

Investor Presentation

Raya Holding for Financial Investments

1H2024

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Agenda



ABOUT RAYA HOLDING

- A-** Raya at a Glance
- B-** Timeline
- C-** Group Overview
- D-** Overview of Consolidated Financials
- E-** Share & Ownership Information
- F-** Dividends Overview
- G-** Corporate Governance Framework
- H-** Management Team



PORTFOLIO COMPANIES OVERVIEW

- 1-** Raya Trade
- 2-** Raya Information Technology
- 3-** Raya Customer Experience
- 4-** Aman Holding
- 5-** Raya Foods
- 6-** Raya Food Trade
- 7-** Raya Smart Buildings
- 8-** Raya Restaurants
- 9-** Raya Advanced Manufacturing
- 10-** Ostool
- 11-** Raya Electric



FINANCIAL OVERVIEW

- 1-** Raya Holding Snapshot
- 2-** Key Financial Figures
- 3-** Consolidated Income Statement
- 4-** Consolidated Balance Sheet
- 5-** Consolidated Cash Flow Statement

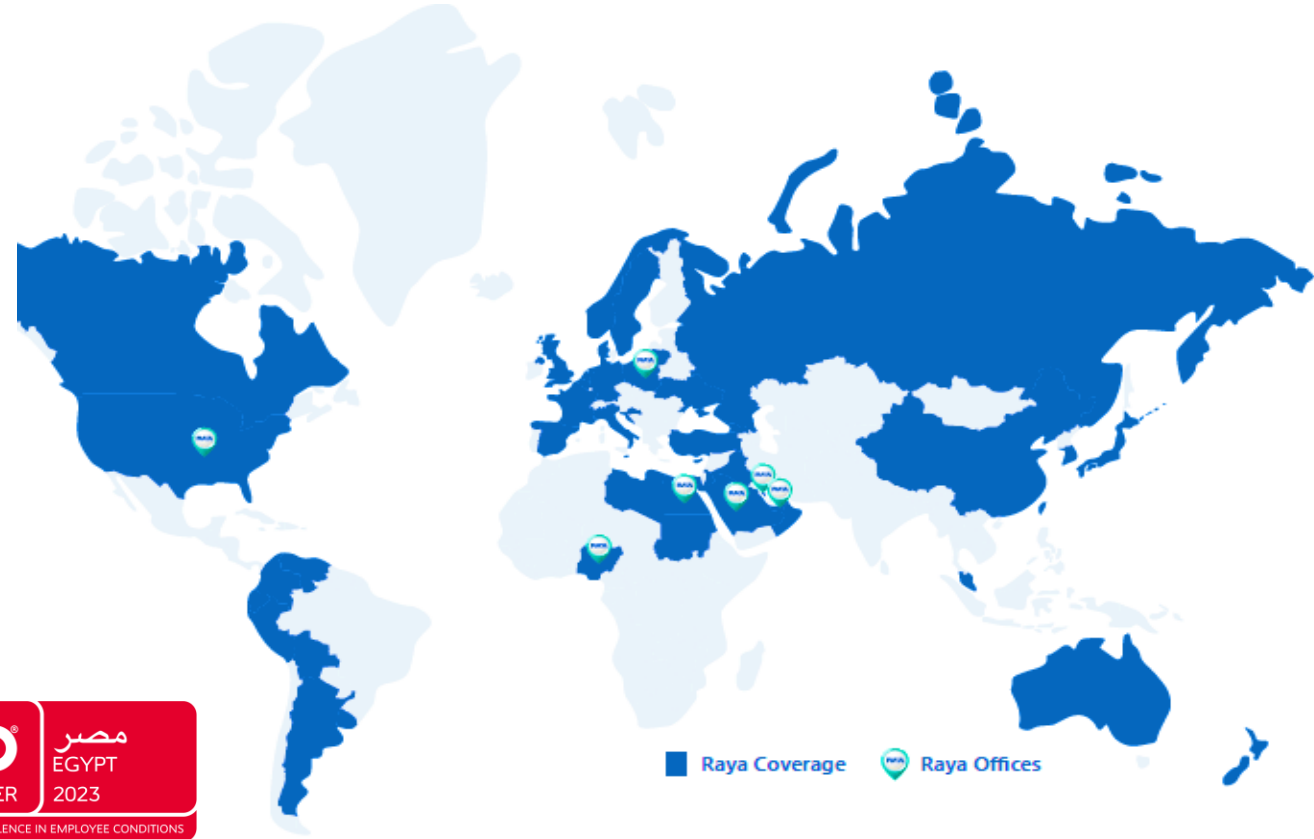


I. About Raya Holding

RAYA

Raya Holding At Glance

- Raya Holding is an investment company headquartered in Cairo, Egypt, managing a diversified investment portfolio.
- 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, light-mobility vehicles, E-payments and Non-banking financial services.
- Raya Holding accommodates a wide international customer base from on-ground operations spanning Egypt, KSA, UAE, Bahrain, Poland, and Nigeria.



18,000 +
Employees



25 years
in the Market



4
Continents

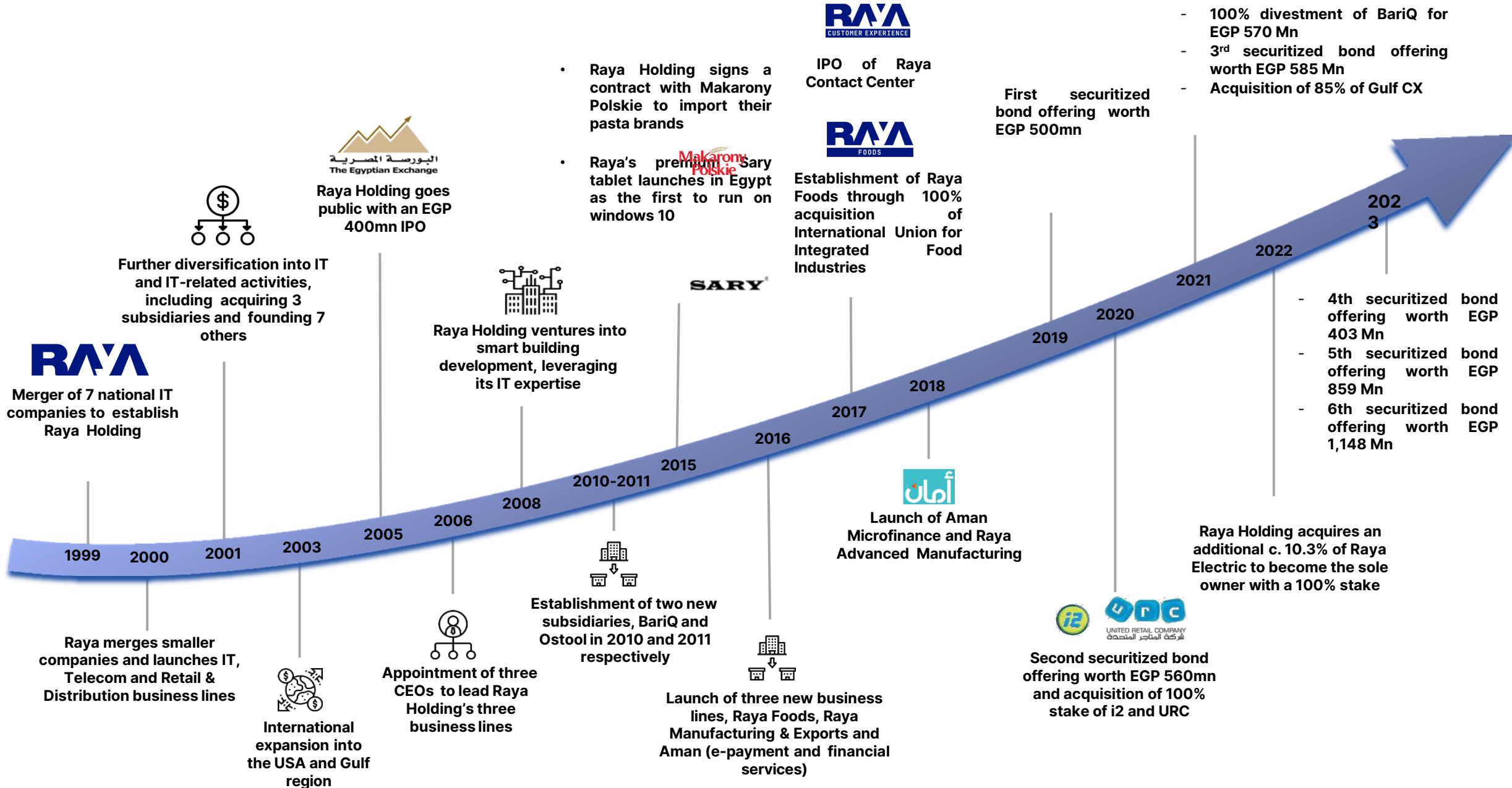


11
Portfolio Companies



2005
Egyptian Stock Exchange

Key Milestones



II. Management

Strong Corporate Governance Framework- Board of Directors



Medhat Khalil

Chairman
Raya Holding



Ahmed Khalil

Executive Board
Member,
CEO, Raya Holding



Yasser Hashem

Non-Executive Board
Member
Zaki Hashem & Partners,
MD



Mostafa Mobarak

Independent Board
Member
Managing Partner, Solera



Ashraf Kheir El Din

Non-Executive Board
Member
CEO - First Distribution &
Trading



Sherif Kamel

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



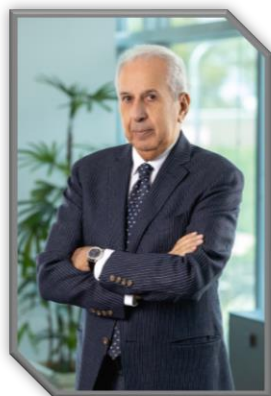
Malek Sultan

Non-Executive Board
Member Investment
Director, Watheeqa



Hamed Shamma

Non-Executive Board
Member
Professor of
Marketing, AUC



Seif Coutry

Non-Executive Board
Member Chairman,
Fawry



Mohamed Hawa

Non-Executive Board
Member
Representing, Financial
Holding LTD



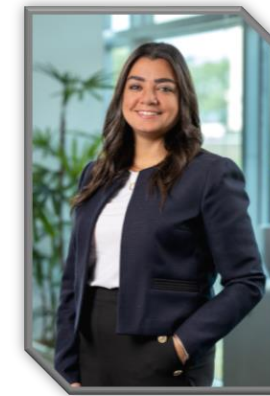
Samer El Waziri

Member
Senior Adviser – Raya
Holding



Amr El Tawil

Independent Board
Member
Managing Partner, Solera



Noha El Ghazaly

Independent Board
Member Egypt Country
Advisor,
Mediterrania Capital



Reem El- Saady

Independent Board
Member
Head of MENA SME
Funding- EBRD

Strong Corporate Governance Framework

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.

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

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.

Nomination & Remuneration Committee

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

ESOP Committee

Oversee the implementation and management of the Employee Stock Ownership Plan, including determining eligibility criteria, establishing vesting schedules, allocating stock to employees, and ensuring compliance with legal and regulatory requirements.

Sustainability Committee

Develop and implement strategies for promoting environmental, social, and governance (ESG) initiatives within the company, including setting sustainability goals, conducting assessments, engaging stakeholders, and monitoring progress towards sustainability objectives.



Strong Corporate Governance Framework- Executive Management Team



Ahmed Khalil
Executive Board
Member,
CEO
Raya Holding



Hossam Hussein
CFO
Raya Holding



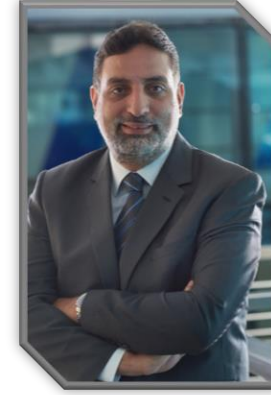
Hazem Abdel Hady
CHRO
Raya Holding



Tamer Abdel Aziz
CBDO
Raya Holding



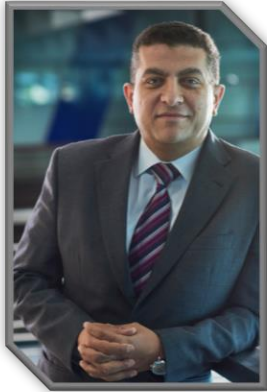
Hisham Abdel Rasoul
CEO
Raya Information
Technology & Raya
Customer Experience



Bassem Megahed
CEO
Raya Trade



Mohamed Wahby
Co-CEO
Aman Holding



Hazem Moghazi
Co-CEO
Aman Holding



Omar Abdel Aziz
CEO
Raya Foods



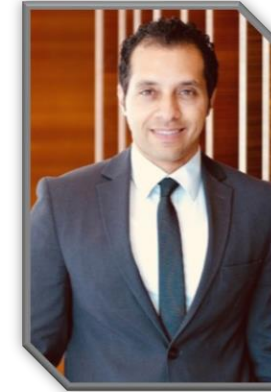
Gamal Hussein
CEO
Raya FMCG



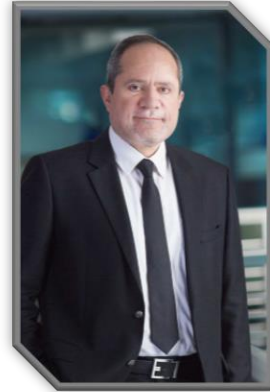
Tamer Badrawi
CEO
Ostool



Mohamed El Naggar
CEO
Raya Advanced
Manufacturing



Ahmed Ibrahim
CEO
Raya Smart Buildings



Usama Zaki
CEO
Raya Electric

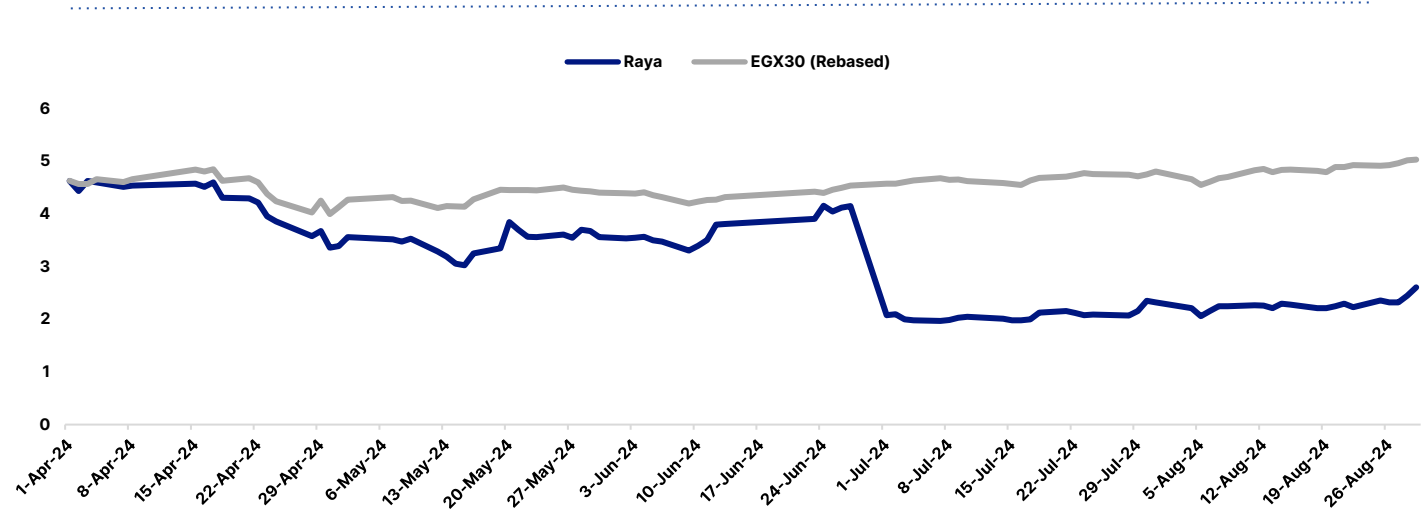
III. Stock Overview

Share & Ownership Information

Share Information (RAYA.CA)

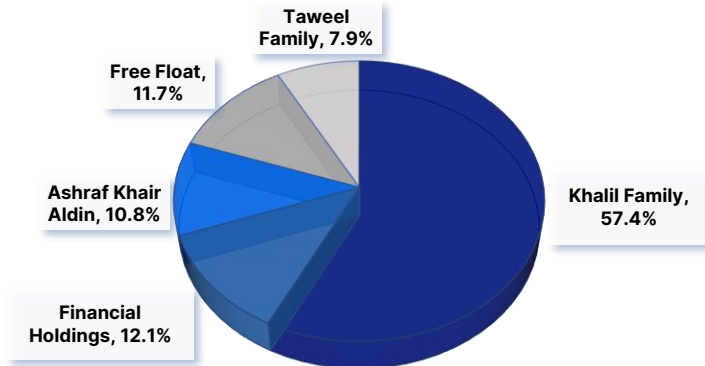


Stock Price Performance

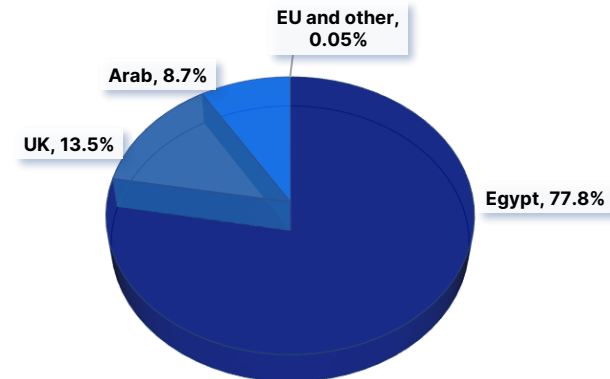


Shareholders Structure (as of June 30th, 2024)

Shareholders Structure



Shareholders by Geography



IV. Dividends Overview

Dividends Overview

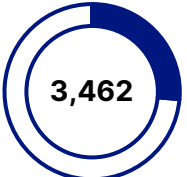



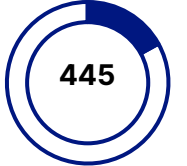
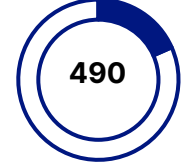
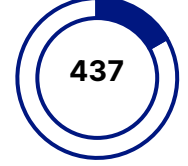
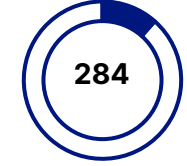
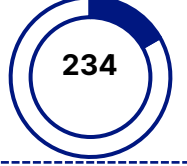
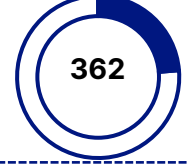
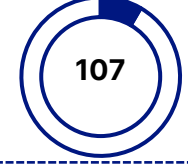
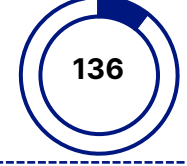
Cash Dividends

Coupon No.	Payment Date	Payment Date	Dividend Amount
17	10/01/2023	15/01/2023	EGP 0.035
16	13/01/2022	18/01/2022	EGP 0.06
15	13/07/2021	18/07/2021	EGP 0.045
14	12/12/2019	15/01/2020	EGP 0.19
13	15/07/2019	18/07/2019	EGP 0.24
12	13/06/2019	18/06/2019	EGP 0.15
11	25/05/2017	29/05/2017	EGP 0.25
10	21/01/2016	26/01/2016	EGP 0.20
9	26/05/2015	28/05/2015	EGP 0.25
8	4/6/2013	6/6/2013	EGP 0.25
7	7/10/2012	9/10/2012	EGP 0.20
6	17/01/2012	19/01/2012	EGP 0.20
5	19/05/2010	23/05/2010	EGP 0.25
4	19/05/2009	21/05/2009	EGP 0.21
3	24/12/2007	26/12/2007	EGP 0.48
2	10/9/2007	12/9/2007	EGP 0.75
1	10/5/2007	14/05/2007	EGP 0.40

V. Group Overview

Raya Holding Group Overview



Overview	<p>Market leader of consumer electronics in Egypt since 1998, operates in distribution, retail and maintenance</p>	<p>Leading system integrator established in 1998 with a vision to lead the information tech market depending on its dynamic portfolio</p>	<p>Leading integrated fintech company providing e- payment, microfinance & finance services solutions</p>	<p>World-class Business Process Outsourcing (BPO) and Contact Center Outsourcing (CCO) service provider</p>
Revenue EGP Mn (2Q2024)	 <p>3,462 35.8%</p>	 <p>2,181 22.5%</p>	 <p>1,291 13.3%</p>	 <p>636 6.6%</p>
GP EGP Mn (2Q2024)	 <p>445 20.4%</p>	 <p>490 22.5%</p>	 <p>437 20.1%</p>	 <p>284 13.0%</p>
EBITDA EGP Mn (2Q2024)	 <p>234 20.1%</p>	 <p>362 31.0%</p>	 <p>107 9.2%</p>	 <p>136 11.7%</p>
% Ownership	<p>100%</p>	<p>100%</p>	<p>76%</p>	<p>56.316%</p>

Raya Holding Group Overview



Overview	<p>Leading manufacturer & distributor of food products in the market, as well as exporter to MENA, Africa & Europe</p>	<p>Frozen fruits and vegetables producer, covering the basic day-to-day product range backed by an agribusiness</p>	<p>Leading provider of supply chain management services w/ a special focus on trucking & logistics services, storage & vessel discharging.</p>	<p>Raya Auto is responsible for assembling and operating international modern vehicles brands and introducing them to Egypt's market.</p>
Revenue EGP Mn (2Q2024)				
GP EGP Mn (2Q2024)				
EBITDA EGP Mn (2Q2024)				
% Ownership	<p>100%</p>	<p>100%</p>	<p>90%</p>	<p>100%</p>

Raya Holding Group Overview

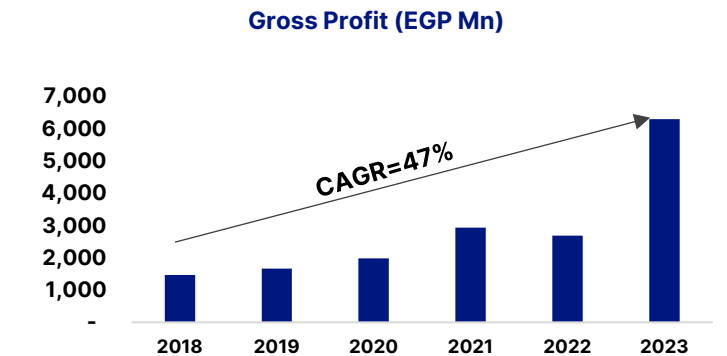
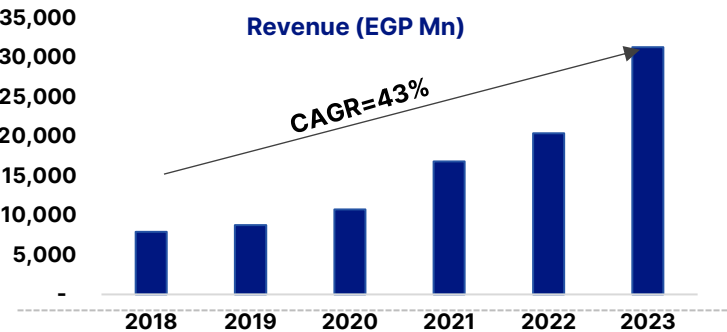
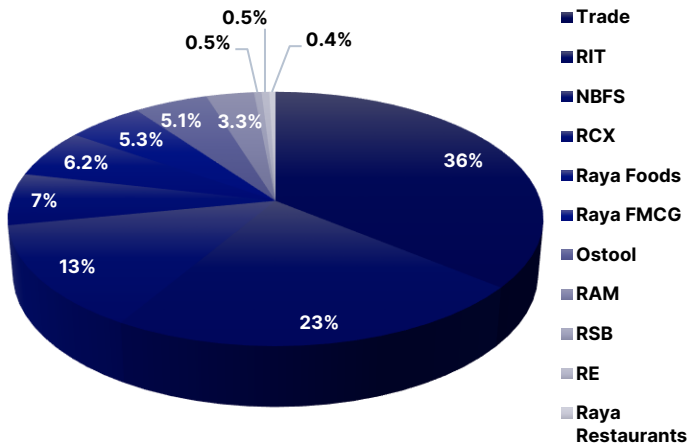


<p>Overview</p>	<p>Develops elegant smart commercial & office complexes, in partnership with world-renowned architectural and green building technology firms</p>	<p>Established in 2013 with the aim to build internationally competitive restaurant chains that will be franchised both regionally and globally</p>	<p>Home appliances giant focused on air conditioners</p>
<p>Revenue EGP Mn (2Q2024)</p>	<p>50 0.5%</p>	<p>51 0.4%</p>	<p>42 0.5%</p>
<p>GP EGP Mn (2Q2024)</p>	<p>28 1.3%</p>	<p>21 1.0%</p>	<p>10 0.5%</p>
<p>EBITDA EGP Mn (2Q2024)</p>	<p>28 2.4%</p>	<p>NM*</p>	<p>NM*</p>
<p>% Ownership</p>	<p>100%</p>	<p>95.423%</p>	<p>100%</p>

NM*: non-meaningful

Overview of Consolidated Financials

Revenue Breakdown by 1H2024



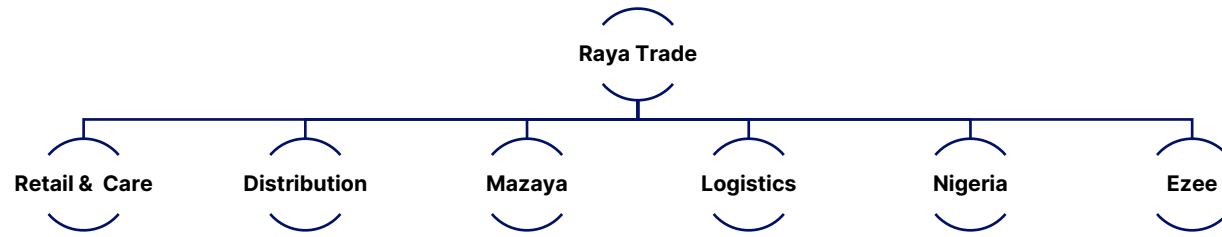
Summary Income Statement (EGP Mn)	1H2023	1H2024
Total Revenues	14,511	20,088
Y-o-Y Growth %		38%
Gross Profit	2,950	4,339
Y-o-Y Growth %		47%
GP Margin %	20%	22%
EBITDA	1,480	2,374
Y-o-Y Growth %		60%
EBITDA Margin %	10%	12%
Net Income Before Minority	350	762
Y-o-Y Growth %		1.18x
Net Income Margin %	2%	4%

Summary Balance Sheet (EGP Mn)	31-Dec-23	30-Jun-24
Total Non-current Assets	4,155	4,687
Inventory	2,859	4,505
AR	9,461	13,832
Cash	3,194	2,628
Total Current Assets	22,994	30,572
Total Assets	27,149	35,258
AP	4,806	7,208
STL	1,967	1,677
Credit Facilities	8,431	9,075
Total Current Liabilities	21,143	27,416
LTL	1,353	1,429
Total Non-Current Liabilities	3,082	4,059
Total Liabilities	24,226	31,475
Total Equity	2,923	3,783

VII. Lines of Business (LOBs) Overview

1. Raya Trade

- 50 Raya Retail Outlets + 16 Branded Retail Outlets 
- 1,000 SKUs 
- 6,000 Retailers 
- 18 Distribution Centers 
- 8,500 dealers 
- 60+ After Sales Centers 
- 120+ Franchises 
- Top 5 distributors of electronics in Egypt 
- 105 K Customers in Consumer Finance with a total revenue of EGP 475 Mn 

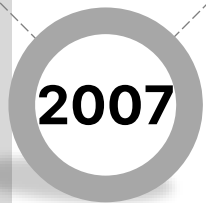
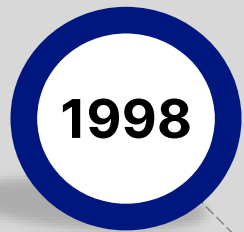



 Established in 1998 <i>key player in the distribution of electronics and consumer goods in Egypt</i>	 One- Stop-Shop <i>electronics retail, provides distribution, and after sales services.</i>	 Largest Distributor of Electronic retailer, i2, and United Retail Company (URC) <i>inorganic acquisition of electronic retailer, i2, and United Retail Company (URC)</i>	 Largest e-commerce website in Egypt <i>RayaShop.com</i>	 Cerificated Operations <i>ISO 9001:2008, 14001:2004, OHSAS 18001:2007 certified operations</i>
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Establishment



Raya Trade was established in 1998



 Nigeria was established to leverage the market in Nigeria and Africa and expand Raya's market footprint beyond Egypt

Expansion & Authorizations

SAMSUNG
Raya becomes a certified distribution partner for Samsung consumer electronics



Raya launches Retail in- house Installment for consumers

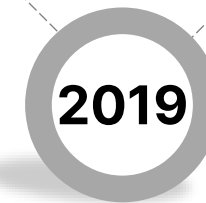


 Microsoft
Raya becomes the sole distributor of Microsoft's electronic devices after Microsoft's acquisition of Nokia


Raya localizes manufacturing of consumer washing machines

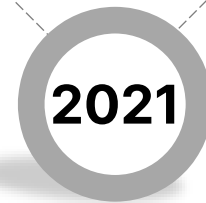




Mobile distributions start in Nigeria



Establishment of Logistics


Retail acquires Consumer Finance License (FRA)




Raya acquires 100% stake in the leading distributor of cell phones and wireless devices in Egypt, i2

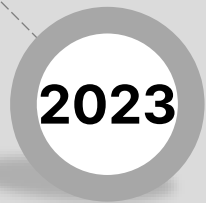
Acquisitions


Raya becomes the sole distributor of Kenwood & DeLonghi




Raya becomes the sole distributor of Braun & Philips


Raya launches their B2B platform, Mazaya




Raya launched their B2B platform, Ezee in Nigeria

Retail & Care

- Retail & Care offers a full range of consumer electronics, home appliances and white goods from leading international brands, as well as an extended variety of repair options across a multitude of device ranges
- It also provides a revamped online shopping experience through its website, offering 24/7 availability and a wider product range

Key Metrics



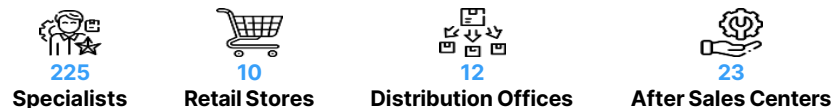
Key Brands



Nigeria

- In 2007, Raya launched Raya Trade Nigeria, expanding its operational reach beyond the local Egyptian market and generating access to the African market
- Nigeria established a solid footprint in Nigeria, serving 36 states and over
- 150,000 customers each month
- The company collaborates with several key brands including Samsung, Huawei, Oppo, Vivo and Xiaomi
- In 2021, the company was responsible for c. 15% of Raya Trade's overall revenues

Highlights



Distribution

Mobile and Consumer Electronics

- Raya Distribution started as the first and exclusive distributor of Nokia products in Egypt
- Its brand portfolio has since grown to include international brands through a broad dealer and retailer network
- The company also became Samsung's authorized distribution partner in 2011 and Microsoft's sole mobile device distributor in 2014 following its acquisition of Nokia



IT Products

- Raya's IT distribution spans 8 brands and operates through c. 750 points of sale and mega-corporate accounts

Key Brands



Logistics

- Logistics delivers comprehensive logistics solutions including
 - 150k sqm in non-bonded Warehouse
 - 120k sqm bonded Warehouse in Ain Sokhna
 - Last-Mile fleet service
 - Container yard storage
 - Third party logistics partnerships



Key Metrics



Key Partnership



Mazaya



- Mazaya is Egypt’s first B2B e-commerce marketplace focused on electronics
- It assists merchants and retailers in procuring inventory for their stores across several major product classes and brands through its application
- In an effort to provide enhanced services to retailers, Mazaya also offers several credit facilities and flexible payment terms

Key Metrics



+30,000
Fulfilled Orders



46
Employees



1,000
SKUs



USD 15Mn+
GMV



6,000
Retailers



79%
Customer
Recurrence



Ezee

- Ezee is Nigeria's first B2B e-commerce marketplace focused on electronics
- Ezee offers a digitalized retail operating system that aims to empower local merchants by offering a full-fledged accessible experience by providing the best prices and a large product portfolio with door-to-door delivery services

Key Metrics



+3,000
Fulfilled Orders

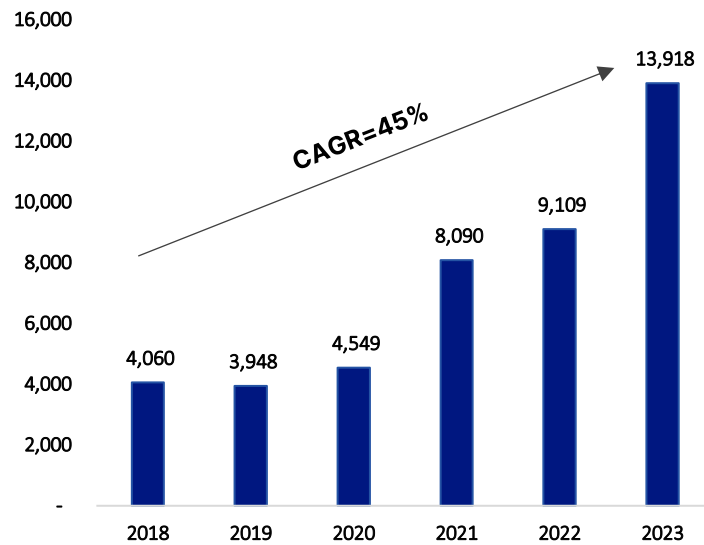


+180k
Drop Size

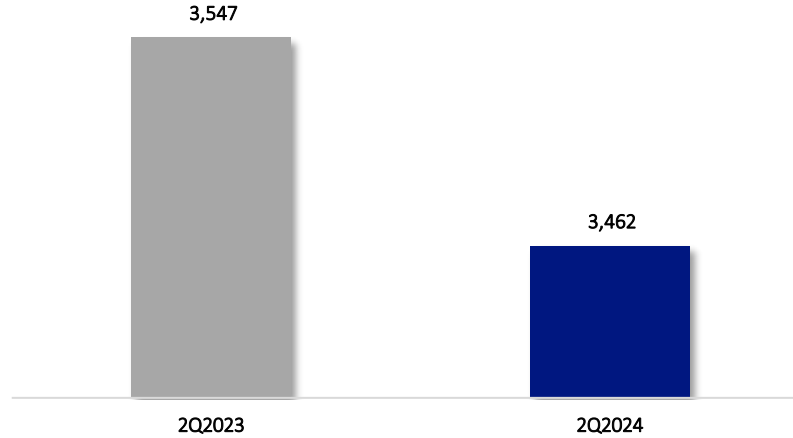


+1,500
Active Customers

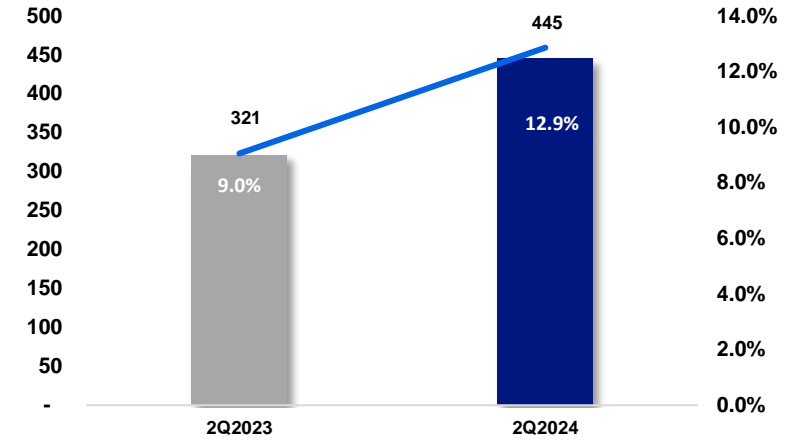
Revenue (EGP Mn)



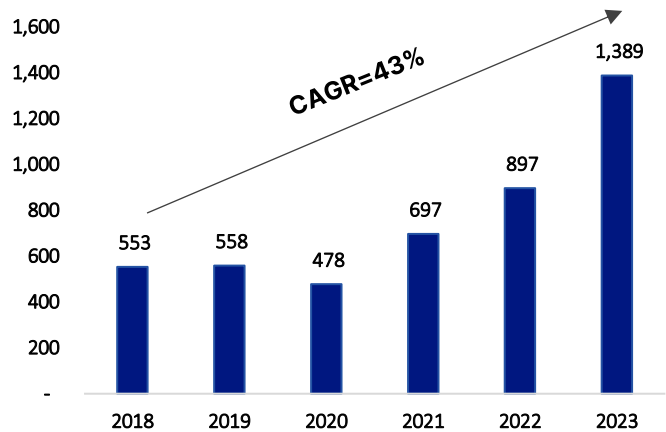
Revenue (EGP Mn)



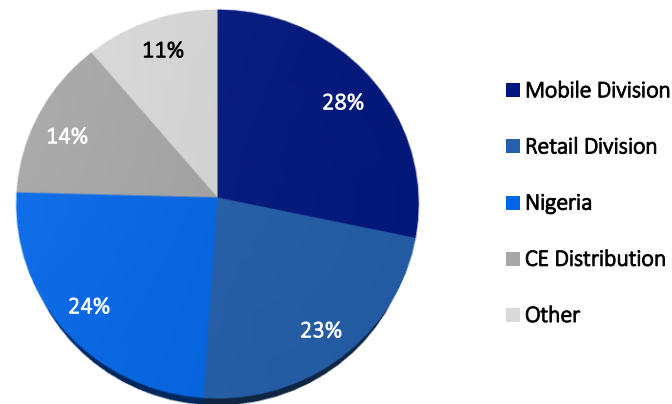
GP (EGP Mn) GPM



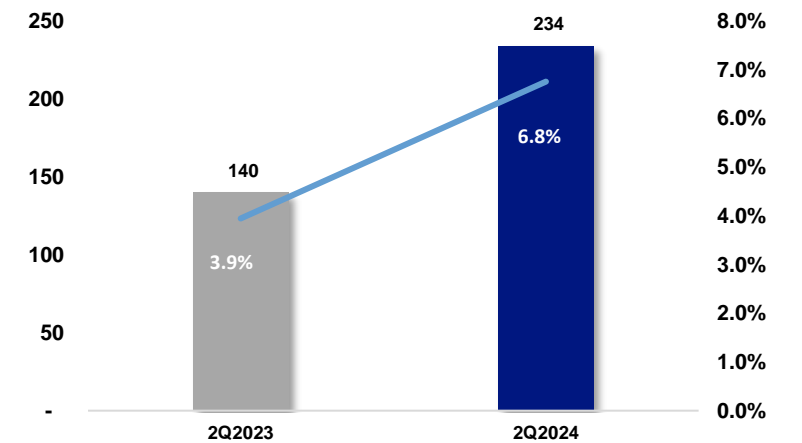
Gross Profit (EGP Mn)



Revenues Breakdown By Product (2Q2024)



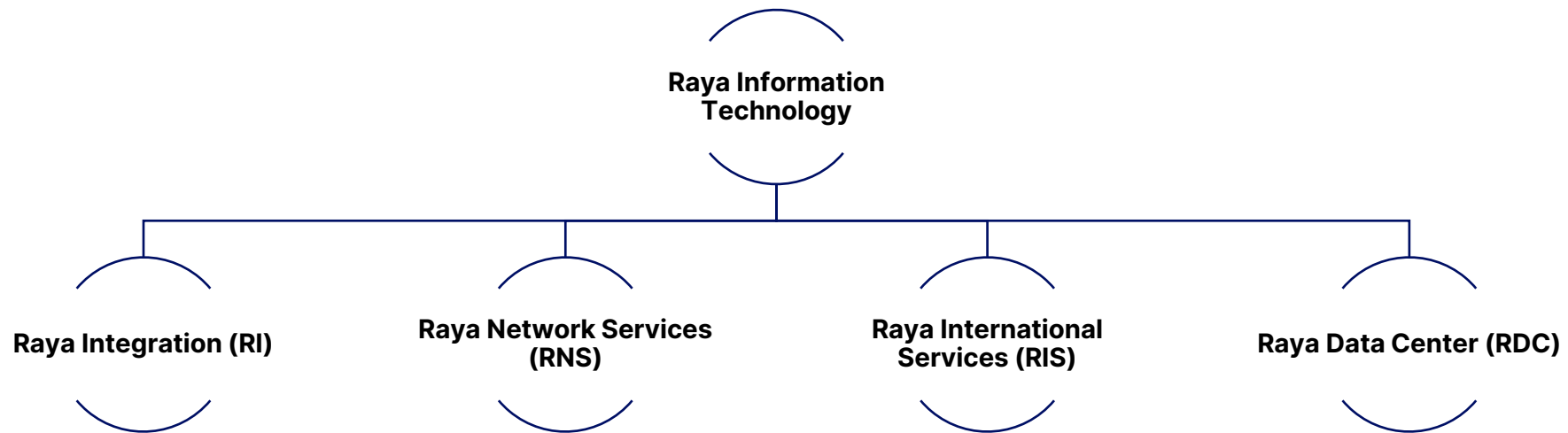
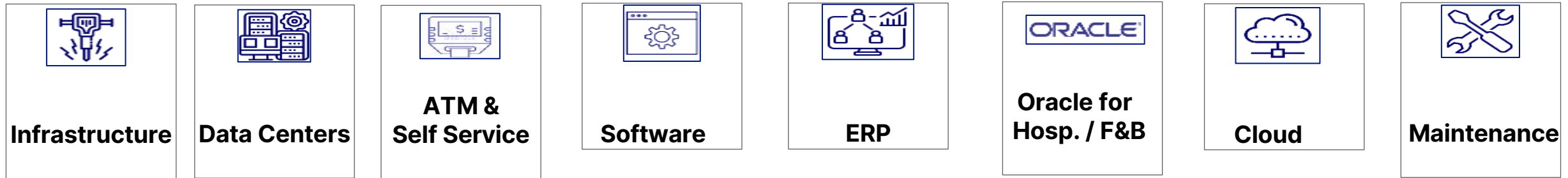
EBITDA (EGP Mn) EBITDA Margin



2. Raya Information Technology



The only local provider with offerings across the entire IT value chain



Offering Comprehensive and Synergetic Range of ICT Services

A.



88%

Integrated Solutions









-  **Telco Solutions**
-  **Network & Cyber Security Solutions**
-  **Enterprise Computing**
-  **Collaboration & CX Solutions**
-  **Low Current Solutions**
-  **Digital Transf. / Software Solutions**
-  **ATM & Self Service**
-  **Customer Support & Maintenance**

B.



5%

Business Application Services


-  **ERP Implementation**
-  **Technology & Migration**
-  **Upgrade Services**
-  **Advisory/Health Check**
-  **Training & Support**
-  **Oracle for Hospitality and F&B**
-  **Intelligent Automation & BI**
-  **Managed & Outsourcing Services**

C.



4%

Data Center Infrastructure









-  **DC Site Preparation**
-  **Basic Infrastructure (Civil, Power, AC)**
-  **IT Infrastructure (IT, LC)**
-  **Consultancy & Design**
-  **Cables Management**
-  **Facility Management**
-  **Maintenance & Operations**
-  **DC Health Check**

D.



3%

Data Center ("DC") Services

-  **Tier3+ Data Center**
-  **Raya Cloud**
-  **Co-Location Services**
-  **Professional Services**
-  **Managed Services**
-  **Connectivity**
-  **Security**
-  **Outsourcing**

Key Services Offered

Raya IT Provides a Wide Range of Services Tailored to Each Industry Served

#1
System Integrator

35%
Service Gross Profit Contribution

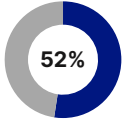
37%
Services Margin

5 Years
Average Tech Refresh Period

+90%
Customer Satisfaction

57%
ATM Market Share





Financial Services

Revenue Contribution



Key Raya IT Differentiators


- ✓ #1 system integrator
- ✓ #1 ranking with most vendors
- ✓ Most diversified offering; covering all client needs from ATM, infrastructure, digital branches, command & control, software automation to artificial intelligence
- ✓ FRA certified Data Center

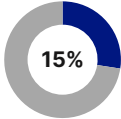
Sample Clients











Telecom


Revenue Contribution


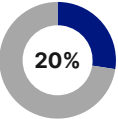
Key Raya IT Differentiators

- ✓ Preferred IT partner for major telecom operators in Egypt
- ✓ Swift adaptation of new industry technologies
- ✓ Dedicated telecom solutions team
- ✓ Providing core network solutions being only Cisco partner working in Egypt for network solutions

Sample Clients







Government


Revenue Contribution


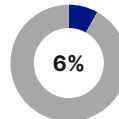
Key Raya IT Differentiators

- ✓ Most diversified offering
- ✓ Selective strategy, working primarily on project handled by National Intelligence companies for installed customer base

Sample Clients






Commercial


Revenue Contribution


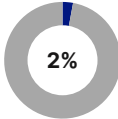
Key Raya IT Differentiators

- ✓ Most diversified offering
- ✓ Selective account domination
- ✓ Top-ranked with various vendors
- ✓ Specialized solution for retail, hospitality, & cloud solutions
- ✓ ERP expertise in manufacturing and real estate

Sample Clients








Oil and Gas

Revenue Contribution


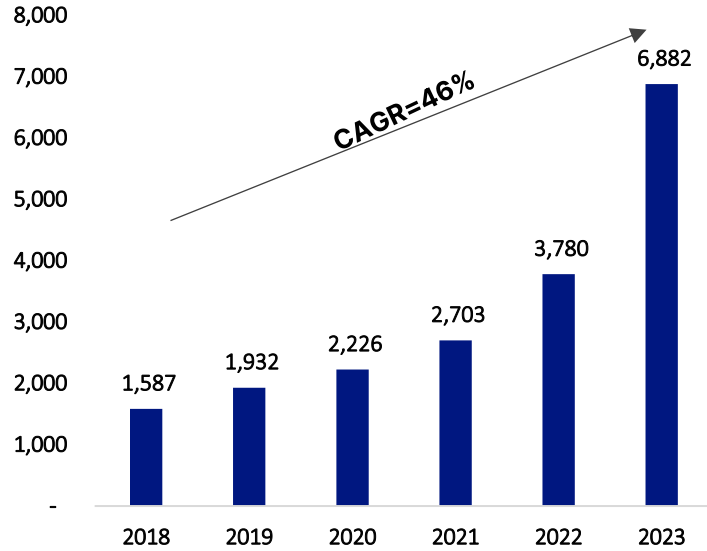
Key Raya IT Differentiators

- ✓ Most diversified offering.
- ✓ Selective account domination
- ✓ Top-ranked with various vendors
- ✓ OT solution understanding

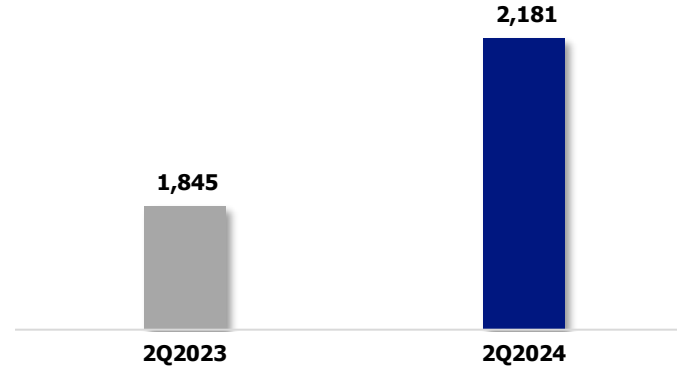
Sample Clients

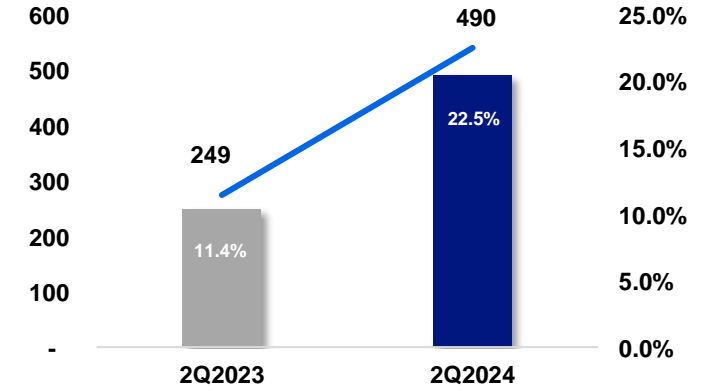
Revenue (EGP Mn)



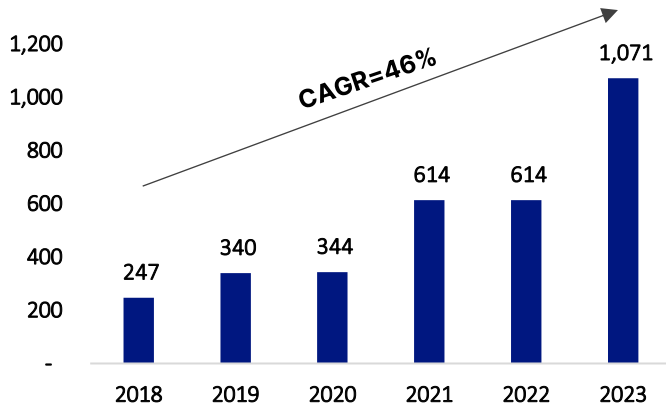
Revenue (EGP Mn)



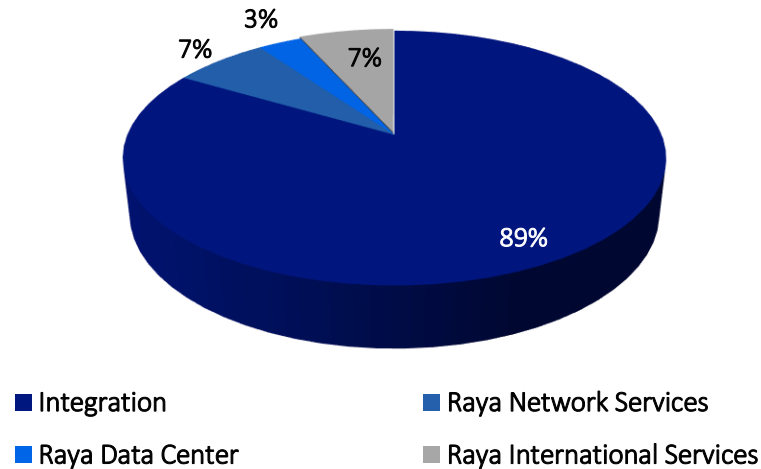
GP (EGP Mn) GPM



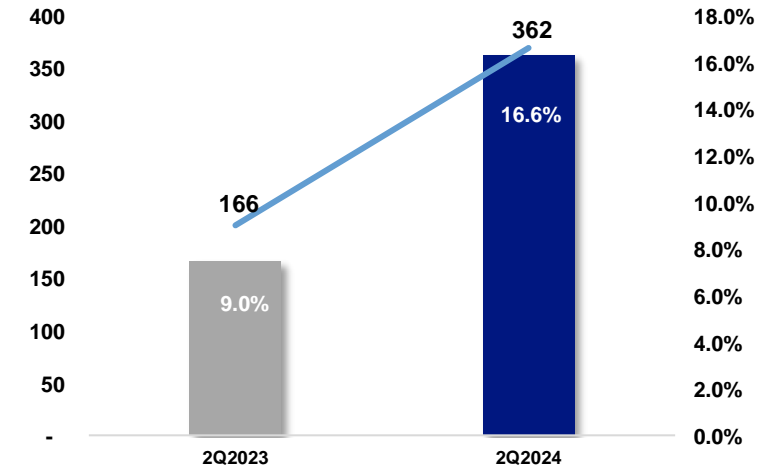
Gross Profit (EGP Mn)



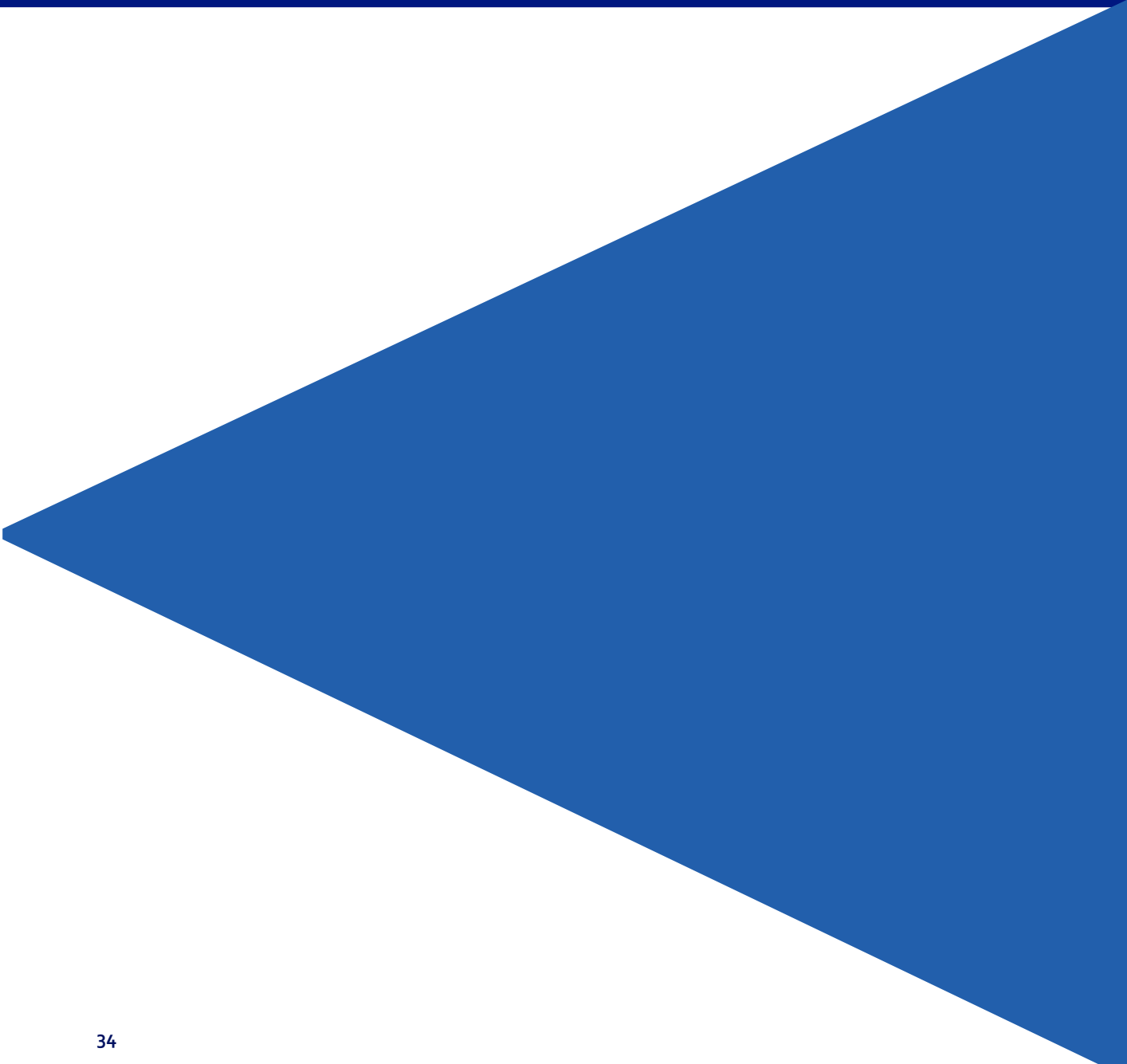
Revenue by Line of Services 2Q2024



EBITDA (EGP Mn) EBITDA Margin



3. Raya Customer Experience



Established in 2001	Languages 25	Delivery Sites 13	Seat Capacity 8K	Agents 6K
a leading Egyptian Provider BPO Services			15 Years COPC Certification	

Providing superb customer and technical support

Contact Center Outsourcing

Insourcing (HR Outsourcing)

Hosting Business

Delivery Sites Around the World



With a presence across four continents

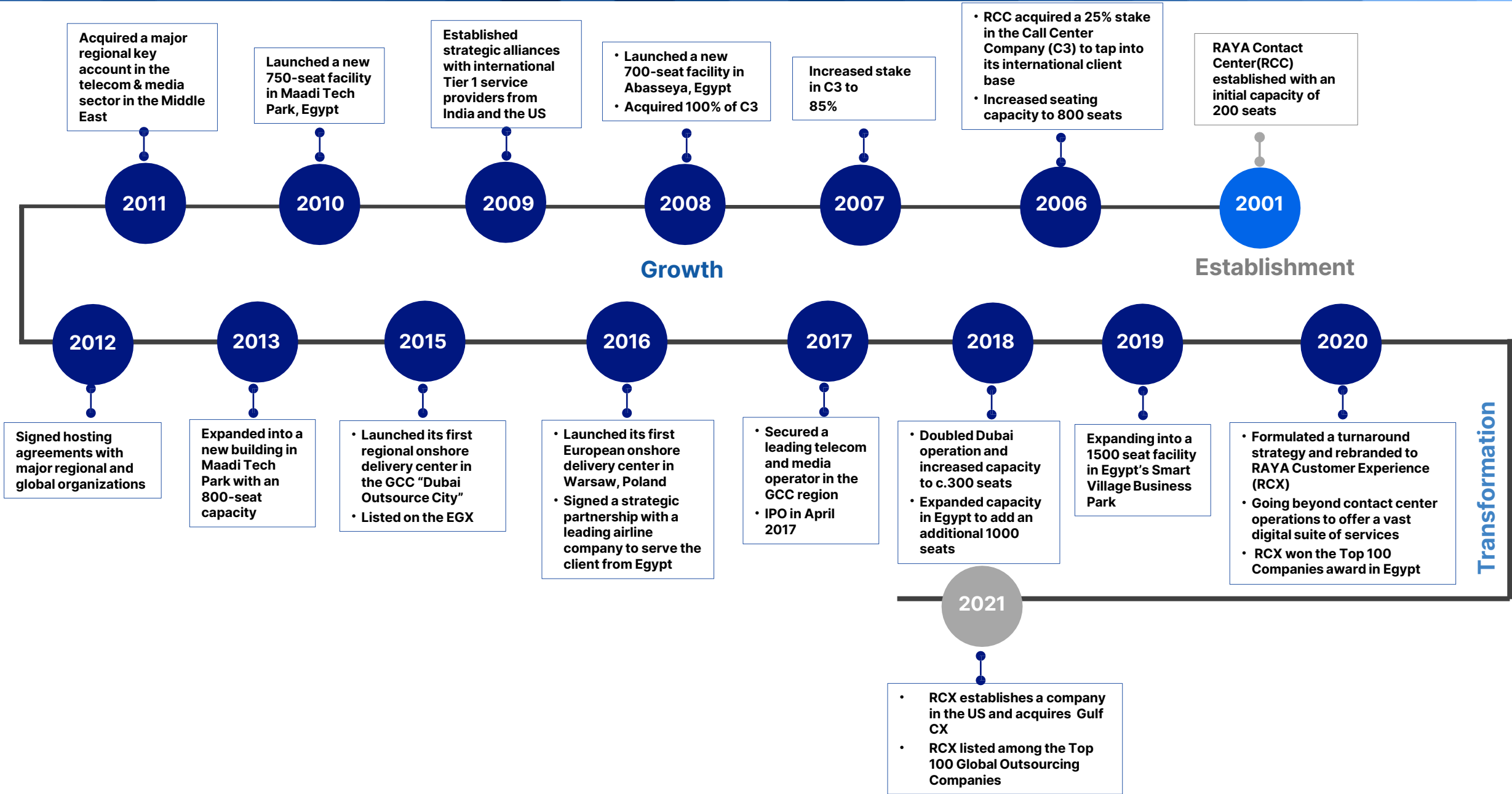


Share Information (RACC.CA)

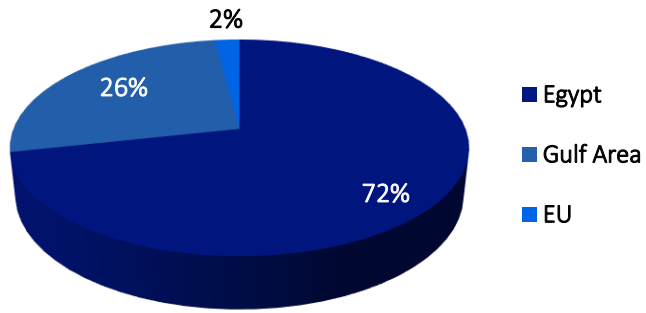
Close (29/08/2024)		
6.34		
Open	52 Wk High	52 Wk Low
6.35	7.39	2.61
Shares	Avg. Daily Turnover	
218Mn	808K	
Market Cap (EGP)	Market Cap (USD)	
1,385Mn	29 Mn	

Client List

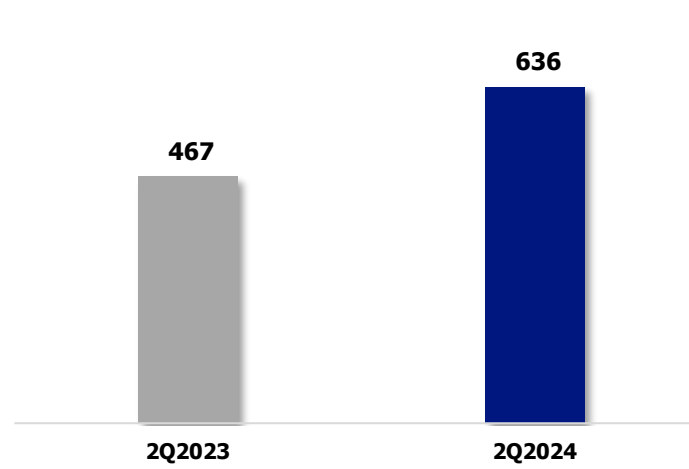




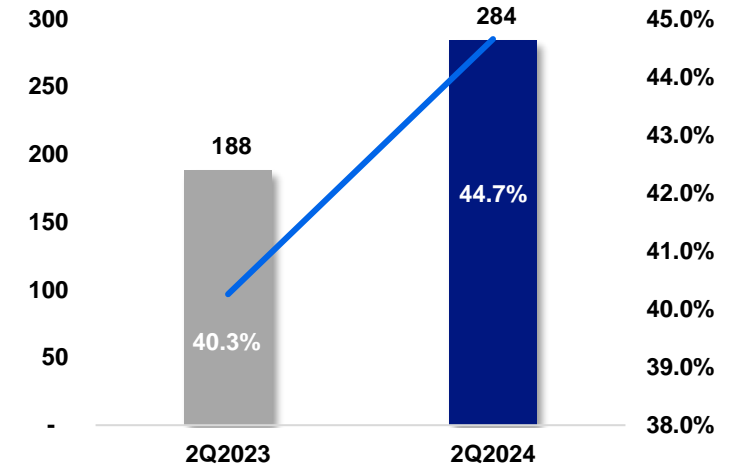
Revenue by Geographical Location



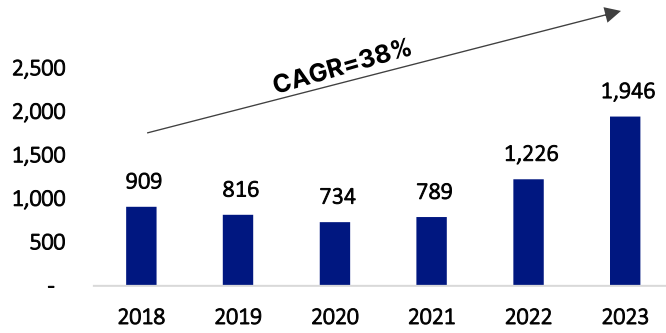
Revenue (EGP Mn)



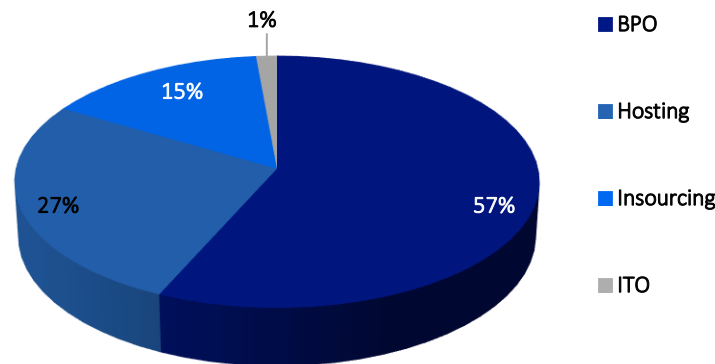
GP (EGP Mn) GPM



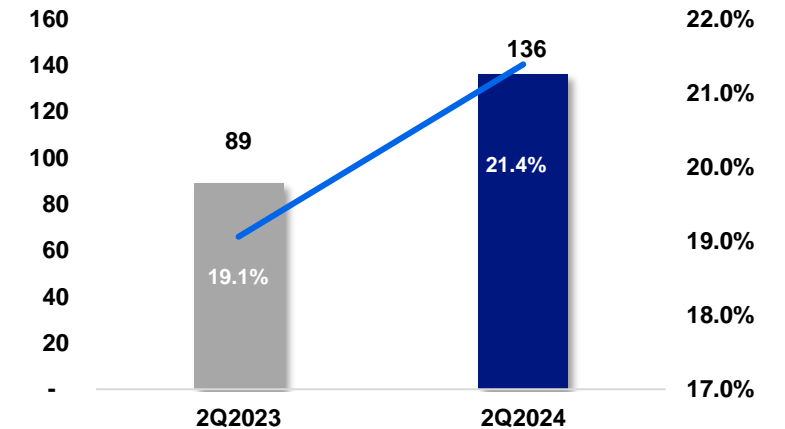
Revenue (EGP Mn)



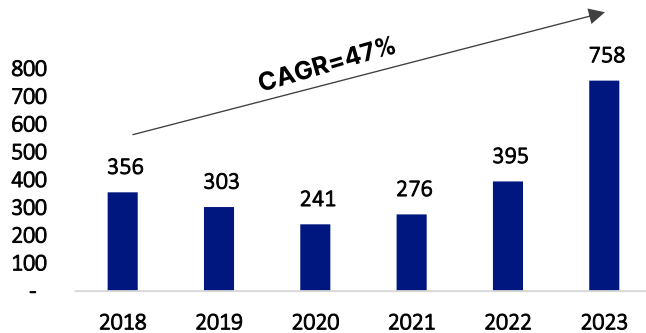
Revenue By Segment



EBITDA (EGP Mn) EBITDA Margin



Gross Profit (EGP Mn)



4. Aman Holding



- Integrated Business Model*

- One-stop Digital Solution*

- Extensive Network*

- Widest Addressable Market (TAM) captured*

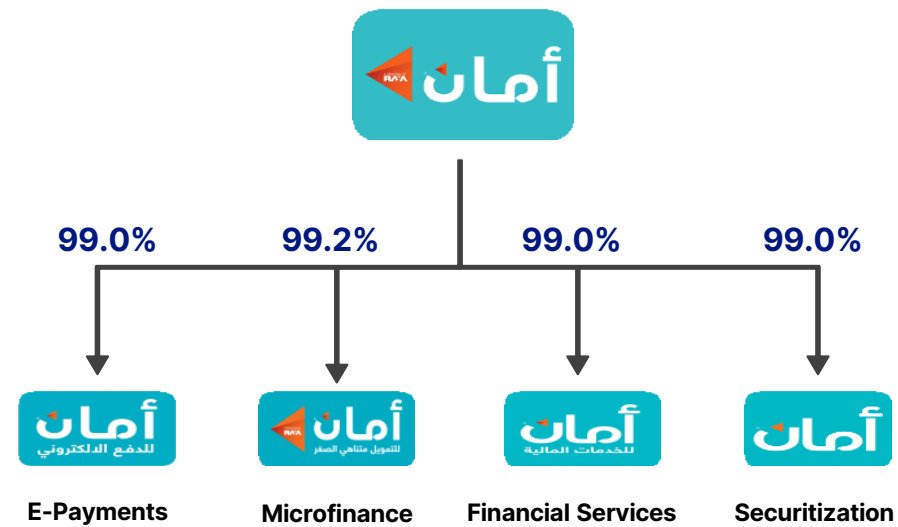
- Most Diversified Fintech Super App*

- 170 MF Branches in 18 Governorate*

- 250+ CF Stores*

- 140k+ POS Network*

- Only Fintech company with 5 licenses (Islamic, MF, Nano, SME, and MMF)*

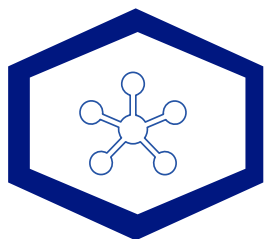


A Comprehensive and Growing Range of Services



E-Payments

Aman E-payments enhances provides a convenient payment route, benefiting both merchants and customers



Microfinance

Aman Microfinance provides microloans to MSMEs, through its widespread network of branches and loan officers



Consumer Finance

Aman Consumer Finance enables consumers to purchase products on credit through Aman Stores or other third parties



Securitization

Aman Securitization offers securitization of outstanding loans enhancing the working capital cycles for businesses

Consistent Track Records of Achieved Milestones...

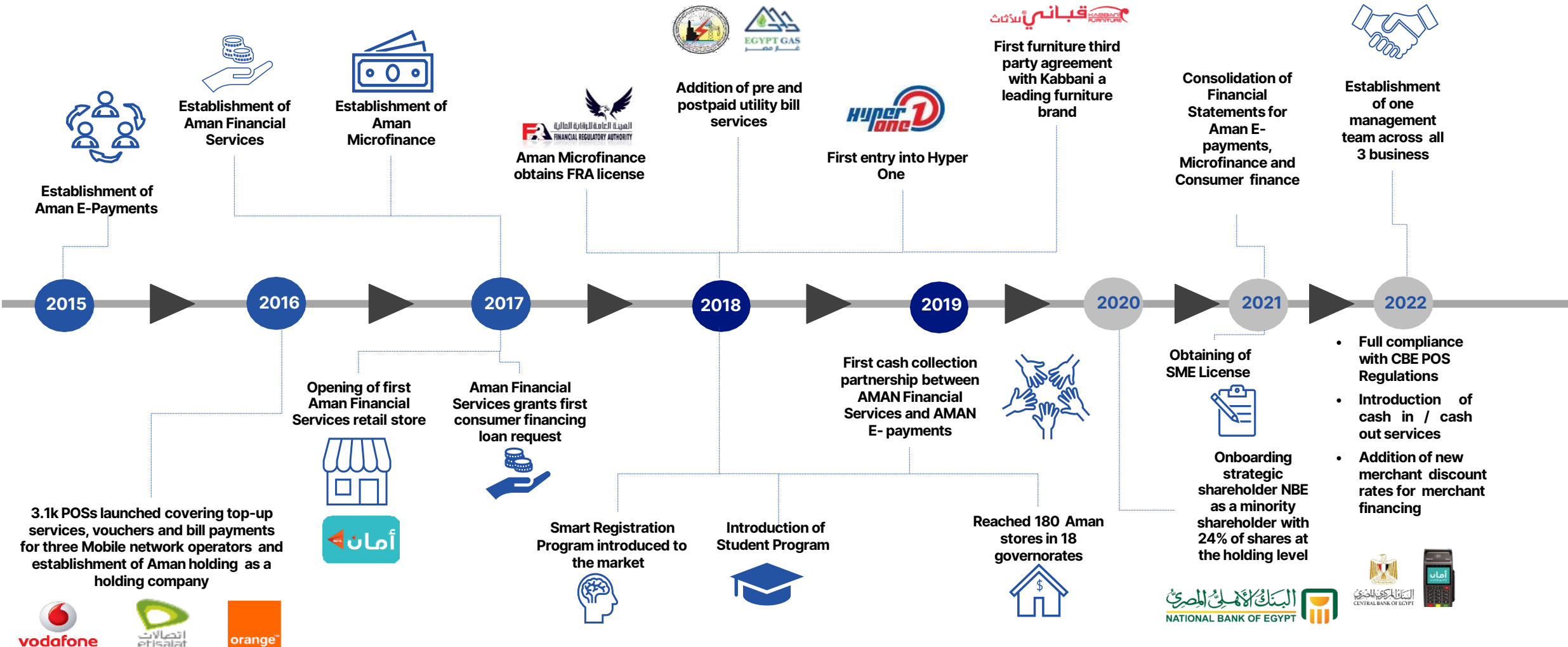


Corporate Timeline

Inception & Establishment

Rollout & Scalability

Integration



Aman's NBFS Platform at a Glance

Aman E-Payments

Aman Microfinance

Aman Consumer finance

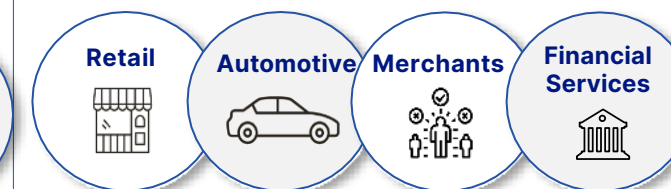
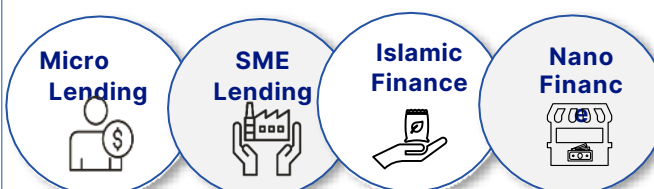
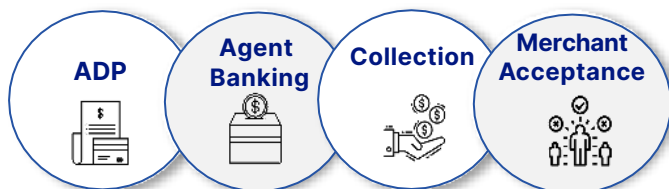
Company Overview

- Aman E-payments provides convenient payment route, benefiting both merchants and customers
- Offering a wide range of B2C services including telecom and the recharging of electricity prepaid cards as well as charitable donations to NGOs, at convenient locations

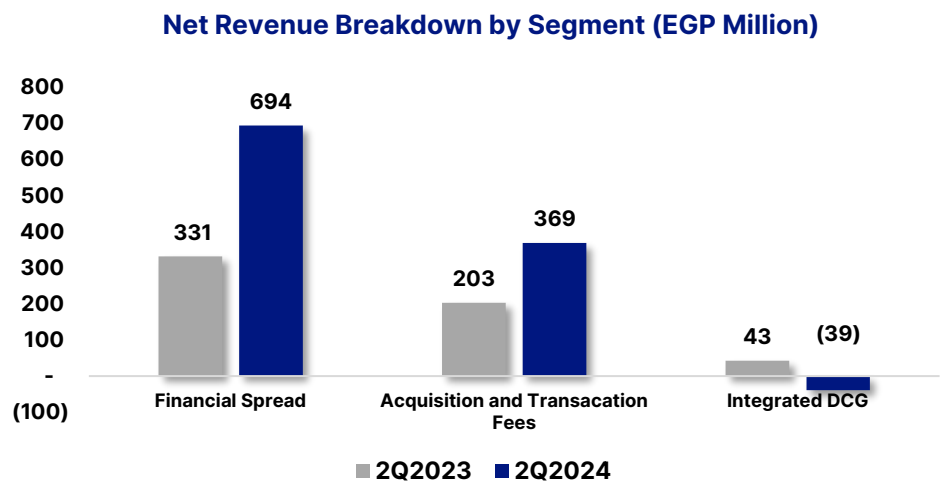
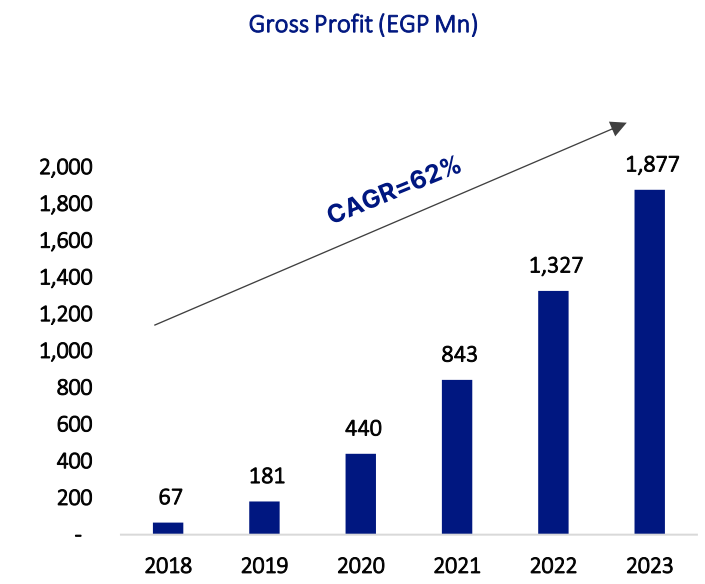
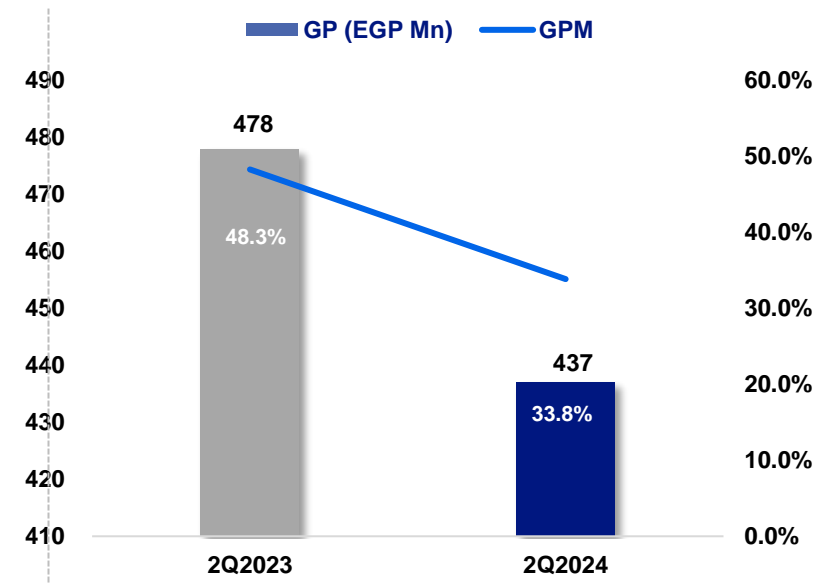
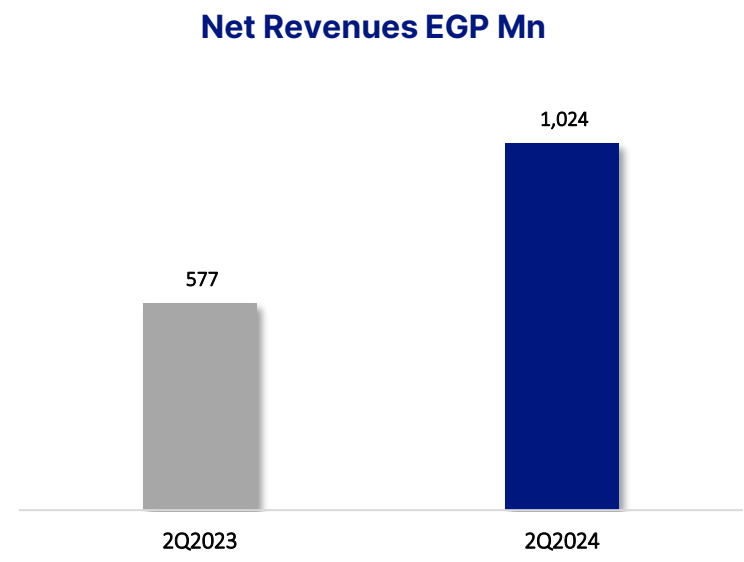
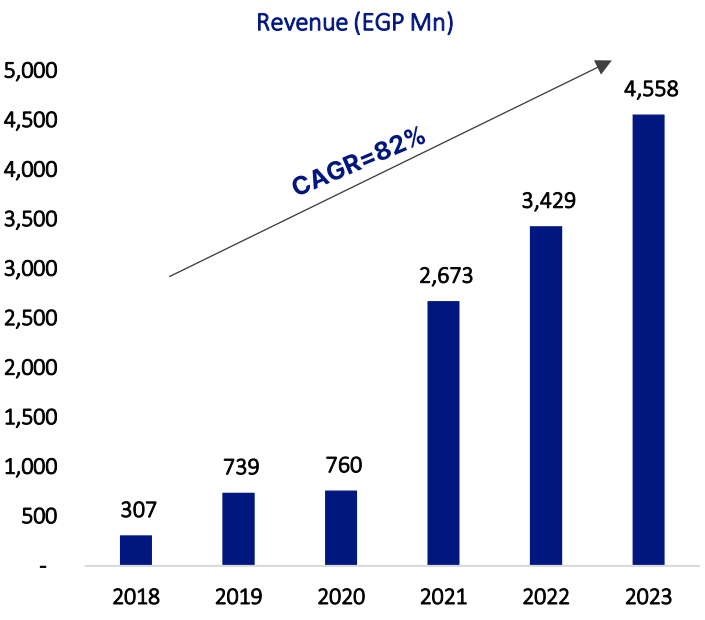
Leading system integrator established in 1998 with a vision to lead the information tech market depending on its dynamic portfolio

- Through a diverse product range, Aman financial services serves banked and unbanked clients in both the retail and commercial spaces
- The company provides its customers purchase-over-installment programs for retail products and automotives through its branches and merchant partners

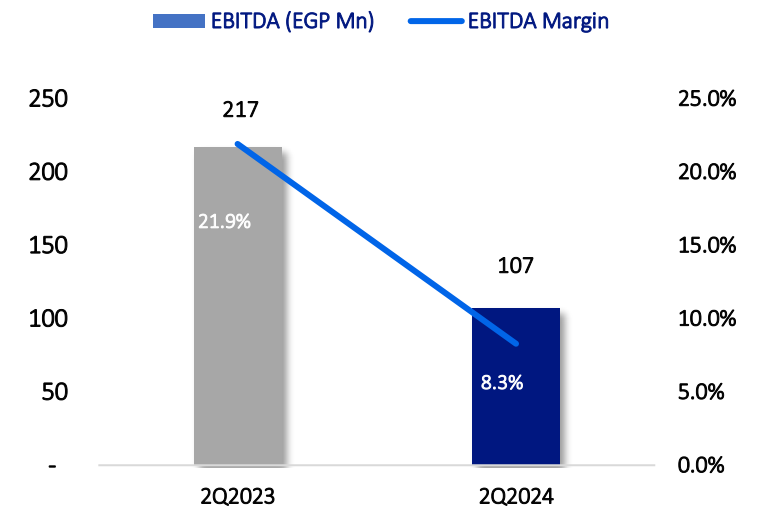
Primary Products



Robust Operational and Financial Performance with Unmatched Top Line Growth, Expanding Margins and Contained Leverage



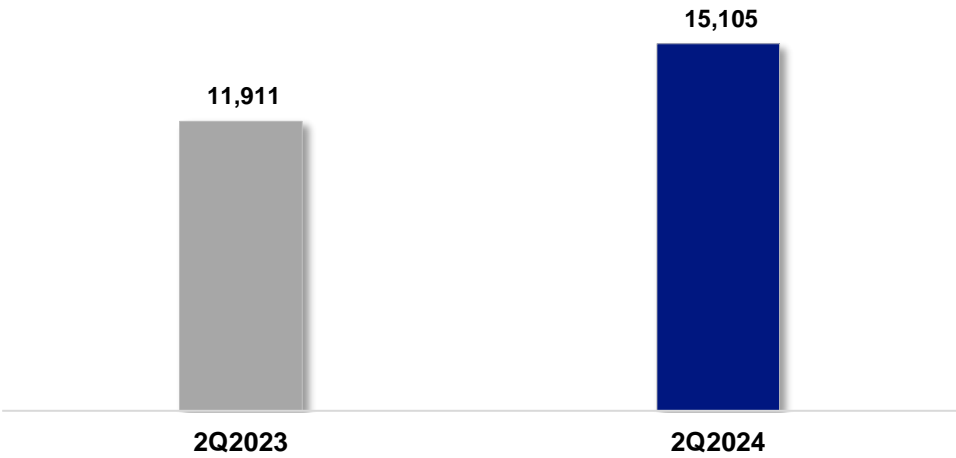
*The Integrated DCG for 2Q2024 is negative number due to the dilution in the market and is expected to keep diluting more in the upcoming years



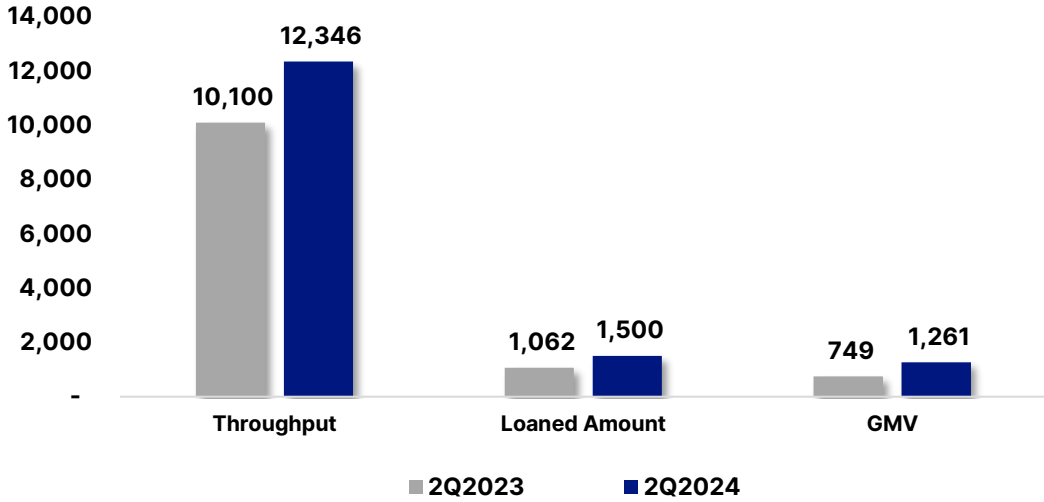
Solid performance of the business over the period



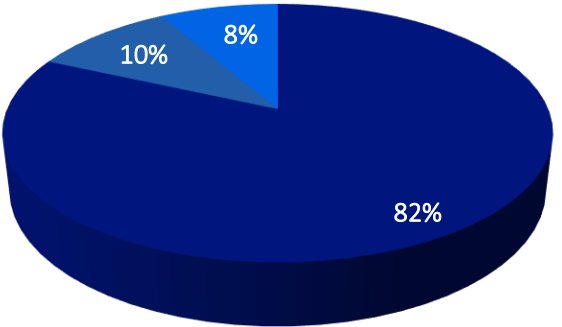
Gross Transaction Value (GTV)- EGP Mn



GTV Breakdown (EGP Mn)

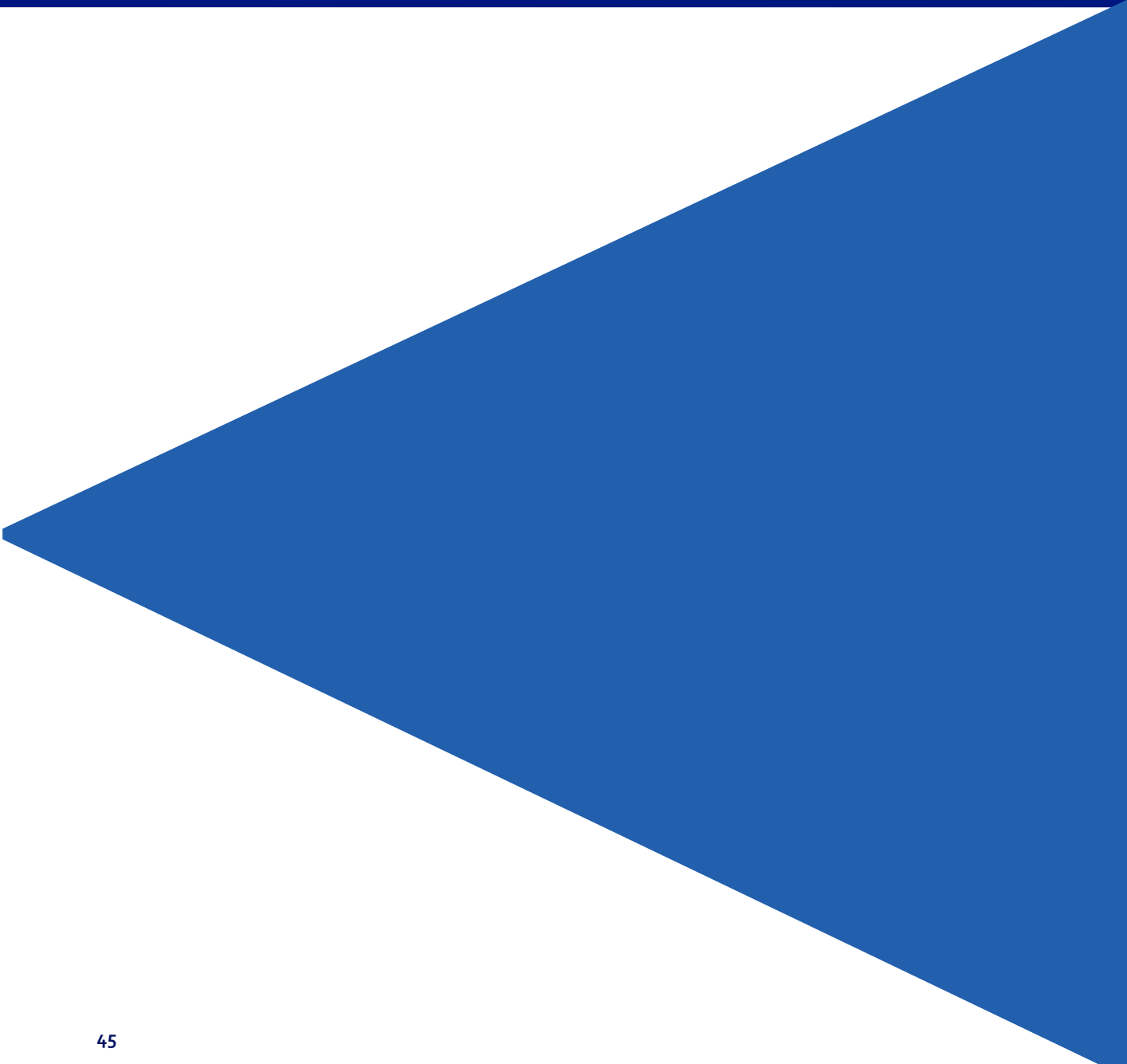


GTV Contribution 2Q2024



■ Throughput ■ Loaned Amount ■ GMV

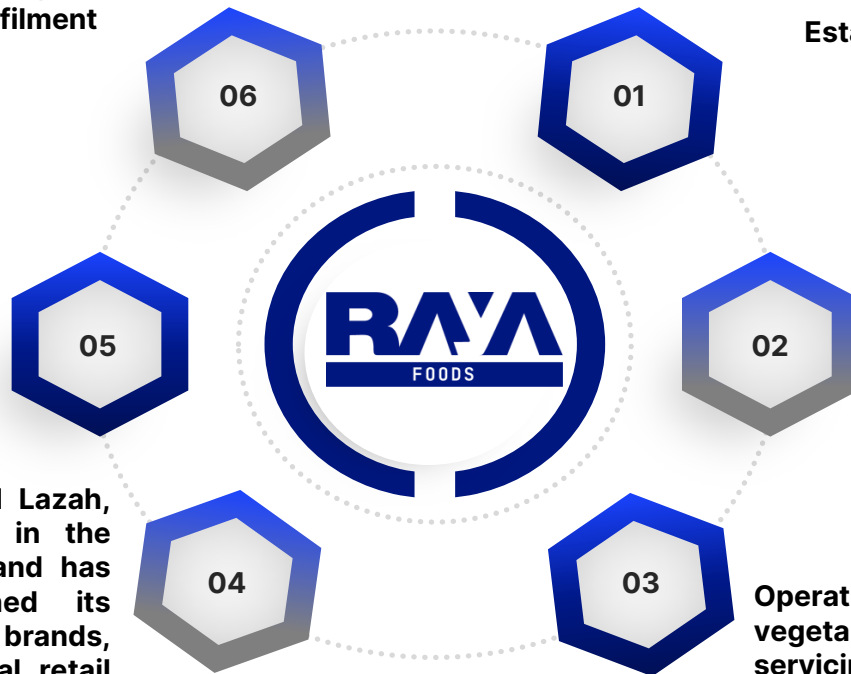
5. Raya Foods



Vertically integrated supply chain, from sourcing of raw materials to fulfilment across Egypt through its newly established distribution fleet

Established Raya Agriculture, an upstream vertically integrated agricultural play to source raw materials and fresh produce

Inherited local retail brand Lazah, which recently launched in the GCC and internationally, and has more recently established its Everest frozen fruits brands, mainly serving international retail outlets



Established in 2016

Rebranded into Raya Foods and its frozen fruits and vegetables factory revamped and brought up to international standards

Operates mainly in the frozen fruits and vegetables bulk export segment, servicing corporate clients across the globe



2nd largest exporter in Egypt-based frozen fruits and vegetables market



Exporting to 40+ countries & 5+ continents



45K Tons of Annual Production Capacity



Driving 91% of sales in USD terms



600 Acres of Leased Land



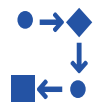
25 Vans comprising local Distribution fleet



Accredited by ISO/IEC 17025



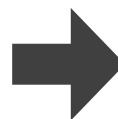
29 K tons of Exports



With a vertically integrated supply chain of vegetables & fruits...



...and most costs derived in EGP, while +90% of sales are derived in USD



Raya Foods is able to maintain high strong growth in margins



...while hedging against EGP currency risks...



...and maintaining high strong growth in foreign currency reserves

Raya Foods acquires the IUIF factory and revamps it, bringing it up to international standards



2016

Commencement of factory production and introduction of the Lazah brand name and launch into the Egyptian market



2017

New management team was appointed, commencing the entire Company's restructuring and revolutionization



2019

Company turns profitable after strong turnaround led by the new management team



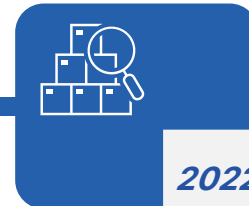
2020

Launch of Raya Agriculture, a vertically Integrated farming hand, allowing for cheap high-quality sourcing of raw materials



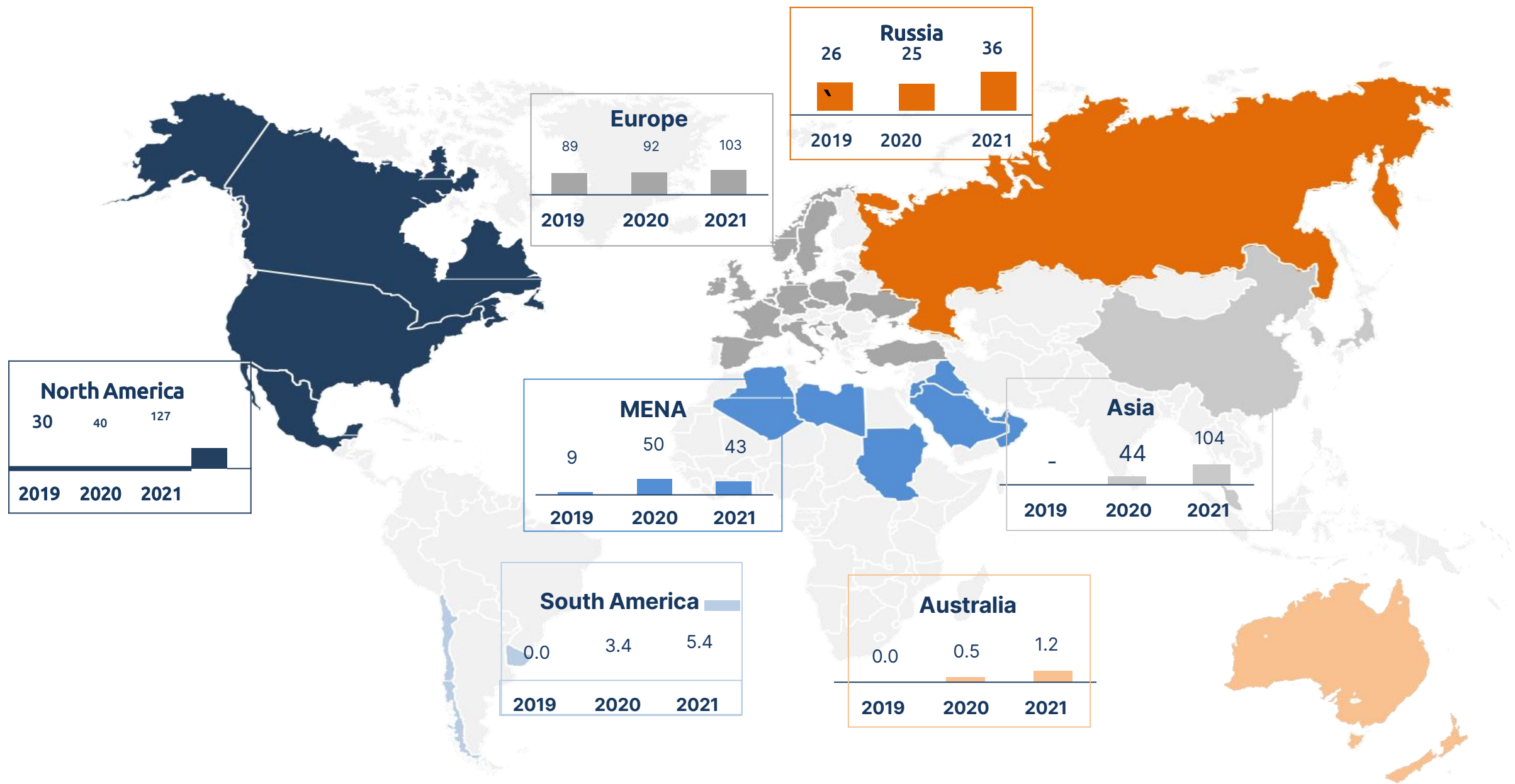
2021

Launch of the new Lazah range of ready-made food under the Lazah Ready brand name, in partnership with Heinz

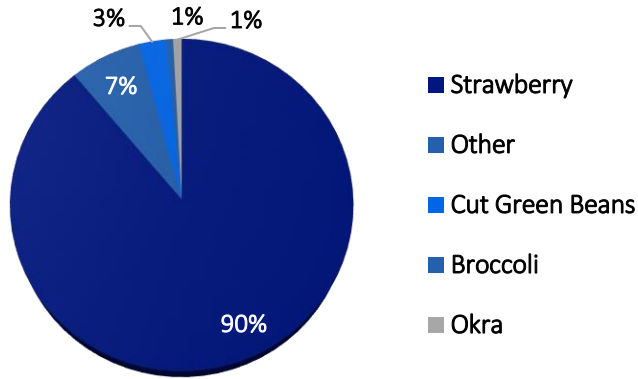


2022

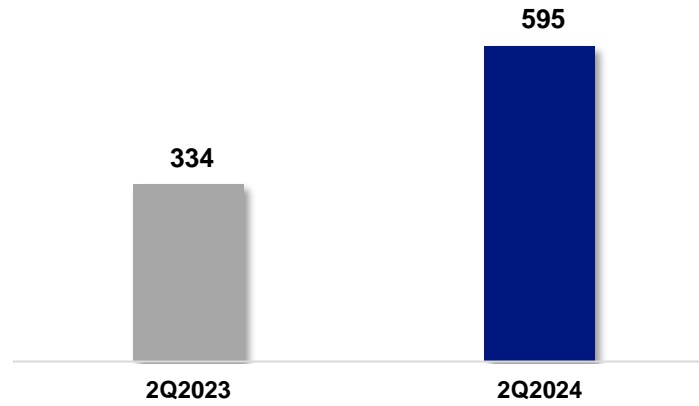




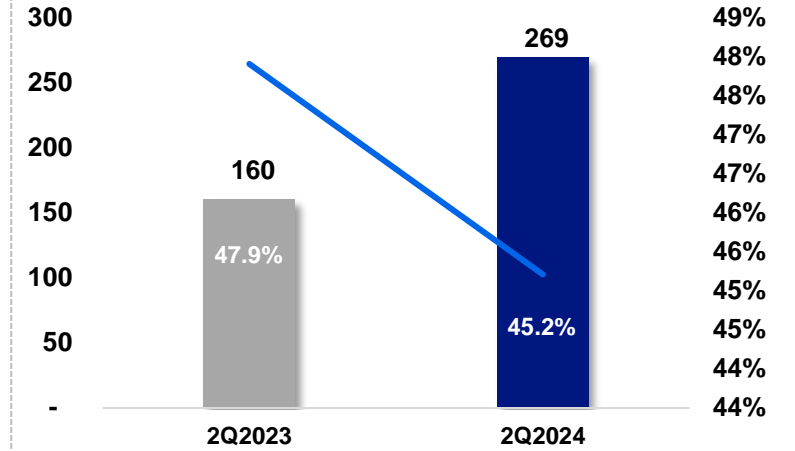
Product mix 2Q2024



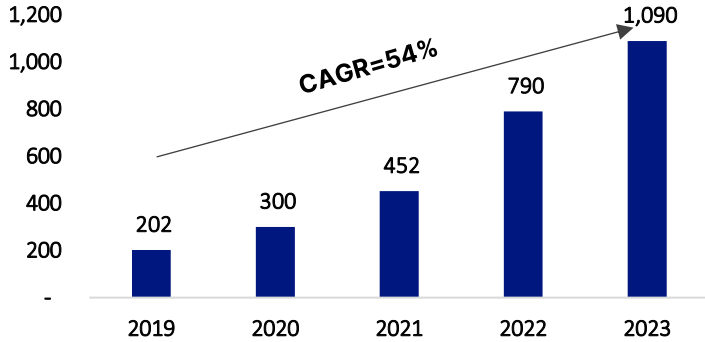
Revenue (EGP Mn)



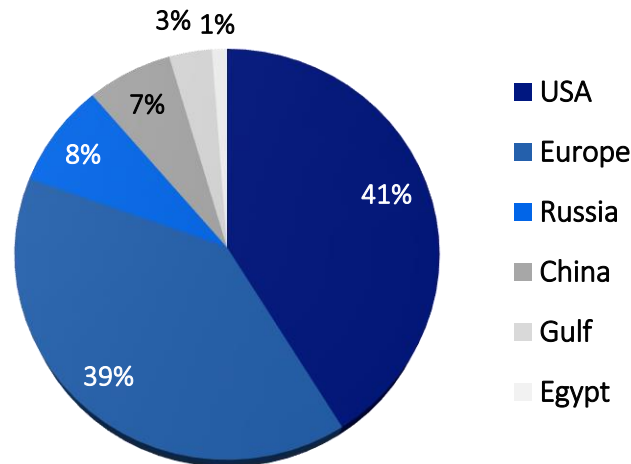
GP (EGP Mn) — GPM



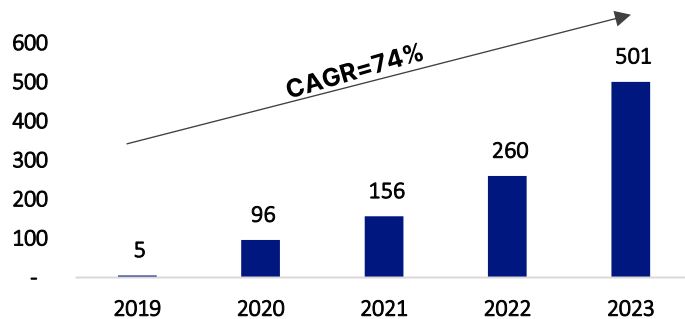
Revenue (EGP Mn)



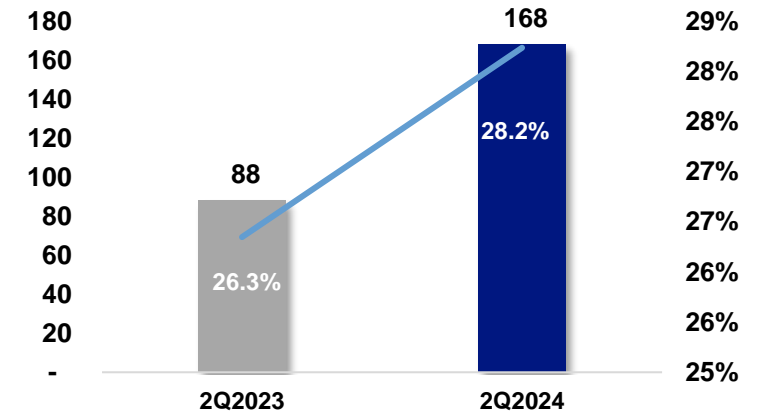
Export Market 2Q2024



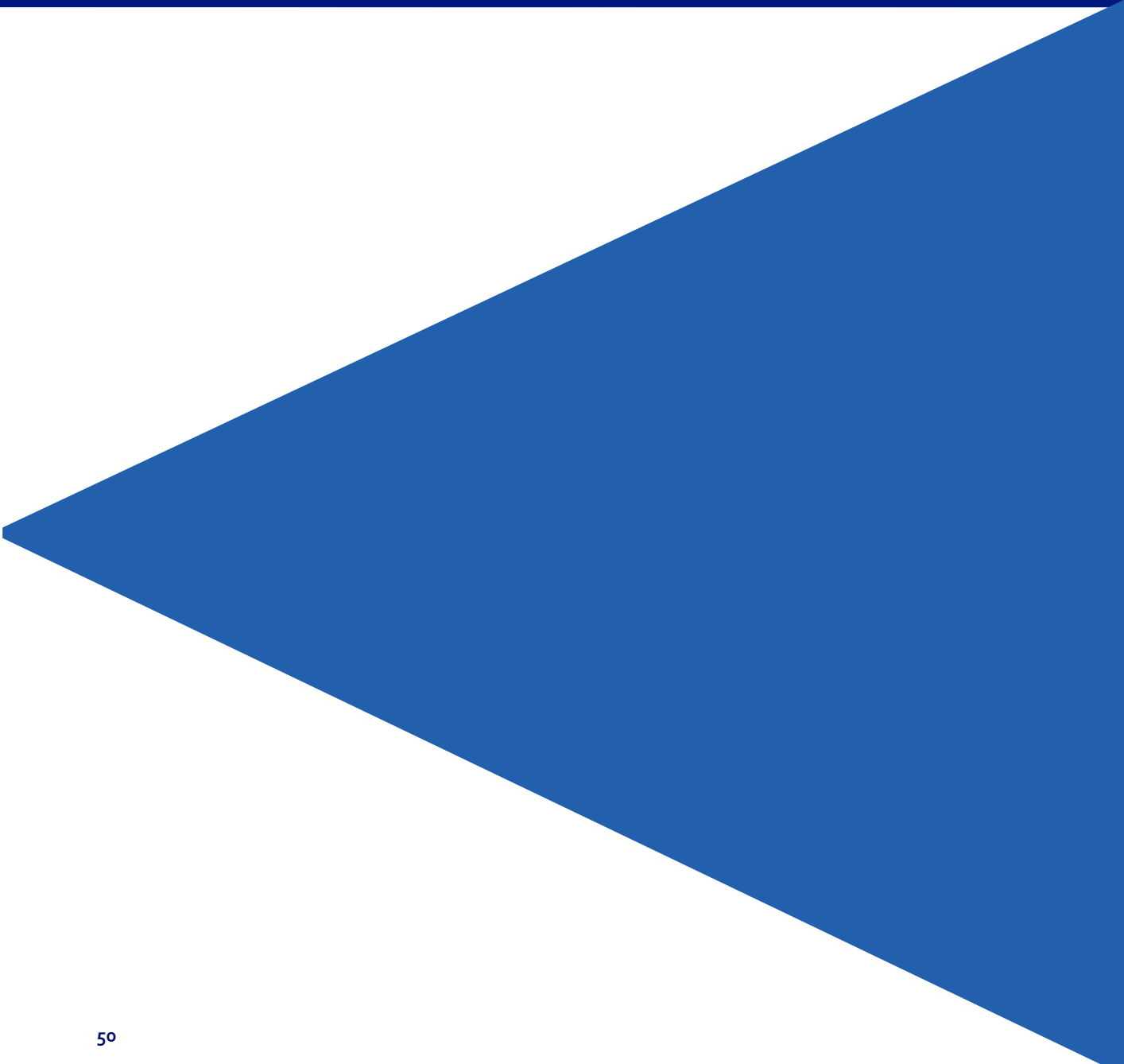
Gross Profit (EGP Mn)

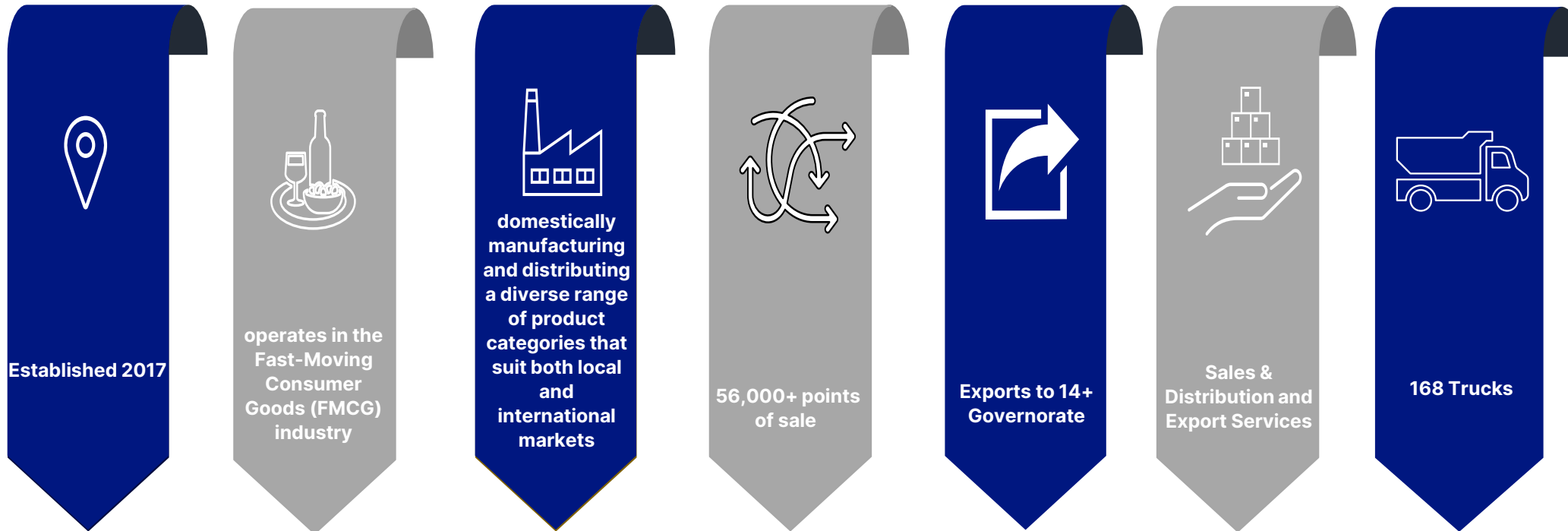


EBITDA (EGP Mn) — EBITDA Margin



6. Raya FMCG





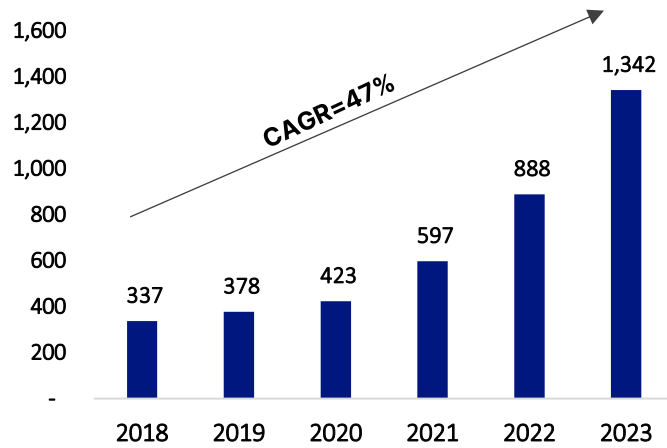
Diverse Product Range Supported by a Strong Distribution Capacity



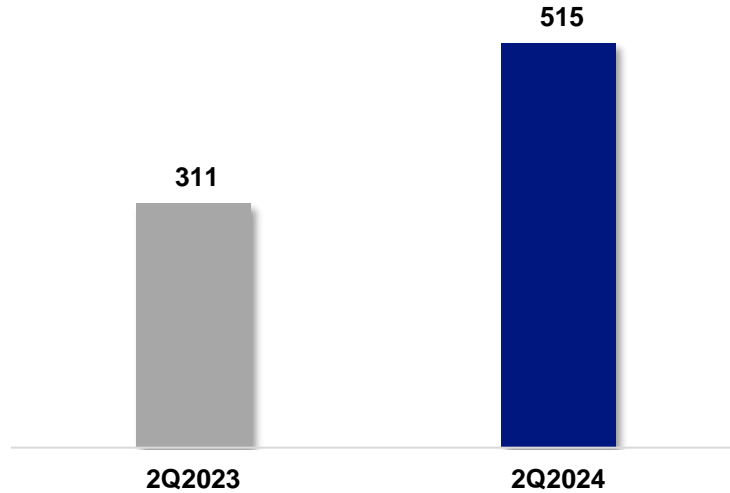
Raya Food's Trade Product Portfolio



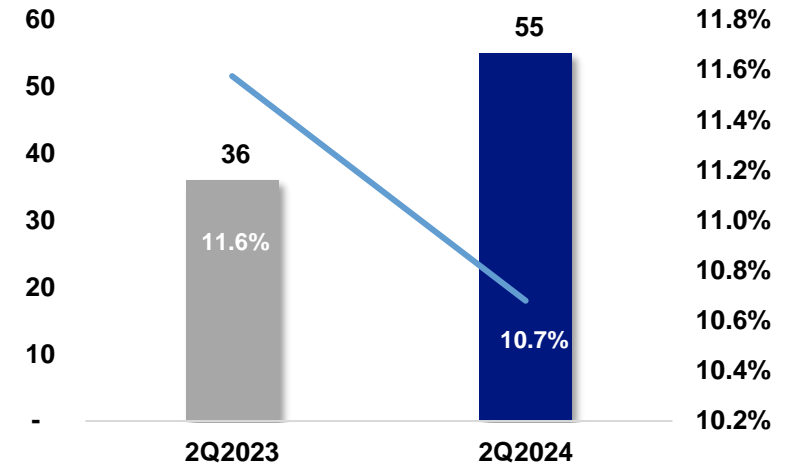
Revenue (EGP Mn)



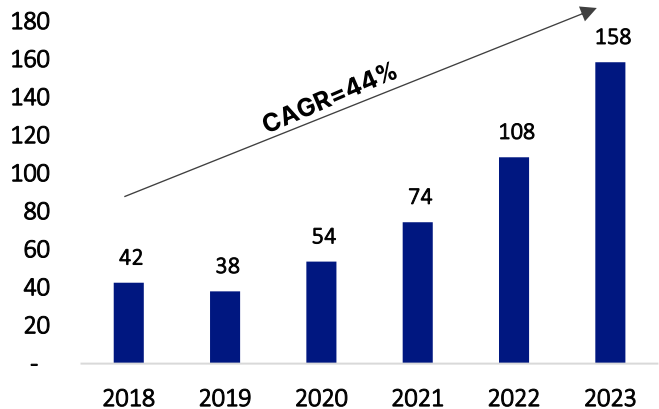
Revenue (EGP Mn)



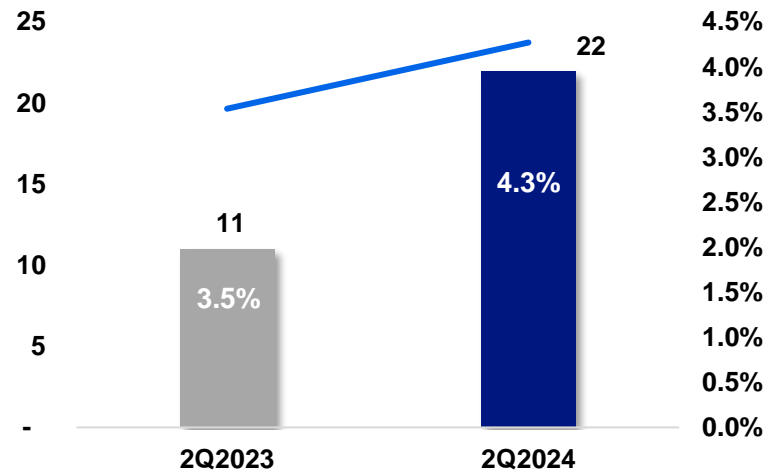
GP (EGP Mn) GPM



Gross Profit (EGP Mn)



EBITDA (EGP Mn) EBITDA Margin



Raya Food's Trade Product Portfolio



7. Raya Smart Buildings

Year of Establishment

01

2008

Overview

02

provides an exceptional business environment to their corporate tenants as well as providing unique and pleasurable experiences

Locations

03

West Cairo (Sheikh Zayed & 6th of October)
(Combined GLA of c.46 k square meters)

Number of Tenants

04

86 Tenants

Revenue Stream

05

offices account for almost 65% of its revenue stream

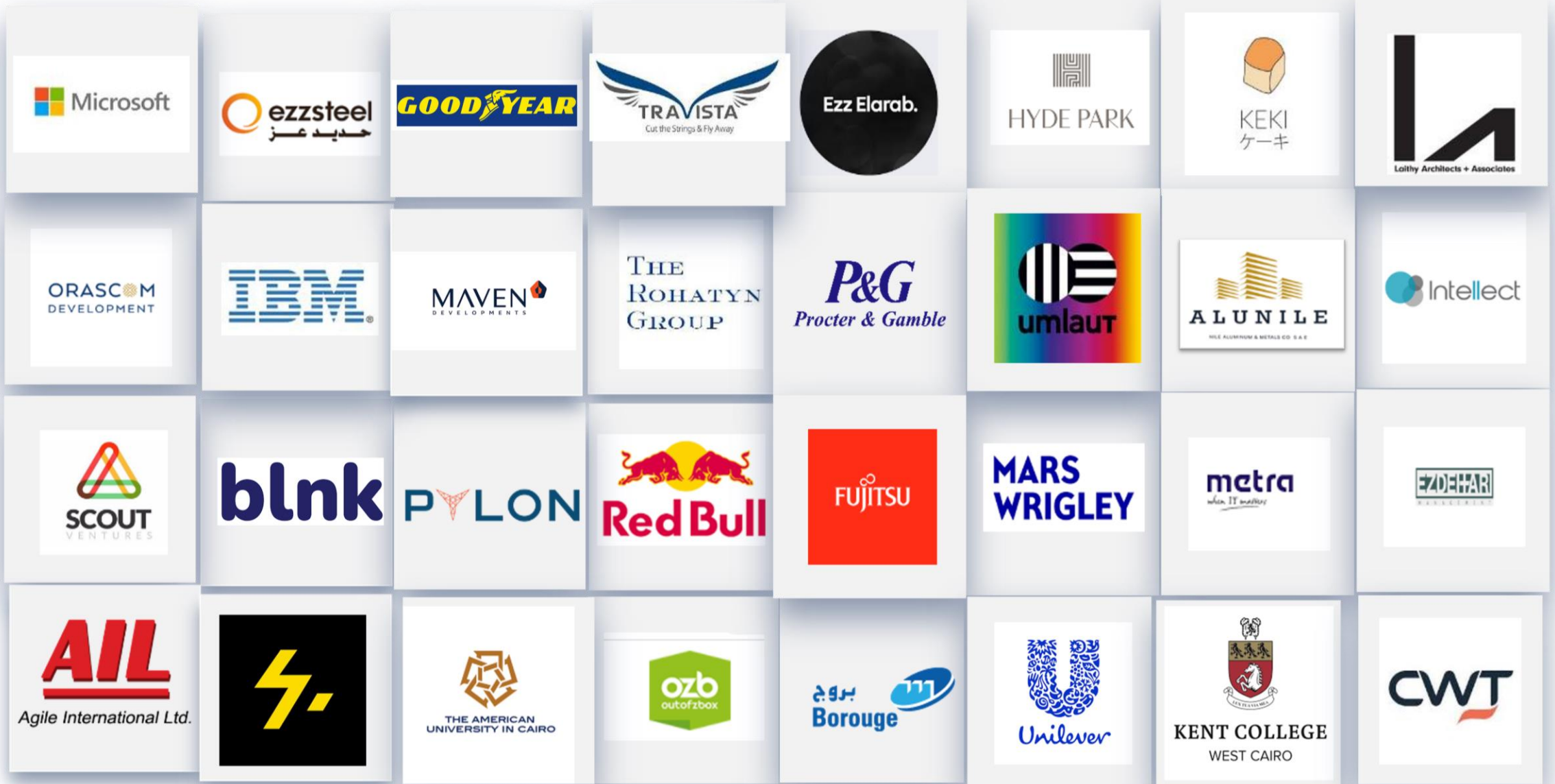
RSB's portfolio

GALLERIA⁴⁰

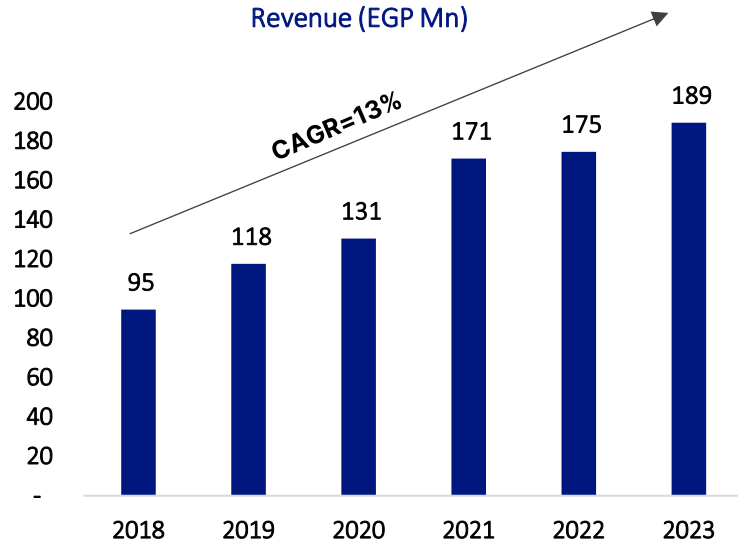
edge INNOVATION CENTER

RAYA
View

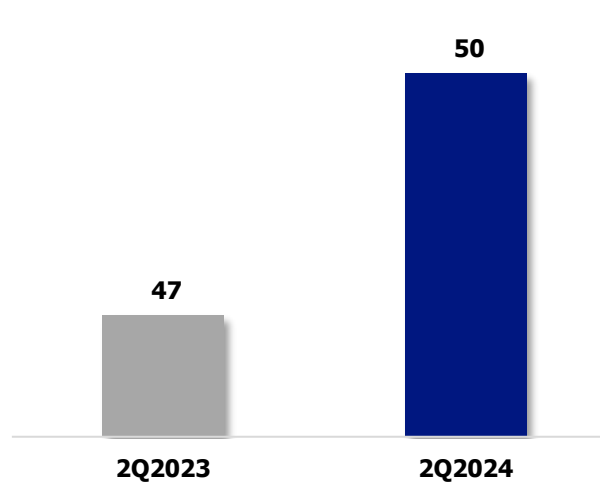
Built-up Area (BUA)	<i>70k square meters</i>	<i>1,800 square meters</i>	<i>7,678 square meters</i>
Gross Leasable Area (GLA)	<i>40k square meters</i>	<i>1,440 square meters</i>	<i>4,535 square meters</i>
Occupancy Rates	<i>100%</i>	<i>N/A</i>	<i>100%</i>
Location	<i>Sheikh Zayed (West Cairo)</i>	<i>Sheikh Zayed (West Cairo)</i>	<i>Smart Village</i>
Facilities	<i>Shops, Dining, Business, Art, Services</i>	<i>offices, meeting & training facilities</i>	<i>Offices</i>



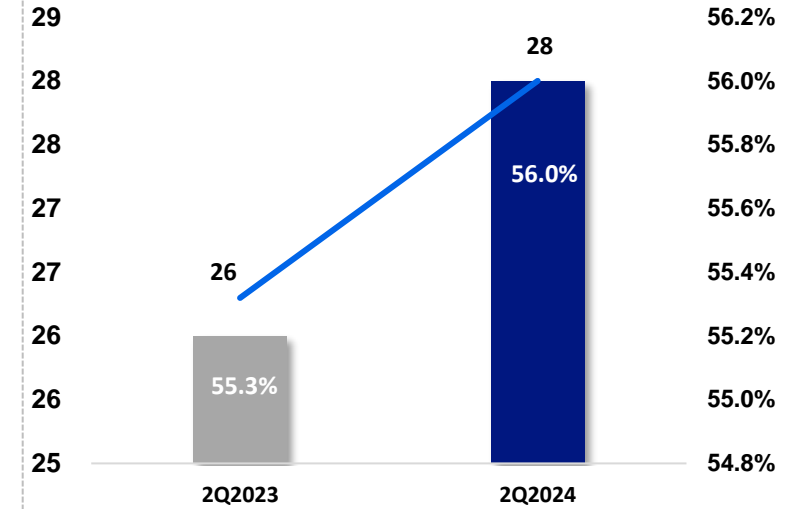
Revenue (EGP Mn)



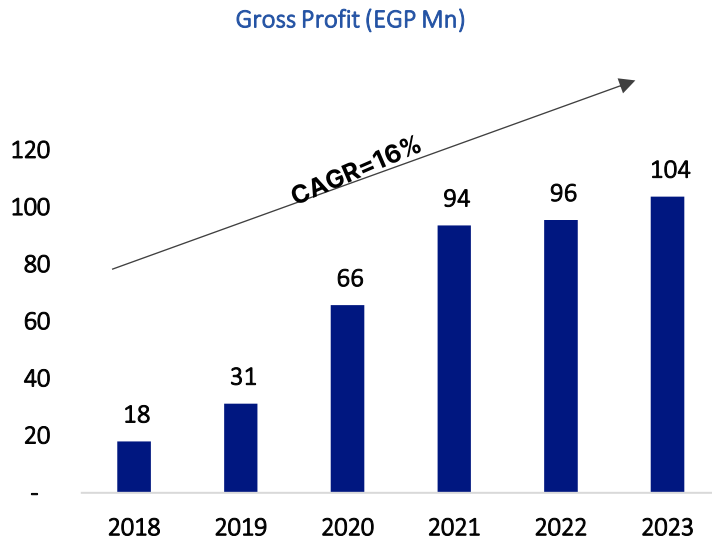
Revenue (EGP Mn)



GP (EGP Mn) GPM

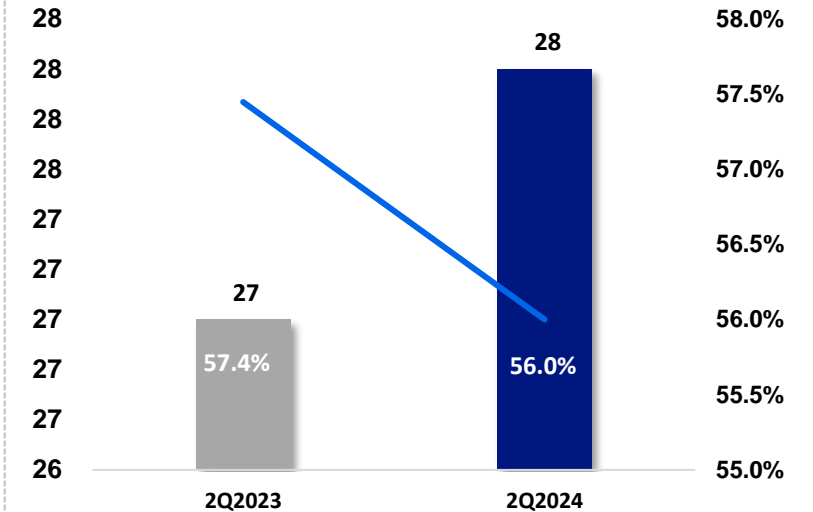


Gross Profit (EGP Mn)

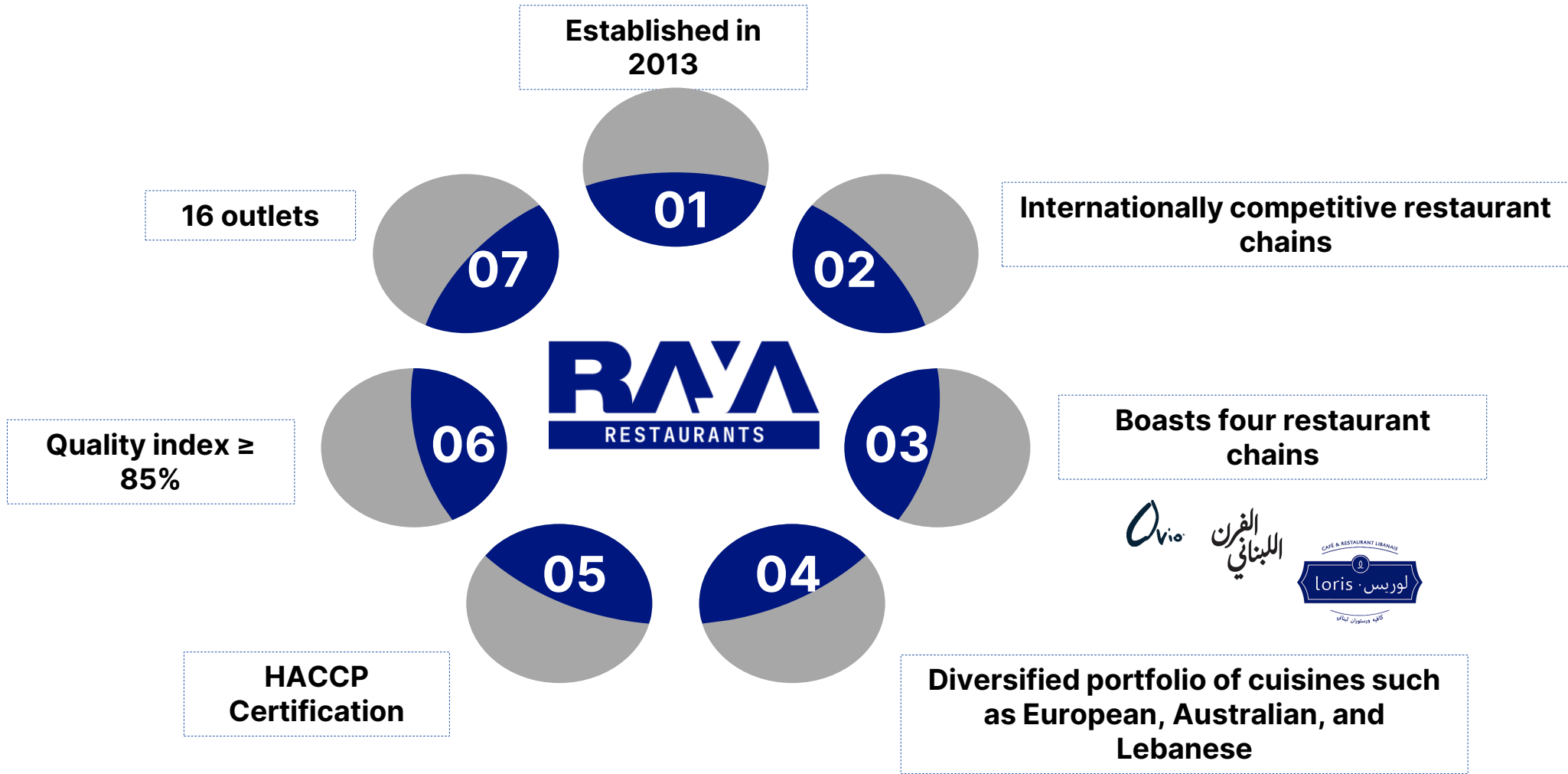


GALLERIA⁴⁰
edge INNOVATION CENTER

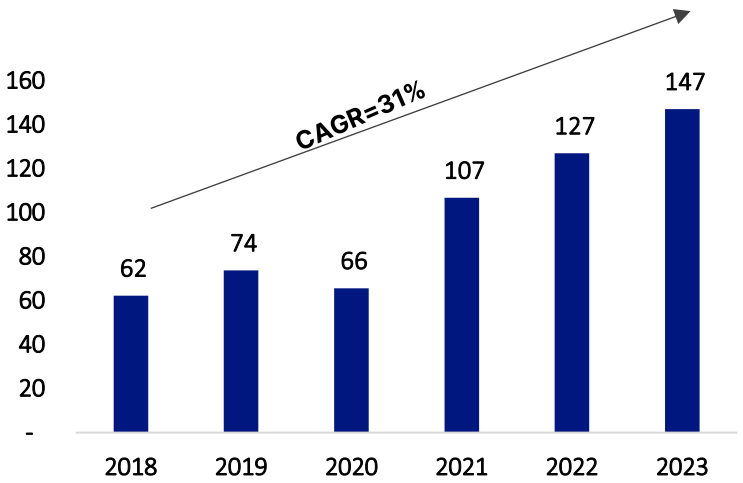
EBITDA (EGP Mn) EBITDA Margin



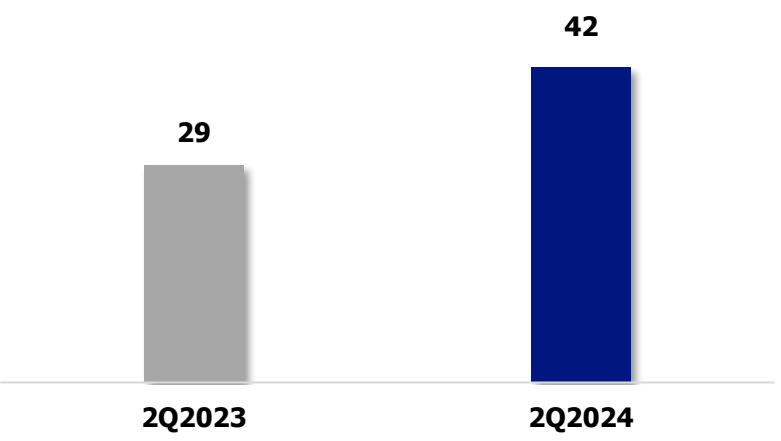
8. Raya Restaurants



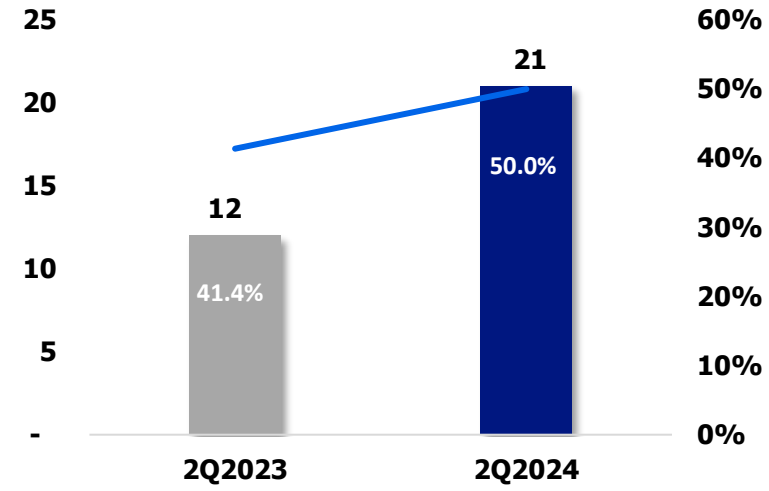
Revenue (EGP Mn)



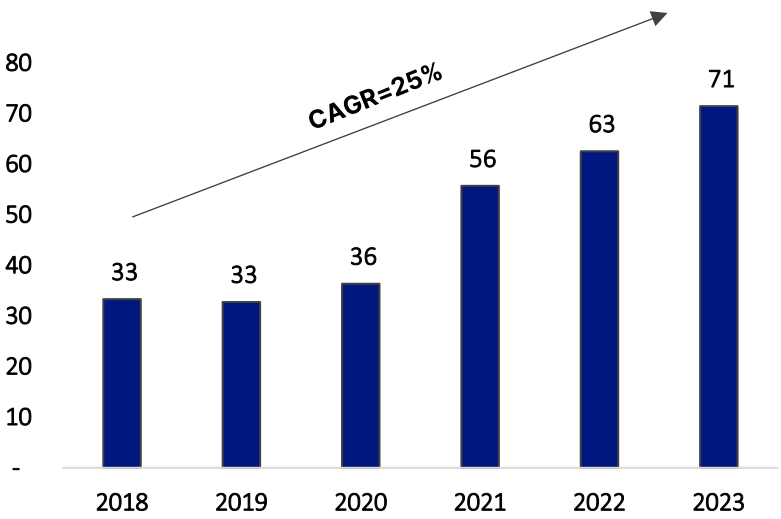
Revenue (EGP Mn)



GP (EGP Mn) — GPM



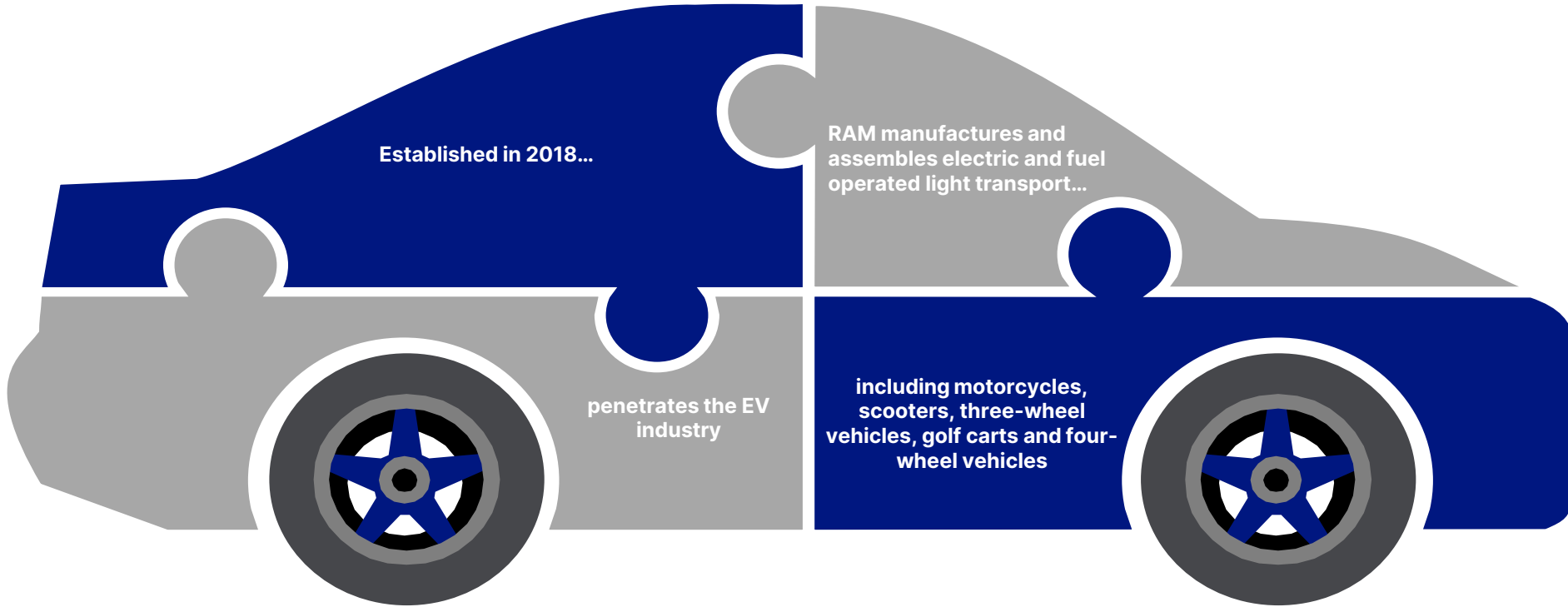
Gross Profit (EGP Mn)



اللبناني
الفرن



9. Raya Advanced Manufacturing (RAM)



Product portfolio

E-SCOOTERS & E-BIKES



GOLF CARTS



TUKTUK & TYRES



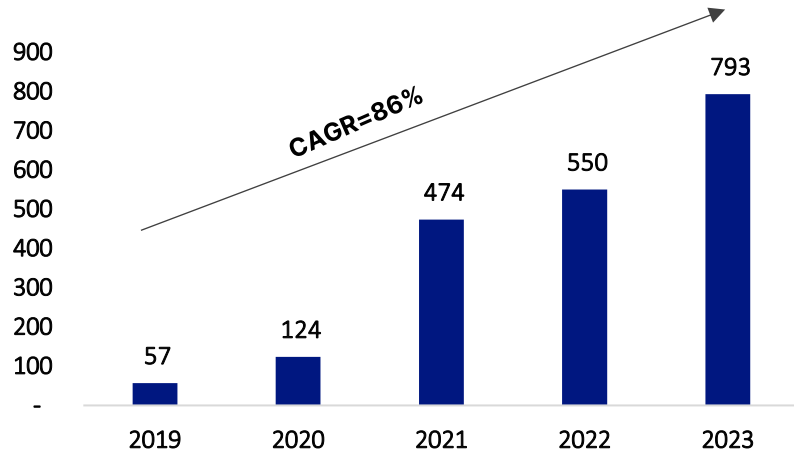
TRI - & MOTORCYCLE



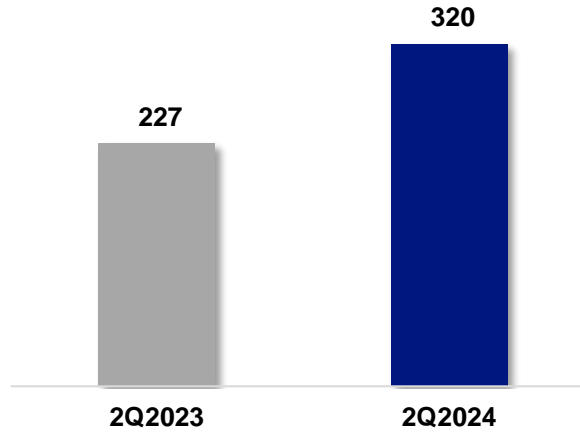
Brand Portfolio



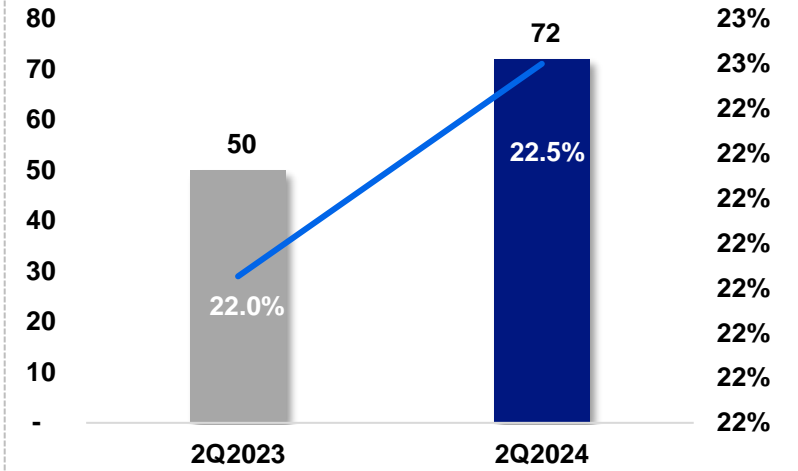
Revenue (EGP Mn)



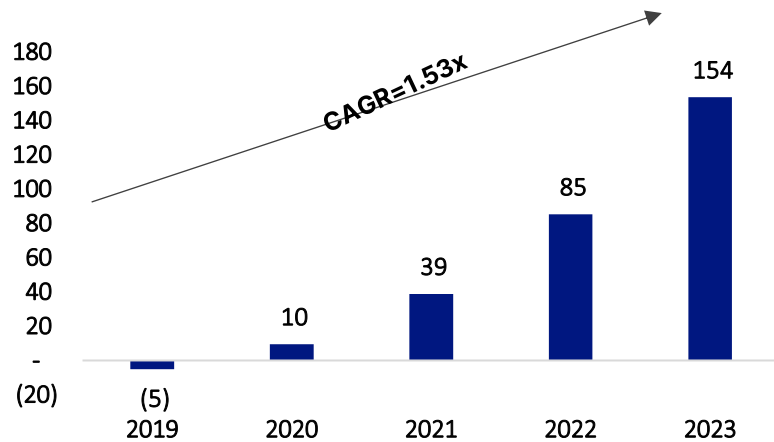
Revenue (EGP Mn)



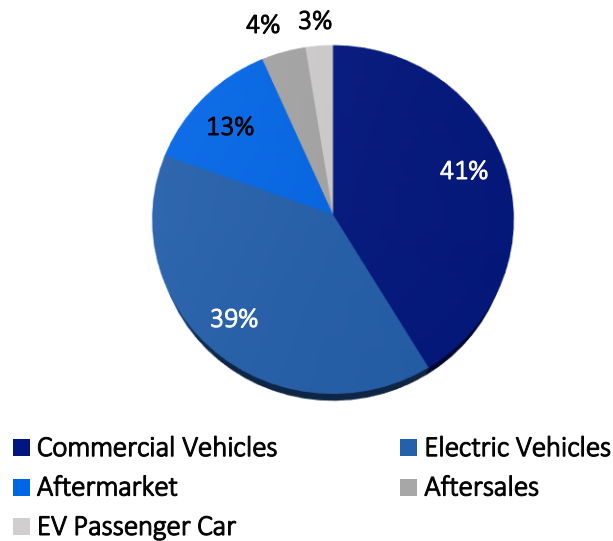
GP (EGP Mn) GPM



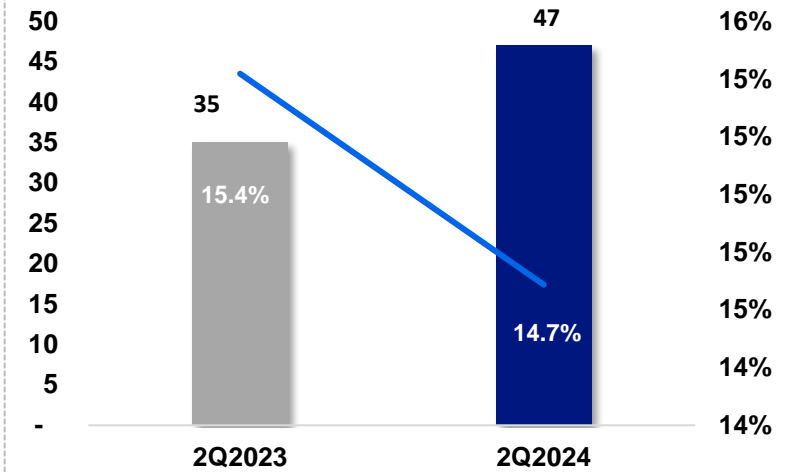
Gross Profit (EGP Mn)



Revenue Mix 2Q2024



EBITDA (EGP Mn) EBITDA Margin



10. Ostool



Service Offering

In-loader Jumbo
Glass Delivery

Flat Bed Trucking

Glass A Frame

Container Services

Tipper

Cement Silo
Distribution

Coal/Pet Coke
Stevedoring

Warehousing

Grain Delivery

Industries Served



Cement



Grains

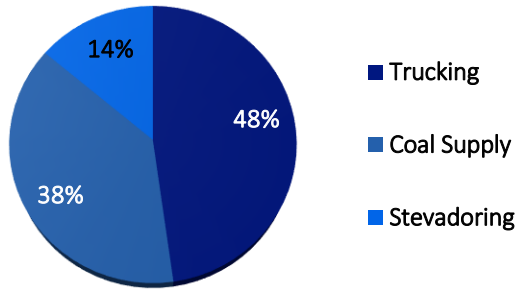


Glass

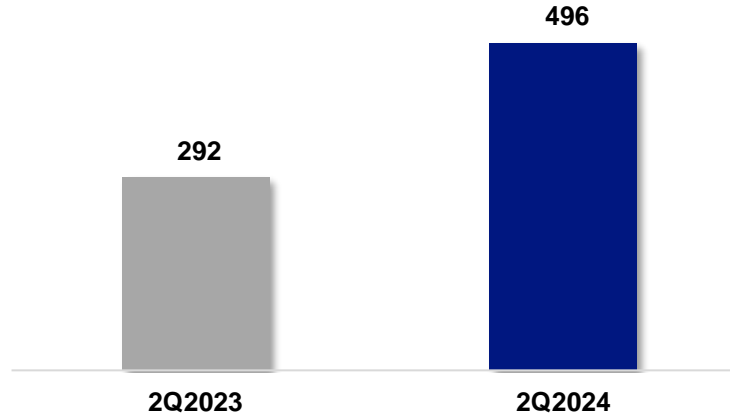


Mining

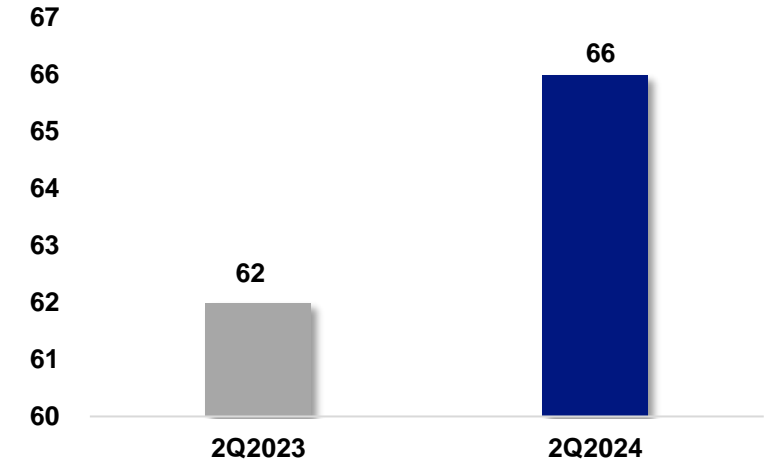
Revenue by Industry 2Q2024



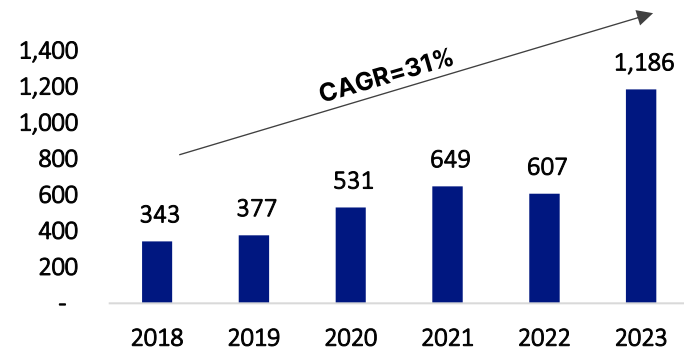
Revenue (EGP Mn)



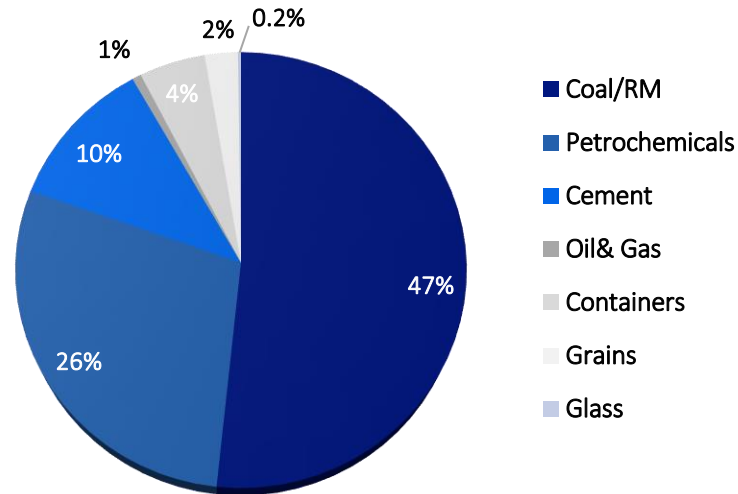
GP (EGP Mn)



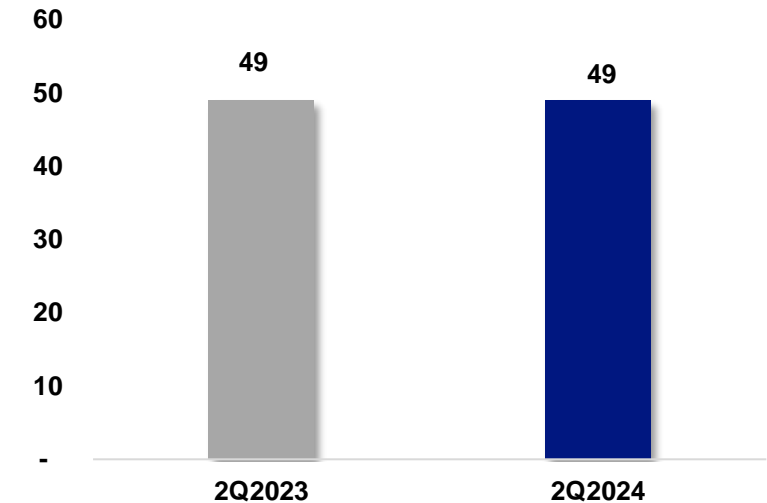
Revenue (EGP Mn)



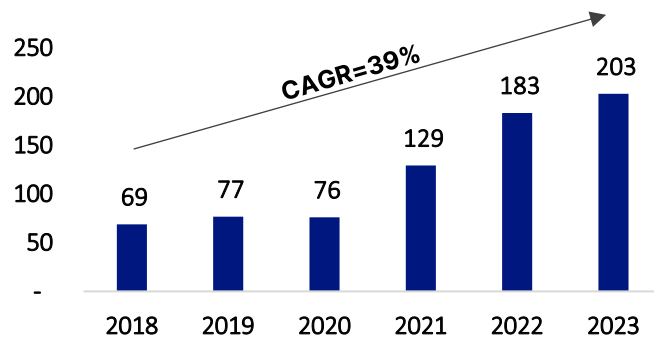
Revenue by Product 2Q2024



EBITDA (EGP Mn)

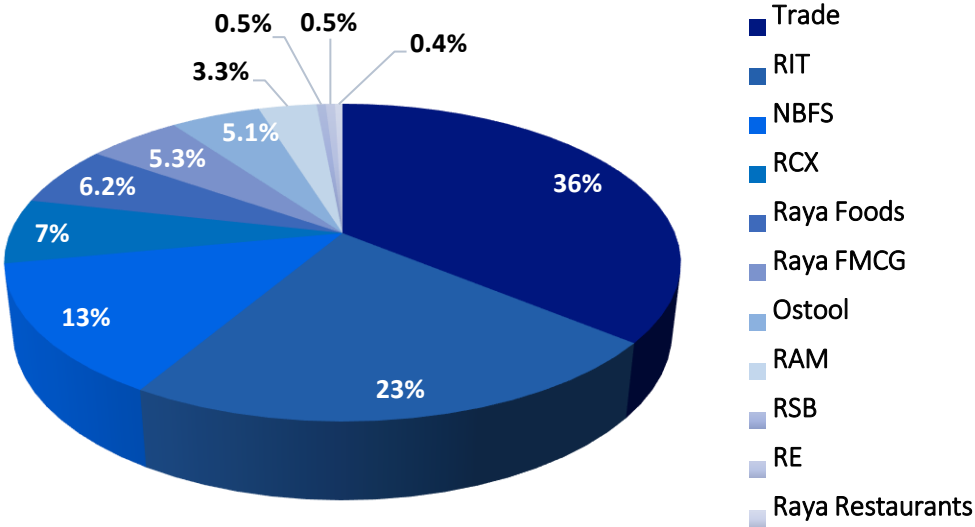


Gross Profit (EGP Mn)

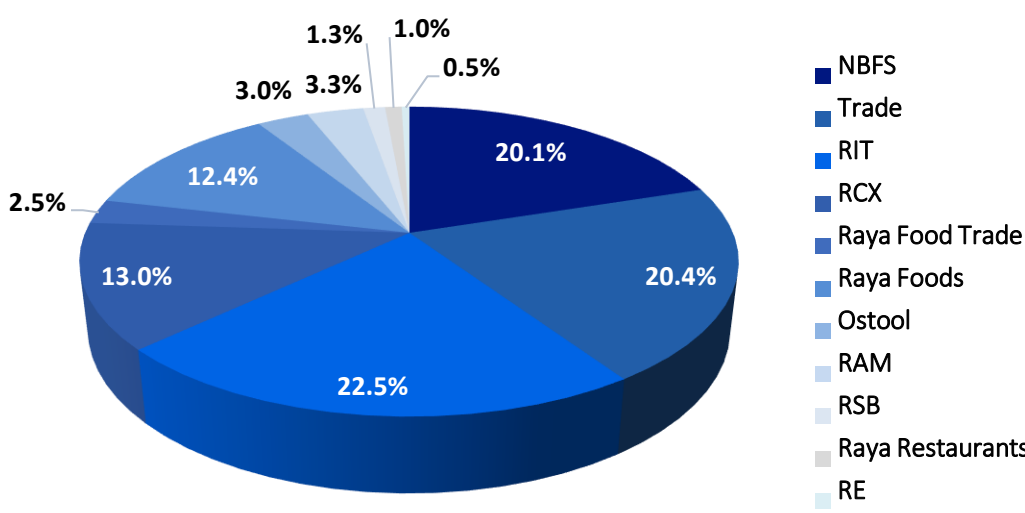


VIII. Financial Performance

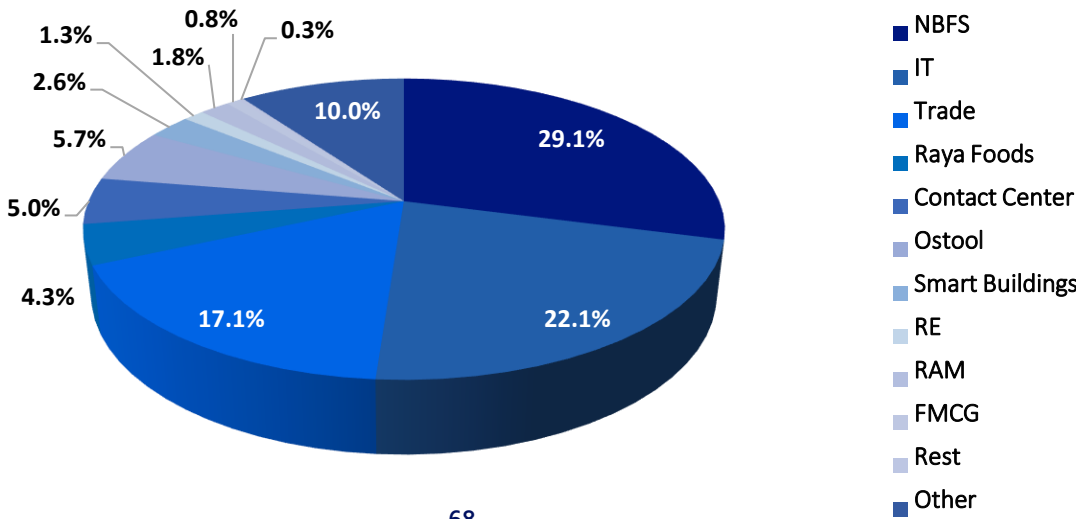
Revenue Split by LOB 2Q2024 (%)



GP Split by LOB 2Q2024 (%)



Asset Split by LOB June 30th, 2024 (%)



EGP Mn
Revenue
Gross Profit
SG&A
EBITDA
Operating Income
EBT
Net Income (Loss) before Minority
Net Cash Flow from Operations
Cash & Equivalents
Current Assets
Current Liabilities
Working Capital
Short Term Debt
Long Term Debt
Total Debt
Total Assets
Total Liabilities
Total Equity
Depreciation

1H2023	1H2024
14,511	20,088
2,950	4,339
(1,731)	(2,262)
1,480	2,374
1,008	1,833
535	1,136
350	762
887	1,034
3,194	2,628
22,994	30,572
21,841	27,416
1,153	3,155
10,398	10,753
2,050	2,912
12,449	13,665
27,149	35,258
24,226	31,475
2,923	3,783
(172)	(192)

Consolidated Balance Sheet (EGP 000)	31-Dec-23	31-Mar-24
Fixed Assets	1,964,957	2,105,263
Investment Properties	608,711	597,096
Projects under Construction	239,587	361,213
Intangible Assets	30,742	42,308
Right of Use Assets	819,385	940,579
Goodwill	297,252	393,917
Investments in Associates	167,897	222,149
Investments at fair value through other comprehensive income	25,605	21,963
Long-term Investments through other Comprehensive Income	1,130	2,145
Total Non-Current Assets	4,155,266	4,686,633
Inventory	2,858,525	4,505,026
Work in Progress	916,768	884,723
Accounts And Notes Receivable	9,460,906	13,831,554
Short-term Investments through profit and loss	4,515	48,926
Prepayments And Other Debit Balances	6,344,542	8,549,023
Share Based Compensation(ESOP)	2,994	2,994
Debit balances (Tax Authority)	211,038	121,263
Cash on Hand and at Banks	3,194,400	2,628,231
Total Current Asset	22,993,687	30,571,741
Total Assets	27,148,954	35,258,374
Provisions	169,932	181,809
Accounts And Notes Payable	4,805,707	7,208,178
Short-term loans	614,405	533,825
Current Portion of long-term loans	1,353,072	1,143,626
Current Portion of Long-Term Liabilities-Right of Use	49,107	66,812
Bank Overdraft	9,128,147	9,075,422
Accrued Expenses and other Credit Balances	5,684,053	9,153,801
Dividends Payable	36,268	52,835
Total Current Liabilities	21,840,690	27,416,306
Working Capital	1,152,998	3,155,434
Total Investments	5,308,264	7,842,067
Issued & Paid-up Capital	1,071,998	1,070,324
Legal Reserve	96,298	96,298
General reserve	41,936	41,936
Credit Risk Reserve	78,461	64,863
Treasury Shares	(7,869)	(9,876)
Revaluation reserve of available for sale investments through comprehensive income	5,424	2,602
Accumulated foreign currency translation	71,333	165,681
Foreign currency translation	274,817	859,858
Retained Earnings/ (Losses)	441,357	654,434
Profits for the year after minority interest	1,071,998	1,070,324
Total Shareholder's Equity	2,073,756	2,946,120
Minority Interest	849,644	837,221
Total Equity	2,923,400	3,783,341
Notes Payable - Noncurrent portion	20,393	9,898
Long Term loan	1,352,911	1,429,287
Bank Overdraft	0	1,482,362
Long Term Liabilities-Right of Use	884,656	1,011,253
Other Long-term Liabilities	121,983	117,800
Deferred Tax Liability	4,921	8,126
Total Noncurrent liabilities	2,384,864	4,058,726
Total Equity & Non-current Liabilities	5,308,264	7,842,067

Consolidated Cash Flow Statement (EGP 000)	30-Jun-23	30-Jun-24
Net Profit before income tax and minority interest	534,818	1,136,482
Depreciation of fixed assets, amortization of intangible assets, and investment property	172,161	191,836
(Gain/Loss) from the disposal of fixed assets	(9,755)	(7,411)
Finance cost (Net)	521,416	820,721
Company's share from (Profits) of associates	(26,085)	(54,251)
Provisions	42,090	21,973
Reversal of Porivisions	(3,763)	0
Write down of inventory	19,912	13,284
Reversal of Write down of inventory	(347)	(1,141)
Expected Credit Loss	200,262	308,549
Reversal of Expected Credit Loss	(16,529)	(97,630)
	1,434,180	2,322,534
Change in inventory	(1,206,355)	(1,658,644)
Change in projects under construction	(131,964)	32,045
Change in Receivables	(1,658,621)	(4,721,556)
Change in prepayments	(1,697,189)	(2,654,006)
Change in Payables	2,118,513	2,852,350
Change in Bank overdraft- NBFS	719,801	1,884,790
Change in Loans- NBFS	26,746	(417,506)
Change in Accrued expenses	1,451,109	3,486,315
Change in long term liabilities	(19,387)	(4,182)
Cash Flow ised in operating activities	1,036,833	1,122,139
Income taxes paid	(209,025)	(217,819)
Bad Debt	60,363	139,990
Provisions Used	(1,617)	(10,096)
Net cash flow from operating activities	886,553	1,034,213
Payments to acquire fixed, intangible and investment property assets	(148,943)	(332,077)
Proceeds from disposal of fixed assets and intangible assets	0	11,939
Payments for projects under construction	(63,001)	(126,170)
Payments for long term investments	(43)	(1,015)
Payments for short term investments	(170)	(44,411)
Payments in respect of restricted time deposits in favor of letter of credit	28,861	(26,495)
Net cash flow from Investing activities	(183,296)	(518,227)
Proceeds from credit facilities	767,860	(455,509)
(Payments) for long term notes debt	(113,928)	(806,878)
Proceeds from long term debt	78,628	1,010,734
Dividends paid	(86,266)	0
Change in Minority Interest	12,298	(120,128)
Financing Expense	(521,416)	(820,721)
long term notes payable	(19,942)	(10,495)
Net cash flow from financing activities	117,233	(1,202,997)
Accumulated foreign currency translation	60,188	94,348
Beginning cash balance	1,240,400	3,148,047
Ending cash balance	2,121,079	2,555,384
Cash on hand and at bank	2,181,240	2,628,231
Held deposits	(60,161)	(72,847)
Ending cash balance	2,121,079	2,555,384

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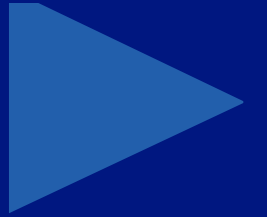


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Thank You!