

Earnings Presentation

Raya Holding for Financial Investments

3Q & 9M 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

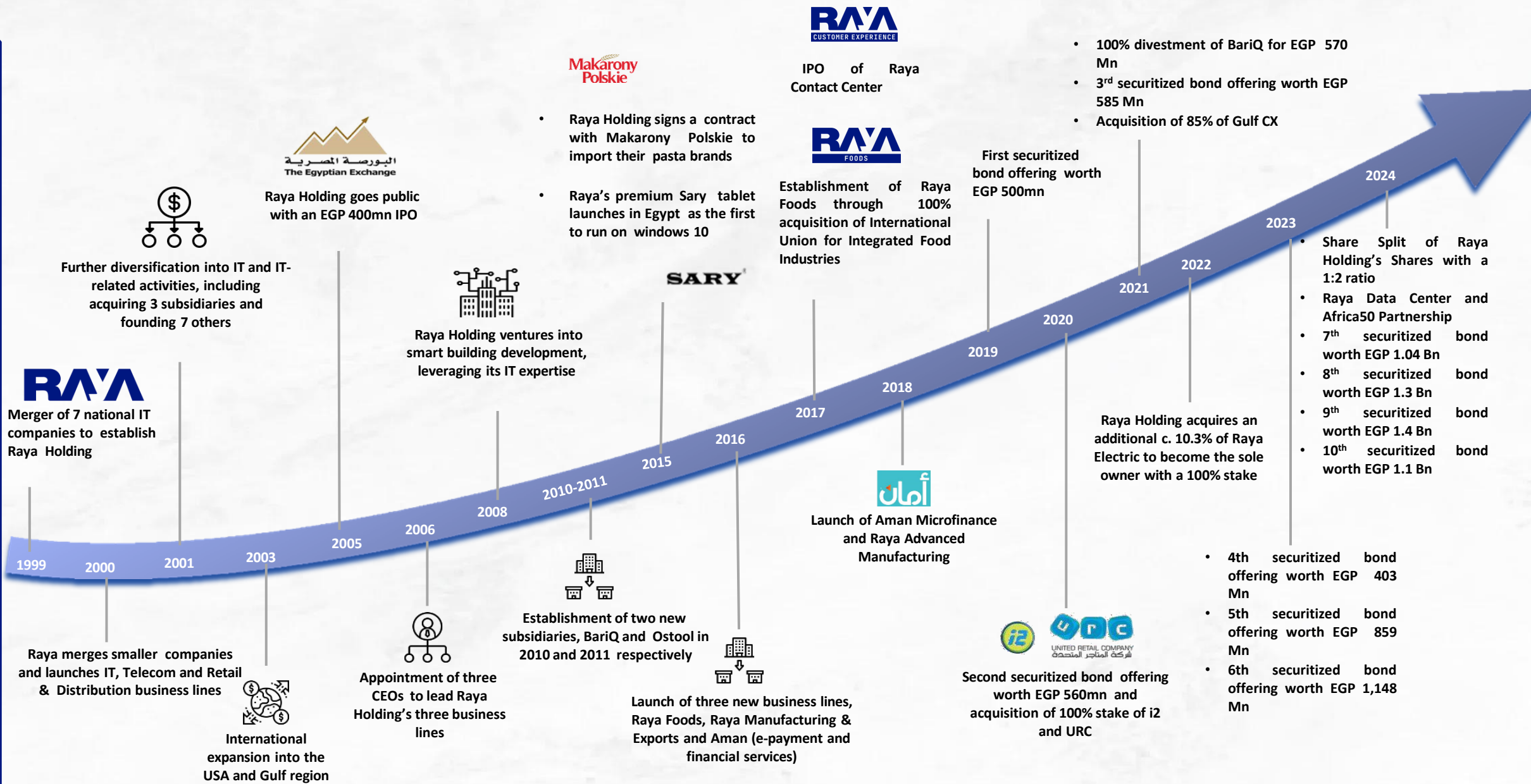


11
Portfolio Companies



2005
Listed in EGX

Key Milestones

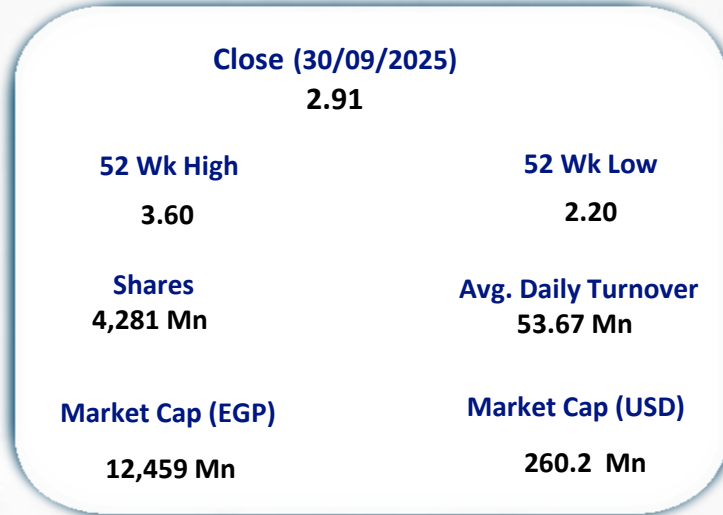


Stock Overview

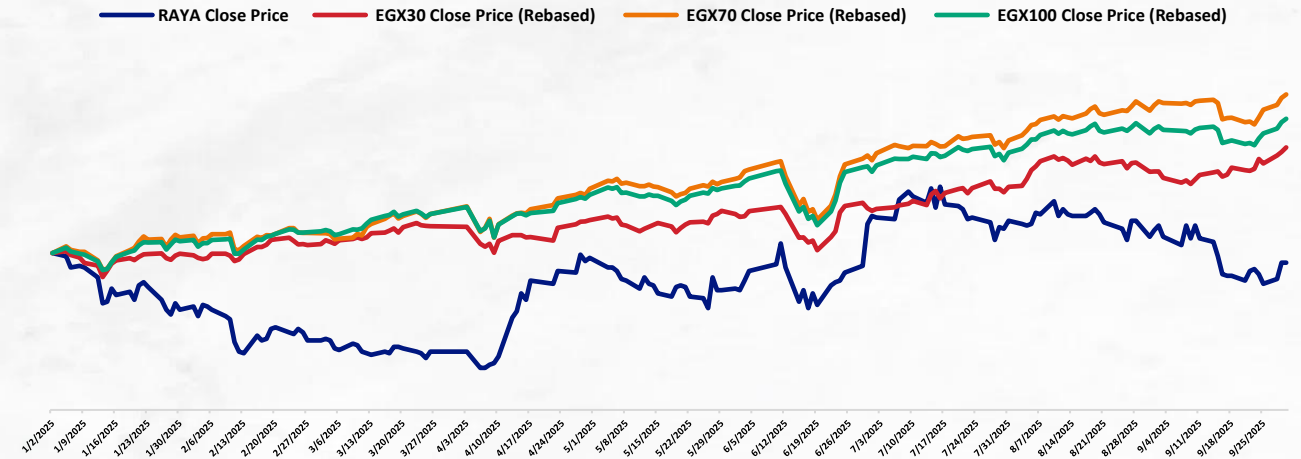


Share & Ownership Information

Share Information (RAYA.CA)

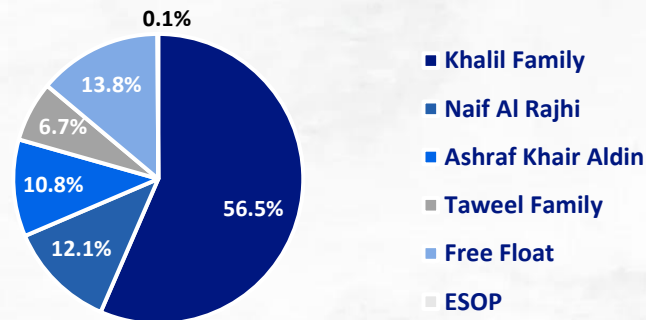


Stock Price Performance

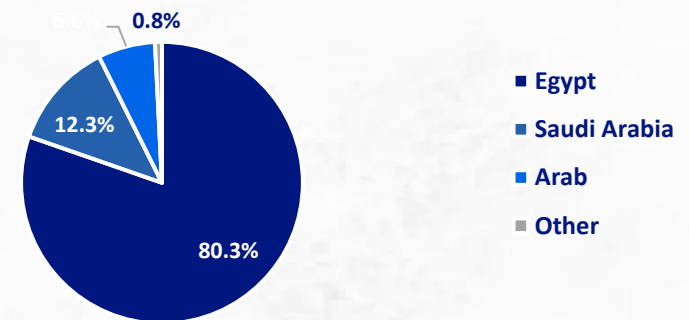


Shareholders Structure (as of September 30th, 2025)

Shareholders Structure
As of September 30th, 2025



Shareholders Structure By Region
As of September 30th, 2025



Dividends Overview



Cash Dividends

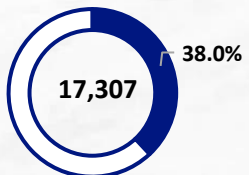
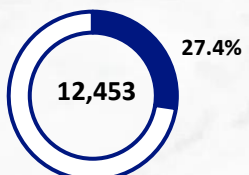
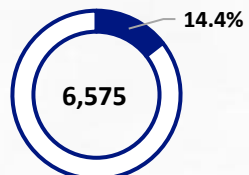
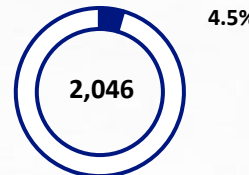
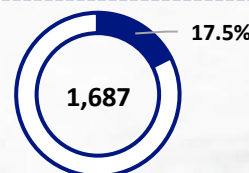
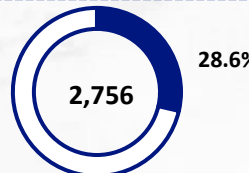
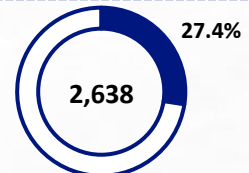
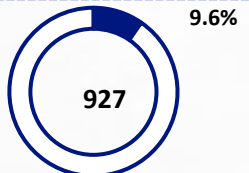
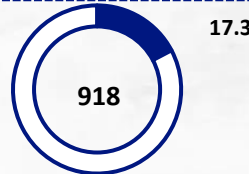
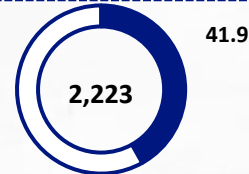
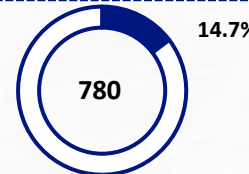
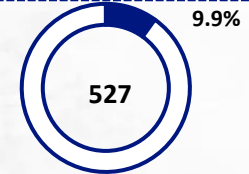
Coupon No.	Ex. Date	Payment Date	Dividend Amount
18	07/07/2025	10/07/2025	EGP 0.04
17	10/01/2023	15/01/2023	EGP 0.035
16	13/01/2022	18/01/2022	EGP 0.06
15	13/07/2021	18/07/2021	EGP 0.045
14	12/12/2019	15/01/2020	EGP 0.19
13	15/07/2019	18/07/2019	EGP 0.24
12	13/06/2019	18/06/2019	EGP 0.15
11	25/05/2017	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






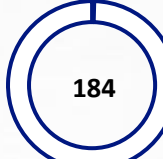
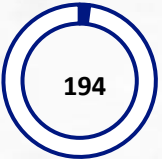


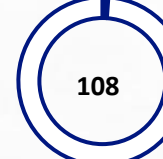
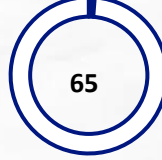

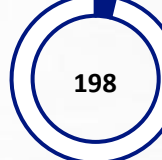

Raya Holding Group Overview



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 (9M2025)	 <p>17,307</p>	 <p>12,453</p>	 <p>6,575</p>	 <p>2,046</p>
GP EGP Mn (9M2025)	 <p>1,687</p>	 <p>2,756</p>	 <p>2,638</p>	 <p>927</p>
EBITDA EGP Mn (9M2025)	 <p>918</p>	 <p>2,223</p>	 <p>780</p>	 <p>527</p>
% Ownership	100%	100%	76%	59.93%

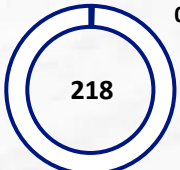
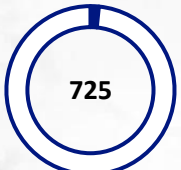

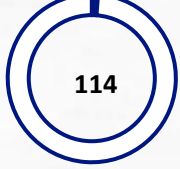
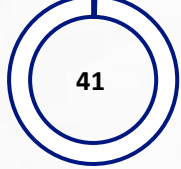
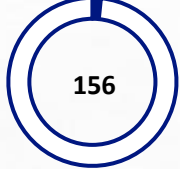
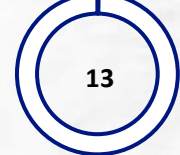
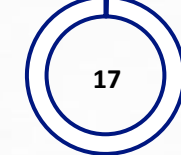
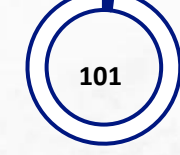
Raya Holding Group Overview



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 (9M2025)	 3.7% 1,695	 4.3% 1,953	 2.8% 1,290	 0.4% 184
GP EGP Mn (9M2025)	 2.0% 194	 6.3% 611	 3.4% 327	 1.1% 108
EBITDA EGP Mn (9M2025)	 1.2% 65	 6.2% 331	 3.7% 198	 1.9% 99
% 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 (9M2025)	 0.5% 218	 1.6% 725	 4.0% 1,821
GP EGP Mn (9M2025)	 1.2% 114	 0.4% 41	 1.6% 156
EBITDA EGP Mn (9M2025)	 0.2% 13	 0.3% 17	 1.9% 101
% Ownership	95.423%	100%	90%

Summary Income Statement 3Q & 9M

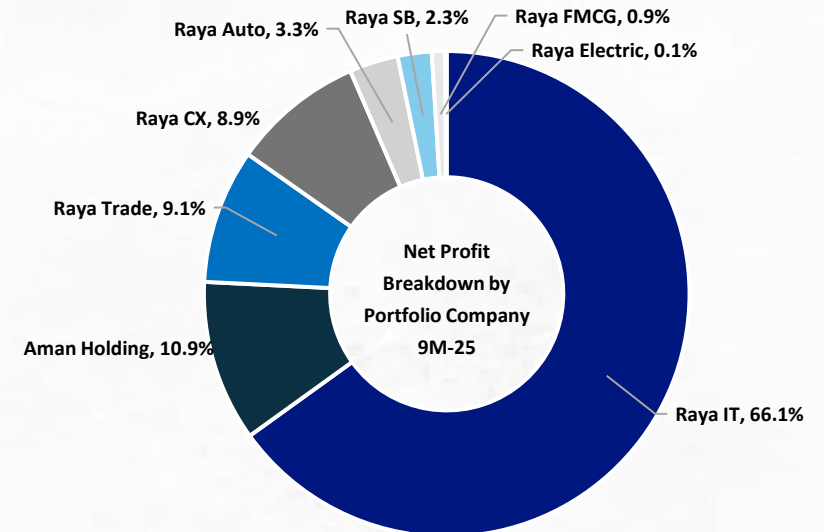
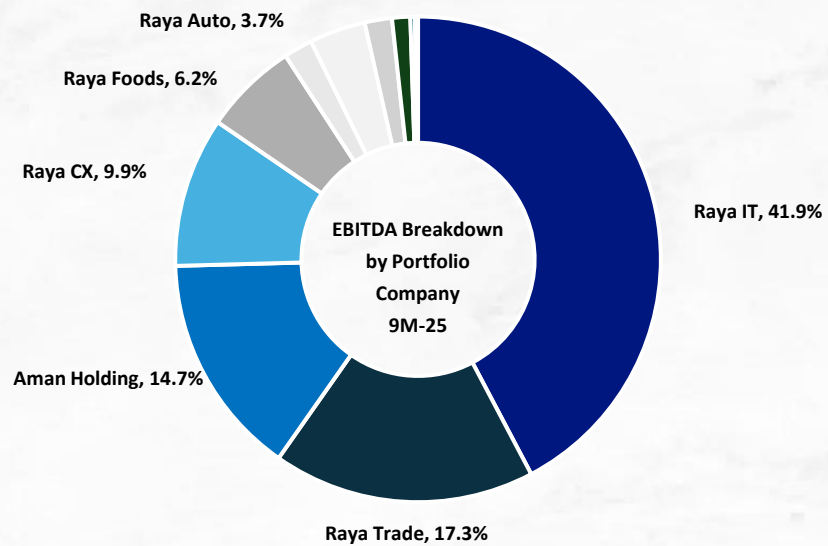
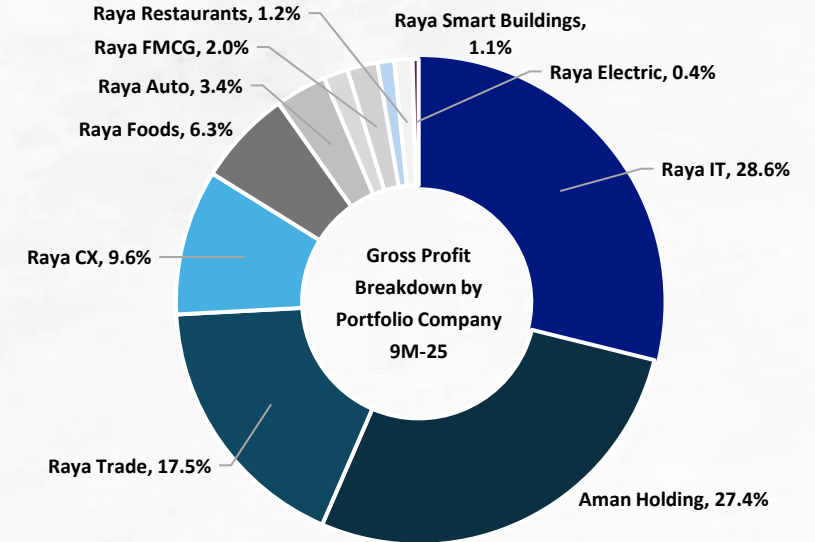
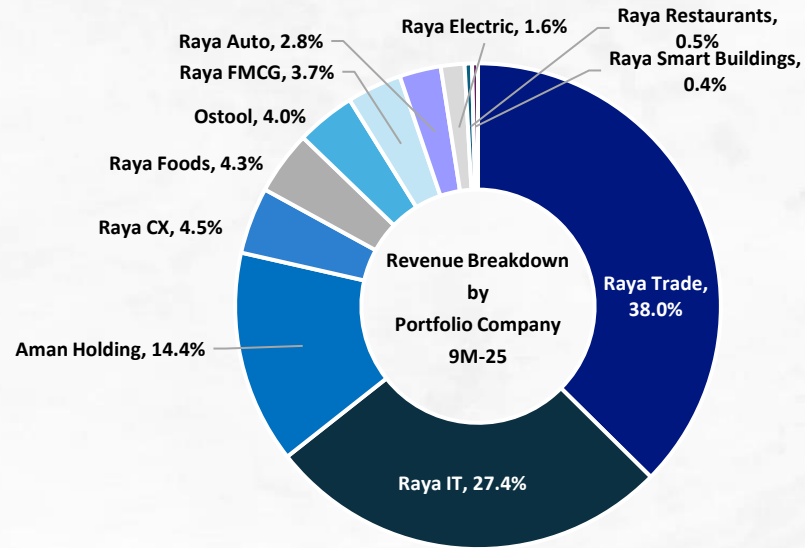
All Figures are EGP Mn	3Q24	2Q25	3Q25	QoQ % Change	YoY % Change
Revenue	12,184	14,896	17,724	19.0%	45.5%
Gross Profit	2,470	3,316	3,627	9.4%	46.8%
<i>GPM</i>	<i>20.3%</i>	<i>22.3%</i>	<i>20.5%</i>	<i>(1.8pts)</i>	<i>0.2pts</i>
EBITDA	1,324	1,808	2,106	16.5%	59.1%
<i>EBITDA Margin</i>	<i>10.9%</i>	<i>12.1%</i>	<i>11.9%</i>	<i>(0.3pts)</i>	<i>1.0pts</i>
Net Profit Before Minority	514	584	808	38.4%	57.3%
<i>NPM</i>	<i>4.2%</i>	<i>3.9%</i>	<i>4.6%</i>	<i>0.6pts</i>	<i>0.3pts</i>
Net Profit After Minority	456	522	740	41.8%	62.4%
<i>NPM</i>	<i>3.7%</i>	<i>3.5%</i>	<i>4.2%</i>	<i>0.7pts</i>	<i>0.4pts</i>

All Figures are EGP Mn	9M24	9M25	YoY % Change
Revenue	32,272	45,502	41.0%
Gross Profit	6,809	9,631	41.4%
<i>GPM</i>	<i>21.1%</i>	<i>21.2%</i>	<i>0.1pts</i>
EBITDA	3,697	5,309	43.6%
<i>EBITDA Margin</i>	<i>11.5%</i>	<i>11.7%</i>	<i>0.2pts</i>
Net Profit Before Minority	1,276	1,780	39.5%
<i>NPM</i>	<i>4.0%</i>	<i>3.9%</i>	<i>(0.04pts)</i>
Net Profit After Minority	1,110	1,632	47.0%
<i>NPM</i>	<i>3.4%</i>	<i>3.6%</i>	<i>0.15pts</i>

Summary Balance Sheet

	31-Dec-24	30-Sep-25
Total Non-current Assets	5,185	5,872
Cash	4,012	3,415
Total Current Assets	33,927	44,292
Total Assets	39,112	50,164
STL	2,056	2,760
Credit Facilities	10,494	15,322
Total Current Liabilities	30,690	38,939
LTL	995	1,851
Total Non-Current Liabilities	3,671	4,727
Total Liabilities	34,360	43,666
Working Capital	3,238	5,353
Total Equity	4,752	6,498
Total Debt	13,545	19,933

Raya Holding Group Overview

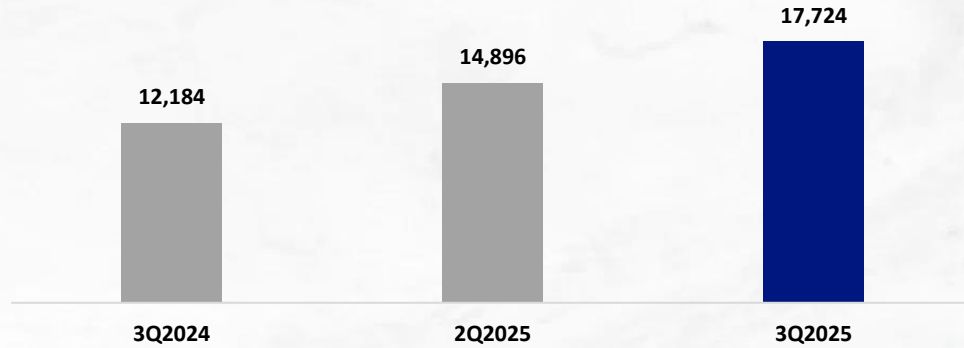


Raya Holding Group Overview

3Q-2025

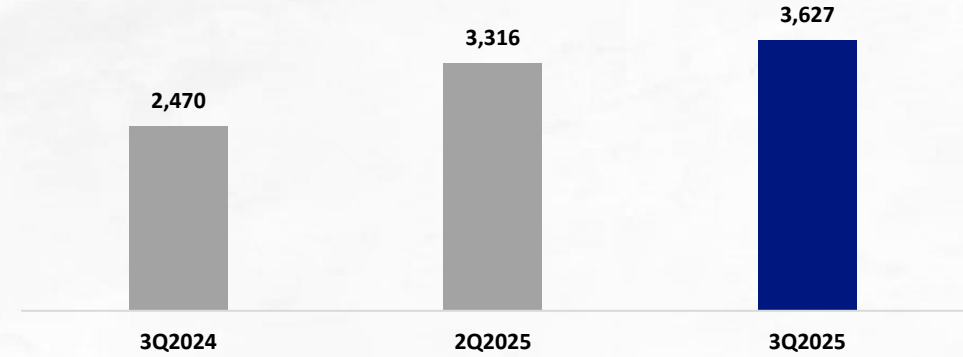
Revenue (EGP Mn)

QoQ Growth= 19.0%
YoY Growth= 45.5%



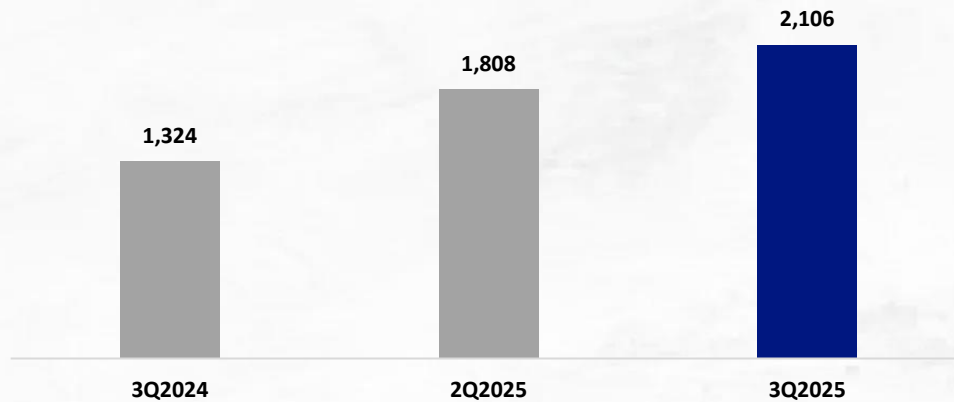
Gross Profit (EGP Mn)

QoQ Growth= 9.4%
YoY Growth= 46.8%



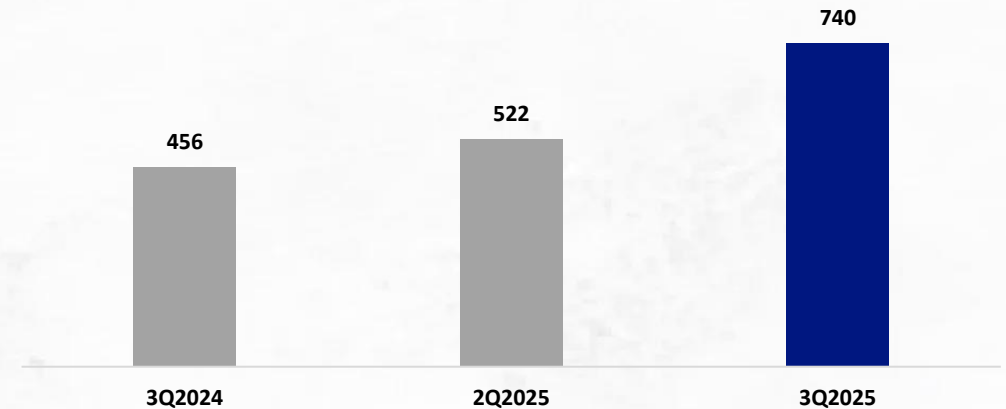
EBITDA (EGP Mn)

QoQ Growth= 16.5%
YoY Growth= 59.1%



Net Profit After Minority (EGP Mn)

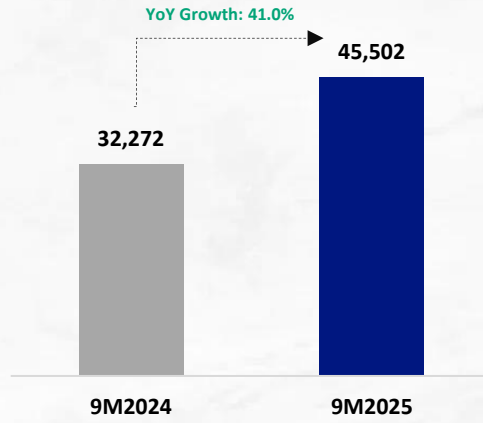
QoQ Growth= 41.8%
YoY Growth= 62.4%



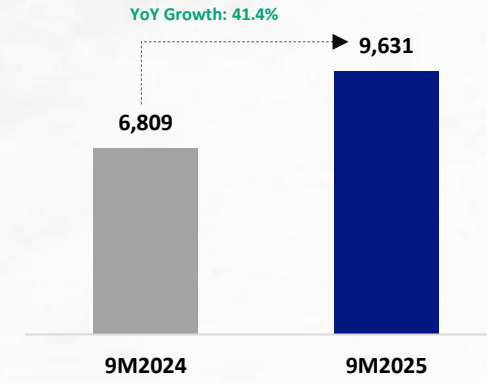
Raya Holding Group Overview

9M-2025

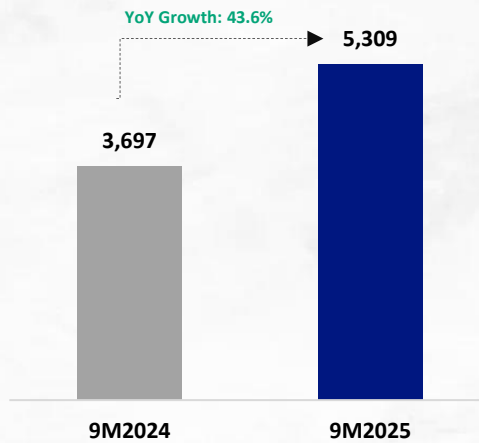
Revenue (EGP Mn)



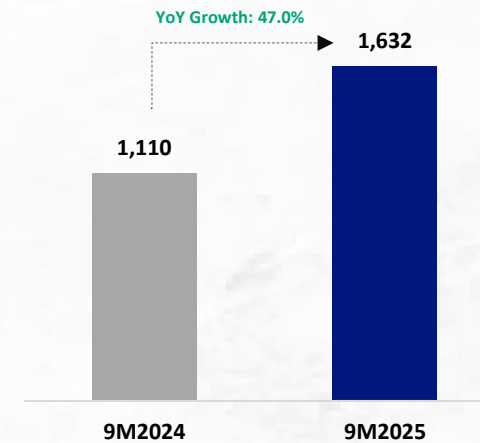
Gross Profit (EGP Mn)



EBITDA (EGP Mn)



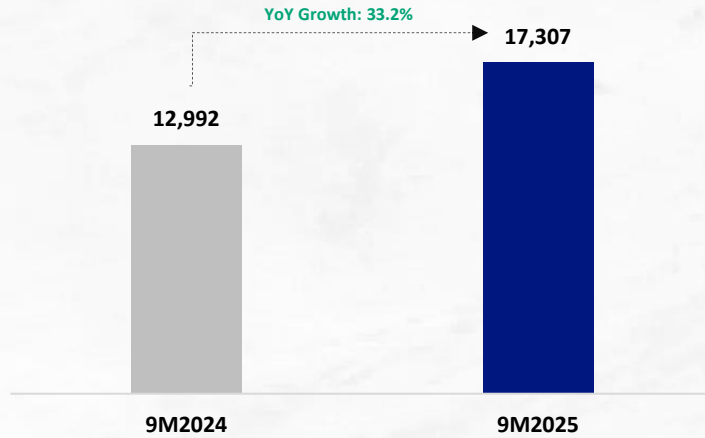
Net Profit After Minority (EGP Mn)



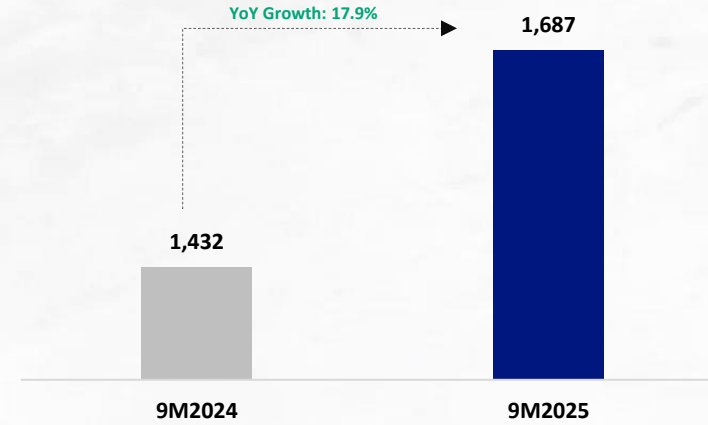
Portfolio Companies Performance



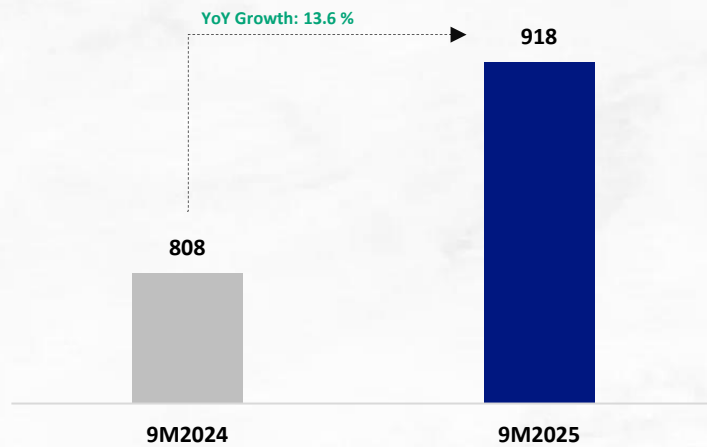
Revenue (EGP Mn)



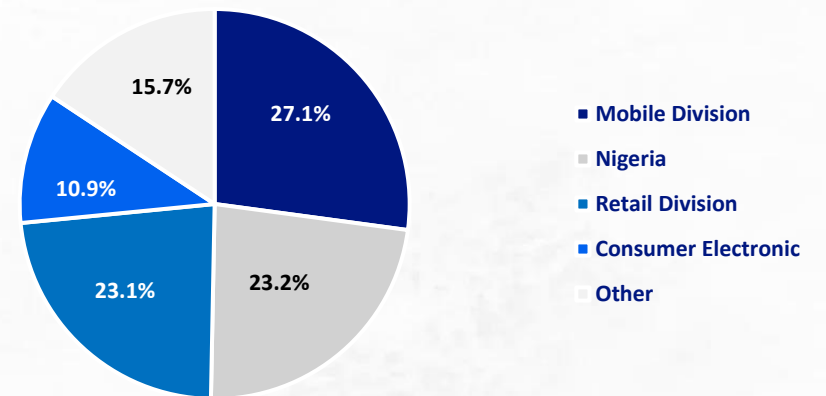
Gross Profit (EGP Mn)



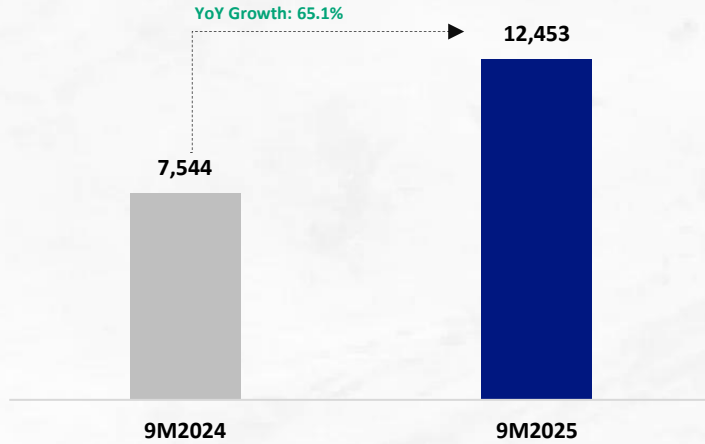
EBITDA (EGP Mn)



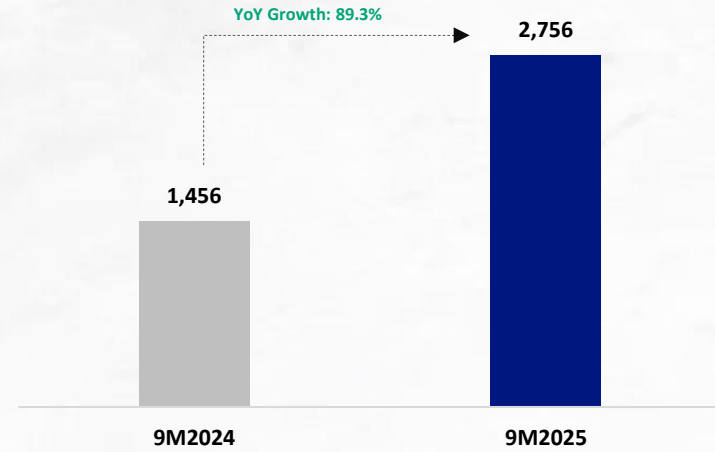
Revenue Breakdown by Product (1H-2025)



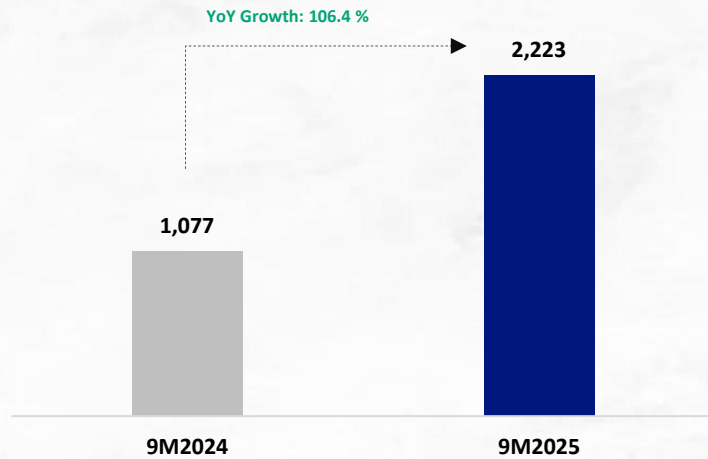
Revenue (EGP Mn)



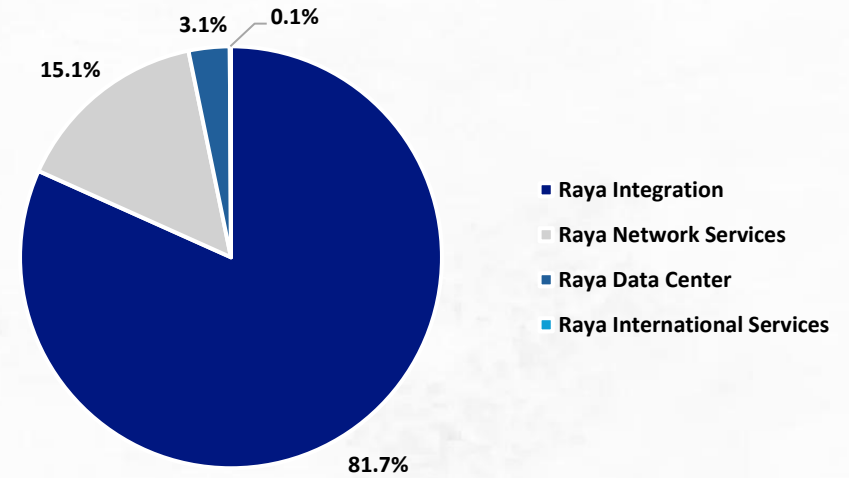
Gross Profit (EGP Mn)



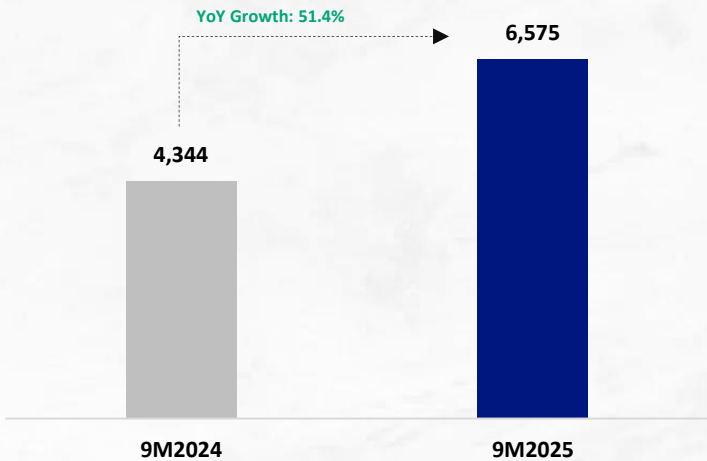
EBITDA (EGP Mn)



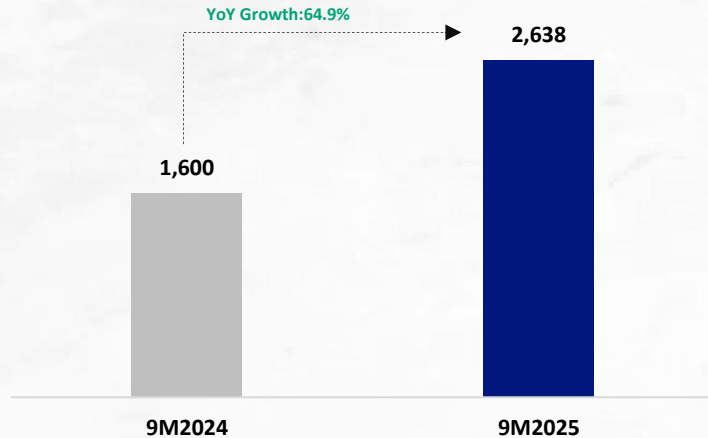
Revenue Breakdown by Product



Revenue (EGP Mn)



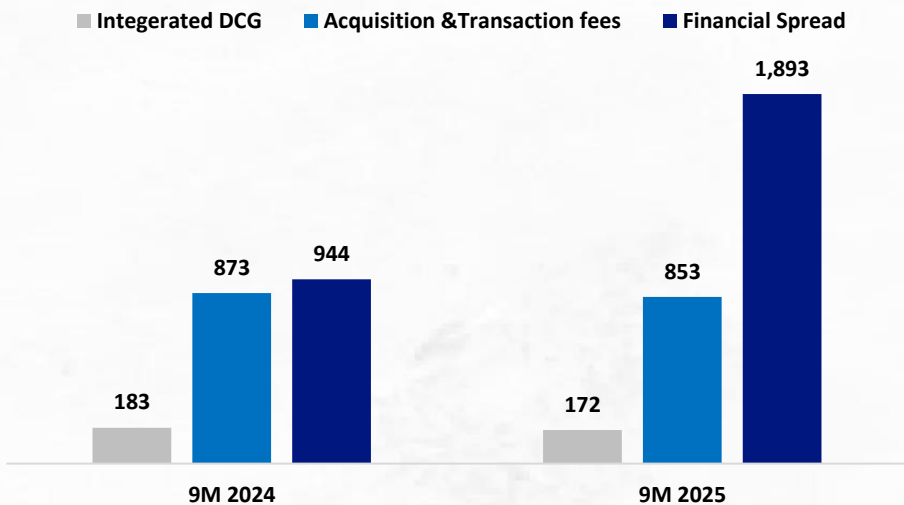
Gross Profit (EGP Mn)



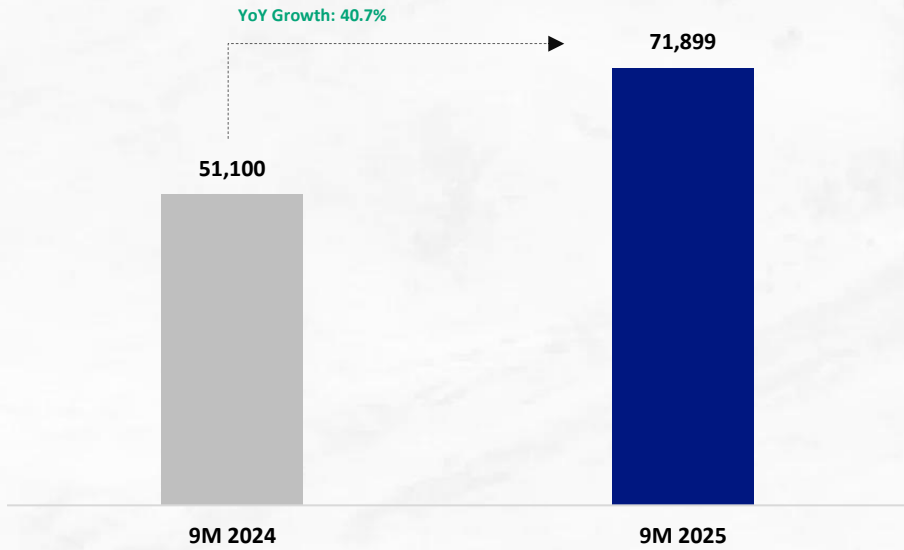
EBITDA (EGP Mn)



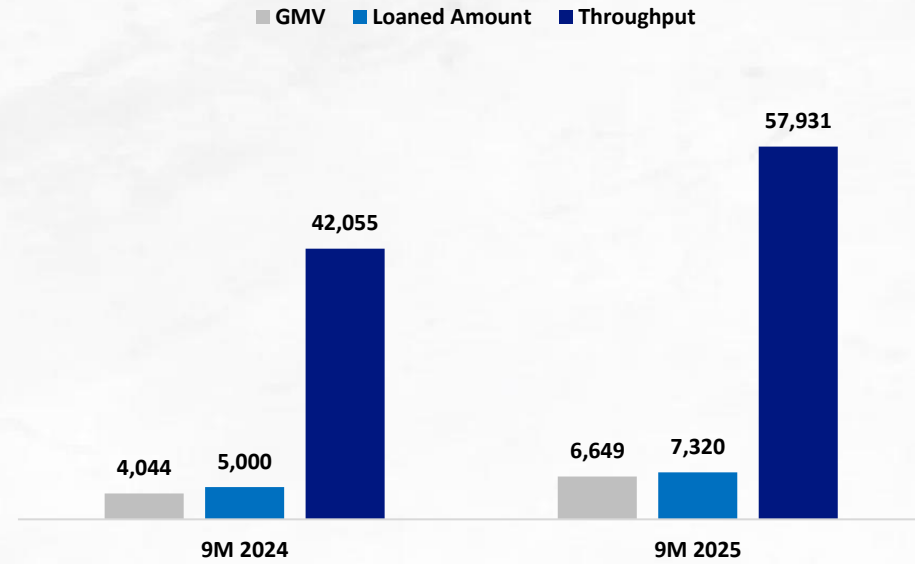
Net Revenue Breakdown by Product



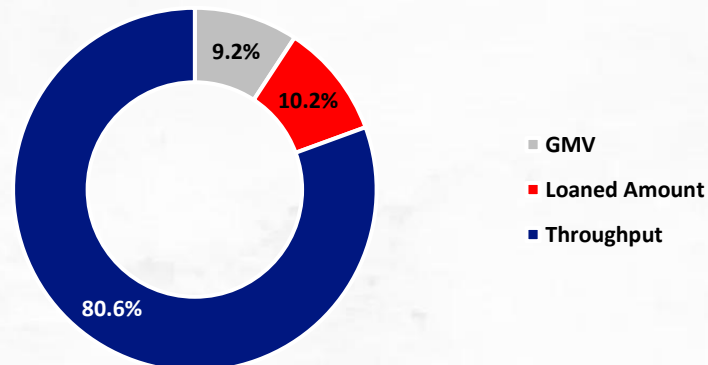
Gross Transaction Value (GTV)- EGP Mn



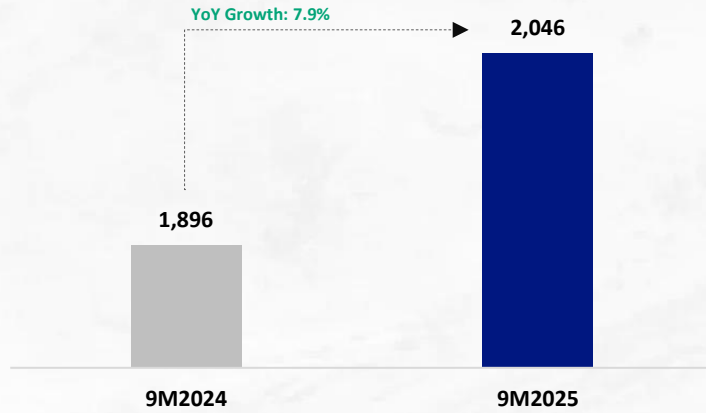
Gross Transaction Value (GTV) Breakdown



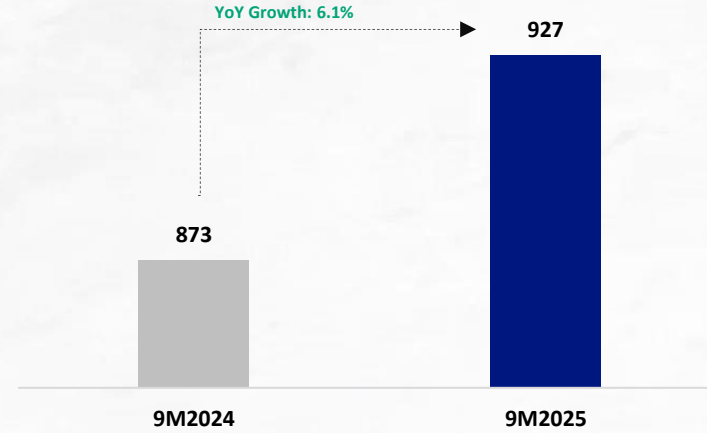
GTV Breakdown



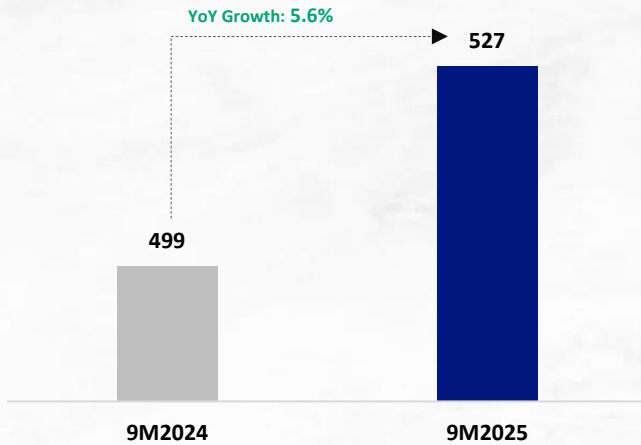
Revenue (EGP Mn)



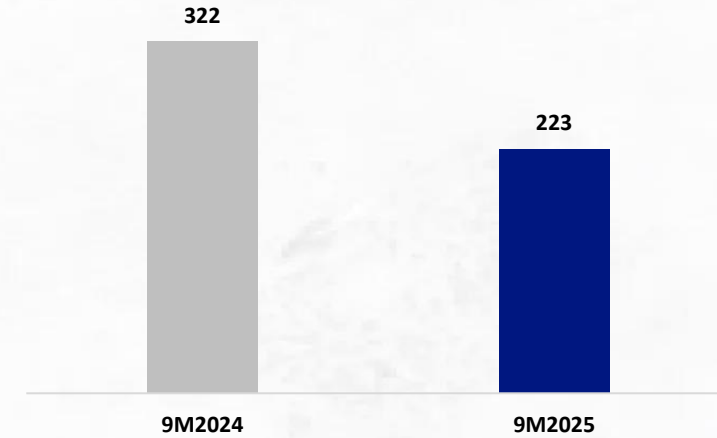
Gross Profit (EGP Mn)



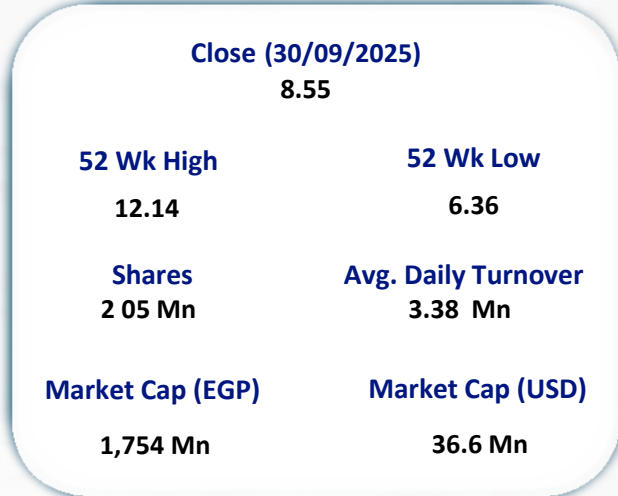
EBITDA (EGP Mn)



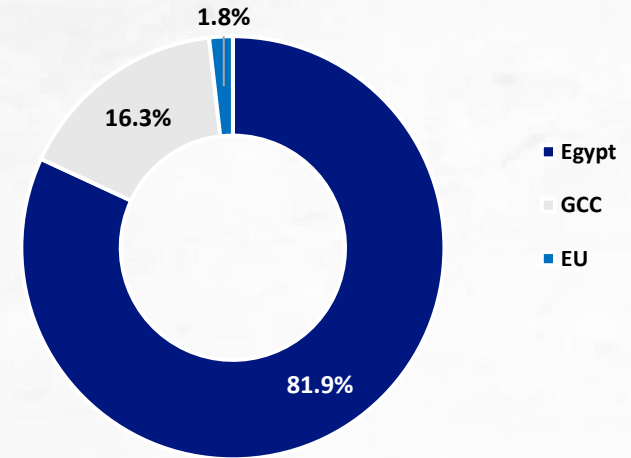
Net Profit After Minority (EGP Mn)



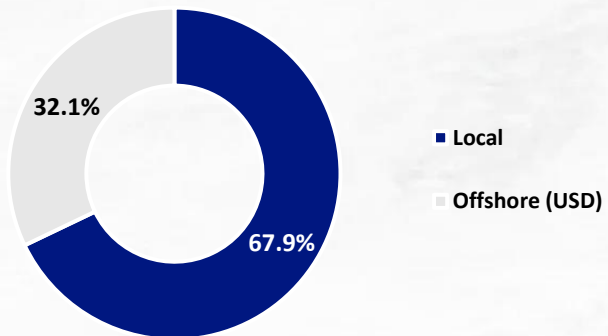
Share Information (RACC.CA)



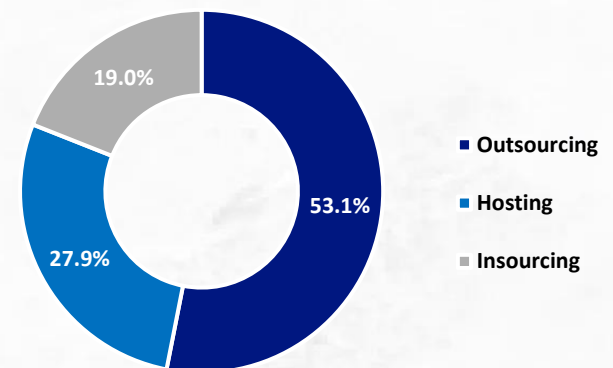
Revenue Breakdown by Region



Revenue Breakdown by Currency



Revenue Breakdown by Service

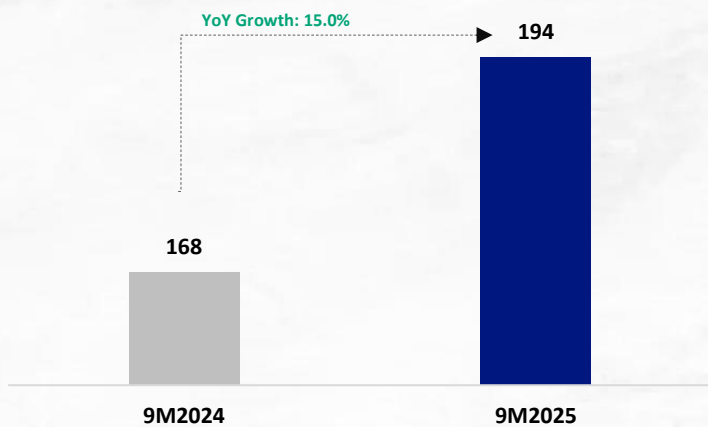


FMCG

Revenue (EGP Mn)

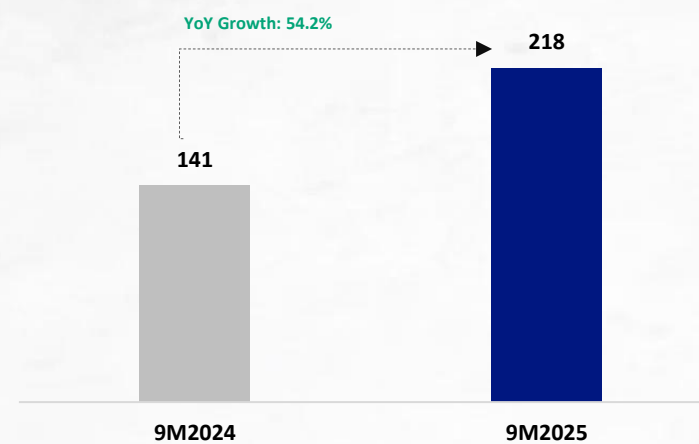


Gross Profit (EGP Mn)

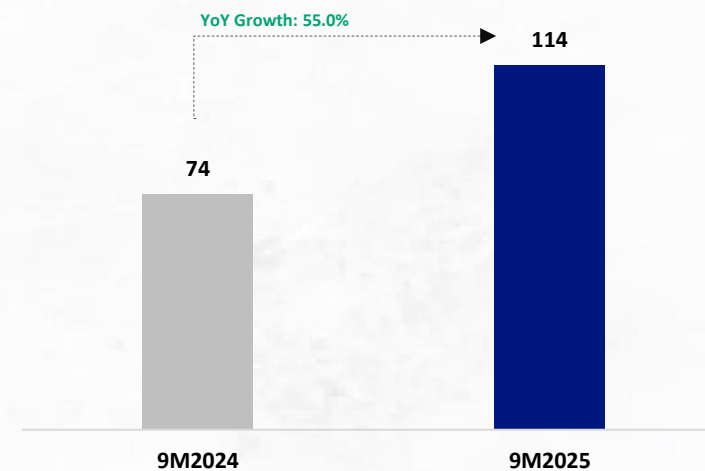


RESTAURANTS

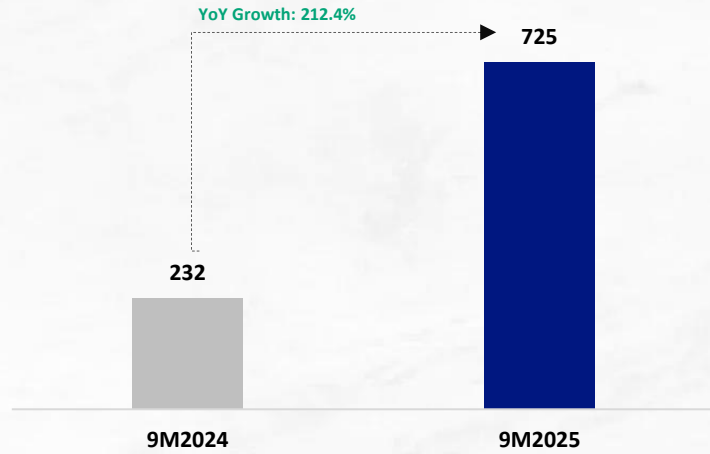
Revenue (EGP Mn)



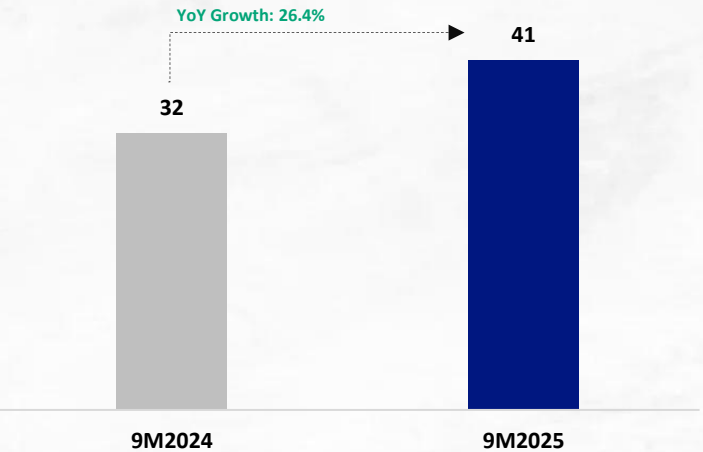
Gross Profit (EGP Mn)



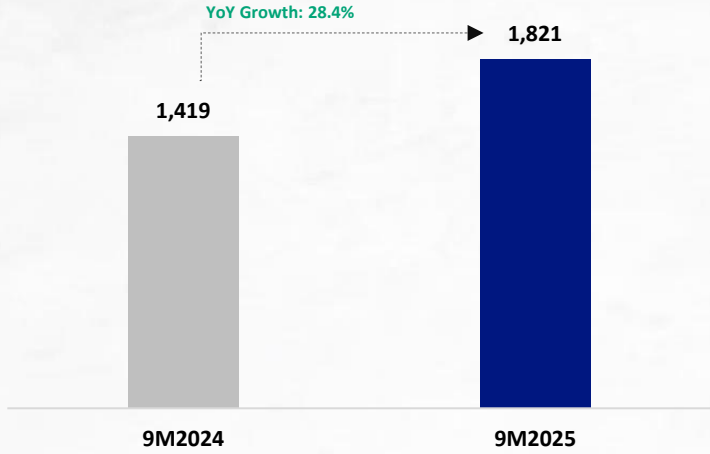
Revenue (EGP Mn)



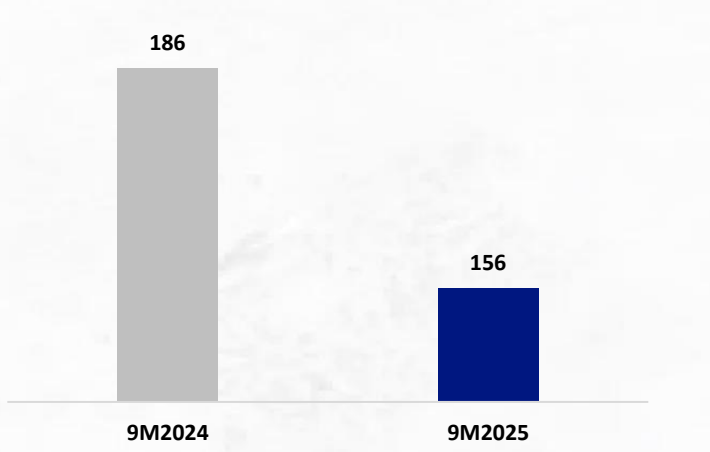
Gross Profit (EGP Mn)



Revenue (EGP Mn)



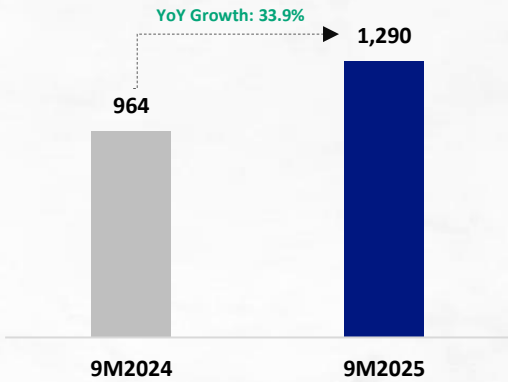
Gross Profit (EGP Mn)



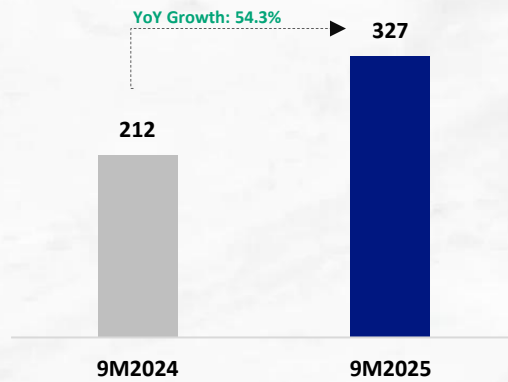
AUTO

SMART BUILDINGS

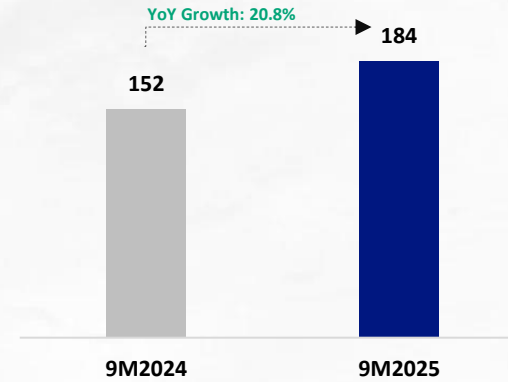
Revenue (EGP Mn)



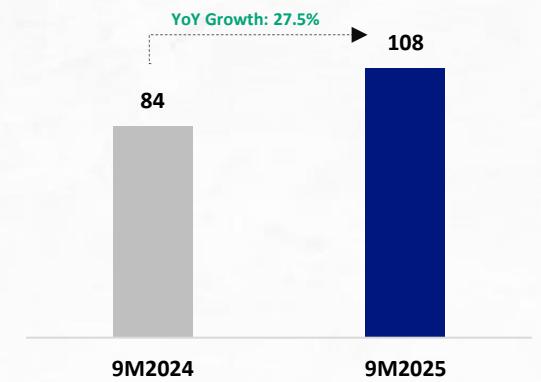
Gross Profit (EGP Mn)



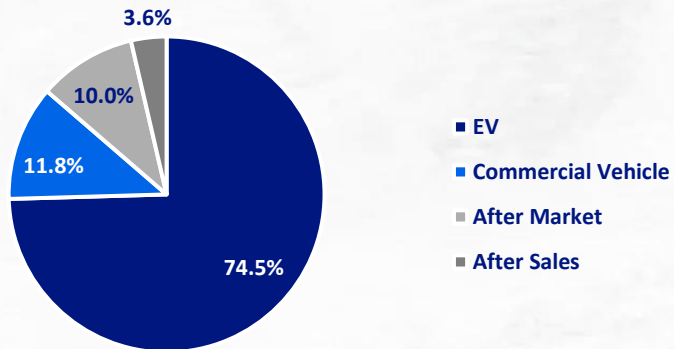
Revenue (EGP Mn)



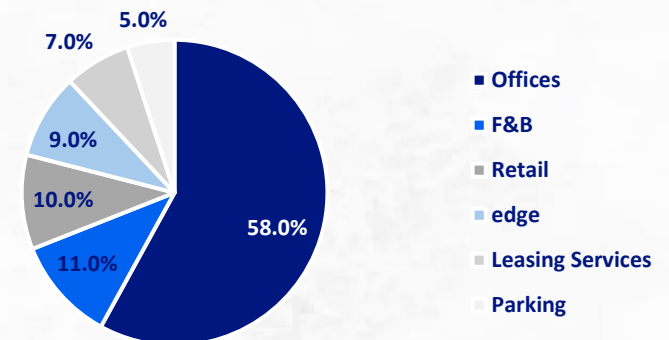
Gross Profit (EGP Mn)



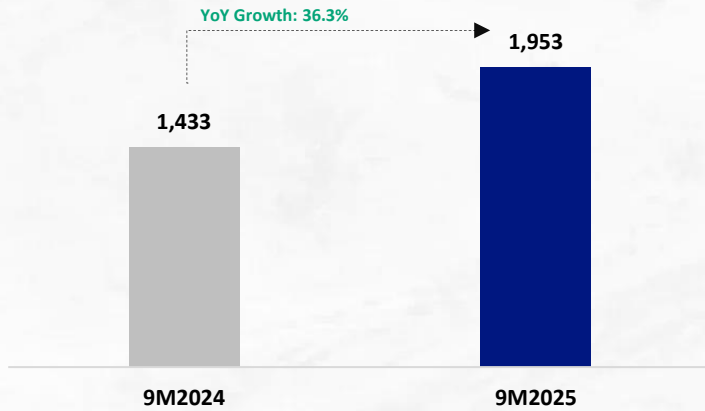
Revenue Mix



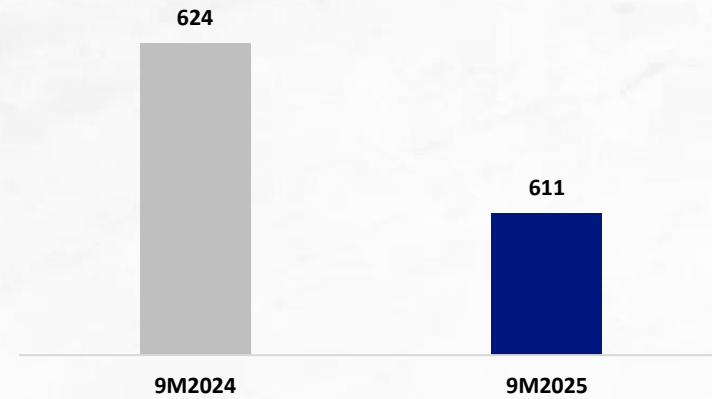
Revenue Mix



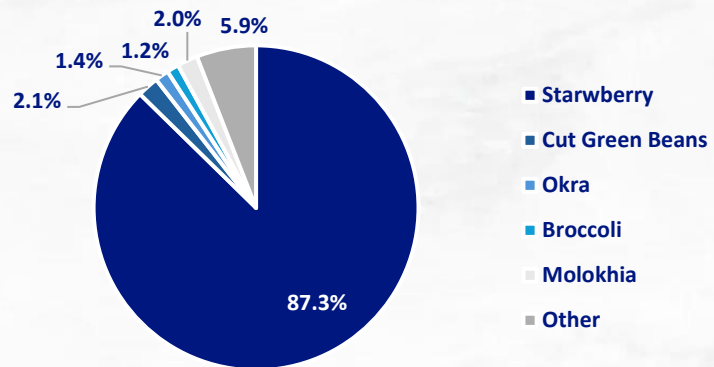
Revenue (EGP Mn)



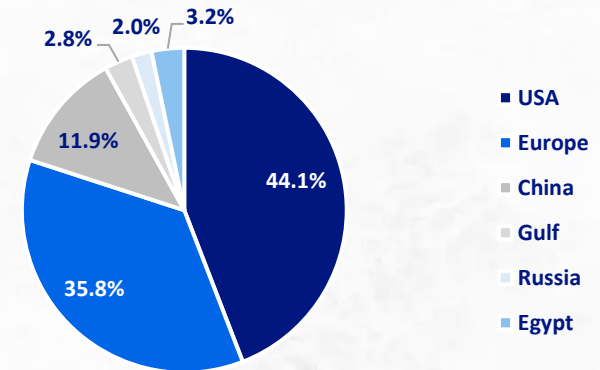
Gross Profit (EGP Mn)



Product Mix



Export Market



Financial Performance



All Figures are EGP Mn	3Q2024	3Q2025	9M2024	9M2025
Revenue	12,184	17,724	32,272	45,502
COGS	(9,714)	(14,098)	(25,463)	(35,871)
Gross Profit	2,470	3,627	6,809	9,631
General & Administrative Exp.	(909)	(1,191)	(2,462)	(3,378)
Selling & Marketing Exp.	(426)	(557)	(1,134)	(1,643)
Board Remuneration	(3)	(1)	(5)	(2)
EBITDA	1,324	2,106	3,697	5,309
Right of Use Assets Depreciation	(73)	(80)	(180)	(244)
Fixed Assets & Intangibles Depreciation	(118)	(148)	(310)	(456)
Provisions	(12)	(42)	(25)	(93)
Expected Credit Losses	(45)	(129)	(354)	(330)
Reversal of expected credit losses	14	(1)	112	3
Expected credit losses for debit balances	0	0	(17)	0
Operating Profit	1,090	1,706	2,924	4,188
FX Gain (Loss)	(4)	(7)	89	(23)
Company's share from profits of associates	62	60	116	132
Other Income (expense)	2	2	3	26
Gain (losses) on Sale of Fixed Assets	(0)	11	7	13
Dividends from Investments at Fair Value	2	3	2	3
Takaful contribution	(20)	(26)	(52)	(72)
EBIT	1,132	1,749	3,089	4,266
Interest Expense	(427)	(630)	(1,248)	(1,734)
EBT	705	1,119	1,841	2,532
Income Tax	(191)	(311)	(566)	(753)
Net Profit Before Minority	514	808	1,276	1,780
Distributed as follows:				
Raya Holding	456	740	1,110	1,632
Minority Interest	58	68	166	147

All Figures are EGP Mn	31-Dec-24	30-Sep-25
Assets		
Inventory	4,427	6,221
Work in Progress	1,348	1,389
Accounts And Notes Receivable	14,601	21,820
Short-term Investments through profit and loss	8	0.2
Prepayments And Other Debit Balances	9,524	11,434
Share Based Compensation(ESOP)	8	13
Cash on Hand and at Banks	4,012	3,415
Total Current Assets	33,927	44,292
Fixed Assets	2,430	2,988
Investment Properties	660	633
Projects under Construction	273	207
Intangible Assets	62	63
Right of Use Assets	1,198	1,281
Goodwill	274	274
Investments in Associates	261	393
Investments at fair value through other comprehensive income	24	25
Long-term Investments through other Comprehensive Income	2	8
Total Non-current Assets	5,185	5,872
Total Assets	39,112	50,164
Liabilities		
Provisions	191	308
Accounts And Notes Payable	9,095	12,306
Short-term loans	791	1,678
Current Portion of long-term loans	1,265	1,082
Current Portion of Long-Term Liabilities-Right of Use	103	218
Income Taxes	34	150
Bank Overdraft	9,330	14,136
Accrued Expenses and other Credit Balances	9,879	8,931
Dividends Payable	1	130
Total Current Liabilities	30,690	38,939
Notes Payable - Noncurrent portion	142	207
Long Term loan	812	1,687
Bank Overdraft	1,164	1,186
Long Term Liabilities-Right of Use	1,268	1,431
Other Long-term Liabilities	183	164
Deferred Tax Liability	102	52
Total Non-current Liabilities	3,671	4,727
Total Liabilities	34,360	43,666
Equity		
Issued & Paid-up Capital	1,070	1,070
Legal Reserve	96	107
General reserve	42	42
Credit Risk Reserve	78	94
Treasury Shares	(5)	(8)
Revaluation reserve of available for sale investments through comprehensive income	4	5
Accumulated foreign currency translation	129	65
Retained Earnings/ (Losses)	629	2,081
Dividend distributions	-	(203)
Profits for the year after minority interest	1,689	1,632
Total Equity Before Minority	3,733	4,886
Minority	1,019	1,612
Total Equity (EGP Mn)-including minority	4,752	6,498

Ahmed Atia
Director of FP&A

Mina Wahba
Head of Investments & IR

Raneem Meligy
IR & Inv. Manager

Nouran Khedr
IR & Inv. Executive



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Headquarters

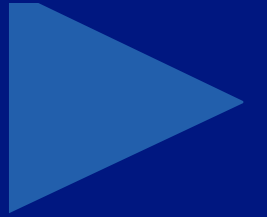
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Thank You!