

A photograph of a modern, multi-story office building with a curved facade, illuminated at night. The building's windows are lit up, and the sky is dark. In the foreground, there is a paved plaza with some landscaping and a street lamp.

# Raya Holding for Financial Investments

*Investor Presentation*

*August 2019*

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## I. About Raya Holding

Raya at a glance

Ownership Information

Corporate Governance

## II. Business Overview

Key Business Units

Operational/Financial Performance

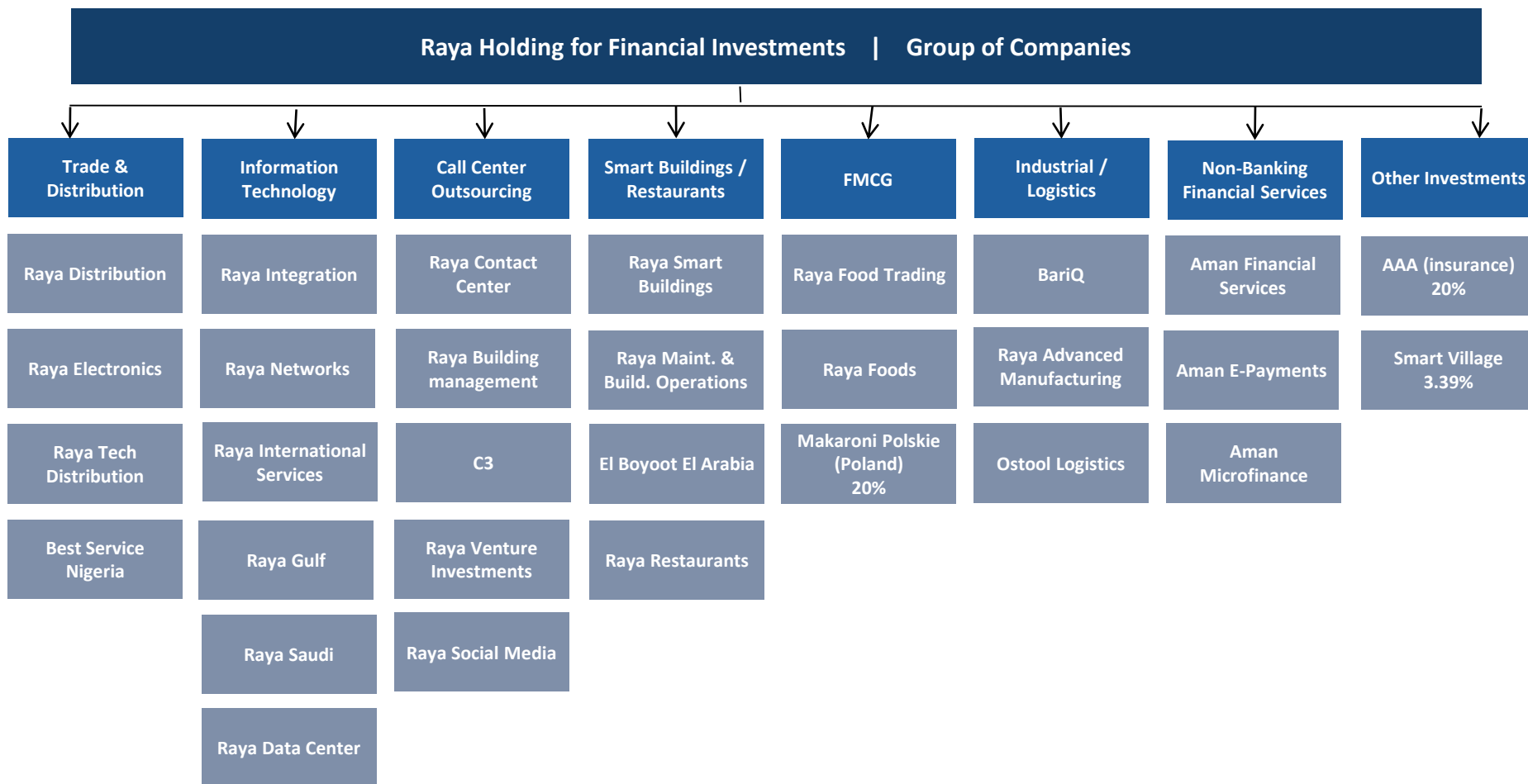
## III. Financial Overview

Key Financial Highlights

Financial Statements

A black and white photograph of a person sitting at a desk, writing in a notebook. The notebook has the 'RNA' logo and the text 'Pusat Nilai Risiko' on it. To the left of the notebook is a computer keyboard and a mouse. In the background, a computer monitor displays a flowchart or organizational chart. A semi-transparent blue rectangle is overlaid on the left side of the image, containing the text 'I. About Raya Holding'.

# I. About Raya Holding



**Raya Holding** is an investment conglomerate headquartered in Cairo, Egypt, managing a diversified investment portfolio. As the parent company of three mature lines of business, and nine up-and-coming lines of business, the company operates in the fields of information technology (IT), consumer electronics & home appliances trading, contact center outsourcing services (CCO), data center outsourcing services (DCO), smart buildings, food and beverage manufacture and trade, land transport, logistical solutions, PET re-manufacturing, light-mobility vehicles, E-payments and Non-banking financial services. Raya Holding empowers more than 12,000 proficient employees, accommodating a wide international customer base from on-ground operations spanning Egypt, KSA, UAE, Qatar, Poland, Tanzania and Nigeria.

### Business Units:

#### Raya Contact Center

**Raya Contact Center** is a world-class Business Process Outsourcing (BPO) and Contact Center Outsourcing (CCO) Service Provider offering contact center services, back office services, inside sales channel management and professional services. RCC caters to clients, across the Middle East, Europe, Africa, and North America, in over 25 different languages. Raya Contact Center serves its clients from eight facilities located in Cairo and Hurghada, Egypt; Dubai, UAE; Warsaw, Poland.

#### Raya Trade & Distribution

**Raya Trade** operates in the distribution, retail and maintenance of mobile phones and accessories, consumer electronics and home appliances across an extensive network of 14 megastores and 8,500 dealers across all distributed brands, 100 retail outlets and 48 customer service points.

#### Raya Information Technology

**Raya Information Technology** is a leading systems integrator operating across 4 regional offices in Egypt, Saudi Arabia, Gulf and East Africa in providing system integration and technology consultancy services. The company's service offering includes: ATM and Self Service solutions, Data Center Site preparations, Low Current, Enterprise Network Infrastructure, and Telecom solutions.

#### Raya FMCG

##### Raya Foods

**Raya Foods** was formed through the acquisition of The International Union for Integrated Food Industries' factory, which had been operating in the market since 2006. The company was able to successfully expand the factory's production capacity to over 35 thousand tons of produce as well as a storage capacity of 8 thousand tons. The company provides its products of frozen vegetables and fruits across two brands, Lazah and Everest.

##### Raya Food Trade

**Raya Food Trading** manufactures a wide range of food products as well as distribution for in house food brands as well as exporting food products to the Middle East, Africa and Europe. With EGP 250 mn investments to date, the company's distribution strategy is built on strong pillars that ensure nationwide coverage through its 20 distributions centers and 11 thousand sqm of storage area.

Non-Banking Financial Services	AMAN E-Payments	<b>Aman for E-payments</b> was established in 2016 with a vision to create an ultimate cashless society in Egypt, enabling Financial inclusion for Egyptians citizens across more than 25 thousand points of sales. To date, the company has successfully completed 85 million transactions for almost 12 million user for services covering mobile top ups, utility and internet bills payment in addition to NGO donation receipts.
	AMAN Financial Services	<b>Aman Financial Services</b> is a Raya subsidiary that offers installment services with tenures up to 60 months covering a wide range of products and services including electronics, travel, furniture as well as other consumer goods. The company serves its clients through a dedicated branch network of nearly 240 stores mainly in Greater Cairo, Upper Egypt and the Delta Region.
	AMAN Microfinance	<b>Aman Microfinance</b> was established in 2018 with an end goal of providing target clientele of craftsmen, small businesses, and microenterprises with suitable, timely, and diversified financial solutions.
Smart Buildings & Retail	Raya Restaurants	<b>Raya Restaurants</b> was launched in 2013 with the aim of establishing itself as a market leader within the restaurant sector in Cairo through building internationally competitive restaurant chains that offer a superior dining experience to be franchised both regionally and globally. The company's main brand Ovio, offers premium quality European cuisine across three prime locations in Galleria 40 (6th of October), Maadi, and Cairo Festival City (5th Settlement).
	Raya Smart Buildings	<b>Raya Smart Buildings</b> develops elegant smart commercial and office complexes, in partnership with world-renowned architectural and green building technology firms. The company's showcase properties include Galleria40 (Sheikh Zayed), Raya View (Smart Village), Raya Offices (New Cairo), and Edge Innovation Center.
	Bariq	<b>BariQ</b> , established in 2010, with is the largest bottle-to-bottle manufacturer of recycled PET plastic in Egypt and MENA region. The company reprocesses post-consumer plastic PET bottles into food grade FDA, EFSA, Health Canada and REACH compliant PET pellets targeting major international bottle and food container makers, and major fiber producers throughout Europe and North America
	Ostool	<b>Ostool</b> , established in 2010, is a leading provider of supply chain management services with a special focus on trucking and logistics services, storage and vessel discharging. Ostool serves many large industrial companies in Egypt with a wide range of services such as: raw materials delivery, trucking and distributing, internal trucking solutions, port services, and storage.
	Raya Advanced Manufacturing	<b>Raya Advanced Manufacturing</b> was established in 2018, to assemble and manufacture light transport vehicles including: motorcycles, scooters, three-wheel vehicles, as well as four-wheel commercial and electric vehicles. The company has recently inaugurated a 10 thousand sqm factory near Cairo for the assembly and manufacture of the vehicles.

## Board of Directors



**Medhat Khalil**

Chairman  
CEO - Raya Holding



**Ahmed Khalil**

Executive Board Member  
CEO, Raya Ventures & Raya Smart Buildings



**Yasser Hashem**

Non-Executive Board Member  
Zaki Hashem & Partners - MD



**Ashraf Kheir El Din**

Non-Executive Board Member  
CEO - First Distribution & Trading



**Sherif Kamel**

Non-Executive Board Member  
Dean, AUC's Business School



**Malek Sultan**

Non-Executive Board Member  
Investment Director, Watheeqa



**Seif Coutry**

Non-Executive Board Member  
Chairman, Fawry



**Mostafa Mobarak**

Independent Board Member  
Managing Partner, Solera



**Amr El Tawil**

Non-Executive Board Member  
CEO, Triangle Group



**Samer El Waziri**

Executive Board Member  
CEO, Raya FMCG



**Marc Tohme**

Non-Executive Board Member  
Representative, Financial Holding LTD



**Hamed Shamma**

Non-Executive Board Member  
Professor of Marketing, AUC

## Board Committees

### Audit Committee

Responsibilities include Monitoring the integrity of the Company's financial statements prior to their submission to the Board and any formal announcements relating to the Company's financial performance.

### Corporate Governance Committee

Responsibilities include overseeing the implementation of the corporate governance code as a whole and recommending qualified directors and committee nominees to the Board.

### Investment Committee

Responsibilities include setting the overall investment guidelines in line with the Board's strategy, as well as Preparing investment cases and reporting to the Board

### Remuneration Committee

Establishing the Company policy on remuneration for the executive directors, executive management, Chairman, and CEOs of the different lines of business.



## Executive Management



**Medhat Khalil**  
Chairman & CEO – Raya Holding



**Reem Asaad**  
CEO – Raya Contact Center



**Hossam Hussien**  
Chief Financial Officer – Raya Holding



**Tamer Badrawi**  
CEO – Ostool



**Hazem Abdelhady**  
Chief HR Officer – Raya Holding



**Ahmed Khalil**  
CEO – Raya Ventures & Raya Smart Buildings



**Bassem Megahed**  
CEO – Raya Trade



**Usama Zaki**  
CEO – BariQ



**Hesham Abdel Rassoul**  
CEO – Raya Information Technology



**Samer El-Waziri**  
CEO – Raya FMCG



**Mohamed Wahby**  
CEO – AMAN e-payments



**Hazem Moghazy**  
CEO – AMAN Consumer & Micro-finance



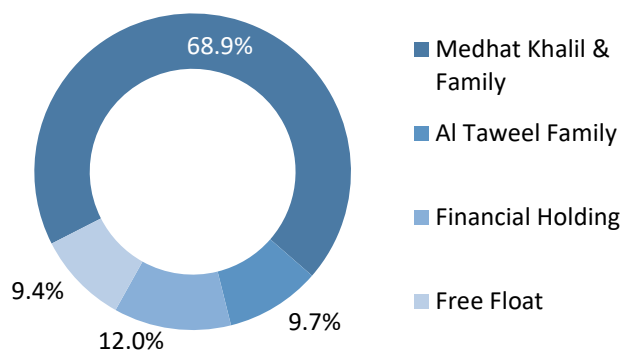
**Karim Khalife**  
CEO – Raya Restaurants

## Share Information (RAYA.CA)

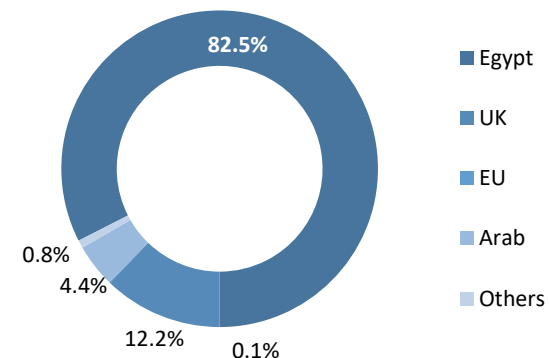
Price 22/08/2019 (EGP)	4.41
52 Wk High	6.04
52 Wk Low	4.35
Number of Shares (mn)	214.4
Market Cap. (EGP mn)	945.5
Market Cap. (USD mn)	57

## Shareholders Structure (as at June 30th, 2019)

### Shareholders Structure



### Shareholders by Geography



## Cash Dividends

Ex. Date	Payment Date	Dividend Amount	Coupon No.
15/07/2019	18/07/2019	EGP 0.24	13
13/06/2019	18/06/2019	EGP 0.15	12
25/05/2017	29/05/2017	EGP 0.25	11
21/01/2016	26/01/2016	EGP 0.20	10
26/05/2015	28/05/2015	EGP 0.25	9
04/06/2013	06/06/2013	EGP 0.25	8
07/10/2012	09/10/2012	EGP 0.20	7
17/01/2012	19/01/2012	EGP 0.20	6
19/05/2010	23/05/2010	EGP 0.25	5
19/05/2009	21/05/2009	EGP 0.21	4
24/12/2007	26/12/2007	EGP 0.48	3
10/09/2007	12/09/2007	EGP 0.75	2
10/05/2007	14/05/2007	EGP 0.40	1

1999

**The Merger:**  
7 National IT Companies decide to merge, establishing Raya Holding to cater to a gap between multinational market players and local companies.

2000

**Streamlining:**  
Raya's merges smaller companies with similar operations. The company launched three lines of business: Information Technology, Telecom and Retail & Distribution.

2001

**Diversification:**  
The company begins to diversify further into IT and IT-related activities, acquiring 3 subsidiaries and founding 7 others.

2003

**Going International:**  
Expanding into the international sphere, Raya started seizing opportunities in different countries, establishing Raya Gulf, Raya Saudi, Raya USA and Raya Algeria.

2005

**Going Public:**  
In May 2005, an IPO worth 400 million Egyptian pounds was launched to list Raya Holding shares on the Egyptian Stock Exchange.

2006

**Realigning Resources:**  
Three CEOs appointed to lead Raya's three lines of business, taking the group's operations to higher levels of operation.

2008

**Expansion:**  
Expanding Raya Group's portfolio, Raya ventures into smart building development, leveraging on its strong IT expertise.

2010

**Portfolio Diversification:**  
Raya Group launched two new subsidiaries, penetrating markets that add to Raya's diversified portfolio adding BariQ and Ostool in 2010 and 2011 respectively.

2015

- Raya Signed a contract with Makarony Polskie, a leading Polish Pasta manufacturer, to import Makarony Polskie and Sorenti pasta brands.
- Raya's premium SARY tablet was launched in November recorded to be the first in Egypt to run on windows 10.

2016

Launched 3 new lines of business; Raya Foods, Raya Food Trade, and Aman Retail and Consumer Finance.

2017

- Raya Contact Center shares begin trading on the EGX after the completion of the IPO.
- Established Raya Foods through acquisition of 100% stake in International Union for Integrated Food Industries

2018

- Launched Aman Microfinance and Raya Advanced Manufacturing

## II. Business Overview



RCC is a leading Egyptian Provider of BPO Services. Founded in 2001 by Raya Holding for Financial Investments, the Company offers a variety of services to clients in Europe, Middle East & Africa ("EMEA") Region including i) Contact Center Services, ii) Professional Services, iii) Back Office Services, and iv) Inside Sales Channel Management Services

## Key Operational Metrics

## Revenue Contribution Per Service

**#1**  
Market Position in the Egyptian CCO Market

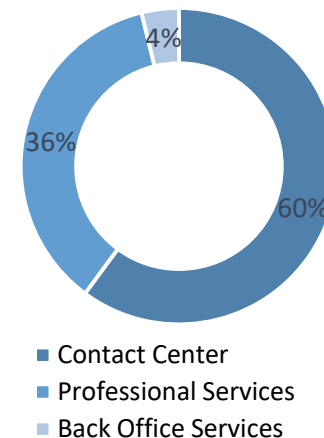
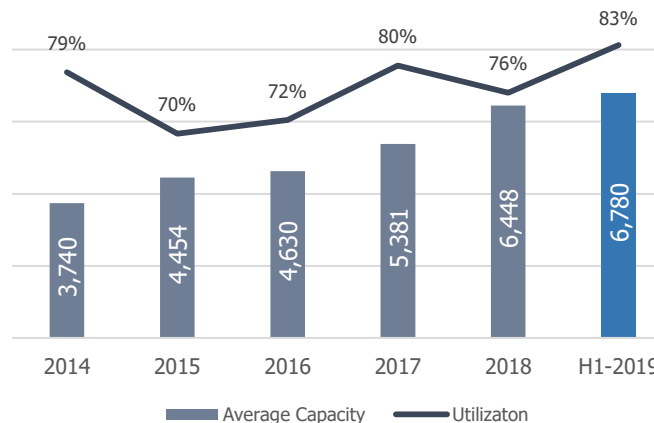
**~20%**  
Market Share in the Egyptian CCO Market

**9**  
Facilities across Egypt, UAE and Poland

**>6,909**  
# of installed workstations

**>100 Clients**  
Served in EMEA Region

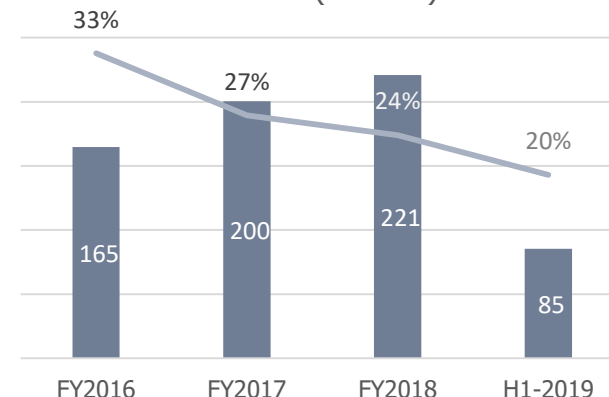
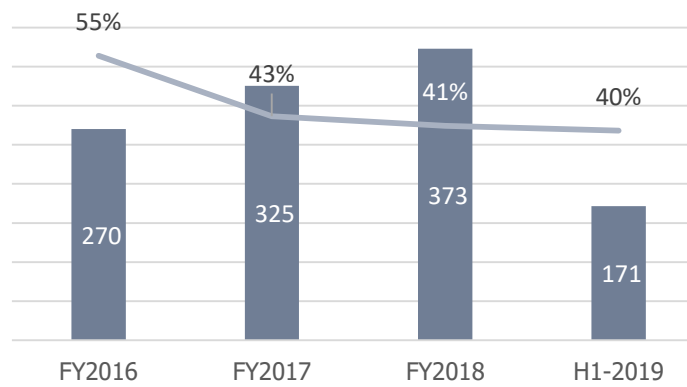
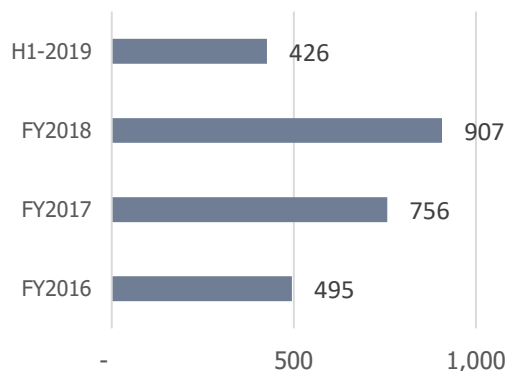
**>25 Languages**  
Offered



Revenue (EGP mn)

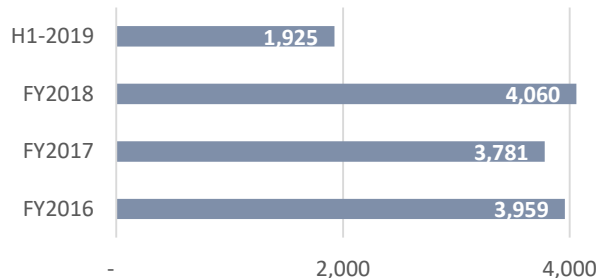
GP (EGP mn)

EBITDA (EGP mn)

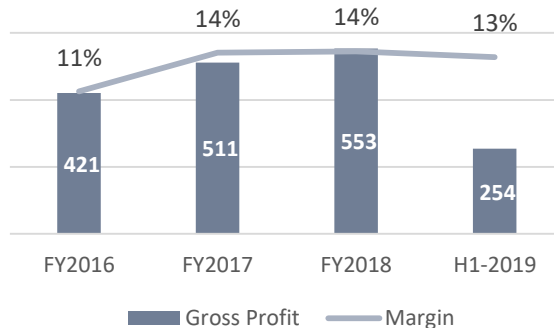


Raya Trade continues to expand its network of 14 Mega Stores covering different areas in Cairo, Giza, Alexandria and Delta as a one-stop-shop for mobile phones & accessories, consumer electronics and household appliances. The company boasts a strong brand portfolio including: Samsung, Huawei, LG, Lenovo and Nokia among many others. In addition to electronics retail, the company also provides distribution well as after sales services.

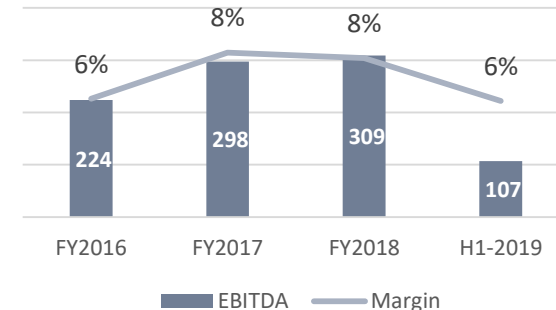
Revenue (EGP mn)



GP (EGP mn)



EBITDA (EGP mn)



## Competitive Advantage

Recognized as the outlet of choice for consumer electronics across the local market since 1998



In-house Consumer finance program with potential to further expand through synergies with sister company Aman



Up-to-date online platform



Differentiate through extended warranties and dedicated after-sales services

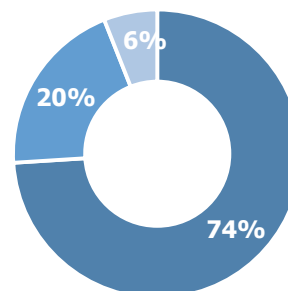


Continuing to expand across regional pockets of growth

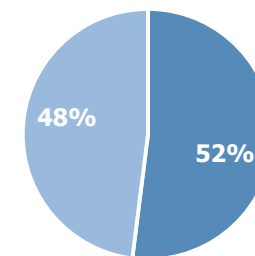


## Performance Highlights

H1 Revenue Split



Consumer Electronics Product Split



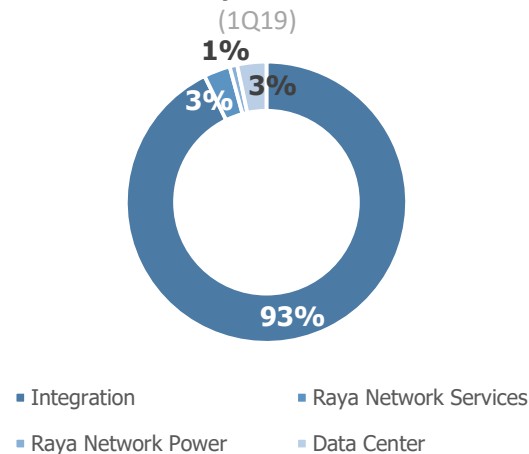
■ Feature Phone ■ Smart Phone ■ Other ■ TV ■ Home Appliances

Raya Information Technology operates in the fields of systems integration and ICT Infrastructure Solutions, with offerings ranging from building up data centers to implementation of software solutions, and managing operations across EMEA region through 4 regional offices at Egypt, Saudi Arabia, Gulf and East Africa. Under the umbrella of Raya Integration, there are two companies: Raya International Services & Raya Data Center.

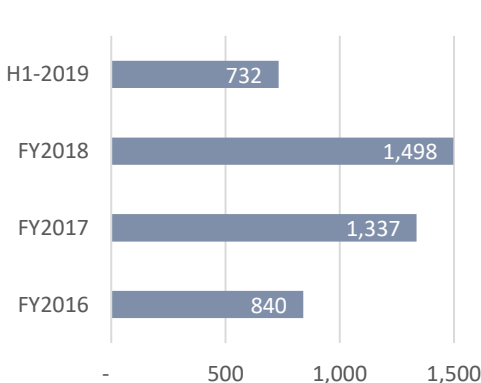
➤ The company continues to expand its services and solutions offerings with a special focus on banking and telecom sector applications through leveraging its extensive market presence and highly experienced human capital in accordance with best-in-class global standards



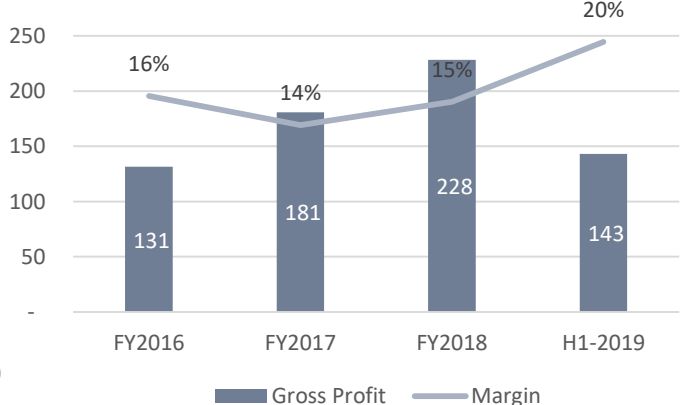
Revenue by Line of Service



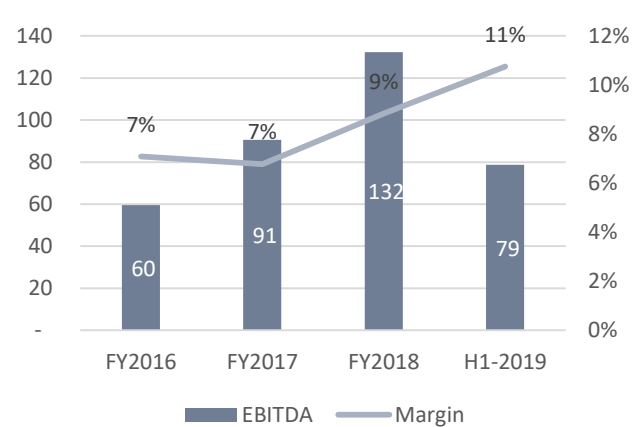
Revenue (EGP mn)



GP (EGP mn)



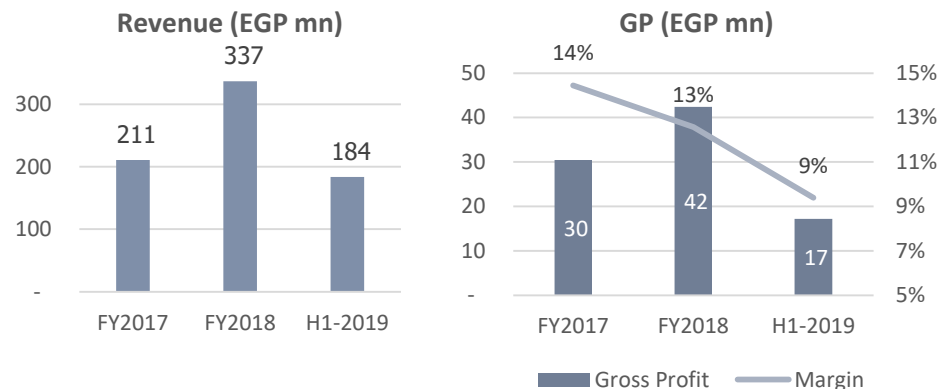
EBITDA (EGP mn)



Raya's Fast Moving Consumer Goods (FMCG) business unit comprises two companies: Raya Foods and Raya Food Trade. Raya Food Trading offers high quality products through its extensive domestic distribution and broad regional outreach. Raya Foods began operations through acquisition of The International Union for Integrated Food Industries' factory - which has been operating in the market since 2006

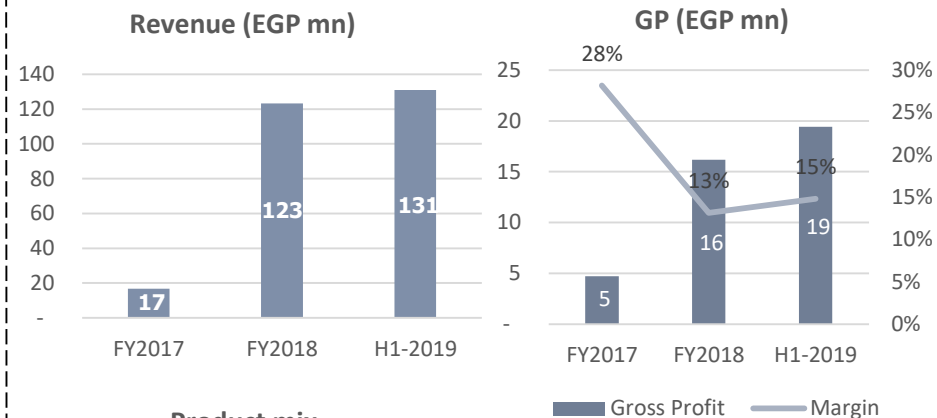
### Raya Food Trade

Raya Food Trading manufactures and distributes its own food brands (Sorenti, Haneya, Tunato), as well as exporting food products to the Middle East, Africa and Europe. The company has also expanded by acquiring 20% of Makarony Polski and acting as its regional distributor.



### Raya Foods

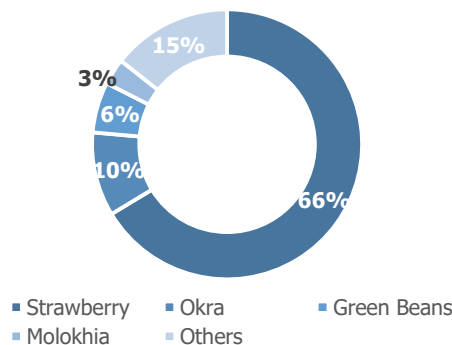
Raya Foods team completed the renovation of the factory and now produces first-rate products across two main brands, Everest which targets relatively higher income segments and Lazah which targets the middle-income segment.



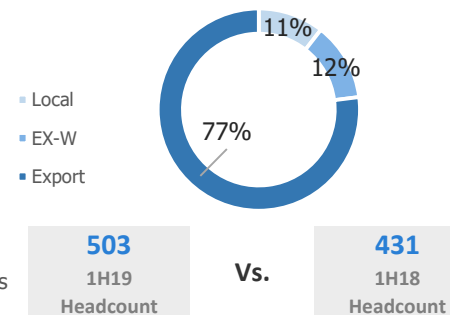
### Diverse Product Range Supported by a Strong Distribution Capacity



### Product mix



### Revenue Per Channel



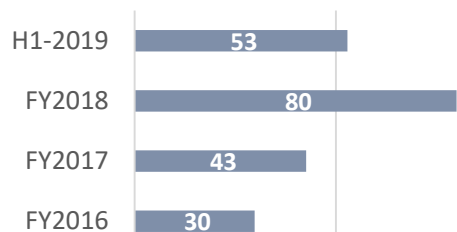


Raya's Smart Buildings and Retail business unit is comprised of two companies: Raya Smart Buildings and Raya Restaurants. Raya Smart Buildings Develops environmentally friendly smart buildings complexes for corporate and commercial businesses according to the Leadership in Energy and Environmental Design (LEED) standards. Raya Restaurants aims to establish itself as the market leader within the restaurant sector in Cairo by offering new restaurant concepts and maintaining consistency in the immaculate level service and superior quality of the food products offered to its diners.

## Raya Smart Buildings

RSB provides an exceptional business environment to corporate tenants through mixed use offerings with the best in town of fine dining, night life cafes and cultural events. The current property portfolio includes: Galleria40 (6th of October), Raya View (Smart Village), and Raya Offices (6th October).

Revenue (EGP mn)

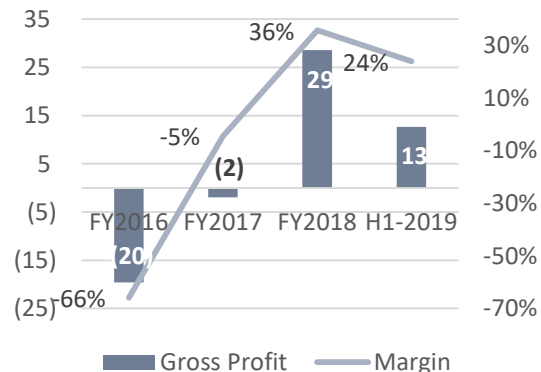


## GALLERIA<sup>40</sup>

- ✓ GALLERIA40 is located in a prime location overlooking the 26th July corridor in Sheikh Zayed
- ✓ The first LEED® Gold Registered Complex in Egypt
- ✓ Edge Innovation Center, encompassing all business needs from office space as well as meeting, training, and conference rooms.



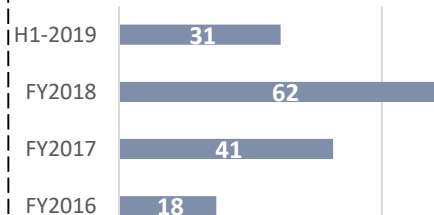
GP (EGP mn)



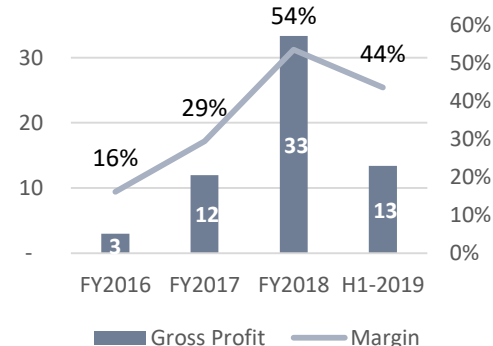
## Raya Restaurants

Raya Restaurants was established in September 2013 with the vision to build internationally competitive restaurants that will be franchised locally, regionally and globally. The company currently boasts three restaurant chains: Ovio, Ovio Little, and Sanos.

Revenue (EGP mn)



GP (EGP mn)



Maadi  
Fifth Settlement  
Sheikh Zayed (Galleria 40)



Korba  
Zamalek  
Heliopolis  
Mohandessen



Sheikh Zayed (Galleria 40)

BariQ is the first “Bottle to Bottle” manufacturer in Egypt, processing post consumer bottles into food grade PET pellets and targeting beverage and bottle companies that desire to produce less expensive consumer plastic bottles. Partnering with the most successful recycling companies worldwide, BariQ produces Post Consumer Recycled Polyethylene Terephthalate (PCR-PET) pellets, approved as safe for applications in direct contact with food. BariQ also produces Post-consumer Recycled (PCR) PET which can be used for clothing, carpet fiber, and fiberfill for stuffing articles such as pillows.

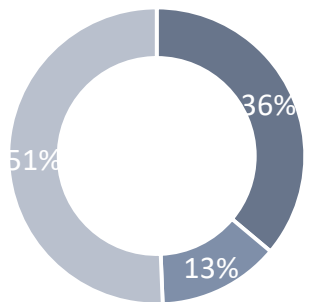
**6,955 tons**  
Volume of PET Sold H1-19

**6,784 tons**  
Volume of PET Produced H1-19

**12,647 tons**  
Volume of PET Purchased H1-19

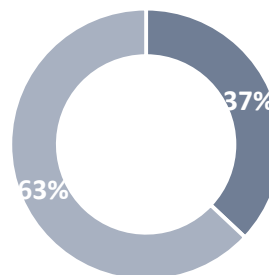


### Cost Analysis



■ NB1TF ■ Conversion ■ Pellets

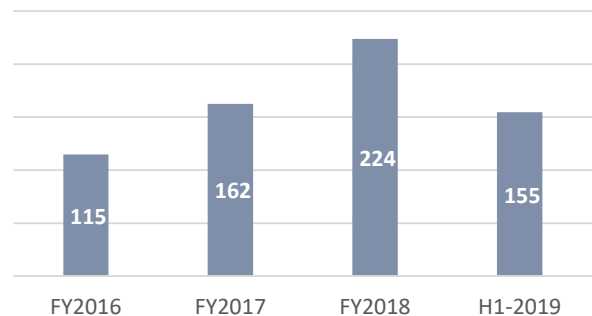
### PET Source Distribution



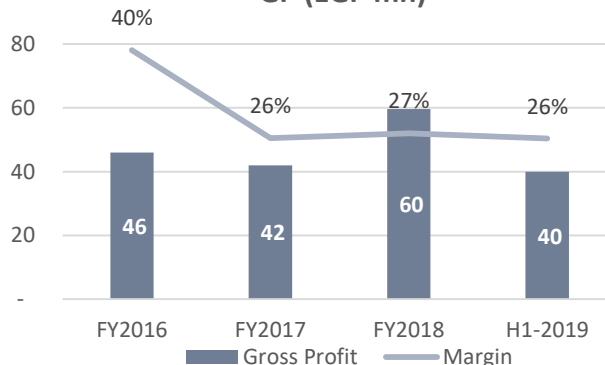
■ Local ■ Imported



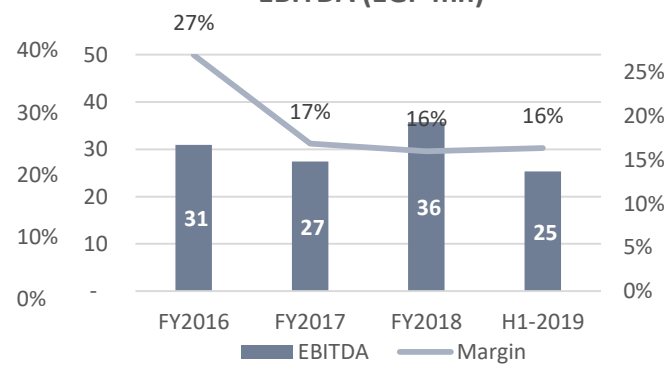
### Revenue (EGP mn)



### GP (EGP mn)



### EBITDA (EGP mn)

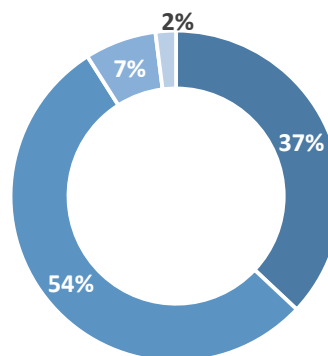


Ostool, founded in 2010, is Raya's Transport and Logistics arm that provides the most organized land trucking operation in Egypt aided by a massive fleet of 245 trucks. Ostool has built an effective system of transportation logistics and management by utilizing cutting edge technology that improves the dispatch and response rates as well as the coordination of services. Ostool's aims to maintain service consistency and reliability through its adequate safety standards and fleet maintenance program.

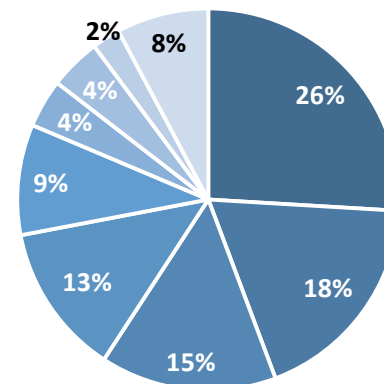
## Service Offering

In-loader Jumbo Glass Delivery	Grain Delivery	Cement Silo Distribution
Flat Bed Trucking	Container Services	Coal/Pet Coke Stevedoring
Glass A Frame	Tipper	Warehousing

## Revenue by Industry (1Q19)

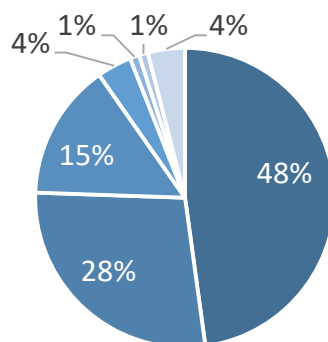


## Cost Split (1Q19)



## Maintenance Cost Split (1Q19)

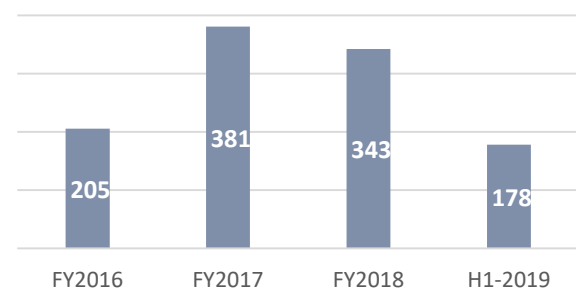
- Tires Amortization
- Spares Amortization
- KM Maint.
- Spares from Ghabour
- In house Maint.
- Greasing
- Accident



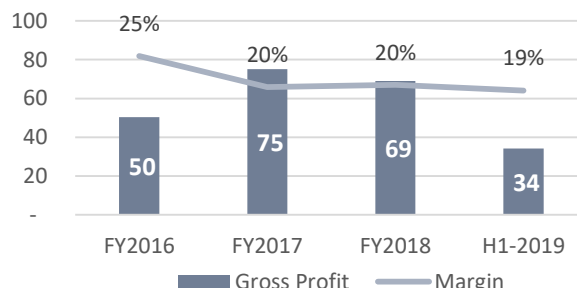
- Cement
- Raw Material /Coal Stevedoring
- Grains
- Glass

- Fuel
- Manpower
- Material Discharge
- Loading & Unloading
- Other
- Maintenance
- Rented Trucks
- Scales
- Insurance Cost

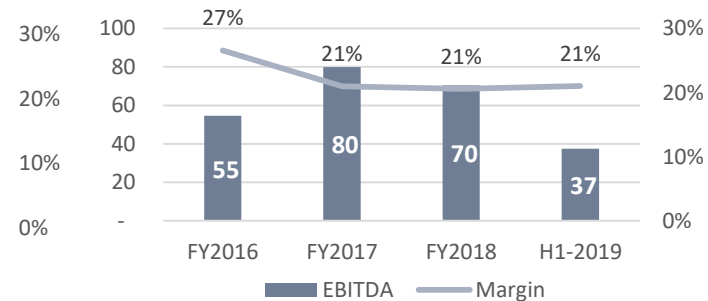
## Revenue (EGP mn)



## GP (EGP mn)



## EBITDA (EGP mn)



### III. Financial Overview



## Key Highlights

**H1 2019 Revenues** posted EGP 4,058 Mn, a 1.2% y-o-y increase compared to EGP 4,012 Mn in H1 2018.

**Gross Profit** posted EGP c. 782 Mn with a Gross Profit Margin of 19.3%.

**Operating Profit (EBIT)** reached EGP 167.7 Mn, with an Operating Profit Margin of 4.1%.

**EBITDA** posted c. EGP 278 Mn for H1 2019, with an EBITDA margin of 6.9%.

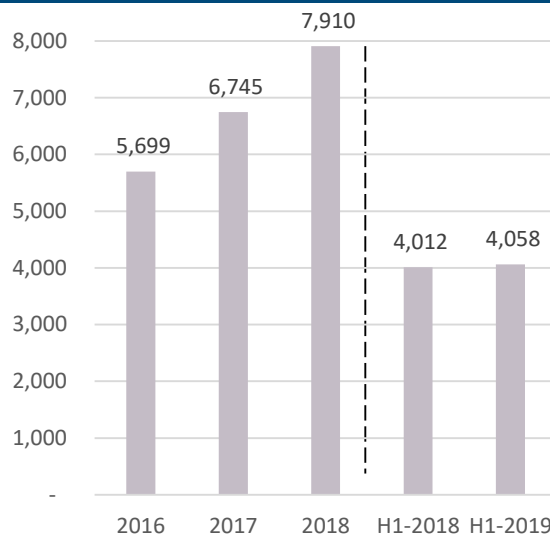
**Net Loss** for H1-2019 posted c. EGP 51 Mn

**Total Assets** stood at EGP 6,998.9 Mn in H1 2019 compared to EGP 5,712 in H1 2018, up 22.5% y-o-y.

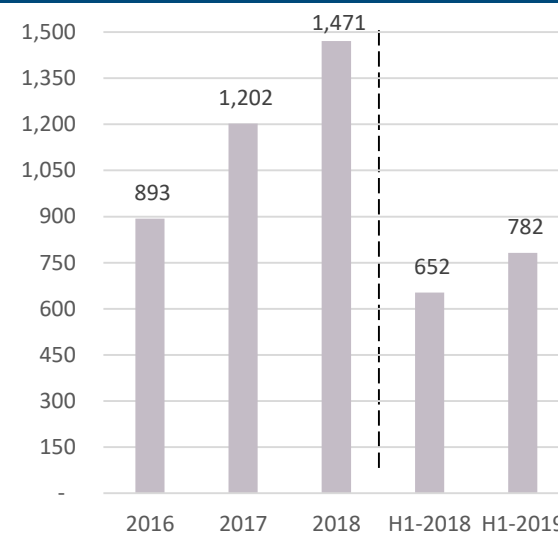
**Total Equity** stood at EGP 1,164.5 Mn in H1 2019 compared to EGP 1,442.2 Mn in H1 2018.

**Total Liabilities** stood at EGP 5,834.5 Mn in H1 2019 compared to EGP 4,269.7 Mn in H1 2018, an increase of 36.7% y-o-y.

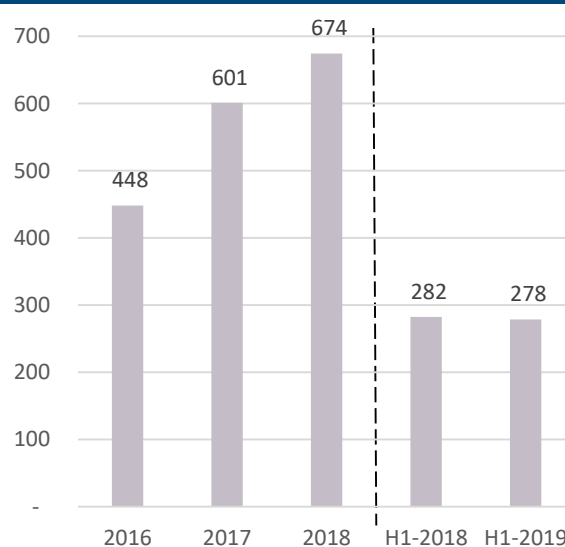
## Revenue (EGP million)



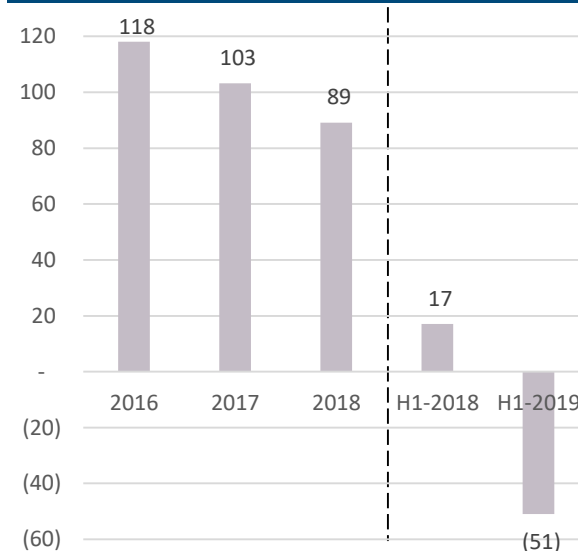
## Gross Profit (EGP million)



## EBITDA (EGP million)

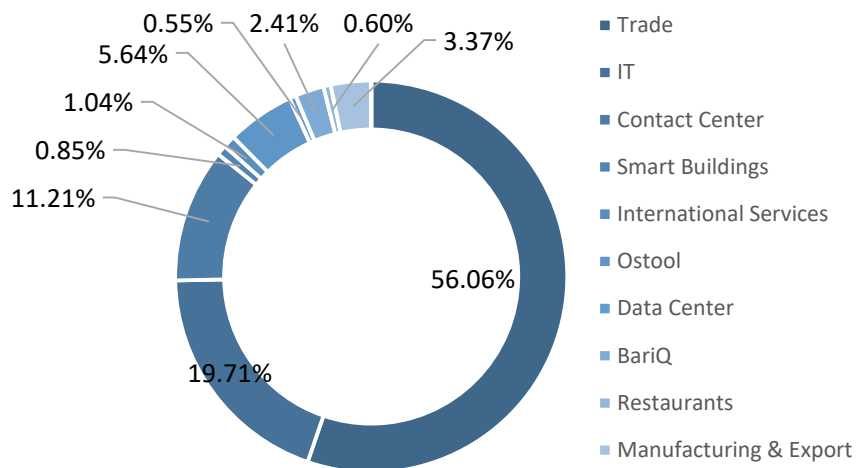


## Net Income (EGP million)

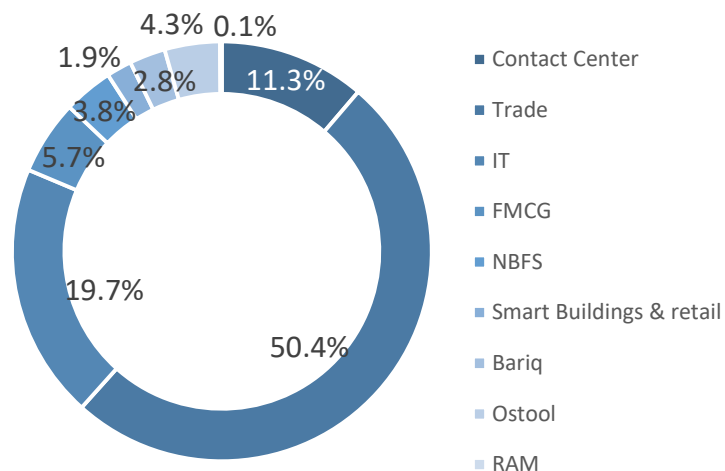


# Raya Holding Revenue Snapshot

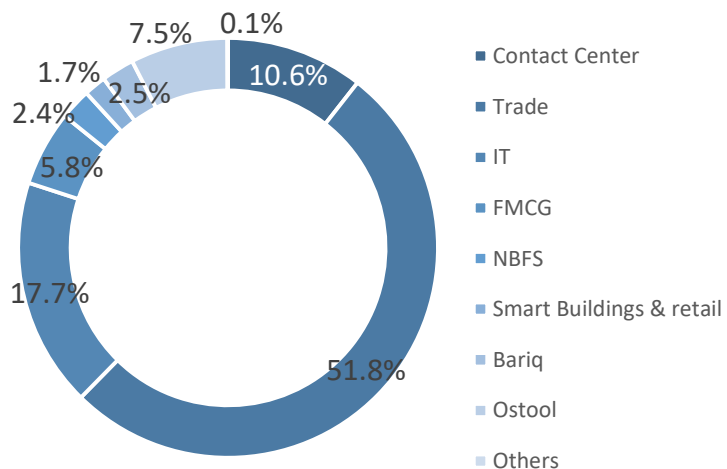
### Revenue Split YE 2017 (%)



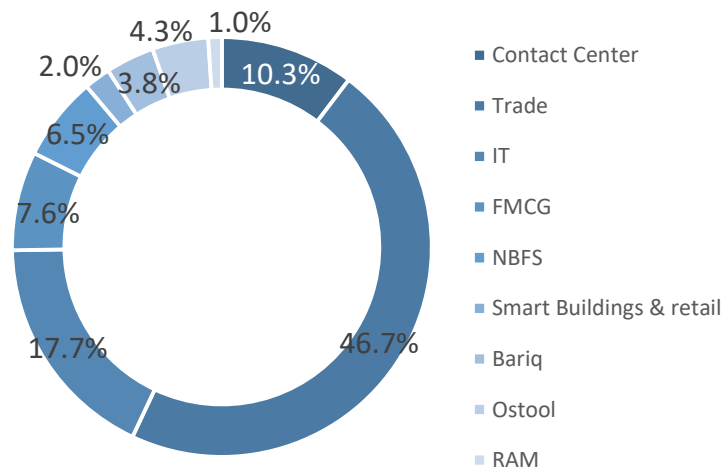
### Revenue Split YE 2018 (%)



### Revenue Split H1-2018 (%)



### Revenue Split H1-2019 (%)



EGP	H1 2019	H1 2018	YE 2018	YE 2017
Revenue	4,058,218,043	4,011,754,078	7,909,540,584	6,745,402,871
Gross Profit	781,677,488	324,314,975	1,471,466,845	1,202,347,734
SG&A	598,509,745	449,682,132	961,444,331	(734,686,543)
EBITDA	278,467,735	282,151,728	674,471,288	601,014,282
Operating Income	167,669,491	196,745,671	497,313,966	461,984,557
EBT	(36,133,575)	37,322,960	153,290,629	181,604,411
Net Income after Minority	(50,944,891)	17,107,542	89,122,322	103,224,442
CAPEX	193,155,837	75,055,425	300,027,126	308,374,494
Cash Flow from Operations	(75,600,239)	90,443,278	234,383,496	(117,135,354)
Cash & Equivalents	386,091,352	461,140,699	461,140,699	353,557,280
Current Assets	4,829,024,198	3,966,679,992	4,121,514,702	3,426,465,618
Current Liabilities	5,834,450,174	4,269,761,235	4,159,567,676	3,242,972,947
Working Capital	(537,439,557)	114,138,051	(38,052,974)	183,492,671
Short Term Debt	5,366,463,755	3,852,541,941	2,199,667,943	1,561,726,056
Long Term Debt	467,986,419	417,219,294	313,869,316	249,895,858
Total Debt	3,095,569,252	2,194,726,161	2,513,537,259	1,811,621,914
Total Assets	6,998,918,733	5,711,957,615	6,086,821,575	5,063,556,028
Total Liabilities	5,834,450,174	4,269,761,235	4,614,374,374	3,594,833,674
Total Equity	1,164,468,559	1,442,196,380	1,472,447,201	1,468,722,354
Depreciation	77,797,903	57,627,228	151,409,734	121,804,402

EGP	H1 2019	H1 2018	YE 2018	YE 2017
<b>Total Revenue</b>	<b>4,058,218,043</b>	<b>4,011,754,078</b>	<b>7,909,540,584</b>	<b>6,745,402,871</b>
COGS	(3,276,540,555)	(3,359,280,286)	(6,438,073,739)	(5,543,055,137)
<b>Gross Profit</b>	<b>781,677,488</b>	<b>652,473,792</b>	<b>1,471,466,845</b>	<b>1,202,347,734</b>
%	19.3%	16.3%	18.6%	17.8%
SG&A	(598,509,745)	(449,682,132)	(961,444,331)	(734,146,543)
%	14.8%	11.2%	12.2%	10.9%
Provisions and impairment	(15,288,252)	(5,920,989)	(12,708,548)	(6,216,634)
<b>Operating Income</b>	<b>167,669,491</b>	<b>196,745,671</b>	<b>497,313,966</b>	<b>461,984,557</b>
%	4.1%	4.9%	6.3%	6.8%
Net Financial Cost	(208,351,793)	(160,734,681)	(334,751,853)	(293,776,840)
Foreign Exchange Gains (Losses)	2,356,222	(234,998)	(910,350)	3,975,398
Other Non Operating Income	4,943,340	1,546,968	3,182,571	9,421,296
Other Non Operating Expense	(2,750,835)	-	(11,543,705)	-
<b>EBT</b>	<b>(36,133,575)</b>	<b>37,322,960</b>	<b>153,290,629</b>	<b>181,604,411</b>
%	(0.9%)	0.9%	1.9%	2.7%
Income Tax	(14,811,316)	(20,215,418)	(64,168,307)	(78,379,969)
Net Income Before Minority	<b>(36,133,575)</b>	<b>37,322,960</b>	<b>89,122,322</b>	<b>103,224,442</b>
Minority Interest	30,861,304	40,013,621	83,742,660	53,189,722
<b>Net Income After Minority</b>	<b>(50,944,891)</b>	<b>17,107,542</b>	<b>5,379,662</b>	<b>50,034,720</b>
%	(1.26%)	0.43%	0.1%	0.7%



EGP	H1 2019	YE 2018	YE 2017
Fixed Assets	938,116,309	789,789,591	641,172,199
Investments Properties	633,457,809	645,309,172	660,607,312
Projects Under Construction	341,791,590	295,535,945	152,036,852
Intangible Assets	19,162,942	24,392,080	23,783,208
Goodwill	82,078,561	82,078,561	82,078,561
Investments in Associates	52,368,545	50,182,123	46,999,552
Available for Sale Investments	30,312,650	28,187,862	19,605,387
Deferred Income Tax	72,606,129	49,831,539	10,807,339
<b>Total Non-Current Assets</b>	<b>2,169,894,535</b>	<b>1,965,306,873</b>	<b>1,637,090,410</b>
Inventory	1,251,778,950	1,100,029,281	971,122,389
Work in Progress	75,662,763	35,370,215	94,266,945
Accounts And Notes Receivable	1,973,173,131	1,622,734,746	1,156,211,087
Prepayments And Other Debit Balances	1,141,598,002	901,519,761	850,587,917
Share Based Compensation	720,000	720,000	720,000
Cash on Hand and at Banks	386,091,352	461,140,699	353,557,280
<b>Total Current Assets</b>	<b>4,829,024,198</b>	<b>4,121,514,702</b>	<b>3,426,465,618</b>
<b>Total Assets</b>	<b>6,998,918,733</b>	<b>6,086,821,575</b>	<b>5,063,556,028</b>

EGP	H1 2019	YE 2018	YE 2017
Paid- in Capital	1,071,997,595	630,586,820	504,624,835
Legal Reserve	64,197,233	59,994,255	34,203,775
General reserve	41,935,960	41,935,960	41,935,960
Treasury Shares	(1,155,316)	(1,155,316)	(1,155,316)
Net profit from the sale of Raya Contact center shares	-	-	380,346,421
Financial investment valuation reserve available for sale	9,073,052	8,168,976	774,923
Foreign Currency Translation Adjustments	(17,280,773)	5,270,682	5,816,474
Retained Earnings	(149,276,463)	479,141,901	250,600,906
Profits for the year after deducting minority interest	(81,806,195)	5,379,661	50,034,720
<b>Total Owners' Equity of Holding Company</b>	<b>937,685,093</b>	<b>1,229,322,939</b>	<b>1,267,182,698</b>
Minority Interests	226,783,466	243,124,261	201,539,656
<b>Total Equity</b>	<b>1,164,468,559</b>	<b>1,472,447,200</b>	<b>1,468,722,354</b>
Notes Payable - Long Term	77,140,817	70,315,254	46,597,827
Long Term Loans	306,850,325	313,869,316	249,895,858
Long Term Liabilities	83,995,277	70,622,128	55,367,042
<b>Total Non-current Liabilities</b>	<b>467,986,419</b>	<b>454,806,698</b>	<b>351,860,727</b>
Provisions	33,734,391	32,047,916	33,424,331
Accounts And Notes Payable	1,373,337,078	1,145,548,970	922,203,189
Long Term Loans - Current Portion	150,533,536	165,320,268	150,270,296
Credit Facilities	2,638,185,391	2,034,347,675	1,411,455,760
Tax Payable	-	8,004,387	10,356,261
Accrued Expenses and other Credit Balances	1,096,098,567	763,018,981	710,978,444
Dividends Payable	74,574,792	11,279,478	4,284,666
<b>Total Current Liabilities</b>	<b>5,366,463,755</b>	<b>4,159,567,675</b>	<b>3,242,972,947</b>
<b>Total Liabilities</b>	<b>5,834,450,174</b>	<b>4,614,374,373</b>	<b>3,594,833,674</b>
<b>Total Equity &amp; Liabilities</b>	<b>6,998,918,733</b>	<b>6,086,821,573</b>	<b>5,063,556,028</b>

EGP	H1 2019	H1 2018	EGP	H1 2019	H1 2018
<b>Cash flow from operating activities</b>			Utilized from Provisions	-	(884,219)
Profits before income tax and minority interest	(36,133,575)	37,322,960	Income taxes paid	(108,080,550)	(63,030,556)
Depreciation of fixed assets	95,451,090	73,696,312	<b>Net cash flow from operating activities</b>	<b>(75,600,239)</b>	<b>90,442,278</b>
Gain from sale of leased back assets	(1,072,532)	(1,072,532)	<b>Cash flow from Investing activities</b>		
Accumulated provisions	2,316,281	5,745,035	Payments to acquire fixed assets, intangible assets and investment property	(134,647,984)	(74,690,828)
Provisions no longer required	(629,806)	(599,596)	Payments for projects under construction	(55,726,651)	(81,500,802)
Finance cost (Net)	208,351,793	160,734,681	Gain from sale of fixed and intangible assets	5,062,279	5,142,948
Loss from disposal of fixed assets	(2,109,307)	122,517	Deposits for credit documents	(22,332,405)	(21,641,252)
Company's share from (Profits) of associates	(2,186,423)	(1,304,712)	<b>Net cash flow from Investing activities</b>	<b>(207,644,761)</b>	<b>(172,689,934)</b>
Impairment of accounts receivable	16,064,770	7,565,093	<b>Cash flow from financing activities</b>		
Impairment of accounts receivable reversal	(2,018,924)	(19,661,108)	Proceeds from credit facilities	603,837,715	340,944,580
write down of inventory	14,363,810	102,391,549	Payments for long term notes payable	(100,010,032)	(88,687,346)
write down of inventory reversal	(9,064,138)	(19,661,108)	Proceeds from long term debt	78,204,310	130,847,013
	<b>383,333,039</b>	<b>359,229,327</b>	Change in Minority Interest	(47,202,100)	-
Change in Inventory	(157,049,341)	(101,592,977)	Payments for Financing Expenditures	(208,351,793)	(160,734,681)
Change in Receivables	(364,484,232)	(368,697,672)	Change in Long term notes payable	6,825,563	(3,834,478)
Change in projects under construction	(40,292,545)	58,252,059	Dividends paid	(124,888,957)	(31,390,549)
Change in prepayments	(264,339,984)	(77,960,920)	<b>Net cash flow from financing activities</b>	<b>208,414,705</b>	<b>187,144,539</b>
Change in Payables	227,788,108	137,958,208	F/X differences	(22,551,456)	(197,254)
Change in Accrued expenses	334,152,117	136,941,947	<b>Net increase in cash</b>	<b>(97,381,752)</b>	<b>104,700,629</b>
Change in long term liabilities	13,373,149	9,228,080	Beginning cash balance	423,502,152	320,572,280
<b>Cash flow from operating activities</b>	<b>32,480,311</b>	<b>154,358,053</b>	<b>Ending cash balance</b>	<b>326,120,400</b>	<b>425,272,907</b>
			Deposits	(59,970,952)	(54,626,252)
			Cash and Cash Equivalents	386,091,352	479,899,159
			<b>Ending cash balance</b>	<b>326,120,400</b>	<b>425,272,907</b>

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The screenshot displays the RAYA Holding Investor Relations website. At the top, there is a navigation menu with links for INVESTOR RELATIONS, MEDIA, CAREERS, and CONTACT US. Below the menu is a header section with the RAYA logo and four main categories: CORPORATE (A Leading Company Since 1990), THE GROUP (Over 11 Successful Massive Companies), CSR (Corporate Social Responsibility), and NEWS (Corporate Latest Updates & News). The main content area is titled 'Raya Holding Investor Relations'. A sidebar on the left lists various sections: SHAREHOLDING STRUCTURE (selected), SHAREHOLDING BREAKDOWN, STOCK QUOTE, STOCK INFORMATION, STOCK PERFORMANCE, CASH DIVIDENDS, STOCK DIVIDENDS, DISCLOSURES, and EARNING RELEASES & FINANCIAL STATEMENTS. The main content area features a 'Shareholding Structure' section, dated 31/03/2019. It includes a descriptive paragraph: 'Shareholder structure is the proportion of ownership and the percentage of voting rights held by different Shareholders.' Below this is a list of shareholders: Medhat Khalil & Family, Financial Holdings International, EGYCAP Investments LTD, Sky Group, Al Taweel Family, Ashraf Mahmoud Kheir El Deen, Norges Bank, and Others. To the right of the list is a donut chart showing the ownership percentages for each shareholder. At the bottom of the page, there is a stock price ticker for RAYA HOLDING (EGP 4.50 / SHARE -0.06 ▼ -0.06 (-6.29)) and a 'LAST TRADED' timestamp of 30/05/2019 13:29:41.