

# 4Q 2025 Earnings Release

Cairo, Egypt

26 February 2026

**Oriental Weavers (Ticker: ORWE.CA)**, the world's leading manufacturer of woven carpets, today announced its FY 2025 results.

## Key Highlights of FY 2025



## Key Highlights of 4Q 2025



\*Net attributable profit adjusted for EGP 0.2Bn one-off provision in FY 2025

- **Revenue** sustained 1% YoY growth, reaching the highest quarterly level in 2025, despite pressure on ASP from older inventory liquidation.
- **Gross profit** up by 90% YoY, to reach EGP 1.0B with GPM expanding 665bps to 14.2% mainly driven by lower polypropylene price and comparison versus lower base in 2024 due to inventory write-down.
- **EBITDA** was EGP 1.0B, up 57% YoY, with margin expanding 518bps YoY to 14.5%.
- **Net Profit** reached EGP 0.5B, up 36% YoY, with margin expanding by 180bps to 7.0%, while net attributable profit increased by 61% YoY margin reached 7.4% expanded by 277bps supported by a 174% increase in export rebates.
- **Adjusted net attributable profit**
  - Adjusting for one-off provision NAP grew by 85% YoY with 384bps margin expansion.
  - Adjusting for rebates NAP grew by 70% YoY with 277 bps margin expansion.

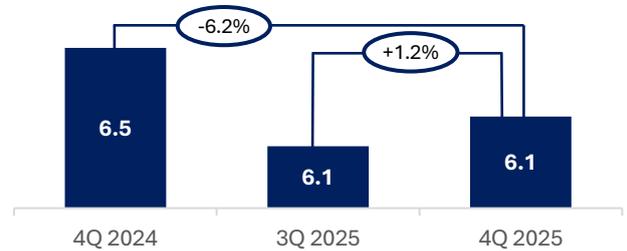
### Commenting on the fourth quarter, CEO Hazem Al Zifzaf Stated:

While global demand weakened due to a slowdown in the home improvement/building sector and constrained discretionary spending in Egypt, we successfully expanded our global market share by 100bps and delivered both top- and bottom-line growth. We are leveraging our R&D capabilities to launch higher margin products in profitable channels & destinations while continuing to focus on operational efficiency across manufacturing & supply chain.

## Financial Highlights – 4Q 2025

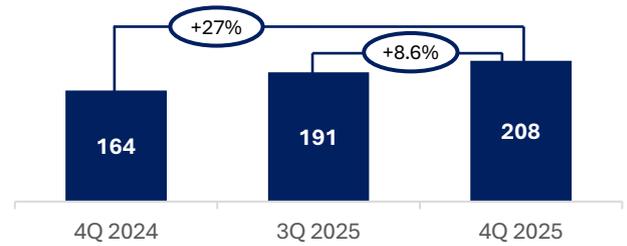
**COGS** came in at EGP 6.1B, down 6.2% YoY, mainly due to a 12% YoY decline in raw material costs driven by lower polypropylene prices, despite an 18% YoY increase in labor costs. Manufacturing overheads increased slightly by 4% YoY, a significant improvement versus the 48% YoY surge in 4Q 2024.

COGS EGP B



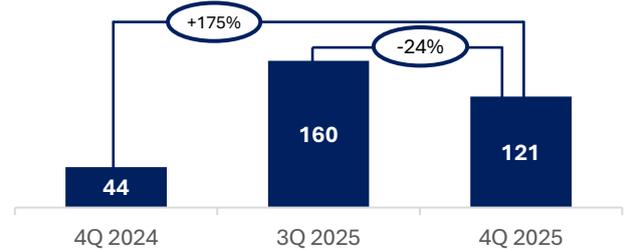
**G&A** was EGP 208m, up 27% YoY, primarily due to higher salaries.

G&A EGP m



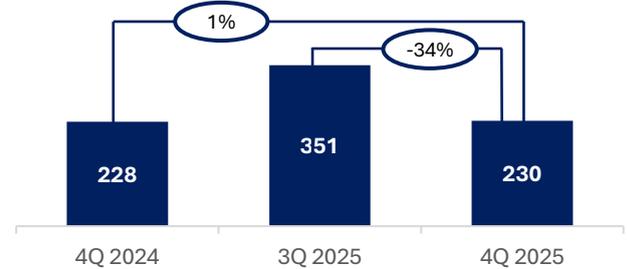
**Export Rebates** totaled EGP 121m; EGP 48m from current program and EGP 73m backlog claims in form of government fees offset.

Export Rebates EGP m



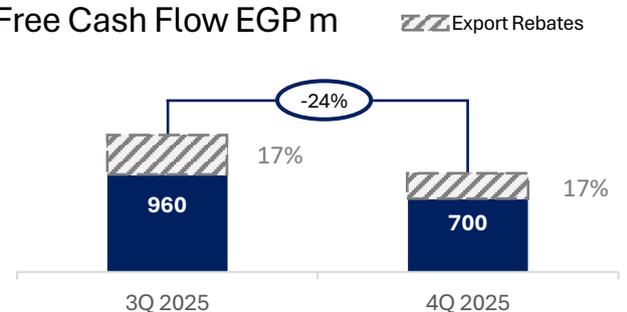
**Capex** down 1% YoY to EGP 230Mn, with capex/sales improving from 5% to 3%.

Capex EGP m



**Free Cash Flow** was EGP 700m versus 4Q 2024 driven by improvement in working capital management and higher rebates.

Free Cash Flow EGP m

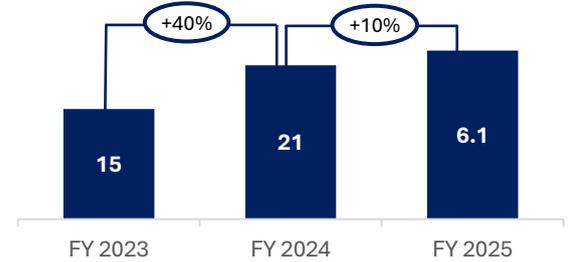


**Net debt** down to EGP 0.6B versus EGP 1.0B in 3Q 2025; Net debt/EBITDA improved to 0.2x versus 0.4x in 2024.

## Financial Highlights – FY 2025

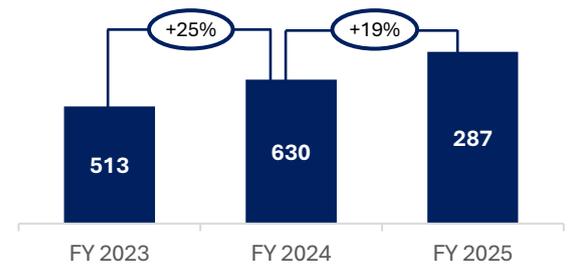
**COGS** came in at EGP 23B, up 10% YoY, driven by EGP devaluation, increase in labor costs offset by the decline in polypropylene prices.

COGS EGP B



**G&A** was EGP 752m, up 19% YoY, primarily due to higher salaries.

G&A EGP m



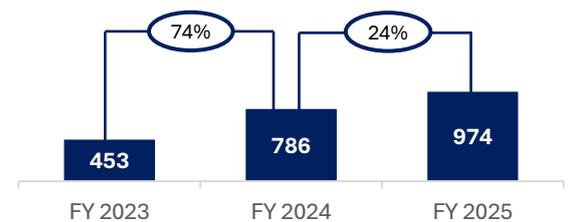
**Export Rebates** totaled EGP 454m, EGP 254m from current program and EGP 200m backlog claims, remaining balance is EGP 180m.

Export Rebates EGP m



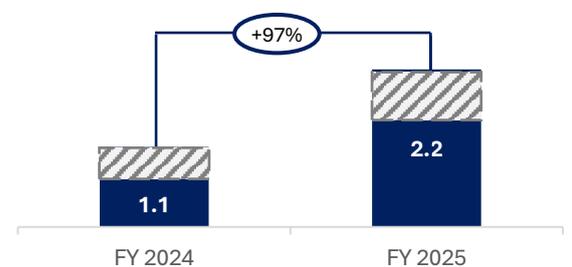
**Capex** up 24% YoY to EGP 974m to increase processing capacity and operation efficiency, increasing capex/sales from 3% to 4%.

Capex EGP m



**Free Cash Flow** was EGP 2.2B, up 97% YoY driven by improvement in working capital management. Excluding rebates FCF grew by 233% YoY to EGP 1.8B.

Free Cash Flow EGP m Export Rebates



**Net debt** down to EGP 0.6B versus EGP 1.8B FY 2024; however, Net debt/EBITDA improved to 0.2x versus 0.5x in 2024.

**Interest Income** was EGP 817m almost inline with FY 2024 level.

## Sales Highlights – FY 2025

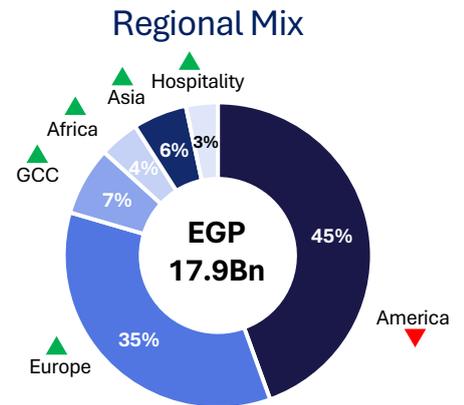
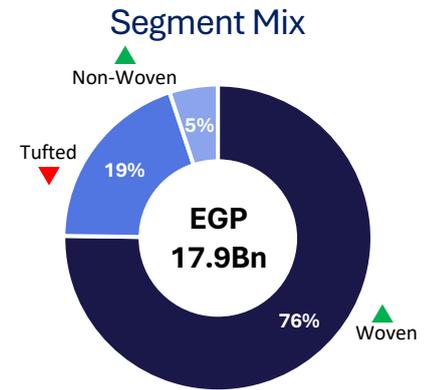
### International Sales

**(67% of Revenue, 63% of Volume)**

**Woven (OWE, OWA)** volume was up 5% YoY, while ASP was up 12% YoY. Overall, revenue increased by 17% YoY. Despite the market challenges, we gained extra 100bps global market share. Highest performance markets were Saudi Arabia, Ukraine, Jordan, Malaysia, and Japan, along with Africa offsetting western market softness.

**Tufted (Mac)** volume down 9% YoY due to operational challenges; ASP up 5% driven by devaluation, resulting in a 5% YoY revenue decrease.

**Non-Woven (EFCO)** volume up 2%, ASP up 6% driven by devaluation, both delivering 8% YoY revenue increase.



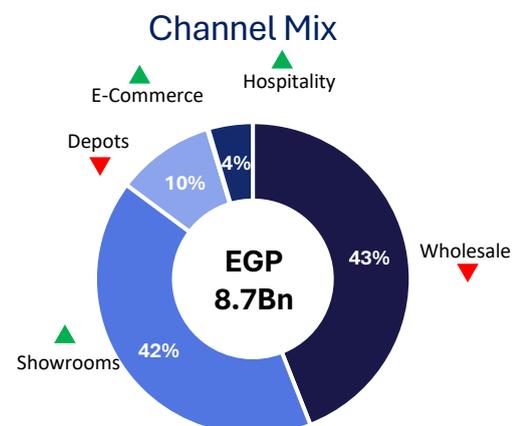
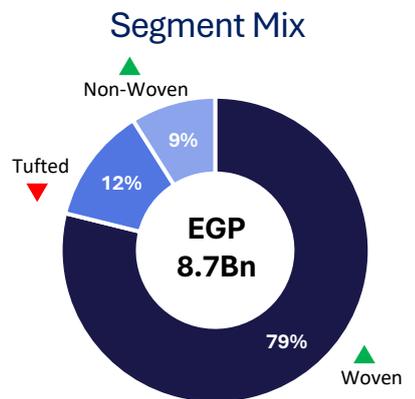
### Egypt Sales

**(33% of Revenue, 37% of Volume)**

**Woven (OWE)** volume down 6% YoY; ASP up 13%, delivering a 6% YoY revenue increase. Results reflect discretionary spending pressure and increasing competition which impacted wholesale volumes the most. Showrooms targeted higher income segments performed much better. We launched the world's first phygital store in Mivida, Egypt adding a new retail concept.

**Tufted (Mac)** volume down 12% YoY; ASP up 12% limiting the revenue decline to 2%.

**Non-Woven (EFCO)** volume up 4% YoY, while ASP up 5%, delivering a 9% YoY revenue increase.



## Financials – FY 2025

### Income Statement Summary

EGP m	4Q 24	3Q 25	4Q 25	QoQ	YoY	FY 24	FY 25	YoY
Revenue	7,087	6,897	7,161	4%	1.5%	24,289	26,623	9.6%
Gross Profit	533	825	1,015	23%	90%	3,103	3,350	8.0%
EBITDA	663	860	1,041	22%	58%	3,514	3,576	1.7%
Export Rebates	44	160	121	-29%	159%	594	454	-24%
Net Profit	369	646	501	-22%	36%	2,542	2,263	-11%
Adjusted Net Profit	369	722	632	-12%	71%	2,542	2,471	-2.8%
<b>Margins:</b>								
GPM (%)	7.5%	12.0%	14.2%	19%	88%	12.8%	12.6%	-1.5%
EBITDA margin (%)	9.4%	12.5%	14.5%	17%	55%	14.5%	13.4%	-7.2%
NPM (%)	5.2%	9.4%	7.0%	-25%	34%	10.5%	8.5%	-19%
Adjusted NPM (%)	5.2%	10.5%	8.8%	-16%	70%	10.5%	9.3%	-11%

### Balance Sheet Summary

EGP m	FY 24	FY 25	YoY
Inventory	10,789	10,581	-2%
Cash and Cash Equivalent	3,069	5,367	75%
Receivables	4,993	4,535	-9%
Others	3,593	3,021	-16%
<b>Current Assets</b>	<b>22,444</b>	<b>23,504</b>	<b>5%</b>
Fixed Assets	8,449	7,752	-8%
Others	2,003	2,489	24%
<b>Non-Current Assets</b>	<b>10,452</b>	<b>10,241</b>	<b>-2%</b>
<b>Total Assets</b>	<b>32,896</b>	<b>33,745</b>	<b>3%</b>
Bank Facilities	6,246	7,063	13%
Payables	3,430	2,793	-19%
Others	2,518	2,927	16%
<b>Current Liabilities</b>	<b>12,194</b>	<b>12,783</b>	<b>5%</b>
Non-Current Liabilities	774	587	-24%
<b>Total Liabilities</b>	<b>12,968</b>	<b>13,370</b>	<b>3%</b>
<b>Total Shareholders' Equity</b>	<b>19,928</b>	<b>20,375</b>	<b>2%</b>
<b>Total Liabilities &amp; Shareholders' Equity</b>	<b>32,896</b>	<b>33,745</b>	<b>3%</b>

### Cash Flow Summary

EGP m	FY 24	FY 25	YoY
Net Cash Provided by Operating Activities	1,910	3,191	67%
Net Cash Used in Investing Activities	766	(469)	-161%
Net Cash Used in Financing Activities	(1,276)	(1,910)	50%
<b>Net Change in Cash &amp; Cash Equivalents</b>	<b>1,400</b>	<b>813</b>	<b>42%</b>
Beginning of Period Cash	2,273	4,233	86%
Translation Differences of Foreign Entities	559	(201)	-136%
<b>End of Period Cash</b>	<b>4,233</b>	<b>4,844</b>	<b>14%</b>

## About Oriental Weavers:

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.

## Forward-Looking Statement:

Certain information contained in this document consists of forward-looking statements reflecting the current view of the Company with respect to future events, and is therefore subject to certain risks, uncertainties, and assumptions. Many factors could cause the actual results, performance, or achievements of the Company to be materially different from any future results, performance, or achievements that may be expressed or implied by such forward-looking statements, including worldwide economic trends, the economic and political climate of Egypt and the Middle East, and changes in business strategy as well as various other factors. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described in such forward-looking statements. Recipients of this document are cautioned not to place any reliance on these forward-looking statements. The Company undertakes no obligation to republish revised forward-looking statements to reflect changed events or circumstances.

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## Shareholders' Structure - YoY

As of 31-12-2025

