

## RAYA HOLDING REPORTS Q1 2021 FINANCIAL RESULTS

A TRUE TURNAROUND QUARTERLY PERFORMANCE, WHERE THE GROUP TURNS INTO PROFITABILITY RECORDING, DRIVEN BY IMPECCABLE PERFORMANCE FROM THE GROUP'S LINES OF BUSINESS

### REVENUES

**EGP 4,031 MN**

70.7% y-o-y

### GROSS PROFIT

**EGP 678.2 MN**

57.1% y-o-y

### EBITDA

**EGP 303.5 MN**

▲ 30.5 % y-o-y

### NET INCOME

**EGP 35.8 MN**

Raya Holding for Financial Investments (RAYA.CA on EGX), a leading Egyptian investment conglomerate with a diversified business portfolio, announced its consolidated results for the three months ending March 31, 2021. The group reported a quarterly consolidated revenue of EGP 4,031 million, up 70.7% y-o-y. Such remarkable revenue growth was mainly driven by top line growth across the Information Technology (IT), the Non-Bank Financial Services (NBFS) and the Industrial and retail business units. Gross profit for the quarter recorded EGP 678.2 million, rising by 57.1% y-o-y, with a gross profit margin of 16.8%.

### Summary Consolidated Income Statement:

EGP (Million)	Q1 2021	Q1 2020	% Change - YoY
<b>Revenue</b>	<b>4,031</b>	<b>2,362</b>	<b>70.7%</b>
<b>Gross Profit</b>	<b>678.2</b>	<b>431.7</b>	<b>57.1%</b>
<i>Gross Profit Margin</i>	<i>16.8%</i>	<i>18.3%</i>	<i>(1.5 pts)</i>
<b>EBITDA</b>	<b>303.5</b>	<b>232.6</b>	<b>30.5%</b>
<i>EBITDA Margin</i>	<i>7.5%</i>	<i>9.8%</i>	<i>(2.3 pts)</i>
<b>Net Income (Loss)</b>	<b>35.8</b>	<b>(68.8)</b>	<b>1.5x</b>
<i>Net Profit (Loss) Margin</i>	<i>0.9%</i>	<i>(2.9%)</i>	<i>3.8 pts</i>
<b>Net Income (Loss) After Minority</b>	<b>27.8</b>	<b>(73.3)</b>	<b>1.4x</b>

## CEO's Message

With the first quarter of 2021 ending, we are pleased to present an overview of our thriving performance throughout this challenging global climate. We proudly announce that the first quarter of 2021, in which the company has utilized its utmost capacity and managerial capabilities, is the highest Q1 to record a positive net income figure since inception. This quarter was a highly successful one for Raya Holding in which we extended the limits of our revenue generation capabilities further, and were able to utilize the ongoing pandemic's effect to our advantage. Throughout this quarter, we witnessed tremendous growth that has continuously enabled us to implement a concrete strategy that focuses on our core business sectors, in which we planted our footprint and excelled in. At Raya, we pride ourselves to have been one of the few companies that continued to invest and deliver consistent profitability despite a very challenging macro environment throughout the past years.

Raya IT delivered an exceptional performance across all KPI's and further cemented its position as a regional leader in systems integration and data center services. We recently signed Share Purchase Agreements (SPA) for both our industrial and logistics subsidiaries, Bariq and Ostool, for the purpose of our newly adopted strategy of divesting non-core sectors and directing all our focus towards our core lines of business.

One of the key segments that we are employing considerable efforts in is the non-banking financial services sector; we have recently welcomed The National Bank of Egypt (NBE) onboard as minority shareholders in Aman Group with a 24% ownership stake. Such a milestone will further contribute to expanding Aman's market presence in the NBFS industry; with NBE on board, we are planning a potential listing for Aman group in the upcoming two years.

Raya Integration recorded phenomenal results in Q1 of 2021 backed by its expansion in the banking sector, achieving a circa 80% nationwide market share in the ATM business. Regarding the trade line of business, Raya Trade constituted for the lion's share in the Holding company's revenue mix and was able to finish Q1 2021 with topnotch results, allowing the company's footprint to rapidly grow across its operational activities in Nigeria.

By achieving a profitable first quarter, we have displayed our resilience and capabilities in optimizing and exploiting our wide skill set and market awareness, allowing us to pay more dividends over the coming years. Finally, I would like to thank our shareholders, management and employees, who have exerted their utmost efforts throughout the past period to mark Raya as a market leader no matter where we are.

**Ahmed Khalil**  
CEO

## Consolidated Financial Position

**Revenues:** During Q1 2021, the group recorded EGP 4,031 million, up 70.7% y-o-y driven by growth across the Trade, IT, NBFS, Retail and FMCG strategic business units which counter-balanced the contraction in revenues from the Contact Center business unit which was negatively impacted by the COVID pandemic.

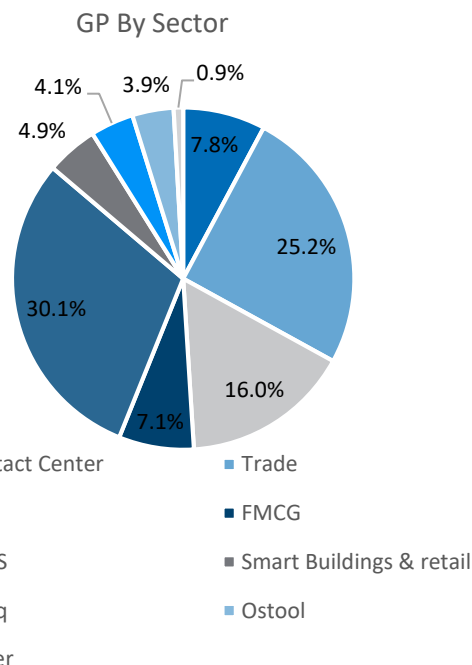
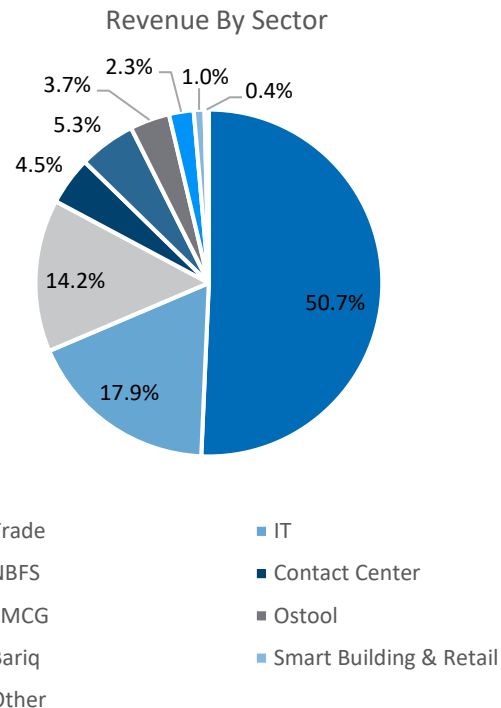
**Costs of goods sold (COGS):** Cost of sales increased by 73.7% y-o-y to record EGP 3,353 million during Q1 2021, up from EGP 1,930 million during Q1 2020.

**Gross profit:** Gross Profit recorded EGP 678.2 million in Q1 2021, 57% higher y-o-y and yielding a margin of 16.8%. The Gross Profit margin witnessed a 1.5 percentage-point y-o-y contraction driven by low growth in the margins across Contact Center, Ostool and Bariq.

**Selling, general and administrative (SG&A):** SG&A for the period stood at EGP 467 million with a 27.2% y-o-y increase. As a percentage of revenues, SG&A margin came in at 11.6%, down from 15.4% for the same period last year.

**EBITDA:** EBITDA for Q1 2021 recorded EGP 303.5 million, up 30.5 % y-o-y at the back of higher than expected performance from the FMCG business unit. EBITDA margin recorded a 2.3 percentage-point y-o-y contraction to record 7.5%.

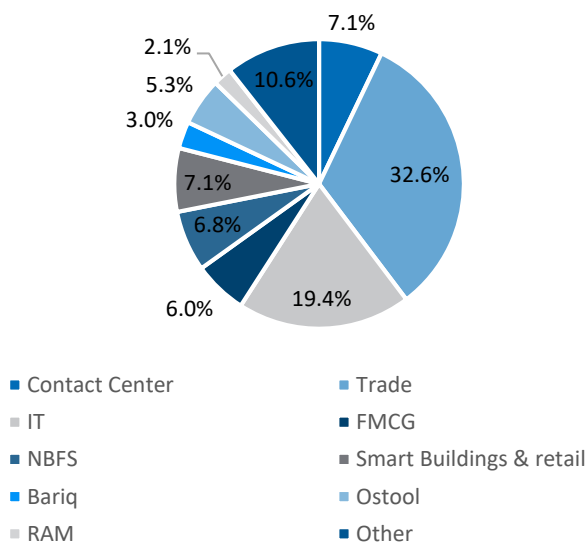
**Net Loss Before Minority:** A net loss before minority of EGP 35.8 million for Q1 2021 was recorded compared to a loss of EGP 68.8 million recorded a year prior.



**Cash Position:** As at the period ending December 31<sup>st</sup> 2020, the group maintains a **cash balance** of nearly EGP 1,116 million equivalent to c. 8.4% of total assets.

The group's **Net Cash flows into Operations** posted EGP 254.8 million compared to net cash flows into operations of EGP 466.9 million recorded during Q1 2020.

Total Assets per Sector



## Strategic Business Units – Operational Overview:

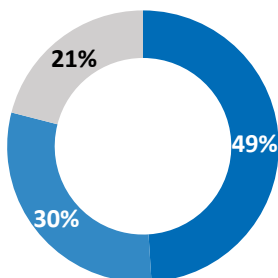
### Raya Contact Center



**Raya Contact Center's (RCC)** recorded revenues of EGP 182.8 mn during the first quarter of 2021, contracting by 5.7% y-o-y and prompted by a general slowdown in the industry due to the pandemic, and by the downsizing of one of the company's major gulf-based clients due to newly introduced telecom security laws in the UAE, as well as FX losses that was present and communicated towards the end of 2020. The company posted a gross profit of EGP 64.5 mn with a gross profit margin of 35.3%, up 5% y-o-y. The improvement in GP margins is due to management's ability to leverage on its expertise and their efforts to optimize operations. The Outsourcing segment contributed to the majority of the revenue mix, accounting for 49% of revenues, followed by HR Outsourcing, which accounted for 30% of the revenue mix, while the Hosting services represented 21% of total revenue. Most of the company's topline continues to originate from offshore facilities (USD), with these facilities generating EGP 95.1 mn in revenues, representing 52% of total revenue, while locally generated revenue accounted for the balance.

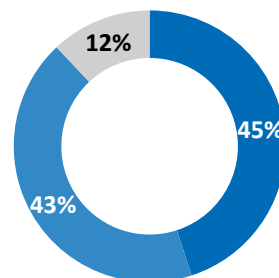
(SG&A) expenses recorded EGP 27.8 mn in Q1 2021, yielding a 15.2% margin. RCC's workstation capacity came in at 8,300 with utilization rates recording 58%, highlighting a 6% y-o-y contraction, rationalizing the 4.8% margin in CAPEX/Revenue for the time-period. EBITDA came in at EGP 32 mn with a 17.5% EBITDA margin, reflecting an astounding increase y-o-y, a 9.5% increase from the 8% margin that was posted in 2020's first quarter. COGS recorded EGP 118.3 in Q1 2021, with salaries and wages dominating the majority of costs, constituting for 78% of total COGS. Net profit came in at EGP 2 mn with a net profit margin of 1.1%, down from EGP 10.3 mn a year earlier, reflecting a 80% decline y-o-y.

Revenue by Service  
(Q1 - 2021)



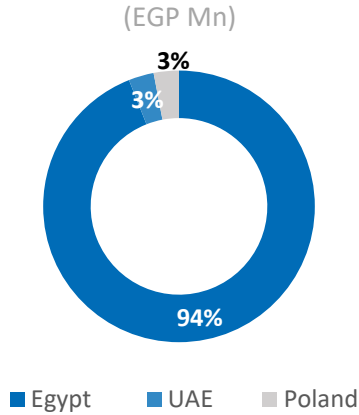
■ Outsourcing ■ Insourcing ■ Hosting

Revenue by Service  
(Q1 - 2021)

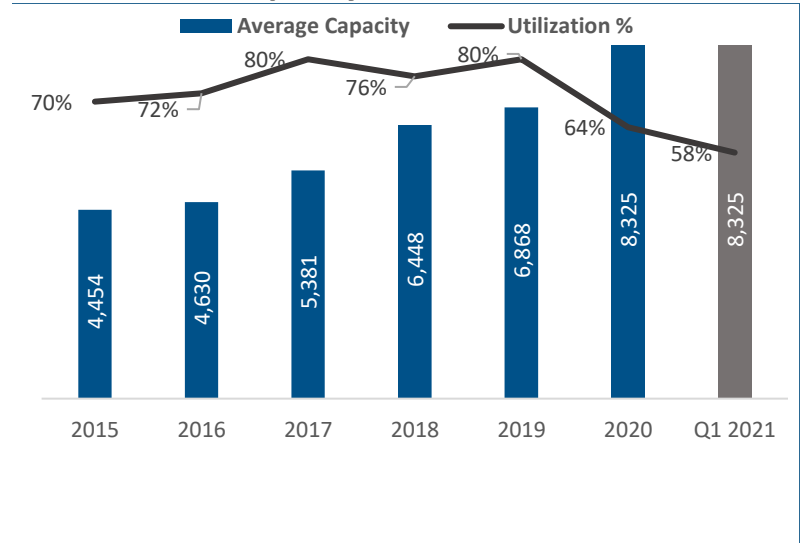


■ Professional Services ■ Contact Center ■ Back Office Services

### Revenue by Location



### Capacity vs. Utilization



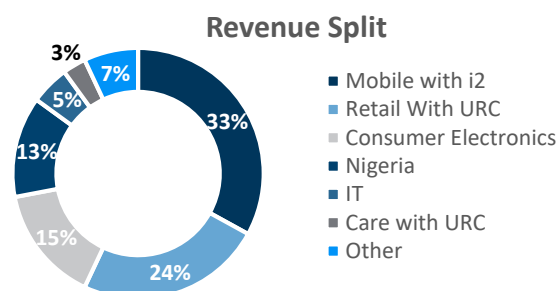
EGP Million	Q1 2021	Q1 2020	% Change - YoY
<b>Revenue</b>	<b>182.9</b>	<b>193.9</b>	<b>(5.7%)</b>
<b>Gross Profit</b>	<b>64.5</b>	<b>59.1</b>	<b>9.1%</b>
<i>Gross Profit Margin</i>	<i>35.3%</i>	<i>30.5%</i>	<i>15.7 pts</i>
<b>EBITDA</b>	<b>32.1</b>	<b>15.7</b>	<b>1.1x</b>
<i>EBITDA Margin</i>	<i>17.5</i>	<i>8.1</i>	<i>104 pts</i>
<b>Net Profit</b>	<b>2.0</b>	<b>10.3</b>	<b>(68.2%)</b>
<i>Net Profit Margin</i>	<i>1.1%</i>	<i>5.3%</i>	<i>(4.2 pts)</i>

## Raya Trade and Distribution



**Raya Trade and Distribution** business unit recorded total revenues of EGP 1,858.4 million for the period ending March 31, 2021, a 12% increase y-o-y. Gross profit for Q1 2021 came in at EGP 160.8 million, a y-o-y expansion of 16% with a gross profit margin of 8.7%. EBITDA recorded EGP 69.8 million, expanding by an impressive 75% y-o-y and yielding a 4% EBITDA margin. Net profit posted EGP 18.7 million, increasing by a staggering 1.2x and yielding a 1% net profit margin. Raya Trade's performance was achieved at the back of an increase in sales and coverage in Nigeria, with demand for feature phones (Kgtel) representing the lion's share in the company's product offering in the West region. In terms of Raya Electronics' performance, more Samsung flagship and retail stores have been implemented and are fully operational, boosting the company's market share, product and client base. Raya Electronics is also taking new initiative through the increase in Oppo, Xiaomi and Vivo sales to experience full margins, with several business-to-business deals currently being placed into motion.

The company's newly acquired consumer electronic and retail businesses, i2 and URC, have been fully integrated into RIT's operations and are being utilized to their utmost capacity whilst displaying dominating revenue margins. The acquisition acts as a key differentiator for RIT, allowing it to maintain the leading position in the Egyptian consumer electronics and telecom market. The acquisition of i2 expanded the company's product portfolio, making RIT the exclusive distributor of all Samsung products in the Egyptian market, along with the acquisition of URC that will further strengthen RIT's retail presence and after-sale reach. The anticipated success for the two newly added subsidiaries is backed by the powerful synergies shared between them and the trade line business. The board of directors has also taken the decision of increasing the company's capital from EGP 40 million to EGP 100 million in order to expand the retail arm's capacity and installment sales.



EGP Million	Q1 2021	Q1 2020	% Change - YoY
<b>Revenue</b>	<b>1,858.2</b>	<b>1,661.9</b>	<b>11.8%</b>
<b>Gross Profit</b>	<b>160.8</b>	<b>139.0</b>	<b>15.8%</b>
<i>Gross Profit Margin</i>	<i>8.7%</i>	<i>8.4%</i>	<i>3.0 pts</i>
<b>EBITDA</b>	<b>69.8</b>	<b>40.0</b>	<b>74.5%</b>
<i>EBITDA Margin</i>	<i>3.8%</i>	<i>2.4%</i>	<i>1.4 pts</i>
<b>Net Profit</b>	<b>18.7</b>	<b>(15.8)</b>	<b>2.18x</b>
<i>Net Profit Margin</i>	<i>1.0%</i>	<i>(0.95%)</i>	<i>0.05 pts</i>

## Raya Information Technology

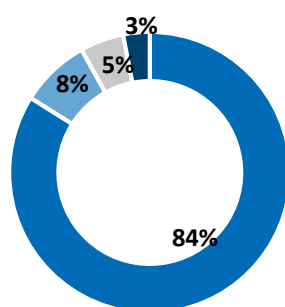


**Raya Information Technology (IT)** recorded Q1 2021 revenues of EGP 695.8 mn, growing by 34.4% y-o-y. The gross profit for the period came in at EGP 90.6 mn, 34% higher compared to Q1 2020 and yielding a 13% gross profit margin. EBITDA for the first quarter of they year came in at EGP 55.1 mn yielding a margin of 8% with a y-o-y growth of nearly 57%. Net income posted EGP 38.1 mn, a staggering 2.3x increase and yielding a net profit margin of 5.5%.

In spite of the challenging market conditions and cost cuts among various clientele, RIT was able to increase revenues by almost 35% y-o-y. The growth in revenues was achieved through the company's completion of various projects at an accelerated operational cycle, foreshowing an efficient utilization of the company's facilities. Raya IT's management continues to successfully leverage its market presence in maintaining and growing a steady backlog of projects across the financial, commercial and telecommunication sectors. The company was also able to alleviate delays caused by the pandemic while enhancing their cash conversion cycle in terms of payment upon issuance.

### Revenue by Services

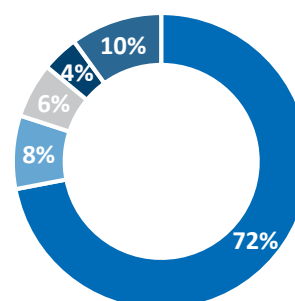
(Q1 2021)



- Intergration
- International Services
- Raya Network Services
- Raya Data Center

### GP contribution per Sector

(Q1 2021)



- Banking /Financials
- Telecommunications
- Commercial
- Government
- Other

EGP Million	Q1 2021	Q1 2020	% Change - YoY
<b>Revenue</b>	<b>695.8</b>	<b>517.9</b>	<b>34.4%</b>
<b>Gross Profit</b>	<b>90.6</b>	<b>67.8</b>	<b>33.6%</b>
<i>Gross Profit Margin</i>	<i>13%</i>	<i>13%</i>	<i>0 pts</i>
<b>EBITDA</b>	<b>55.1</b>	<b>35.2</b>	<b>56.5%</b>
<i>EBITDA Margin</i>	<i>8%</i>	<i>7%</i>	<i>1 pts</i>
<b>Net Profit</b>	<b>38.1</b>	<b>11.6</b>	<b>2.3 x</b>
<i>Net Profit Margin</i>	<i>5%</i>	<i>2%</i>	<i>3 pts</i>



**Raya FMCG**

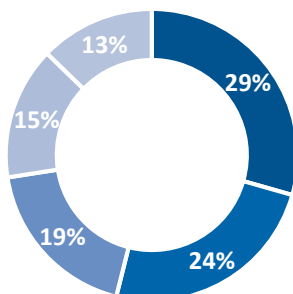

The FMCG business unit witnessed an upsurge in revenue figures across its two operations: **Raya Foods** and **Raya Food Trade** with a combined revenue of EGP 217 million, 39.7% y-o-y growth. Gross profit recorded EGP 45.1 million in Q1 2021, a 79% increase y-o-y, whereas gross profit margin came in at 20.8%. Raya FMCG's Q1 2021 EBITDA came in at EGP 17.6 million, a staggering 44x increase y-o-y.

**Raya Foods** posted nearly EGP 88 mn in revenues during Q1 2021, a significant 69.3% y-o-y growth, despite the significant appreciation of the EGP and its consequence on the FX rate. Gross profit recorded EGP 29.5 mn, a staggering 1.6x increase y-o-y over the EGP 11.3 mn recorded during Q1 2020, with a gross margin of 33.5% compared to 21.7% a year prior. EBITDA profitability surged dramatically by 8.6x y-o-y during the first quarter wherein EBITDA came in at EGP 14.5 mn with an EBITDA margin of 16.5%. The company successfully achieved profitability with an EGP 166k net profit for Q1 2021 with a net profit margin of 0.2%. The company diversified its trade market by decreasing concentration in Europe to reach 30%, and increasing concentration in China to reach 19%; the remainder of the export mix is divided between The USA, which accounts for 25%, Russia, which accounts for 14% and The Gulf, which accounts for 13%.

**Raya Food Trade** achieved revenues of EGP 129 million in Q1 of 2021 with 25% growth y-o-y while the company's gross profit increased by 12% to record EGP 15.6 million with a gross profit margin of 12.1%. The company's EBITDA came in at EGP 3.1 million, a staggering 1.3x increase y-o-y. The company's performance amplified in 2021's first quarter with higher than expected margins and positive EAT during the month of March; these improvements are mainly entitled to Lazah's 25% month-over-month growth, the assessment of new business ventures, such as Froneri, and focusing on the company's online arm and technology-based solutions through the increase in online base stores.

### Export Markets

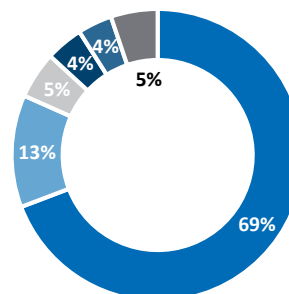
(Q1 2021)



■ Europe ■ USA ■ China ■ Russia ■ Gulf

### Product mix

(Q1 2021)



■ Strawberry ■ Green Beans ■ Broccoli  
■ Okra ■ Molokhia ■ Others

EGP Million	Q1 2021	Q1 2020	% Change - YoY
<b>Revenue</b>	<b>217.0</b>	<b>155.3</b>	<b>39.7%</b>
<i>Raya Food Trading</i>	<b>129.0</b>	<b>103.3</b>	<b>24.9%</b>
<i>Raya Foods</i>	<b>88.0</b>	<b>52.0</b>	<b>69.2%</b>
<b>Gross Profit</b>	<b>45.1</b>	<b>25.2</b>	<b>79.0%</b>
<i>Gross Profit Margin</i>	<b>20.8%</b>	<b>16.2%</b>	<b>4.6 pts</b>
<b>EBITDA</b>	<b>17.6</b>	<b>(0.4)</b>	<b>44x</b>
<i>EBITDA Margin</i>	<b>8.1%</b>	<b>(0.3%)</b>	<b>8.4 pts</b>

## Non-Banking Financial Services

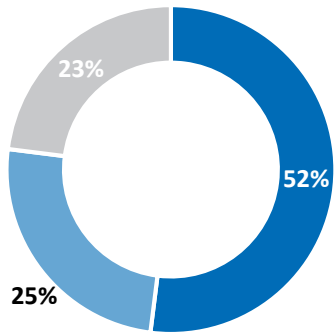


The Non-Banking Financial Services (NBFS) business unit continues to expand across all three-portfolio companies: **AMAN Financial Services**, **AMAN for Microfinance** and **AMAN For E – Payments**. On consolidated terms, the business line grew revenues by 89.4% y-o-y posting EGP 572 million. Gross profit grew by 1.3x during Q1 2021, recording EGP 196 million against EGP 86 million recorded the previous year. Gross profit margin grew by 5.8 percentage points y-o-y to reach 34.3%. EBITDA grew by a staggering 90% to post EGP 45 million. EBITDA margin came in at 7.9%, 0.1 percentage points higher than the previous year.

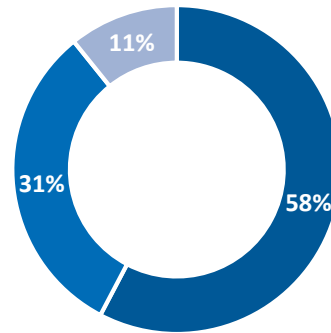
**AMAN Financial Services** continues to boast operations and expand its service offering within the consumer financing market. Revenues grew by 82% y-o-y from EGP 178 mn to EGP 324 mn, mostly comprising of retail and automotive sales. The company posted gross profits of EGP 50.6 mn, a 1.4x y-o-y growth, at an increased gross profit margin of 15.4%. The company is currently working towards streamlining its operations with its store count reduced from 222 stores to 220 stores. The company's loaned amount mix mainly constitutes of retail installments and automotive loans, representing 37% and 27% respectively; the remainder of loans are divided between merchants, online, Raya Automotive (RAM) and Aman Card. The total loaned amount during Q1 of 2021 amounted to EGP 286,250,660 as opposed to EGP 133,968,287 in Q1 of 2020, a 1.1x increase y-o-y.

**AMAN For E – Payments** recorded revenues in Q1 2021 of EGP 134.6 million, a 31% increase y-o-y. The company achieved a gross profit of EGP 48.7 million, a 53% y-o-y growth, yielding a gross profit margin of 36.1%. The company currently boasts a Point of Service (POS) network of nearly 126,000 POS's in which the company was able to process a throughput of EGP 5 billion. As at the end of Q1 2021, the company successfully retains 380 services. Aman E-Payment's market share augmentation in the digital payments industry has been rapidly increasing over the past year. The company's Point of Service network is now comparable to that of Fawry's as it currently features the second highest POS network in the Egyptian Digital Payments market, allowing the company to become one of Raya's newly established and much promising flagships that will embark upon an exponential success curve in the upcoming period.

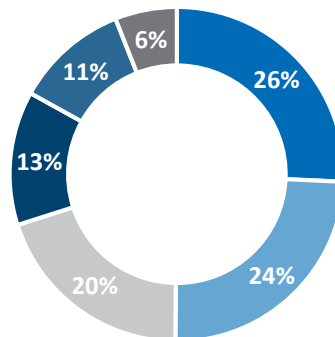
**AMAN for Microfinance** recorded revenues of EGP 112.0 mn in Q1 of 2021, an outstanding 1.0x the revenues recorded in the first quarter of 2020. The company went on to post operating profits of EGP 35.6 mn, a 20.5% increase from the original plan of the quarter. The quarter's EBITDA came in at EGP 32.2 mn with a margin of 29%, a staggering 1.2x increase from the previous year. Additionally, the company closed the year with a net profit of EGP 18.5 mn with a net profit margin of 17%, highlighting a remarkable performance for the company's first quarter of the year. The company currently maintains circa EGP 907 mn in the principle portfolio across more than 103 thousand active loans. In addition, the company's total loan disbursement currently amounts to EGP 1,518 mn over 113,144 loans. Aman Microfinance's focus on digital and marketing strategies empowered the company's presence in the market and was reflected by the company's skyrocketing performance and margins during the year's first quarter. The successful tools utilized by management included social media testimonial ads, engagement posts and branding strategies for the company's branches; all being effective in attaining the anticipated targets and margins.

**AMAN FS Revenue Mix**  
(Q1-2021)


■ Retail Sales ■ Automotive ■ Corporate

**Microfinance Regional Distribution**  
(Q1-2021)


■ Upper Egypt ■ Delta ■ Greater Cairo

**E-Payments Revenue Mix**  
(Q1-2021)


■ Top Up ■ Wallets ■ Voucher  
■ Bill payments ■ Electricity ■ Other

EGP Million	Q1 2021	Q1 2020	% Change - YoY
<b>Revenue</b>	<b>572</b>	<b>302</b>	<b>89.4%</b>
<b>AMAN E-Payments</b>	<b>135</b>	<b>71</b>	<b>90.1%</b>
<b>AMAN Financial Services</b>	<b>325</b>	<b>178</b>	<b>82.6%</b>
<b>AMAN Microfinance</b>	<b>112</b>	<b>53</b>	<b>1.1x</b>
<b>Gross Profit</b>	<b>196</b>	<b>86</b>	<b>1.3x</b>
<i>Gross Profit Margin</i>	<i>34.3%</i>	<i>28.5%</i>	<i>5.8 pts</i>
<b>EBITDA</b>	<b>45</b>	<b>23.7</b>	<b>89.9%</b>
<i>EBITDA Margin</i>	<i>7.9%</i>	<i>7.8%</i>	<i>0.1 pts</i>

## Smart Buildings & Retail



The Smart Buildings unit delivered staggering growth capacities in Q1 of 2021, while the retail unit faced stumbling blocks that were instigated by the coronavirus pandemic. The business unit's consolidated revenues grew by 19.4% y-o-y recording a total of EGP 108.8 mn. Gross profit for the period came in at EGP 31.4 mn with a 53% margin while EBITDA came in at EGP -373 mn.

**Raya Restaurants** recorded revenues of EGP 21 mn during Q1 2021, a 21% increase y-o-y from EGP 17.3 mn. The company also posted a gross profit of EGP 11.5 mn, representing a gross profit margin of 55% and increasing by 23% y-o-y from EGP 9.4 mn. EBITDA came in at EGP -393 mn with a shrinkage of 2.2x y-o-y and an EBITDA margin of -2%, the depreciation across all margins is mainly exacerbated by the pandemic's continuing ripple effect. The company recorded a net loss of EGP 2.2 mn during the first quarter of 2021, accompanied by a net loss margin of -11%. Losses were minimized through the launch of an Ovio special boards menu and through different activations and cross-promotions for Ovio, Jones the Grocer and The Lebanese Bakery. Nevertheless, losses remain present due to health regulations being implemented; which in turn, have affected the entire food & beverage sector in Egypt. Backed by the anticipated success for this business, the board of directors' latest decisions included a capital increase for Raya Restaurants to suffice the intended profit margins.

**Raya Smart Buildings** recorded Q1 revenues of EGP 38.2 mn, rising by 18% y-o-y. The company's gross profit logged EGP 19.9 mn, increasing by almost 31% and yielding a 52.1% gross profit margin, an astounding upsurge given the circumstances presented by the pandemic. The company logged an EBITDA of EGP 19.6 mn, 19% higher than that of Q1 2020, with a 51.3% EBITDA margin. Office leases and retail space at Galleria 40 and Raya View building in Smart Village powered the prominent growth in revenues. Galleria 40 recorded an overall occupancy rate of 95%, a 5% increase y-o-y, given that office-space occupancy has increased from 97% to 99% and retail space occupancy has increased from 93% to 97%. In addition to Raya View building in Smart village which presently stands at a 93% occupancy rate, a staggering 26% increase y-o-y.

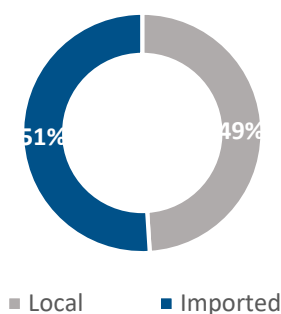
EGP Million	Q1 2021	Q1 2020	% Change - YoY
<b>Revenue</b>	<b>59.2</b>	<b>49.6</b>	<b>19.4%</b>
<i>Raya Restaurants</i>	<b>21.0</b>	<b>17.3</b>	<b>21.4%</b>
<i>Raya Smart Buildings</i>	<b>38.2</b>	<b>32.3</b>	<b>18.3%</b>
<b>Gross Profit</b>	<b>31.4</b>	<b>24.6</b>	<b>27.6%</b>
<i>Gross Profit Margin</i>	<b>53.0%</b>	<b>50.0%</b>	<b>3 pts</b>
<b>EBITDA</b>	<b>(373.4)</b>	<b>19.0</b>	<b>(20.7x)</b>

### BariQ (Manufacturing & In/dustrials)

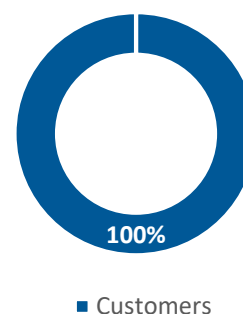


**BariQ** experienced higher margins due an increase in daily production rates, renewal of quality assurance and management certificates and newly introduced initiatives. Annual revenues recorded EGP 92.2 mn, increasing by 40% y-o-y. Gross profit increased by 22% y-o-y posting EGP 26 mn at a margin of 28%, only four percentage points down from the gross profit margin recorder in Q1 2020. EBITDA for the first quarter increased by 30% y-o-y posting EGP 18.1 mn against EGP 13.9 mn recorded in Q1 2020. The company's EBITDA margin decreased by a mere one-percentage point from Q1 2020 to record 20%. Bariq's closed Q1 of 2021 with a bottom line of EGP 8.1 mn, a staggering 60% increase from 2020 Q1; with a profit margin of 9%, a 1% decrease y-o-y.

**PET Source Distribution**  
(Q1-2021)



**Sales Channels**  
(Q1-2021)



EGP Million	Q1 2021	Q1 2020	% Change - YoY
<b>Revenue</b>	<b>92.2</b>	<b>65.7</b>	<b>40.3%</b>
<b>Gross Profit</b>	<b>26.0</b>	<b>21.3</b>	<b>22.1%</b>
<i>Gross Profit Margin</i>	<i>28%</i>	<i>32%</i>	<i>(4 pts)</i>
<b>EBITDA</b>	<b>18.1</b>	<b>13.9</b>	<b>30.2%</b>
<i>EBITDA Margin</i>	<i>20%</i>	<i>21%</i>	<i>(1 pts)</i>
<b>Net Profit</b>	<b>8.1</b>	<b>5.0</b>	<b>62%</b>
<i>Net Profit Margin</i>	<i>9%</i>	<i>8%</i>	<i>1 pts</i>

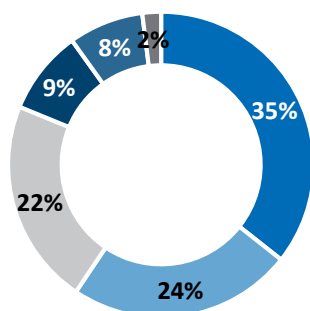
## Ostool (Logistical Services)



**Ostool** recorded revenues of EGP 150 mn during Q1 2021, a 33% increase y-o-y. The company delivered gross profit of EGP 25.5 mn, 1.1x higher y-o-y, yielding a gross profit margin of 17%. The company recorded an EBITDA of EGP 26.8 mn against EGP 13.5 mn in 2020 at an EBITDA margin of 17.9%. The company closed Q1 2021 with a net profit of EGP 6 mn, a staggering 36.4x increase y-o-y with a net profit margin of 4%.

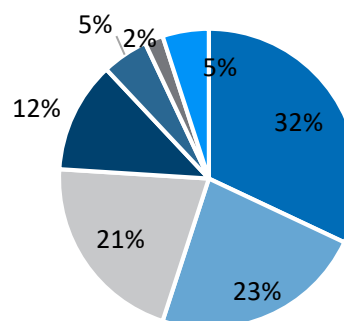
The company's performance during 2021's first quarter was exceptional; gross profit, EBITDA and net profit margins increased exponentially over the period and portrayed an outstanding operational performance from the company. Ostool is now an approved vendor in the Petroleum sector and gained two new customers from the aforementioned industry in Q1 2021, TAQA Fuel and TAQA Gas. Management is aiming to further disperse the industries included in the revenue mix, with material & coal decreasing to 35%, petrochemicals reaching 24% and cement being 22%. The company's major client continues to be from the cement industry, demonstrating Ostool's strong foothold in the sector.

Revenue Source by Industry



- Material & Coal
- Petrochemicals
- Cement
- Export Vessels
- Grains
- Glass

Cost Split



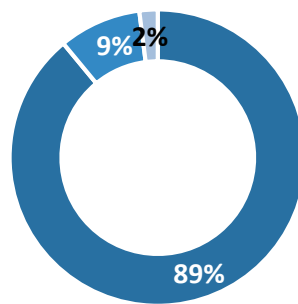
- Fuel
- Scales
- Other Direct Costs
- Maintenance
- Loading & Unloading
- Manpower
- Insurance Cost

EGP Million	Q1 2021	Q1 2020	% Change - YoY
<b>Revenue</b>	<b>150</b>	<b>113.1</b>	<b>32.6%</b>
<b>Gross Profit</b>	<b>25.5</b>	<b>11.9</b>	<b>1.1x</b>
<i>Gross Profit Margin</i>	<i>17%</i>	<i>10.5%</i>	<i>6.5 pts</i>
<b>EBITDA</b>	<b>26.8</b>	<b>13.5</b>	<b>98.5%</b>
<i>EBITDA Margin</i>	<i>17.9%</i>	<i>11.9%</i>	<i>6 pts</i>
<b>Net Profit</b>	<b>6.0</b>	<b>0.161</b>	<b>36.4x</b>
<i>Net Profit Margin</i>	<i>4%</i>	<i>0.14%</i>	<i>3.86 pts</i>

## Raya Advanced Manufacturing

**Raya Advanced Manufacturing** is a subsidiary of Raya Holding responsible for assembling and selling international modern vehicles brands; RAM manufactures and assembles light transport vehicles including motorcycles, scooters, three-wheel vehicles, four-wheel vehicles and electric vehicles. RAM recorded revenues of EGP 77.4 mn during the first quarter of 2021, a 4.3x increase y-o-y. Gross profits increased exponentially to record EGP 6.5 mn, an astounding 9.4x increase y-o-y. The company posted EBITDA of EGP 522k during Q1 2021 as opposed to EGP -6.4 mn in Q1 2020, posting a growth of 8%.

### Revenue Mix



- Commercial Vehicles
- Electric Vehicles
- Spare-Parts & Tires

EGP Million	Q1 2021	Q1 2020	% Change - YoY
<b>Revenue</b>	<b>77,418</b>	<b>14,585</b>	<b>4.3x</b>
<b>Gross Profit</b>	<b>6,517</b>	<b>(694)</b>	<b>9.4x</b>
<i>Gross Profit Margin</i>	<i>8%</i>	<i>-4.8%</i>	<i>12.76 pts</i>
<b>EBITDA</b>	<b>522</b>	<b>(6,389)</b>	<b>8%</b>
<i>EBITDA Margin</i>	<i>1%</i>	<i>-44%</i>	<i>45 pts</i>



## About Raya Holding

Raya Holding is an auspicious investment conglomerate Headquartered in Cairo, Egypt, managing a diversified investment portfolio. As the parent company of eleven up-and coming lines of business, Raya Holding operates in the fields of information technology, data center outsourcing, contact center, smart buildings, consumer electronics, food and beverage, land transport, PET re-manufacturing, E-payments and Non-banking financial services. Raya Holding shares have been listed in the Egyptian Exchange (EGX) since 2005, while the company empowers more than 11,000 proficient employees, accommodating a wide international customer base from offices based in Egypt, Saudi Arabia, UAE, Qatar, Poland, Tanzania and Nigeria.

For further information,  
Please contact:

### Raya Holding for Financial Investments

Hossam Hussein  
Ahmed Nour Eldin Hassan  
Youssef El Gohary

### Investor Relations, Investments and Corporate Finance Department

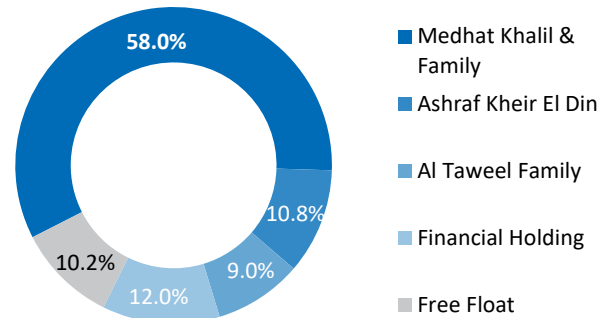
T: +2 (0)2 3827 6000  
[investor\\_relations@rayacorp.com](mailto:investor_relations@rayacorp.com)

#### RAYA.CA on the EGX

<b>Number of Shares</b>	214,399,519
<b>Share Price (25 Mar. '21)</b>	EGP 2.17
<b>Market Cap (25 Mar. '21)</b>	EGP 4,652,469,652

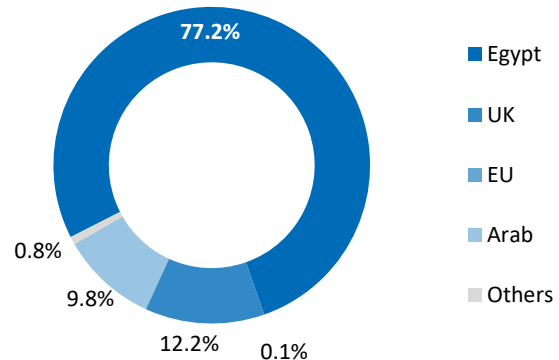
### Shareholding Structure

(as at 31 Dec, 2020)



### Shareholders by Geography

(as at 31 Dec, 2020)



## Forward-Looking Statements

This communication 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”, “anticipates”, “assumes”, “believes”, “could”, “estimates”, “expects”, “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 our business and management, our future growth or profitability and general economic and regulatory conditions and other matters affecting us.

Forward-looking statements reflect our management’s (“Management”) current views of future events, are based on Management’s assumptions and involve known and unknown risks, uncertainties and other factors that may cause our 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 our actual financial condition and results of operations to differ materially from, or fail to meet expectations expressed or implied by, such forward-looking statements. Our business is subject to a number of risks and uncertainties that could also cause a forward-looking statement, estimate or prediction to become inaccurate. These risks include fluctuations in the prices of raw materials or employee costs required by our operations, its ability to retain the services of certain key employees, its ability to compete successfully, changes in political, social, legal or economic conditions in Egypt, worldwide economic trends, the impact of war and terrorist activity, inflation, interest rate and exchange rate fluctuations and Management’s ability to timely and accurately identify future risks to our business and manage the risks mentioned above.

## Consolidated Income Statement

EGP	Q1 2021	Q1 2020	Change
<b>Sales</b>	<b>4,031,039,093</b>	<b>2,361,904,642</b>	<b>70.7%</b>
COGS	3,352,794,248	(1,930,215,043)	2.7x
<b>Gross Profit</b>	<b>678,244,845</b>	<b>431,689,599</b>	<b>57.1%</b>
General & Administrative Exp.	(348,243,320)	(257,193,688)	(35.4%)
Selling & Marketing Exp.	(118,833,410)	(106,429,379)	(11.7%)
Board Remuneration	(130,000)	(170,000)	23.5%
Provisions	(2,955,119)	1,081,519	(3.7x)
Provisions (No Longer Required)	-	134,350	
Impairments	(24,062,479)	(23,012,616)	(4.6%)
Impairments Reversal	2,553,369	2,752,089	(7.2%)
<b>Operating Profit</b>	<b>186,573,886</b>	<b>46,688,835</b>	<b>3.0x</b>
Interest Income (Expense)	(117,541,065)	(115,161,962)	(2.1%)
FX Gain (Loss)	(1,311,015)	6,687,487	(1.2x)
Company's share in profits of associates	3,265,780	253,783	11.9x
Other Gains (losses)	(586,052)	590,612	(2.0x)
Gain (losses) on Sale of Fixed Assets	(25,562)	(52,745)	(51.5%)
Dividends from investments at fair value			
Takaful contribution	(7,930,722)	(5,813,520)	(36.4%)
<b>EBT</b>	<b>62,445,250</b>	<b>(66,807,472)</b>	<b>1.9x</b>
<b>Tax</b>	<b>(26,638,954)</b>	<b>(1,999,776)</b>	<b>(12.3x)</b>
<b>Net Income</b>	<b>35,806,296</b>	<b>(68,807,248)</b>	<b>1.5x</b>
<u>Distributed as follows:</u>			
Shareholders of the Parent Co.	27,782,023	(73,259,360)	1.4x
Minority Interest	8,024,273	4,452,112	80.2%

## Consolidated Balance Sheet

	31-Mar-21	30-Dec-20	30-Sep-20	30-Jun-20
<b>Assets</b>				
<b>Long Term Assets</b>				
Fixed Assets	1,174,401,064	1,066,235,535	1,055,046,715	1,107,577,458
Investment property	667,516,986	674,073,784	674,509,542	678,237,281
Projects under construction	357,004,814	452,530,512	284,339,510	280,912,445
Intangible Assets	20,059,433	22,227,789	23,714,053	25,764,269
Goodwill	204,669,515	82,078,561	82,078,561	82,078,561
Borrowed Assets	473,639,981	-	-	-
Investments in associates	58,158,263	54,892,480	54,892,481	53,376,554
Available for sale investments	19,463,734	20,301,151	20,867,761	20,088,673
Deferred Tax Asset	94,477,420	96,034,192	94,063,395	97,713,904
<b>Total Long term Assets</b>	<b>3,069,391,210</b>	<b>2,504,722,421</b>	<b>2,289,512,018</b>	<b>2,345,749,145</b>
<b>Current Assets</b>				
Inventory	1,869,776,496	1,303,694,725	1,406,765,882	1,291,386,190
Work in progress	123,042,859	97,045,352	25,561,558	32,050,552
Accounts & notes receivable	4,325,070,919	3,438,031,916	3,008,876,959	2,634,726,840
Prepayments & Other Debit Balances	2,642,932,030	1,633,180,449	1,769,674,534	1,464,436,282
Share based compensations	10,379,897	13,671,842	13,671,842	13,671,842
Cash on hand and at banks	1,116,312,395	1,058,193,761	976,651,691	75,019,418
Debit balances (Tax Authority)	118,787,914	51,439,993	73,748,412	842,315,599
<b>Total Current Assets</b>	<b>10,206,302,510</b>	<b>7,595,258,038</b>	<b>7,274,950,878</b>	<b>6,353,606,723</b>
<b>Total Assets</b>	<b>13,275,693,720</b>	<b>10,063,632,042</b>	<b>9,564,462,896</b>	<b>8,699,355,868</b>
<b>Equity</b>				
Issued and Paid Capital	1,071,997,595	1,071,997,595	1,071,997,595	1,071,997,595
Legal Reserve	67,957,006	67,957,006	67,957,006	67,957,006
General Reserve	41,935,960	41,935,960	41,935,960	41,935,960
Treasury shares	(48,134,690)	(50,239,412)	(50,239,412)	(45,731,455)
Revaluation reserve of available for sale investments	665,143	1,314,141	1,753,263	1,149,470
Net Profit from Share Sale in Aman	387,171,382	-	-	-
Accumulated foreign currency translation	(13,142,684)	(10,266,196)	(6,932,721)	(6,694,846)
Retained Earnings	(458,894,542)	(327,218,758)	(327,218,758)	(327,218,758)
Profits for the year after deducting non-controlling	27,782,023	(61,677,719)	(66,378,683)	(104,976,790)
<b>Total Equity before deducting non-controlling</b>	<b>1,077,337,193</b>	<b>733,802,617</b>	<b>732,874,250</b>	<b>698,418,182</b>

Non-controlling interest	323,790,683	245,525,347	284,820,782	285,624,564
<b>Total Equity</b>	<b>1,401,127,876</b>	<b>979,327,964</b>	<b>1,017,695,032</b>	<b>984,042,746</b>
<b>Liabilities</b>				
<b>Long Term Liabilities</b>				
Long term notes payable	110,719,820	125,770,989	142,399,166	86,019,570
Long term loans	923,916,730	946,236,814	920,402,147	934,670,594
Other long term liabilities	65,708,275	60,037,713	52,120,560	59,682,589
<b>Total long term Liabilities</b>	<b>1,607,597,034</b>	<b>1,132,045,516</b>	<b>1,114,921,873</b>	<b>1,080,372,753</b>
<b>Current Liabilities</b>				
Provisions	112,106,512	61,228,080	56,732,982	36,419,622
Accounts and notes payable	2,629,330,468	1,827,581,866	1,874,775,423	1,624,092,436
Current portion of long term debt	660,079,991	538,016,114	165,677,623	361,344,436
Credit facilities	4,692,582,196	3,768,846,261	3,772,776,007	3,327,513,974
Income tax payable	36,062,525	-	-	-
Accrued expenses & other credit balances	2,121,203,725	1,740,508,197	1,539,492,347	1,259,397,574
Dividends Payable	15,603,393	16,078,044	22,391,609	26,172,327
<b>Total Current Liabilities</b>	<b>10,266,968,810</b>	<b>7,952,258,562</b>	<b>7,431,845,991</b>	<b>6,634,940,369</b>
<b>Total Liabilities</b>	<b>11,874,565,844</b>	<b>9,084,304,078</b>	<b>8,546,767,864</b>	<b>7,715,513,122</b>
<b>Total Liabilities &amp; Equity</b>	<b>13,275,693,720</b>	<b>10,063,632,042</b>	<b>9,564,462,896</b>	<b>8,699,355,868</b>