

# 1Q 2025 Earnings Release

Cairo, Egypt

15 May 2025

## Softer markets and higher input costs pressure margins

### Key Highlights of 1Q 2025

#### Revenues

EGP 6.4B

+27% YoY

#### Gross Profit

EGP 0.8B

-18% YoY  
GPM 12.3%  
-6.8 pts

#### EBITDA

EGP 0.9B

-16% YoY  
margin 13.6%  
-7.0 pts

#### Att. Profit\*

EGP 0.5B

+20% YoY  
margin 8.0%  
-0.5 pts

\*Net Attributable Profit

### 1Q 2025 Financial Highlights

- **International Sales** reached EGP 4.2B in 1Q 2025 (+44% YoY), with ASP unchanged YoY in foreign currency but up 39% in EGP due to currency devaluation, while volumes increased by 3% YoY despite global industry challenges.
- **Egypt Sales** reached EGP 2.2B (+3% YoY), with ASP increasing 27% compared to the 40% currency devaluation. However, volume in Egypt dropped 18% YoY, impacted by soft demand and a high comparative base from 1Q 2024, driven by trade stocking in anticipation of further devaluation.
- **Gross Profit** down 18% YoY to reach EGP 0.8B, majorly influenced by the currency devaluation (65% of COGS are foreign currency denominated) in addition to 23% higher labor cost; lowering gross profit margin to 12.3%.
- **Operating Profit** down 26% YoY to report EGP 0.5B due to lower gross profit and 6% higher SG&A (despite falling to 4% of sales compared to 5% of sales in 1Q 2024). The total depreciation accounted for EGP 0.3B, showing 63% YoY increase mainly due to currency devaluation (free zone entities).
- **Net Attributable Profit** increased by 20% YoY with export rebates and cash management generated income offsetting operating profit shortfall. Margin, however, dropped to 8% (-0.5 pts YoY).

## Income Statement Summary

EGP M	1Q 24	4Q 24	1Q 25	QoQ	YoY
Revenue	5,038	7,087	6,398	-10%	+27%
Gross Profit	962	533	786	+47%	-18%
EBITDA	1,035	663	871	+31%	-16%
Net Profit	558	369	551	+49%	-1%
Net Attributable Profit	427	329	513	+56%	+20%
<b>Margins:</b>					
GPM (%)	19%	8%	12%	+4.8 ppts	-6.8 ppts
EBITDA margin (%)	21%	9%	14%	+4.3 ppts	-6.9 ppts
NPM (%)	11%	5%	9%	+3.4 ppts	-2.5 ppts
Net Attributable Profit margin	8%	5%	8%	+3.4 ppts	-0.5 ppts

## Balance Sheet Summary

EGP mn	FY 24	1Q 25	YoY
Current Assets	23,982	24,207	+1%
Non-Current Assets	10,922	10,804	-1%
<b>Total Assets</b>	<b>34,905</b>	<b>35,011</b>	<b>0%</b>
Current Liabilities	13,269	13,299	0%
Non-Current Liabilities	594	609	+2%
<b>Total Liabilities</b>	<b>13,863</b>	<b>13,908</b>	<b>0%</b>
<b>Total Shareholders' Equity</b>	<b>21,041</b>	<b>21,103</b>	<b>0%</b>
<b>Total Liabilities &amp; Shareholders' Equity</b>	<b>34,905</b>	<b>35,011</b>	<b>0%</b>

## Cash Flow Summary

EGP mn	1Q 24	1Q 25	YoY
Net Cash Provided by Operating Activities	1,176	475	-60%
Net Cash Used in Investing Activities	392	(916)	-334%
Net Cash Used in Financing Activities	(381)	311	-182%
<b>Net Change in Cash &amp; Cash Equivalents</b>	<b>1,187</b>	<b>(130)</b>	<b>-111%</b>
Beginning of Period Cash	2,273	4,233	86%
Translation Differences of Foreign Entities	458	(16)	-104%
<b>End of Period Cash</b>	<b>3,918</b>	<b>4,087</b>	<b>4%</b>

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Oriental Weavers is a global player in machine-woven rugs and carpets; the company is renowned for superior product design and quality, as well as technological innovation. Today, the company is one of the largest producers of machine-made woven rugs in the world. It is management's vision to build a state-of-the-art, internationally competitive carpet and home textile company, characterized by a sharp focus on its customers and driven by marketing- and export-oriented strategies. ([www.orientalweavers.com](http://www.orientalweavers.com))

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