



النساجون الشرقيون  
ORIENTAL WEAVERS

# Investor Presentation

FY 1Q 2023

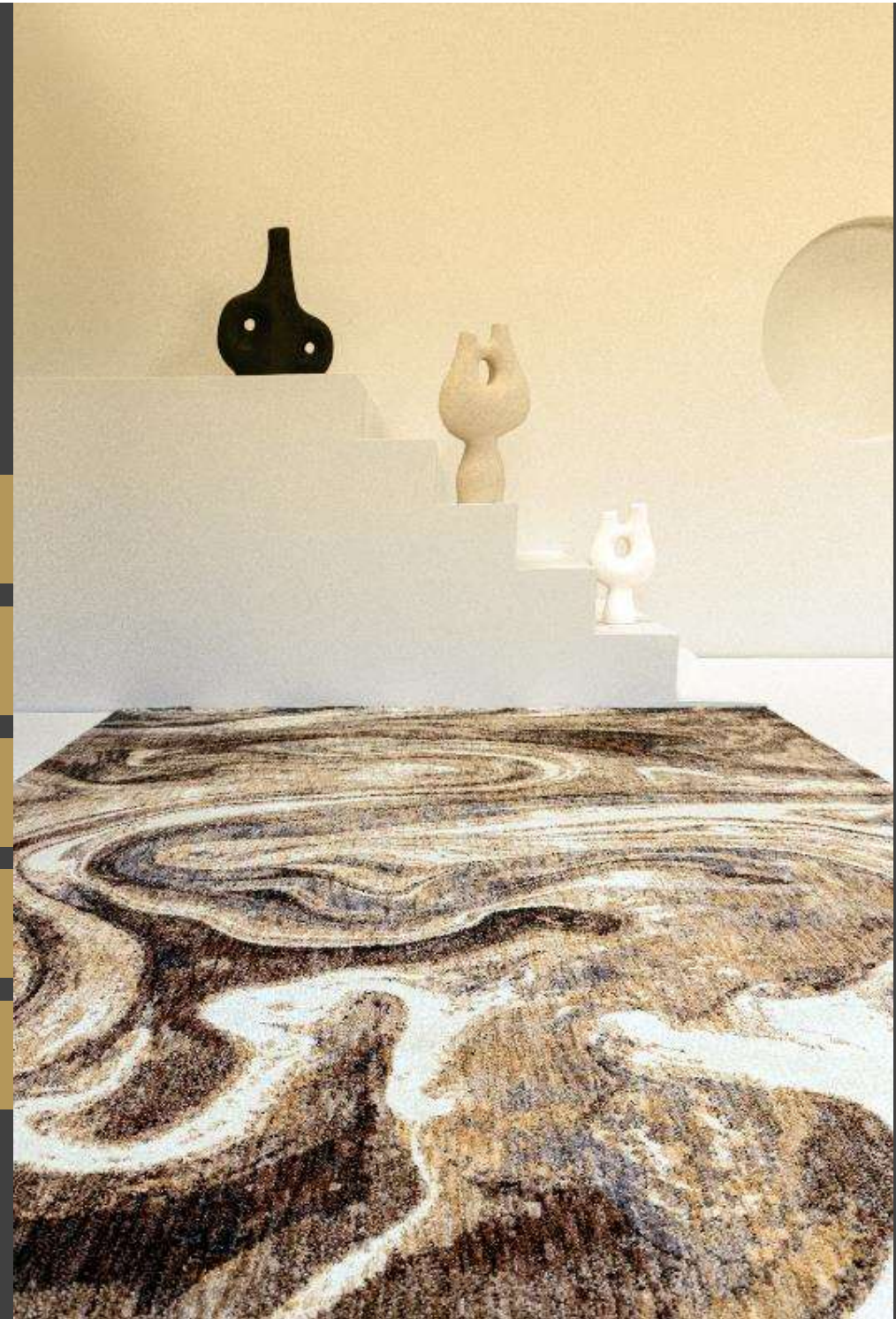
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**One of the world's**  
largest carpet manufacturers



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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 13 billion in 2022

EGP **4,142** mn

1Q FY23 Revenue

▲ 27% YoY

EGP **562** mn

1Q FY23 Gross Profit

▲ 57% YoY

EGP **619** mn

1Q FY23 EBITDA

▲ 67% YoY

EGP **411** mn

1Q FY23 Net Income<sup>(1)</sup>

▲ 74% 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

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**26**

Production Facilities across 2 continents

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**19,000+**

Employees

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**240+**

Looms



Who We Are

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

With 63% of revenues generated from export sales in FY 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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**6**

Export Continents

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**130**

Export Markets

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**3**

Distribution Offices  
(US, UK & UAE)

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**260**

Showrooms  
(Egypt)





INVESTMENT  
HIGHLIGHTS

## 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 and the US using a choice of more than 4 million copyrighted designs

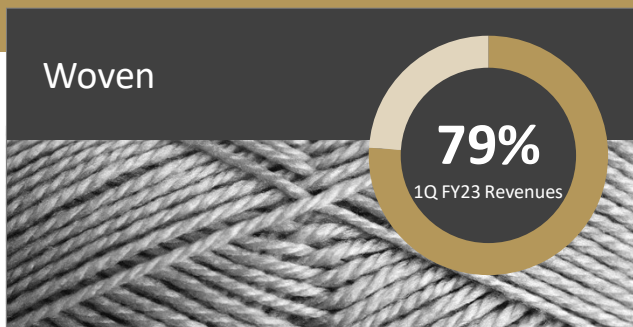
Rugs are sold either locally through its 260 showrooms across Egypt and internationally through a list of prominent agents.



# Investment Highlights

## Diversified Product Mix

### Key Products



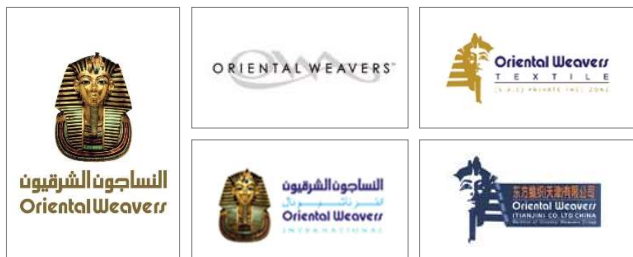
OW is the leading global machine-made carpet and rug manufacturer, which are produced across the Group's facilities in Egypt and the U.S.

**10%**

**EGP 3.3 bn**

2016-22  
Revenue CAGR

1Q FY 2023  
Revenues



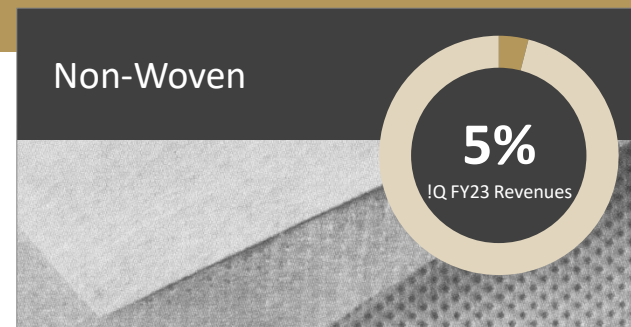
OW's tufted division specializes in wall-to-wall and area rugs for the doors, kitchen, and bathrooms, in addition to artificial turfs and carpet tiles, all produced in its Egyptian facility.

**10 %**

**EGP 667 mn**

2016-22  
Revenue CAGR

1Q FY 2023  
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.

**13%**

**EGP 168 mn**

2016-202  
Revenue CAGR

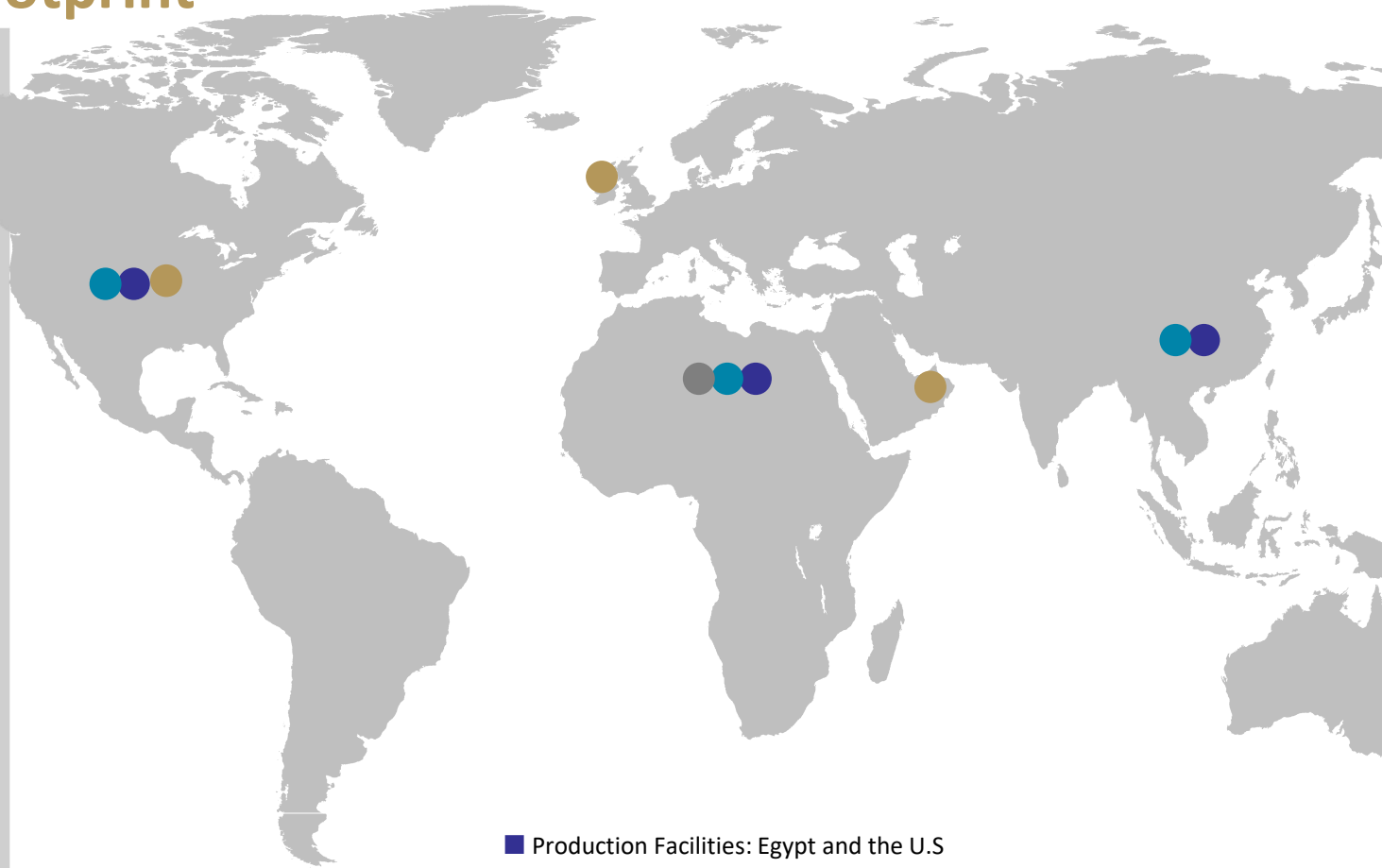
1Q FY 2023  
Revenues



## Investment Highlights

# Expansive Global Footprint

1Q 2023 Rev: <b>EGP 1.5 bn</b> 2016-22 CAGR: ▲ 7.1%
<b>Egypt</b>
1Q 2023 Rev: <b>EGP 1.3 bn</b> 2016-22 CAGR: ▲ 10.6%
<b>The Americas &amp; Canada</b>
1Q 2023 Rev: <b>EGP 697 mn</b> 2016-22 CAGR: ▲ 10.4%
<b>Europe</b>
1Q 2023 Rev: <b>EGP 386 mn</b> 2016-22 CAGR: ▲ 28.7%
<b>Arab Countries</b>
1Q 2023 Rev: <b>EGP 89 mn</b> 2016-22 CAGR: ▲ 16.6%
<b>Rest of Asia</b>
1Q 2023 Rev: <b>EGP 63 mn</b> 2016-22 CAGR: ▲ 19.5%
<b>Africa</b>
1Q 2023 Rev: <b>EGP 2.8 mn</b> 2016-22 CAGR: ▼ 21.1% <sup>(1)</sup>
<b>Russia &amp; China</b>



■ Export Market Coverage

■ Production Facilities: Egypt and the U.S.

■ Warehousing: Egypt & U.S.

■ Distribution Offices: U.S, U.A.E. & England

■ Showrooms Egypt (> 250)

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

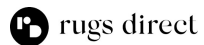
## Investment Highlights

# Fast-Growing Online Presence

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

### Key Online Sales Clients



### Shop Online



OW developed the website, 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

### Selected Appearances



The Middle East Power Businesswomen 2022

**Ranked 43<sup>rd</sup>**  
Yasmine & Farida  
Mohamed Khamis



#### Q&A: YASMINE KHAMIS, ORIENTAL WEAVERS

**How has being a woman shaped your contribution to the business?**  
As a female CEO who is a multitasker, resilient and believes in the importance of speaking up, I lead with assertiveness and empathy. I believe empathy is the new way to lead; I trust and empower my team, giving them space to speak up. We engage and deliver collectively for a common purpose. I also believe in the ability of women to deliver and perform, so I am creating a gender balance in this male-dominated industry by bringing more women leaders to help us grow and share the success. Motivated by the legacy of my father, I was able to expand my business through innovative endeavours and I am working on adopting sustainability practices in all aspects. That is the only way for a better tomorrow.

**How does having women in senior roles shape the industry?**  
Women in senior positions bring innovative solutions that are a result of unique life experiences.



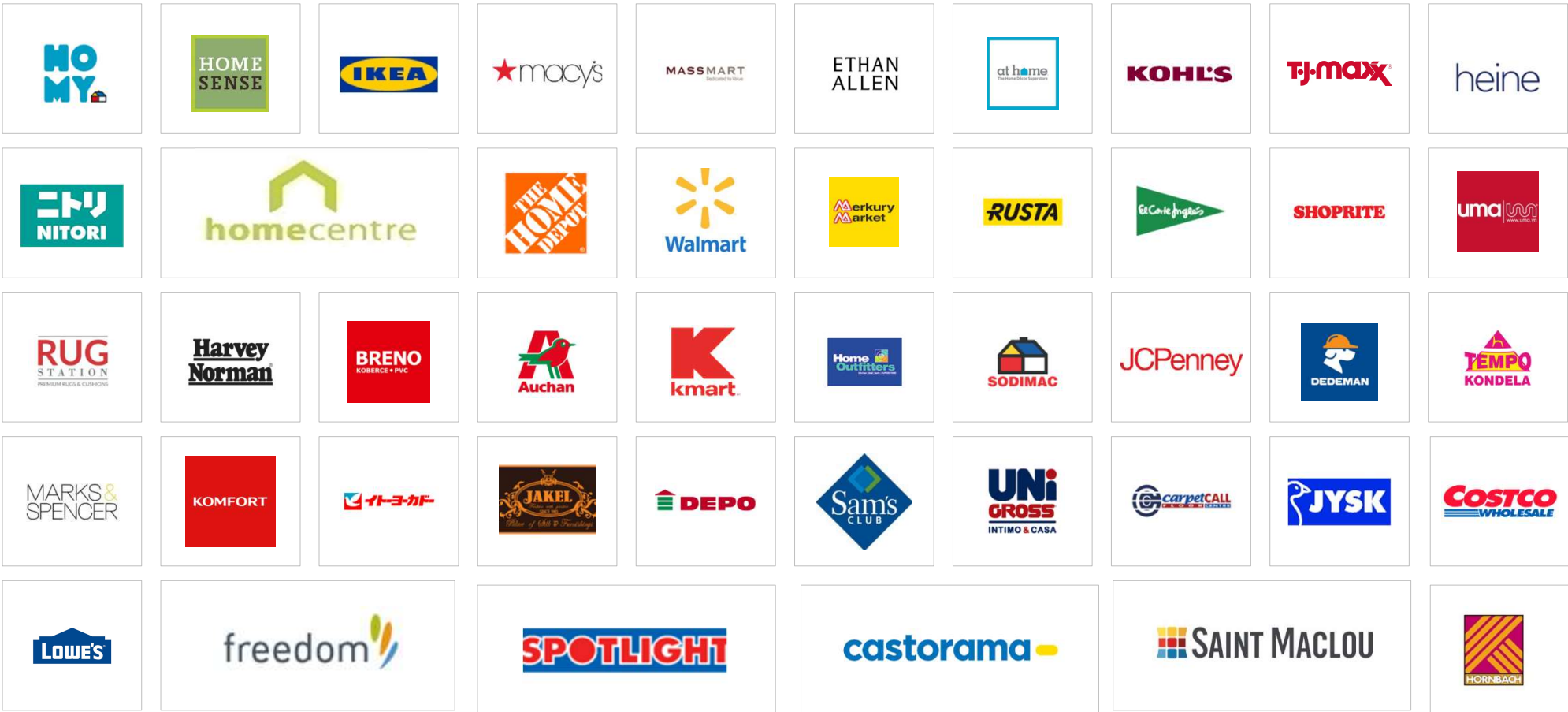
They foster better and innovative working environments. These are difficult economic times and we need innovative solutions to sustain businesses and grow them and this is what women leaders bring to the table - and what notable research has proved. The Harvard Business Review showed that women in senior positions make businesses more profitable, more socially responsible, as well as providing safer, higher-quality customer experience.

DETAILS | [orientalweavers.com](https://www.orientalweavers.com)

# 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



THE RITZ-CARLTON®

*Kempinski*

HOTELIERS SINCE 1897



INTERCONTINENTAL.  
HOTELS & RESORTS



FOUR SEASONS  
*Hotels and Resorts*



MANDARIN ORIENTAL  
THE HOTEL GROUP



MGM GRAND



Hilton



MÖVENPICK  
Hotels & Resorts

CALISTA  
— LUXURY RESORT —

Le  
MERIDIEN

W  
HOTELS

GRAND  
HYATT™

*Fairmont*  
HOTELS & RESORTS

*Marriott*

R  
RENAISSANCE®  
HOTELS



ST REGIS

## 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. With total capacity of 150m sqm, equivalent to 28,000 football fields.

### Woven Segment Annual Capacity | 79m 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 | 79m m2



**United States  
Production Facility**

**1**  
Carpet  
Production Facilities

Oriental Weavers USA is based in Dalton, Georgia established in 1991. Combines both a manufacturing facility and a sales and distribution arm. It has become one of the most influential and largest players in the American market branded as Sphinx . 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.



## Investment Highlights

# 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 (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

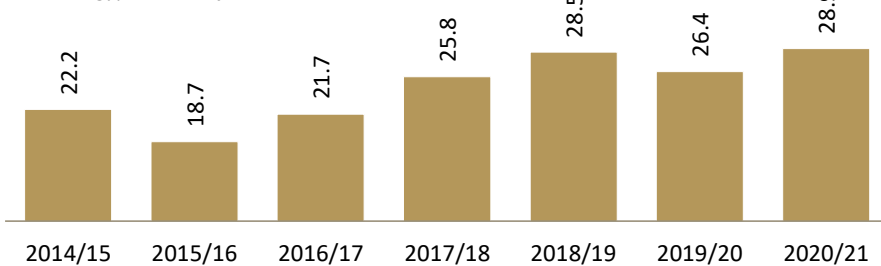
The upcoming program includes developing and enhancing exports to African and other new markets, and supporting land, sea & airfreight exports & their supporting infrastructure

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



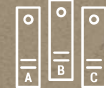
Proximity to major global markets



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	<p>Serves as an executive board member for a number of OW subsidiaries.</p> <p>Established advanced technology to create innovative yarn systems, constructions and designs</p> <p>recognized strategic leader in the carpet industry known for her contributions to both the industry and Oriental Weavers</p> <p>Member of numerous business organization</p>	40+ years	<p>Held numerous top-tier planning &amp; administrative positions within OW, such as heading the projects and contracts department and subsequently the planning department.</p> <p>Spearheaded Oriental Weavers' expansion program and he continues to do so in his current position as CEO of the company.</p>	<p>Revenue   EGP bn 2016-22 CAGR: 10%</p> <p>Net Profit   EGP mn</p>	<table border="1"> <caption>Revenue and Net Profit Data</caption> <thead> <tr> <th>Year</th> <th>Revenue (EGP bn)</th> <th>Net Profit (EGP mn)</th> </tr> </thead> <tbody> <tr> <td>2016</td> <td>6.7</td> <td>484</td> </tr> <tr> <td>2022</td> <td>13.2</td> <td>843</td> </tr> </tbody> </table>	Year	Revenue (EGP bn)	Net Profit (EGP mn)	2016	6.7	484	2022	13.2	843
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2016	6.7	484												
2022	13.2	843												
<p><b>Yasmine Mohamed Farid Khamis</b> Non-Executive Board Chairman</p>	<p><b>Salah Abdel Aziz Motalab</b> CEO &amp; Managing Director Executive Board Member</p>													

**Mohamed Mahmoud Fawzi Khamis**  
Executive Board Member, CEO 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, 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

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




Board Members		
<p><b>Yasmine Mohamed Farid Khamis</b></p> <p>Non-Executive Chairman</p>	<p><b>Salah Abdel Aziz Abdel Motalab</b></p> <p>Executive Board Member</p>	<p><b>Medhat Hussein</b></p> <p>Executive Board Member</p>
<p><b>Farida Mohamed Farid Khamis</b></p> <p>Board Member</p>	<p><b>Mohamed Mahmoud Fawzi Khamis</b></p> <p>Board Member</p>	<p><b>Amr Mahmoud Fawzy Khamis</b></p> <p>Board Member</p>
<p><b>Ayman Ismail</b></p> <p>Non- Executive Board Member</p>	<p><b>Ashraf Bakry</b></p> <p>Non- Executive Board Member</p>	<p><b>Khaled Abdel Aziz Hegazy</b></p> <p>Non-Executive Board Member</p>
<p><b>Misr Insurance Holding Company</b></p> <p>Non-Executive Board Member</p>	<p><b>Misr Life Insurance</b></p> <p>Non-Executive Board Member</p>	<p><b>Hani Amin</b></p> <p>Executive Board Member</p>
<p><b>2 Female Board Members</b></p>		
Board Committees		
<p><b>Audit Committee</b></p> <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>	<p><b>Strategic Committee</b></p> <p>Responsible for the annual update of the goals and objectives of the company and preparation of a three-year strategic plan. .</p>	<p><b>Remuneration Committee</b></p> <p>Responsible for setting remuneration for all executive directors and the chair , and recommending and monitoring the level and structure of remuneration for senior management..</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

<p><b>Dedicated Focus</b></p>  <p>Oriental Weavers has a department dedicated to energy efficiency and environmental sustainability, and is currently ISO 14001 certified</p>	  <p>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</p>	<p><b>Lighting</b></p>  <p>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</p>
<p><b>Waste Management</b></p>  <p>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.</p>	<p><b>Water Savings</b></p>  <p>The Group carefully monitors and maintains responsible water consumption levels, ensuring zero liquid discharge throughout some of its manufacturing processes.</p>	<p><b>Planting O<sub>2</sub></b></p>  <p>In cooperation with OUD (the Group's holding real-estate arm), Oriental Weavers adopted tree planting initiatives to offset Carbon Dioxide emissions.</p>

### Environmental KPIs | 2022

<p><b>155k tons</b></p> <p>Av. Annual Carbon Emissions</p>	<p><b>6k tons</b></p> <p>CO<sub>2</sub> Reduction</p>	<p><b>9k tons</b></p> <p>Trees Offset CO<sub>2</sub></p>	<p><b>11 kMWh</b></p> <p>Energy Saving</p>	<p><b>404k trees</b></p> <p>Trees Planted</p>
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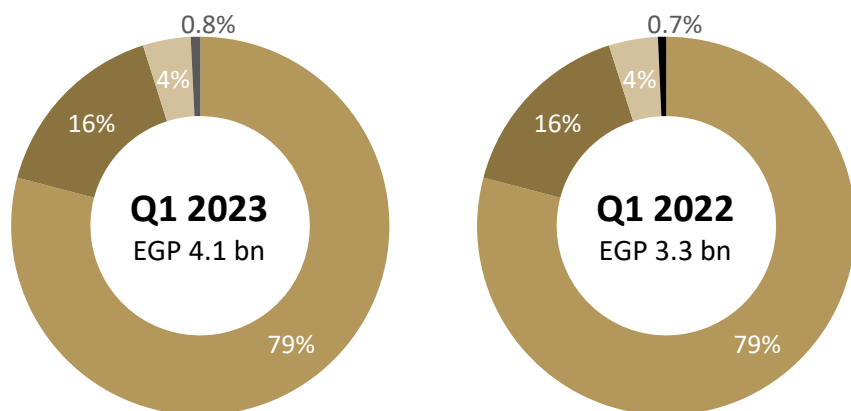


1Q FY 2023 Financial  
Performance

# 1Q23 Financial Performance

## Revenues & Volumes by Product

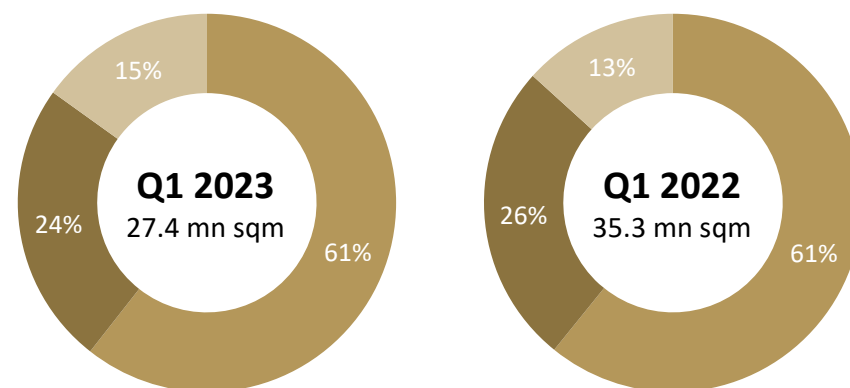
### Revenue Breakdown | Q1 2022/2023



#### YoY Contribution Change (pps)

Woven	-0.02 pps
Tufted	+0.07 pps
Non-Woven	-0.10 pps
Fibers & Others	+0.05 pps

### Volume Breakdown | Q1 2022/2023



#### YoY Contribution Change (pps)

Woven	+0.2pps
Tufted	-1.5 pps
Non-Woven	+1.2 pps
Fibers & Others	n/a <sup>(1)</sup>

#### Woven +27% YoY

Revenues from the woven segment grew by 24% YoY to EGP 3.2bn, a contributed the majority to overall revenue growth, at 79%, primarily on the back of an increase in the demand in the local market by 44% and devaluation impact on the export market.

#### Tufted +27% YoY

Revenues from the tufted segment increased by 27% YoY to EGP 667 mn in 1Q23. This increase is attributed to the devaluation effect on the export segment and increase in prices in the local segment.

#### Non-Woven +24% YoY

Revenues from OW's non-woven segment grew by 24% YoY to EGP 168 mn in 1Q23. Revenue growth was dual-driven by both devaluation as well as the average price of products sold.

#### Fibers & Others +36% YoY

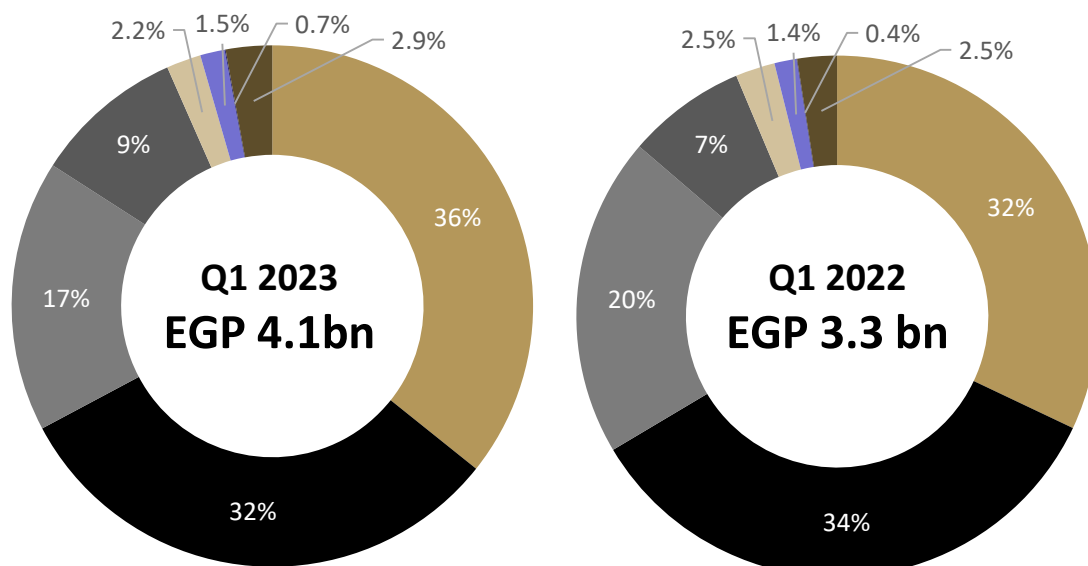
Revenues from fibers & others came in at EGP 29 mn, representing an increase of 36% YoY and contributed 0.2% of absolute revenue growth.

(1) Volume excludes Fibers & Others

# 1Q23 Financial Performance

## Revenues by Region

### Revenue Breakdown | Q1 2022/2023



#### YoY Contribution Change (pps)

Egypt	+ 3.7 pps	Asia	- 0.3 pps
America & Canada	- 2.9 pps	Africa	+ 0.1 pps
Europe	- 3.0 pps	Russia & China	+ 0.03 pps
Arab Countries	+ 1.9 pps	Contract & Hotels and Others	+ 0.4 pps

#### Egypt

**+ 39% YoY**

Local revenues grew by 39% YoY to record EGP 1,530 mn in 1Q23, driven by growth in both showroom and wholesale revenues during the period, of 32% YoY (representing 56% of total local sales) and 55% YoY (representing 40% of local sales) respectively.

#### America & Canada

**+ 16% YoY**

Revenues from exports to North and South America grew by 16% YoY to record EGP 1.305 mn in 1Q23, benefiting from a weaker EGP. Despite the challenging economic conditions in the US market, there is a slight recovery in demand compared to the trend seen in 2H 2022, which is expected to continue throughout the year

#### Europe

**+ 8% YoY**

Revenues from European exports grew by 8% YoY to come in at EGP 697mn in 1Q23, benefiting from EGP devaluation. There is a decline in dollar terms, as a result of the lower sales coming from OW's Key European client, which closed 18 shop after Russia- Ukrain war.

#### Arab Countries

**+ 60% YoY**

Revenues from Arab countries, representing the GCC region, grew by 60% YoY to come in at EGP 386 mn in 1Q23 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, exporting Woven, tufted and non woven products.

#### Contracts & Hotels

**+44% YoY**

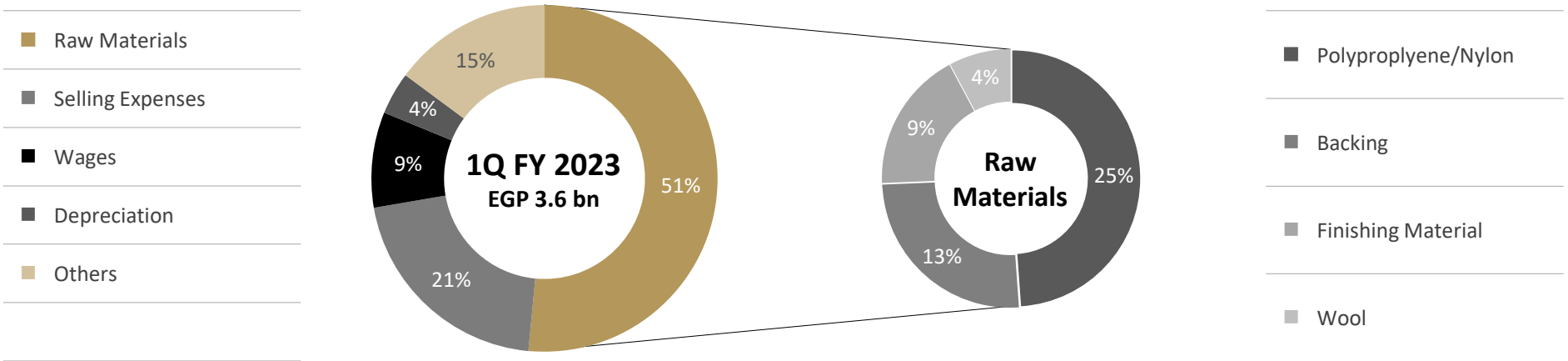
Revenue from contracts & hotels increased by 44% YoY on the back of a 10% YoY decline in local projects and 171% y-o-y increase in global projects..



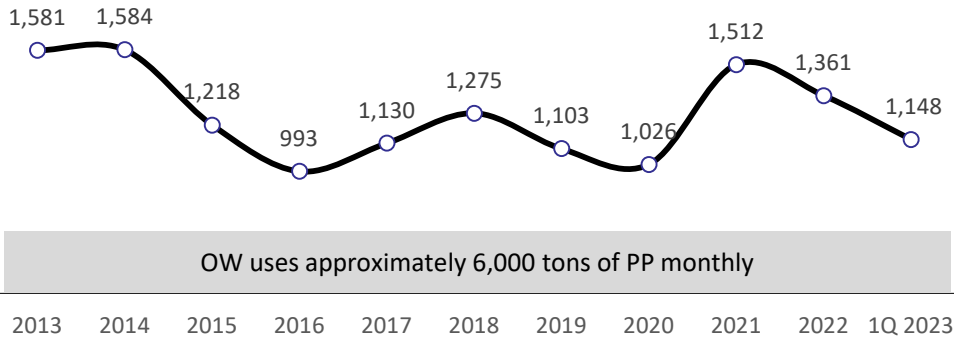
# 1Q FY23 Financial Performance

## Cost of Sales Analysis

### Cost of Sales Breakdown | 1Q FY 2023



### Polypropylene Prices | USD/ton

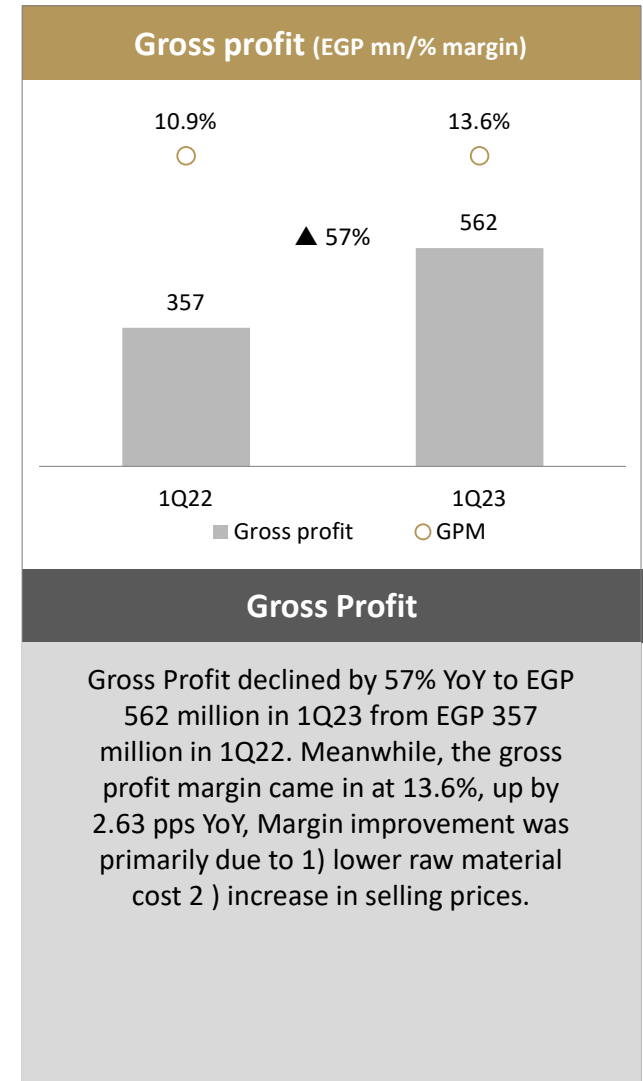
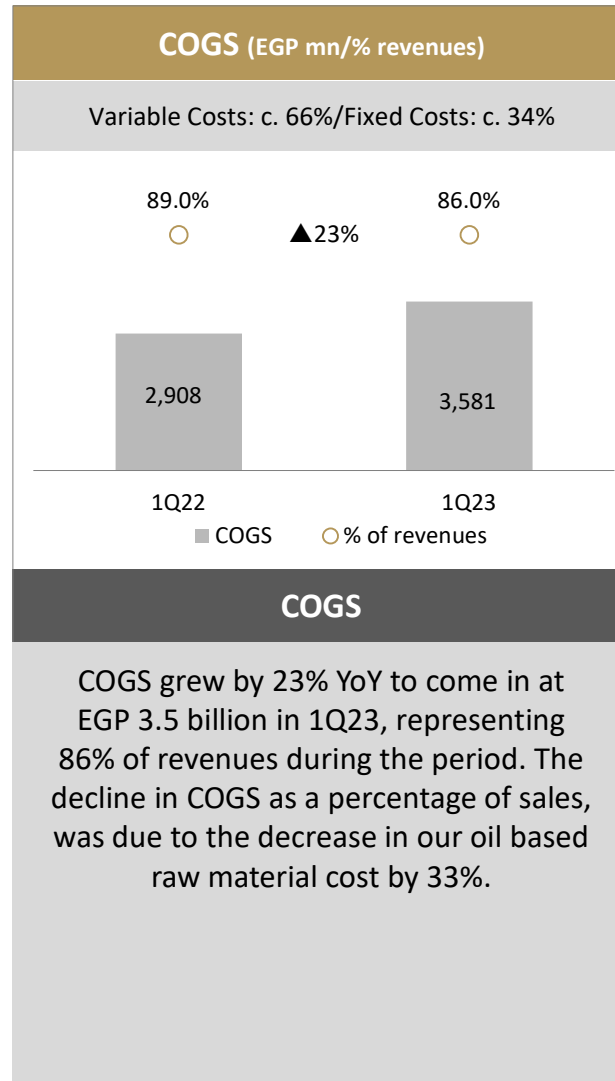
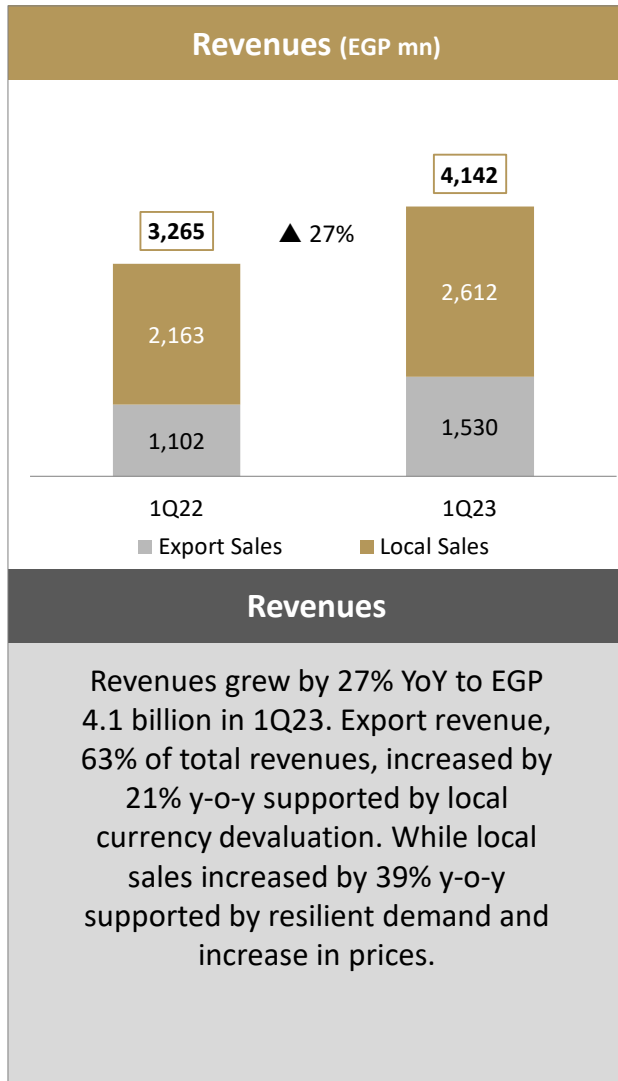


### Cost of Sales

Raw materials makes up the majority of cost of sales, contributing 51% to its total in 1Q FY23, with polypropylene purchases being its largest component. OW's COGS increased by 23% y-o-y to EGP 3,581 million in 1Q 2023, rising at a slower pace than the group's top line figure, as a result of lower priced raw material during the quarter. Polypropylene prices declined by 33% y-o-y in USD. Raw material costs, which include wool, Polypropylene, backing and finishing materials, reached EGP 1.8 million in 1Q 2023, compared to EGP 1.5 million 1Q 2022, which is a 18% y-o-y increase.

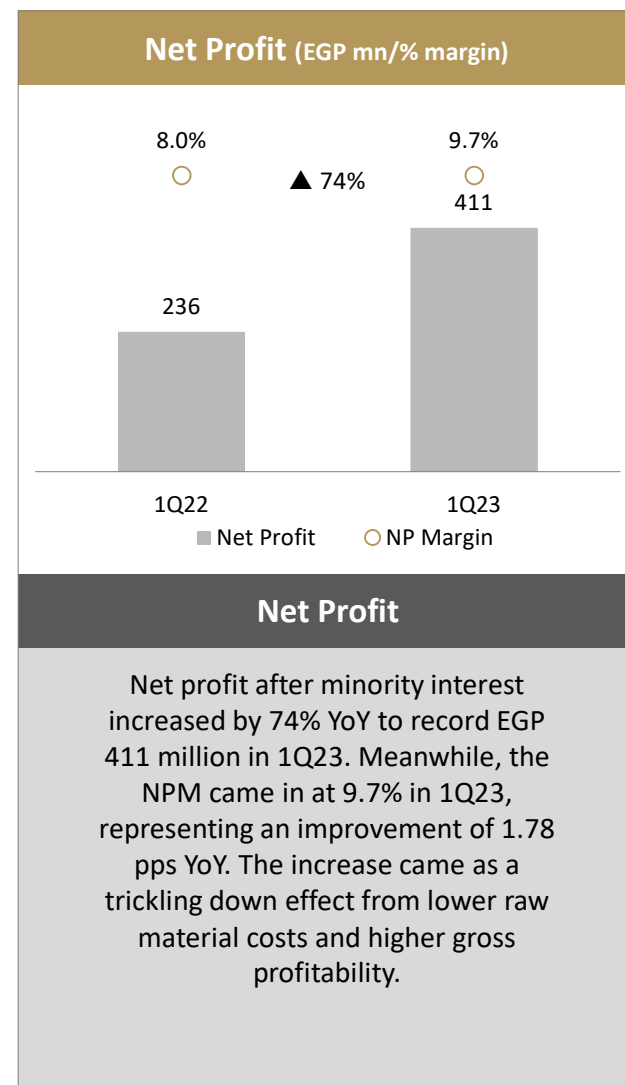
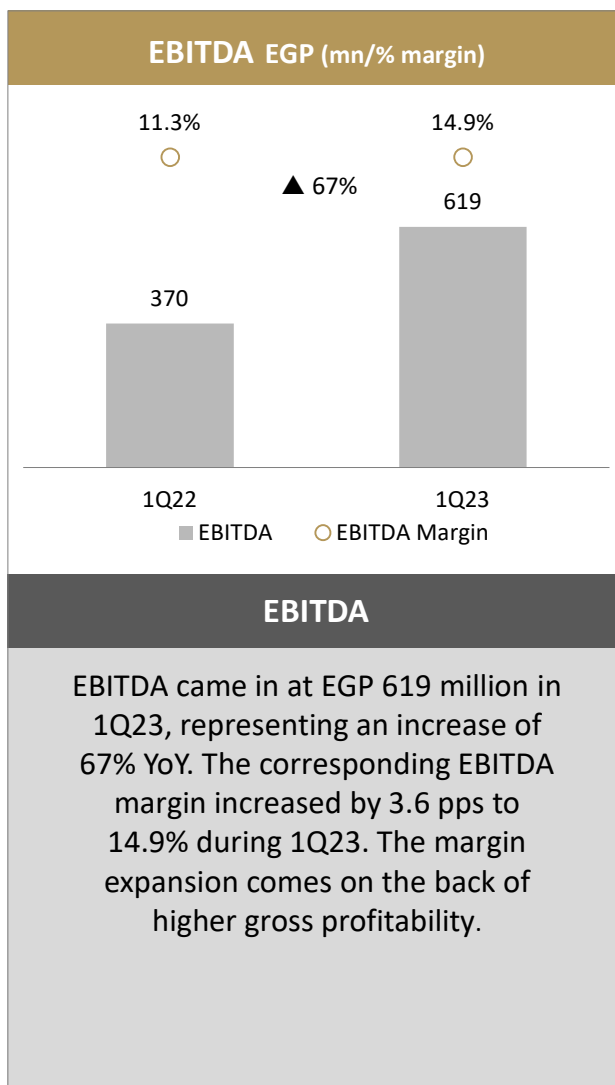
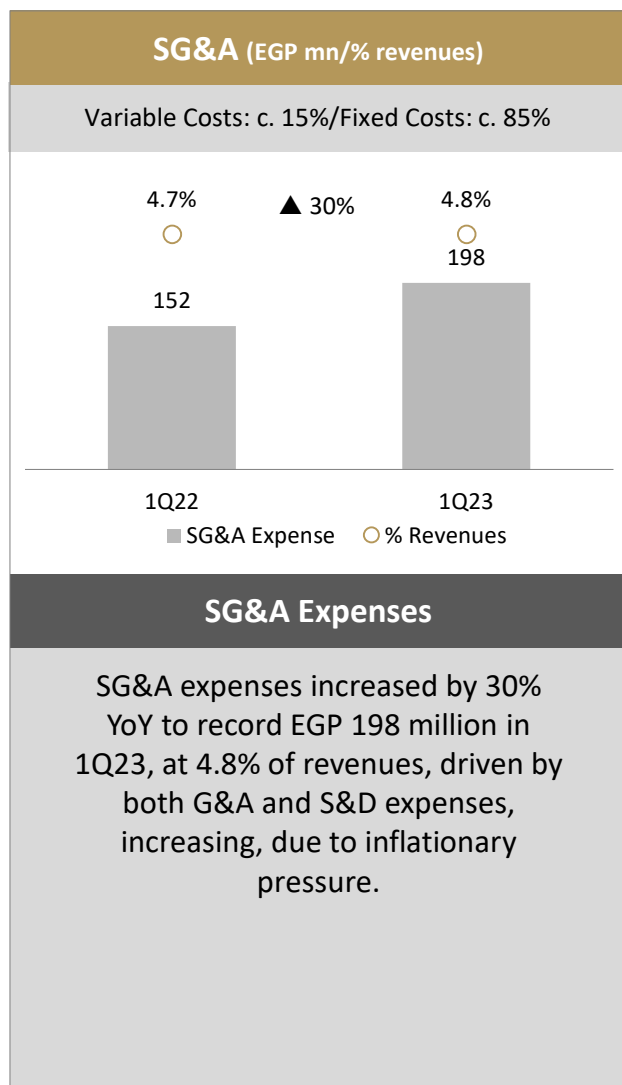
# 1Q FY23 Financial Performance

## Income Statement Highlights



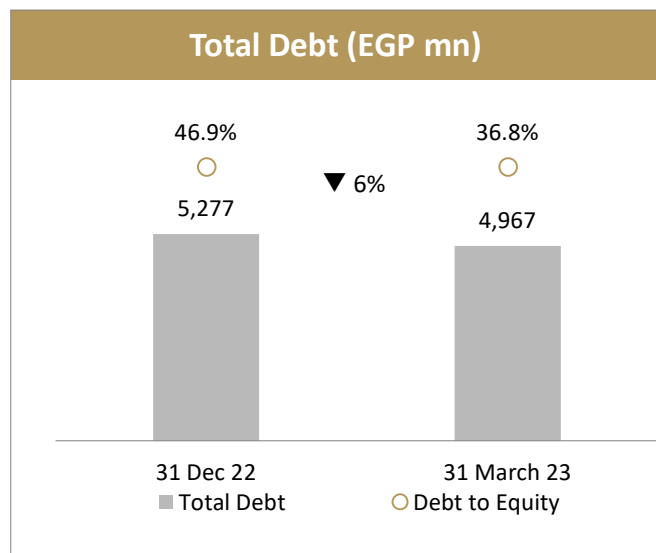
# 1Q FY23 Financial Performance

## Income Statement Highlights



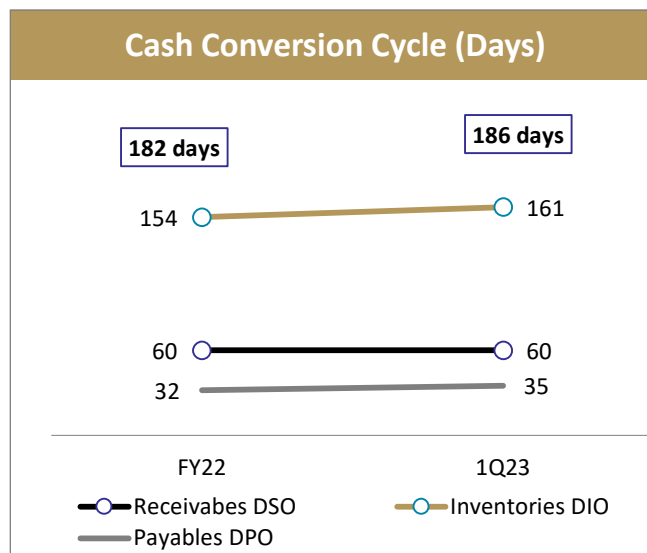
## 1Q FY23 Financial Performance

# Balance Sheet & Other Highlights



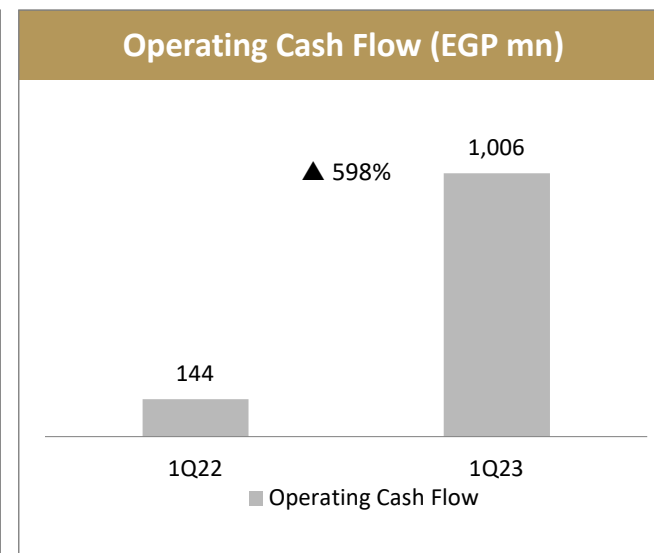
### Total Debt

Total Debt came in at EGP 4.9 bn in 1Q23, down by 6% YTD primarily due to the removal of 8% lending government initiative, that the company no longer utilizes. On March 31st 2023, OW debt breakdown was 66% USD, 18% Euro and 16% EGP.



### Cash Conversion Cycle

The Group's overall cash conversion cycle reached 186 days in 1Q23. The increase in the CCC is mainly attributable to the increase in inventory DOH from 154 days to 161 days, due to increase in Showrooms inventory to cover new showrooms. In addition to increase in payables DOH, as OW negotiated an extension of payment terms with suppliers



### Operating Cash Flow

The increase in inventory and notes payable resulted in increase in liquidity, with the Group's operating cash up YoY, by 598% to record EGP 1,1006 million in 1Q FY23

The background is a composite image. On the left, a circular medallion with intricate patterns 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 rug and staircase area.

# 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



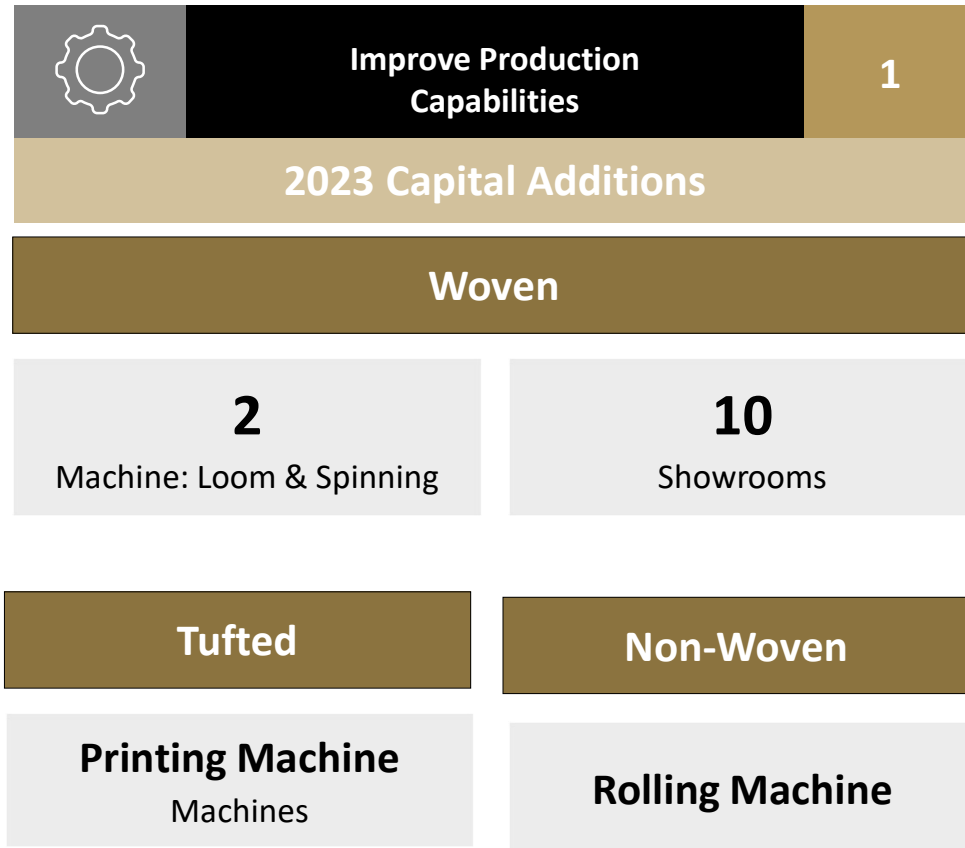
6

Improve HSE Framework



# Forward-Looking Strategy

## OW Strategy



Planned CAPEX\* of c.USD 20mn in 2023, with 2 looms and 10 new showrooms.



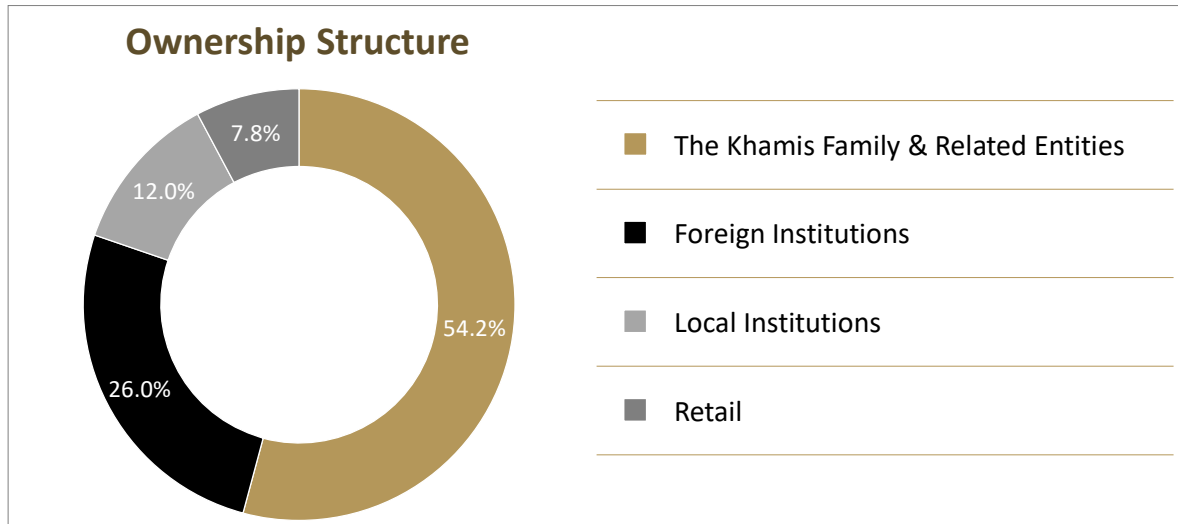


# Investor Relations



## Investor Relations

# Share and Shareholding Overview



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

## 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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