



النساجون الشرقيون  
Oriental Weavers

# Investor Presentation

1H FY 2022

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One of the world's  
largest carpet manufacturers







الساجون الشرقيون  
Oriental Weavers

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The image is a composite. The top half features a dark, textured rug on the left and a light-colored, modern sculpture of two abstract figures on the right. The bottom half shows a close-up of a light-colored, textured rug. A semi-transparent dark grey rectangle is overlaid on the top half, containing the text 'WHO WE ARE' in a gold, sans-serif font.

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 11 billion in 2021

EGP **6,511** mn

1H22 Revenue

▲ 16% YoY

EGP **739** mn

1H22 Gross Profit

▼ 25% YoY

EGP **776** mn

1H22 a EBITDA

▼ 26% YoY

EGP **447** mn

1H22 Net Income<sup>(1)</sup>

▼ 25% 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

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

Global Producer by  
Volume

---

**26**

Production Facilities across  
3 continents

---

**19,000+**

Employees

---

**240+**

Looms





Who We Are

## ...And a Strong Local & International Presence

With 66% of revenues generated from export sales in 1H 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

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**5**

Export Continents

---

**130**

Export Markets

---

**3**

Distribution Offices  
(US, UK & UAE)

---

**250+**

Showrooms  
(Egypt)







# 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



Weaving & tufting



Retail & Distribution



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.

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

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



## Diversified Product Mix

### Key Products



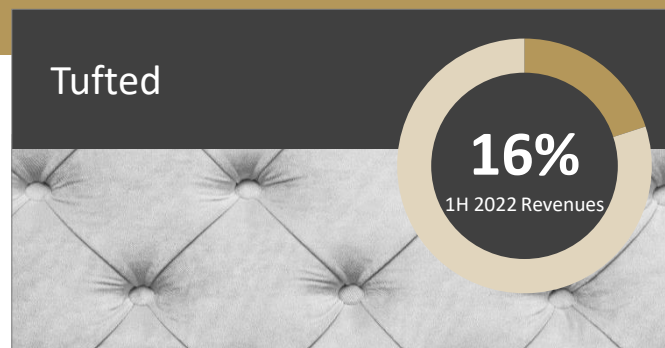
OW is the leading global machine-made carpet and rug manufacturer, which are produced across the Group's facilities in Egypt, the U.S. and China.

**13%**

**EGP 5.2 bn**

2015-21  
Revenue CAGR

1H 2022  
Revenues



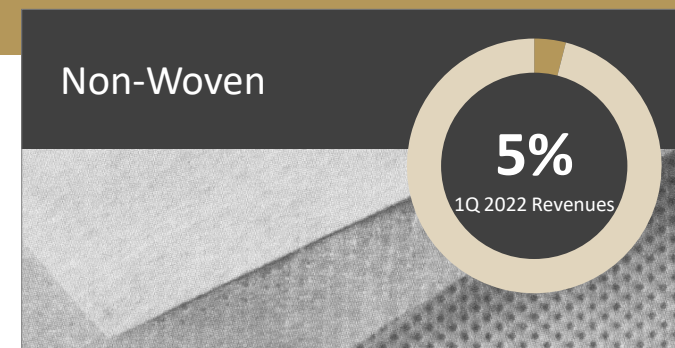
OW's tufted division specializes in wall-to-wall and area rugs for the doors, kitchen, and bathrooms, in addition to artificial turfs and carpet tiles, all produced in its Egyptian facility.

**13%**

**EGP 1.0 mn**

2015-21  
Revenue CAGR

1H 2022  
Revenues



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 286 mn**

2015-201  
Revenue CAGR

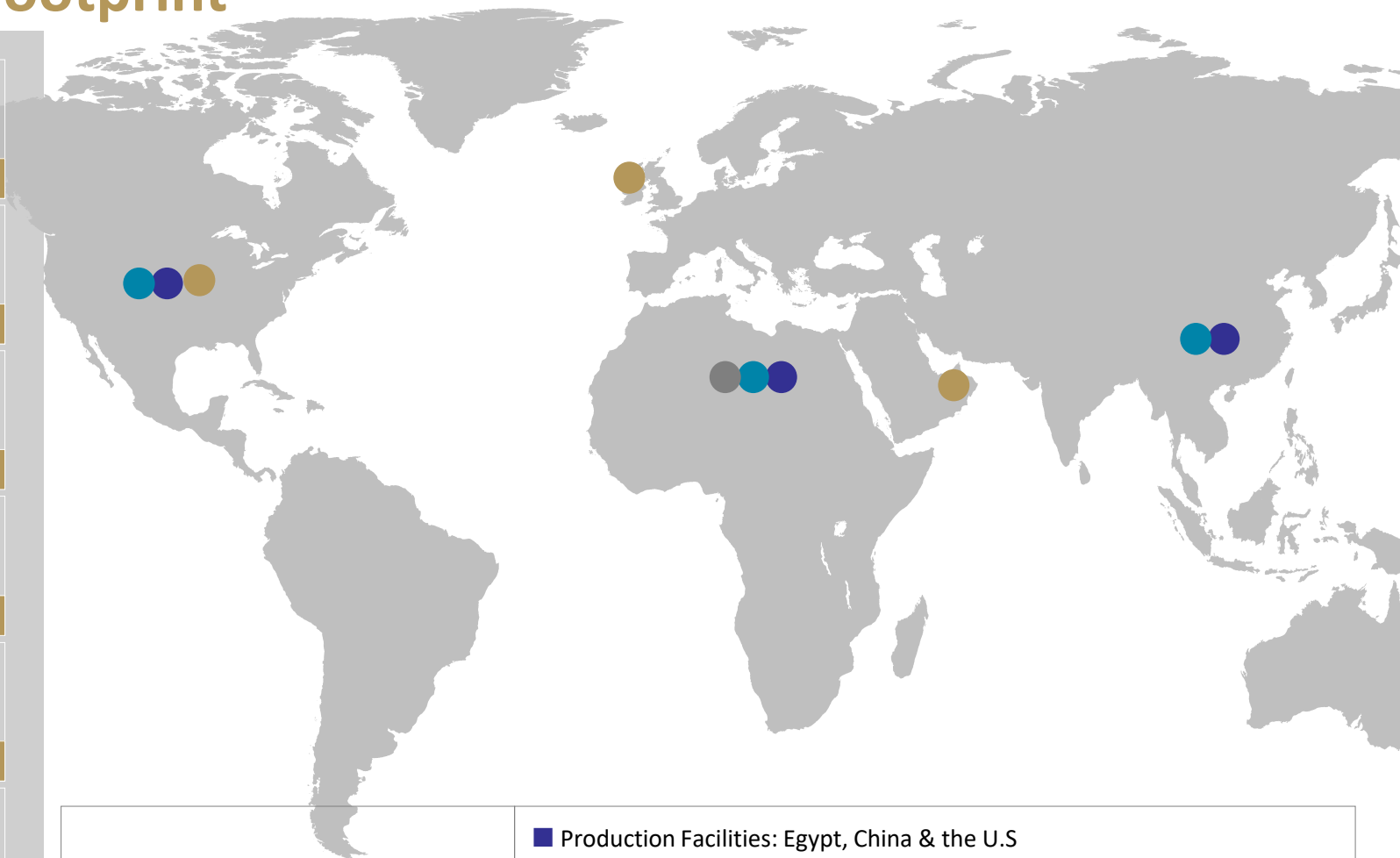
1H 2021  
Revenues





## Expansive Global Footprint

2021 Rev: <b>EGP 3.7 bn</b> 2016-21 CAGR: ▲ 3.8%
<b>Egypt</b>
2021 Rev: <b>EGP 4.3 bn</b> 2016-21 CAGR: ▲ 15.3%
<b>The Americas &amp; Canada</b>
2021 Rev: <b>EGP 2.3 bn</b> 2016-21 CAGR: ▲ 14.0%
<b>Europe</b>
2021 Rev: <b>EGP 694.8 mn</b> 2016-21 CAGR: ▲ 34.8%
<b>Arab Countries</b>
2021 Rev: <b>EGP 235.7 mn</b> 2016-21 CAGR: ▲ 18.9%
<b>Rest of Asia</b>
2021 Rev: <b>EGP 132.0 mn</b> 2016-21 CAGR: ▲ 18.2%
<b>Africa</b>
2021 Rev: <b>EGP 37.8 mn</b> 2016-21 CAGR: ▼ 18.9% <sup>(1)</sup>
<b>Russia &amp; China</b>



■ Export Market Coverage	■ Production Facilities: Egypt, China & the U.S
	■ Warehousing: Egypt, China & U.S.
	■ Distribution Offices: U.S, U.A.E. & England
	■ Showrooms Egypt (> 255)

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



## Investment Highlights

# Fast-Growing Online Presence

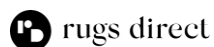
Oriental Weavers has seen consistent growth in its online business as consumers become increasingly comfortable with making large online purchases.

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



### Oriental Weavers in the Media | Selected Appearances



#### 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 27<sup>th</sup>

Yasmine & Farida Mohamed Khamis



carpet home



## 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



# 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**

**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**

**2**

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



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

### Woven Segment Annual Capacity | 77m 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 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.

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

### Tufted Segment



**Tufted Segment Annual Capacity | 48.1 m 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.



## 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)

CAGR  
▲ 5.4%

359

518

FY21

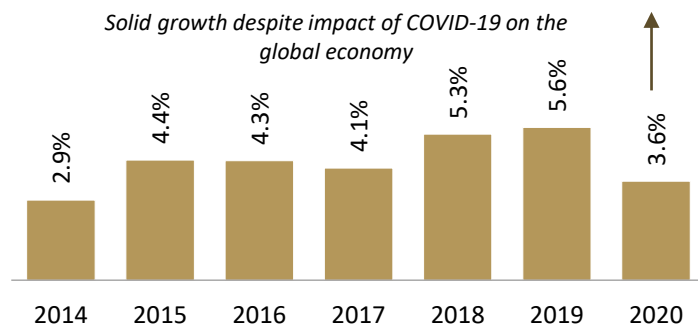
FY28B

■ Flooring Market Size

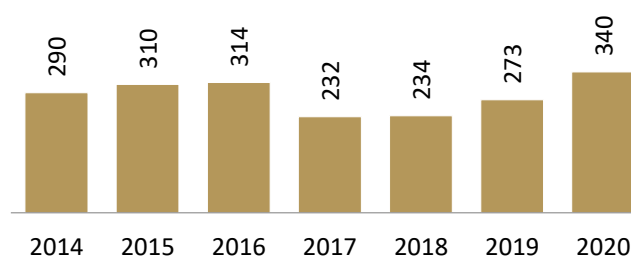
## Supporting Market Drivers

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

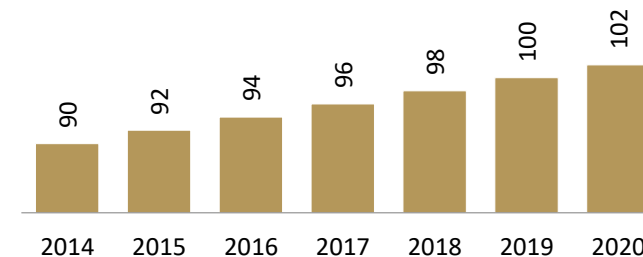
Solid growth despite impact of COVID-19 on the global economy



### 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

# 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

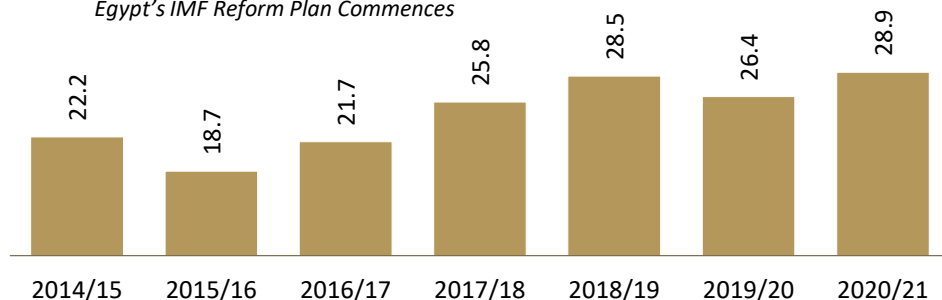
The upcoming program includes developing and enhancing exports to African and other new markets, and supporting land, sea & airfreight exports & their supporting infrastructure

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



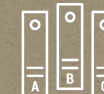
Proximity to major global markets



Improving bureaucratic/tax regulations



More than 8 preferential trade agreements currently in place



Strong reform and modernization




# 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

24+ years



**Yasmine Mohamed Farid Khamis**  
Non-Executive Board Chairman

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

Established advanced technology to create innovative yarn systems, constructions and designs

recognized strategic leader in the carpet industry known for her contributions to both the industry and Oriental Weavers

Member of numerous business organization

40+ years



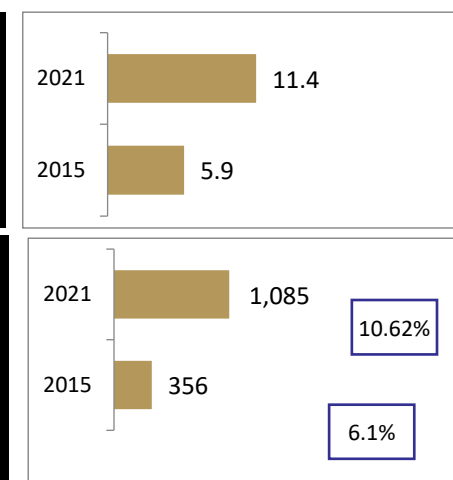
**Salah Abdel Aziz Motalab**  
CEO & Managing Director  
Executive Board Member

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 CEO of the company.

Revenue | EGP bn  
2015-21 CAGR: 11.7%

Net Profit | EGP mn  
2015-21 CAGR: 20.4%



**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**  
Non-Executive Board Member

Serves as 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.

**Ashraf Bakry**  
Non-Executive board Member







Ashraf Bakry is a board member and the Vice President of Future Fit Operations of Unilever in the North Africa and Middle East region. He has over 25 years of experience in both Supply Chain and General Management in multinational organizations

**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

## 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		
<b>Yasmine Mohamed Farid Khamis</b> Non-Executive Chairman	<b>Salah Abdel Aziz Abdel Motalab</b> Executive Board Member	<b>Medhat Hussein</b> Executive Board Member
<b>Farida Mohamed Farid Khamis</b> Board Member	<b>Mohamed Mahmoud Fawzi Khamis</b> Board Member	<b>Amr Mahmoud Fawzy Khamis</b> Board Member
<b>Ayman Ismail</b> Non- Executive Board Member	<b>Ashraf Bakry</b> Non- Executive Board Member	<b>Khaled Abdel Aziz Hegazy</b> Non-Executive Board Member
<b>Misr Insurance Holding Company</b> Non-Executive Board Member	<b>Misr Life Insurance</b> Non-Executive Board Member	<b>Hani Amin</b> Executive Board Member
<b>2 Female Board Members</b>		
Board Committees		
<b>Audit Committee</b> 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.	<b>Risk Committee</b> 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.	<b>Investigation Committee</b> 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.



# 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 | 2021

**140k** tons

Av. Annual Carbon Emissions

**7.5k** tons

CO<sub>2</sub> Reduction

**9k** tons

Trees Offset CO<sub>2</sub>

**15** kMWh

Energy Saving

**403k** trees

Trees Planted

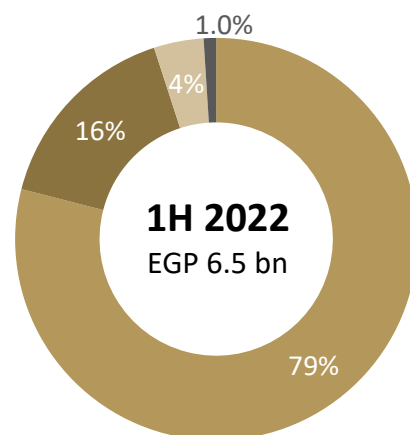
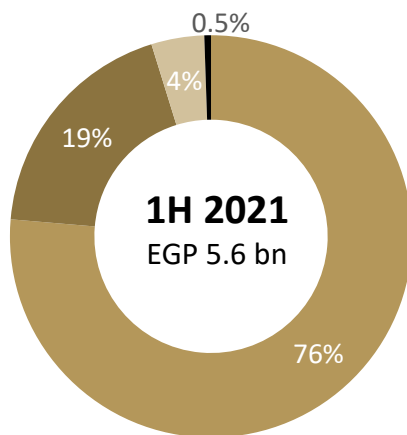
The background image is a photograph of a modern art installation. It features a circular wall sculpture, a staircase, and two black vases. The text '1H 2022 Financial Performance' is overlaid on the image.

# 1H 2022 Financial Performance



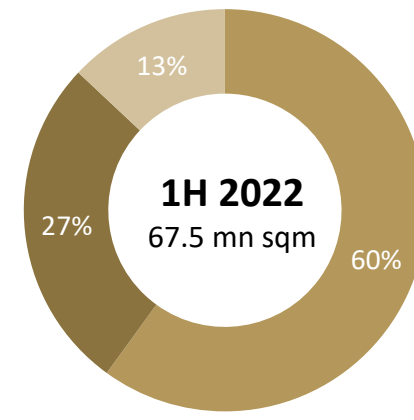
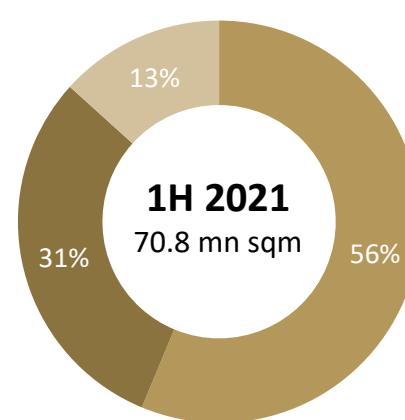
## Revenues & Volumes by Product

### Revenue Breakdown | 1H 2021/2022



Woven	+ 2.3 pps
Tufted	- 2.7 pps
Non-Woven	+ 0.1 pps
Fibers & Others	+ 0.3 pps

### Volume Breakdown | 1H 2021/2022



Woven	+ 3.6 pps
Tufted	- 3.8 pps
Non-Woven	+ 0.3 pps
Fibers & Others	n/a <sup>(1)</sup>

#### Woven + 19% YoY

Revenues from the woven segment grew by 19% YoY to EGP 5.1bn, and 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 - 1% YoY

Revenues from the tufted segment declined by 1% YoY to EGP 1.0 bn in 1H22. 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 + 20% YoY

Revenues from OW's non-woven segment grew by 28% YoY to EGP 135 mn in 1Q22. Revenue growth was driven by price increases, enhanced product mix and devaluation impact

#### Fibers & Others + 82% YoY

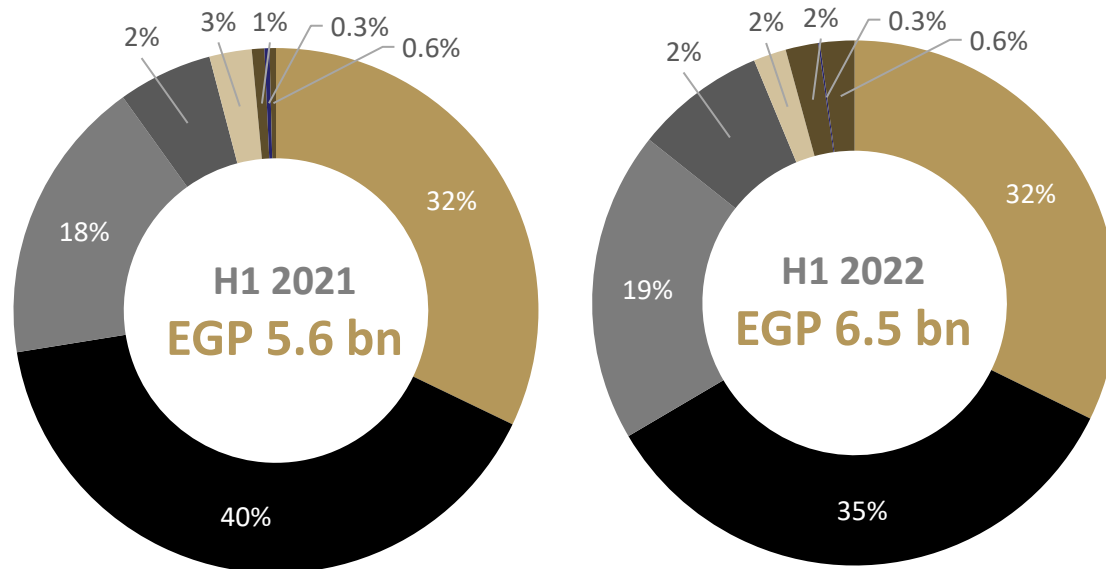
Revenues from fibers & others came in at EGP 54 mn,.

(1) Volume excludes Fibers & Others

# 1H22 Financial Performance

## Revenues by Region

### Revenue Breakdown | 1H 2021/2022



#### YoY Contribution Change (pps)

Egypt	+ 1.9 pps	Asia	- 0.1 pps
America & Canada	- 5.7 pps	Africa	+ 0.8 pps
Europe	+ 1.3 pps	Russia & China	- 0.3 pps
Arab Countries	+ 1.3 pps	Contract & Hotels	+ 0.8 pps

#### Egypt

**+24.0 YoY**

Local revenues grew by 24.0% YoY to record EGP 2.2bn in 1H22, driven by growth in both showroom and wholesale revenues during the period. In addition to price increase implemented during 1H 22. Showroom sales increased by 30% and Wholesale increased by 15% during 1H 22

#### America & Canada

**-1% YoY**

Revenues from exports to North and South America declined by 1% YoY to record EGP 2.2bn in 1H22 As demand is slowing down, coupled with retailers overstocking trend that was witnessed in late 2021, this caused the decline in the figures. Management is expecting this trend to ease by 4Q 2022

#### Europe

**+25% YoY**

Revenues from European exports grew by 25% YoY to come in at EGP 1.2bn in 1H22 this was supported by shipments to OW's key European customer. In addition to, a strong flow of orders from Germany, France and the UK specifically, as new clients were secured in the region.

#### Arab Countries

**+39% YoY**

Revenues from Arab countries, representing the GCC region, grew by 39% to come in at EGP 512mn in 1H22 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

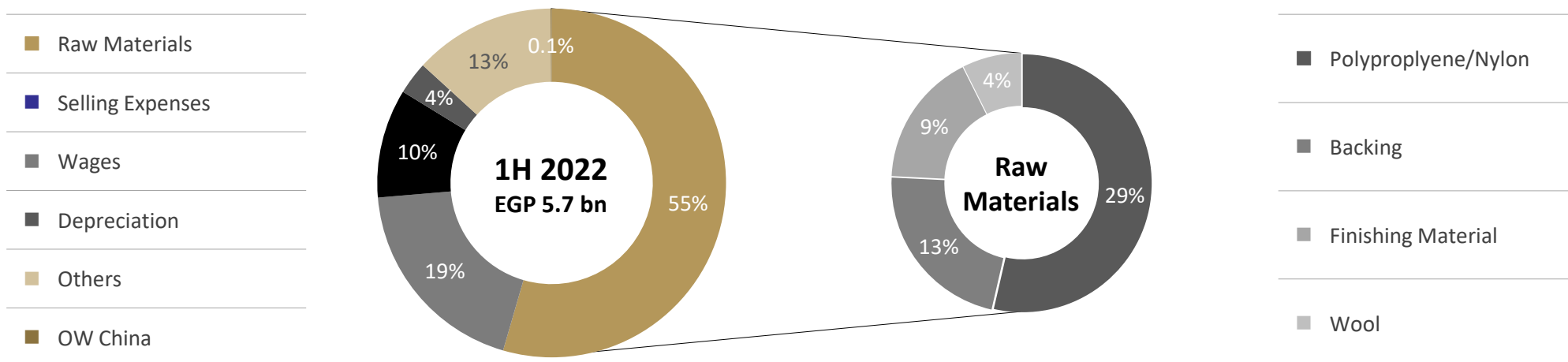
**+141% YoY**

Revenue from contracts & hotels from local and export increased by 141% YoY in 1H22. In the local segment, sales are up as OW installed several projects, including Hotels, Mosques, Universities and New Administrative Capital related projects. In the export segment, sales witnessed a recovery in the hospitality segment compared to the pandemic era.

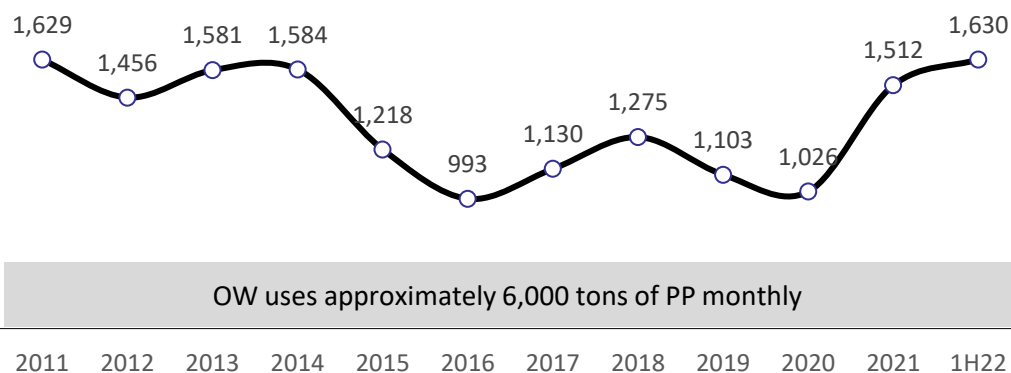


## Cost of Sales Analysis

### Cost of Sales Breakdown | 1H 2022



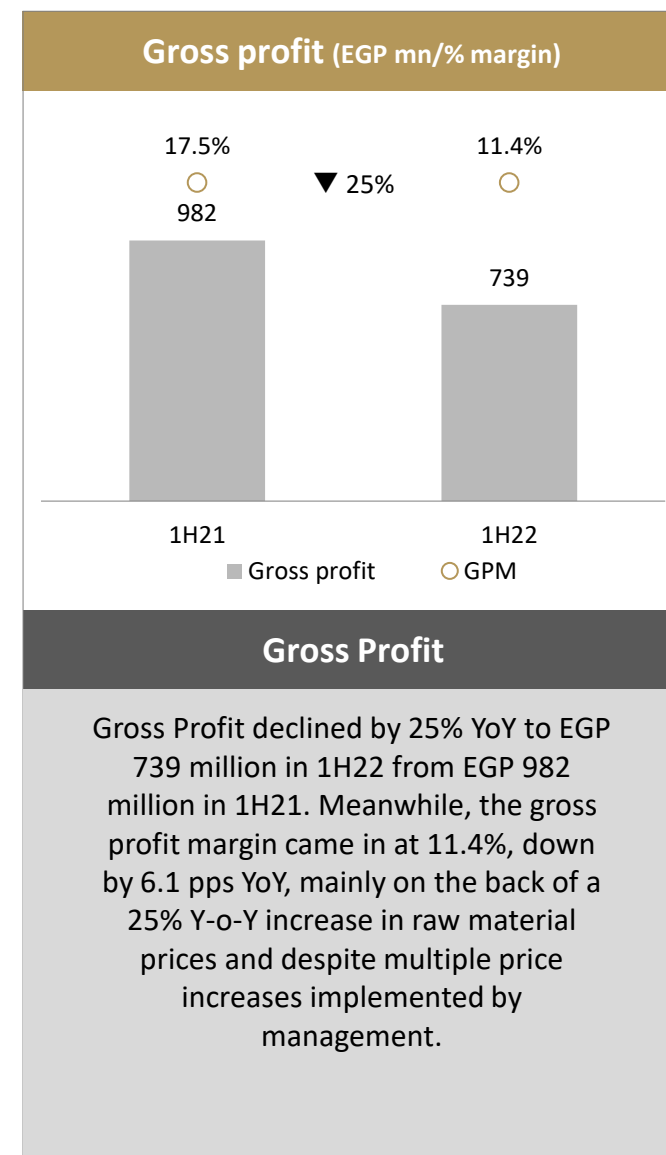
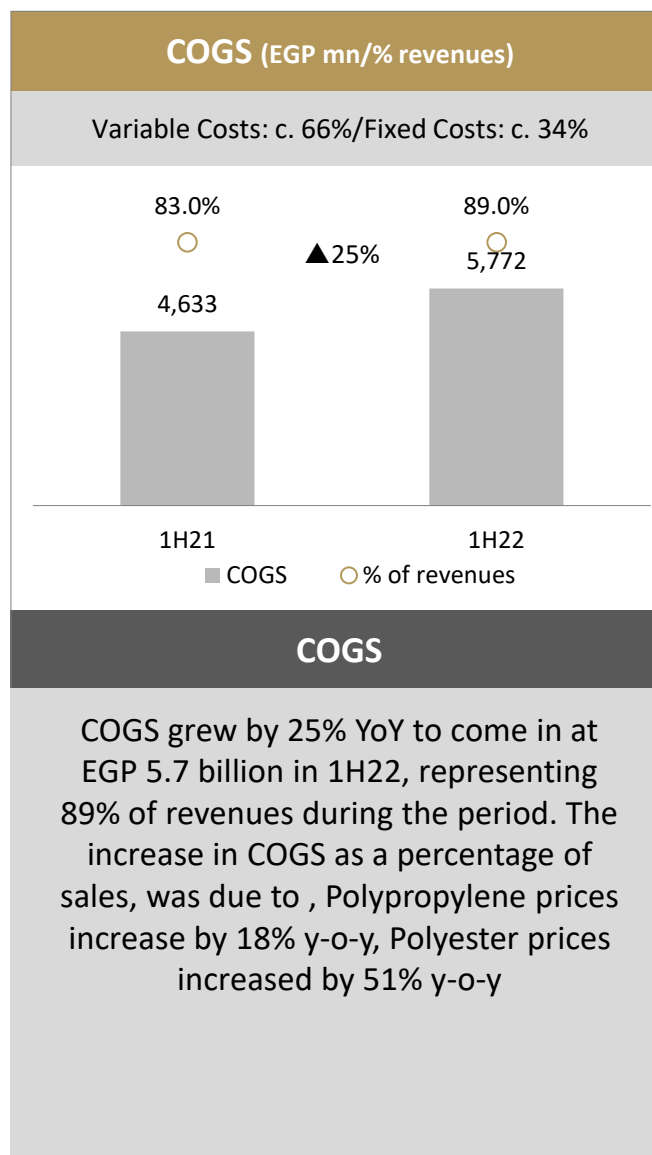
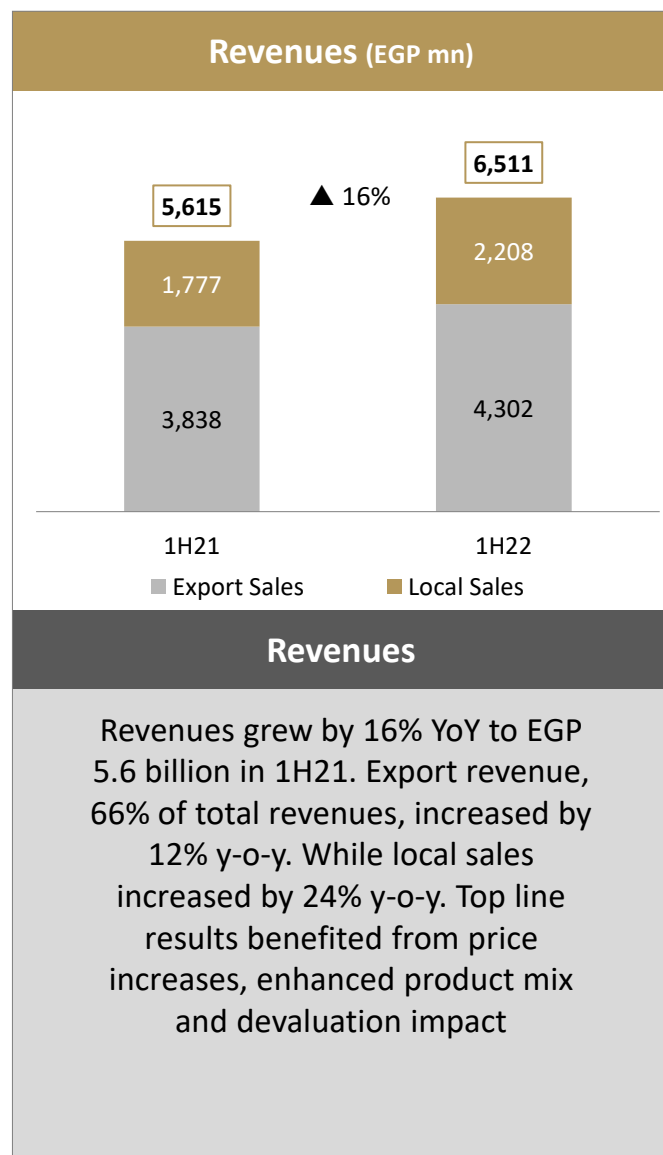
### Polypropylene Prices | USD/ton



### Cost of Sales

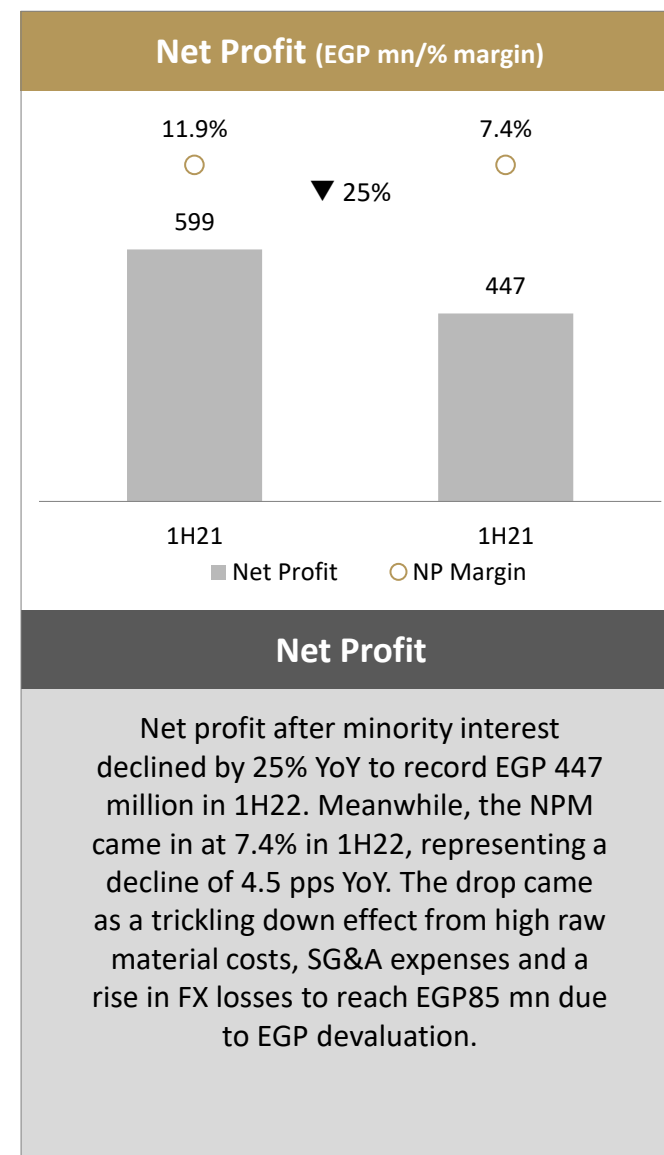
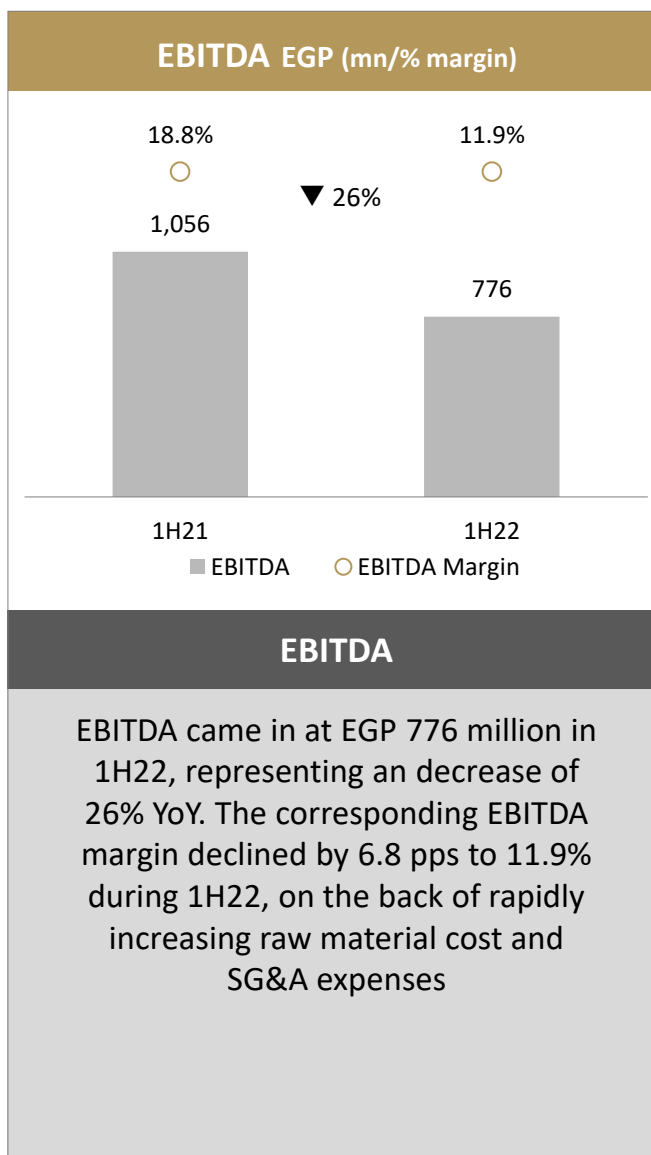
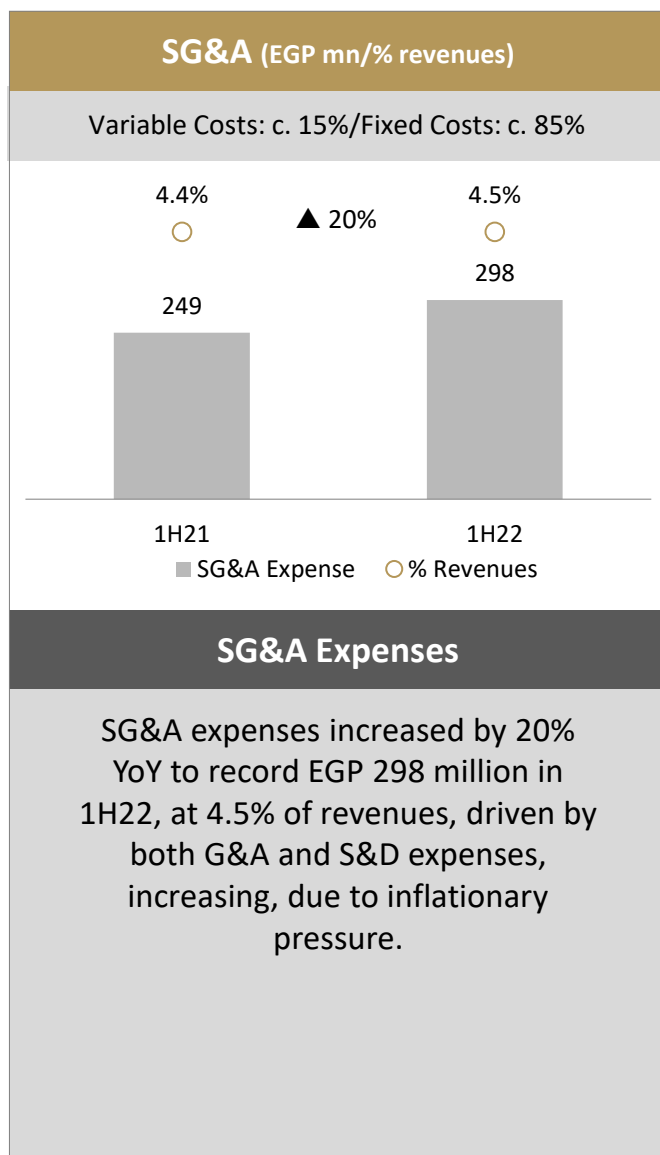
Raw materials makes up the majority of cost of sales, contributing 55% to its total in 1H22, with polypropylene purchases being its largest component. Polypropylene prices continue to increase as commodity prices are rising globally. . On a 1H basis, Polypropylene prices increased by 18% y-o-y, Polyester prices increased by 51% y-o-y. The increase in raw material costs was partially mitigated by the price hikes applied during the quarter. Selling expenses came in next, contributing 19% to total cost of sales in 1H22, followed by wages at 10%, depreciation at 3% and others at 13%. Meanwhile, OW China contributed less than 0.1% of total cost of sales for the period.

## Income Statement Highlights



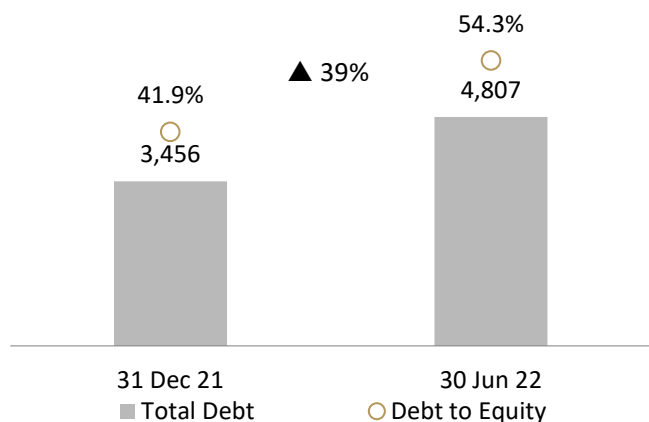


## Income Statement Highlights



## Balance Sheet & Other Highlights

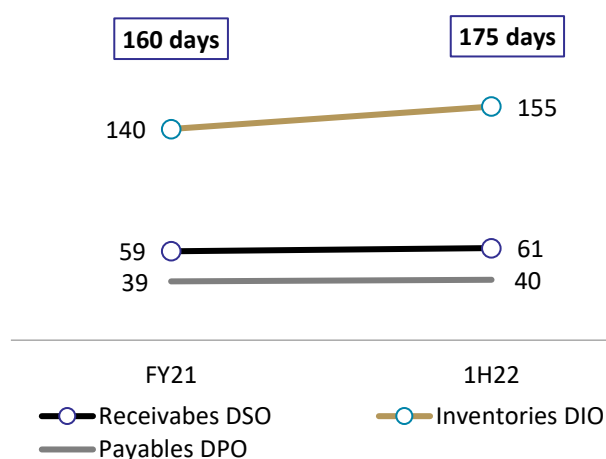
### Total Debt (EGP mn)



### Total Debt

Total Debt came in at EGP 4.8 bn in 1H22, up by 39% YTD primarily due to the local currency devaluation and the increase in working capital. On June 30th 2022, OW debt breakdown was 61% USD, 10% Euro and 29% EGP, compared to 56% USD, 12% Euro and 44% EGP on June 30th 2021.

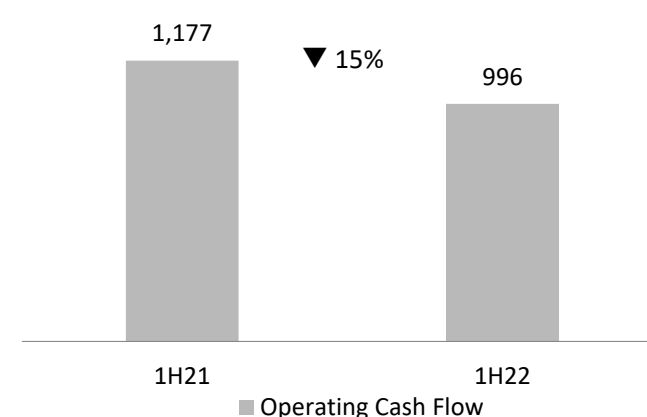
### Cash Conversion Cycle (Days)



### Cash Conversion Cycle

The Group's overall cash conversion cycle reached 175 days in 1H22.

### 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 15% to record EGP 996 million in 1H22



The background is a composite of three distinct images. In the upper left, a circular rug medallion with a dark, intricate pattern is mounted on a light-colored wall. In the lower left, a modern staircase with light-colored steps and a dark railing is visible. On the right side, a large, ornate rug with a complex, multi-colored pattern (including blue, gold, and brown) is partially visible. The text "Forward-Looking Strategy" is centered over the image, enclosed in a thin gold border.

# 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**



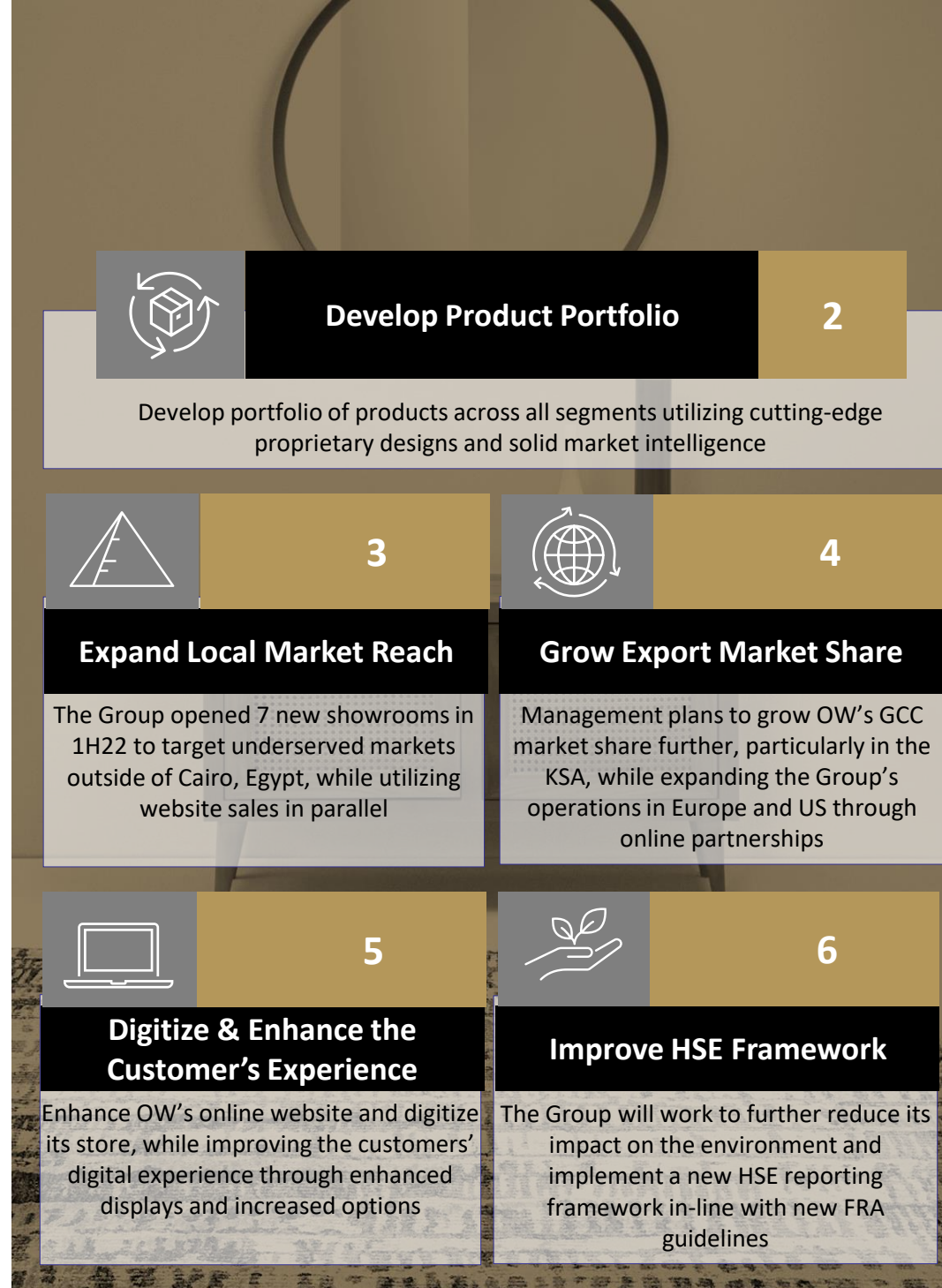
## Forward-Looking Strategy

# Planned CAPEX for 2022



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

\*Capex plan includes machinery/looms only





## 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.

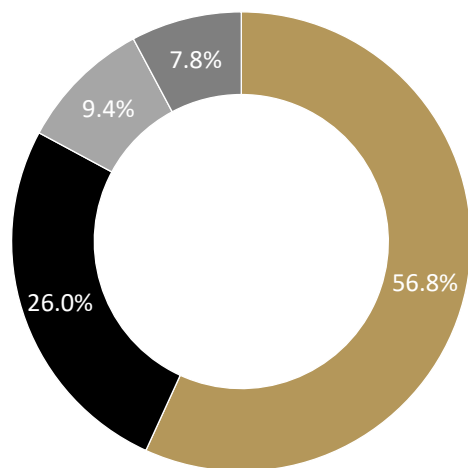




# Investor Relations

## Share and Shareholding Overview

**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**



## 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

# 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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