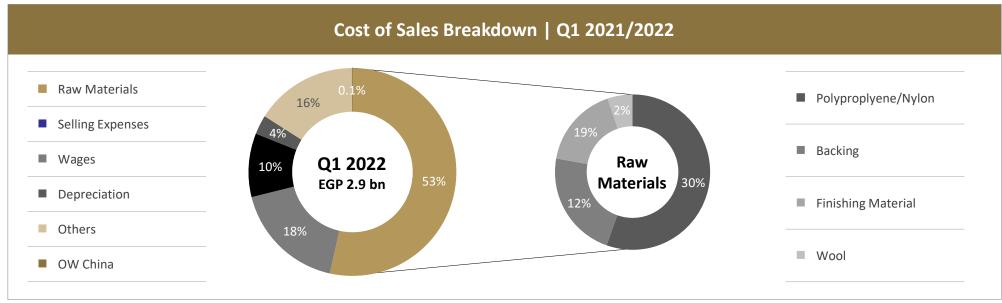
Arab Countries + 51% YoY

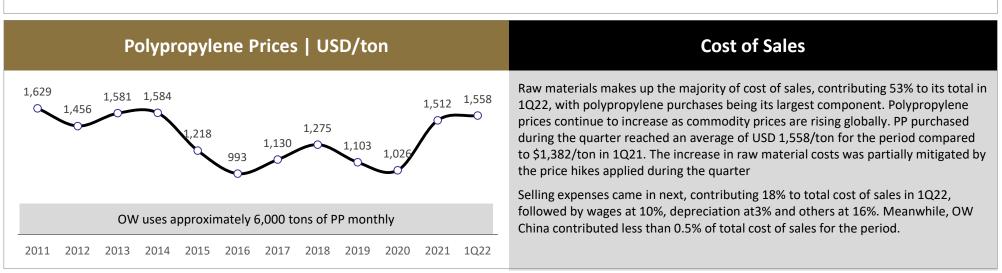
Revenues from Arab countries, representing the GCC region, grew by 51% YoY to come in at EGP 241 mn in 1Q22 on the back of a ramp-up in sales to the KSA, a result of the Group's effort to grow its market share in the Kingdom.

Others + 34% YoY

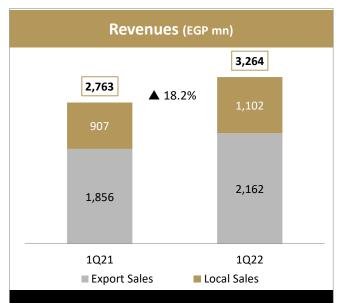
Revenue from contracts & hotels and others increased by 34% YoY on the back of a 123% YoY increase in revenue from contracts & hotels to EGP 23.5 mn. In addition to elevated sales in Asia and Africa.

Cost of Sales Analysis



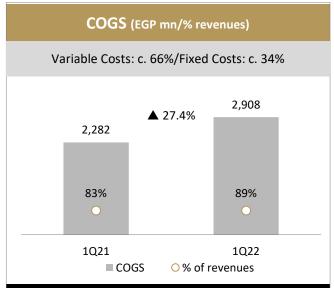


Income Statement Highlights



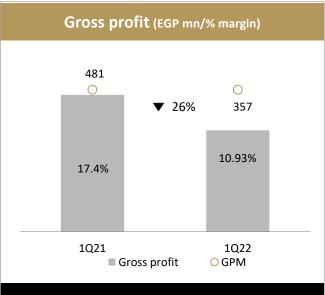
Revenues

Revenues grew by 18.2% YoY to EGP 3.2 billion in 1Q22, primarily on the back of strong growth in local sales, which grew by 21% YoY, and further helped export sales, grew by 17% in 1Q 2022, supported by sales from Europe, Arab countries and Africa



COGS

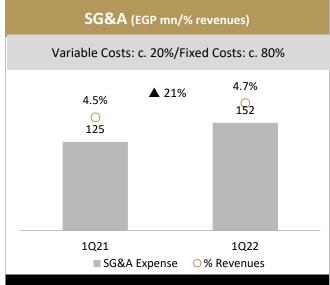
COGS grew by 27.4% YoY to come in at EGP 2.9 billion in 1Q22, representing 89% of revenues during the period. The increase of COGS as a percentage of sales as Polypropylene prices increased by 35% y-o-y, Polyester prices increased by 61% y-o-y, Latex prices increased by 55% y-o-y, and Nylon increased by 79%.



Gross Profit

Gross Profit declined by 26% YoY to EGP 357 million in 1Q22 from EGP 481 million in 1Q21. Meanwhile, the gross profit margin came in at 10.93%, down by 6.5 pps YoY, mainly on the back of a 31% Y-o-Y increase in raw material prices and despite multiple price increases implemented by management.

Income Statement Highlights



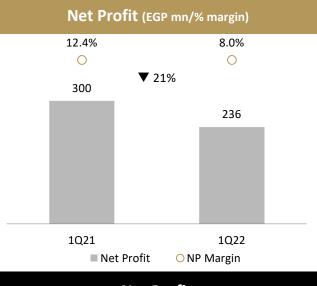
SG&A Expenses

SG&A expenses increased by 21% YoY to record EGP 152 million in 1Q22 driven by an increase in G&A expenses during the period. Overall SG&A expenses represented 4.7% of revenues, up by 0.11 pps YoY on the back of a 10% increase in S&D expenses and an 26% increase in G&A expenses as of 1Q22.



EBITDA

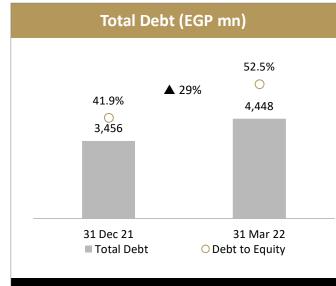
EBITDA came in at EGP 370 million in 1Q22, representing an decrease of 27% YoY. The corresponding EBITDA margin declined by 7.1 pps to 11.3% during 1Q22, on the back of rapidly increasing raw material cost and SG&A expenses.



Net Profit

Net profit after minority interest declined by 21% YoY to record EGP 236 million in 1Q22. Meanwhile, the NPM came in at 8% in 1Q22, representing a decline of 4.4 pps YoY. The drop came as a trickling down effect from high raw material costs, SG&A expenses and a rise in FX losses to reach EGP65 mn due to EGP devaluation on March 21st.

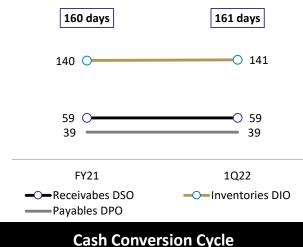
Balance Sheet & Other Highlights



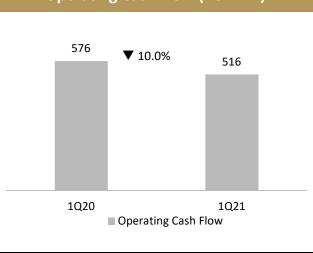
-O-Receivabes DSO

Total Debt came in at EGP 4.4 bn in The Group's overall cash conversion cycle was 161 days in 1Q22, inline with 1Q22, up by 29% YTD on the back of the FY21 figures. With the normalization of FX debt exposure. As of 31 March 22, trade after the initial COVID-19 market shock, the cash conversion cycle is consistent.

Cash Conversion Cycle (Days)



Operating Cash Flow (EGP mn)



Operating Cash Flow

The decrease in net profit (18% YoY) resulted in decrease in liquidity, with the Group's operating cash down YoY, by 10.0% to record EGP 516 million in 1022

the breakdown of total debt was 60% USD, 10% Euro, and 30% EGP. Meanwhile, total debt to equity came in at 52.5% in the same period.

Total Debt



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 2022



Improve Production Capabilities

1

2022 Planned Capital Additions

Woven

6

Weaving Looms

1

Back-coating line

Tufted

Non-Woven

1 Loop

Machines

Moquette Line

Printing

Planned CAPEX* of c.USD 10mn in 2022 will see overall capacity grow by 3%

*Capex plan includes machinery/looms only

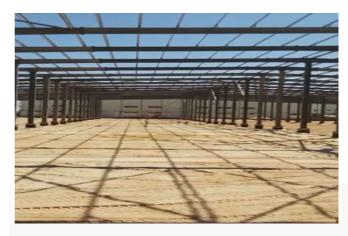


Forward-Looking Strategy

2022 Capex Plan: Nefertari Facility

After the impressive demand witnessed through 2021, it seemed essential to further expand our facility to cater to our clients.

Nefertari Facility Progress





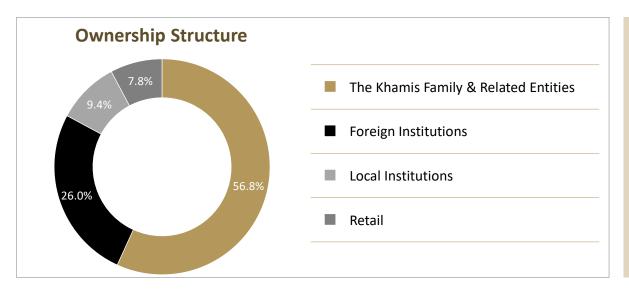


Oriental Weavers is currently building a new production facility namely "Nefertari Facility" that will include 22 looms and a carpet finishing area. Total investment cost for the facility will be \$50 million, and expected to be finalized within 2-3 years. This project will be implemented through 3 stages, first stage will include installing 8 looms, second stage will include 8 looms, and the final stage includes installing 6 looms.



Investor Relations

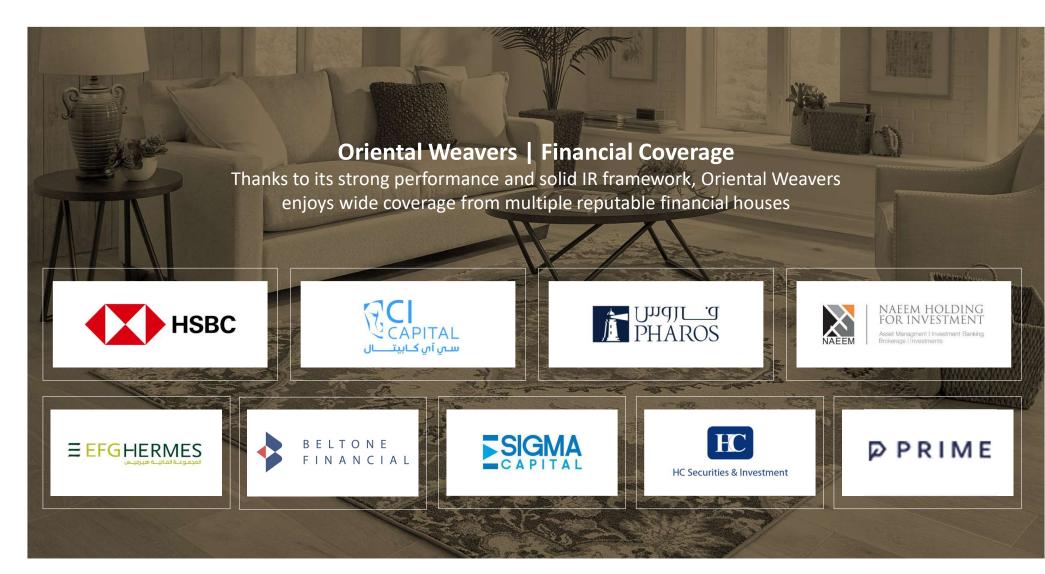
Share and Shareholding Overview



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

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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