

## Our Company

As a distinguished investment company with a robust international footprint, Raya Holding has experienced remarkable growth driven by a resilient business model. We strategically capitalize on high-growth sectors, positioning ourselves at the forefront of economic advancement. Publicly listed on the Egyptian Exchange (EGX) since 2005, we have expanded our presence to key markets including Saudi Arabia, UAE, Bahrain, Poland, Nigeria, and Tanzania. Our global customer base is supported by over 18,000 highly skilled employees who are integral to our success.

Raya Holding operates through a diversified portfolio of 11 companies, strategically positioned across high-growth sectors of the regional economy. Our investment portfolio is segmented into:

## Our Core Values

- Excellence**
- Teamwork**
- Customer Focus**
- Respect for People**

## Portfolio Companies

| Retail & Distribution  | Manufacturing                         | Fintech      | Technology & Infrastructure       | Business Process Outsourcing   | Hospitality                             | Logistics |
|------------------------|---------------------------------------|--------------|-----------------------------------|--------------------------------|---|-----------|
| Raya Trade & Raya FMCG | Raya Electric, Raya Foods & Raya Auto | Aman Holding | Raya Information Technology (RIT) | Raya Customer Experience (RCX) | Raya Smart Buildings & Raya Restaurants | Ostool    |

## Key Facts 9M2024

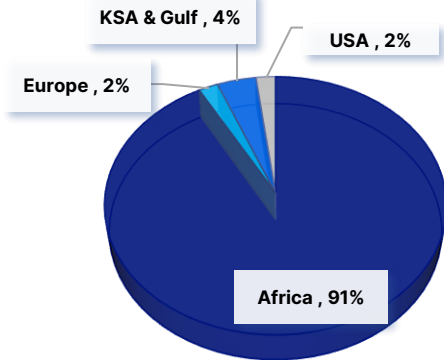
|  |  |
|--|--|
| <p><b>Revenue</b><br/>EGP 32.3 Bn<br/>42% YoY Growth</p>                     | <p><b>Net Profit Before Minority</b><br/>EGP 1.3 Bn<br/>4% NPM<br/>161% YoY Growth</p> |
| <p><b>Gross Profit</b><br/>EGP 6.8 Bn<br/>GPM 21%<br/>53% YoY Growth</p>     | <p><b>Company presence</b><br/>across 4 continents</p>                                 |
| <p><b>EBITDA</b><br/>EGP 3.7 Bn<br/>12% EBITDA Margin<br/>67% YoY Growth</p> | <p>Approximately 18,000 employees across the whole group</p>                           |

### Revenue Contribution by Currency

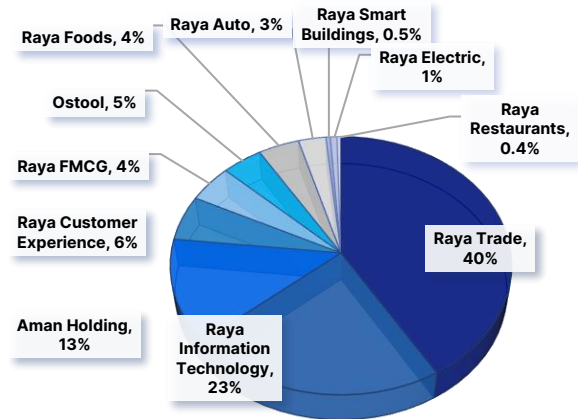
|   |   |
|---|---|
|   |   |
| <b>Local 70%</b>                          | <b>Foreign 30%</b>  |
| <b>Foreign Currency Generated by LOBs</b> | <ul style="list-style-type: none"> <li>➤ RIT</li> <li>➤ RCX</li> <li>➤ Foods</li> </ul> |

## Revenue Breakdown

### Revenue by Region



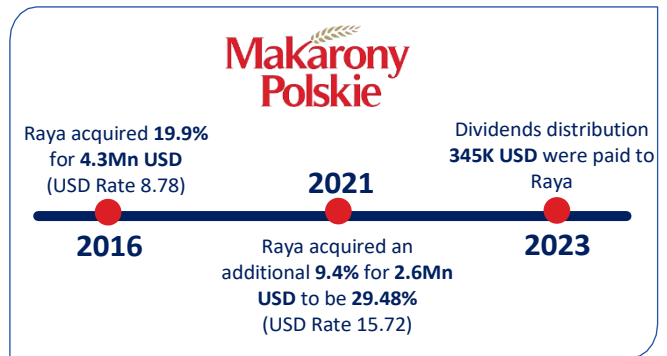
### Revenue by Lines of Business (LOBs)



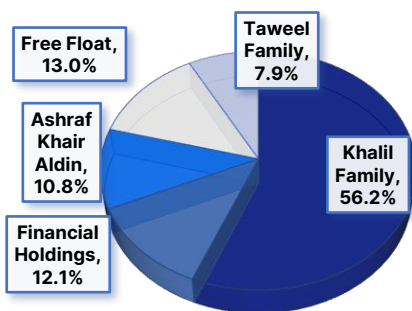
## Our 'Big Four':



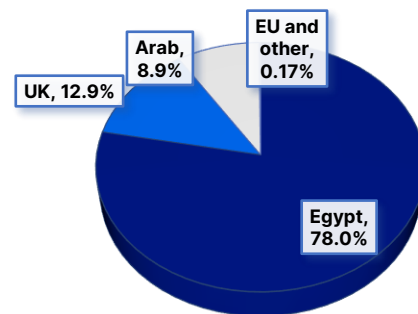
## Our Overseas Investment:



## Ownership Structure



## Shareholders by Geography



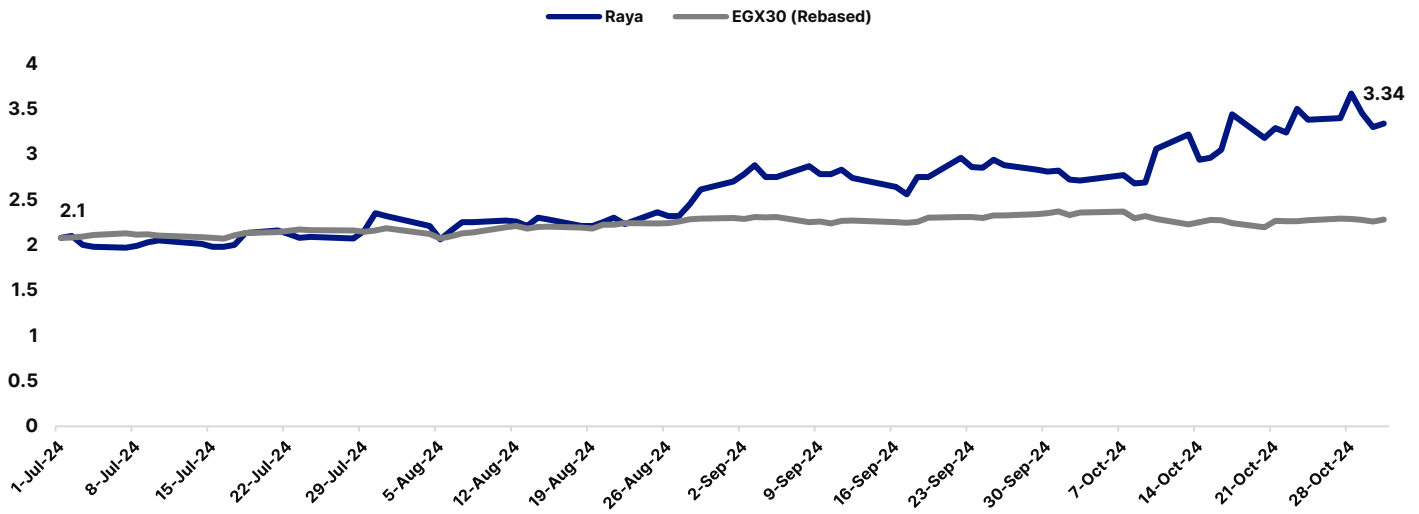
## Raya's Share Performance (RAYA)

July 1<sup>st</sup>, 2024 – October 31<sup>st</sup>, 2024

|                              |               |
|------------------------------|---------------|
| RAYA Performance             | 59.05%        |
| EGX30 Performance            | 9.61%         |
| Average Daily Trading Volume | 11,324,505    |
| Share Price High / Low       | 3.67 / 1.97   |
| Number of Outstanding Shares | 4,281,297,768 |

**Market Capitalization as of October 31<sup>st</sup>, 2024 (EGP million) 14,299,534,545**

## Share Price Performance



## Key Financial Figures

| EGP Mn                            | 9M2023  | 9M2024  |
|-----------------------------------|---------|---------|
| Revenue                           | 22,658  | 32,272  |
| Gross Profit                      | 4,462   | 6,809   |
| SG&A                              | (2,648) | (3,598) |
| Depreciation                      | (279)   | (310)   |
| EBITDA                            | 2,213   | 3,697   |
| Operating Income                  | 1,524   | 2,924   |
| EBT                               | 787     | 1,841   |
| Net Income (Loss) before Minority | 489     | 1,276   |

|                               | 31-Dec-23     | 30-Sep-24     |
|-------------------------------|---------------|---------------|
| Current Assets                | 22,994        | 31,616        |
| Cash & Equivalents            | 3,194         | 2,866         |
| Non-current Assets            | 4,155         | 5,121         |
| <b>Total Assets</b>           | <b>27,149</b> | <b>36,736</b> |
| Short Term Debt               | 11,096        | 11,029        |
| Current Liabilities           | 21,841        | 28,233        |
| Long Term Debt                | 1,353         | 2,653         |
| Non-current Liabilities       | 2,385         | 4,249         |
| <b>Total Debt</b>             | <b>12,449</b> | <b>13,682</b> |
| <b>Total Liabilities</b>      | <b>24,226</b> | <b>32,482</b> |
| Working Capital               | 1,153         | 3,382         |
| Total Equity                  | 2,923         | 4,254         |
| Net Cash Flow from Operations | 1,121         | 1,920         |

For more information visit the website or contact us:

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