

Earnings Presentation

Raya Holding for Financial Investments

1Q 2025

Disclaimer & Forward-looking Statements



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Raya Holding At Glance

- **Raya Holding** is an investment company headquartered in Cairo, Egypt, managing a diversified investment portfolio of companies.
- **Raya Holding** operates through a diversified portfolio of **11 companies**, strategically positioned across high-Growth: sectors of the regional economy.
- **Our investment portfolio is segmented into:**
 - RAA Retail & Distribution:** Raya Trade and Raya FMCG
 - RAA Manufacturing:** Raya Electric, Raya Foods, and Raya Auto,
 - RAA Fintech:** Aman Holding
 - RAA Technology & Infrastructure:** Raya Information Technology (RIT)
 - RAA Business Process Outsourcing:** Raya Customer Experience (RCX)
 - RAA Hospitality:** Raya Smart Buildings and Raya Restaurants
 - RAA Logistics:** Ostool
- **Raya Holding** accommodates a wide international customer base from on-ground operations spanning Egypt, KSA, UAE, Poland, and Nigeria.



20,000+
Employees



7
Sectors



7
Countries



4
Continents

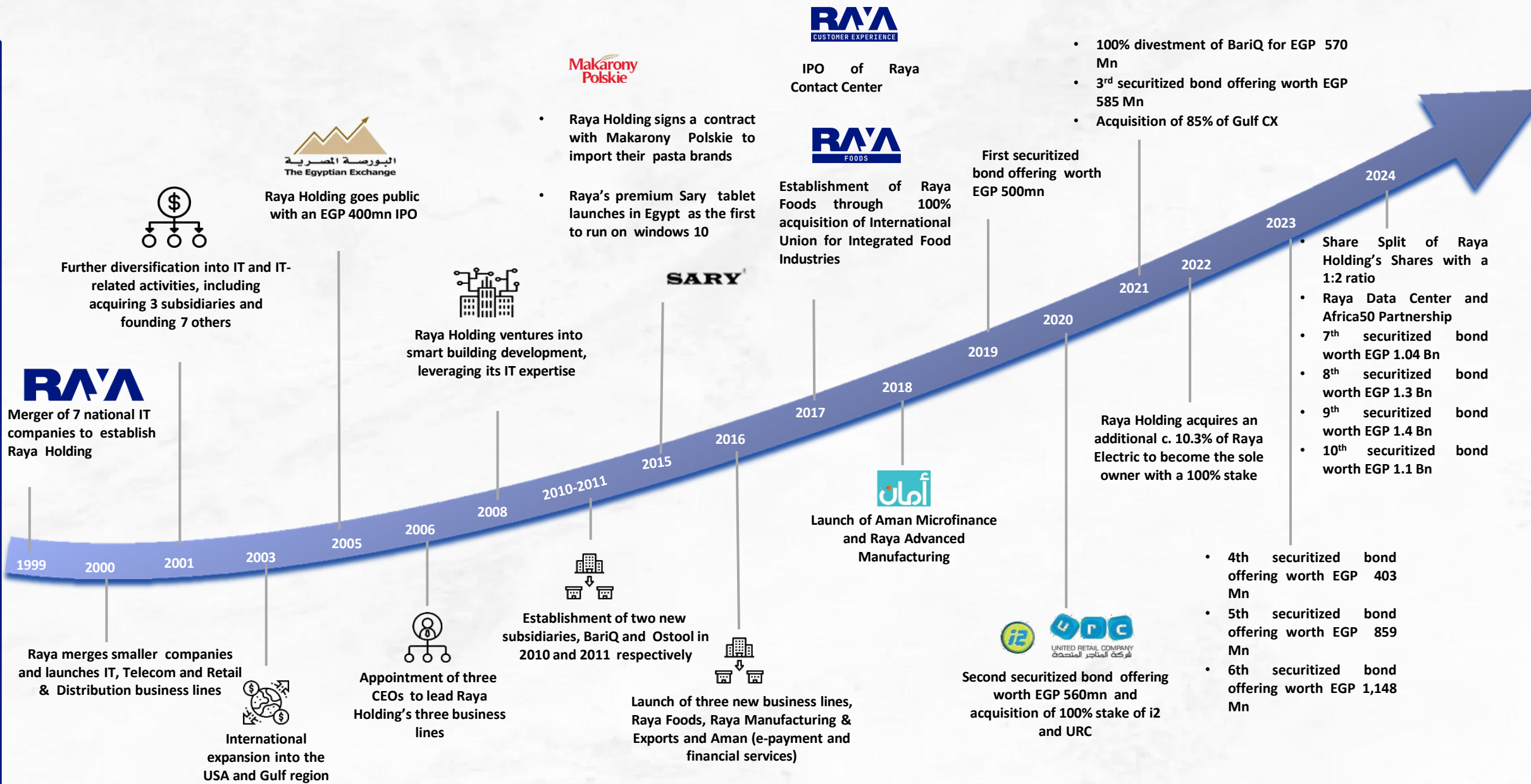


11
Portfolio Companies



2005
Listed in EGX

Key Milestones



Stock Overview

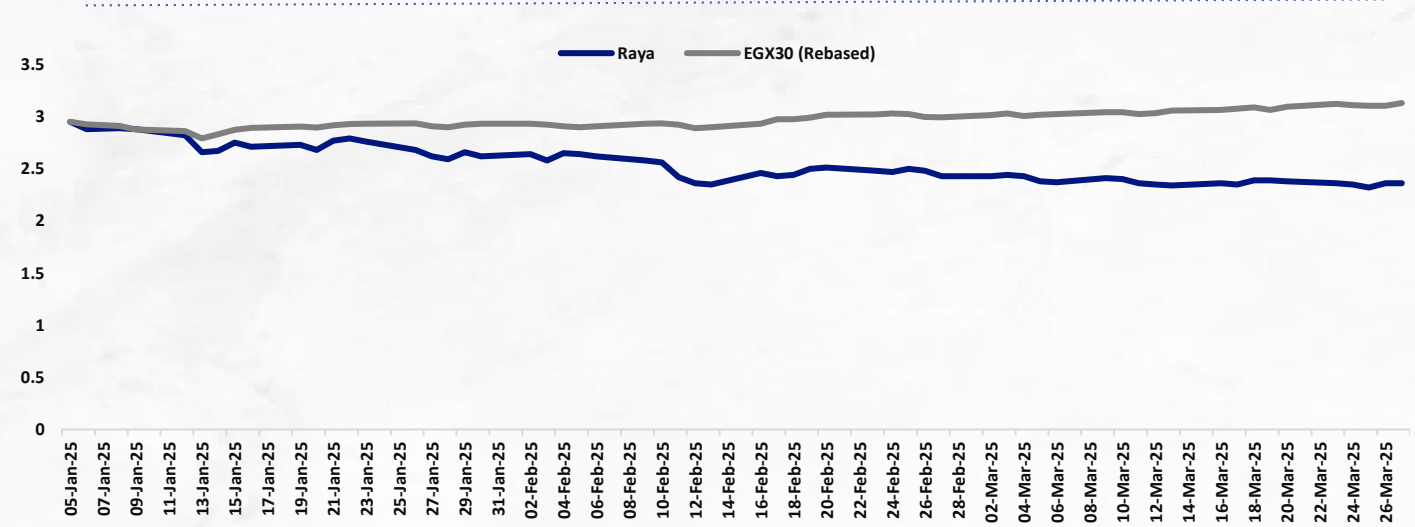


Share & Ownership Information

Share Information (RAYA.CA)

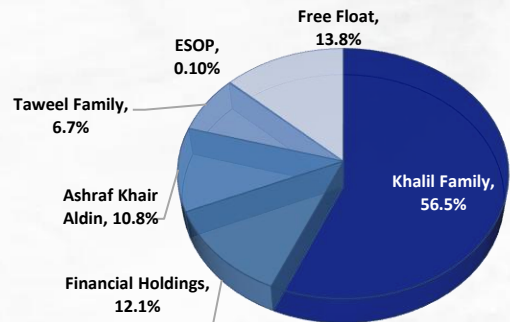


Stock Price Performance

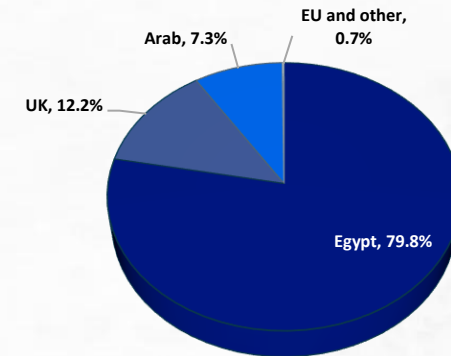


Shareholders Structure (as of March 31st, 2025)

Shareholders Structure



Shareholders by Geography



Dividends Overview



Cash Dividends

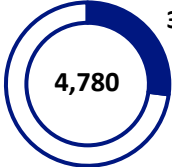
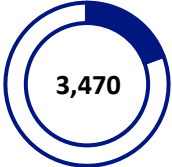

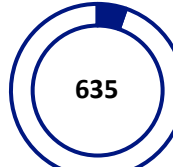
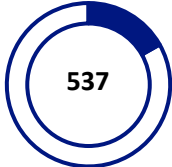
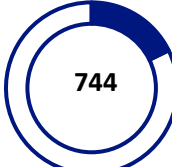
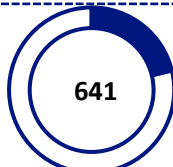
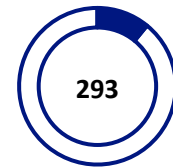
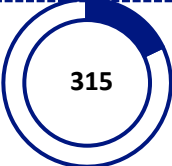
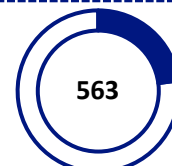
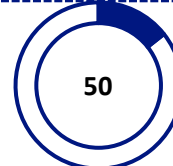
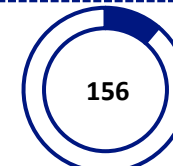
Coupon No.	Ex. Date	Payment Date	Dividend Amount
17	10/01/2023	15/01/2023	EGP 0.035
16	13/01/2022	18/01/2022	EGP 0.06
15	13/07/2021	18/07/2021	EGP 0.045
14	12/12/2019	15/01/2020	EGP 0.19
13	15/07/2019	18/07/2019	EGP 0.24
12	13/06/2019	18/06/2019	EGP 0.15
11	25/05/2017	29/05/2017	EGP 0.25
10	21/01/2016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

Group Overview



Raya Holding Group Overview



Overview	Market leader of consumer electronics in Egypt since 1998, operates in distribution, retail and maintenance	Leading system integrator established in 1998 with a vision to lead the information tech market depending on its dynamic portfolio	Leading integrated fintech company providing e- payment, microfinance & finance services solutions	World-class Business Process Outsourcing (BPO) and Contact Center Outsourcing (CCO) service provider
Industry	Retail & Distribution	Technology & Infrastructure	Fintech	Business Process Outsourcing
Revenue EGP Mn (1Q2025)	 4,780 37.1%	 3,470 26.9%	 1,722 13.4%	 635 4.9%
GP EGP Mn (1Q2025)	 537 20%	 744 27.7%	 641 23.8%	 293 10.9%
EBITDA EGP Mn (1Q2025)	 315 22.6%	 563 40.4%	 50 3.6%	 156 11.20%
% Ownership	100%	100%	76%	59.15%

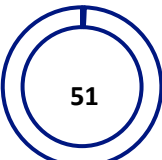
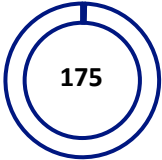
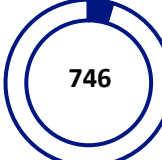
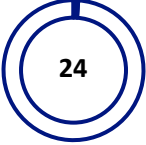
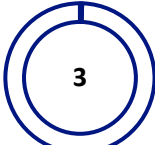
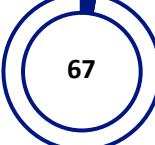
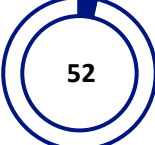
Raya Holding Group Overview



Overview	Leading manufacturer & distributor of food products in the market, as well as exporter to MENA, Africa & Europe	Frozen fruits and vegetables producer, covering the basic day-to-day product range backed by an agribusiness	Raya Auto is responsible for assembling and operating international modern vehicles brands and introducing them to Egypt's market.	Develops elegant smart commercial & office complexes, in partnership with world-renowned architectural and green building technology firms
Industry	Retail & Distribution	Manufacturing	Manufacturing	Hospitality
Revenue EGP Mn (1Q2025)	<p>572 4.4%</p>	<p>530 4.1%</p>	<p>338 2.6%</p>	<p>59 0.5%</p>
GP EGP Mn (1Q2025)	<p>56 2.1%</p>	<p>182 6.8%</p>	<p>83 3.1%</p>	<p>34 1.3%</p>
EBITDA EGP Mn (1Q2025)	<p>19 1.3%</p>	<p>91 6.5%</p>	<p>41 2.9%</p>	<p>26 1.9%</p>
% Ownership	100%	100%	100%	100%

Raya Holding Group Overview



Overview	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	Leading provider of supply chain management services w/ a special focus on trucking & logistics services, storage & vessel discharging.
Industry	Hospitality	Manufacturing	Logistics
Revenue EGP Mn (1Q2025)	 51 0.4%	 175 1.4%	 746 5.8%
GP EGP Mn (1Q2025)	 24 0.9%	 3 0.1%	 67 2.5%
EBITDA EGP Mn (1Q2025)	*NM	*NM	 52 3.7%
% Ownership	95.423%	100%	90%

Summary Income Statement

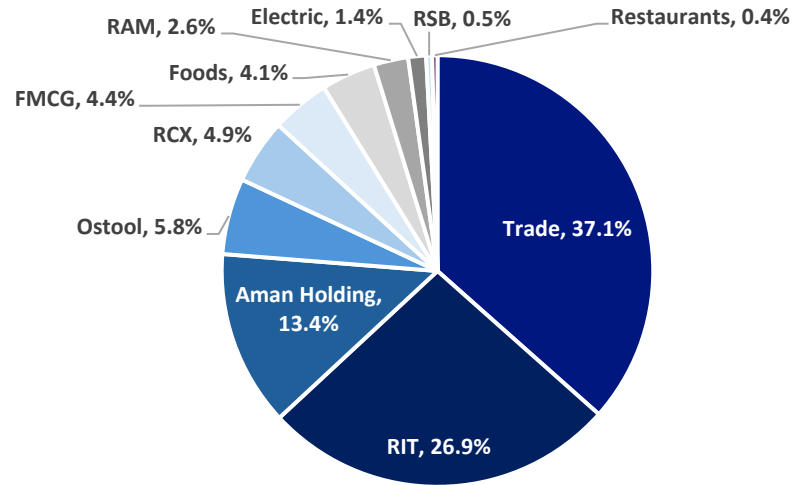
All Figures are EGP Mn	1Q24	1Q25	YoY % Change
Revenue	10,414	12,882	23.7%
Gross Profit	2,162	2,688	24.3%
<i>GPM</i>	<i>20.8%</i>	<i>20.9%</i>	<i>0.1 pts</i>
EBITDA	1,208	1,395	15.5%
<i>EBITDA Margin</i>	<i>11.6%</i>	<i>10.8%</i>	<i>(0.8 pts)</i>
Net Profit Before Minority	378	388	2.7%
<i>NPM</i>	<i>3.6%</i>	<i>3.0%</i>	<i>(0.6 pts)</i>
Net Profit After Minority	331	370	11.9%
<i>NPM</i>	<i>3.2%</i>	<i>2.9%</i>	<i>(0.3 pts)</i>

Summary Balance Sheet

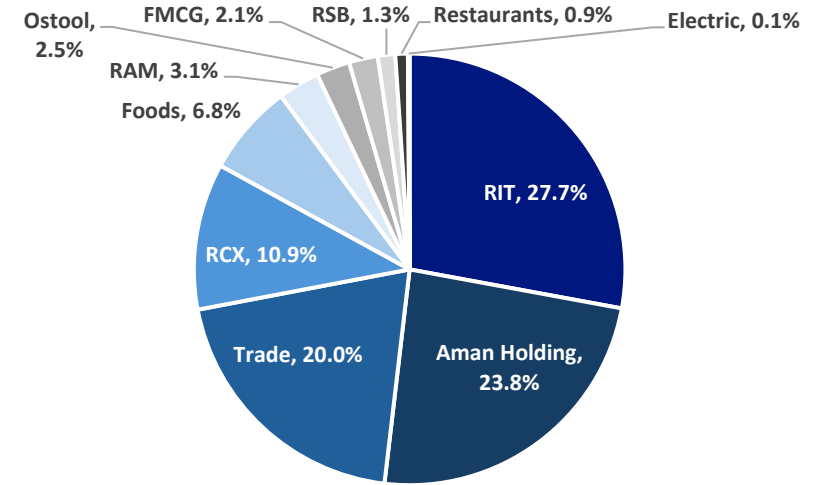
All Figures are EGP Mn	31-Dec-24	31-Mar-25
Total Non-current Assets	5,185	5,394
Cash	4,012	2,596
Total Current Assets	33,927	37,239
Total Assets	39,112	42,632
STL	2,056	2,314
Credit Facilities	10,494	11,979
Total Current Liabilities	30,690	32,595
LTL	995	1,807
Total Non-Current Liabilities	3,671	4,942
Total Liabilities	34,360	37,537
Working Capital	3,238	4,644
Total Equity	4,752	5,095
Total Debt	13,545	16,100

Raya Holding Group Overview

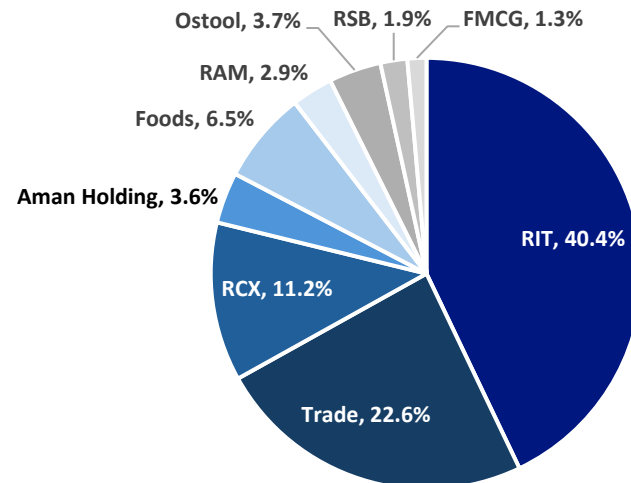
Revenues Breakdown By Portfolio Company



Gross Profit Breakdown By Portfolio Company



EBITDA Breakdown By Portfolio Company



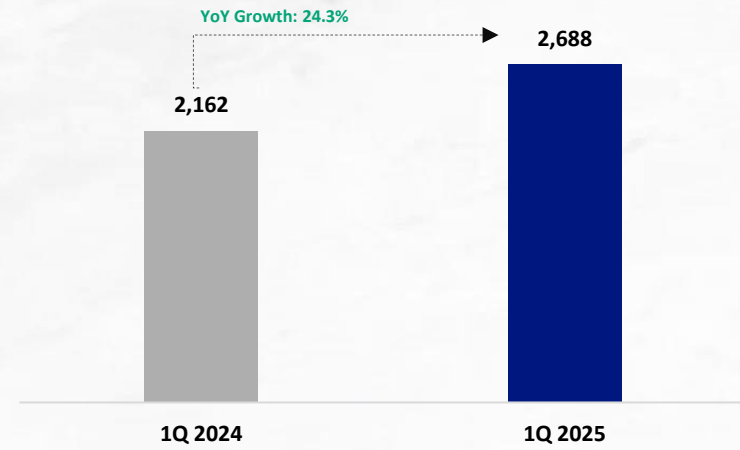
Raya Holding Group Overview

1Q-2025

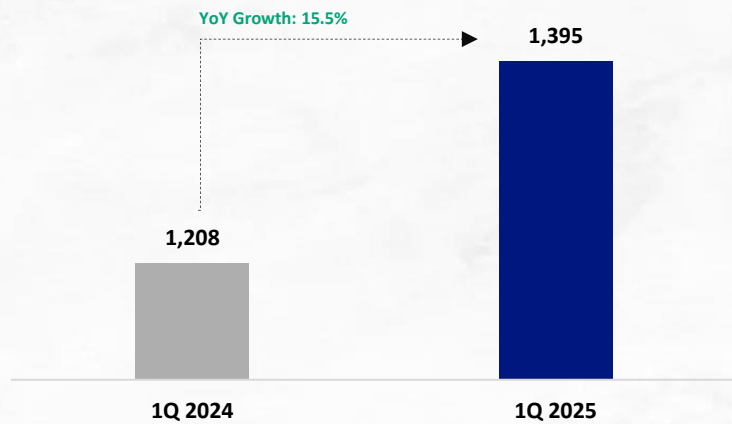
Revenue (EGP Mn)



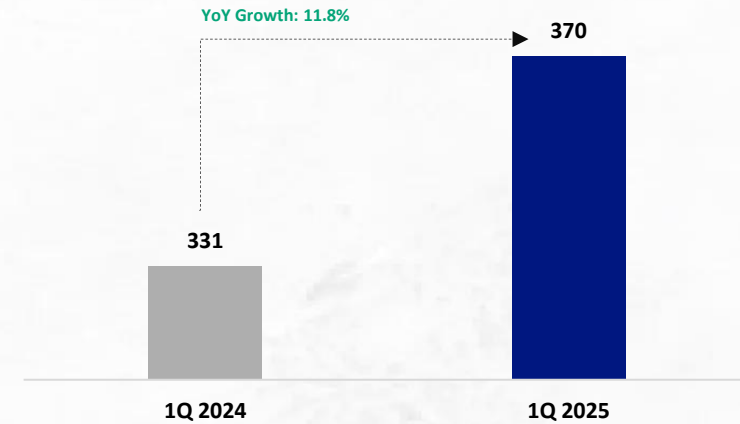
Gross Profit (EGP Mn)



EBITDA (EGP Mn)



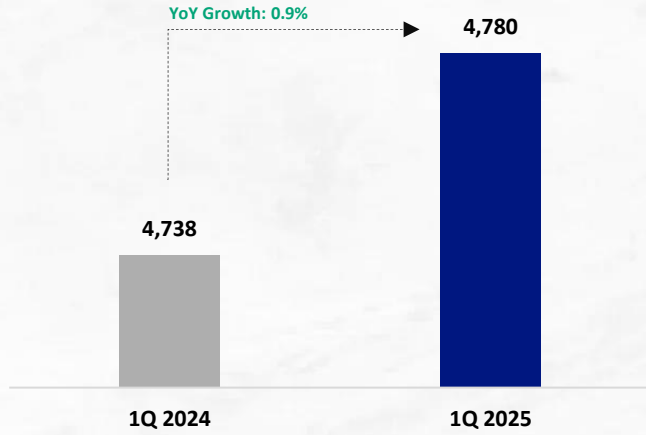
Net Profit After Minority (EGP Mn)



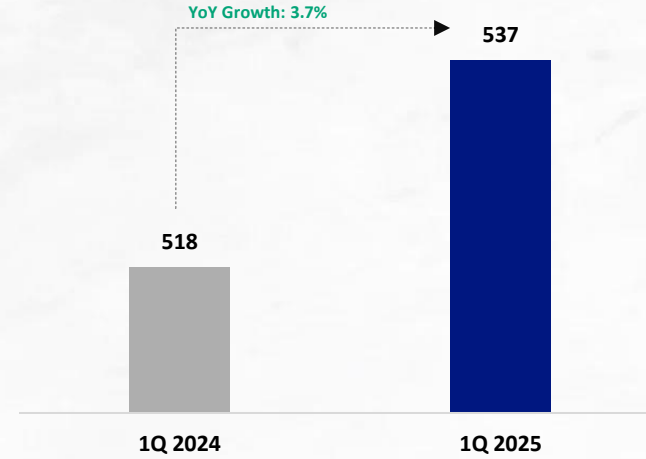
Portfolio Companies Performance



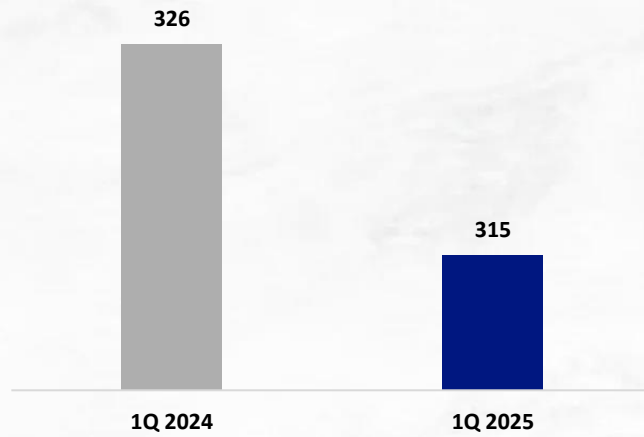
Revenue (EGP Mn)



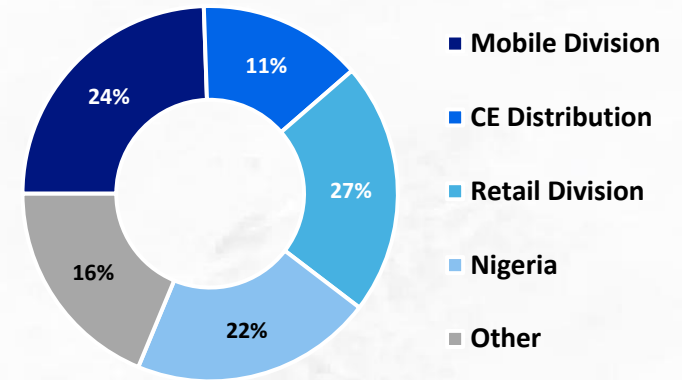
Gross Profit (EGP Mn)



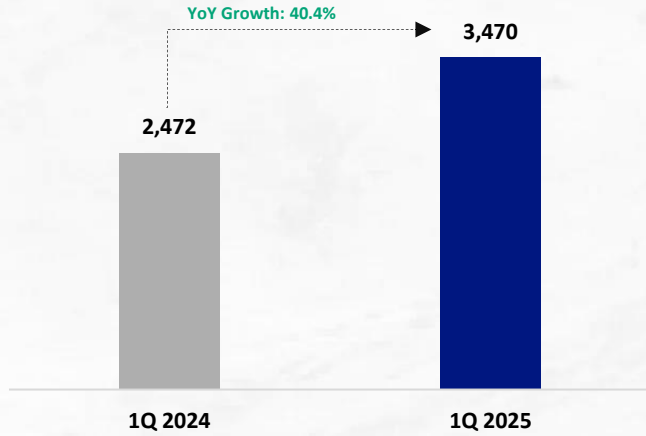
EBITDA (EGP Mn)



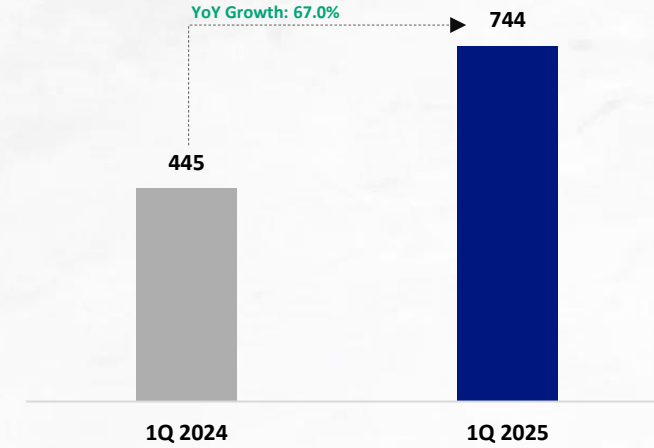
Revenue Breakdown by Product



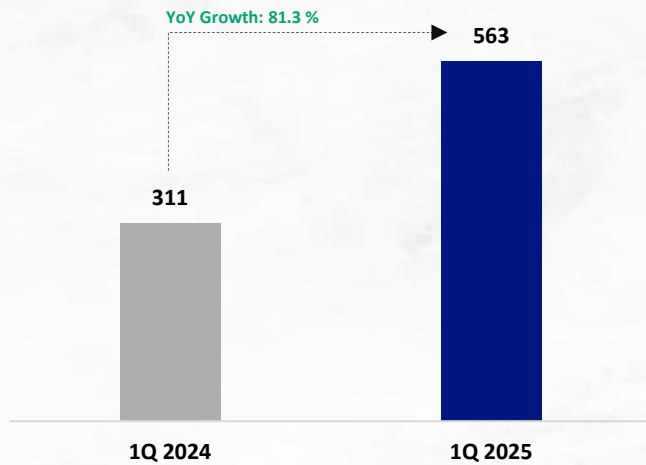
Revenue (EGP Mn)



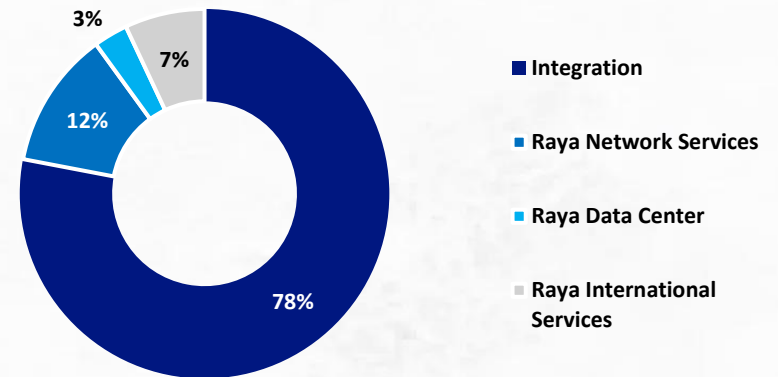
Gross Profit (EGP Mn)



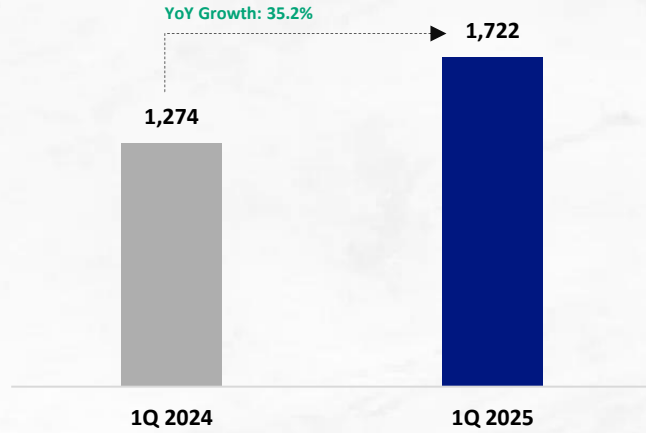
EBITDA (EGP Mn)



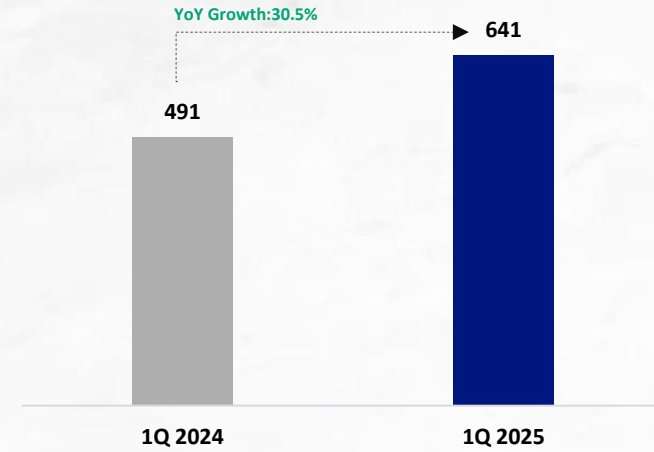
Revenue Breakdown by LOB



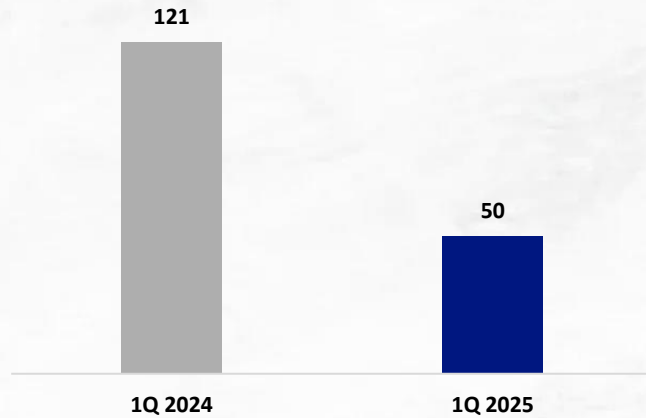
Net Revenue (EGP Mn)



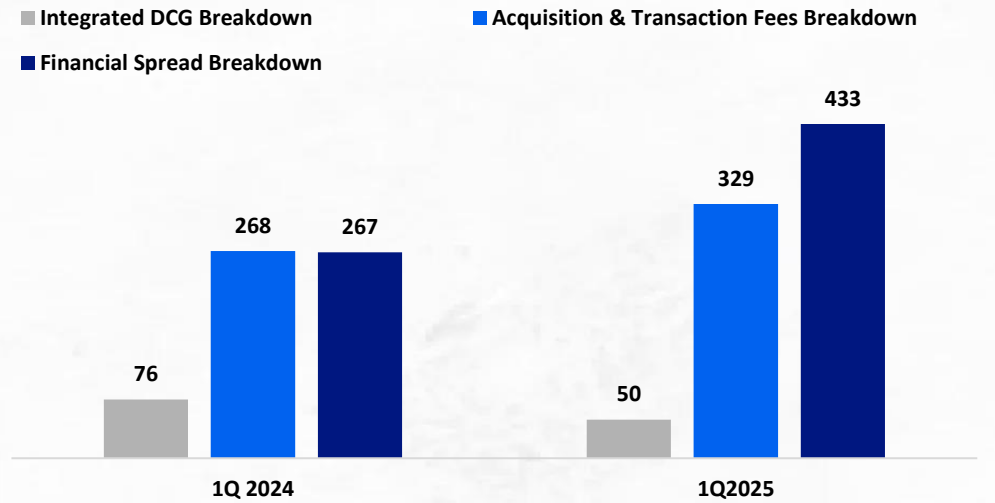
Gross Profit (EGP Mn)



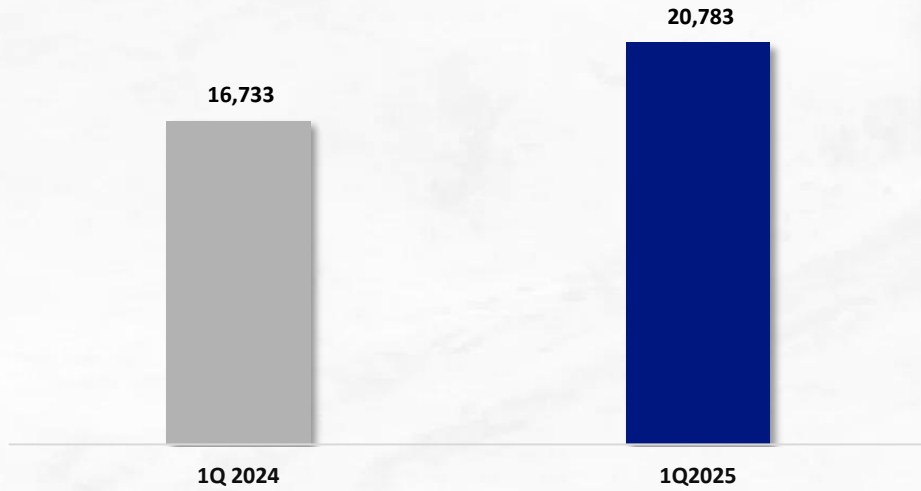
EBITDA (EGP Mn)



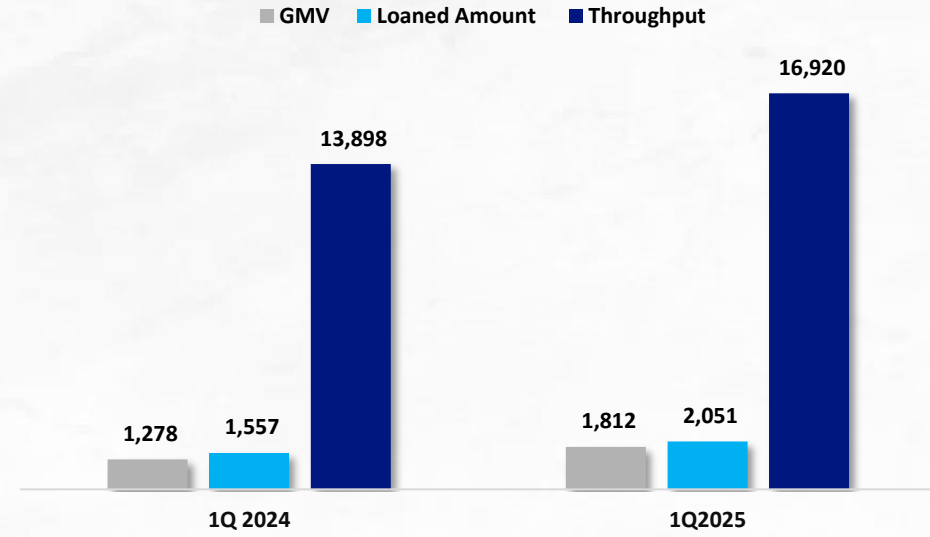
Net Revenue Breakdown by Product



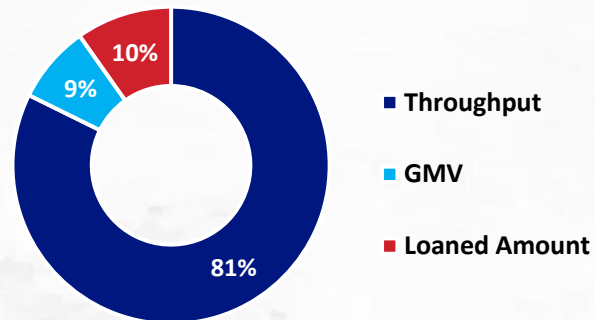
Gross Transaction Value (GTV)- EGP Mn



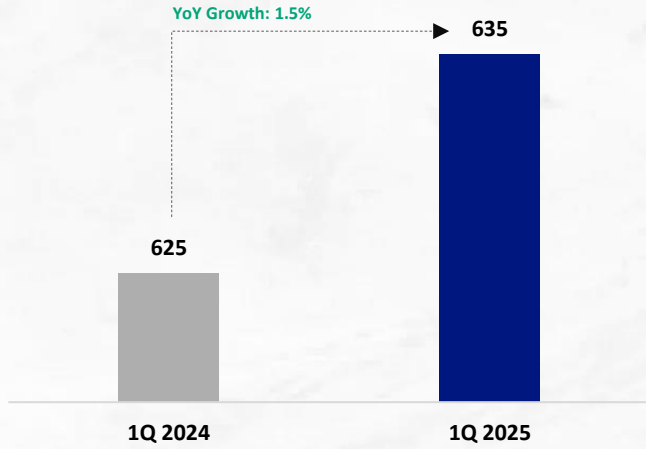
Gross Transaction Value (GTV) Breakdown



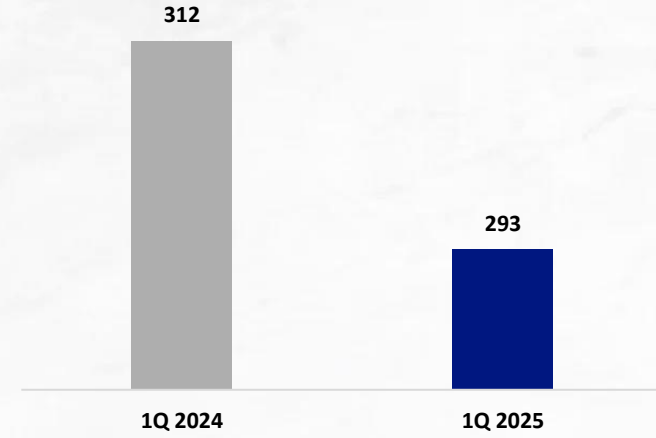
GTV Breakdown



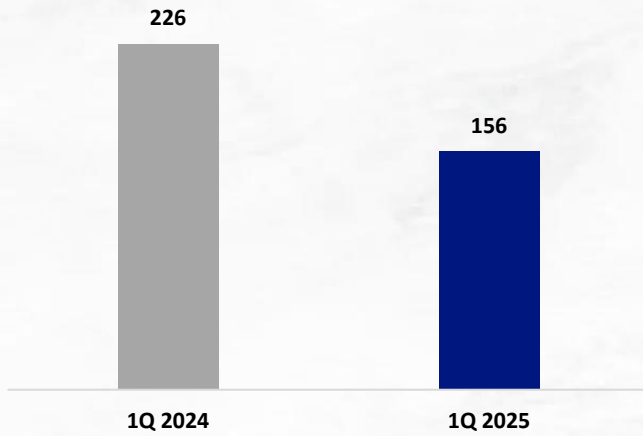
Revenue (EGP Mn)



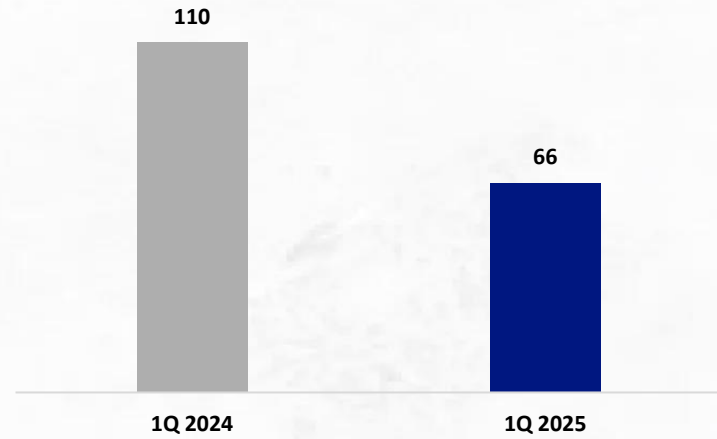
Gross Profit (EGP Mn)



EBITDA (EGP Mn)



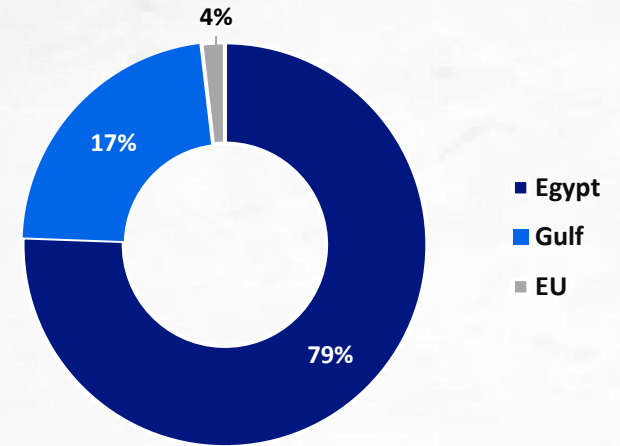
Net Profit After Minority (EGP Mn)



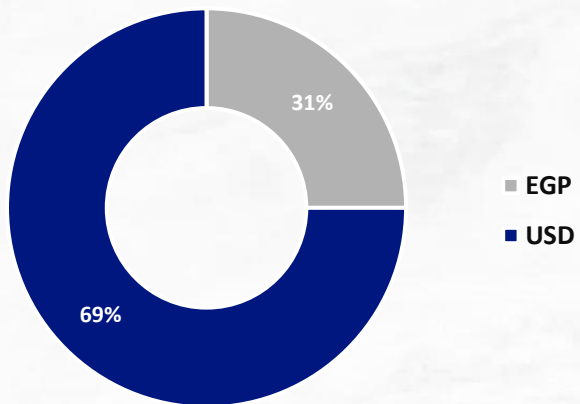
Share Information (RACC.CA)

Close (31/03/2025)	
6.92	
52 Wk High	52 Wk Low
7.86	4.82
Shares	Avg. Daily Turnover
205Mn	3.2Mn
Market Cap (EGP)	Market Cap (USD)
1,419Mn	28 Mn

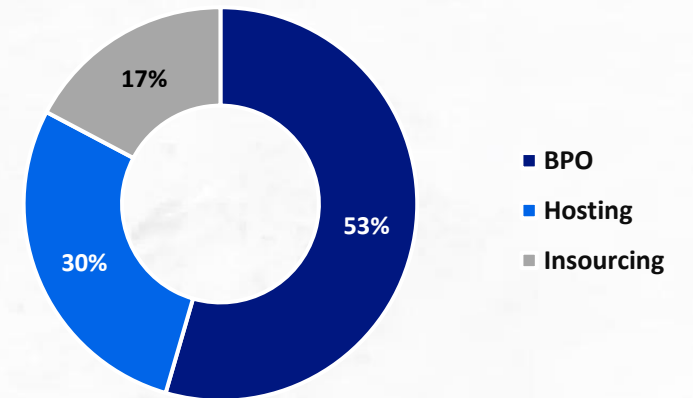
Revenue Breakdown by Region



Revenue Breakdown by Currency

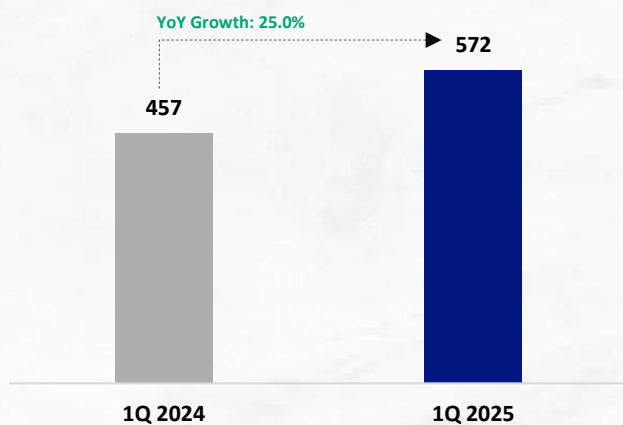


Revenue Breakdown by Service

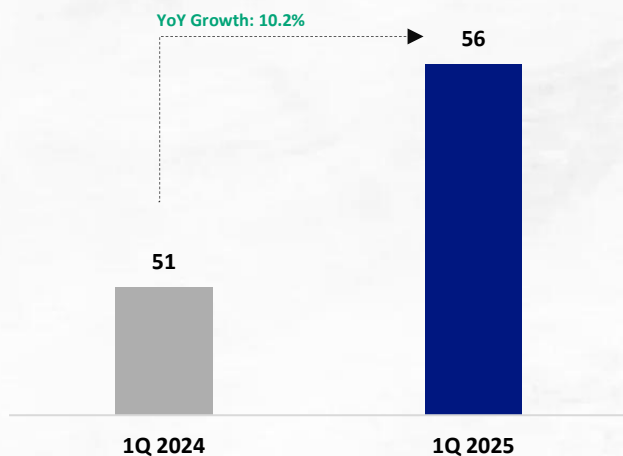


FMCG

Revenue (EGP Mn)

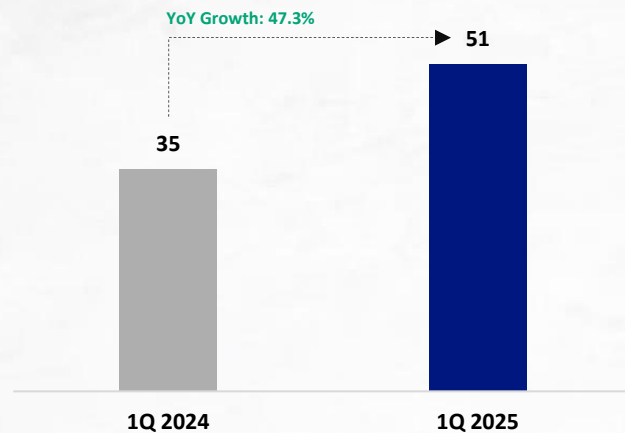


Gross Profit (EGP Mn)

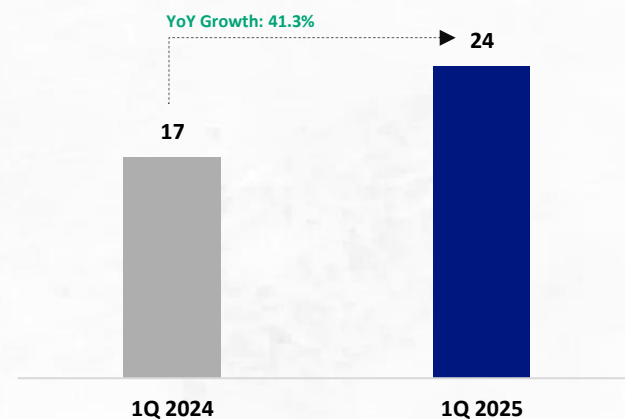


RESTAURANTS

Revenue (EGP Mn)

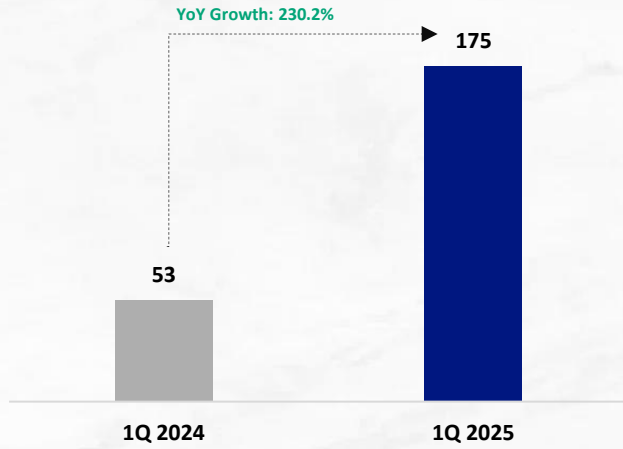


Gross Profit (EGP Mn)

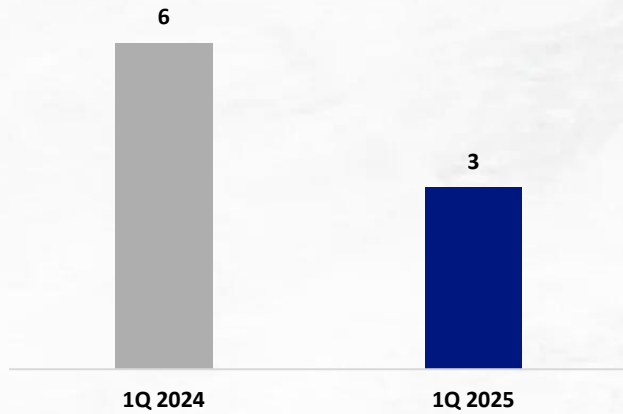


ELECTRIC

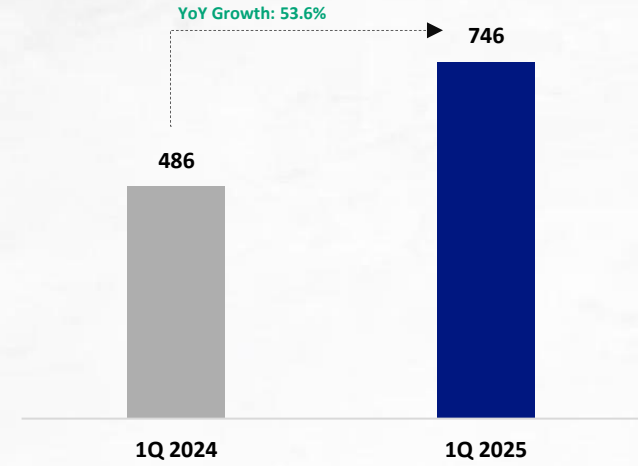
Revenue (EGP Mn)



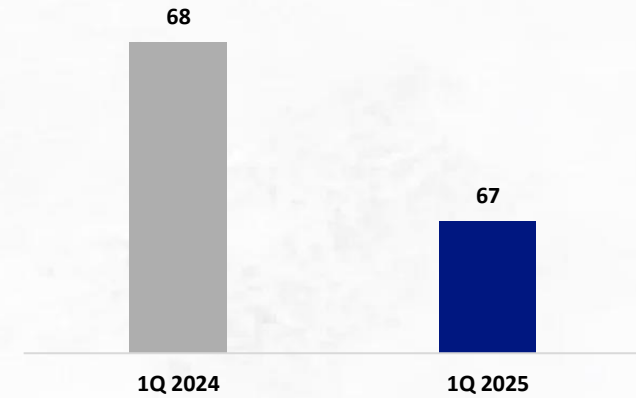
Gross Profit (EGP Mn)



Revenue (EGP Mn)



Gross Profit (EGP Mn)



AUTO

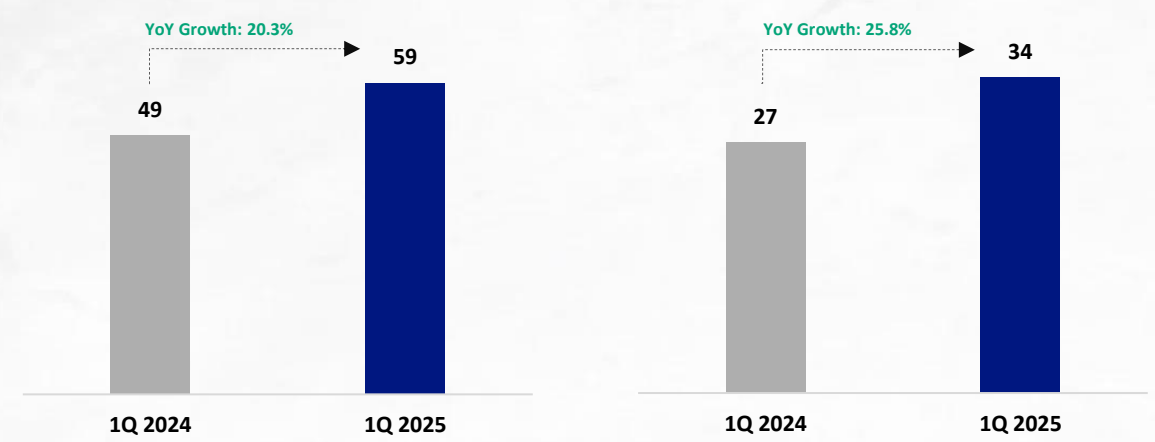
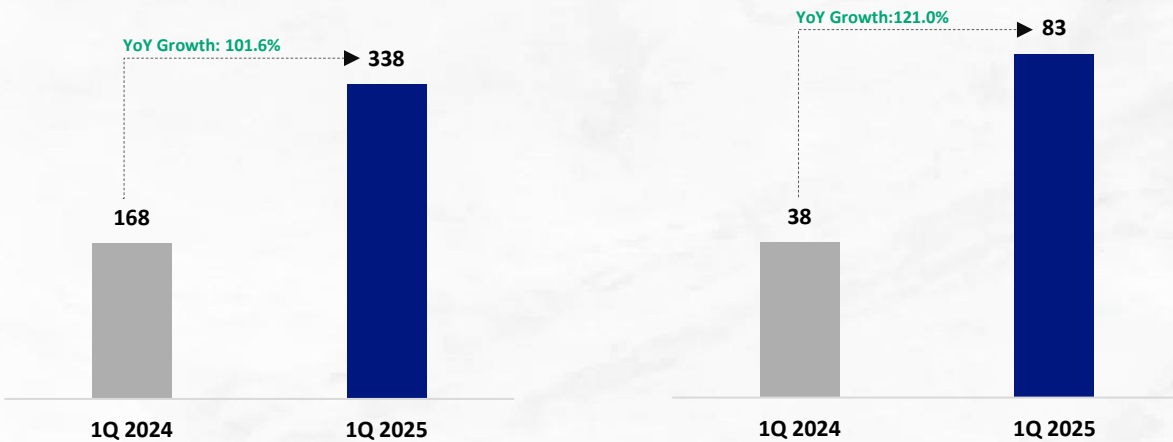
SMART BUILDINGS

Revenue (EGP Mn)

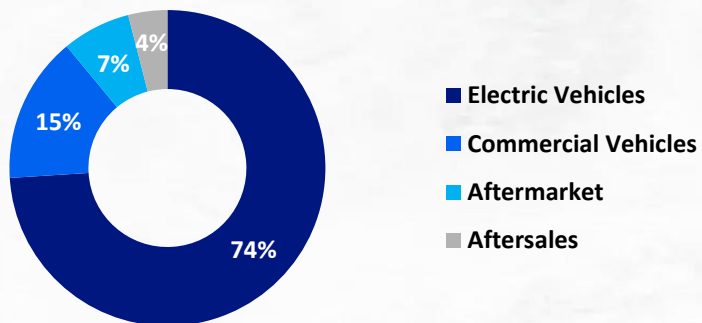
Gross Profit (EGP Mn)

Revenue (EGP Mn)

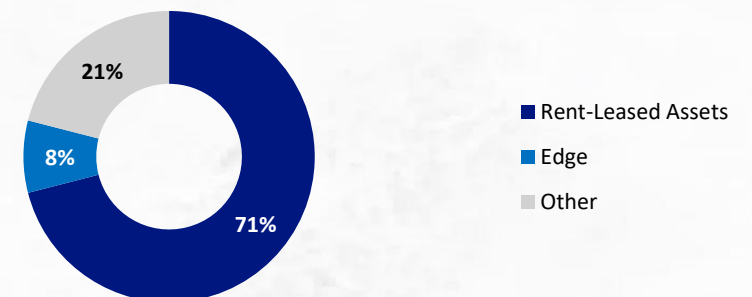
Gross Profit (EGP Mn)



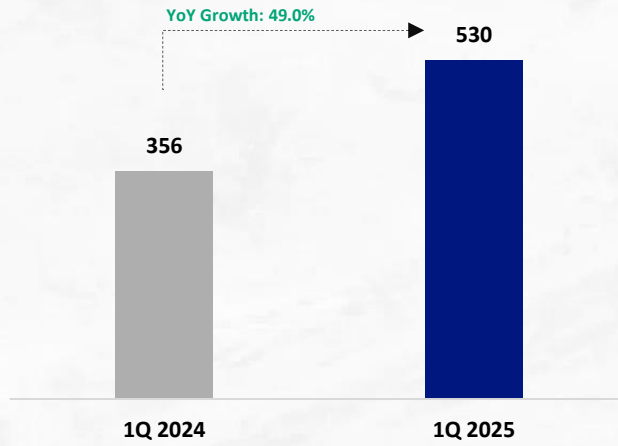
Revenue Mix



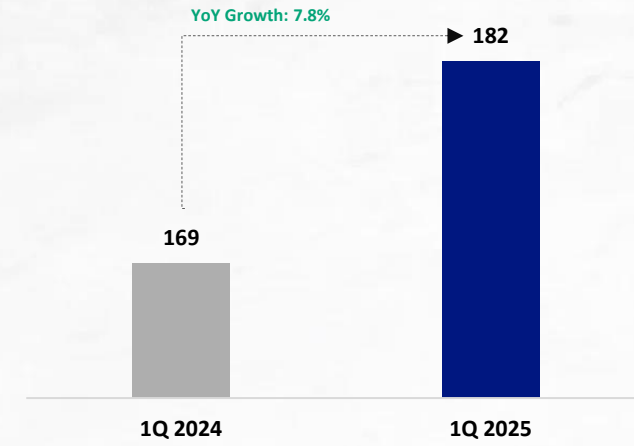
Revenue Mix



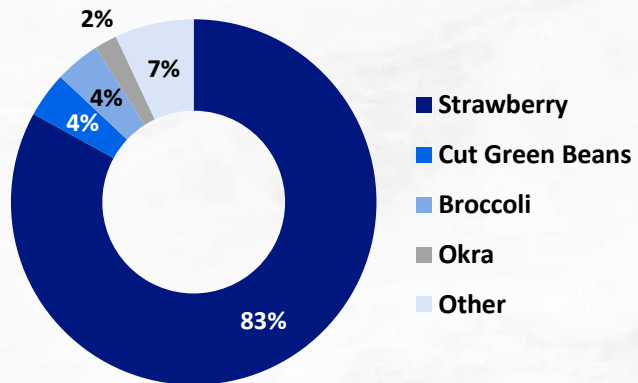
Revenue (EGP Mn)



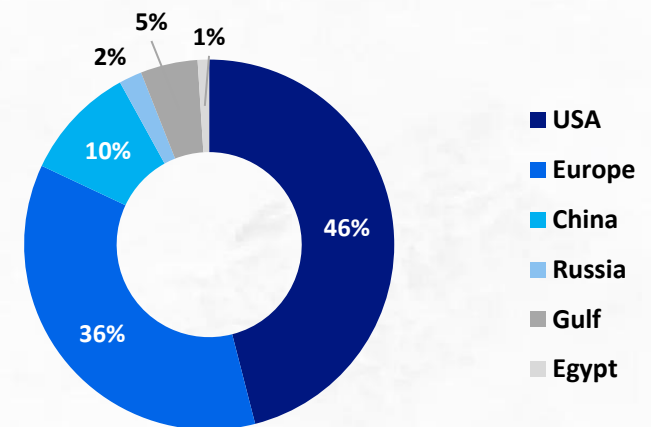
Gross Profit (EGP Mn)



Product Mix



Export Market



Financial Performance



All Figures are EGP Mn	1Q2024	1Q2025
Revenue	10,414	12,882
COGS	(8,252)	(10,194)
Gross Profit	2,162	2,688
General & Administrative Exp.	(771)	(1,061)
Selling & Marketing Exp.	(327)	(526)
Board Remuneration	(0)	(0)
EBITDA	1,208	1,395
Right of Use Assets Depreciation	(56)	(87)
Fixed Assets & Intangibles Depreciation	(89)	(208)
Provisions	(6)	(22)
Expected Credit Losses	(217)	(91)
Reversal of expected credit losses	103	5
Expected credit losses for debit balances	(14)	0
Operating Profit	930	993
FX Gain (Loss)	(24)	(4)
Company's share from profits of associates	54	72
Other Income (expense)		
Gain (losses) on Sale of Fixed Assets	1	1
Takaful contribution	(16)	(21)
EBIT	945	1,041
Interest Expense	(373)	(484)
EBT	572	557
Income Tax	(194)	(169)
Net Profit Before Minority	378	388
Distributed as follows:		
Raya Holding	331	370
Minority Interest	47	18

All Figures are EGP Mn	31-Dec-24	31-Mar-25
Assets		
Inventory	4,427	5,985
Work in Progress	1,348	1,455
Accounts And Notes Receivable	14,601	17,512
Short-term Investments through profit and loss	8	8
Prepayments And Other Debit Balances	9,524	9,674
Share Based Compensation(ESOP)	8	8
Cash on Hand and at Banks	4,012	2,596
Total Current Assets	33,927	37,239
Fixed Assets	2,430	2,632
Investment Properties	660	654
Projects under Construction	273	246
Intangible Assets	62	61
Right of Use Assets	1,198	1,165
Goodwill	274	274
Investments in Associates	261	333
Investments at fair value through other comprehensive income	24	27
Long-term Investments through other Comprehensive Income	2	2
Total Non-current Assets	5,185	5,394
Total Assets	39,112	42,632
Liabilities		
Provisions	191	207
Accounts And Notes Payable	9,095	9,575
Short-term loans	791	1,007
Current Portion of long-term loans	1,265	1,307
Current Portion of Long Term Liabilities-Right of Use	103	132
Income Taxes	34	10,330
Bank Overdraft	9,330	263
Accrued Expenses and other Credit Balances	9,879	9,654
Dividends Payable	1	119
Total Current Liabilities	30,690	32,595
Notes Payable - Noncurrent portion	142	226
Long Term loan	812	1,622
Bank Overdraft	1,164	1,649
Long Term Liabilities-Right of Use	1,268	1,213
Other Long-term Liabilities	183	185
Deferred Tax Liability	102	48
Total Non-current Liabilities	3,671	4,942
Total Liabilities	34,360	37,537
Equity		
Issued & Paid up Capital	1,070	1,070
Legal Reserve	96	96
General reserve	42	42
Credit Risk Reserve	78	78
Treasury Shares	(5)	(5)
Revaluation reserve of available for sale investments through comprehensive income	4	6
Accumulated foreign currency translation	129	58
Retained Earnings/ (Losses)	629	2,108
Profits for the year after minority interest	1,689	370
Total Equity Before Minority	3,733	3,825
Minority	30	1,271
Total Equity (EGP Mn)-including minority	4,752	5,095

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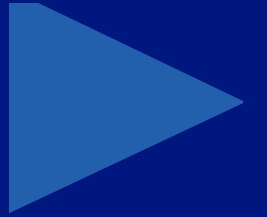
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Thank You!