

RAYA HOLDING REPORTS H1 2020 FINANCIAL RESULTS

REVENUE GROWTH CONTINUES ACROSS LINES OF BUSINESS WITH VARYING COVID-19 IMPACT ON PROFITABILITY

REVENUES

EGP 4,773 MN

▲ 17.6 % y-o-y

GROSS PROFIT

EGP 895 MN

▲ 14.5 % y-o-y

EBITDA

EGP 304 MN

▲ 7.4 % y-o-y

NET LOSS

EGP 96 MN

Raya Holding for Financial Investments (RAYA.CA on EGX), a leading Egyptian investment conglomerate with a diversified business portfolio, announced today its consolidated results for the six months ending June 30th, 2020. The group reported an annual consolidated revenue of EGP 4,773 mn, growing a remarkable 17.6% y-o-y. The revenue was mainly driven by top line growth across the Information Technology (IT), the Non-Bank Financial Services (NBFS), Foods and Smart Buildings business units. Gross profit for the quarter posted EGP 895 mn, rising by 14.5% y-o-y, with a gross profit margin of 18.7%. EBITDA for the quarter recorded EGP 304 mn, growing by 7.4% y-o-y with an EBITDA margin of 6.4%. The company closed H1 2020 with a net loss of EGP 96 mn.

Summary Consolidated Income Statement:

EGP (Million)	H1 2020	H1 2019	% Change - YoY
Revenue	4,773	4,058	17.6%
Gross Profit	895	782	14.5%
<i>Gross Profit Margin</i>	<i>18.7%</i>	<i>19.3%</i>	<i>(0.6) pts</i>
EBITDA	304	284	7.4%
<i>EBITDA Margin</i>	<i>6.4%</i>	<i>7.0%</i>	<i>(0.6) pts</i>
Net Income (Loss)	(96)	(51)	N/A
<i>Net Profit (Loss) Margin</i>	<i>(2.2%)</i>	<i>(2.0%)</i>	<i>(0.2) pts</i>
Net Income (Loss) After Minority	(105)	(82)	N/A

Chairman's Message

With the first half of 2020 coming to an end, we are proud to present you an overview of our business throughout this challenging global climate. H1 2020 witnessed a severe global slowdown, as various countries resorted to strict lock down measures in order to halt the spread of the Covid-19 pandemic. With such lock down measures came several restrictions on the movement of consumers and goods, which resulted accordingly in an unprecedented global economic slowdown.

To that end, we at Raya resorted to several financial and operational adjustments that would enable us to maintain our market position across the various industries we operate in. To our advantage, we were able to benefit from the relatively moderated restrictions here in Egypt, which gave some of our business units a buffer that will hopefully enable them to rebound throughout the remaining half of the year. Our resilience as a group was best demonstrated by our success in issuing a second securitized bond offering, worth EGP 560 mn, for our subsidiaries: Raya Electronics, Aman Financial Services, and Aman Microfinance. The highly granular bond offering consisted of four tranches with varying maturities from 6 to 36 months from the subscription date with a weighted average yield 10.78%. Going off the success of our first offering in 2019, we were particularly proud with an oversubscription of 300% into the bond offering by some of Egypt's leading banks and financial institutions and garnering a high investment grade rating by Moodys.

From a financial standpoint, we were successfully able to grow our revenues by almost 18% year on year with said growth coming from a combination of our mature business units and our newer ventures. While profitability across some of our subsidiaries such as Raya Trade, Raya Restaurants, and Bariq was significantly subdued at the back of the current market wide force majeure; we are proud to report that our subsidiaries: Aman E-Payments, Raya Foods and Raya Smart Buildings have successfully reached profitability and breakeven points in their relatively short operational history.

Going forward, we will continue our efforts to streamline our debt position and further enhance profitability across all of our subsidiaries. In addition, we continue to press forward with getting our households appliances business unit online and ready to commence operations by the end of this year. With regards to our Non-Bank Financial Services platform we look forward to maintaining the organic levels of growth and further entrenching Aman as a comprehensive financial solutions provider to Egyptian consumers. Lastly, we would like to take seize this opportunity to thank our various stakeholders and our employees for their unrelenting efforts and trust in Raya.

Medhat Khalil
Chairman and CEO

Consolidated Financial Indicators

Revenues: The group recorded EGP 4,773 mn, up 17.6% y-o-y driven by growth across the IT, NBFS, and Foods strategic business units which counter-balanced the contraction in revenues from the Contact Center and Bariq business units that were heavily impacted by COVID-19 related slowdown in demand for their services.

Costs of goods sold (COGS): Cost of sales increased by 18.4% y-o-y to record EGP 3,878 mn from EGP 3,277 mn during H1 2019 with COGS to Revenue at 81.3% compared to 80.7% during the same period a year prior. The biggest rise in costs came from higher inventory costs related to the Trade and distribution activities as well as procurement and installation costs for Raya IT, which recorded EGP 3,156 mn, up by 15.1% y-o-y.

Gross profit: Gross Profit posted EGP 895 million in H1 2020, 14.5% higher y-o-y and yielding a margin of 18.7%. The Gross Profit margin witnessed a y-o-y 0.6 percentage-point contraction driven by low to negative growth in the margins across Contact Center, Bariq and Ostool business units.

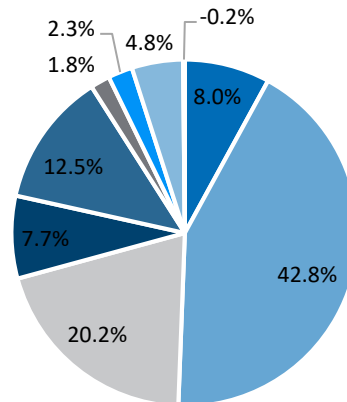
Selling, general and administrative (SG&A): SG&A for the period stood at nearly EGP 700 million with a 16.9% y-o-y increase. As a percentage of revenues, SG&A margin increased by 2.6 percentage points to 13.9% during H1 2020.

EBITDA: EBITDA for H1 2020 came in at EGP 304 mn, up 7.4% y-o-y at the back of improved performance across the IT, FMCG and NBFS businesses. Subsequently, EBITDA margin contracted by 0.6 percentage-point y-o-y to record 6.4%.

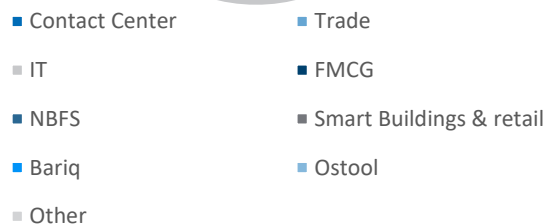
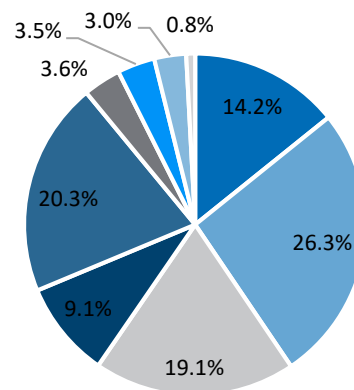
Net Loss Before Minority: H1 2020 net loss before minority recorded EGP 96 mn compared to a loss of EGP 51 million recorded a year prior.

Cash Position: As at the period ending June 30th 2020, the group maintains a **cash balance** of EGP

Revenue By Sector

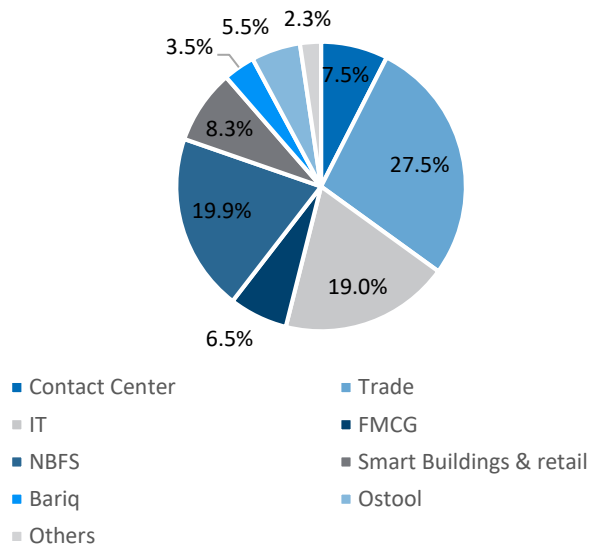


GP By Sector



842 million equivalent to c. 10.0% of total assets.
 The group's **Net Cash Outflows into Operations** posted EGP 281 million compared to outflows of EGP 75 million recorded during H1 2019.

Total Assets per Sector



Strategic Business Units – Operational Overview:

Raya Contact Center

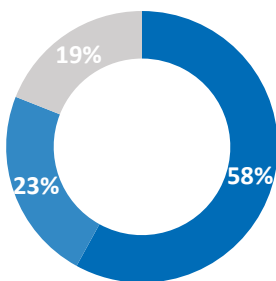


Raya Contact Center (RCC) H1 2020 revenue came in at EGP 386.2 mn, a 9.6% y-o-y contraction, at the back of a 15% drop in revenues from the Outsourcing Services as well as a 19% drop in revenues from Hosting Services, which combined account for 81% of the company’s revenue sources. Furthermore, the decline in RCC’s top line was mainly attributable to downsizing and account termination that were communicated in the end of 2019; in addition to the beginning of a transitional account cleaning process Change in COGS came in nearly flat at with COGS recording EGP 265.2 mn. Gross profit for the quarter recorded EGP 121.1 mn contracting by 26.5% y-o-y and yielding a gross profit margin of 31.3% compared to H1 2019 margin of 38.6%.

In terms of (SG&A), RCC posted 44.1 million during H1 2020, 10.4% higher y-o-y. Rent expenses for the period increased by 4.1% y-o-y to record EGP 57.7 mn as the company continues to maintain its current levels of available workstation utilization. H1 2020 EBITDA came in at EGP 38.4 mn, a 54.7% drop y-o-y and yielding an EBITDA margin of almost 10%. Net profit after tax came in at EGP 20.7 mn, down 67.9% y-o-y, with a net profit margin of 5.3%.

Revenue by Source

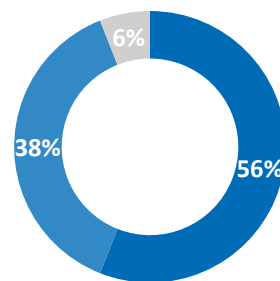
(H1 2020)



■ Outsourcing ■ Hosting ■ Insourcing

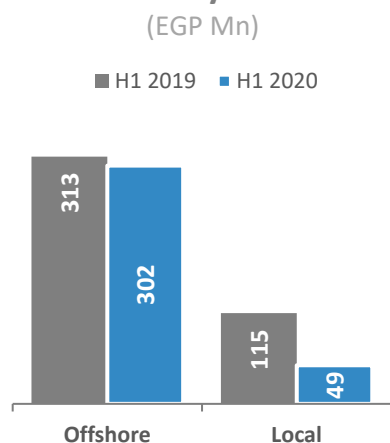
Revenue by Service

(H1 2020)

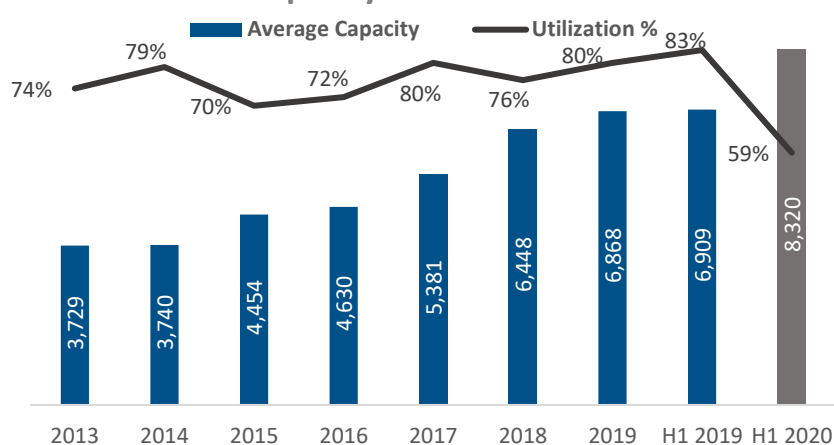


■ Contact Center
 ■ Professional Services
 ■ Back Office Services

Revenue by Location



Capacity vs. Utilization



EGP Million	H1 2020	H1 2019	% Change - YoY
Revenue	386.2	427.4	(9.6%)
Gross Profit	121.1	164.8	(26.5%)
<i>Gross Profit Margin</i>	<i>31.3%</i>	<i>38.6%</i>	<i>(7.3) pts</i>
EBITDA	38.5	85.0	(54.7%)
<i>EBITDA Margin</i>	<i>10.0%</i>	<i>19.9%</i>	<i>(9.9) pts</i>
Net Profit	20.7	64.3	(67.9%)
<i>Net Profit Margin</i>	<i>5.3%</i>	<i>15.0%</i>	<i>(9.7) pts</i>

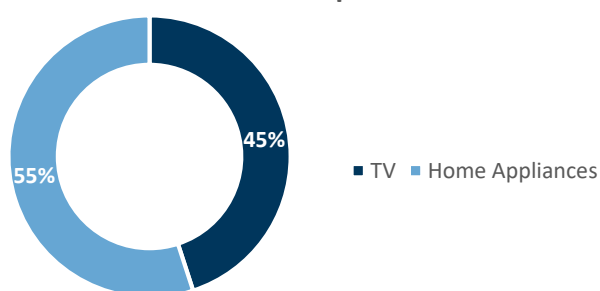
Raya Trade and Distribution



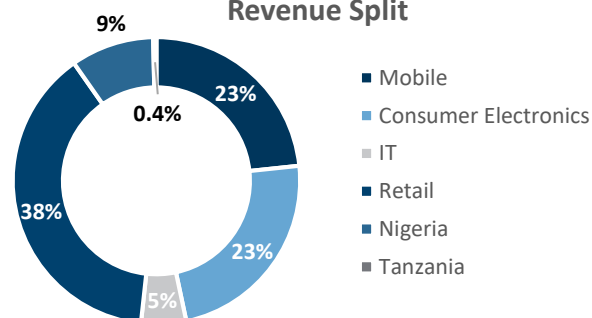
Raya Trade and Distribution posted a revenue of EGP 2,081 mn for the period ending June 30, 2020, growing by 8.1 % y-o-y. Gross profit for H1 2020 recorded EGP 235 mn, a y-o-y contraction of 7.3% with a gross profit margin of 11.3%. Furthermore, EBITDA came in at EGP 86.8 mn, contracting 18.9% y-o-y and yielding a 4.2% EBITDA margin. The business unit's bottom line recorded EGP 5.1 mn, contracting by 36.9% and yielding 0.2% net profit margin.

The Distribution business continues to experience a margin squeeze given an over-saturation in the consumer electronics market as sales slowed down during the restrictions related to the Covid—19 pandemic. Consequently, several home appliance product categories are experiencing a strong margin squeeze across various retailers throughout the country. To that end, management is pushing forward with plans to further diversify the product offering by including more brands across their small appliances and IT products with demand for the latter rising as more companies shift to a remote working model. On the retail front, the business unit continues to explore the possibility of adding new stores to the network given Raya's strong brand recognition and value added service offering that includes installment sales, after sales and maintenance.

Consumer Electronics Split



Revenue Split



EGP Million	H1 2020	H1 2019	% Change - YoY
Revenue	2,081.4	1,924.8	8.1%
Gross Profit	235.4	254.0	(7.3%)
<i>Gross Profit Margin</i>	<i>11.3%</i>	<i>13.2%</i>	<i>(1.9) pts</i>
EBITDA	86.8	107.0	(18.9%)
<i>EBITDA Margin</i>	<i>4.2%</i>	<i>5.6%</i>	<i>(1.4) pts</i>
Net Profit	5.1	8.1	(36.9%)
<i>Net Profit Margin</i>	<i>0.2%</i>	<i>0.4%</i>	<i>(0.2) pts</i>

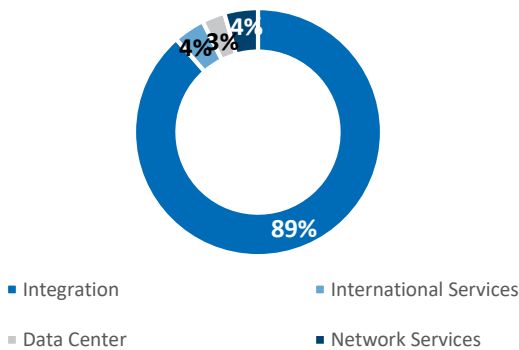
Raya Information Technology



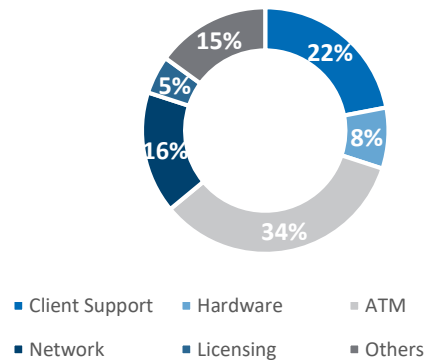
Raya Information Technology (IT) recorded H1 2020 revenues of EGP 984 mn, growing by 34.4% y-o-y. The gross profit for the period came in at EGP 170.6 mn, 19.1% higher compared to H1 2019 and yielding a 17.3% gross margin. EBITDA for the half came in at EGP 95.2 mn yielding a margin of 9.7%, with a y-o-y growth of nearly 20.9%. Raya IT achieved a net income of EGP 54.4 mn, contracting by 4.8% y-o-y and yielding a net profit margin of 5.5% at the back of losses achieved in its Raya International Services subsidiary.

In spite of the challenging market conditions and cost cuts among various clientele, 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 telecom sectors. Furthermore, the company was able to successfully mitigate Covid-19 related delays affecting their suppliers and project implementation in the clients’ side while further enhancing their cash conversion cycle in terms of day sales outstanding and payment upon issuance.

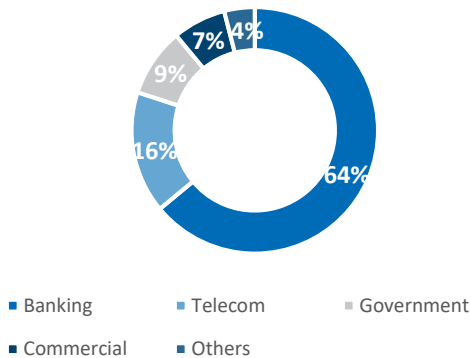
Revenue by Subsidiary



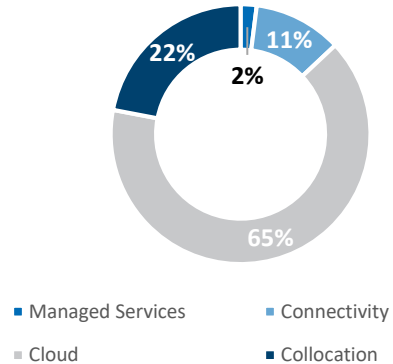
Revenue Analysis Integration per Service



Revenue Analysis Integration per Sector



Revenue Analysis Data Center



EGP Million	H1 2020	H1 2019	% Change - YoY
Revenue	983.9	731.9	34.4%
Gross Profit	170.6	143.2	19.1%
<i>Gross Profit Margin</i>	<i>17.3%</i>	<i>19.6%</i>	<i>(2.3) pts</i>
EBITDA	95.2	78.7	20.9%
<i>EBITDA Margin</i>	<i>9.7%</i>	<i>10.8%</i>	<i>(1.1) pts</i>
Net Profit	10.1	15.9	(36.5%)
<i>Net Profit Margin</i>	<i>1.9%</i>	<i>5.1%</i>	<i>(3.2) pts</i>

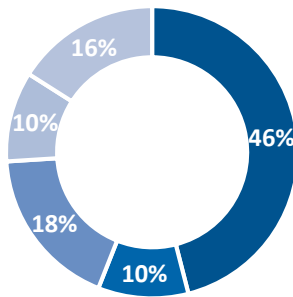
Raya FMCG



On a consolidated level, the FMCG business unit’s H1 revenue recorded nearly EGP 376 mn, a 19.6% y-o-y increase at the back of a strong growth across **Raya Foods** in spite of flat growth across **Raya Food Trade**. In that regard, Gross profit grew by 1.2x y-o-y from EGP 36.6 mn during H1 2019 to EGP 81.6 mn in H1 2020, with the gross profit margin recording a staggering increase by 10.1 percentage points to post 21.7% during the period ended June 30th, 2020. Raya FMCG’s consolidated EBITDA for the half logged came in at EP 32.7 mn compared to a loss of EGP 5.8 mn a year prior.

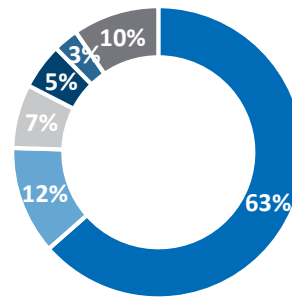
Raya Foods posted nearly EGP 192 mn in revenues during H1 2020, a significant 46.4% y-o-y growth. Gross profit recorded EGP 56.6 mn, a 1.9x increase y-o-y over the EGP 19.4 mn recorded during H1 2019, with a gross margin of 29.5% compared to 14.8% a year prior. EBITDA profitability surged dramatically by 11.6x y-o-y during the half wherein EBITDA came in at EGP 29.9 mn with an EBITDA margin of 15.6%. The company successfully achieved profitability with an EGP 10.6 mn net profit for the half with a net profit margin of 5.5%.

Export Markets
(H1 2020)



■ Europe ■ Russia ■ GCC ■ USA ■ Japan / China

Product mix
(H1 2020)



■ Strawberry ■ Okra ■ Green Beans
■ Molokhia ■ Mixed Veg. ■ Others

Raya Food Trade achieved revenues of EGP 184.2 mn during H1 2020, with a fairly flat growth of 0.4% y-o-y. In terms of gross profit, the company recorded an increase of 45.2% y-o-y to record nearly EGP 25 mn with a margin of 13.6%. EBITDA posted EGP 2.8 mn with a significant 33.8% increase y-o-y and yielding a margin of 1.5%. While the Covid-19 related curfew had negatively impacted operational efficiency along with a related significant slowdown across many industrial F&B manufacturers. However, the company was able to deliver improved profitability despite the flat growth in revenue and business operations.

EGP Million	H1 2020	H1 2019	% Change - YoY
Revenue	376.1	314.6	19.6%
<i>Raya Food Trading</i>	<i>184.2</i>	<i>183.5</i>	<i>0.4%</i>
<i>Raya Foods</i>	<i>191.9</i>	<i>131.0</i>	<i>46.4%</i>
Gross Profit	81.6	36.6	122.7%
<i>Raya Food Trading</i>	<i>25.0</i>	<i>17.2</i>	<i>45.2%</i>
<i>Raya Foods</i>	<i>56.6</i>	<i>19.4</i>	<i>191.4%</i>
<i>Gross Profit Margin</i>	<i>21.7%</i>	<i>11.6%</i>	<i>10.1 pts</i>
EBITDA	32.7	(5.8)	N/a
<i>Raya Food Trading</i>	<i>2.8</i>	<i>(8)</i>	<i>33.8%</i>
<i>Raya Foods</i>	<i>29.9</i>	<i>2.4</i>	<i>11.6x</i>
<i>EBITDA Margin</i>	<i>15.6%</i>	<i>(1.8%)</i>	<i>13.8 pts</i>

Non-Bank Financial Services

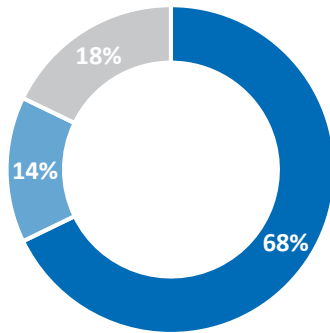


The Non-Bank Financial Services (NBFS) business unit continues to expand across all three portfolio companies: **AMAN Financial Services**, **AMAN for Microfinance** and **AMAN For E – Payments**. On consolidated terms, the business unit revenues grew by 1.3x y-o-y recording almost EGP 610 mn. Accordingly, the Gross Profit increased by 1.4x y-o-y posting EGP 181.7 mn during H1 2020 against c. EGP 74.4 mn recorded a year prior while the gross margin grew slightly by 2 percentage points recording 29.8%. On a consolidated level, the business unit recorded a positive EBITDA which recorded EGP 11.6 mn compared to a loss of EGP 32 mn during H1 2019 and yielding an EBITDA margin of 1.9%.

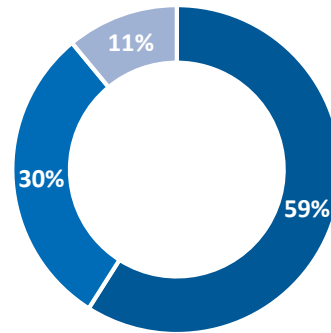
AMAN For E – Payments recorded a H1 revenue of EGP 145.4 mn, a 50.3% increase y-o-y. The company turned a gross profit of EGP 46.1 mn, a staggering 97% y-o-y growth that yielded a gross profit margin of 31.7%. EBITDA for the half grew by 44.5% y-o-y to post EGP 6.7 mn compared to a loss of EGP 15 mn. In a positive development for the company, breakeven was achieved with the company posting an EGP 0.4 mn. The Company currently boasts a Point of Service (POS) network of almost 57,000 POS's across which the company was capable of processing a total throughput of more than EGP 4.4 bn.

AMAN Financial Services revenues grew by 1.7x y-o-y from EGP 131.2 mn in H1 2019 to EGP 356.7 mn in H1 2020. The company posted a gross profit of EGP 50.5 mn, a 90.6% growth y-o-y, at a much reduced gross profit margin of 14.2%. The company is currently working towards streamlining its operations with its stores count reduced from 250 to 222 including 183 standalone Aman stores and 39 shop in shop (SIS) booths across various retailers.

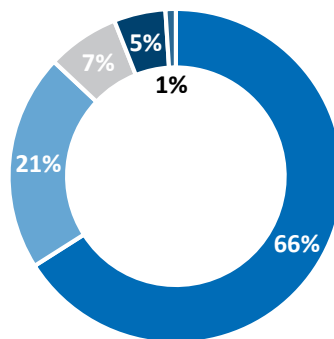
AMAN for Microfinance achieved EGP 107.7 mn in revenues during H1 2020, a 1.7x increase y-o-y. The company went on to achieve a gross profit of EGP 85 mn, with an exceptional growth of 2.5x y-o-y and with a gross profit margin of 78.9%. EBITDA for the half recorded EGP 28 mn with a margin of almost 26%. Net profit posted EGP 13.8 mn with a 12.8% net profit margin. The company's current principle portfolio stands at nearly 553 mn across almost 73 thousand active loans. In addition, the company's total loan disbursement currently amounts to EGP 1,180 mn over nearly 105 thousand loans. Despite the current economic downside the company maintained a strong cumulative repayment of nearly 99%, with very few clients opting to defer their loan installments.

AMAN FS Revenue Mix
(H1-2020)


■ Retail Sales ■ Corporate ■ Automotive ■

Microfinance Regional Distribution
(H1-2020)


■ Upper Egypt ■ Delta ■ Greater Cairo

E-Payments Revenue Mix
(H1-2020)

 ■ Top Up & Voucher ■ Bill payments
 ■ Utilities ■ Wallets
 ■ Others

EGP Million	H1 2020	H1 2019	% Change - YoY
Revenue	609.9	267.3	128.2%
<i>AMAN E-Payments</i>	<i>145.4</i>	<i>96.8</i>	<i>50.3%</i>
<i>AMAN Financial Services</i>	<i>356.7</i>	<i>131.2</i>	<i>1.7x</i>
<i>AMAN Microfinance</i>	<i>107.7</i>	<i>39.3</i>	<i>1.7x</i>
Gross Profit	181.70	74.4	144.1%
<i>Gross Profit Margin</i>	<i>29.8%</i>	<i>27.8%</i>	<i>2.0 pts</i>
EBITDA	11.6	(32.0)	63.8%
<i>EBITDA Margin</i>	<i>1.9%</i>	<i>(12.0%)</i>	<i>13.9 pts</i>

Smart Buildings & Retail



The Smart Buildings & Retail business unit's consolidated revenues grew by 5.8% y-o-y recording a total of EGP 88.4 mn. Gross profit for the half grew 22.7% posting EGP 32 mn at a higher gross margin of 36.1%. EBITDA came in at EGP 22.2 mn, a 7.2% decrease y-o-y with a 25.2% margin.

Raya Restaurants faced a challenging first half in 2020 with revenues recording EGP 20 mn, nearly 35% lower than H1 2019. The company delivered a gross profit of EGP 6.7 mn, almost 50% decrease y-o-y, yielding a gross margin of 33.6% compared to 43.6% during H1 2019. The company recorded an EBITDA loss of nearly EGP 6 mn, contracting by significant 3.5x y-o-y at the back of higher SG&A expenses against a significantly diminished operation. Additionally, profitability was severely impacted given the Covid-19 restrictions on the operational capacity of restaurants across the country and the continued capex investments related to the upcoming expansion franchises Jones the Grocer and The Lebanese Bakery. The company is looking to further bolster its online presence and delivery outreach which would mitigate for the losses experienced during H1 and going into the second half of the year.

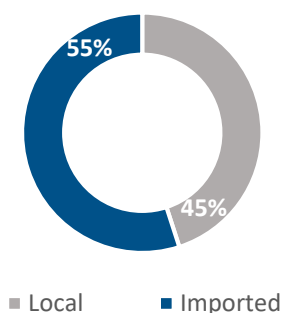
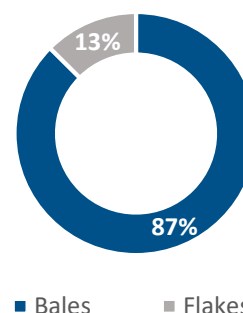
Raya Smart Buildings recorded H1 revenues of EGP 68.4 mn, rising by 29.5% y-o-y. The company's gross profit logged EGP 25.2 mn, increasing by almost 100% y-o-y and yielding a 36.9% gross margin. The company logged an EBITDA of EGP 28.3 mn, 41.5% higher than that of Q1 2019, with a 41.3% EBITDA margin. The company was successful in reaching breakeven with a net profit for the half posting EGP 1.4 mn, growing by 10.5% y-o-y, at a net profit margin of 2.1%. As at H1 2020, Galleria 40's average occupancy rate stands at 91% compared to 82% at the end 2019. Additionally, the Raya View building in Smart Village currently stands at a 75% occupancy rate.

EGP Million	H1 2020	H1 2019	% Change - YoY
Revenue	88.4	83.6	5.8%
<i>Raya Restaurants</i>	<i>20.0</i>	<i>30.7</i>	<i>(35.0%)</i>
<i>Raya Smart Buildings</i>	<i>68.4</i>	<i>52.8</i>	<i>29.5%</i>
Gross Profit	32.0	26.0	22.7%
<i>Gross Profit Margin</i>	<i>36.1%</i>	<i>31.2%</i>	<i>4.9 pts</i>
EBITDA	22.2	24.0	(7.2%)
<i>EBITDA Margin</i>	<i>25.2%</i>	<i>28.7%</i>	<i>(3.5) pts</i>

BariQ (Manufacturing & Industrials)


Bariq experienced a challenging H1 with revenues recording EGP 111.5 mn, falling by 28% y-o-y. The company recorded a gross profit decrease by 20.5% y-o-y posting EGP 31.7 mn at a margin of 28.5%, a slight 2.7 percentage points higher than the 28.5% margin a year prior. EBITDA for the period fell by 24.4% y-o-y posting EGP 19.1 mn against EGP 25.3 mn posted during H1 2019 with the EBITDA margin improving by 0.8 percentage points to record 17.2%. Bariq's bottom line came in at EGP 3.2 mn, a 63% decrease y-o-y, with a net profit margin of 2.8% that is 2.7 percentage points less than the year prior.

Bariq continues to face a significant downward pressure on rPET sales as brand owners struggle to increase their sales due to declining global demand and disposable income. Furthermore, rPET prices are heavily suppressed by a circularity disruption as buyers flock to cheaper virgin PET amid a slump in collection across the key European supply markets. This is highly evident in Bariq's sales wherein the company sold 5,200 metric tons of rPET compared to nearly 7,000 tons in H1 2019 in spite of unit prices merely falling by 1% y-o-y.

PET Source Distribution
(H1 2020)

Materials Procured
(H1 2020)


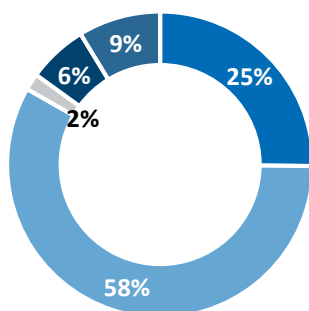
EGP Million	H1 2020	H1 2019	% Change - YoY
Revenue	111.5	154.7	(28.0%)
Gross Profit	31.7	39.9	(20.5%)
<i>Gross Profit Margin</i>	<i>28.5%</i>	<i>25.8%</i>	<i>2.7 pts</i>
EBITDA	19.1	25.3	(24.4%)
<i>EBITDA Margin</i>	<i>17.2%</i>	<i>16.4%</i>	<i>0.8 pts</i>
Net Profit	3.2	8.6	93.8%
<i>Net Profit Margin</i>	<i>2.8%</i>	<i>5.5%</i>	<i>(2.7) pts</i>

Ostool (Logistical Services)



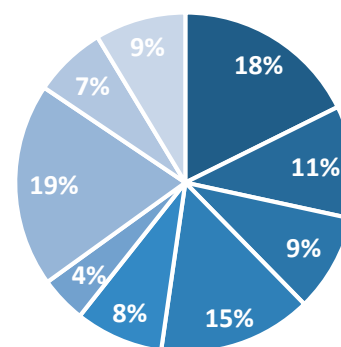
Ostool recorded revenues of EGP 233.2 mn during H1 2020 with a 30.9% increase y-o-y. Gross profit for the half contracted by = 21.2% y-o-y to record almost EGP 27 mn at a margin of 11.6%, at the back of higher costs related to materials discharge and coal trading activity which had extended effects on profitability. The company posted an EBITDA of EGP 29.5 mn against EGP 37.5 mn recorded during H1 2019, at a margin of 12.7%. Ostool closed H1 2020 with a net profit of EGP 3.8 Mn, 33.4% lower y-o-y, with a net profit margin of 1.6%

Revenue Source by Industry



■ Cement ■ Coal ■ Glass ■ Grains ■ MINES

Cost Split



■ Fuel ■ Manpower ■ Material DISCHARGE ■ Material Storage ■ Other ■ Maintenance ■ Rented Trucks ■ Scales ■ Depreciation Cost

EGP Million	H1 2020	H1 2019	% Change - YoY
Revenue	233.2	178.1	30.9%
Gross Profit	27.0	34.3	(21.2%)
<i>Gross Profit Margin</i>	<i>11.6%</i>	<i>19.2%</i>	<i>(7.6) pts</i>
EBITDA	29.5	37.5	(21.2%)
<i>EBITDA Margin</i>	<i>12.7%</i>	<i>21.0%</i>	<i>(8.3) pts</i>
Net Profit	3.8	5.8	(33.4%)
<i>Net Profit Margin</i>	<i>1.6%</i>	<i>3.2%</i>	<i>(1.6) 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
Aser Mokhtar
Mohammed Nazir Azmirly

Investor Relations, Investments and Corporate Finance Department

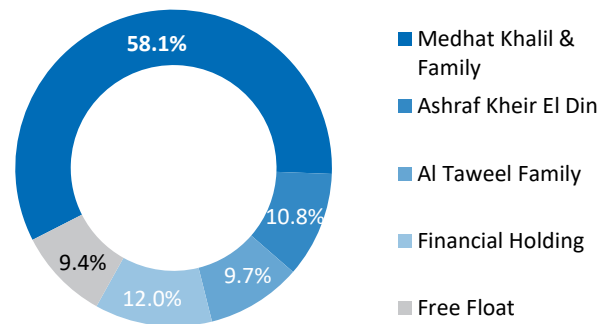
T: +2 (0)2 3827 6000
investor_relations@rayacorp.com

RAYA.CA on the EGX

Number of Shares	214,399,519
Share Price (10 Sep. '20)	EGP 8.21
Market Cap (10 Sep. '20)	EGP 1,760,220,051

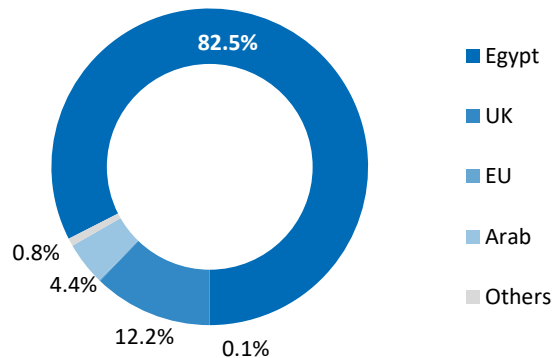
Shareholding Structure

(as at 30 June, 2020)



Shareholders by Geography

(as at 30 June, 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	H1 2020	H1 2019	Change
Sales	4,772,777,567	4,058,218,043	17.6%
COGS	(3,878,013,140)	(3,276,540,555)	18.4%
Gross Profit	894,764,427	781,677,488	14.5%
General & Administrative Exp.	(497,770,252)	(429,206,877)	16%
Selling & Marketing Exp.	(275,000)	(210,000)	31%
Board Remuneration	(201,944,010)	(169,302,868)	19.3%
Provisions	(30,371,752)	(16,064,770)	88.8%
Provisions (No Longer Required)	5,753,497	2,018,924	185%
Impairments	(1,866,166)	(1,290,406)	44.6%
Impairments Reversal	134,350	48,000	179.9%
Operating Profit	168,425,094	167,669,491	0.5%
Interest Income (Expense)	(231,503,560)	(208,351,793)	11.1%
FX Gain (Loss)	(174,378)	2,356,222	-107.4%
Company's share in profits of associates	253,780	2,186,423	-88.4%
Share profit from investments available for sale	793,582	793,277	0.03%
Other Gains (losses)	102,994	2,186,523	95.3%
Gain (losses) on Sale of Fixed Assets	(4,187,799)	(222,883)	1978%
Takaful contribution	(11,948,894)	(2,750,835)	334.3%
EBT	(78,239,181)	(36,133,575)	116.5%
Tax	(17,289,973)	(14,811,316)	16.7%
Net Income/Loss	(95,529,154)	(50,944,891)	87.5%
<u>Distributed as follows:</u>			
Shareholders of the Parent Co.	(104,976,790)	(81,806,195)	
Minority Interest	9,447,636	30,861,304	

Consolidated Balance Sheet

EGP	30 June 2020	31-Mar-20	31-Dec-19	30-Sep-19
Assets				
Long Term Assets				
Fixed Assets	1,107,577,458	1,113,305,083	1,045,071,490	1,035,988,403
Investment property	678,237,281	685,142,614	692,047,947	627,532,127
Projects under construction	280,912,445	268,598,539	326,322,518	331,181,164
Intangible Assets	25,764,269	17,255,796	18,685,703	19,195,440
Goodwill	82,078,561	82,078,561	82,078,561	82,078,561
Investments in associates	53,376,554	53,376,554	53,122,771	52,368,545
Available for sale investments	20,088,673	18,855,462	24,479,900	24,521,562
Deferred Tax Asset	97,713,904	95,962,312	87,538,568	86,084,321
Total Long term Assets	2,345,749,145	2,334,574,921	2,329,347,458	2,258,950,123
Current Assets				
Inventory	1,291,386,190	1,323,922,934	1,362,719,026	1,373,961,232
Work in progress	32,050,552	52,635,899	97,996,515	95,740,172
Accounts & notes receivable	2,634,726,840	2,555,234,874	2,006,855,634	2,409,025,810
Prepayments & Other Debit Balances	1,464,436,282	1,339,564,148	1,019,018,803	1,070,978,192
Share based compensations	13,671,842	720,000	720,000	720,000
Cash on hand and at banks	75,019,418	563,254,433	612,965,703	505,517,148
Debit balances (Tax Authority)	842,315,599	33,526,391	28,082,237	67,154,240
Total Current Assets	6,353,606,723	5,868,858,679	5,128,357,918	5,523,096,794
Total Assets	8,699,355,868	8,203,433,600	7,457,705,376	7,782,046,917
Equity				
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	64,197,233	64,197,233
General Reserve	41,935,960	41,935,960	41,935,960	41,935,960
Treasury shares	(45,731,455)	30,150,000	-	(1,155,316)
Revaluation reserve of available for sale investments	1,149,470	193,731	4,552,671	4,584,959
Accumulated foreign currency translation	(6,694,846)	(8,618,637)	(4,579,358)	(27,675,176)
Retained Earnings	(327,218,758)	(186,173,359)	(139,796,212)	(149,276,463)
Profits for the year after deducting non-controlling interest	(104,976,790)	(73,259,361)	(141,045,399)	(103,089,502)
Total Equity before non-controlling interest	698,418,182	883,882,935	897,262,490	901,519,290

Non-controlling interest	285,624,564	278,347,583	258,350,428	240,851,621
Total Equity	984,042,746	1,162,230,518	1,155,612,918	1,142,370,911
Liabilities				
Long Term Liabilities				
Long term notes payable	86,019,570	65,750,157	75,401,180	79,137,725
Long term loans	934,670,594	783,825,367	503,118,836	450,897,483
Other long term liabilities	59,682,589	113,069,794	147,214,755	79,989,467
Total long term Liabilities	1,080,372,753	962,645,317	725,734,771	610,024,675
Current Liabilities				
Provisions	36,419,622	43,882,258	39,968,077	35,198,970
Accounts and notes payable	1,624,092,436	1,286,981,137	1,240,575,054	1,533,410,145
Current portion of long term debt	361,344,436	190,595,386	175,695,310	202,810,557
Credit facilities	3,327,513,974	3,422,236,165	3,087,277,353	3,099,654,450
Income tax payable		-	-	-
Accrued expenses & other credit balances	1,259,397,574	1,109,783,741	1,008,671,699	1,132,874,126
Dividends Payable	26,172,327	25,079,077	24,170,194	25,703,083
Total Current Liabilities	6,634,940,369	6,078,557,765	5,576,357,687	6,029,651,331
Total Liabilities	7,715,513,122	7,041,203,082	6,302,092,458	6,639,676,006
Total Liabilities & Equity	8,699,355,868	8,203,433,600	7,457,705,376	7,782,046,917