

Investor Presentation

1Q 2025

The world's

Leading manufacturer of woven carpets



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.

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1Q 2025 Financial Highlights

Revenue

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% (-6.9 pts)

Net Profit

EGP **0.6B**

-1% YoY

NPM 8.6% (-2.5 pts)

Net Attributable Profit

EGP **0.5B**

+20% YoY

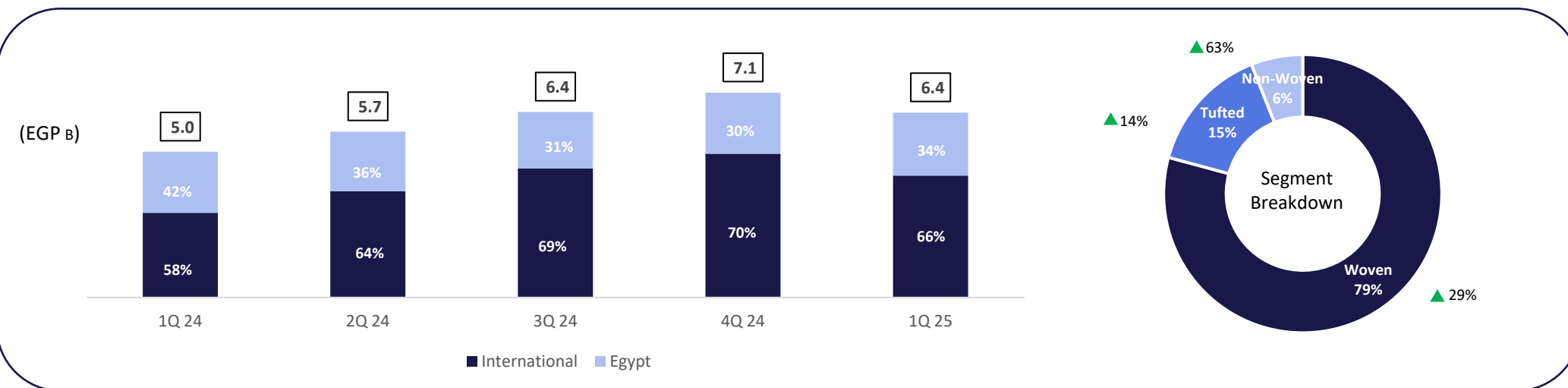
margin 8.0% (-0.5 pts)



Income Statement Highlights

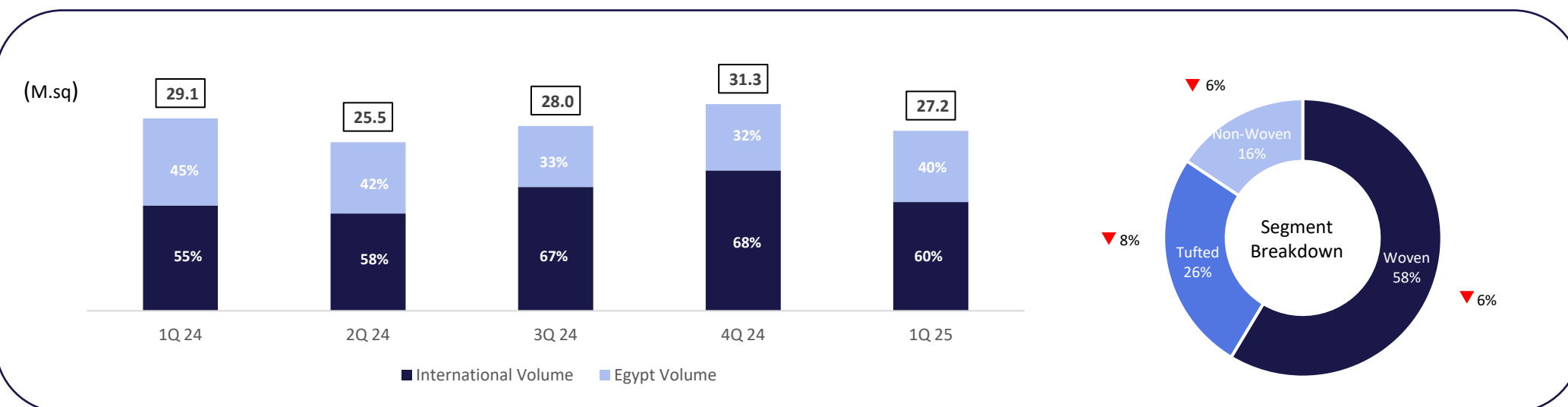
Revenue

YoY Growth driven by international markets

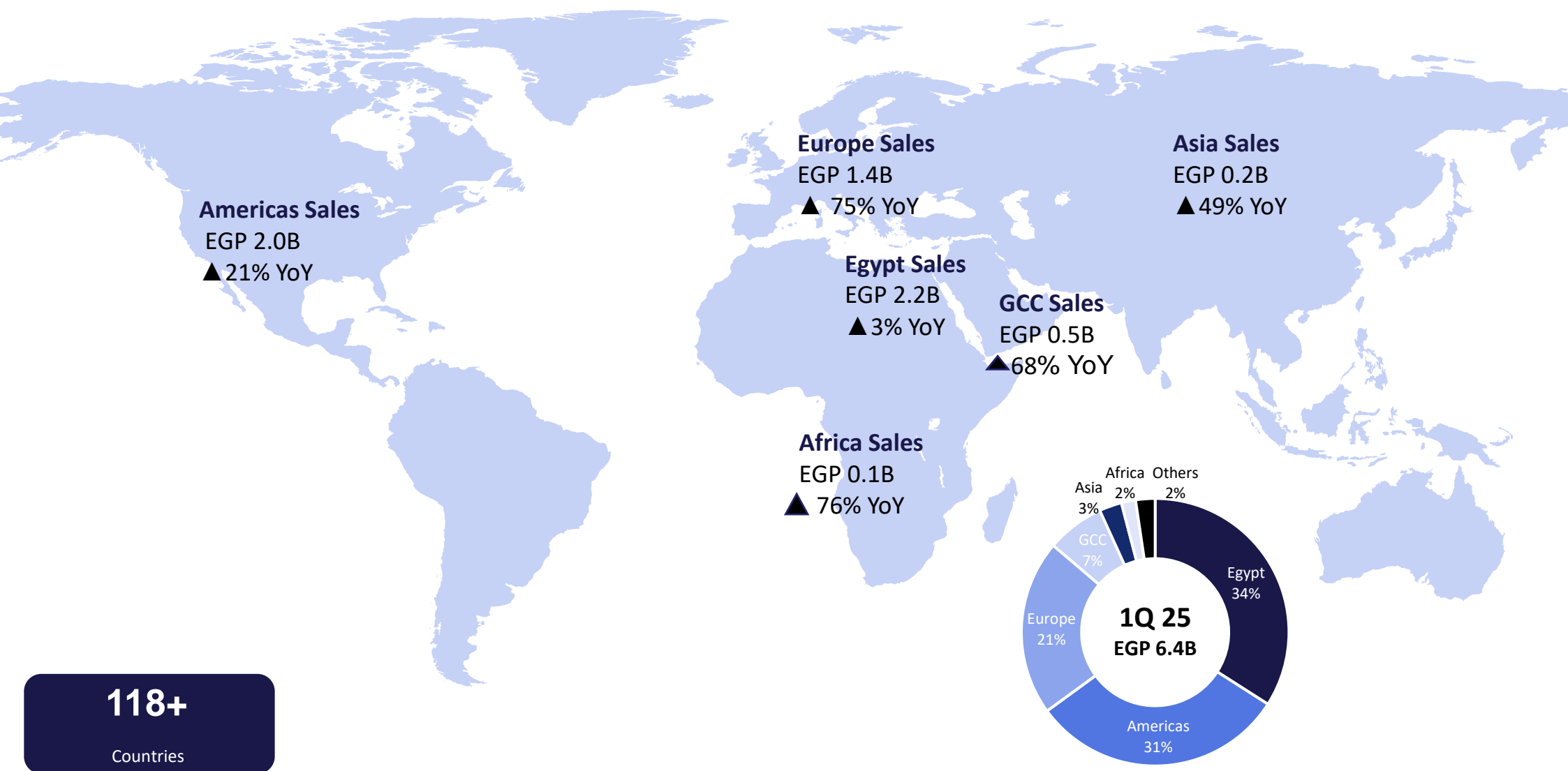


Volume

Softer market conditions caused lower volumes

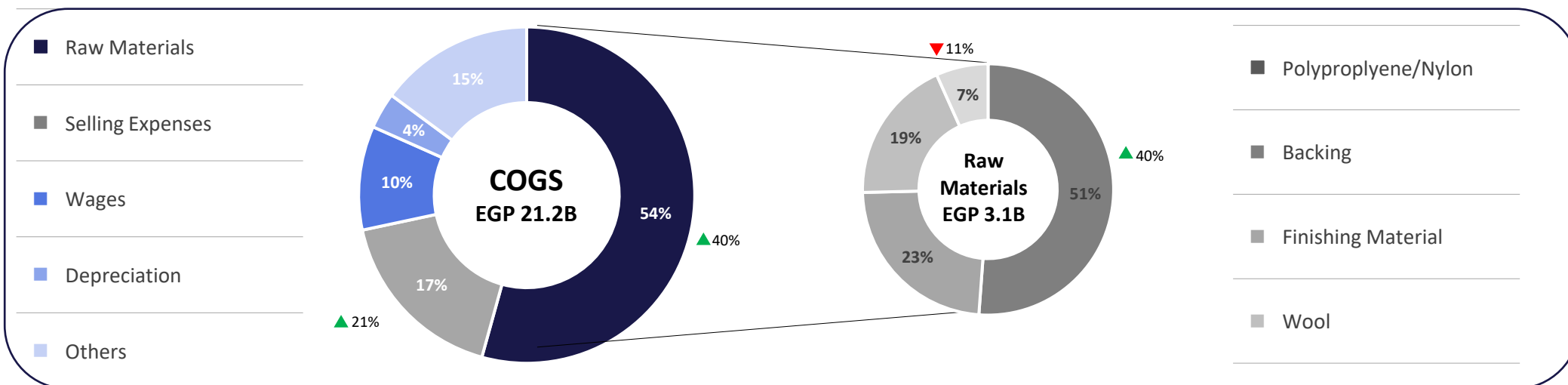


Diversified Footprint

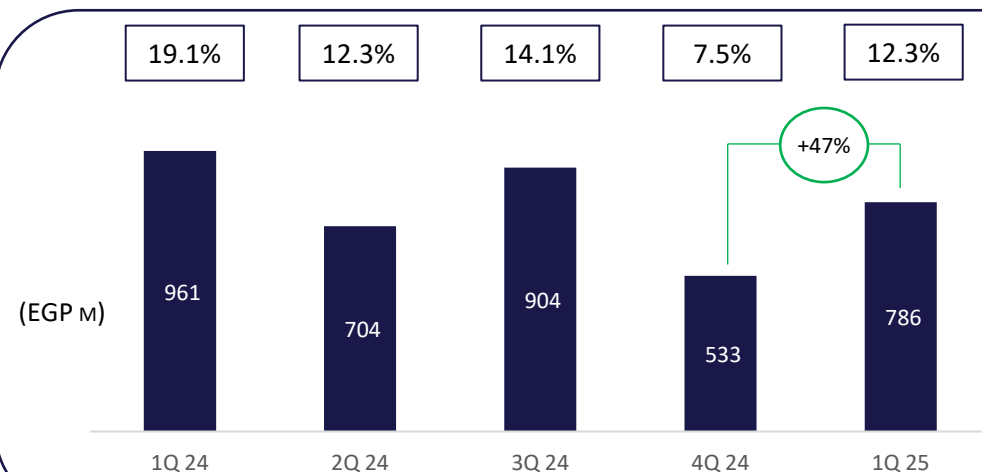


Income Statement Highlights

COGS



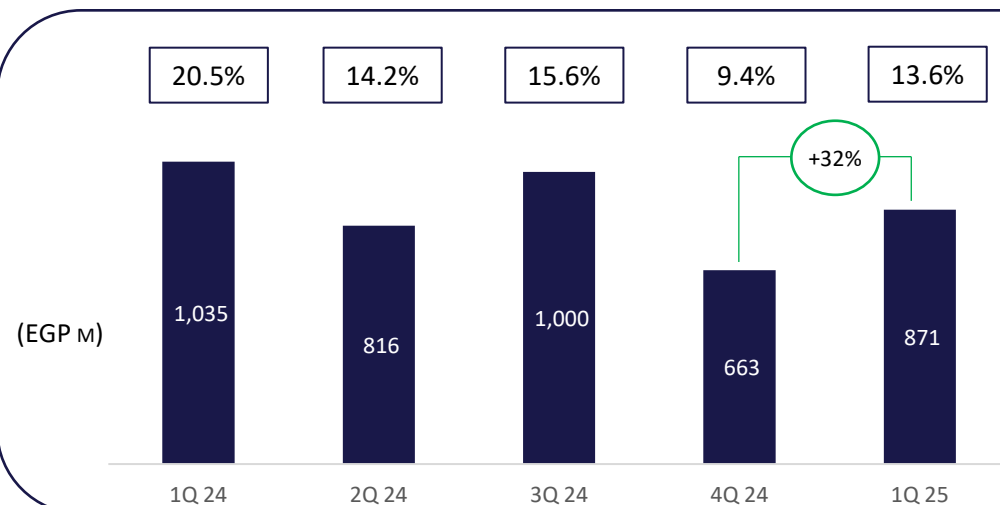
Gross Profit



Gross Profit down 18% YoY to reach EGP 0.8B, driven by the pricing constraints and higher input cost that was largely affected by the currency devaluation, lowering gross profit margin to 12.3%.

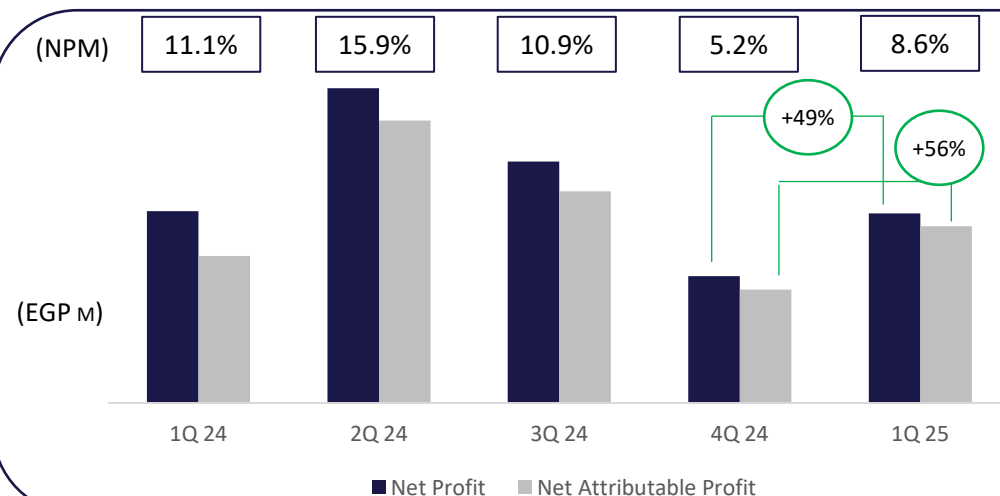
Income Statement Highlights

EBITDA



EBITDA reached EGP 0.9B (-16% YoY), affected by decreasing operating profit and 6% YoY higher SG&A. EBITDA margin recorded 13.6%.

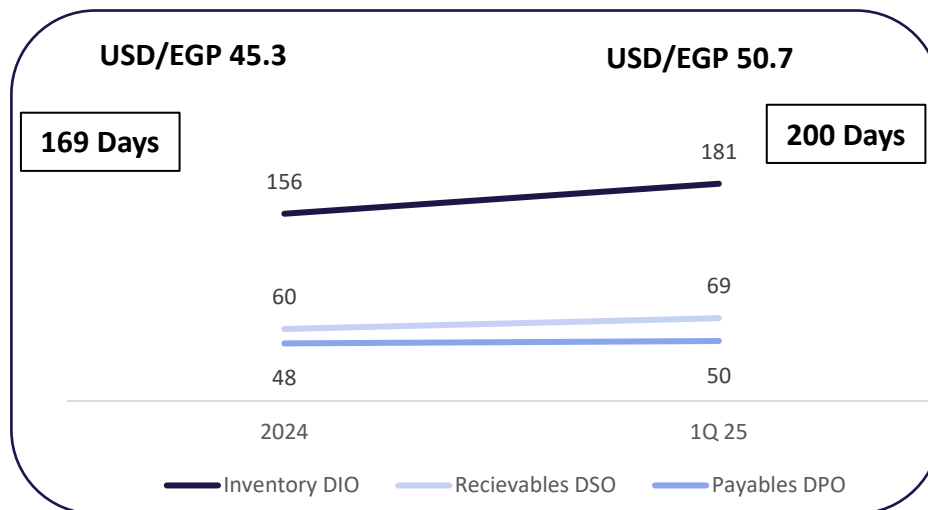
Net Profit



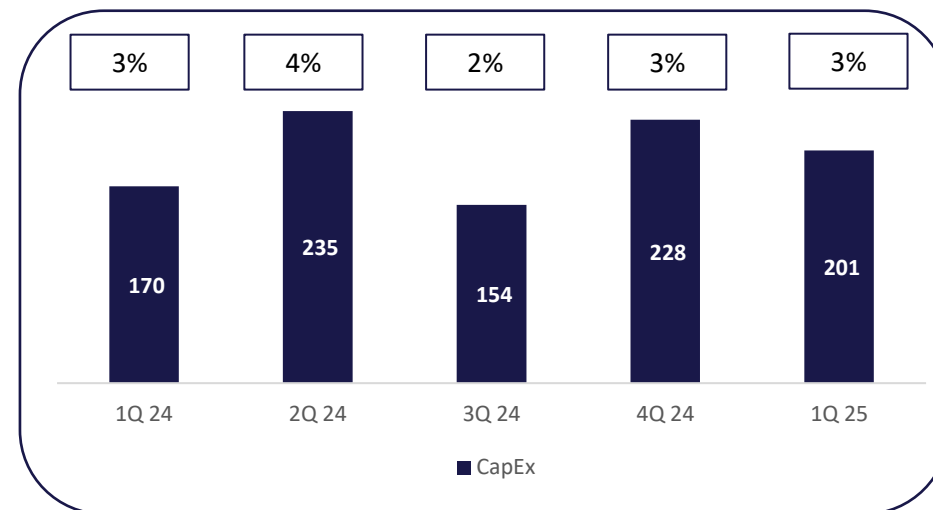
Net Attributable Profit increased by 20% YoY with export rebates and cash management generated income offsetting operating profit shortfall.

Balance Sheet Highlights

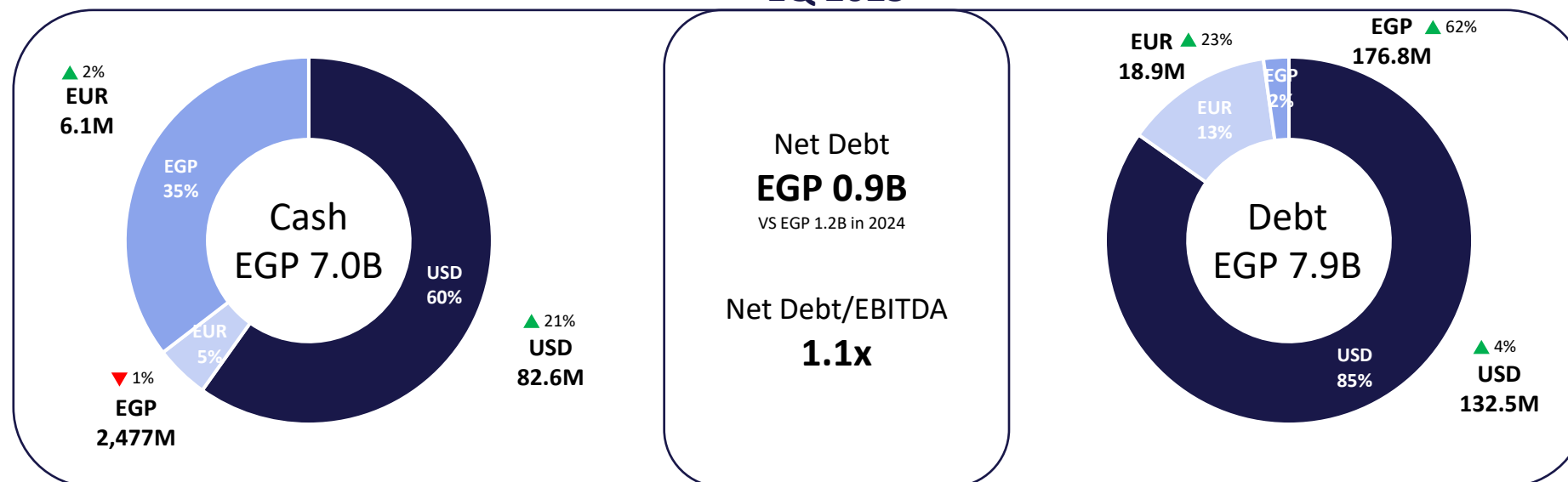
Cash Conversion Cycle (Days)



CapEx (EGP M)



Capital Structure 1Q 2025





النساجون الشرقيون
ORIENTAL WEAVERS



Thank You

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