

Investor Presentation

Raya Holding for Financial Investments

9M2024

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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

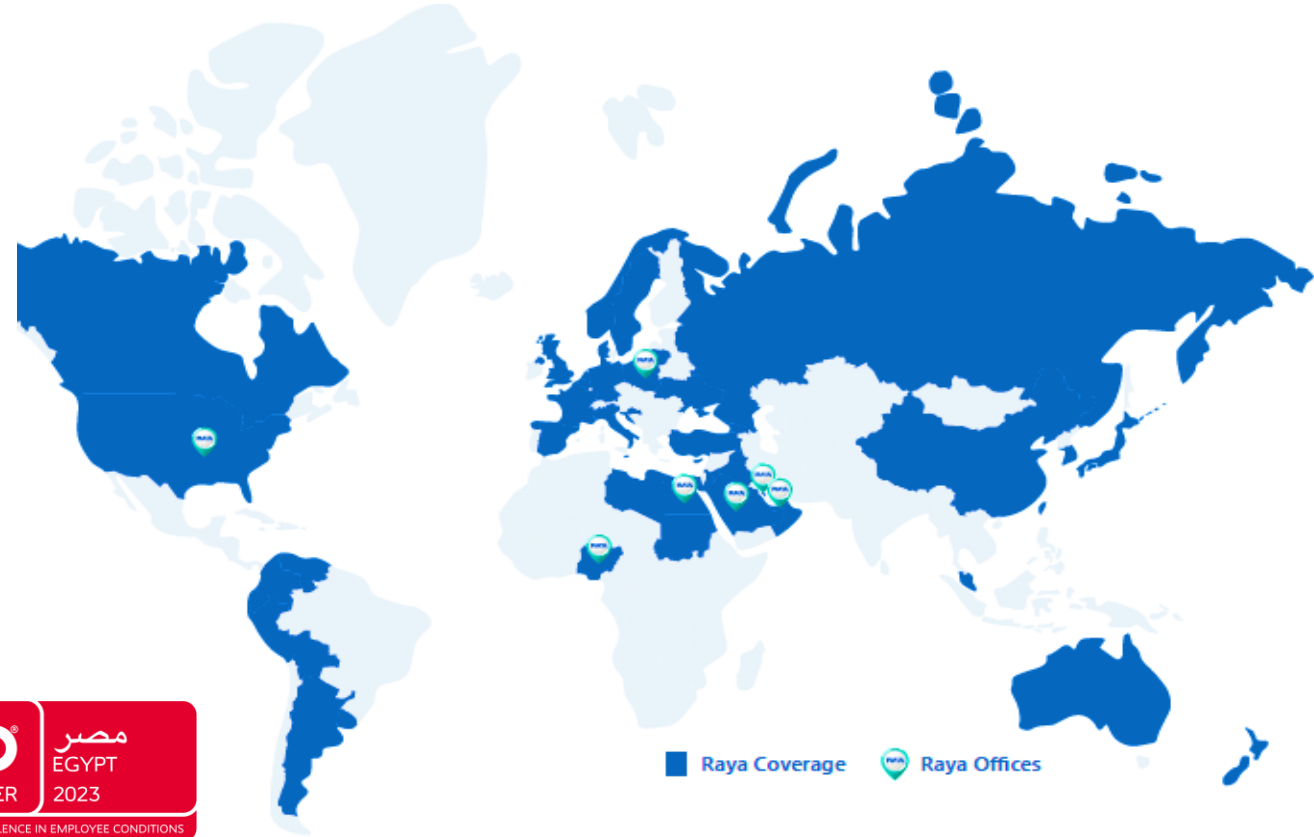


I. About Raya Holding



Raya Holding At Glance

- Raya Holding is an investment company headquartered in Cairo, Egypt, managing a diversified investment portfolio of companies.
- The company operates in the fields of information technology (IT), consumer electronics & home appliances trading, Business Process Outsourcing (BPO), 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

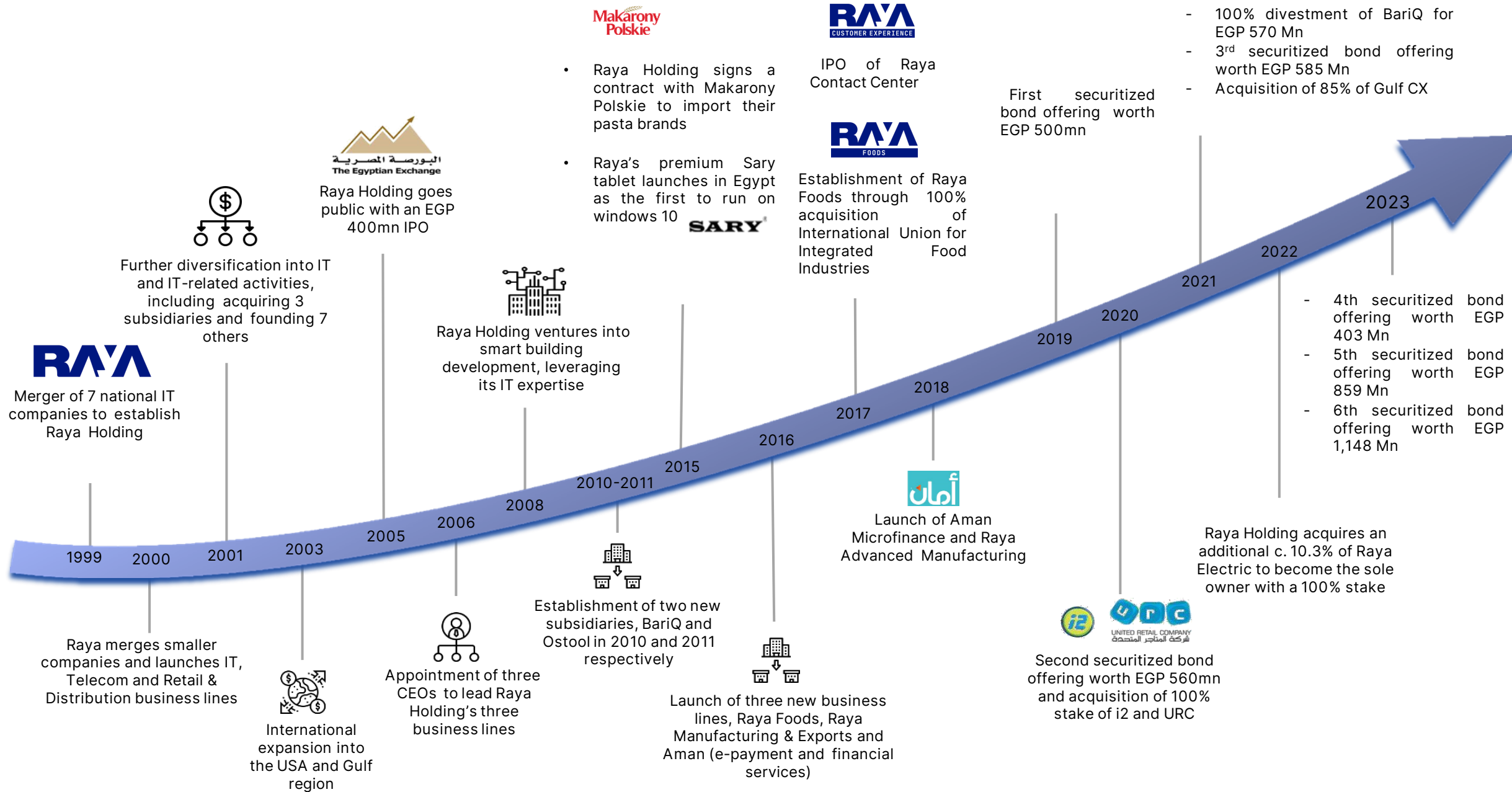


11
Portfolio Companies



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



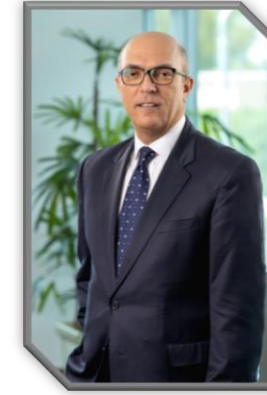
Mostafa Mobarak

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



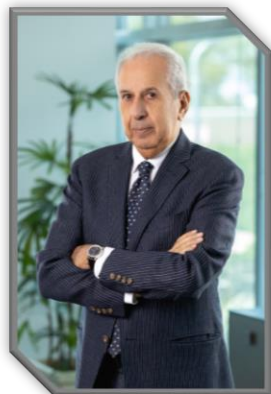
Malek Sultan

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



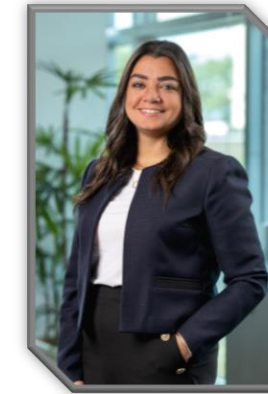
Samer El Waziri

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

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

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



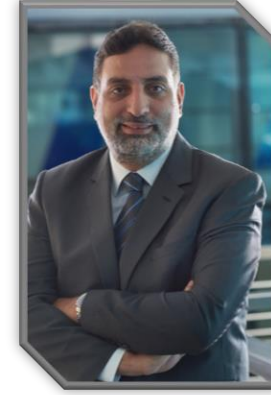
Hazem Abdel Hady
CHRO
Raya Holding



Tamer Abdel Aziz
CBDO
Raya Holding



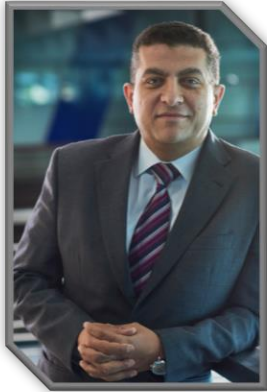
Hisham Abdel Rasoul
CEO
Raya Information
Technology & Raya
Customer Experience



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



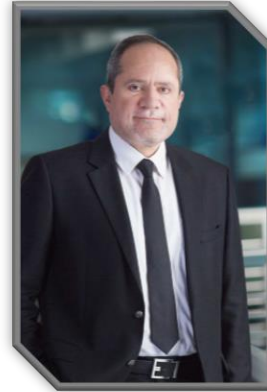
Tamer Badrawi
CEO
Ostool



Mohamed El Naggari
CEO
Raya Advanced
Manufacturing



Ahmed Ibrahim
CEO
Raya Smart Buildings



Usama Zaki
CEO
Raya Electric

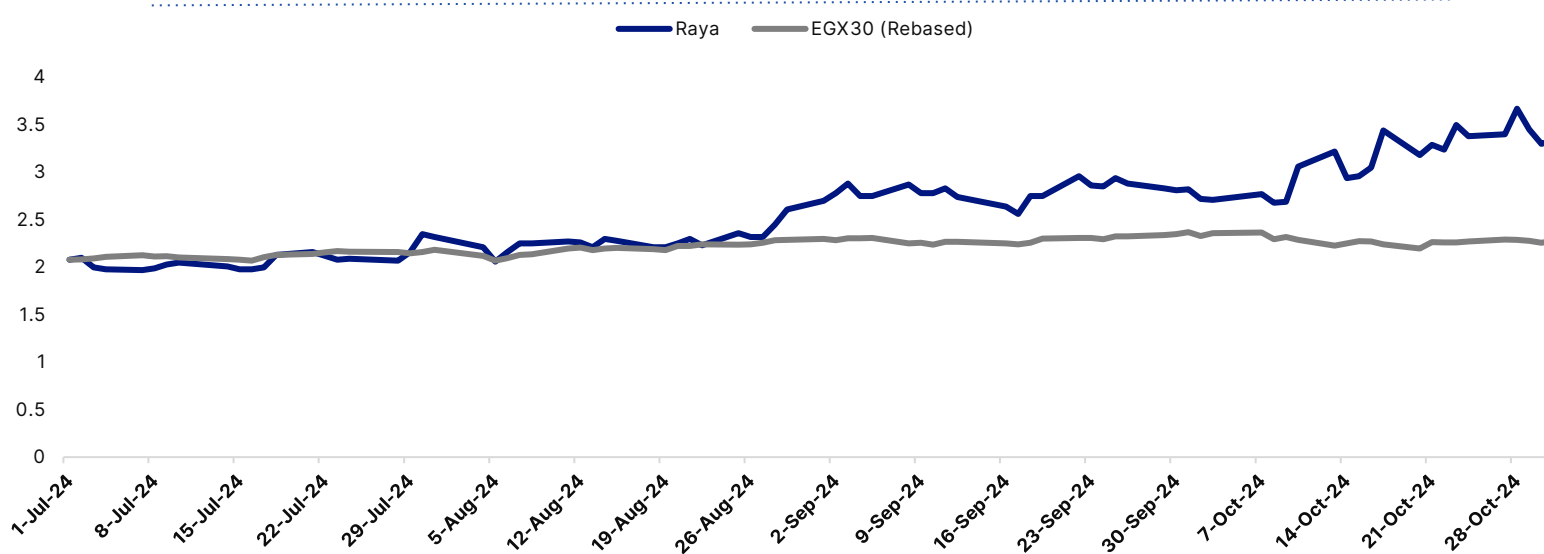
III. Stock Overview

Share & Ownership Information

Share Information (RAYA.CA)

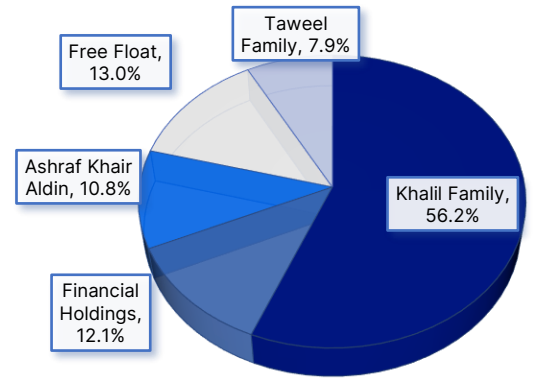


Stock Price Performance

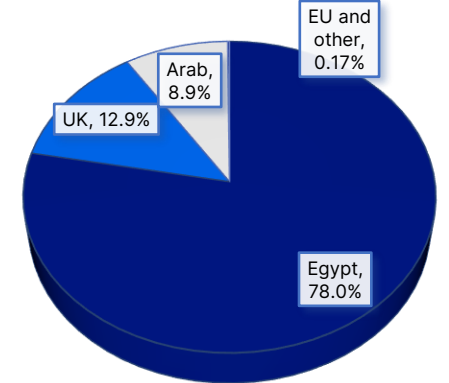


Shareholders Structure (as of October 31st, 2024)

Shareholders Structure



Shareholders by Geography



IV. Dividends Overview

Dividends Overview




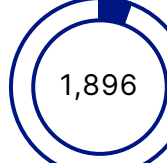
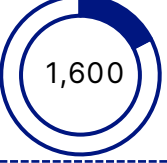

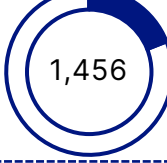
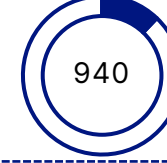
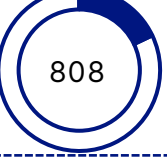
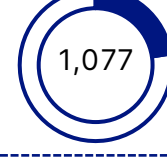
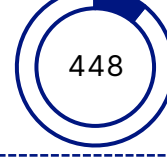

Cash Dividends

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



<p>Overview</p>	<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>
<p>Revenue EGP Mn (9M2024)</p>	<p> 39.7% 12,992</p>	<p> 23.1% 7,544</p>	<p> 13.3% 4,344</p>	<p> 5.8% 1,896</p>
<p>GP EGP Mn (9M2024)</p>	<p> 21.0% 1,600</p>	<p> 21.4% 1,432</p>	<p> 23.5% 1,456</p>	<p> 13.8% 940</p>
<p>EBITDA EGP Mn (9M2024)</p>	<p> 21.9% 808</p>	<p> 29.1% 1,077</p>	<p> 12.1% 448</p>	<p> 14.3% 528</p>
<p>% Ownership</p>	<p>100%</p>	<p>100%</p>	<p>76%</p>	<p>56.316%</p>

Raya Holding Group Overview



<p>Overview</p>	<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>
<p>Revenue EGP Mn (9M2024)</p>	<p>1,580 4.8%</p>	<p>1,433 4.4%</p>	<p>1,419 4.3%</p>	<p>964 2.9%</p>
<p>GP EGP Mn (9M2024)</p>	<p>168 2.5%</p>	<p>624 9.2%</p>	<p>186 2.7%</p>	<p>212 3.1%</p>
<p>EBITDA EGP Mn (9M2024)</p>	<p>66 1.8%</p>	<p>370 10.0%</p>	<p>133 3.6%</p>	<p>138 3.7%</p>
<p>% Ownership</p>	<p>100%</p>	<p>100%</p>	<p>90%</p>	<p>100%</p>

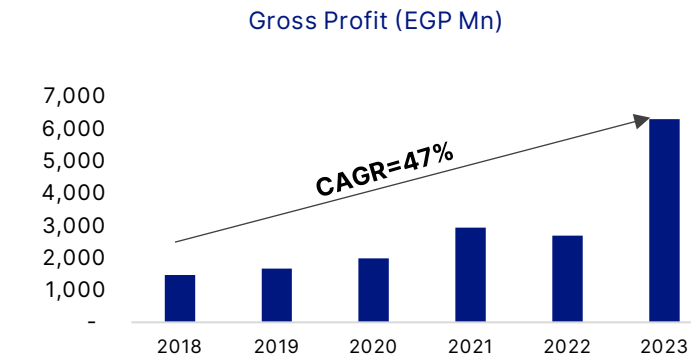
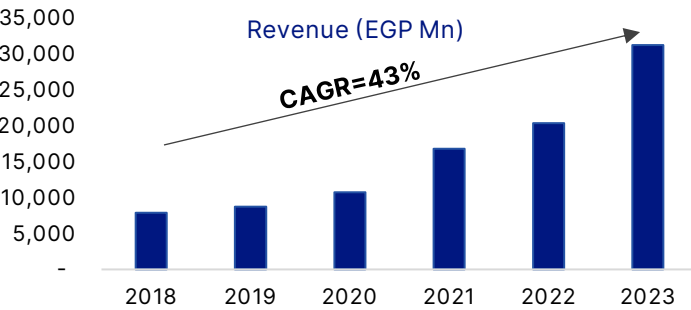
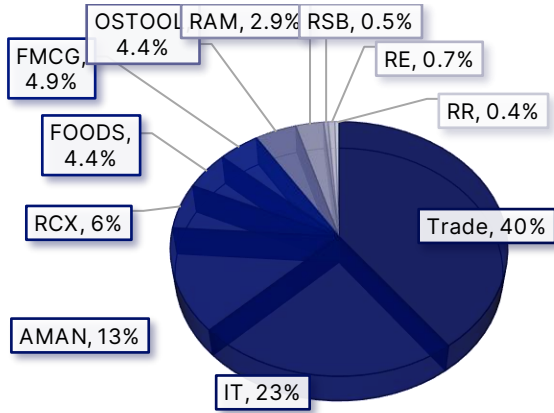
Raya Holding Group Overview



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 (9M2024)	<p>152 0.5%</p>	<p>141 0.4%</p>	<p>232 0.7%</p>
GP EGP Mn (9M2024)	<p>84 1.2%</p>	<p>74 1.1%</p>	<p>32 0.5%</p>
EBITDA EGP Mn (9M2024)	<p>77 2.1%</p>	<p>13 0.3%</p>	<p>13 0.4%</p>
% Ownership	100%	95.423%	100%

Overview of Consolidated Financials

Revenue Breakdown by 9M2024



Summary Income Statement (EGP Mn)	9M2023	9M2024
Total Revenues	22,658	32,272
Y-o-Y Growth %		42%
Gross Profit	4,462	6,809
Y-o-Y Growth %		53%
GP Margin %	20%	21%
EBITDA	2,213	3,697
Y-o-Y Growth %		67%
EBITDA Margin %	10%	11%
Net Income Before Minority	489	1,276
Y-o-Y Growth %		161%
Net Income Margin %	2%	4%

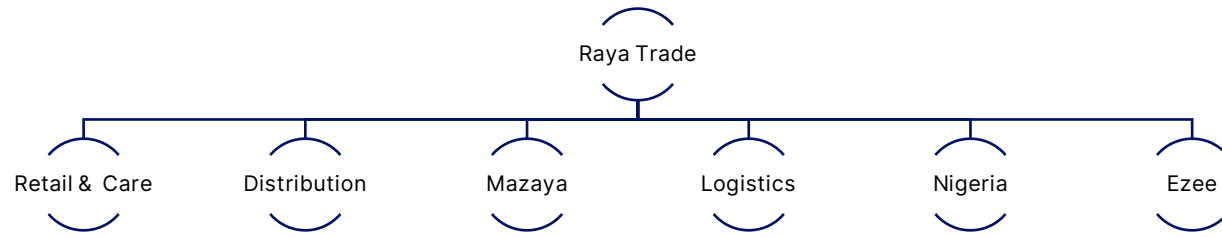
Summary Balance Sheet (EGP Mn)	31-Dec-23	30-Sep-24
Total Non-current Assets	4,155	5,121
Inventory	2,859	4,848
AR	9,461	13,635
Cash	3,194	2,866
Total Current Assets	22,994	31,616
Total Assets	27,149	36,736
AP	4,806	7,044
STL	1,967	1,351
Credit Facilities	9,128	9,677
Total Current Liabilities	21,841	28,233
LTL	1,353	1,136
Total Non-Current Liabilities	2,385	4,249
Total Liabilities	24,226	32,482
Total Equity	2,923	4,254






VII. Portfolio Company's Overview

1. Raya Trade



- 50 Raya Retail Outlets + 16 Branded Retail Outlets 
- +1,300 SKUs 
- 8,500 Retailers 
- 13 Distribution Centers 
- +14k dealers 
- 60+ After Sales Centers 
- 120+ Franchises 
- Top 5 distributors of electronics in Egypt 
- Consumer Finance
In 9M2024 it contributed by 16% of total revenue 

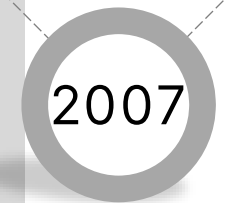
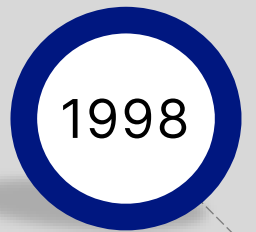



 <p>Established in 1998</p> <p><i>key player in the distribution of electronics and consumer goods in Egypt</i></p>	 <p>One- Stop-Shop</p> <p><i>electronics retail, provides distribution, and after sales services.</i></p>	 <p>Largest Distributor of Electronic retailer, i2, and United Retail Company (URC)</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



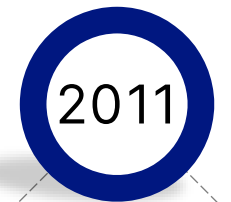
Raya Trade was established in 1998



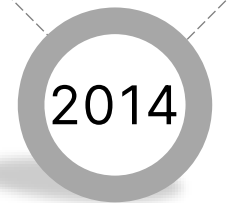
 Nigeria was established to leverage the market in Nigeria and Africa and expand Raya's market footprint beyond Egypt

Expansion & Authorizations

SAMSUNG
Raya becomes a certified distribution partner for Samsung consumer electronics




Raya launches Retail in-house Installment for consumers

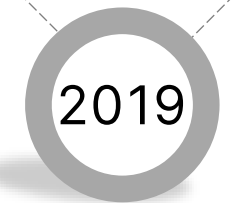


 Raya becomes the sole distributor of Microsoft's electronic devices after Microsoft's acquisition of Nokia


Raya localizes manufacturing of consumer washing machines

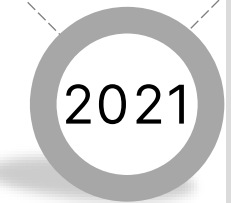
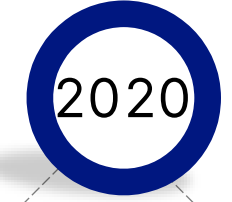


 Mobile distributions start in Nigeria



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

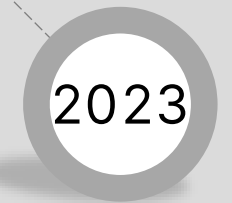
Acquisitions


KENWOOD DeLonghi
Raya becomes the sole distributor of Kenwood & DeLonghi



BRAUN PHILIPS
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

 48 Retail Outlets	 120+ Franchises	 12 Shops	 2 Shops
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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

 225 Specialists	 10 Retail Stores	 12 Distribution Offices	 23 After Sales Centers
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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
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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

 100+ Cargo Trucks	 Significant Coverage Across Egypt
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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


51
 Employees


+1,300
 SKUs


EGP 1.1 Mn
 GMV


8,500
 Retailers



81%
 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

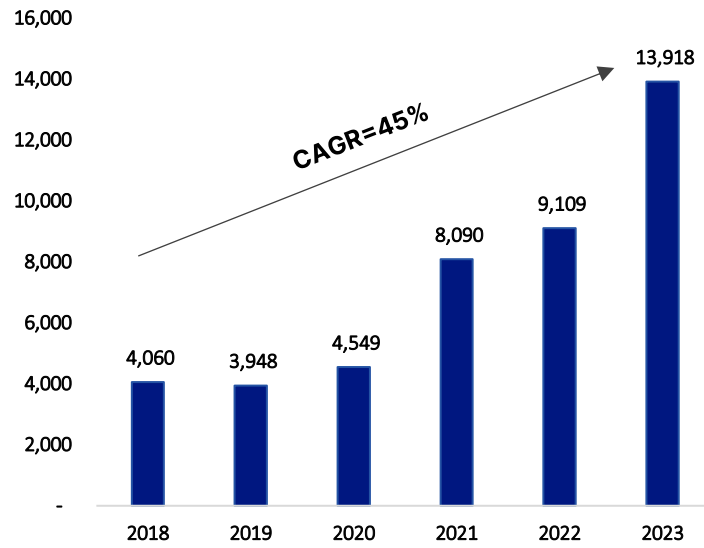

 +70K
 Fulfilled Orders


 463k
 Drop Size

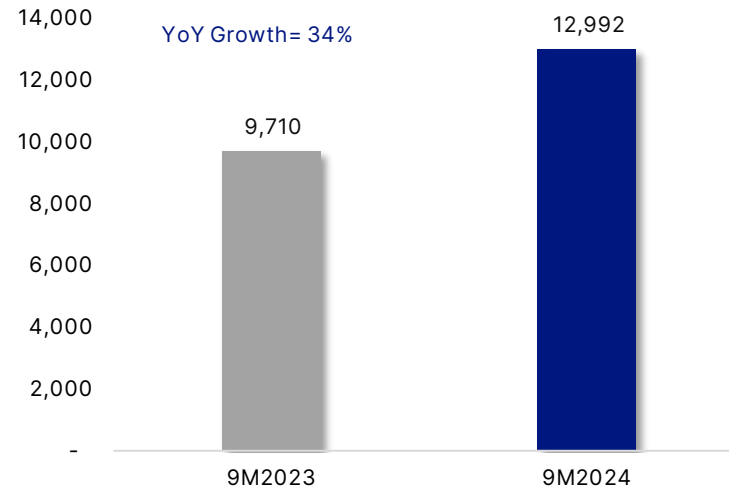

 EGP 612 Mn
 GMV


 +1,700
 Active Customers

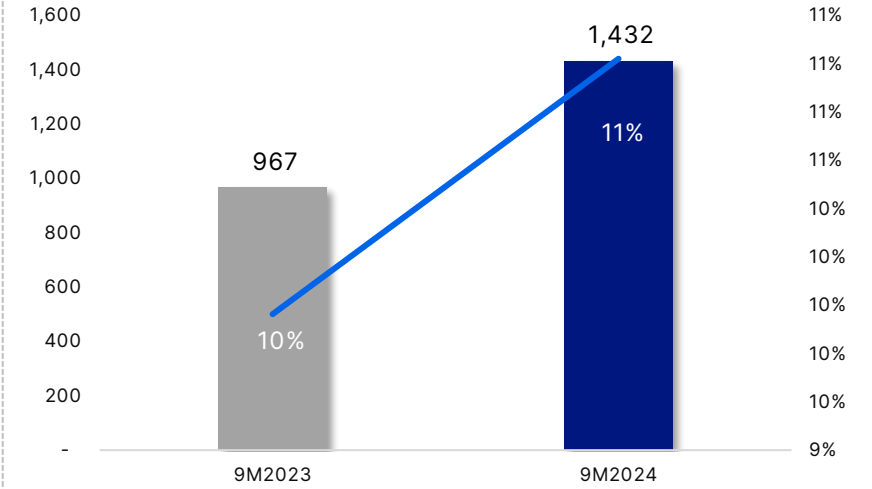
Revenue (EGP Mn)



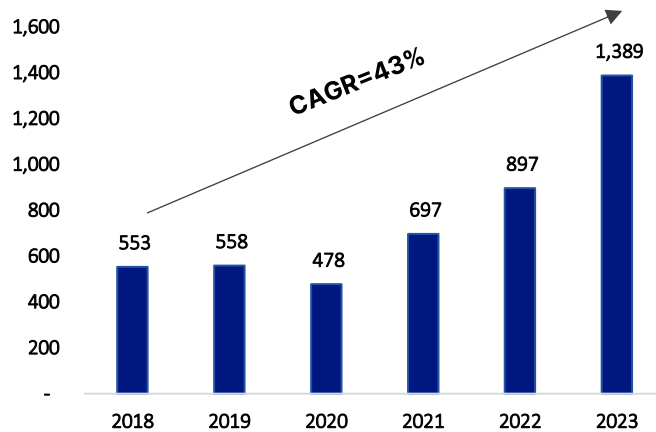
Revenue (EGP Mn)



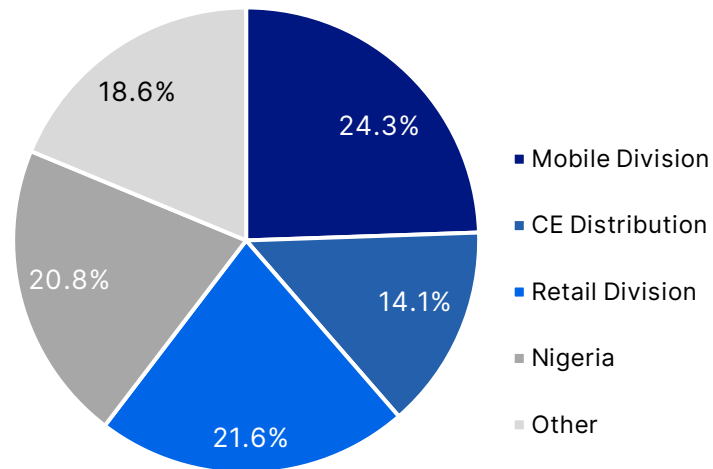
Gross Profit (EGP Mn) | GPM



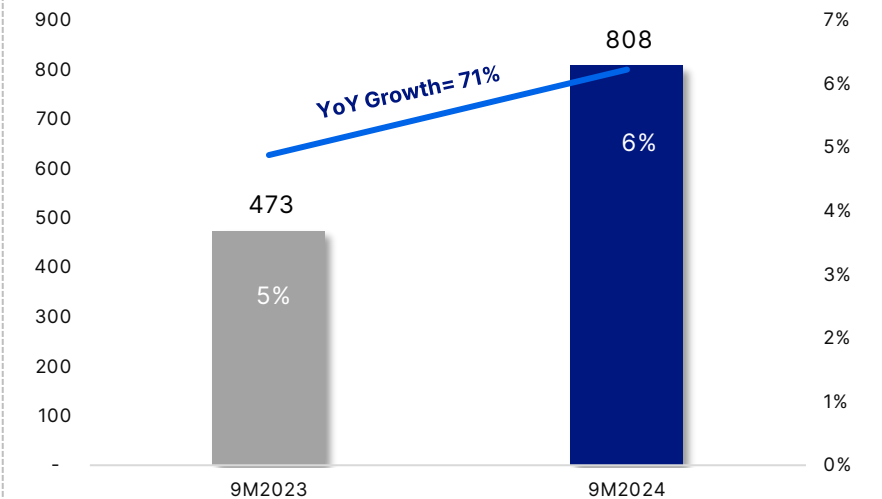
Gross Profit (EGP Mn)



Revenue Breakdown by Product (9M2024)



EBITDA (EGP Mn) | EBITDA Margin

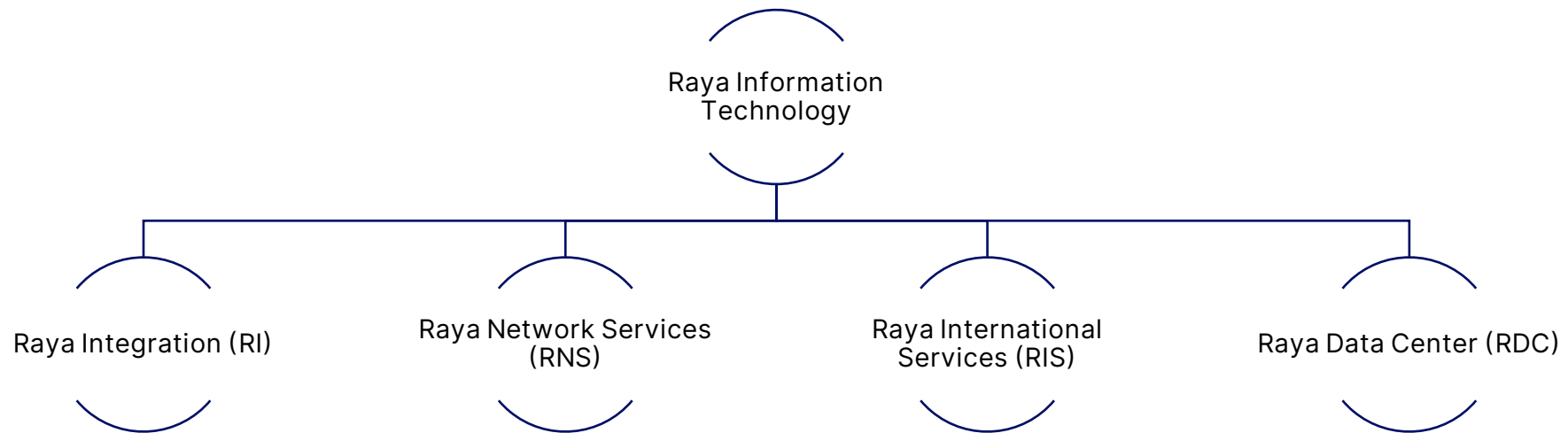
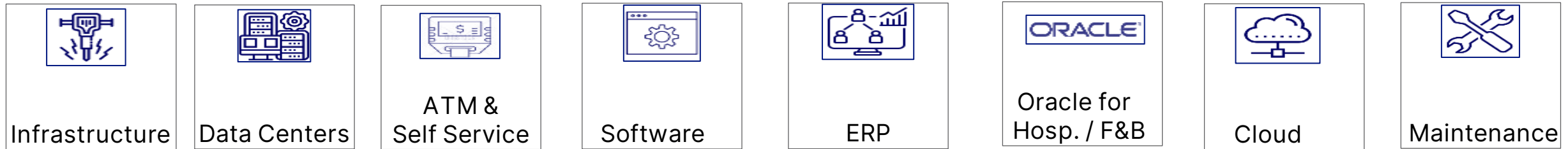


2. Raya Information Technology





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

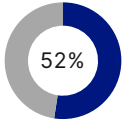
+90%
Customer Satisfaction

57%
ATM Market Share



Financial Services

Revenue Contribution





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

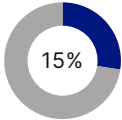
Sample Clients





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

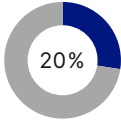
Sample Clients





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

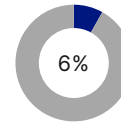
Sample Clients





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

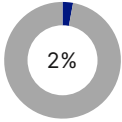
Sample Clients





Oil and Gas

Revenue Contribution




2%

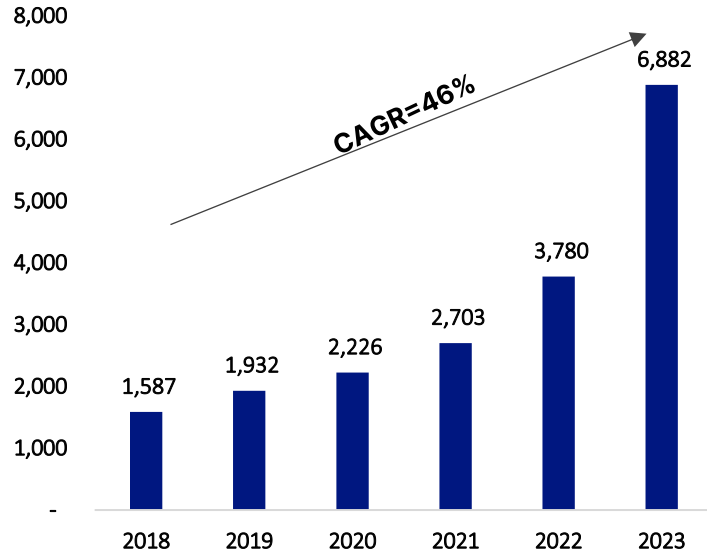
Key Raya IT Differentiators

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

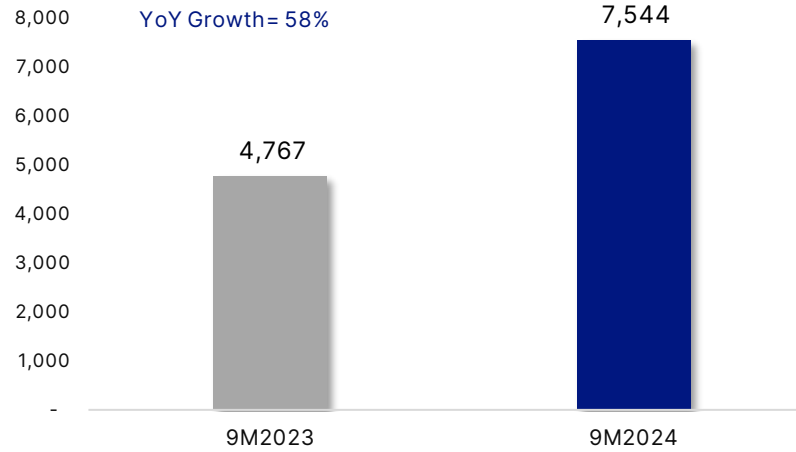
Sample Clients



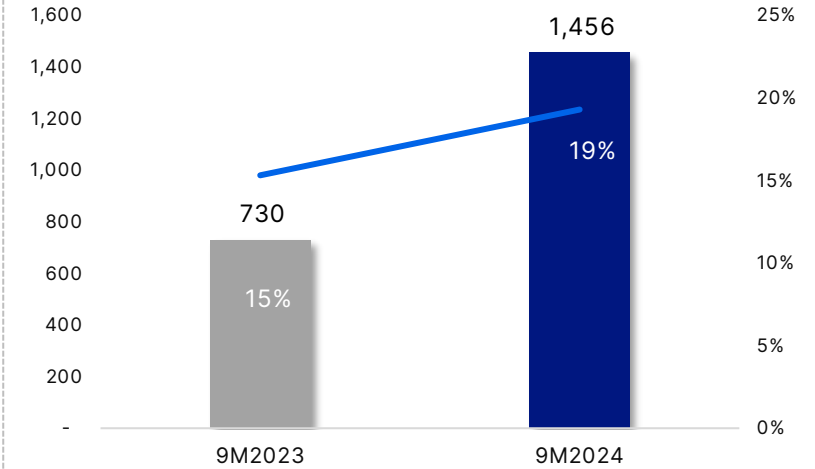
Revenue (EGP Mn)



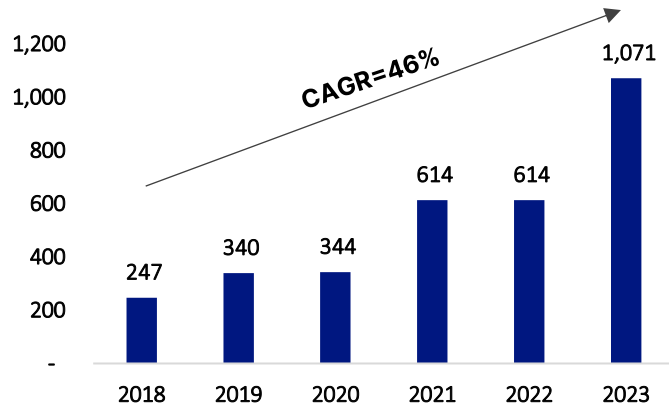
Revenue (EGP Mn)



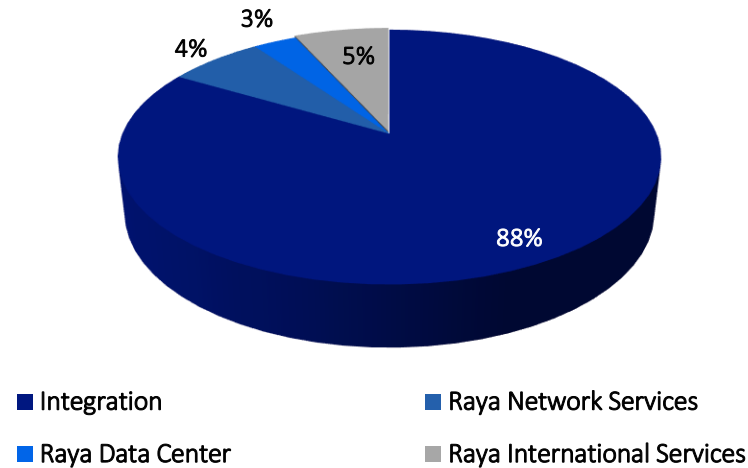
Gross Profit GPM



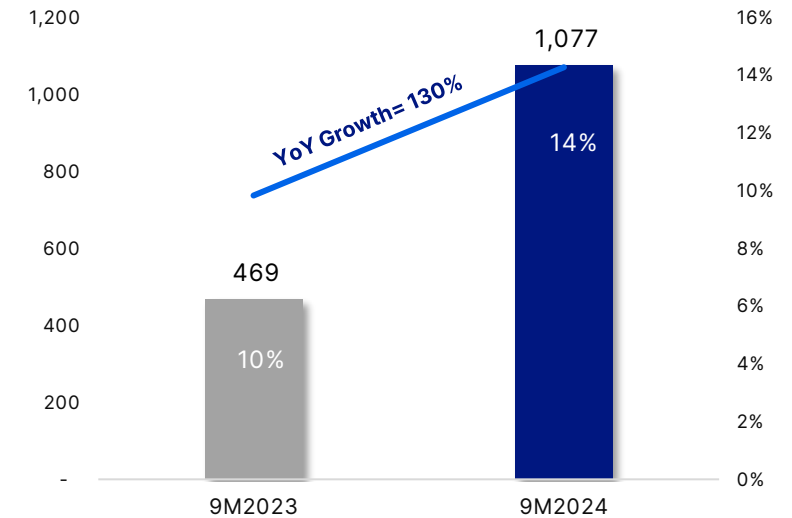
Gross Profit (EGP Mn)



Revenue by Line of Services 9M2024



EBITDA EBITDA Margin



3. Aman Holding





- Integrated Business Model*

- One-stop Digital Solution*

- Extensive Network*

- Widest Addressable Market (TAM) captured*

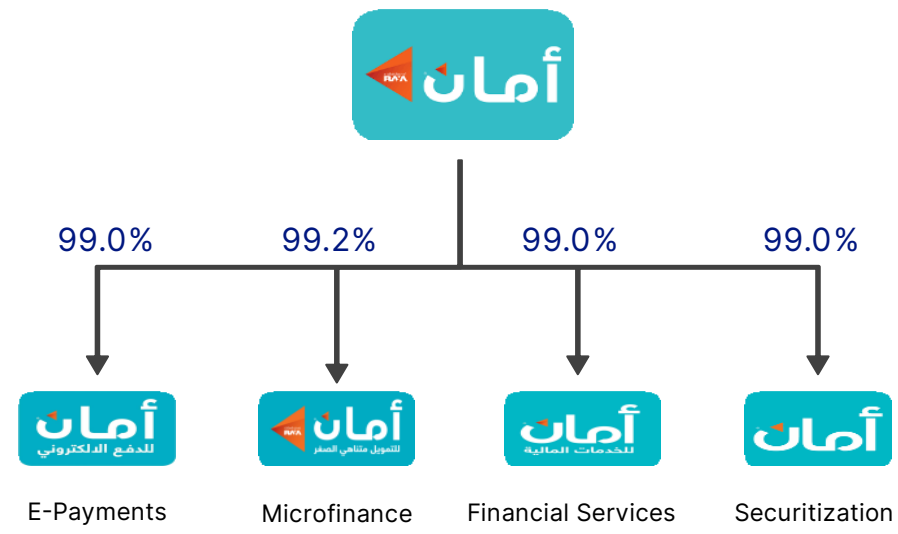
- Most Diversified Fintech Super App*

- 200+ MF Branches in 18 Governorates*

- 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

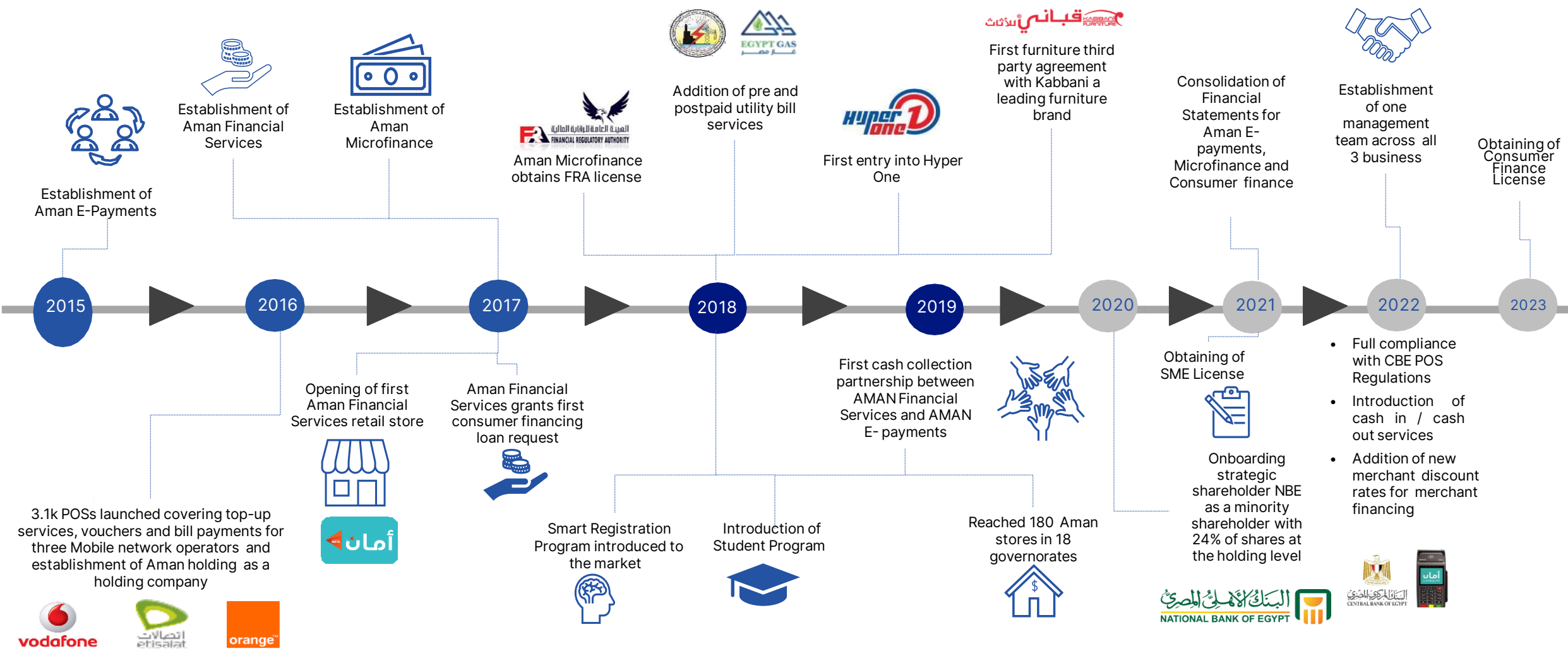
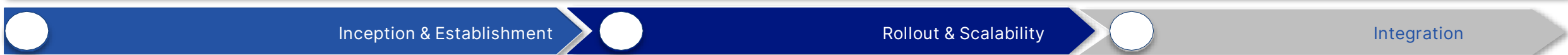


Securitization

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

Consistent Track Records of Achieved Milestones...

Corporate Timeline



Aman's NBFS Platform at a Glance

Aman E-Payments

Aman Microfinance

Aman Consumer finance

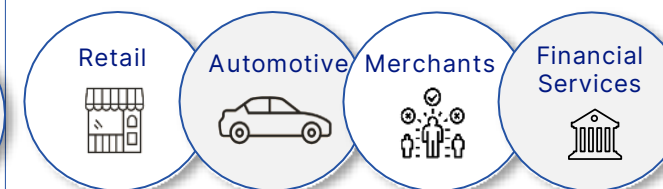
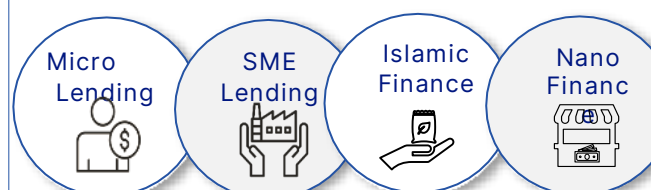
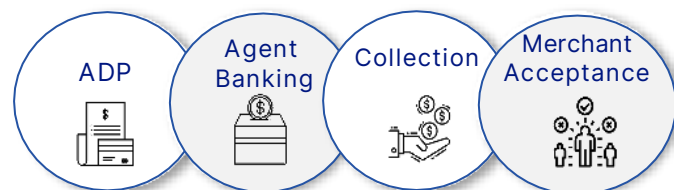
Company Overview

- 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
 - MF loan portfolio is EGP 5.2Bn (9M2024)
- Market share:
- Micro is 8.1%
 - SMEs is 19.1%
 - E-Payments is 12.1%

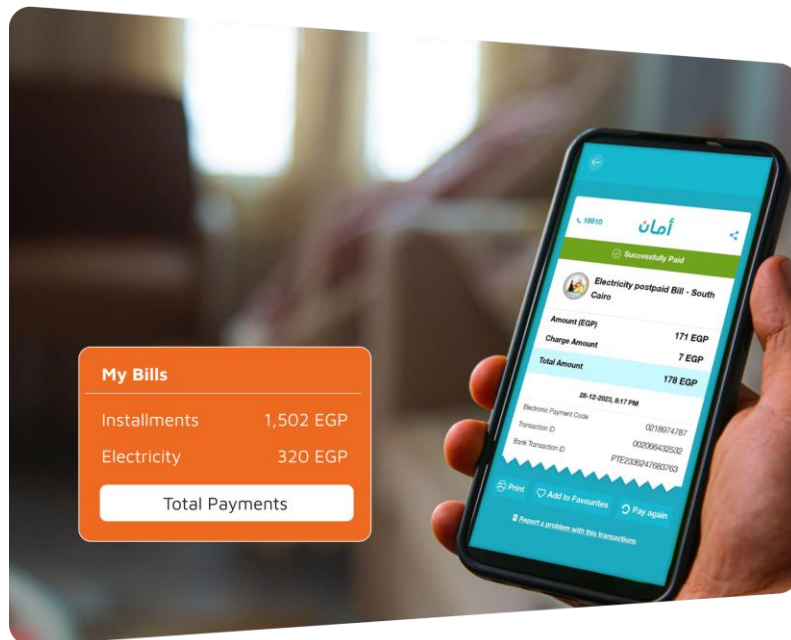
- Through a diverse product range, Aman financial services serves banked and unbanked clients in both the retail and commercial spaces
- The company provides its customers purchase-over-installment programs for retail products and automotives through its branches and merchant partners

Primary Products



Aman Super App

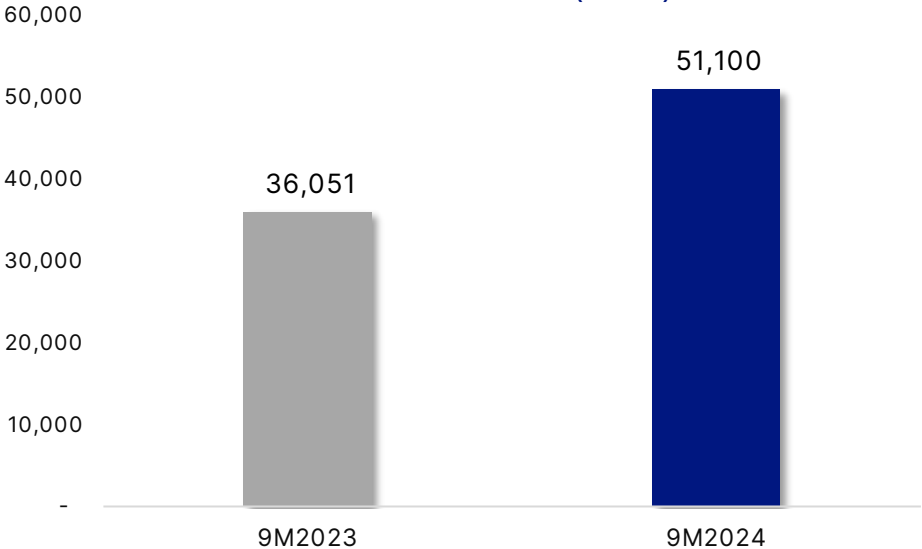
- Aman Holding's Super App is an all-in-one digital platform offering a range of services such as financial transactions, e-commerce, digital payments, transportation, and lifestyle features.
- It aims to simplify daily life by providing a seamless, secure, and convenient experience for users, while also helping businesses reach customers and manage operations more efficiently.
- The app integrates various essential services in one place, enhancing both convenience and customer satisfaction.



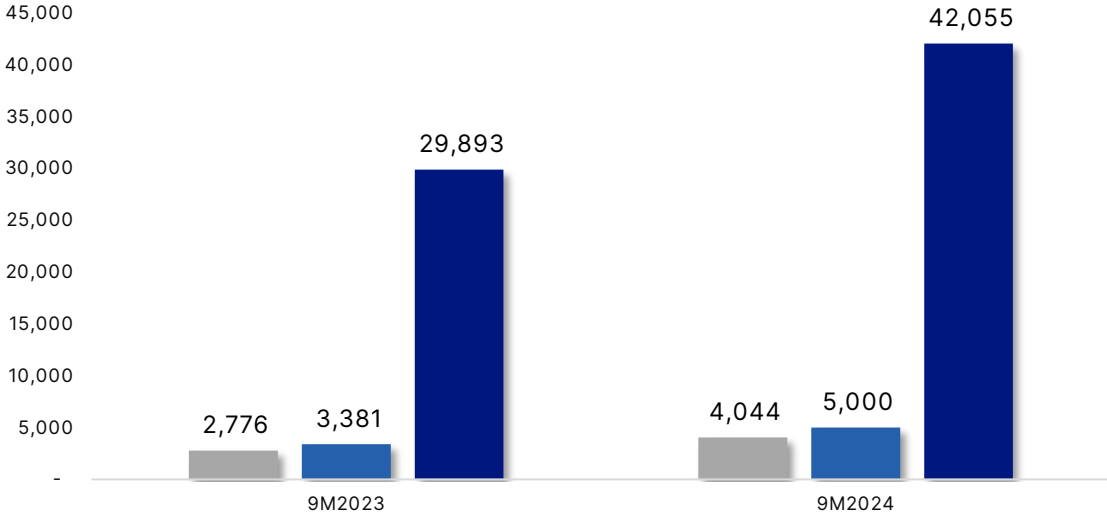
Solid performance of the business over the period



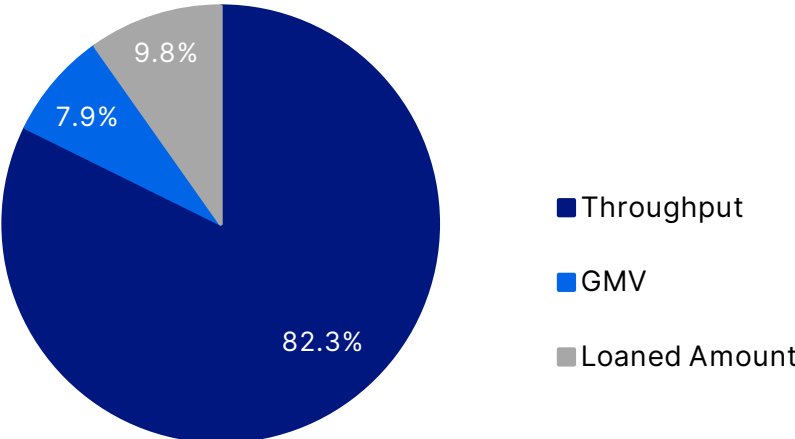
Gross Transaction Value (GTV) - EGP Mn



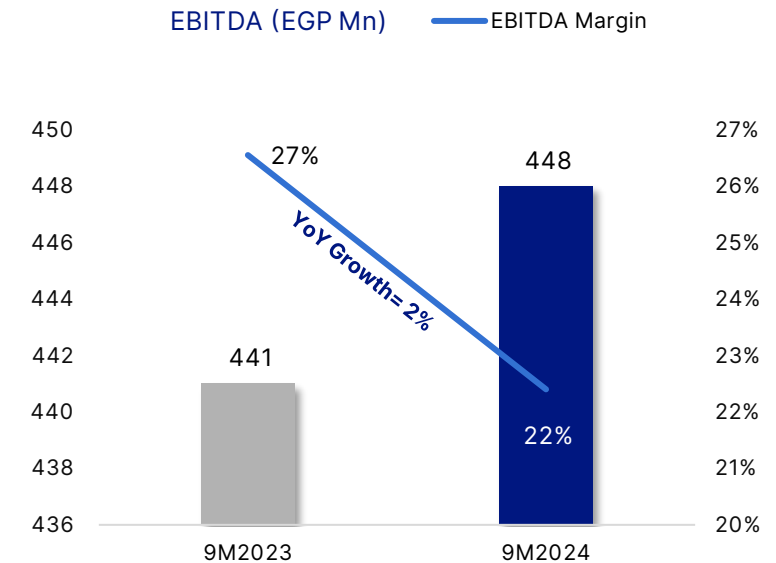
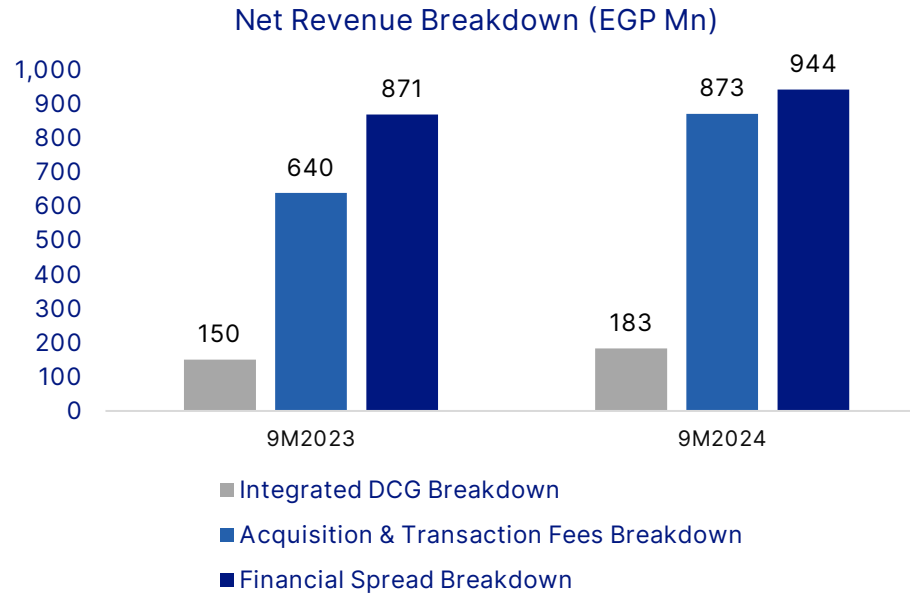
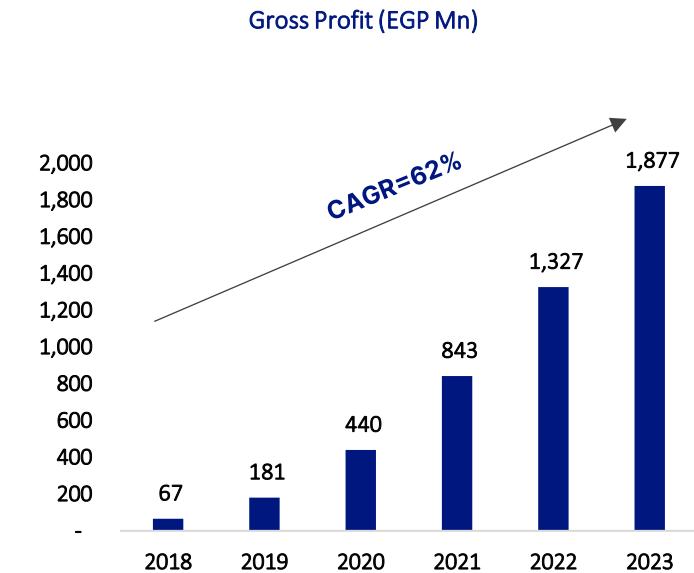
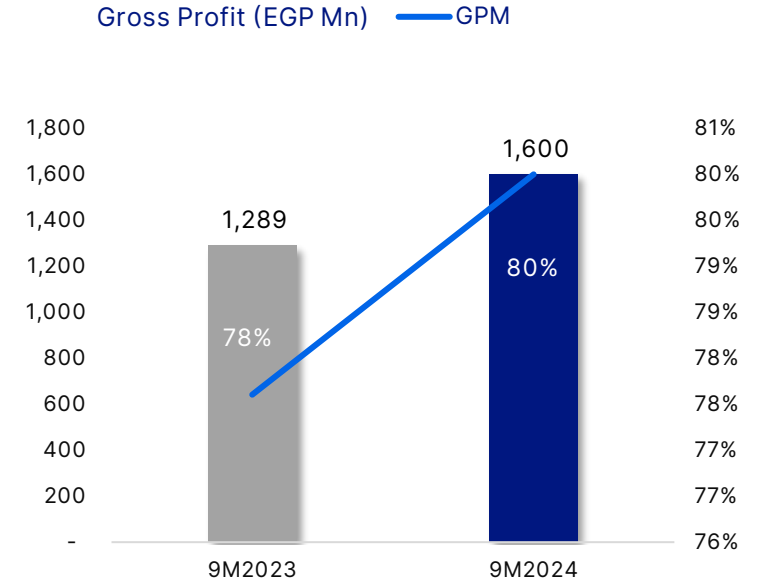
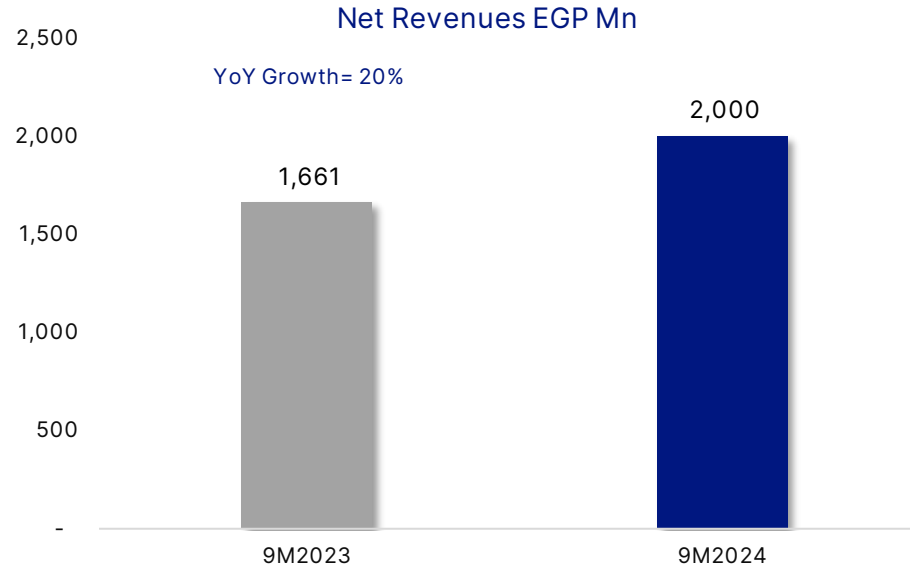
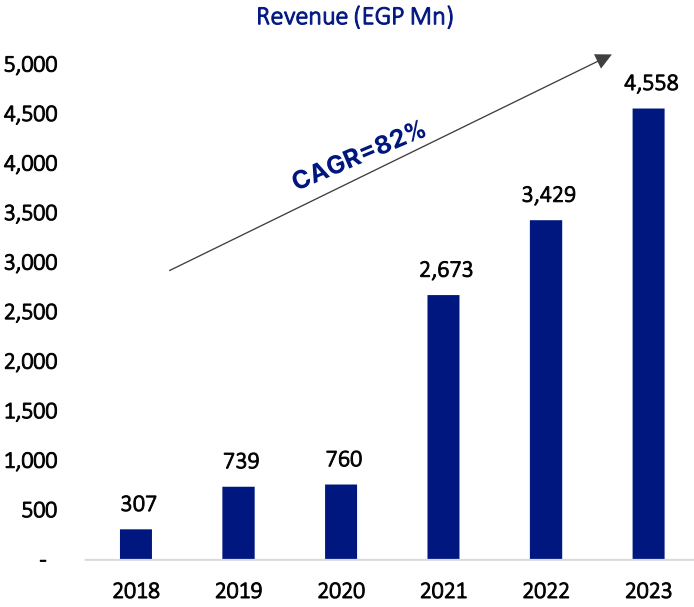
GTV Breakdown (EGP Mn)



GTV Breakdown (9M2024)



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



4. Raya Customer Experience



Established in 2001	Languages 25	Delivery Sites 14	Seat Capacity 8K	Agents 7K
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

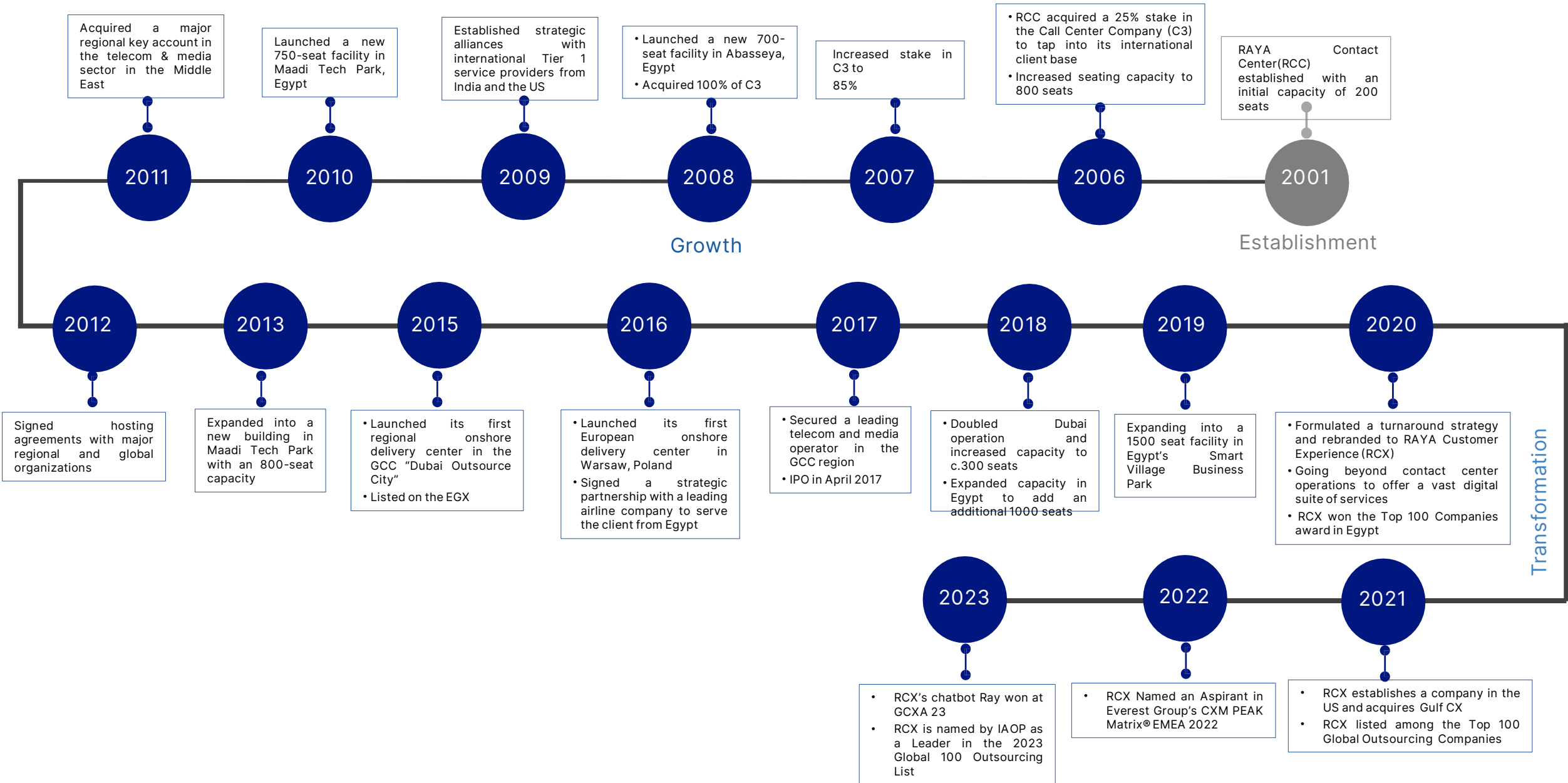


Share Information (RACC.CA)

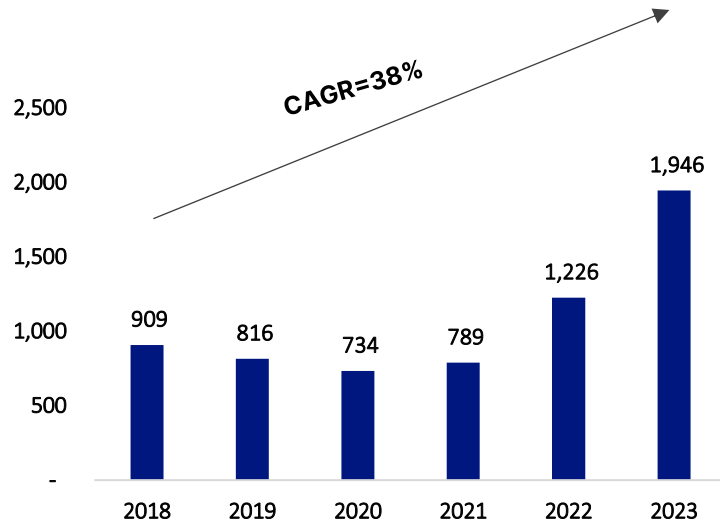
Close (30/09/2024)		
6.74		
Open	52 Wk High	52 Wk Low
6.81	7.86	4.15
Shares	Avg. Daily Turnover	
205Mn	842K	
Market Cap (EGP)	Market Cap (USD)	
626Mn	13 Mn	

Client List

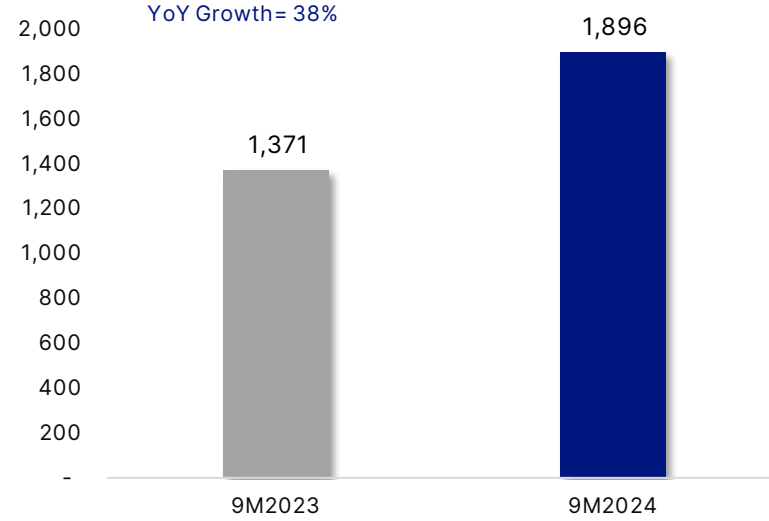




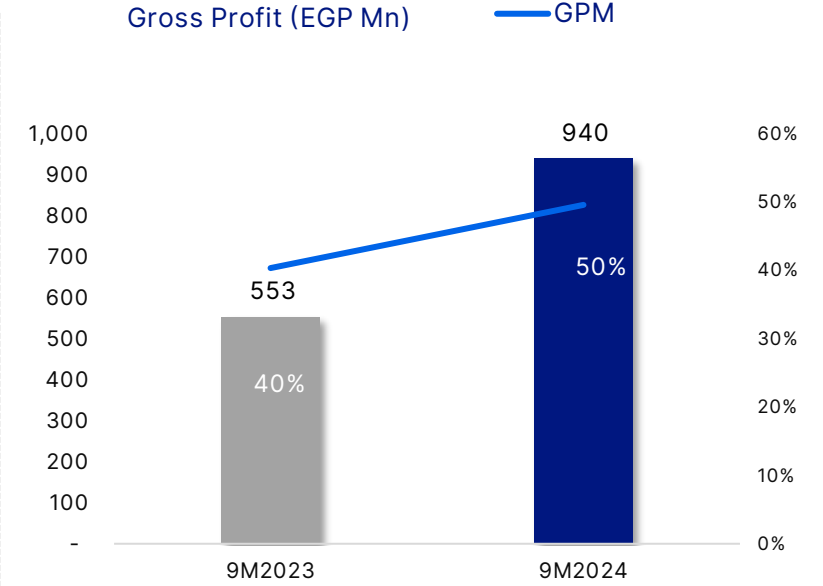
Revenue (EGP Mn)



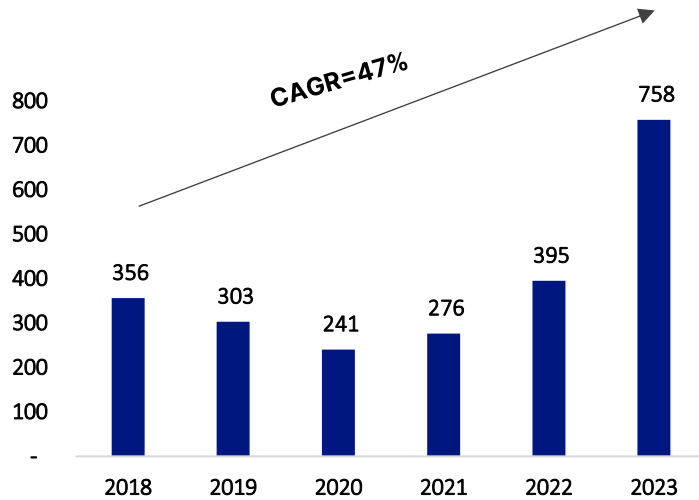
Revenue (EGP Mn)



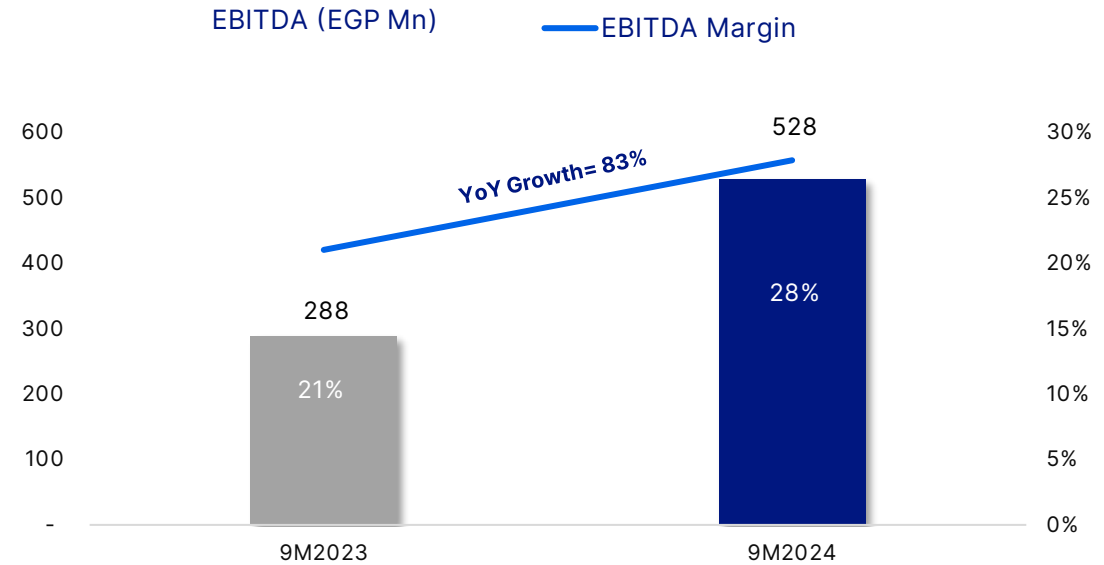
Gross Profit (EGP Mn)



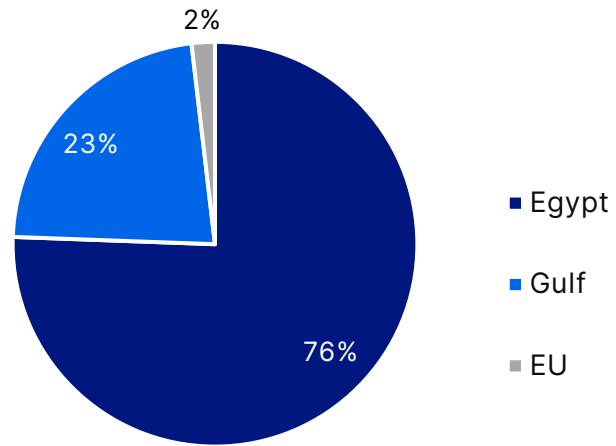
Gross Profit (EGP Mn)



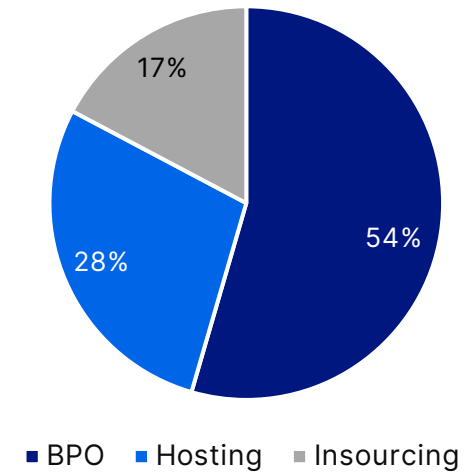
EBITDA (EGP Mn)



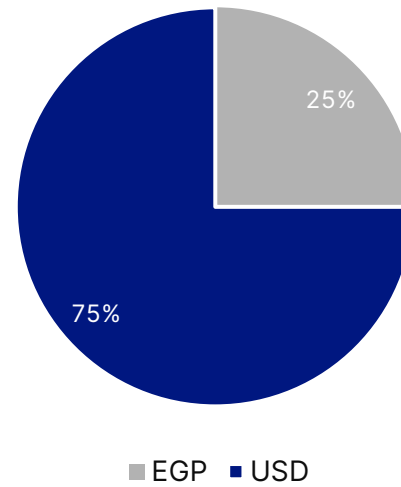
Revenue Breakdown by Region



Revenue Breakdown by Segment



Revenue by Currency



5. Raya Foods

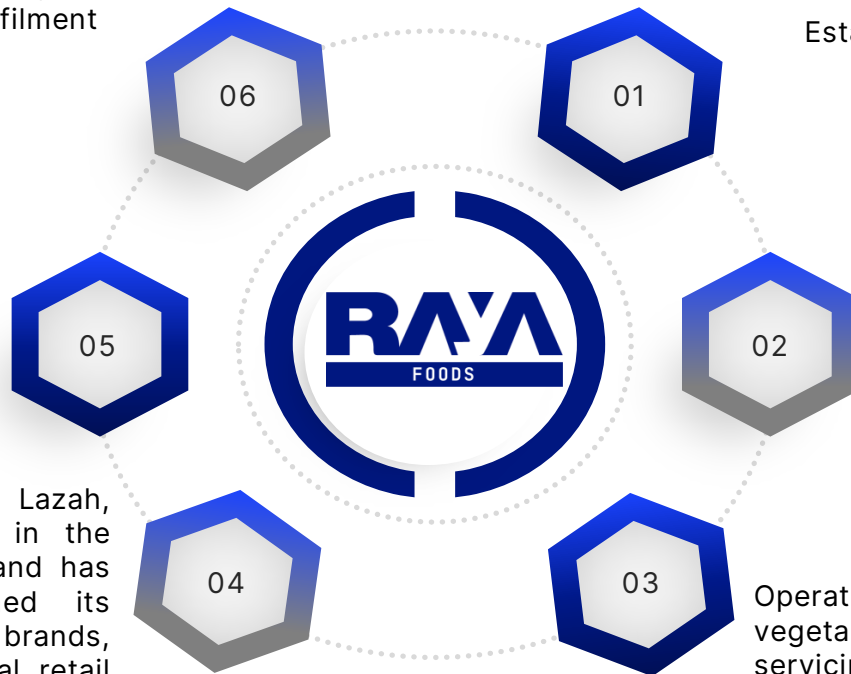
The logo for RAYA FOODS is displayed in white text on a blue background. The word "RAYA" is in a bold, sans-serif font, followed by a stylized upward-pointing triangle icon, and then the word "FOODS" in a smaller, all-caps, sans-serif font.

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



1st exporter in Egypt-based frozen fruits and vegetables market



Exporting to 40+ countries & 5+ continents



+23K Tons of Annual Production Capacity



Driving +98% of sales in USD terms



600 Acres of Leased Land



6 Vans comprising local Distribution fleet



Accredited by ISO/IEC 17025



+27K tons of Exports



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



...and most costs derived in EGP, while +98% of sales are derived in USD



Raya Foods is able to maintain high strong growth in margins



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



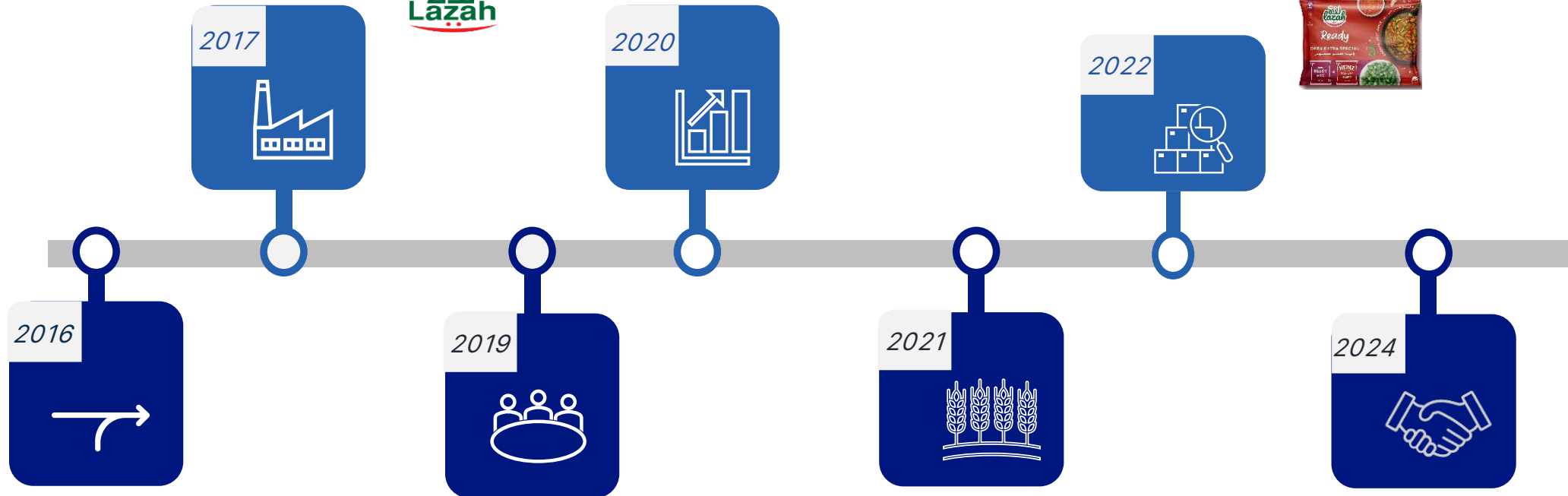
...and maintaining high strong growth in foreign currency reserves

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



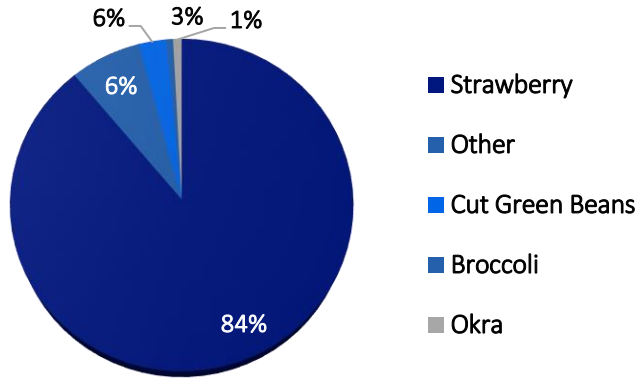
Raya Foods acquires the IUIF factory and revamps it, bringing it up to international standards

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

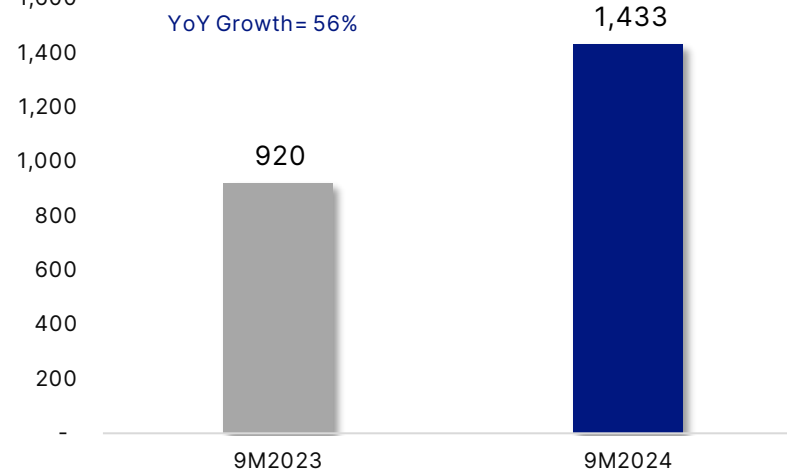
Launch of Raya Agriculture, a vertically Integrated farming hand, allowing for cheap high-quality sourcing of raw materials

- Raya Foods exited Agro
- Onboarded a new strategic investor "Helios Investment Partners LLP" to acquire 49% of the capital with a total investment value of USD 40Mn

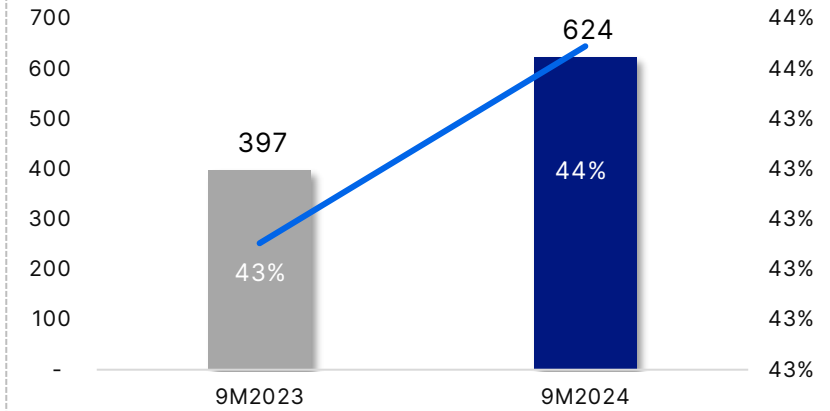
Product Mix 9M2024



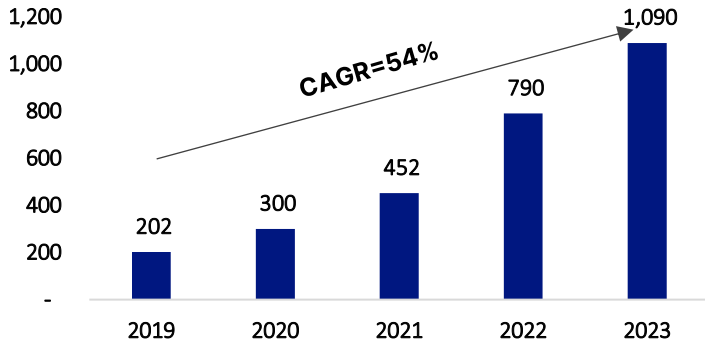
Revenue (EGP Mn)



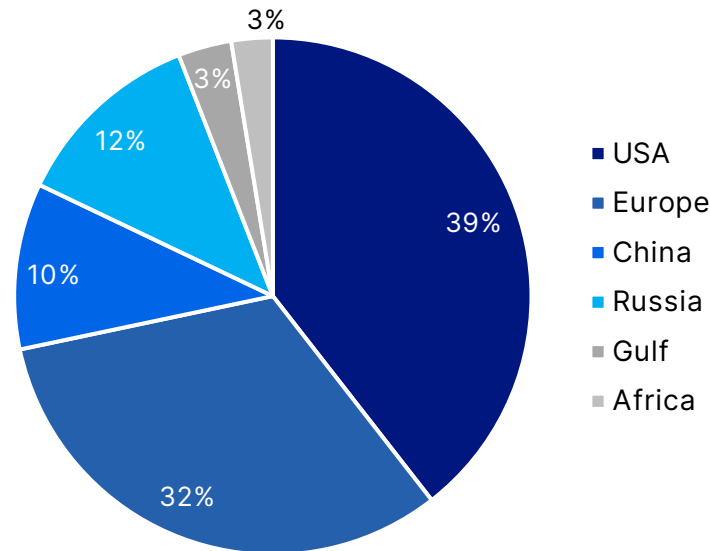
Gross Profit (EGP Mn) — GPM



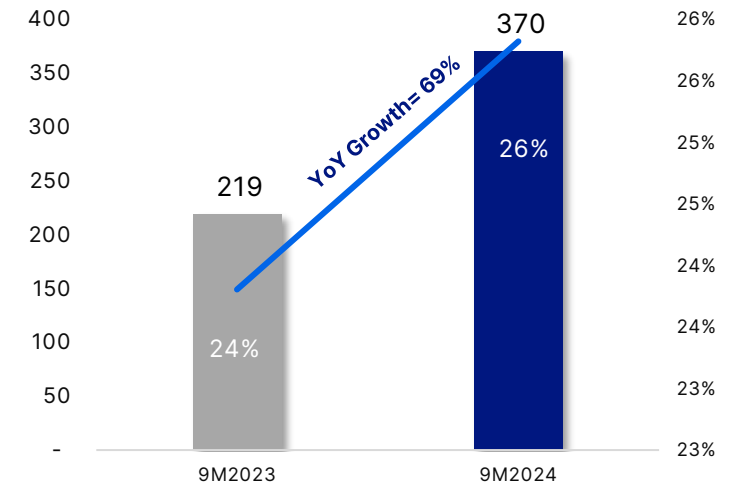
Revenue (EGP Mn)



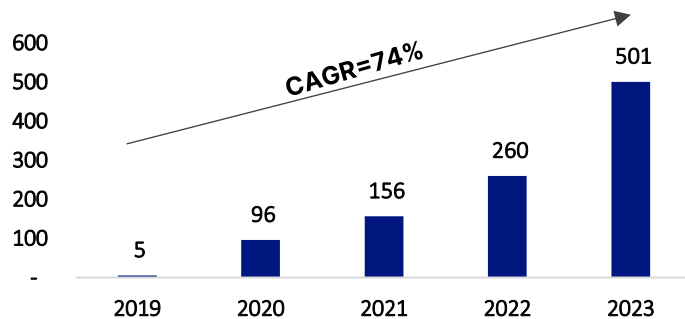
Export Market 9M2024



EBITDA (EGP Mn) — EBITDA Margin

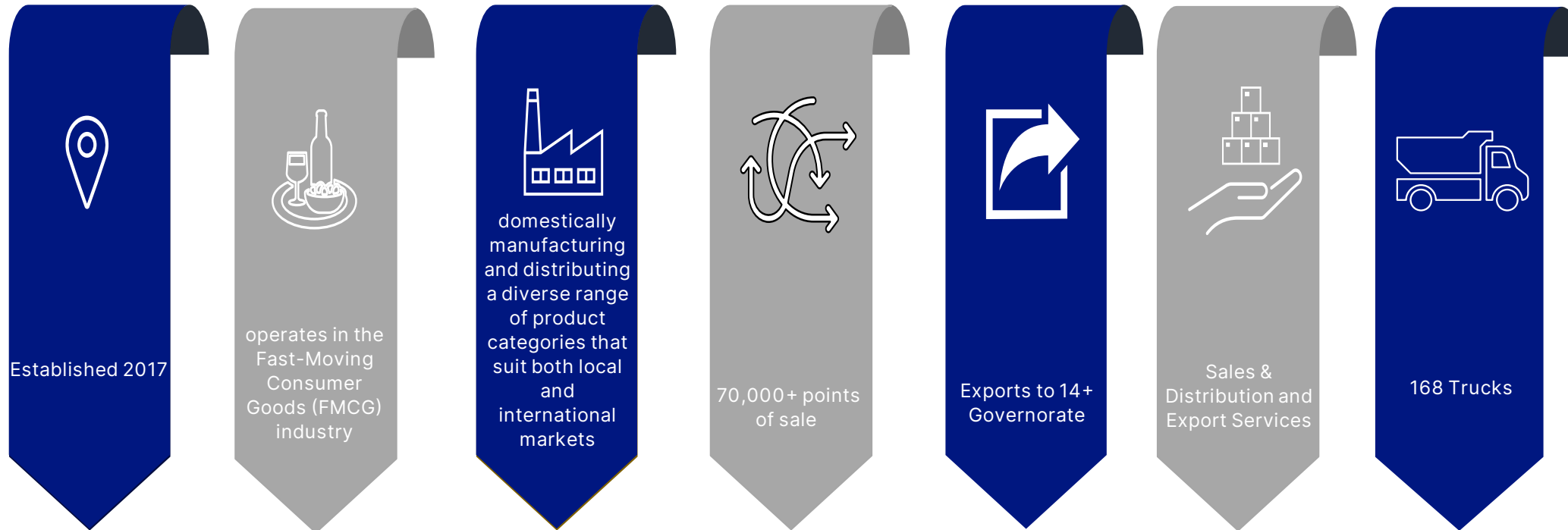


Gross Profit (EGP Mn)



6. Raya FMCG



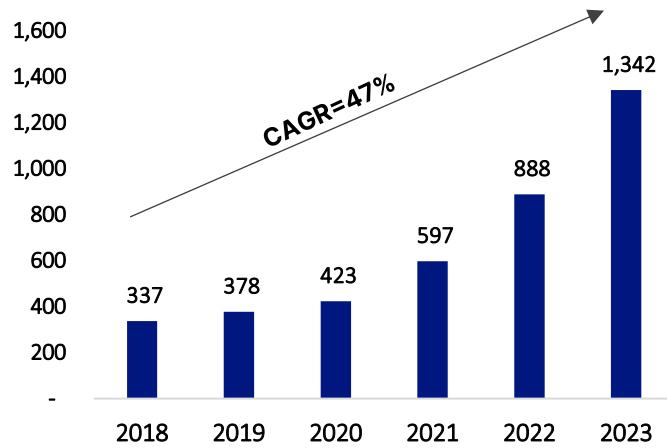


Raya Food's Trade Product Portfolio

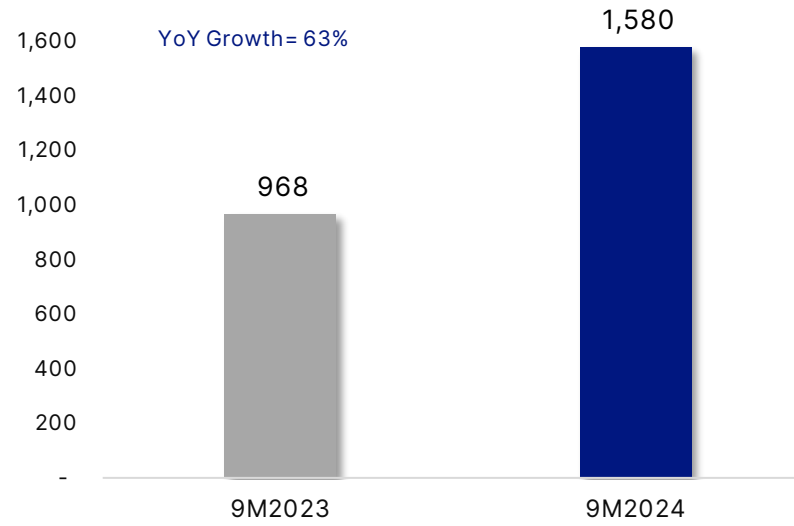
Diverse Product Range Supported by a Strong Distribution Capacity



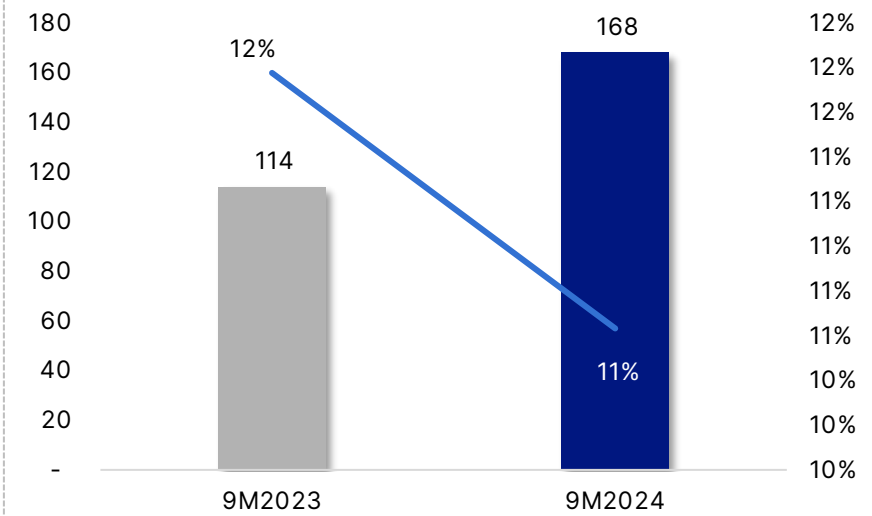
Revenue (EGP Mn)



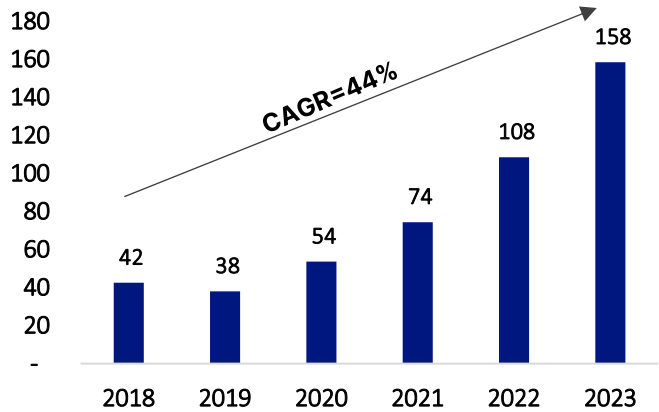
Revenue (EGP Mn)



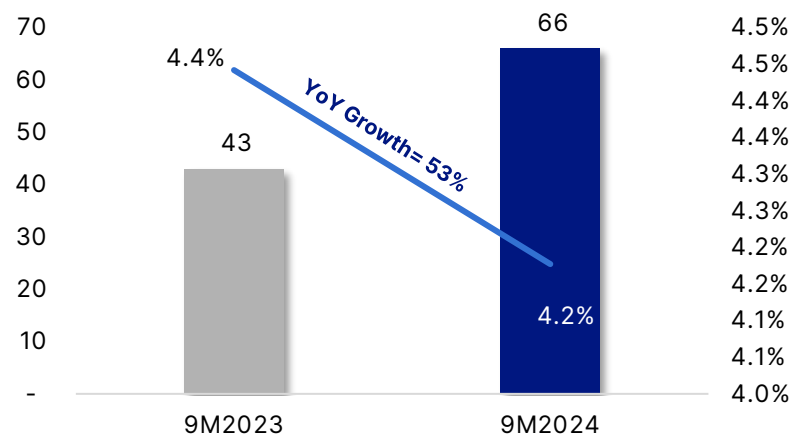
Gross Profit (EGP Mn) — GPM



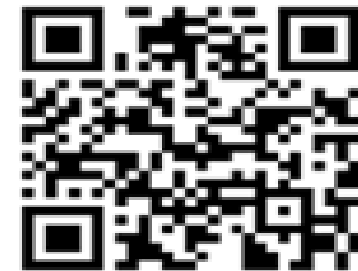
Gross Profit (EGP Mn)



EBITDA (EGP Mn) — EBITDA Margin

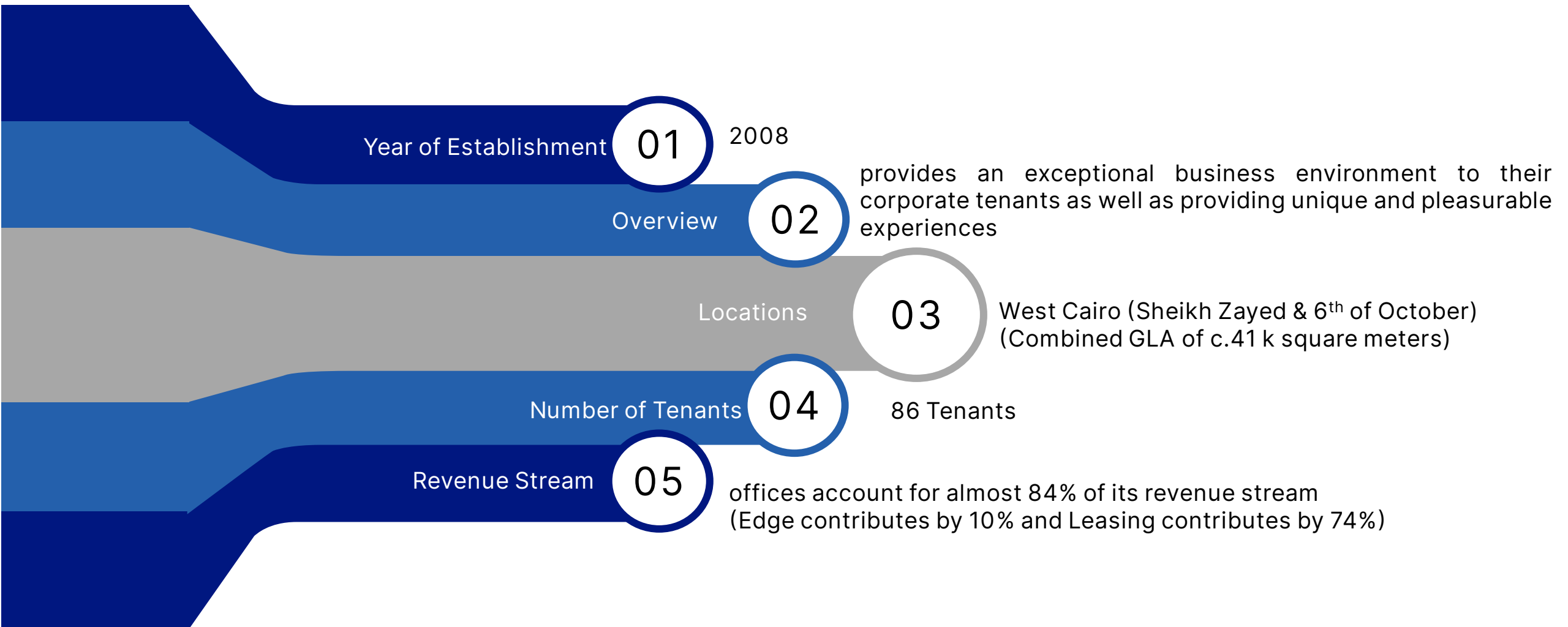


Raya Food's Trade Product Portfolio



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.41 k square meters)

Number of Tenants

04

86 Tenants

Revenue Stream

05

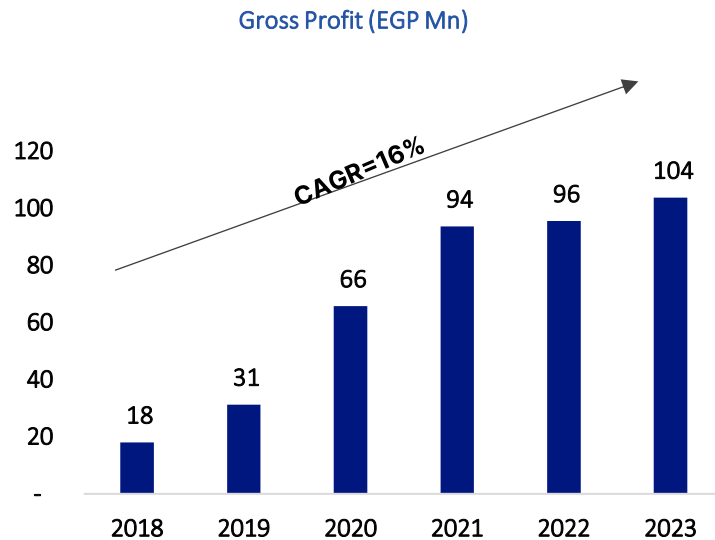
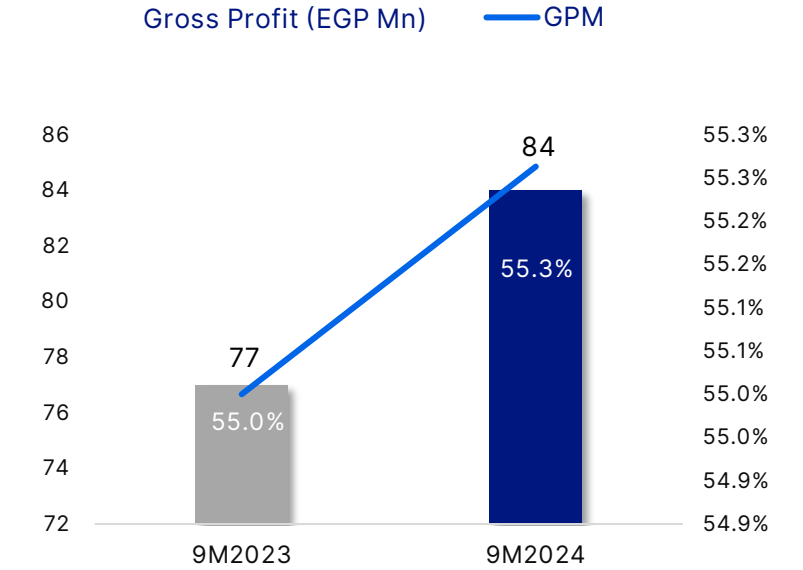
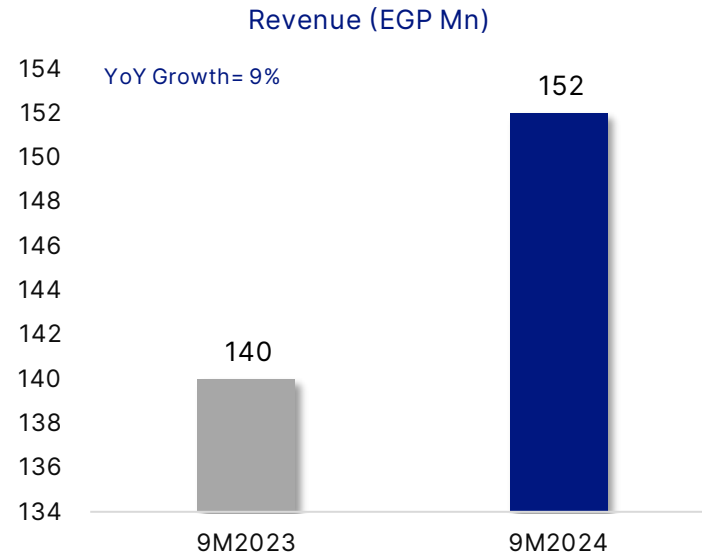
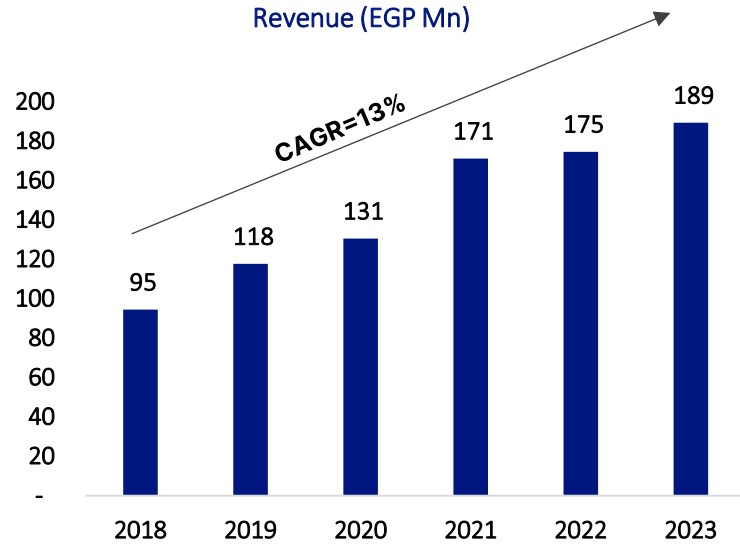
offices account for almost 84% of its revenue stream
(Edge contributes by 10% and Leasing contributes by 74%)

RSB's portfolio

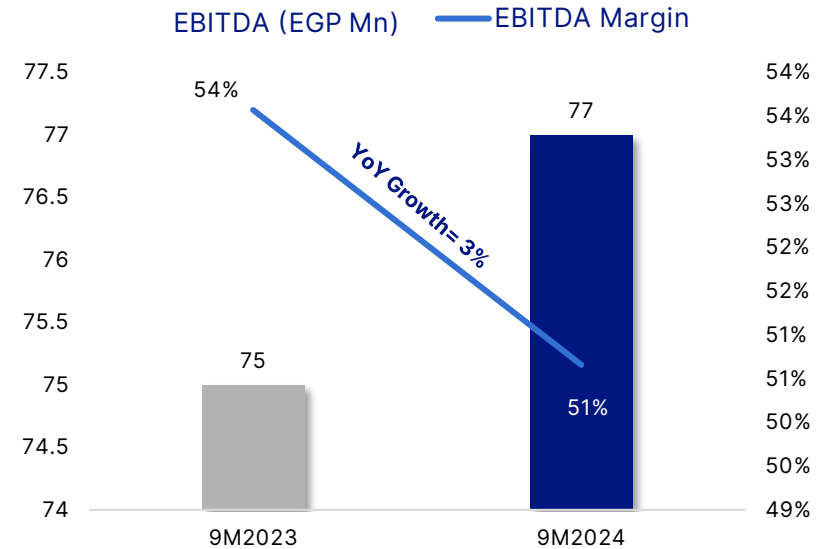
GALLERIA⁴⁰

edge INNOVATION CENTER

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

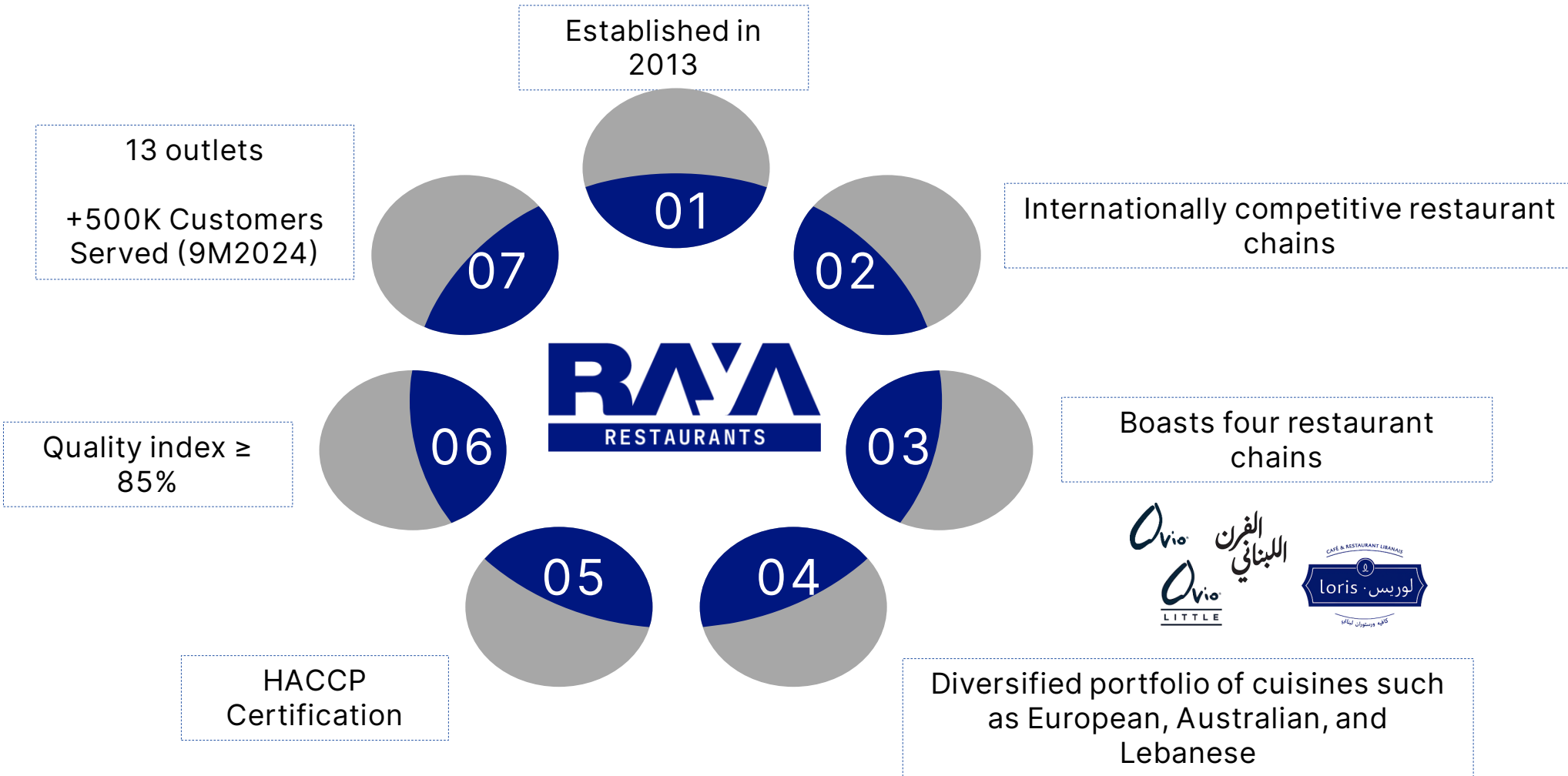


GALLERIA⁴⁰
edge INNOVATION CENTER

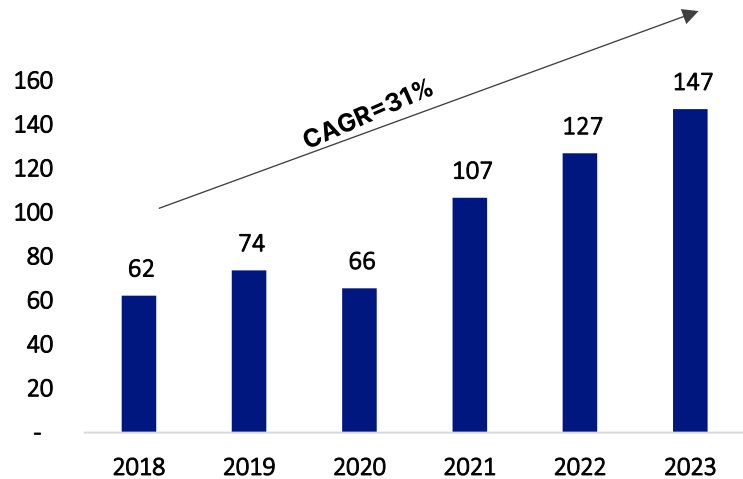


8. Raya Restaurants

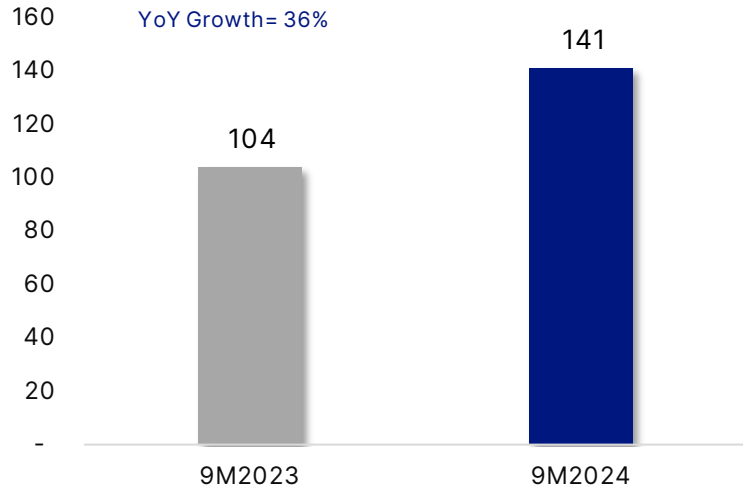
RAYA  RESTAURANTS



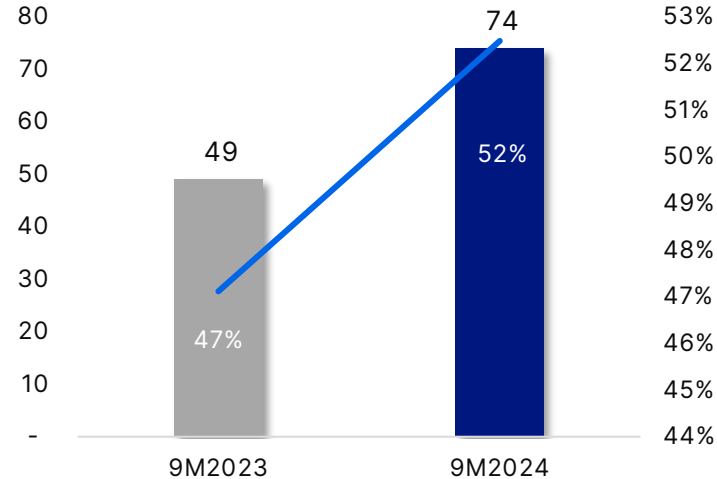
Revenue (EGP Mn)



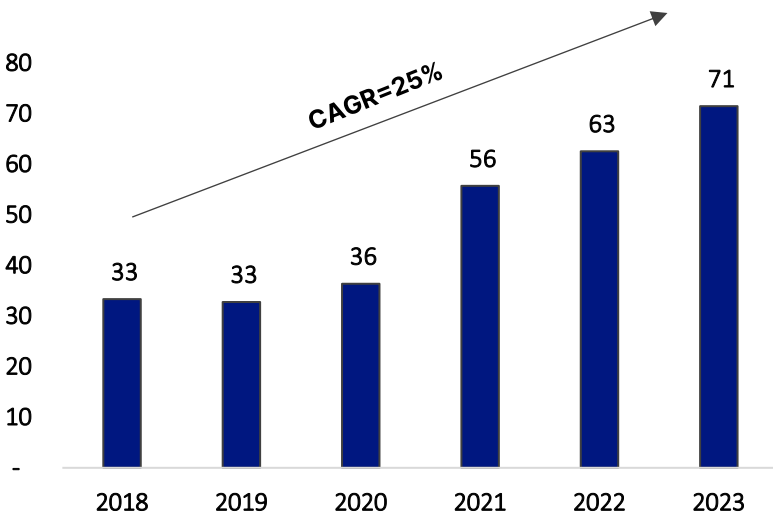
Revenue (EGP Mn)



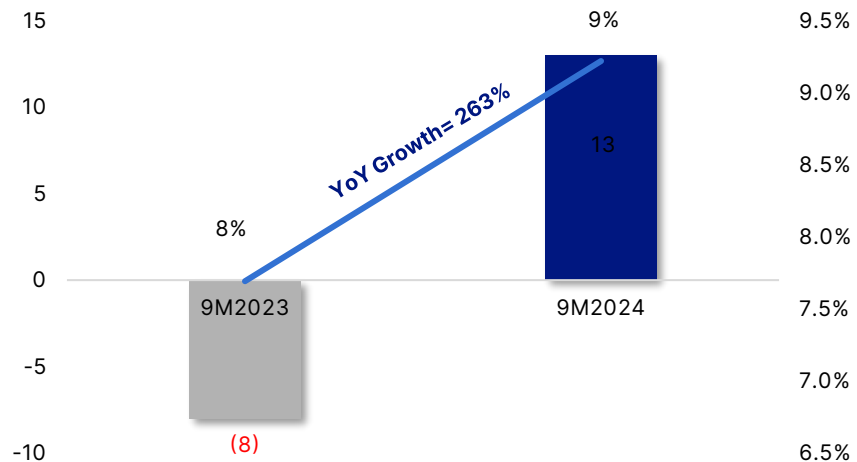
Gross Profit — GPM



Gross Profit (EGP Mn)



EBITDA (EGP Mn)



9. Raya Advanced Manufacturing (RAM)

RAYA <> AUTO



Established in 2018, Raya Auto is a subsidiary of Raya Holding with a total investment of EGP 250 million. Raya Auto acquired a factory with a total built-up area of 8,500 m², to assemble and manufacture four, three, & two-wheel vehicles.

Raya Auto established its operations in the mobility solutions industry by assembling and operating international modern vehicles brands and introducing them to Egypt's market. The company is engaged with PIAGGIO Group, Europe's largest scooter, motorcycle & commercial light vehicles manufacturer and one of the world leaders in its sector.

Raya Auto also launched its ecofriendly electric portfolio with range of top-quality Golf Carts, E-scooters, and E-bikes vehicles. Raya Auto extended operations to import and distribute two, three and four-wheels tires by partnering with MRF, India's largest manufacturer of tires and the fourteenth largest manufacturer in the world.



MOTORCYCLE

Chinese



2020

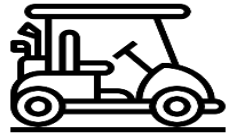


G9



GOLF CART

Flag Ship



2021

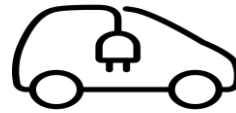


G6



EV-PASSENGER CARS

Changing is must



2024



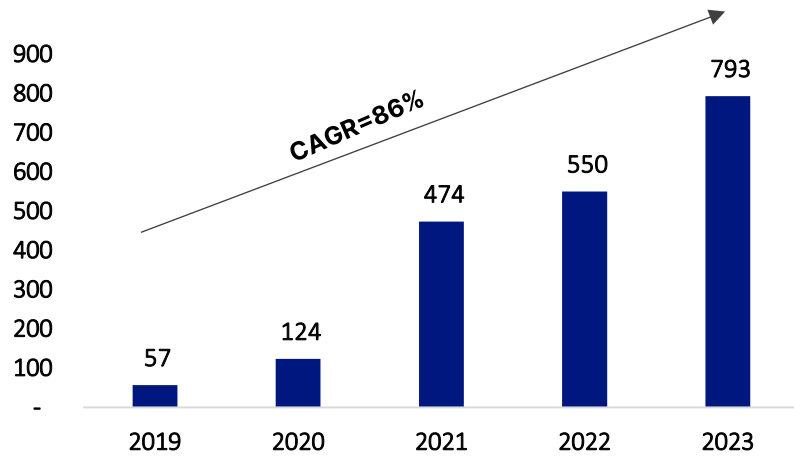
P7



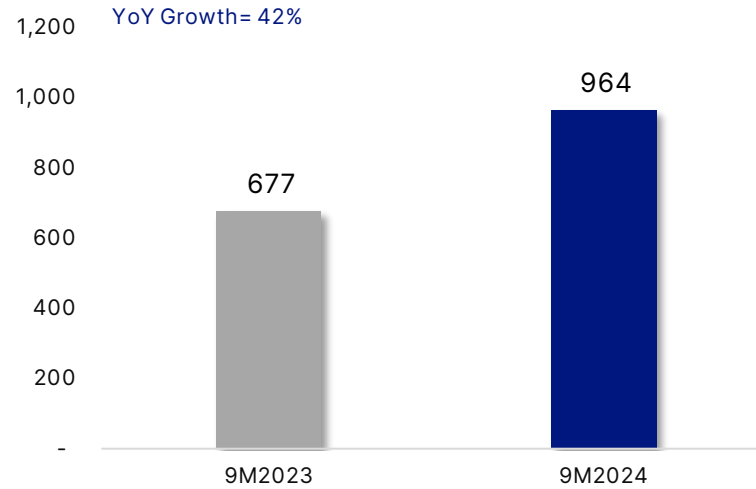
EV Passenger

Raya Auto has made history as the first to introduce XPENG, a leading Chinese EV manufacturer, to the Middle East and Africa. By following European standards, they are transforming the driving experience with the region's first connected vehicle and advanced technology. Raya Auto has become the exclusive partner for XPENG in Egypt.

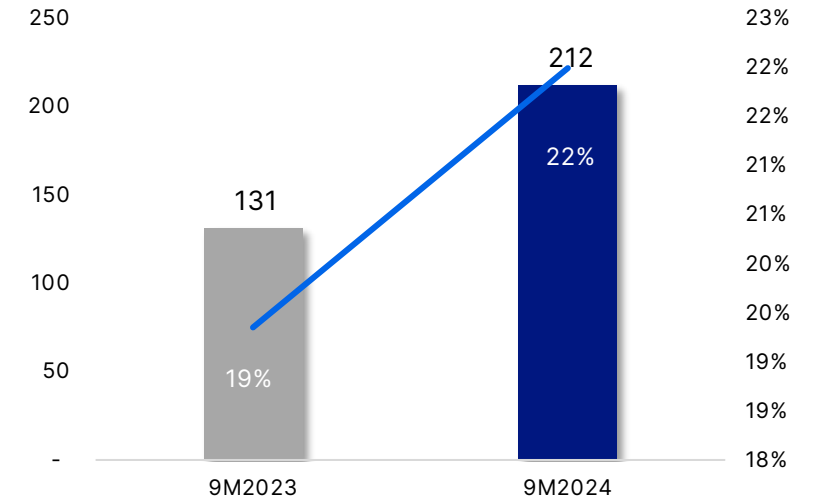
Revenue (EGP Mn)



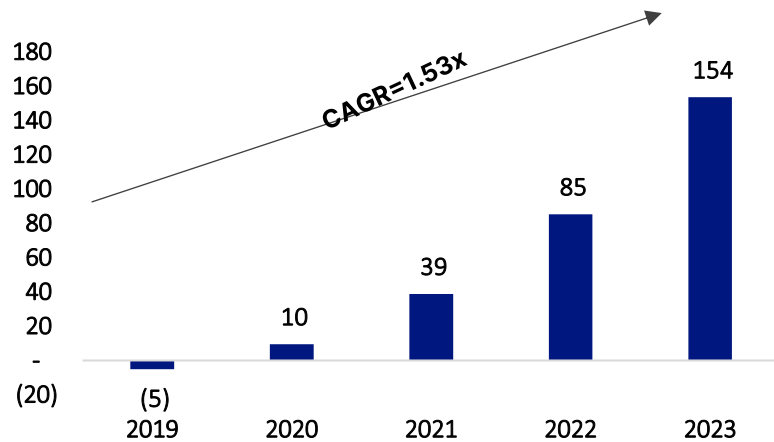
Revenue (EGP Mn)



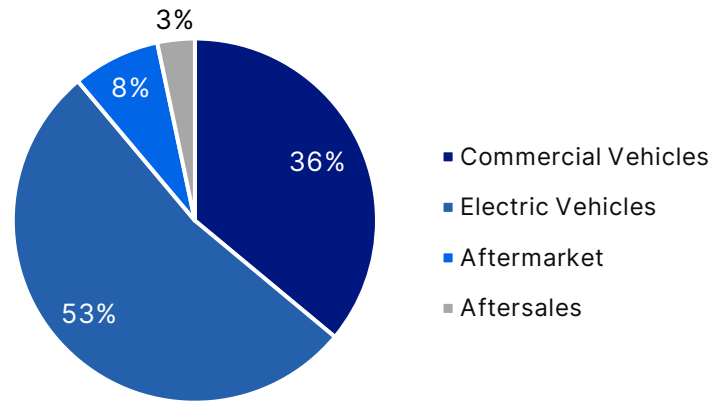
Gross Profit GPM



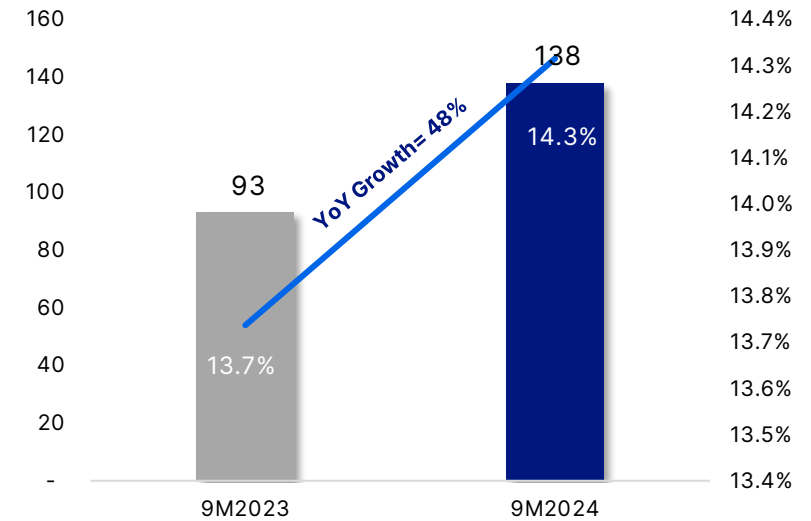
Gross Profit (EGP Mn)



Revenue Mix



EBITDA EBITDA Margin



10. Ostool

أستول
للنقل البري



OSTOOL
TRANSPORT



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

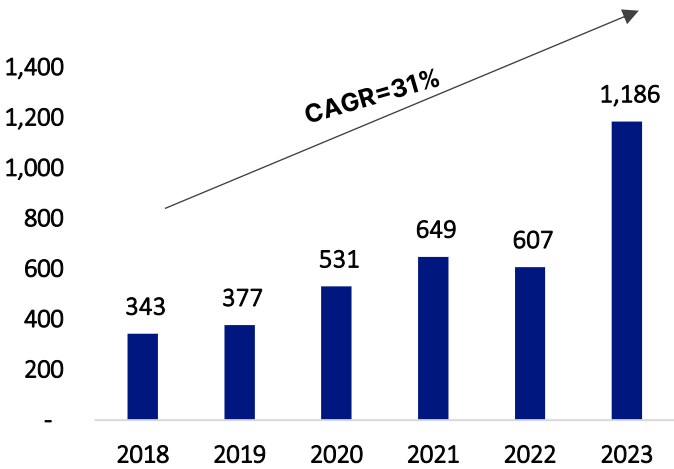


Glass

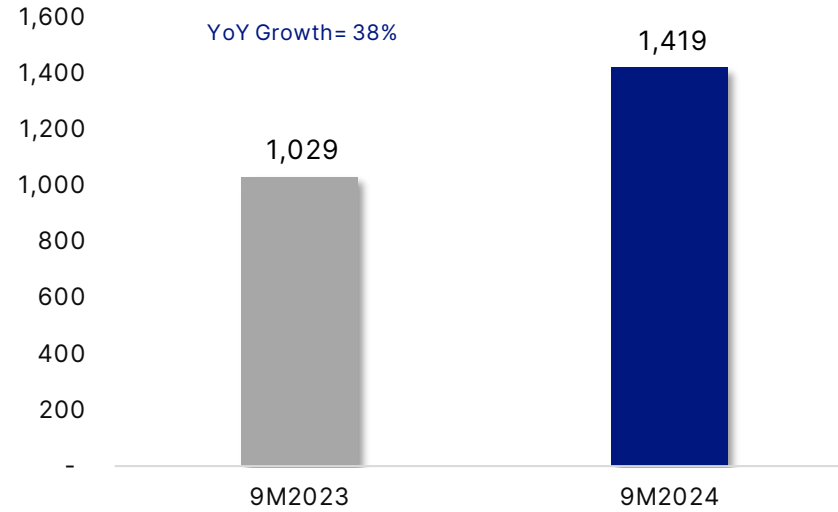


Mining

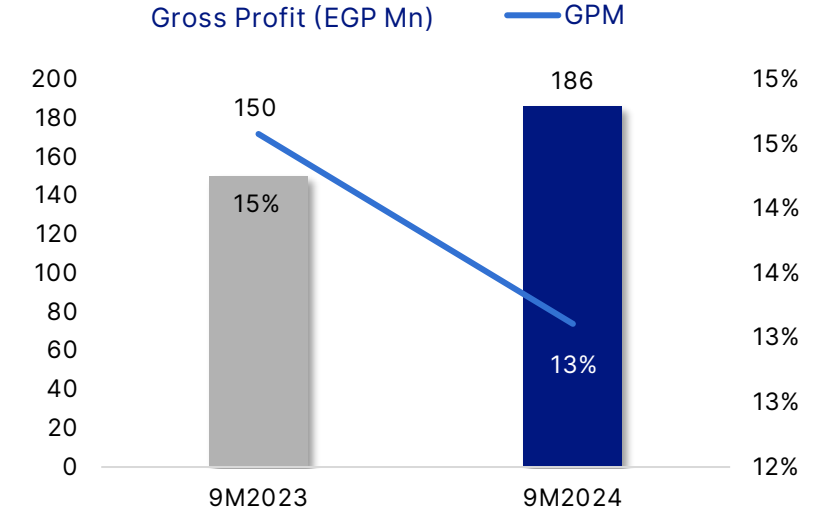
Revenue (EGP Mn)



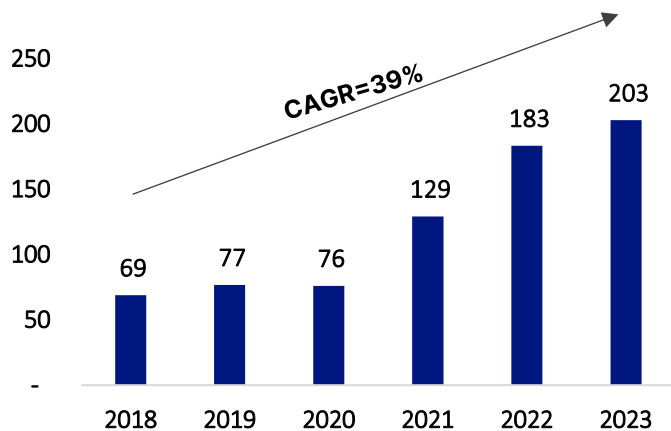
Revenue (EGP Mn)



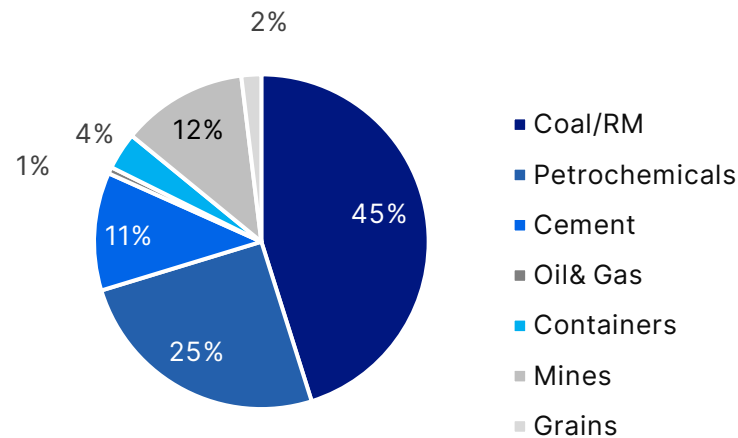
Gross Profit (EGP Mn)



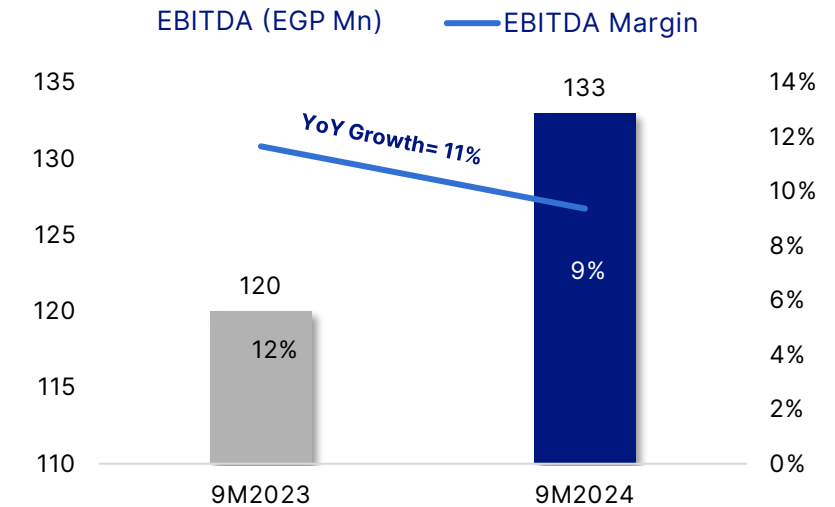
Gross Profit (EGP Mn)



Revenue Breakdown by Product



EBITDA (EGP Mn)



11. Raya Electric

RAYA ⚡ **ELECTRIC**



- Investment of EGP +350M.
- Located in 3rd Industrial Zone - 6th October City, Egypt.
- Extending AC ODM platform for both residential and commercial air conditioners
- Localization Percentage +60% with IDA Study for All Produced Models.
- Establishing SDA MaaS Business with leading international brands for local and export markets.



DeLonghi

BRAUN

KENWOOD

Ariete

beko **enailer**

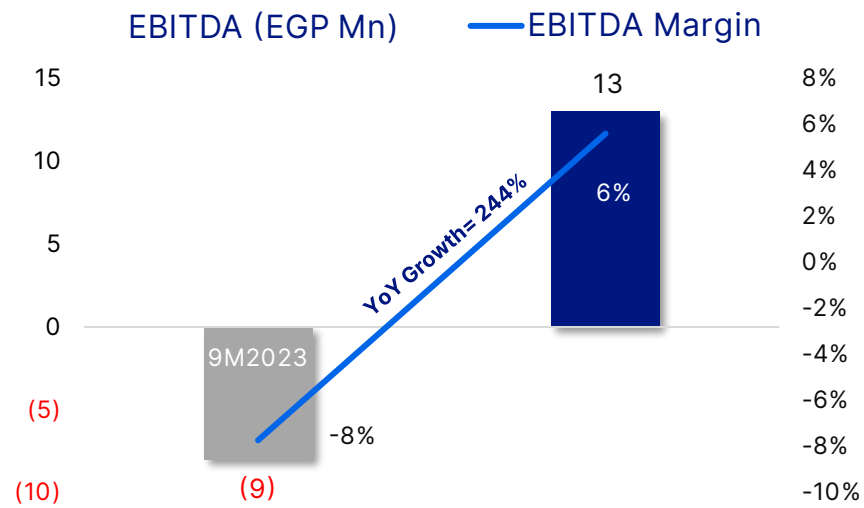
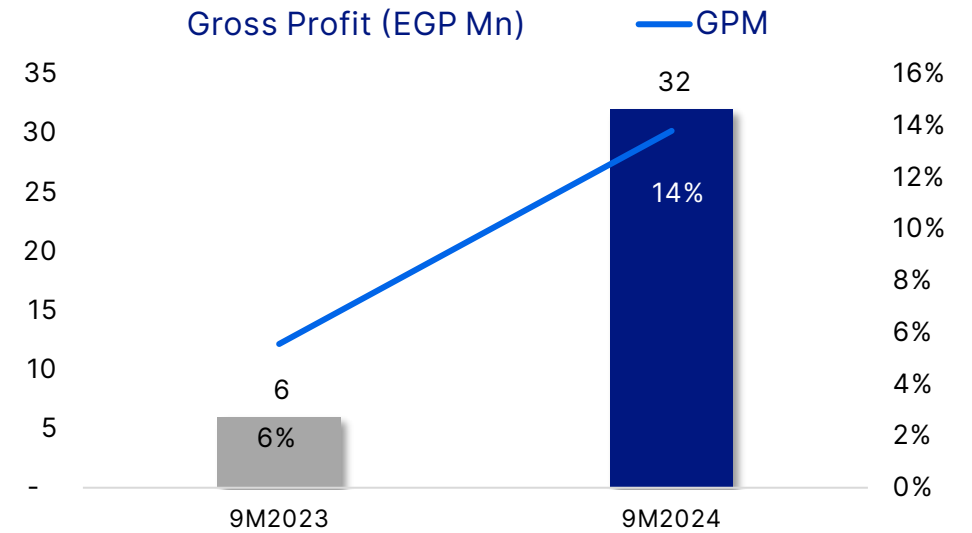
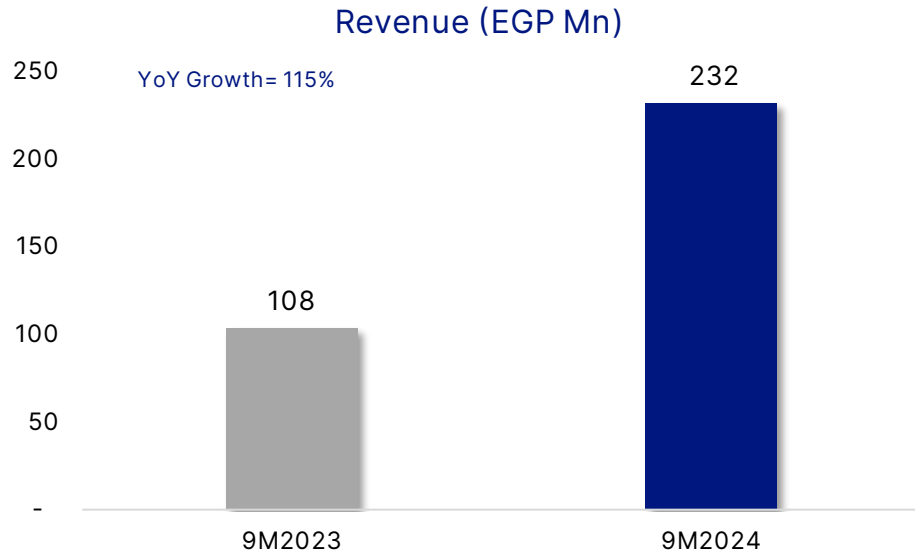
Haier

GE APPLIANCES
a Haier company

LG
Life's Good

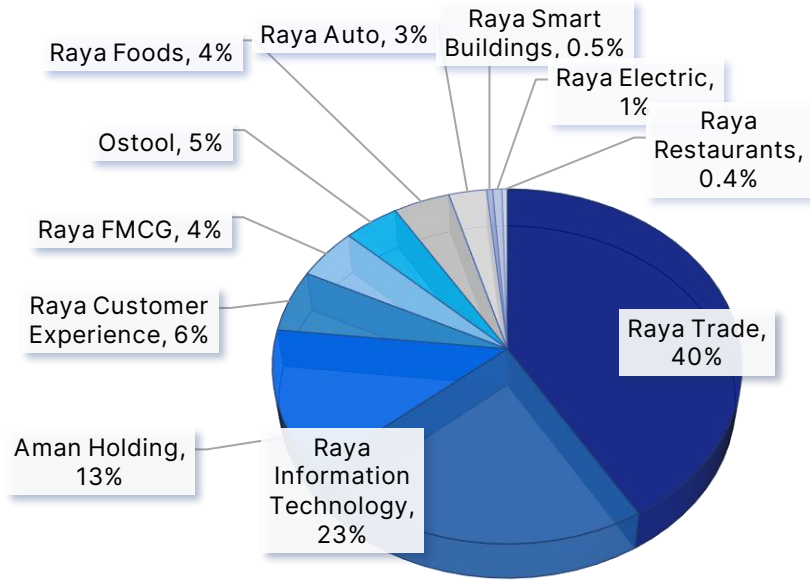
YORK

NIKKI SHARP TORNADO

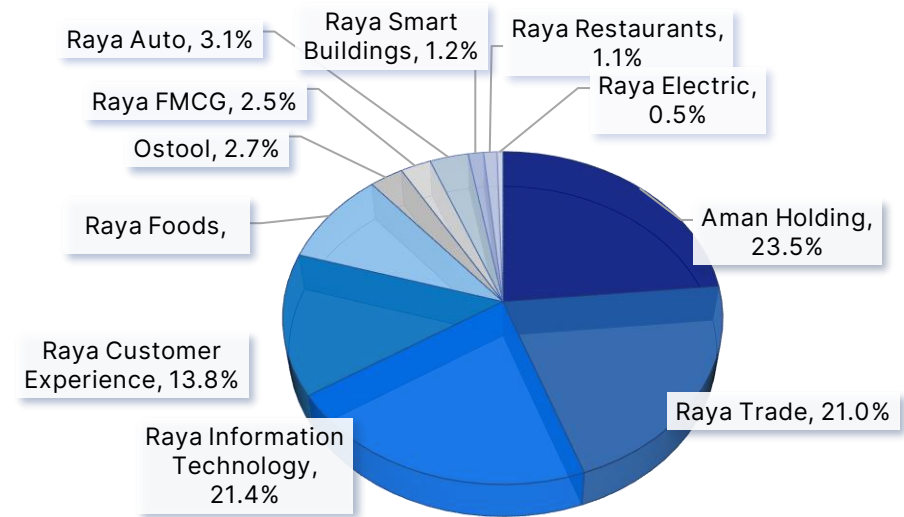


VIII. Financial Performance

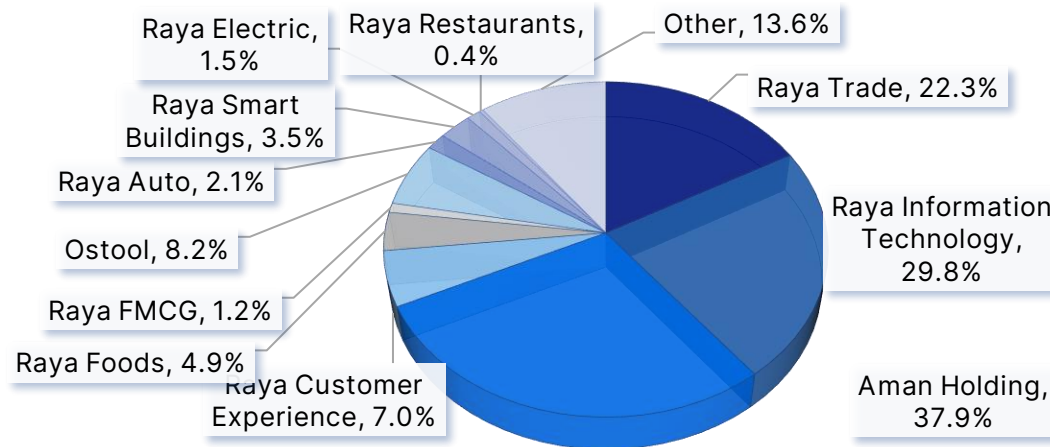
Revenue Split by LOB 9M2024 (%)



GP Split by LOB 9M2024 (%)



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



EGP Mn	9M2023	9M2024
Revenue	22,658	32,272
Gross Profit	4,462	6,809
SG&A	(2,648)	(3,596)
EBITDA	2,213	3,697
Operating Income	1,524	2,924
EBT	787	1,841
Net Income (Loss) before Minority	489	1,276
Net Cash Flow from Operations	1,121	1,920
Cash & Equivalents	3,194	2,866
Current Assets	22,994	31,616
Current Liabilities	21,841	28,233
Working Capital	1,153	3,382
Short Term Debt	11,096	11,029
Long Term Debt	1,353	2,653
Total Debt	12,449	13,682
Total Assets	27,149	36,736
Total Liabilities	24,226	32,482
Total Equity	2,923	4,254
Depreciation	(122)	(180)

Raya Holding – Balance Sheet

All Figures are EGP Mn	31-Dec-23	30-Sep-24
Assets		
Inventory	2,859	4,848
Work in Progress	917	1,178
Accounts And Notes Receivable	9,461	13,635
Short-term Investments through profit and loss	5	51
Prepayments And Other Debit Balances	6,345	8,944
Share-based compensation (ESOP)	3	8
Debit balances (Tax Authority)	211	86
Cash on Hand and at Banks	3,194	2,866
Total Current Assets	22,994	31,616
Fixed Assets	1,965	2,280
Investment Properties	609	639
Projects under Construction	240	335
Intangible Assets	31	43
Right of Use Assets	819	1,143
Goodwill	297	394
Investments in Associates	168	261
Investments at fair value through other comprehensive income	26	24
Long-term Investments through Other Comprehensive Income	1	2
Total Non-current Assets	4,155	5,121
Total Assets	27,149	36,736
Liabilities		
Provisions	170	185
Accounts And Notes Payable	4,806	7,044
Short-term loans	614	569
Current Portion of long-term loans	1,353	782
Current Portion of Long-Term Liabilities-Right of Use	49	153
Bank Overdraft	9,128	9,677
Accrued Expenses and other Credit Balances	5,684	9,776
Dividends Payable	36	48
Total Current Liabilities	21,841	28,233
Notes Payable - Noncurrent portion	20	150
Long Term loan	1,353	1,136
Bank Overdraft	-	1,517
Long Term Liabilities-Right of Use	885	1,181
Other Long-term Liabilities	122	154
Deferred Tax Liability	5	111
Total Non-current Liabilities	2,384	4,249
Total Liabilities	24,226	32,482
Equity		
Issued & Paid up Capital	1,072	1,070
Legal Reserve	96	96
General reserve	42	42
Credit Risk Reserve	78	76
Treasury Shares	(8)	(5)
Revaluation reserve of available for sale investments through comprehensive income	5	4
Accumulated foreign currency translation	71	166
Retained Earnings/ (Losses)	275	800
Profits for the year after minority interest	441	1,110
Total Equity Before Minority	2,074	3,361
Minority	850	894
Total Equity	2,923	4,254

Cash Flow Statement

All Figures are EGP Mn

	30-Sep-23	30-Sep-24
CASH FLOWS FROM OPERATING ACTIVITIES		
Profits for the period before income tax and non- controlling interest	787	1,841
Depreciation of fixed assets, amortization of intangible assets, and investment property	(3)	279
Gain (losses) on Sale of Fixed Assets	824	(7)
Interest Expense	(52)	1,248
Company's share from profits of associates	74	(116)
Provisions	(7)	36
Impairment of Provisions	40	(5)
Write-down of inventory	(10)	36
Write-down of inventory reversal	268	(7)
Expected Credit Losses	(17)	354
Reversal of expected credit losses	(5)	(112)
Payables for Treasury Shares	2,184	3,572
Change in inventory	(1,347)	(2,018)
Change in projects under construction	(129)	(261)
Change in accounts and notes receivable	(1,942)	(4,623)
Change in prepayments and other debit balances	(2,349)	(2,605)
Change in Accounts Payable	1,832	2,238
Change in accounts and notes payable	1,237	2,354
Change in bank overdraft Non-Bank Finance Sector	118	(797)
Change in loans Non-Bank Finance Sector	1,734	4,103
Change in accrued expenses and other credit balances	(11)	32
Change in other long-term liabilities	1,326	1,996
CASH FLOWS (USED IN) / PROVIDED FROM OPERATING ACTIVITIES	(255)	(267)
Income tax paid	88	207
Doubtful Debts	(39)	(16)
Used provisions	1,121	1,920
NET CASH FLOWS PROVIDED FROM / (USED IN) OPERATING ACTIVITIES	(305)	(472)
CASH FLOWS FROM INVESTING ACTIVITIES		
(Payments) to acquire fixed assets, intangible assets and investment property	7	6
Proceeds from disposal of fixed assets and intangible assets	(104)	(289)
(Payments) in projects under construction	11	23
Receivables from Investments in Sister Companies (dividends distribution)	(0)	(1)
(Payments) to acquire long-term investments	(0)	(47)
(Payments) to acquire short-term investments	33	(27)
(Payments) to time deposits for letters of credit	(359)	(807)
NET CASH FLOWS (USED IN) INVESTING ACTIVITIES	925	(287)
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from credit facilities	260	(1,375)
(Payments) in long term loans	(403)	1,339
Proceeds from long term loans	(86)	0
Dividends paid	119	(122)
Change in non-controlling interest	(824)	(1,248)
Finance cost	(28)	130
(Payments) in long term notes payables	(37)	(1,564)
NET CASH FLOW (USED IN) / PROVIDED FROM FINANCING ACTIVITIES	60	95
Accumulated foreign currency translation	785	(355)
NET INCREASE IN CASH AND CASH EQUIVALENT DURING THE PERIOD	1,240	3,148
Cash and cash equivalent - beginning of the period	2,025	2,793
CASH AND CASH EQUIVALENT - END OF THE PERIOD	2,025	2,793
Cash on hand and at banks – end of the period	(56)	(73)
Ending Cash Balance	2,082	2,866
Deduct: deposits	2,025	2,793
Cash and Cash Equivalents		
Ending Cash Balance		

Ahmed Atia
Group Head of FP&A

Raneem Meligy
IR & Inv. Manager

Veronica Michael
IR & Inv. Analyst



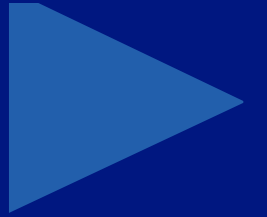
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Thank You!