

RAYA

Raya Holding for Financial Investments

1Q2024 IRP | May 2024 |

Disclaimer & Forward-looking Statements

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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



LINES OF BUSINESS 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



FINANCIAL OVERVIEW

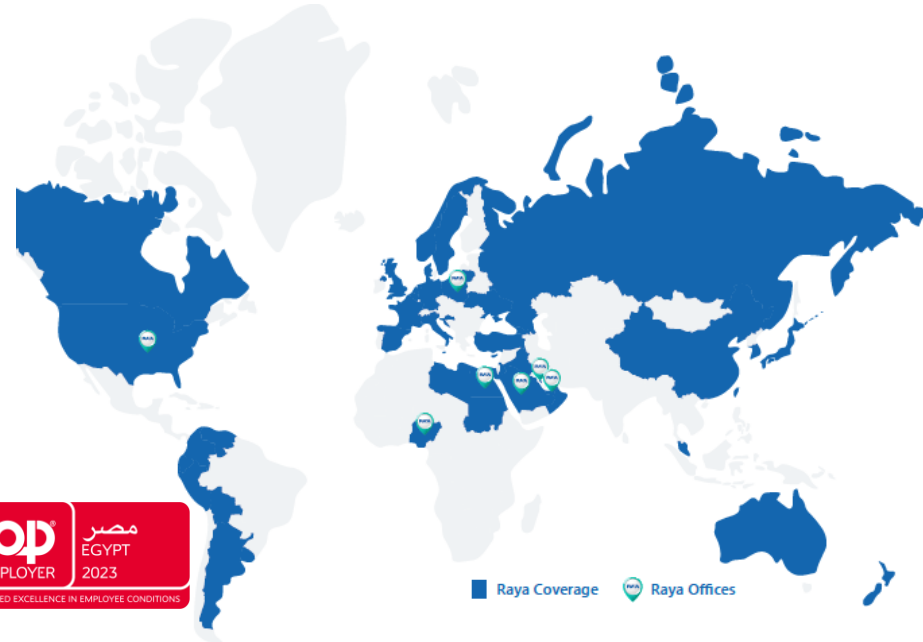
- 1- Raya Holding Snapshot
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- 4- Consolidated Balance Sheet
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I. About Raya Holding

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

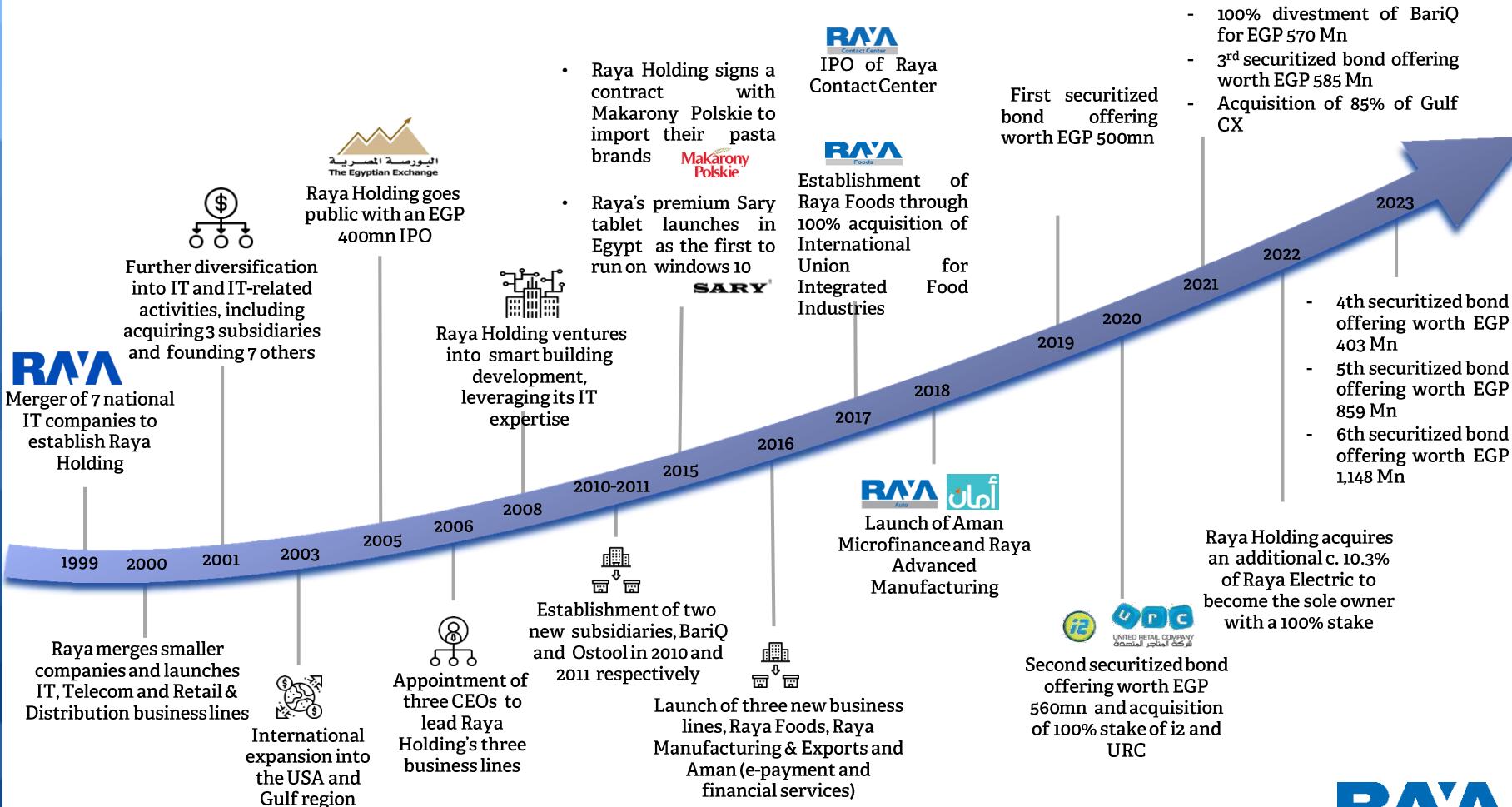


11
Lines of Business



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



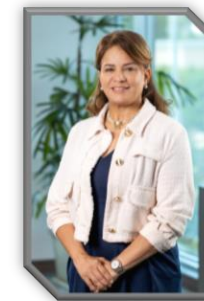
Amr El Tawil

Independent Board
Member
Managing Partner, Solera



Noha El Ghazaly

Independent Board
Member Egypt Country
Advisor,
Mediterrania Capital



Reem El-Saad

Independent Board
Member
Head of MENA SME
Funding-EBRD



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



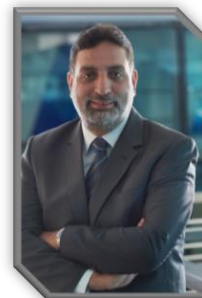
Tamer Abdel Aziz

CBDO
Raya Holding



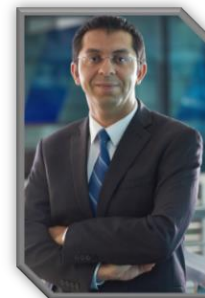
Hisham Abdel Rasoul

CEO
Raya Information
Technology & Raya
Customer Experience



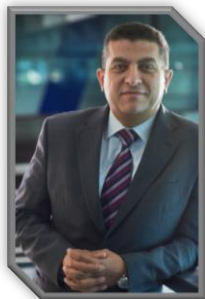
Bassem Megahed

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



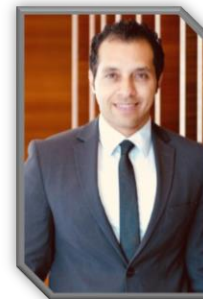
Tamer Badrawi

CEO
Ostool



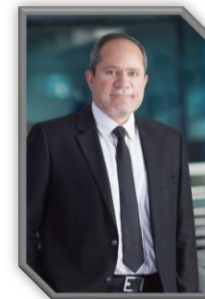
Mohamed El Naggar

CEO
Raya Advanced
Manufacturing



Ahmed Ibrahim

CEO
Raya Smart Buildings



Usama Zaki

CEO
Raya Electric



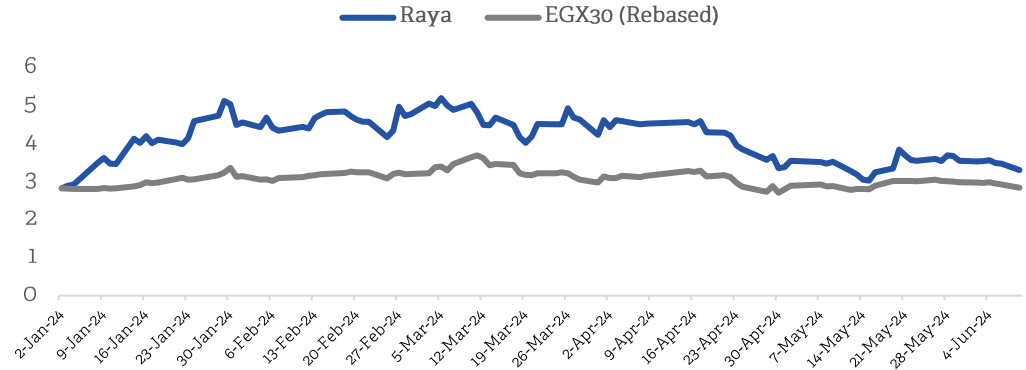
III. Stock Overview

Share & Ownership Information

Share Information (RAYA.CA)

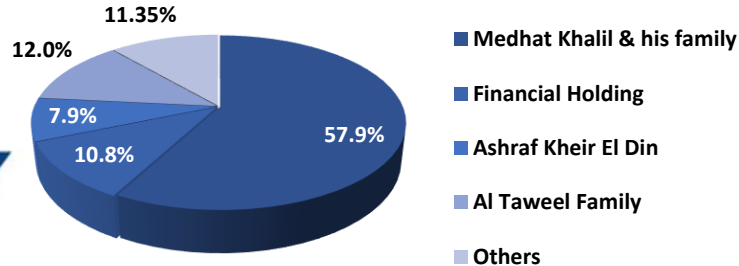
Close (09/06/2024)	
3.31	
52 Wk High	52 Wk Low
5.65	2.05
Shares	Avg. Daily Turnover
2,144Mn	5,186Mn
Market Cap (EGP)	Market Cap (USD)
7,097Mn	149Mn

Stock Price Performance

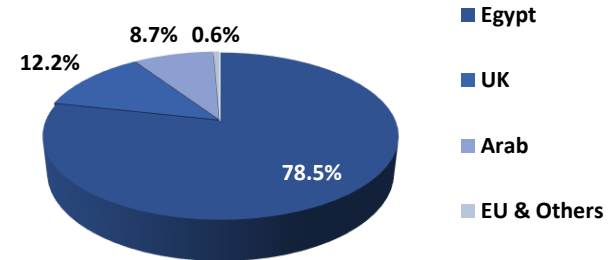


Shareholders Structure (as of March 31st, 2024)

Shareholders Structure



Shareholders by Geography



IV. Dividends Overview

Cash Dividends

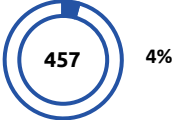
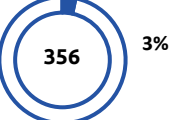
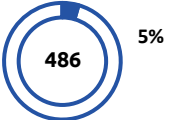
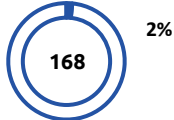

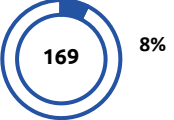
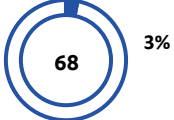
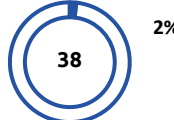
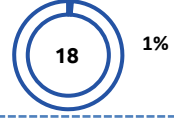
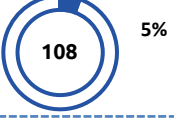
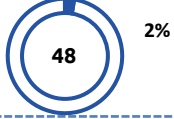
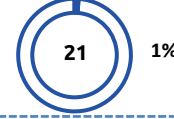
Coupon No.	Payment Date	Payment Date	Dividend Amount
17	10/01/2023	15/01/2023	EGP 0.035
16	13/01/2022	18/01/2022	EGP 0.06
15	13/07/2021	18/07/2021	EGP 0.045
14	12/12/2019	15/01/2020	EGP 0.19
13	15/07/2019	18/07/2019	EGP 0.24
12	13/06/2019	18/06/2019	EGP 0.15
11	25/05/2017	29/05/2017	EGP 0.25
10	21/01/2016	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







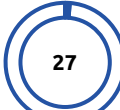


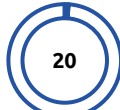


Overview	<i>Market leader of consumer electronics in Egypt since 1998, operates in distribution, retail and maintenance</i>	<i>Leading system integrator established in 1998 with a vision to lead the information tech market depending on its dynamic portfolio</i>	<i>Leading integrated fintech company providing e-payment, microfinance & finance services solutions</i>	<i>World-class Business Process Outsourcing (BPO) and Contact Center Outsourcing (CCO) service provider</i>
Revenue EGP Mn (1Q2024)	4,738 66%	2,472 24%	1,274 12%	625 6%
GP EGP Mn (1Q2024)	518 24%	445 21%	491 23%	312 15%
EBITDA EGP Mn (1Q2024)	326 15%	311 26%	122 6%	221 19%
% Ownership	100%	100%	76%	56.316%



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 (1Q2024)	 <p>457 4%</p>	 <p>356 3%</p>	 <p>486 5%</p>	 <p>168 2%</p>
GP EGP Mn (1Q2024)	 <p>51 2%</p>	 <p>169 8%</p>	 <p>68 3%</p>	 <p>38 2%</p>
EBITDA EGP Mn (1Q2024)	 <p>18 1%</p>	 <p>108 5%</p>	 <p>48 2%</p>	 <p>21 1%</p>
% Ownership	<p>100%</p>	<p>100%</p>	<p>90%</p>	<p>100%</p>

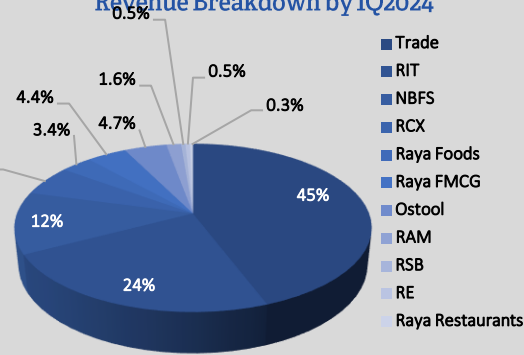


			
Overview	Develops elegant smart commercial & office complexes, in partnership with world-renowned architectural and green building technology firms	Established in 2013 with the aim to build internationally competitive restaurant chains that will be franchised both regionally and globally	Home appliances giant focused on air conditioners
Revenue EGP Mn (1Q2024)	 49 0.5%	 35 0.3%	 53 0.5%
GP EGP Mn (1Q2024)	 27 1.2%	 17 0.8%	 6 0.3%
EBITDA EGP Mn (1Q2024)	 20 1.1%	NM*	NM*
% Ownership	100%	95.423%	100%

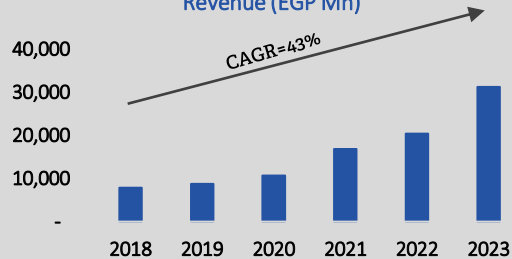
NM*: non-meaningful

Overview of Consolidated Financials

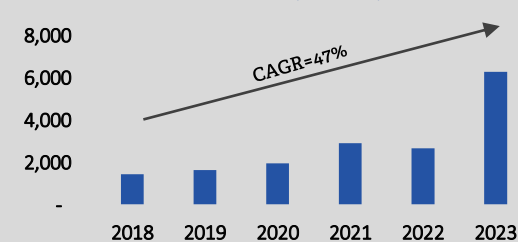
Revenue Breakdown by 1Q2024



Revenue (EGP Mn)



Gross Profit (EGP Mn)



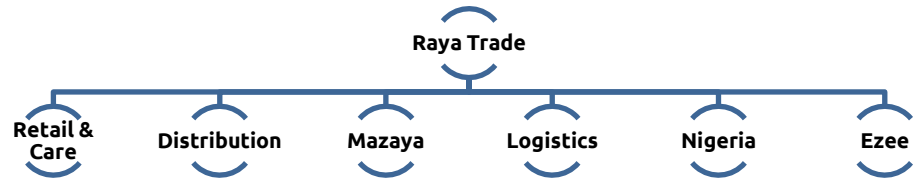
Summary Income Statement (EGP Mn)	1Q2023	4Q2023	1Q2024
Total Revenues	6,547	8,638	10,414
Y-o-Y Growth %			59%
Q-o-Q Growth %			21%
Gross Profit	1,369	1,916	2,162
Y-o-Y Growth %			58%
Q-o-Q Growth %			13%
GP Margin %	21%	22%	20.8%
EBITDA	660	989	1,208
Y-o-Y Growth %			83%
Q-o-Q Growth %			22%
EBITDA Margin %	10.1%	11.4%	12%
Net Income Before Minority	168	75	378
Y-o-Y Growth %			124%
Q-o-Q Growth %			406%
Net Income Margin %	2.6%	0.9%	3.6%






Summary Balance Sheet (EGP Mn)	31-Dec-23	31-Mar-24
Total Non-current Assets	4,155	4,379
Inventory	2,859	3,857
AR	9,461	12,312
Cash	3,194	2,602
Total Current Assets	22,994	27,897
Total Assets	27,149	32,275
AP	4,806	6,889
STL	1,967	1,810
Credit Facilities	8,431	8,994
Total Current Liabilities	21,143	25,029
LTL	1,353	1,257
Total Non-Current Liabilities	3,082	3,731
Total Liabilities	24,226	28,760
Total Equity	2,923	3,515

VI. 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	



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



Raya Trade was established in 1998

1998

2007



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

2011

Raya launches Retail-in- house Installation for consumers

2014



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



Raya localizes manufacturing of consumer washing machines

2018



Mobile distributions start in Nigeria

2019



Establishment of Logistics



Retail acquires Consumer Finance License (FRA)

2020



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

2021

Acquisitions

KENWOOD **DeLonghi**

Raya becomes the sole distributor of Kenwood & DeLonghi

2022



Raya launches their B2B platform, Mazaya

2023



Raya launched their B2B platform, Ezee in Nigeria

BRUNN PHILIPS
Raya becomes the sole distributor of Braun & Philips



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



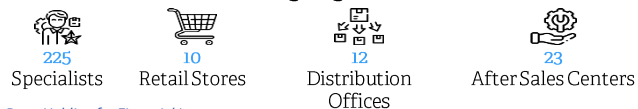
Key Brands



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



8,500
Dealers



6,500+
POS through Etisalat



18
Distribution Centers

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

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

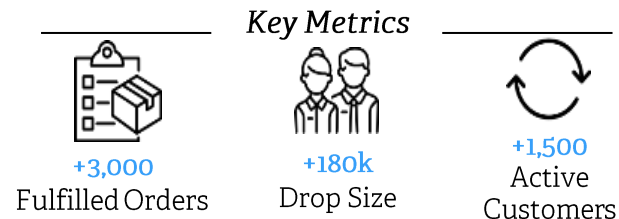


79%
Customer
Recurrence

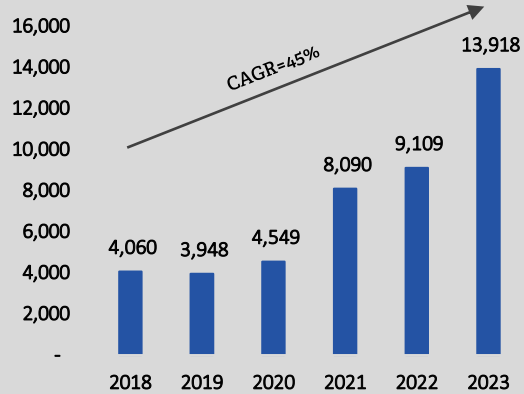


Ezee

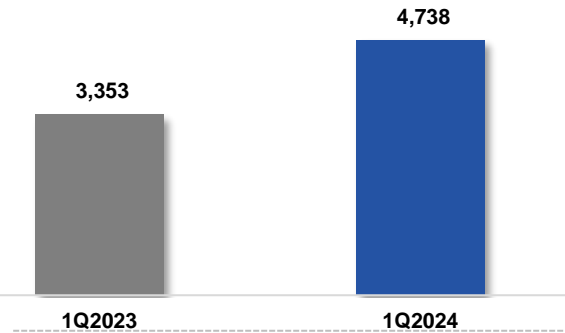
- Ezee is Nigeria's first B2B e-commerce marketplace focused on electronics
- Ezee offers a digitalized retail operating system that aims to empower local merchants by offering a full-fledged accessible experience by providing the best prices and a large product portfolio with door-to-door delivery services



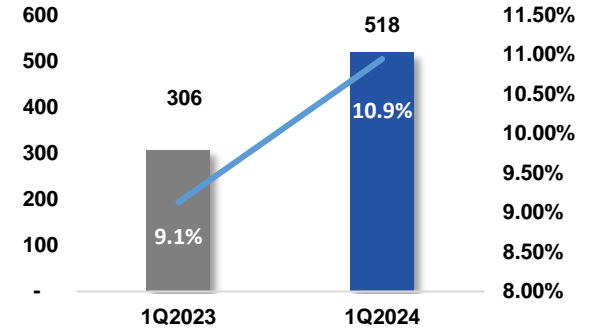
Revenue (EGP Mn)



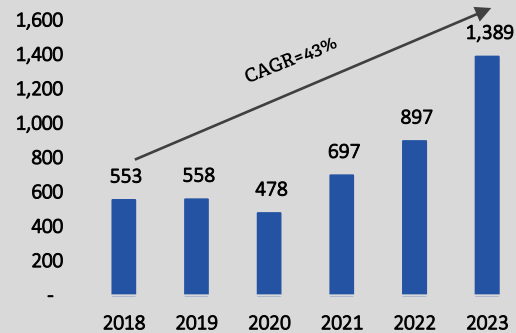
Revenue (EGP Mn)



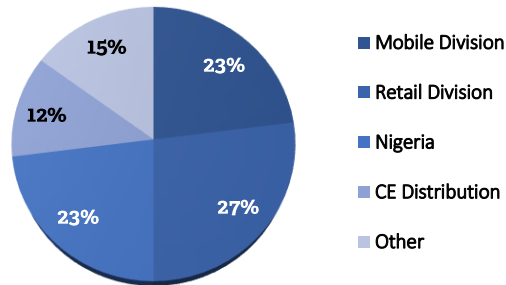
GP (EGP Mn) — GPM



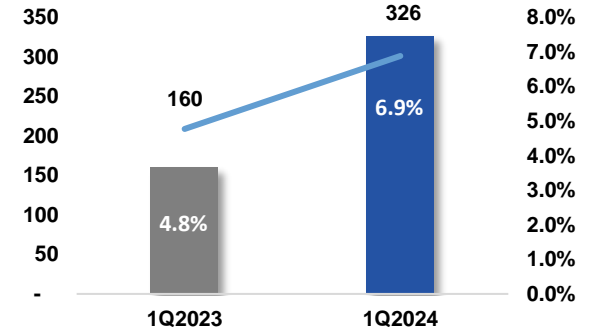
Gross Profit (EGP Mn)



Revenues Breakdown By Product (1Q2024)



EBITDA (EGP Mn) — EBITDA Margin

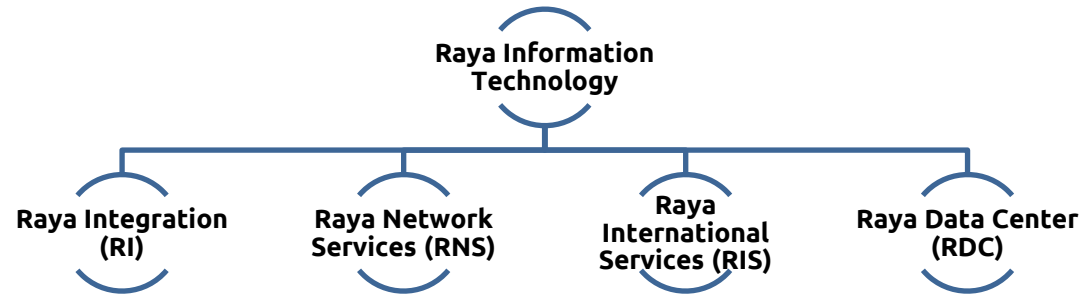
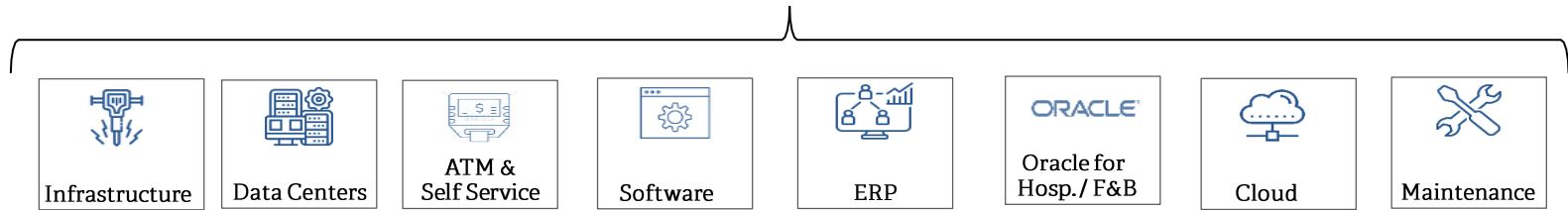


2. Raya Information Technology



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

Key Highlights

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





52%

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





15%

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





20%

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





6%

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




2%

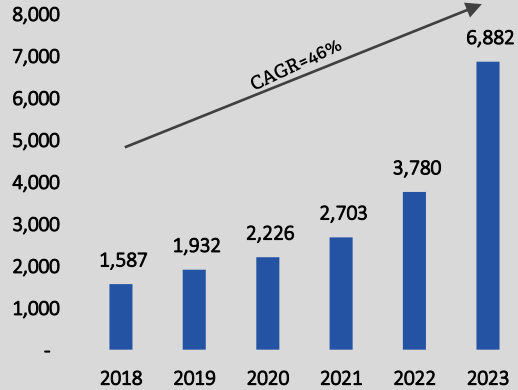
Key Raya IT Differentiators

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

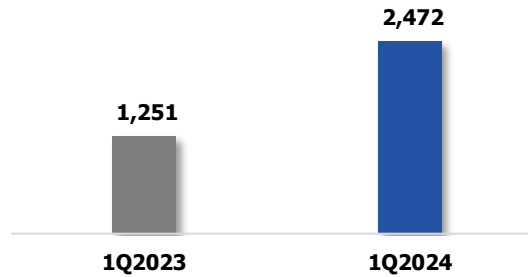
Sample Clients



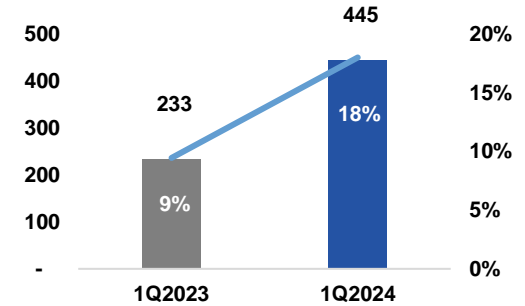

Revenue (EGP Mn)



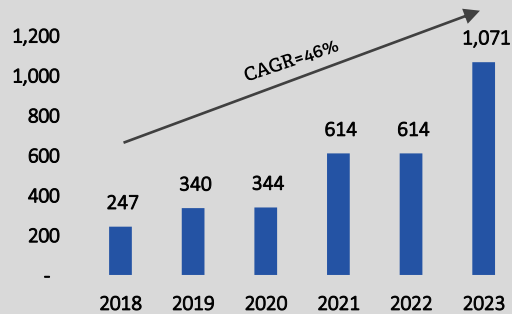
Revenue (EGP Mn)



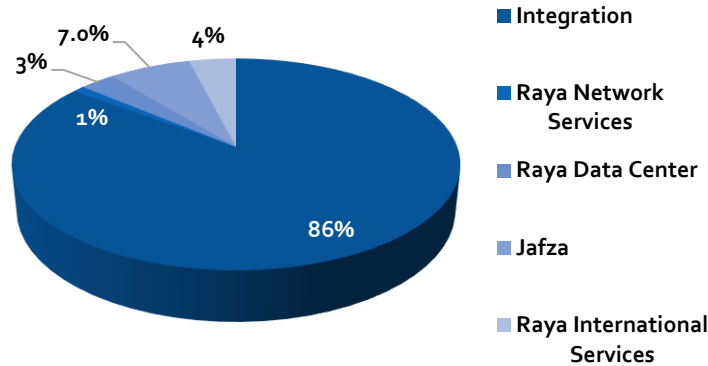
GP (EGP Mn) — GPM



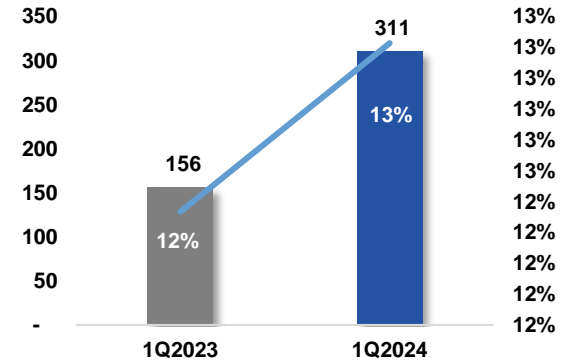
Gross Profit (EGP Mn)



Revenue by Line of Services
1Q2024



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



Share Information (RACC.CA)

Close (09/06/2024)		
5.22		
Open	52 Wk High	52 Wk Low
5.48	7.05	2.28
Shares	Avg. Daily Turnover	
218 Mn	1.7 Mn	
Market Cap (EGP)	Market Cap (USD)	
1,197 Mn	40 Mn	

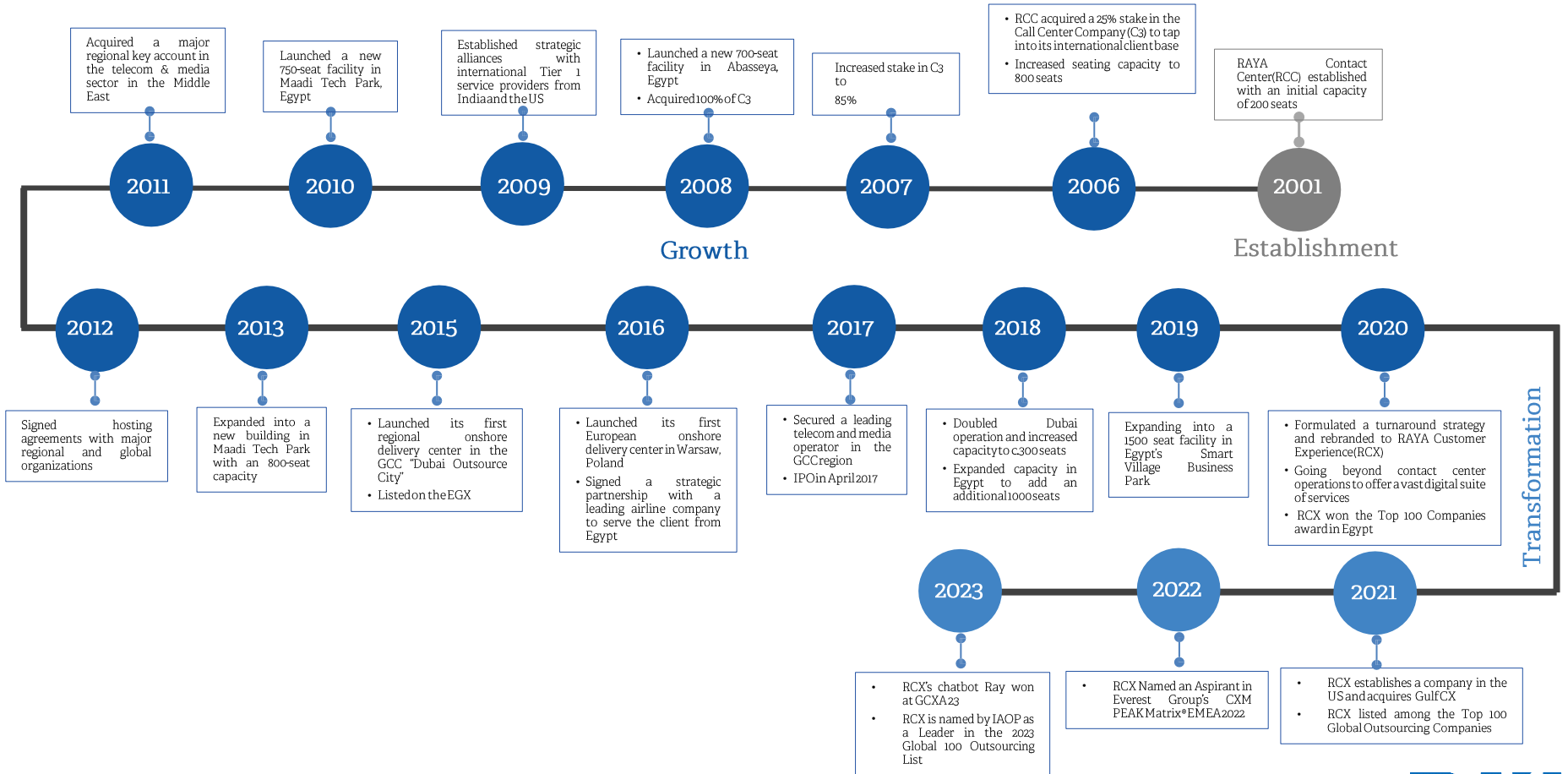
Client List



البنك الأفريقي الآسيوي الدولي
arab african international bank

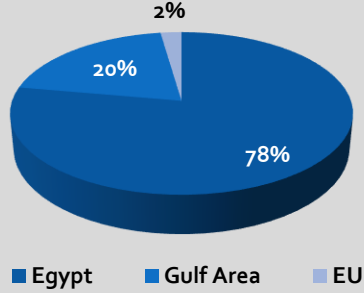


Raya Customer Experience

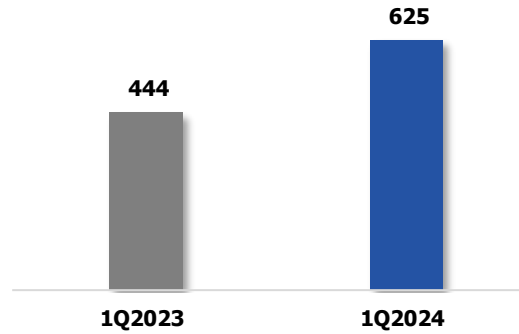


Raya Customer Experience

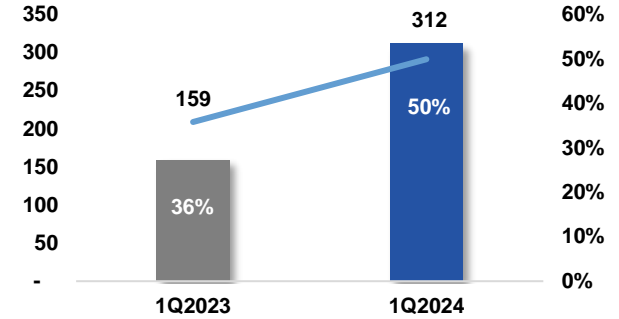
Revenue by Geographical Location



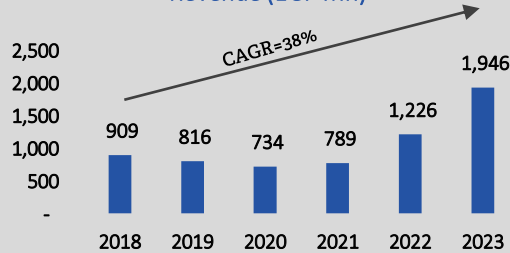
Revenue (EGP Mn)



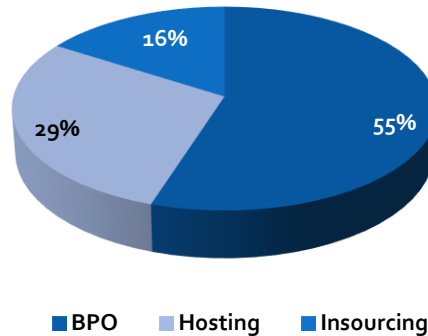
GP (EGP Mn) — GPM



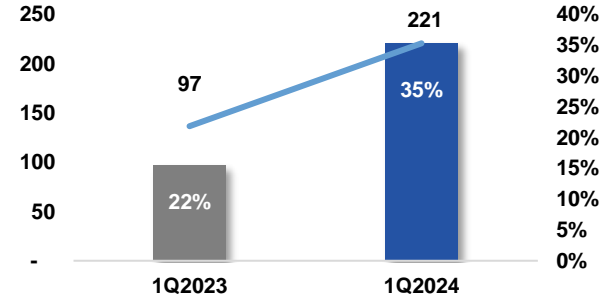
Revenue (EGP Mn)



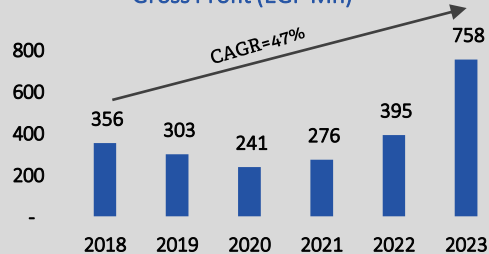
Revenue By Segment



EBITDA (EGP Mn) — EBITDA Margin



Gross Profit (EGP Mn)



4. Aman Holding

Fully Fledged Financial Services Provider within the E-Payments and lending Industries with Clear Unique Synergies & and an Integrated Business Model

Integrated Business Model

One-stop Digital Solution

Extensive Network

Widest Addressable Market (TAM) captured

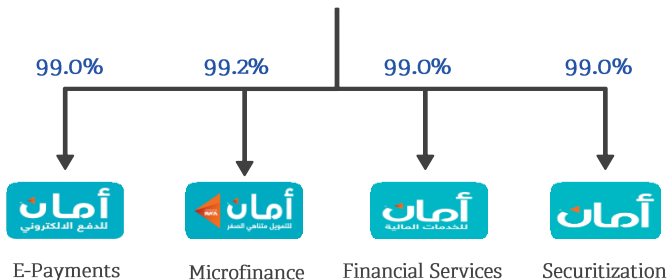
Most Diversified Fintech Super App

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



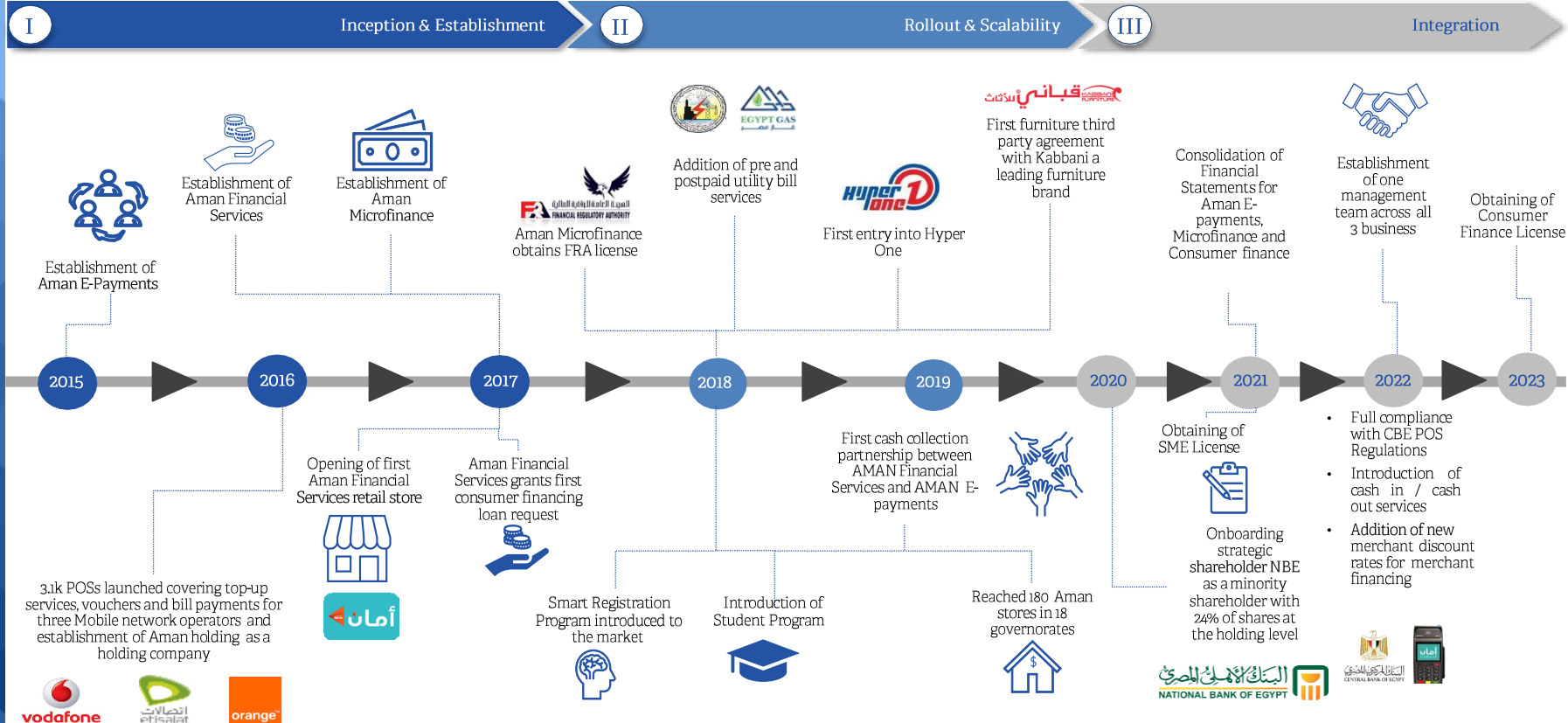
Securitization

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

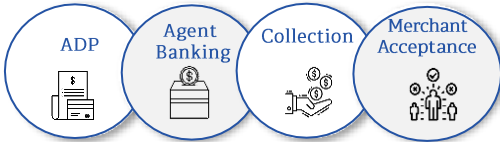
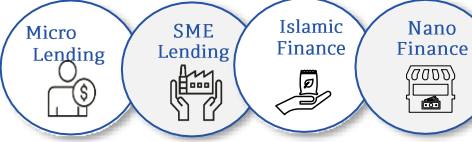



Consumer Finance

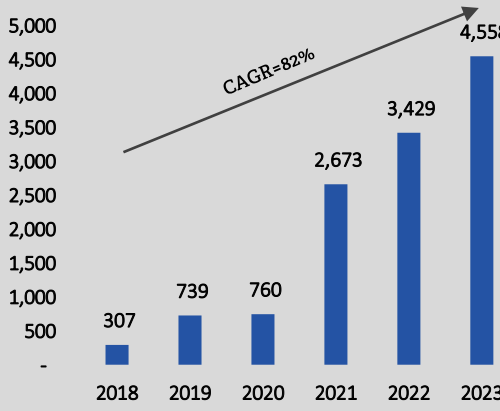
Aman Consumer Finance enables consumers to purchase products on credit through Aman Stores or other third parties



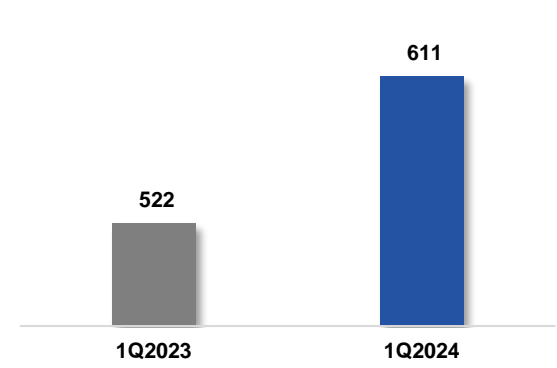
A Comprehensive Range of Service Verticals with Ample Room for Synergy Extractions Across the NBFS & Securities Platforms

Aman's NBFS Platform at a Glance		
Aman E-Payments	Aman Microfinance	Aman Consumer finance
<p>Company Overview</p> <ul style="list-style-type: none"> 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 	<p>Leading system integrator established in 1998 with a vision to lead the information tech market depending on its dynamic portfolio</p>	<ul style="list-style-type: none"> 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 automobiles through its branches and merchant partners
<p>Primary Products</p> 		

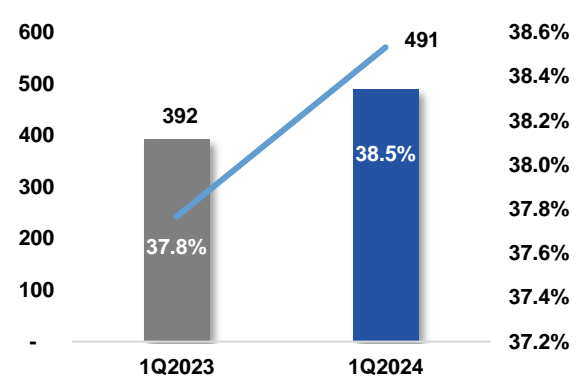
Revenue (EGP Mn)



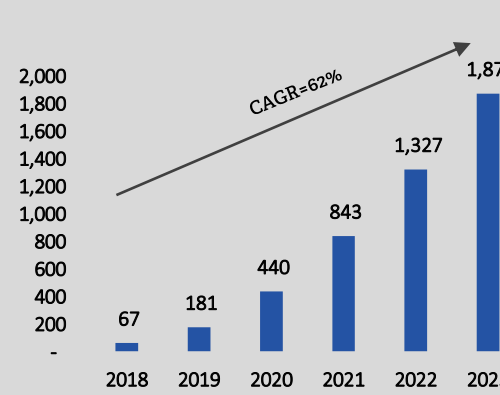
Net Revenues EGP Mn



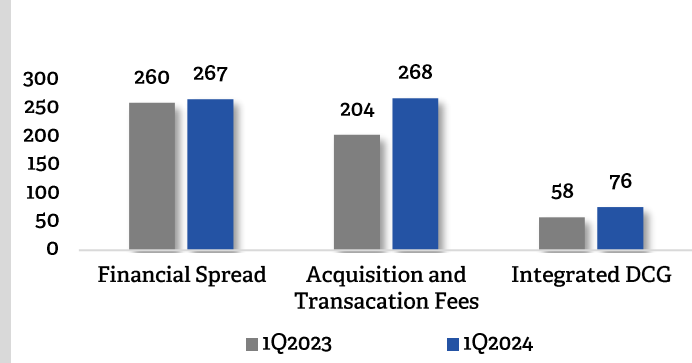
GP (EGP Mn) — GPM



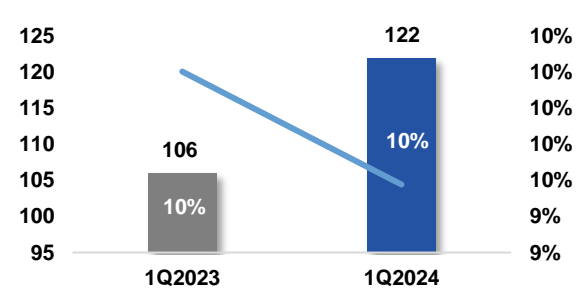
Gross Profit (EGP Mn)



Net Revenue Breakdown by Segment (EGP Million)

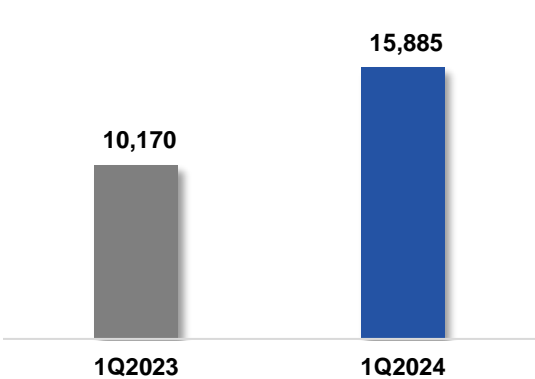


EBITDA (EGP Mn) — EBITDA Margin

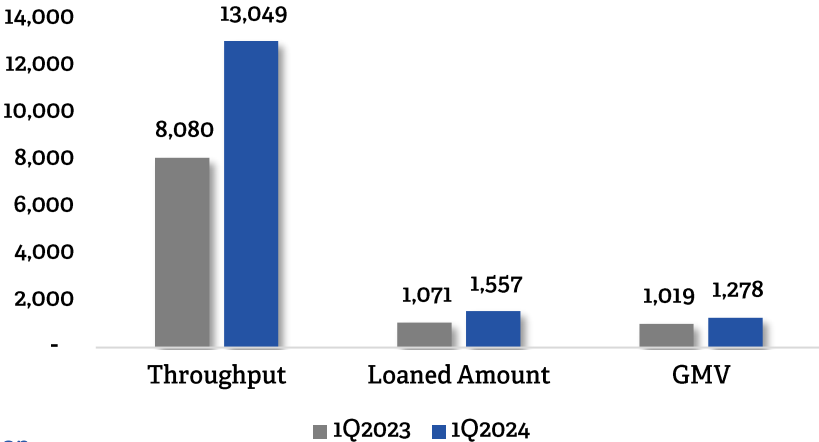


Solid performance of the business over the period

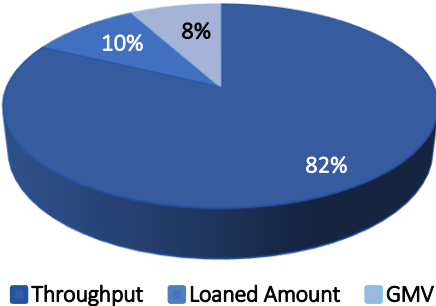
Gross Transaction Value (GTV)- EGP Mn



GTV Breakdown (EGP Mn)



GTV Contribution (1Q2024)

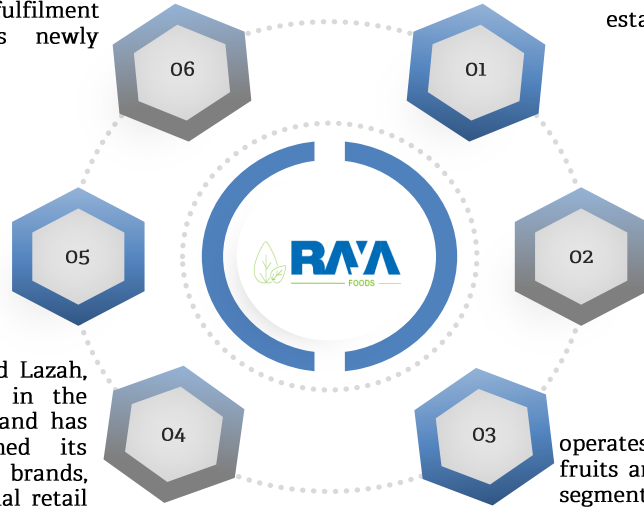


5. Raya Foods

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



K 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



30K tons of Exports



With a vertically integrated supply chain of vegetables & fruits



€ vs. \$

...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



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

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



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

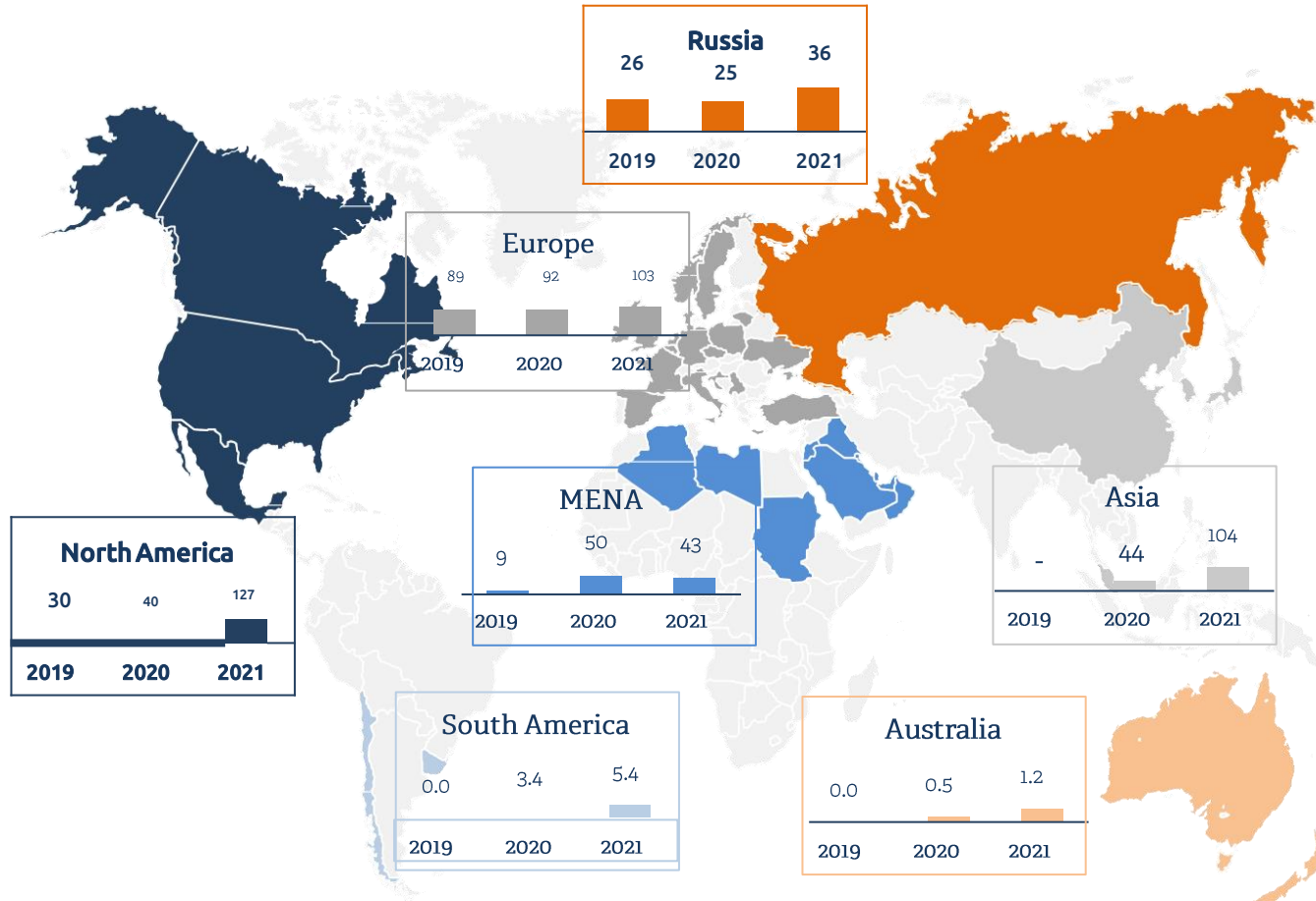


Company turns profitable after strong turnaround led by the new management team

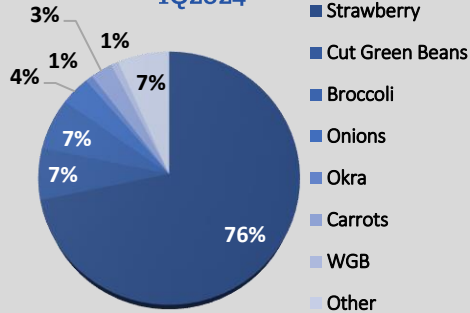
Launch of the new Lazah range of ready-made food under the Lazah Ready brand name, in partnership with Heinz



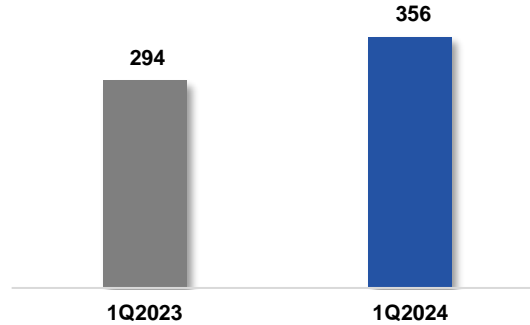
Robust operational capabilities are evident by significant growth in exports



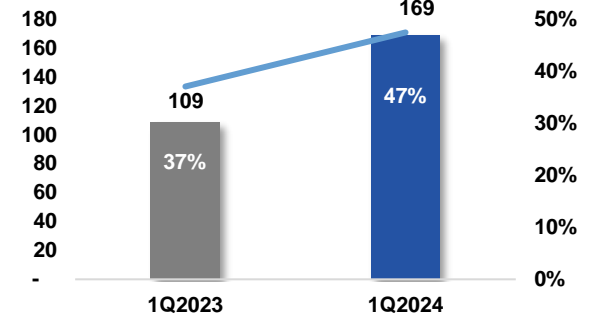
Product mix 1Q2024



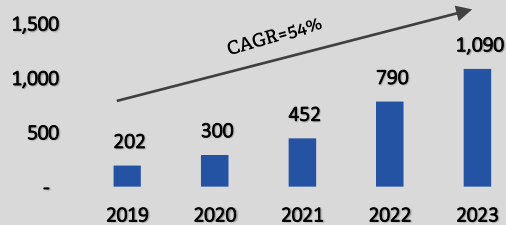
Revenue (EGP Mn)



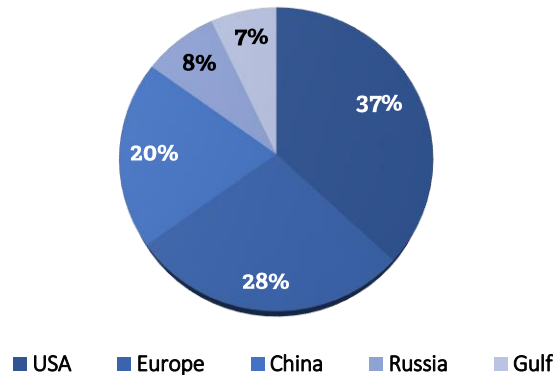
GP (EGP Mn) — GPM



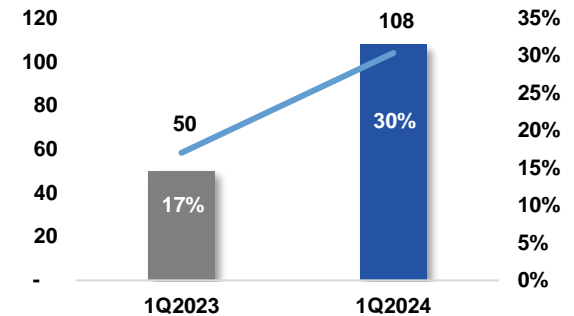
Revenue (EGP Mn)



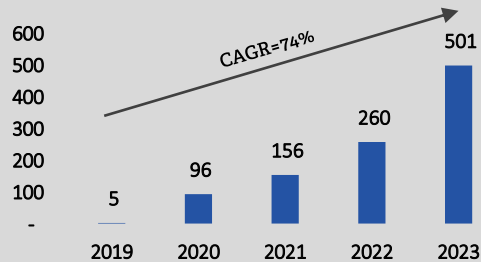
Export Market 1Q2024



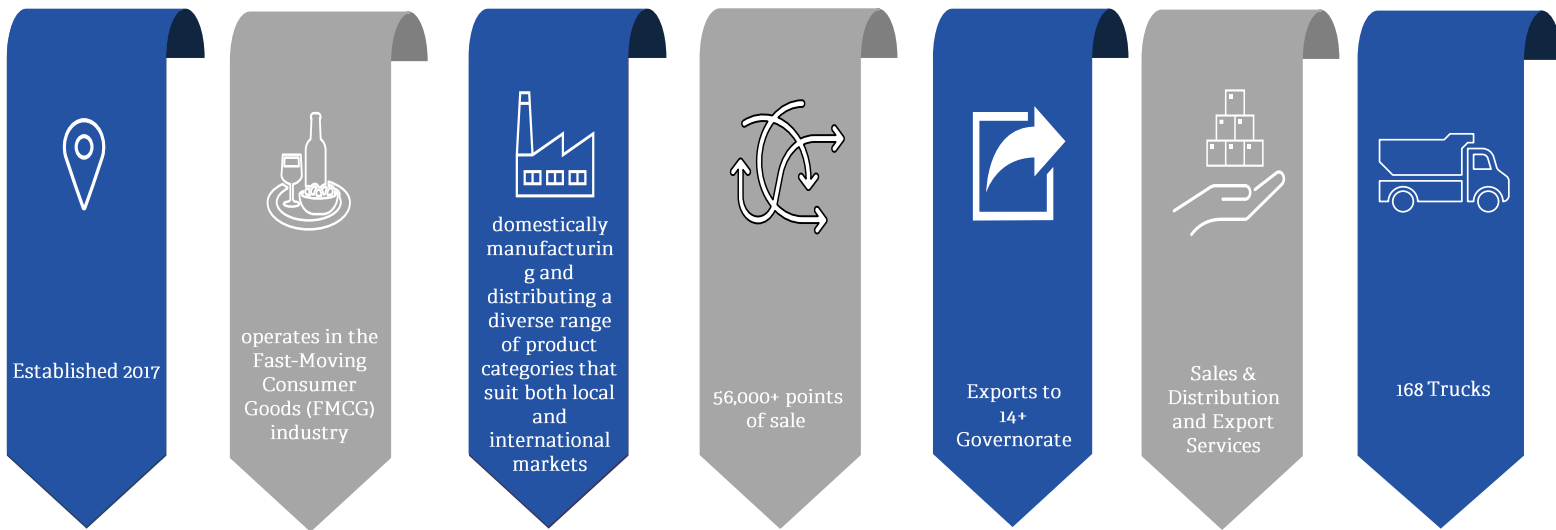
EBITDA (EGP Mn) — EBITDA Margin



Gross Profit (EGP Mn)



4. Raya Food Trade



Diverse Product Range Supported by a Strong Distribution Capacity

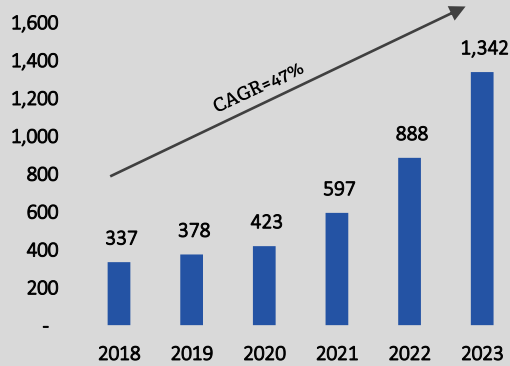


Raya Food's Trade Product Portfolio

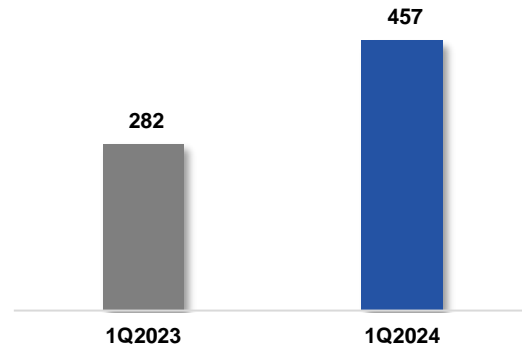


Raya Food Trade

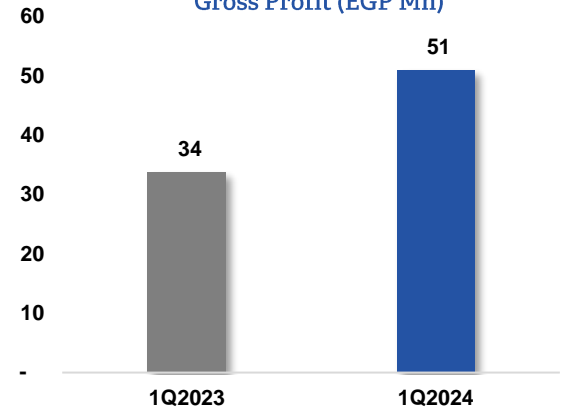
Revenue (EGP Mn)



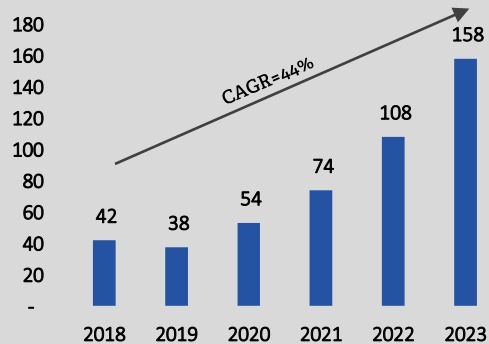
Revenue (EGP Mn)



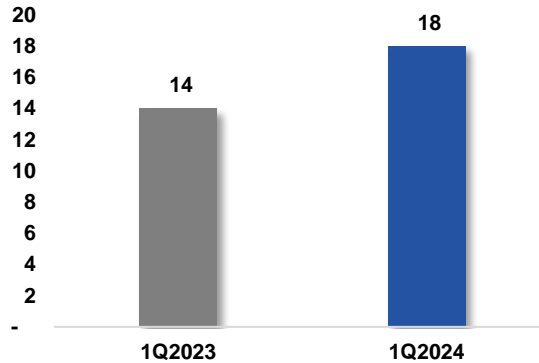
Gross Profit (EGP Mn)



Gross Profit (EGP Mn)



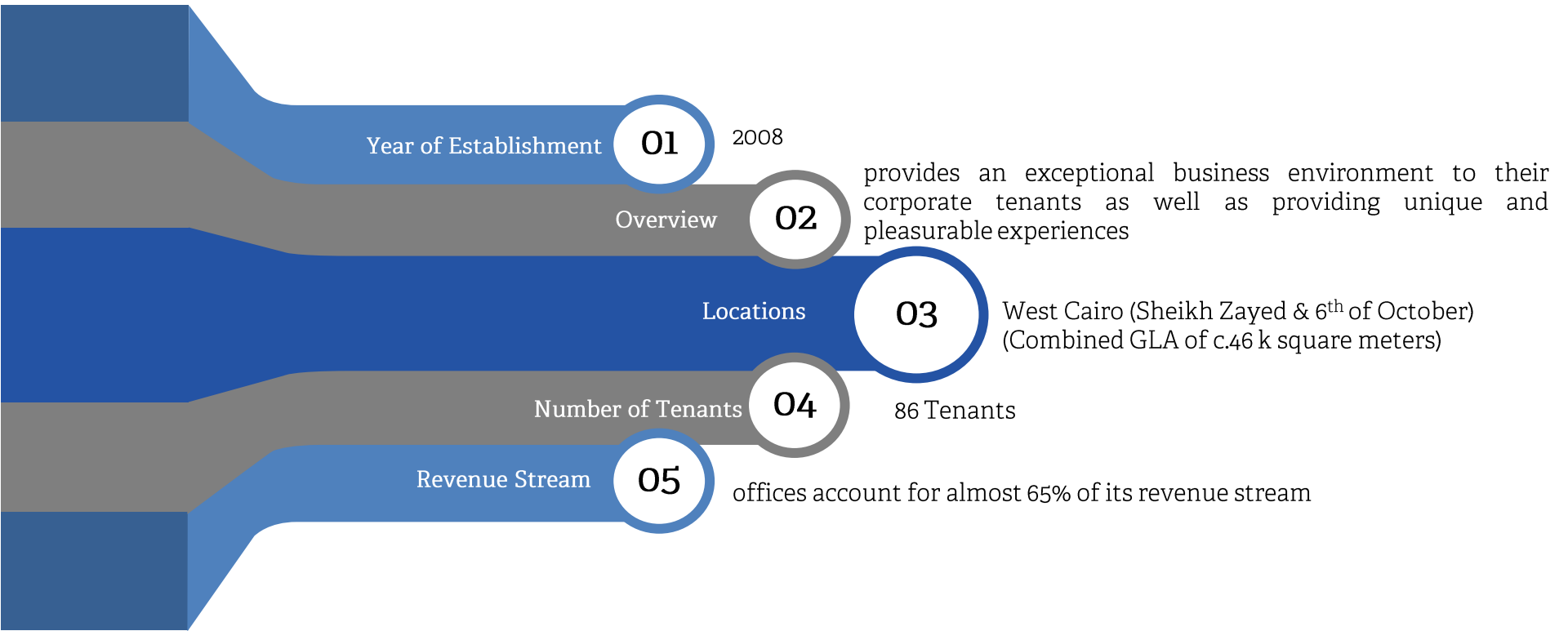
EBITDA (EGP Mn)



Raya Food's Trade Product Portfolio



7. Raya Smart Buildings



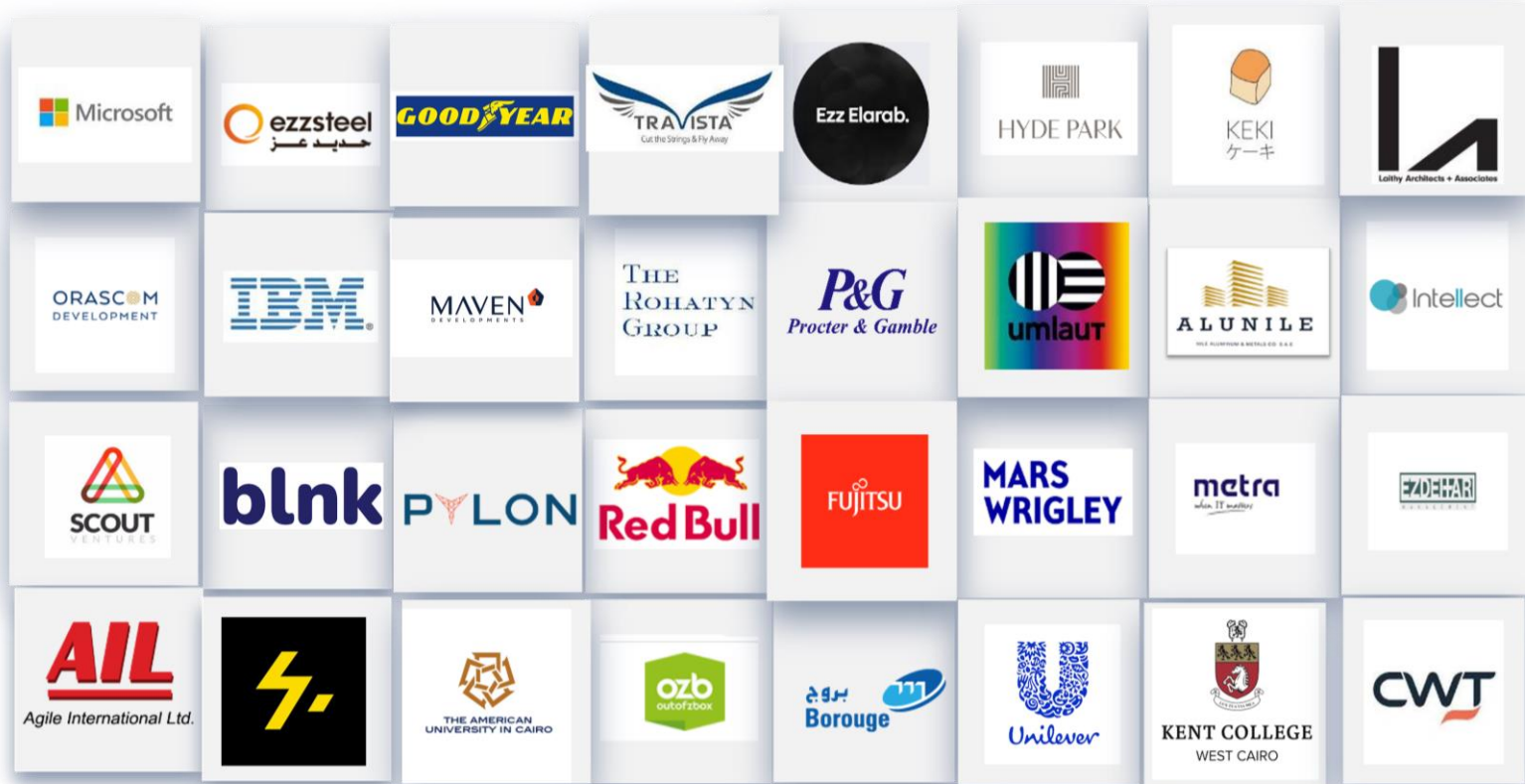
RSB's portfolio

GALLERIA⁴⁰

edge INNOVATION CENTER

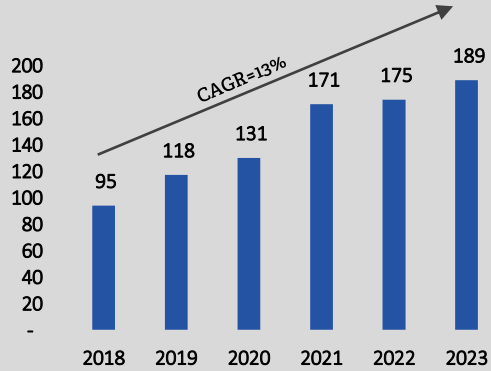
RAYA
View

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

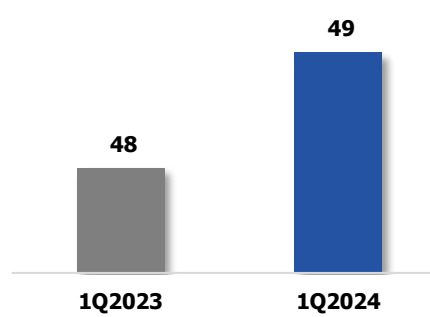


Raya Smart Buildings

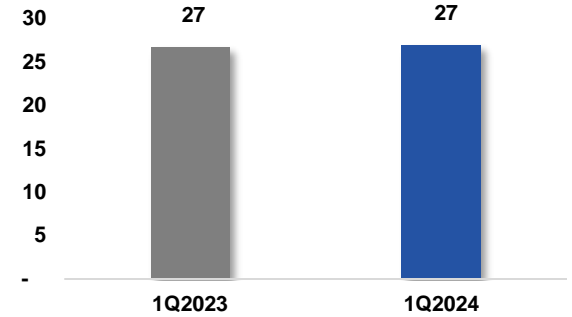
Revenue (EGP Mn)



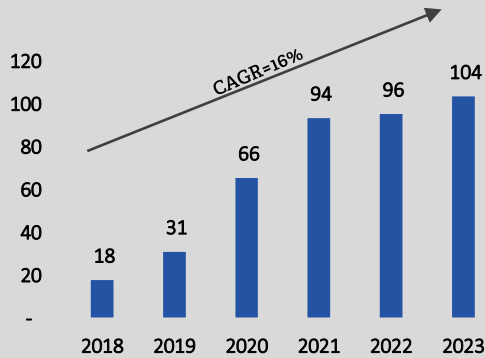
Revenue (EGP Mn)



Gross Profit (EGP Mn)

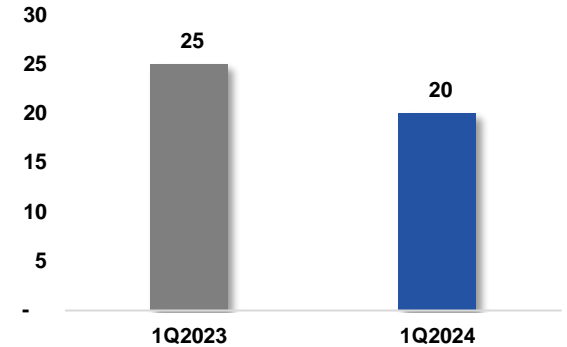


Gross Profit (EGP Mn)

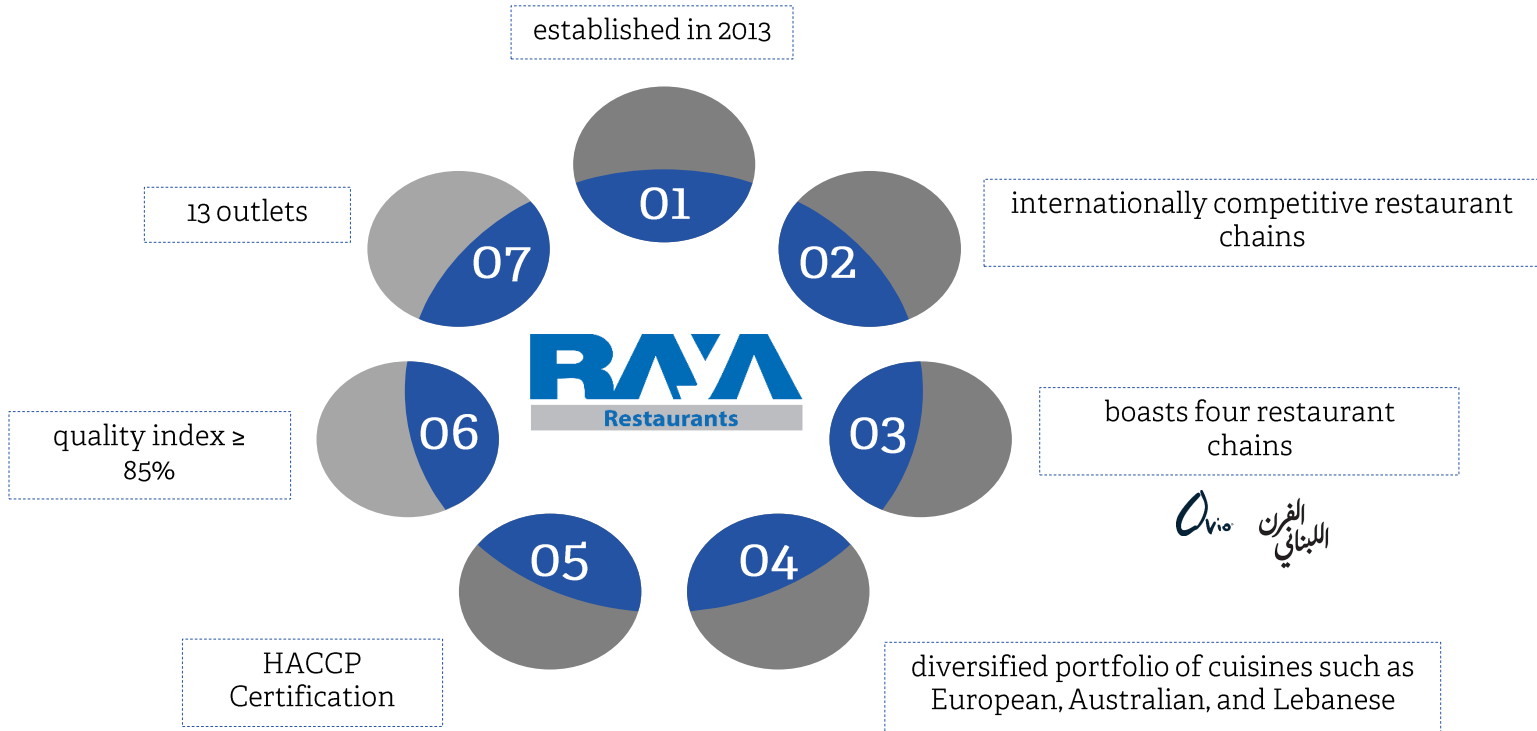


GALLERIA⁴⁰
edge INNOVATION CENTER

EBITDA (EGP Mn)

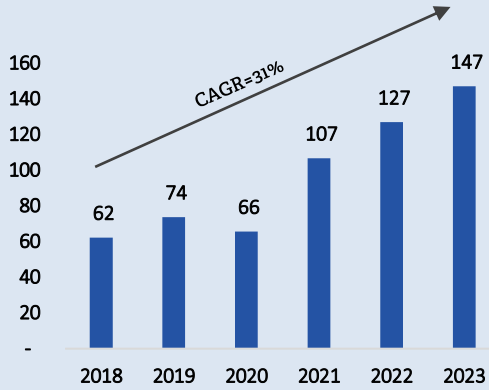


8. Raya Restaurants

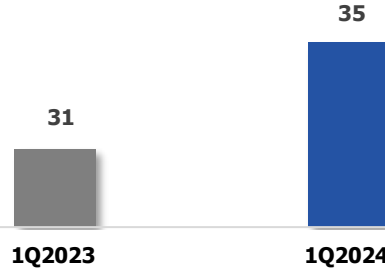


Raya Restaurants

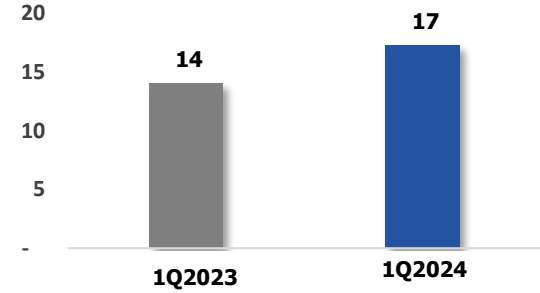
Revenue (EGP Mn)



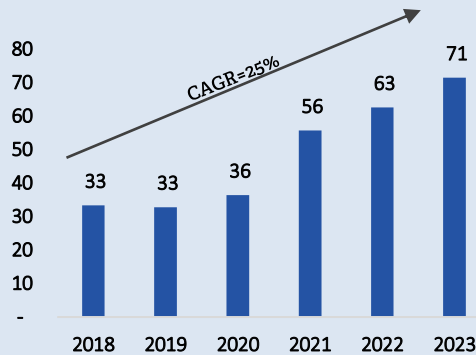
Revenue (EGP Mn)



GP (EGP Mn)



Gross Profit (EGP Mn)

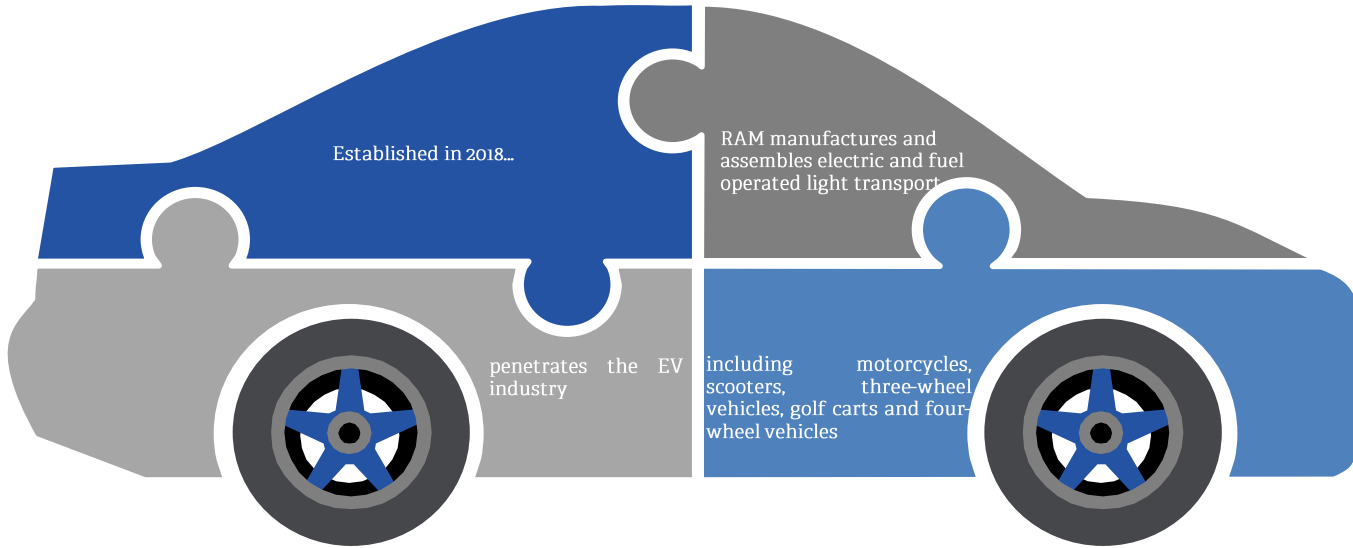


Ovio®

الفرن
اللبناني

RAYA

9. Raya Advanced Manufacturing (RAM)



Product portfolio

E-SCOOTERS & E-BIKES



GOLF CARTS



TUKTUK & TYRES



TRI - & MOTORCYCLE



Brand Portfolio



YADEA

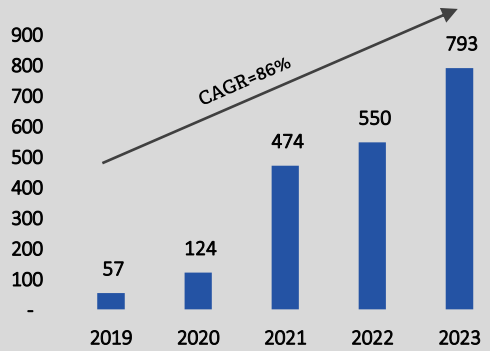


PIAGGIO®

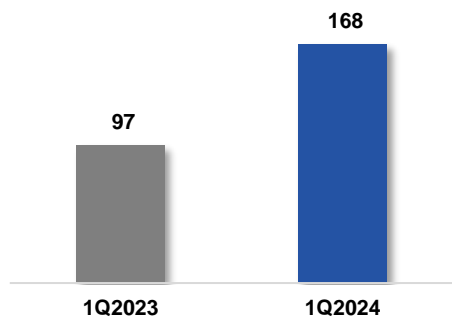


RAMBO

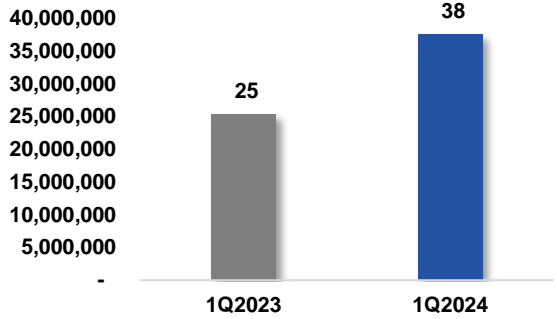
Revenue (EGP Mn)



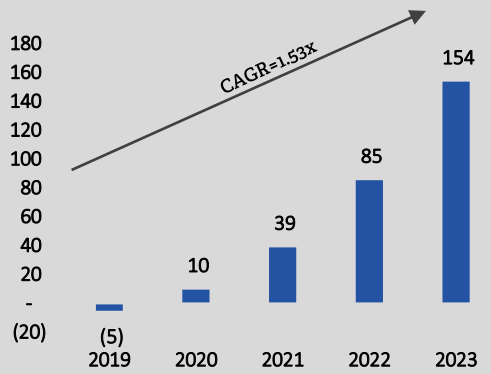
Revenue (EGP Mn)



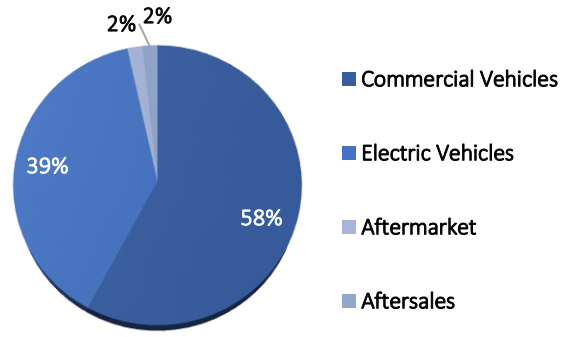
GP (EGP Mn)



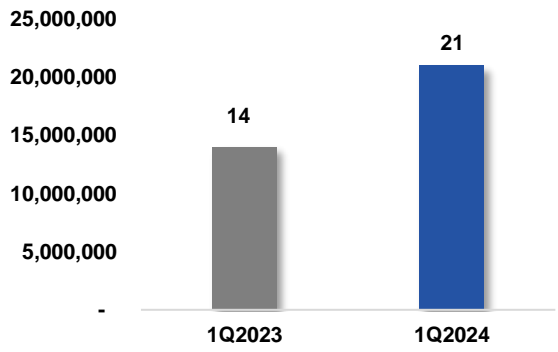
Gross Profit (EGP Mn)



Revenue Mix 1Q2024



EBITDA (EGP Mn)



10. Ostool



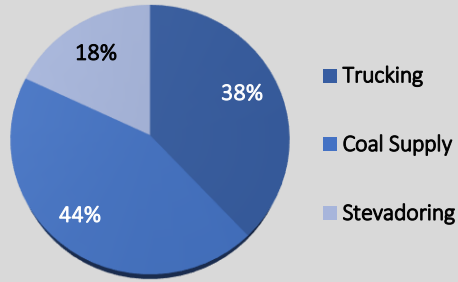
Industries Served

			
Cement	Grains	Glass	Mining

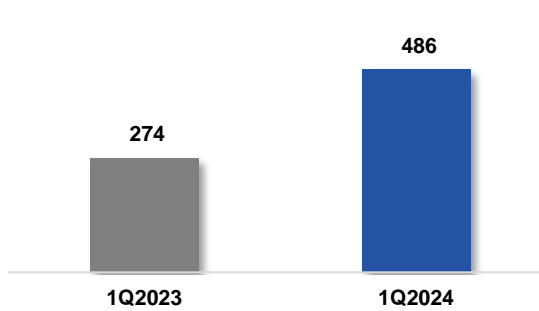
Service Offering

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

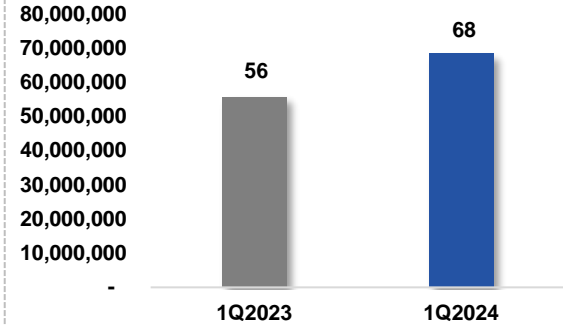
Revenue by Industry 1Q2024



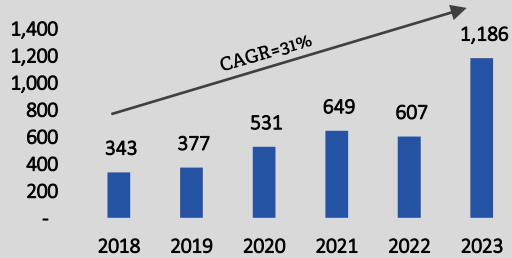
Revenue (EGP Mn)



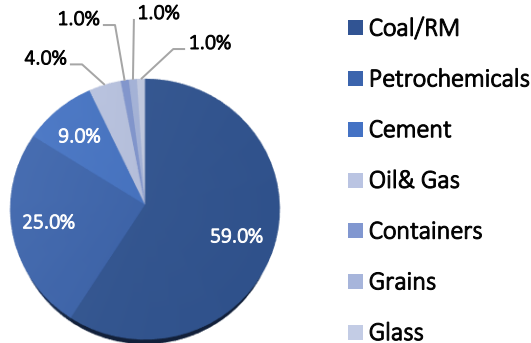
GP (EGP Mn)



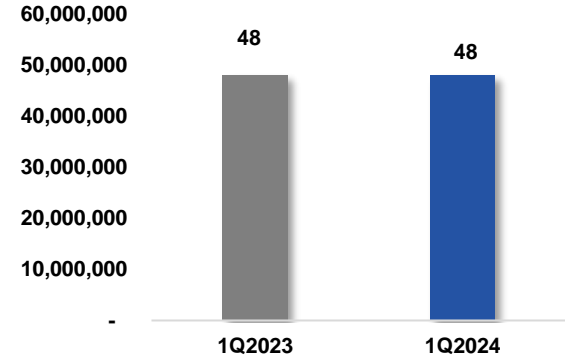
Revenue (EGP Mn)



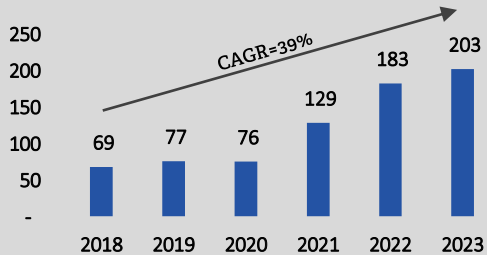
Revenue by Product 1Q2024



EBITDA (EGP Mn)

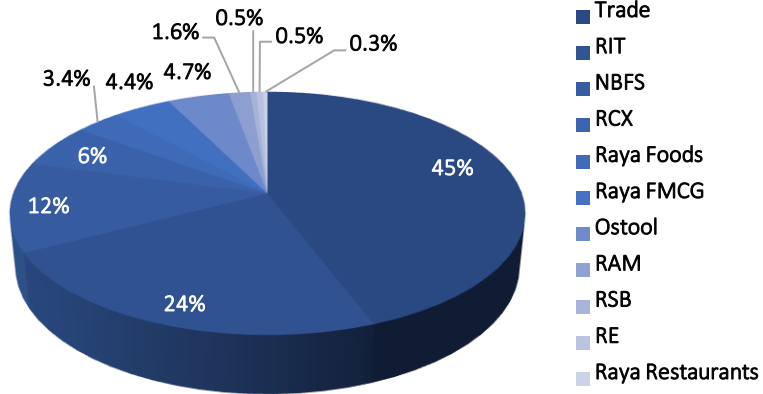


Gross Profit (EGP Mn)

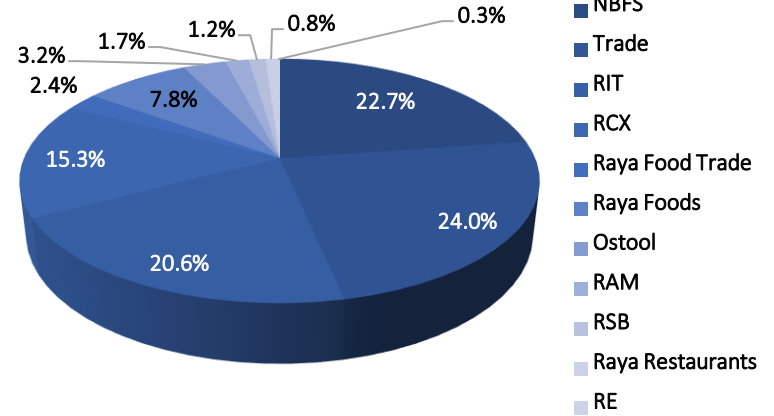


VII. Financial Performance

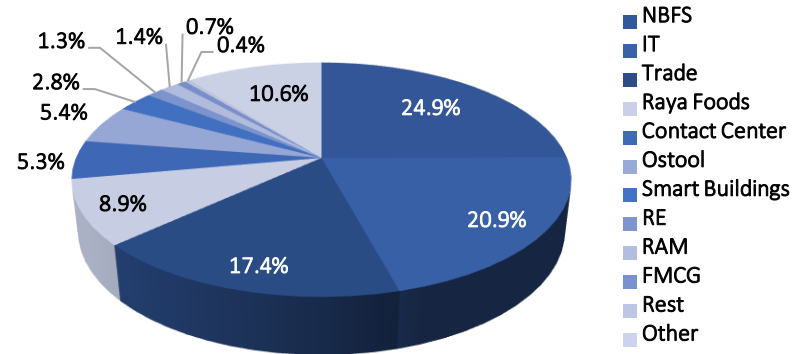
Revenue Split by LOB 1Q2024 (%)



GP Split by LOB 1Q2024 (%)



Asset Split by LOB December 31st, 2023 (%)



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

FY2022	FY2023
20,413	31,295
4,073	6,378
(2,636)	(3,744)
1,860	3,202
1,248	2,207
624	930
419	564
935	2,715
1,329	3,194
16,765	22,994
15,823	21,841
942	1,153
7,944	11,096
1,665	1,353
9,608	12,710
20,770	27,149
18,513	24,226
2,257	2,923
(425)	(570)

EGP Mn	1Q2023	4Q2023	1Q2024	YoY Growth	QoQ Growth
Revenue	6,547	8,638	10,414	59%	21%
Gross Profit	1,369	1,916	2,162	58%	13%
SG&A	(846)	(1,096)	(1,099)	30%	-
EBITDA	660	989	1,208	83%	22%
Operating Income	450	683	930	106%	36%
EBT	246	143	572	132%	301%
Net Income (Loss) before Minority	168	75	378	124%	406%
Net Cash Flow from Operations	(17)	2,615	212	(1365%)	(92%)
Cash & Equivalents	1,669	3,194	2,602	56%	(19%)
Current Assets	19,963	22,994	27,897	40%	21%
Current Liabilities	19,075	21,143	25,029	31%	18%
Working Capital	888	1,850	2,867	223%	55%
Short Term Debt	9,170	10,398	10,803	18%	4%
Long Term Debt	1,641	2,050	2,400	46%	17%
Total Debt	10,810	12,449	13,203	22%	6%
Total Assets	24,010	27,149	32,275	34%	19%
Total Liabilities	21,740	24,226	28,760	32%	19%
Total Equity	2,270	2,923	3,515	55%	20%
Depreciation	(138)	(169)	(145)	5%	(14%)

Consolidated Balance Sheet (EGP000)	31-Dec-23	31-Mar-24
Fixed Assets	1,964,957	1,944,725
Investment Properties	608,711	600,837
Projects under Construction	239,587	260,209
Intangible Assets	30,742	45,097
Right of Use Assets	819,385	884,606
Goodwill	297,252	393,917
Investments in Associates	167,897	222,149
Investments at fair value through other comprehensive income	25,605	25,230
Long-term Investments through other Comprehensive Income	1,130	2,043
Total Non-Current Assets	4,155,266	4,378,812
Inventory	2,858,525	3,856,720
Work in Progress	916,768	1,042,087
Accounts And Notes Receivable	9,460,906	12,312,029
Short-term Investments through profit and loss	4,515	3,813
Prepayments And Other Debit Balances	6,344,542	8,007,042
Share Based Compensation(ESOP)	2,994	2,994
Debit balances (Tax Authority)	211,038	70,104
Cash on Hand and at Banks	3,194,400	2,601,714
Total Current Asset	22,993,687	27,896,503
Total Assets	27,148,954	32,275,315
Provisions	169,932	169,748
Accounts And Notes Payable	4,805,707	6,889,341
Short-term loans	614,405	545,360
Current Portion of long-term loans	1,353,072	1,264,166
Current Portion of Long Term Liabilities-Right of Use	49,107	63,304
Bank Overdraft	8,430,892	8,993,513
Accrued Expenses and other Credit Balances	5,684,053	7,057,116
Dividends Payable	36,268	46,510
Total Current Liabilities	21,143,434	25,029,058
Working Capital	1,850,253	2,867,446
Total Investments	6,005,519	7,246,258
Issued & Paid up Capital	1,071,998	1,071,998
Legal Reserve	96,298	96,298
General reserve	41,936	41,936
Credit Risk Reserve	78,461	64,863
Treasury Shares	(7,869)	(7,869)
Revaluation reserve of available for sale investments through comprehensive income	5,424	5,134
Accumulated foreign currency translation	71,333	165,105
Foreign currency translation	0	212,356
Retained Earnings/ (Losses)	274,817	716,174
Profits for the year after minority interest	441,357	330,955
Total Shareholder's Equity	2,073,756	2,696,949
Minority Interest	849,644	818,229
Total Equity	2,923,400	3,515,178
Notes Payable - Noncurrent portion	20,393	13,280
Long Term loan	1,352,911	1,257,383
Bank Overdraft	697,255	1,142,997
Long Term Liabilities-Right of Use	884,656	1,189,045
Other Long-term Liabilities	121,983	110,744
Deferred Tax Liability	4,921	17,632
Total Noncurrent liabilities	3,082,119	3,731,080
Total Equity & Non-current Liabilities	6,005,519	7,246,258

Consolidated Cash Flow Statement (EGP 000)	31-Mar-23	31-Mar-24
Net Profit before income tax and minority interest	246,478	572,154
Depreciation of fixed assets, amortization of intangible assets, and investment property	88,813	88,805
(Gain/Loss) from the disposal of fixed assets	(553)	(626)
Finance cost (Net)	238,312	372,912
Company's share from (Profits) of associates	(26,085)	(54,251)
Provisions	14,041	9,912
Reversal of Porvisions	(700)	-
Write down of inventory	8,069	11,623
Reversal of Write down of inventory	(4,051)	(7,196)
Expected Credit Loss	68,858	216,886
Reversal of Expected Credit Loss	(2,819)	(103,477)
	630,361	1,106,741
Change in inventory	(755,187)	(1,002,622)
Change in projects under construction	(357,792)	(125,319)
Change in Receivables	(196,516)	(3,040,006)
Change in prepayments	(1,632,788)	(1,662,501)
Change in Payables	1,323,552	2,083,634
Change in Bank overdraft- NBFS	500,100	1,316,853
Change in Loans- NBFS	(46,346)	(217,415)
Change in Accrued expenses	569,382	1,383,305
Change in long term liabilities	(12,726)	(11,239)
Cash Flow used in operating activities	22,040	(168,568)
Income taxes paid	(38,777)	314,914
Bad Debt	-	75,474
Provisions Used	-	(10,096)
Net cash flow from operating activities	(16,736)	211,724
Payments to acquire fixed, intangible and investment property assets	(82,367)	(75,941)
Proceeds from disposal of fixed assets and intangible assets	6,030	1,682
Payments for projects under construction	-	(20,789)
Payments for long term investments	(20)	(913)
Payments for short term investments	(80)	702
Payments in respect of restricted time deposits in favor of letter of credit	(6,698)	26,874
Net cash flow from Investing activities	(83,135)	(68,386)
Proceeds from credit facilities	792,720	(308,491)
(Payments) for long term notes debt	(62,998)	(282,158)
Proceeds from long term debt	18,343	246,095
Dividends paid	(86,266)	-
Change in Minority Interest	(18,410)	(78,341)
Financing Expense	(238,312)	(372,912)
long term notes payable	(11,839)	(7,113)
Net cash flow from financing activities	393,238	(802,921)
Accumulated foreign currency translation	39,227	93,772
Net increase in cash and cash equivalents during the year	332,594	(565,811)
Beginning cash balance	1,240,400	3,105,377
Ending cash balance	1,572,994	2,539,566
Cash on hand and at bank	1,668,714	2,601,714
Held deposits	(95,720)	(62,148)
Ending cash balance	1,572,994	2,539,566

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Thank You