

RAYA HOLDING REPORTS 9M 2020 FINANCIAL RESULTS

REVENUE GROWTH CONTINUES ACROSS LINES OF BUSINESS WITH PROFITABILITY IMPROVING ACROSS NEWER VENTURES

REVENUES

EGP 7,558 MN

▲ 15.9 % y-o-y

GROSS PROFIT

EGP 1,404 MN

▲ 14.4% y-o-y

EBITDA

EGP 503 MN

▲ 6.1 % y-o-y

NET LOSS

EGP 66 MN

Raya Holding for Financial Investments (RAYA.CA on EGX), a leading Egyptian investment conglomerate with a diversified business portfolio, announced today its consolidated results for the nine months ending September 30th, 2020. The group reported a consolidated revenue of EGP 7,558 mn, a 15.9% y-o-y growth mainly driven by top line growth across the Information Technology (IT), the Non-Bank Financial Services (NBFS), FMCG and the Smart Buildings business units. Gross profit came in at EGP 1,404 mn, rising by 14.4% y-o-y, with a gross profit margin of 18.6%. As at 9M 2020, EBITDA was EGP 503 mn, growing by 6.1% y-o-y with an EBITDA margin of 6.7%. The company closed 9M 2020 with a net loss after minority of EGP 66 mn.

Summary Consolidated Income Statement:

EGP (Million)	9M 2020	9M 2019	% Change - YoY
Revenue	7,558	6,518	15.9%
Gross Profit	1,404	1,228	14.4%
<i>Gross Profit Margin</i>	<i>18.6%</i>	<i>18.8%</i>	<i>(0.2) pts</i>
EBITDA	503.5	474.4	6.1%
<i>EBITDA Margin</i>	<i>6.7%</i>	<i>7.3%</i>	<i>(0.6) pts</i>
Net Income (Loss)	(53.7)	(58.2)	8.4%
<i>Net Profit (Loss) Margin</i>	<i>(0.7%)</i>	<i>(0.9%)</i>	<i>0.2 pts</i>
Net Income (Loss) After Minority	(66.3)	(102.8)	N/A

Chairman's Message

As a very challenging 2020 comes to a close, we are excited to report to you our September year to date results, where Raya Holding continued on its growth trajectory. As lock down measures began to ease during the third quarter of the year, many of our lines of business were able to recover some of the drawbacks from the Covid-19 related drawbacks. On a standalone basis, Q3 of 2020 witnessed our group's return to profitability for the first time since early last year, with our investment efforts that were exerted over the past two years beginning to payoff.

From a financial standpoint, we were successfully able to grow our group wide revenues by nearly 16% year on year with much of our growth coming from a combination of our mature business units and our newer ventures. Despite a challenge to profitability across some of our business units such as Raya Trade, Raya Contact Center, and Raya Restaurants; other business units such as the IT, E-Payments, Microfinance, Foods and Smart Buildings have successfully expanded on their profitability while Raya advanced manufacturing continues to reduce its losses on path for profitability by next year.

On the operations side, our joint venture with Haier Electric of china is on track to begin production by the end of the year starting with air conditioners as well as television sets with an outlook to begin exports during 2021. Raya Foods is further expanding its outreach across East Asian markets while Aman E-Payments is gaining a further solid foothold in the Egyptian market with an increasing drive towards Egypt becoming a cashless society. Our Microfinance business continues to grow exponentially with demand for their services fairly undeterred in spite of the pandemic and the resulting slowdown in business activity. Our real estate arm, Raya Smart Buildings continues is on track to fulfill all of its available commercial area by next year, a testament to the level of quality maintained throughout our facilities.

From a strategic point of view, we will continue with our plan to divest our noncore assets and shift our focus towards the NBFS as well as the Consumer Electronics business. We had received a highly attractive offer from a prominent industrial institution for BariQ, which we intend to further examine given the company's exponential growth and resilient performance throughout very challenging market conditions. Furthermore, we are planning to proceed with an acquisition to procure both Itisalat International Egypt (i2) and United Retail Company in order to further enhance our Trade and Distribution line of business footprint in the Egyptian market.

Given all of the above, we firmly believe that Raya Holding is on the right track to maintain its position as a market leader throughout all of its businesses. Lastly, we thank all of our stakeholders for their continued support as we look forward to ending 2020 on a high note.

Medhat Khalil
Chairman and CEO

Consolidated Financial Indicators

Revenues: The group recorded EGP 7,558 mn, up 16% y-o-y driven by growth across the IT, NBFS, and Foods strategic business units which counter-balanced the contraction in revenues from the Contact Center and Bariq business units that were heavily impacted by COVID-19 related slowdown in demand for their services.

Costs of goods sold (COGS): Cost of sales increased by 16.3% y-o-y to record EGP 6,153 mn from EGP 5,290 mn during 9M 2019 with COGS to Revenue at 81.4% compared to 81.2% during the same period a year prior. The COGS mix remained fairly unchanged with inventory costs related to the Trade and distribution activities as well as procurement and installation costs for Raya IT, which recorded EGP 4,518 mn, up by 7.4% y-o-y.

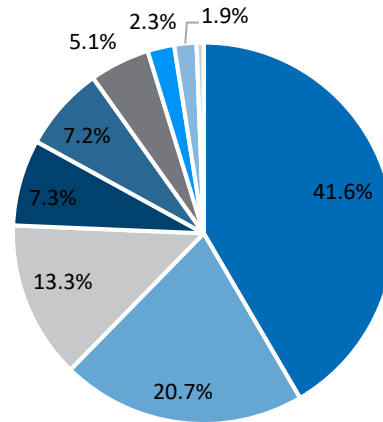
Gross profit: Gross Profit came in at EGP 1,404 mn in 9M 2020, 14.4% higher y-o-y and yielding a margin of 18.6%. The Gross Profit margin witnessed a slight y-o-y contraction of 0.2 percentage-point driven by negative growth in the margins across the Contact Center and Trade business units.

Selling, general and administrative (SG&A): SG&A for the period stood at nearly EGP 1,077 mn with a 19.4% y-o-y increase. As a percentage of revenues, the SG&A margin increased by 0.5 percentage points to 14.3% during 9M 2020.

EBITDA: EBITDA for 9M 2020 came in at EGP 503.5 mn, up 6.1% y-o-y at the back of improved performance across the IT, Smart Buildings, Foods and NBFS businesses. Subsequently, EBITDA margin contracted by 0.6 percentage-point y-o-y to record 6.7%.

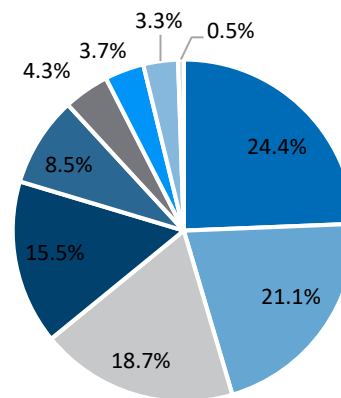
Net After Before Minority: 9M 2020 net loss after minority recorded EGP 66.3 mn compared to a loss of EGP 103 mn recorded a year prior.

Revenue By Sector



- Trade
- IT
- NBFS
- RCC
- FMCG
- Ostool
- Smart Buildings & retail
- RAM

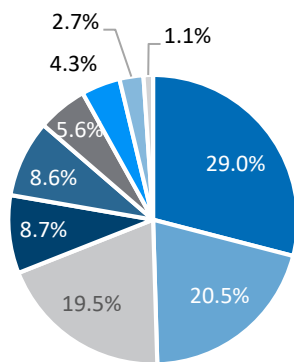
GP By Sector



- Trade
- NBFS
- IT
- Contact Center
- FMCG
- Smart Buildings & retail
- Ostool
- Bariq
- Other

Cash Position: As at the period ending September 30th 2020, the group maintains a **cash balance** of EGP 976.7 million equivalent to c. 10.2% of total assets. The group's **Net Cash Outflows into Operations** posted EGP 339.2 million compared to outflows of EGP 75.6 million recorded during 9M 2019.

Total Assets per Sector



- Trade
- IT
- NBFS
- Contact Center
- Smart Buildings & retail
- Ostool
- Bariq
- Others
- FMCG

Strategic Business Units – Operational Overview:

Raya Contact Center

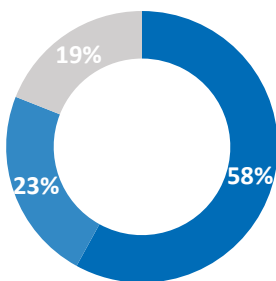


Raya Contact Center (RCC) 9M 2020 revenue came in at EGP 565.6 mn, a 9.3% y-o-y contraction, at the back of a key account termination for a main UAE based client affected by recent regulatory changes that require all contact center services to shift in house. Moreover, the change in FX recognition rate at the back of the EGP appreciation against the USD still carried over throughout 9M 2020 suppressing the company’s revenues. Change in COGS came in nearly flat at with COGS recording EGP 385.5 mn with direct salaries and wages continuing to constitute around 80%, in line with historical trends. Gross profit for the period recorded EGP 180.2 mn contracting by 24.5% y-o-y and yielding a gross profit margin of 31.9% compared to a 9M 2019 margin of 38.3%.

In terms of (SG&A), RCC posted 66.7 mn during 9M 2020, a 16.2% increase y-o-y. Rent expenses for the period rose by 4.4% y-o-y to record c. EGP 86 mn as the company strives to maintain its current levels of available workstation utilization. 9M 2020 EBITDA came in at EGP 56.5 mn, a 53.6% drop y-o-y and yielding an EBITDA margin of almost 10%. Net profit came in at EGP 28.6 mn, down 69.2% y-o-y, with a net profit margin of 5.1%.

Revenue by Source

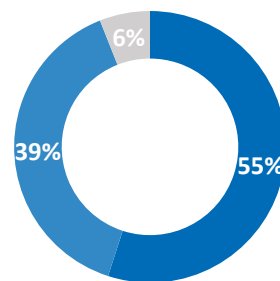
(9M 2020)



■ Outsourcing ■ Hosting ■ Insourcing

Revenue by Service

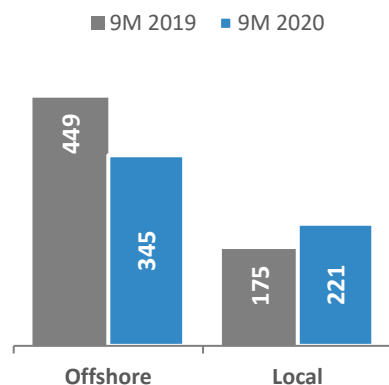
(9M 2020)



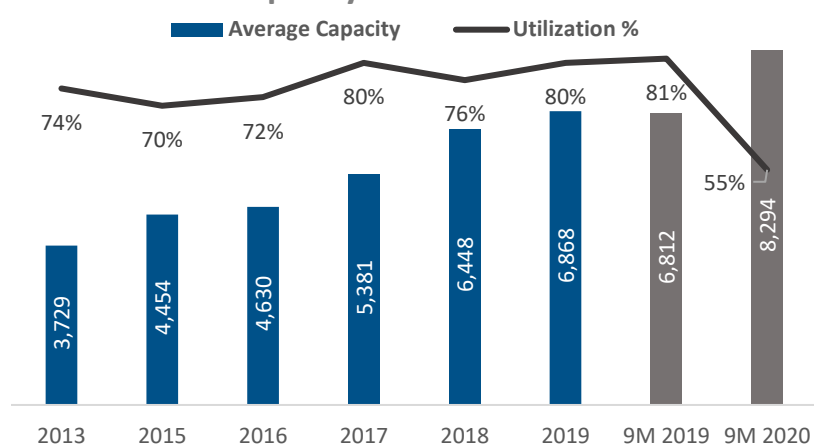
■ Contact Center
 ■ Professional Services
 ■ Back Office Services

Revenue by Location

(EGP Mn)



Capacity vs. Utilization



EGP Million	9M 2020	9M 2019	% Change - YoY
Revenue	566	624	(9.3%)
Gross Profit	180	239	(24.5%)
<i>Gross Profit Margin</i>	<i>31.9%</i>	<i>38.3%</i>	<i>(6.4) pts</i>
EBITDA	57	122	(53.6%)
<i>EBITDA Margin</i>	<i>10%</i>	<i>19.6%</i>	<i>(9.6) pts</i>
Net Profit	29	93	(69.2%)
<i>Net Profit Margin</i>	<i>5.1%</i>	<i>14.9%</i>	<i>(9.8) pts</i>

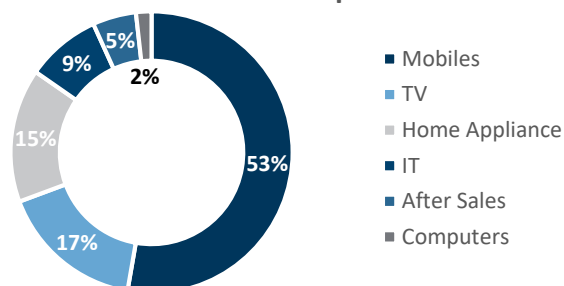
Raya Trade and Distribution



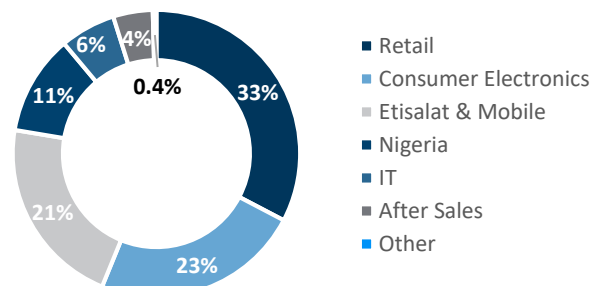
Raya Trade and Distribution posted a revenue of EGP 3,212 mn for the period ending September 30, 2020, growing by 7.0% y-o-y. Gross profit for 9M 2020 logged EGP 341.5 mn, a contraction of 15.6% y-o-y with a gross profit margin of 10.6%. Furthermore, EBITDA came in at EGP 130.3 mn, contracting 29.3% y-o-y and yielding a 4.1% EBITDA margin. The business unit's bottom line recorded EGP 22.9 mn, contracting by 36.8% and yielding 0.7% net profit margin.

The Trade business continues to pivot on its competitive edge within the mobile phone and home appliances market sector with a strong concentration on its retail operations. To that end, management is pushing forward with plans to further enhance the quality of its services in order to provide a fully unified and integrated customer experience throughout its highly diverse network of nearly 50 stores. Such approach is further complemented by the in-house financing program at competitive rates which is drawing more customers across the corporate segment of the market. The business unit is also working towards developing the storage and transportation capabilities its Raya Logistics subsidiary, which will bolster the company's inventory management for various distribution operations.

Revenue Split



Revenue Contribution



EGP Million	9M 2020	9M 2019	% Change - YoY
Revenue	3,211	3,001	7.0%
Gross Profit	341.5	404.6	(15.6%)
<i>Gross Profit Margin</i>	<i>10.6%</i>	<i>13.5%</i>	<i>(2.9) pts</i>
EBITDA	130.3	184.3	(29.3%)
<i>EBITDA Margin</i>	<i>4.1%</i>	<i>6.2%</i>	<i>(2.1) pts</i>
Net Profit	22.9	36.3	(36.8%)
<i>Net Profit Margin</i>	<i>0.7%</i>	<i>1.2%</i>	<i>(0.5) pts</i>

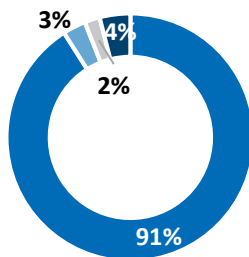
Raya Information Technology



Raya Information Technology (IT) recorded 9M 2020 revenues of EGP 1,602 mn, growing by 14.5% y-o-y. The gross profit for the period came in at EGP 262.4 mn, 11.7% higher compared to 9M 2019 and yielding a 16.4% gross margin. EBITDA for the period came in at EGP 151.5 mn yielding a margin of 9.5%, with a y-o-y growth of nearly 16.9%. Raya IT achieved a net income of EGP 97.1 mn, growing by 15.1% y-o-y and yielding a net profit margin of 6.1%.

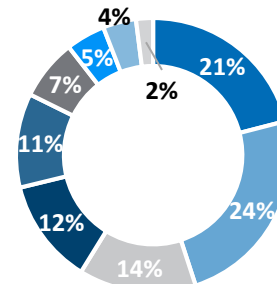
Raya IT continues to leverage its strong track record that spans more than 20 years aided by the strongest product portfolio among its peers. The business unit had faced some challenges with regards to rapid availability of the qualified resources in addition to challenges pertaining to client readiness and adaptation which lead to longer project cycles especially across new technologies implemented. Nevertheless, the ongoing government initiatives in implementing a digital transformation into a cashless society present great opportunity for the business unit given its already strong presence across the banking sector.

Revenue by Subsidiary



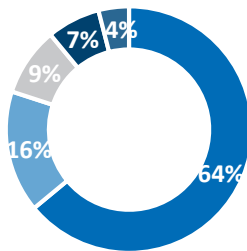
- Integration
- International Services
- Data Center
- Network Services

Revenue Analysis Integration per Service



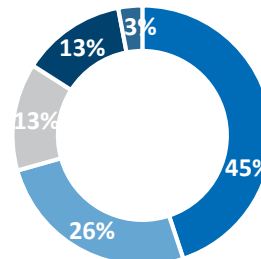
- ATM
- Microsoft
- Multimedia
- Business Service Management
- Others
- Network
- Maintenance
- Security
- POS

Revenue Analysis Integration per Sector



- Banking
- Telecom
- Government
- Commercial
- Others

Revenue Analysis IT



- Managed Services
- Cloud
- Others
- Connectivity
- Collocation

EGP Million	9M 2020	9M 2019	% Change - YoY
Revenue	1,602	1,400	14.5%
Gross Profit	262.4	234.9	11.7%
<i>Gross Profit Margin</i>	<i>16.4%</i>	<i>16.8%</i>	<i>(0.4) pts</i>
EBITDA	151.5	129.6	16.9%
<i>EBITDA Margin</i>	<i>9.5%</i>	<i>9.3%</i>	<i>0.2 pts</i>
Net Profit	97.1	84.4	15.1%
<i>Net Profit Margin</i>	<i>6.1%</i>	<i>6.0%</i>	<i>0.1 pts</i>

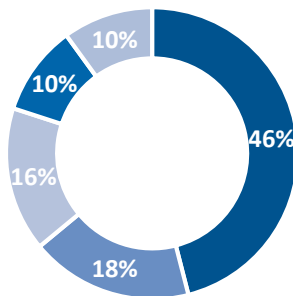
Raya FMCG



On a consolidated level, the FMCG business recorded nearly EGP 553.6 mn, a 24.4% y-o-y increase at the back of a strong growth across **Raya Foods** in spite of a modest growth across **Raya Food Trade**. In that regard, Gross profit grew by 1.8x y-o-y from EGP 42.1 mn during 9M 2019 to EGP 119.6 mn in 9M 2020, with the gross profit margin recording an increase of 12.1 percentage points to post 21.6% during the period ended September 30th, 2020. The business unit's consolidated EBITDA for 9M 2020 logged EGP 50.5 mn compared to a loss of EGP 16.1 mn a year prior with an EBITDA margin of 9.1%. Consolidated net profit posted EGP 8.0 mn compared to a loss of EGP 37 mn a year prior, with a net profit margin of 1.4%.

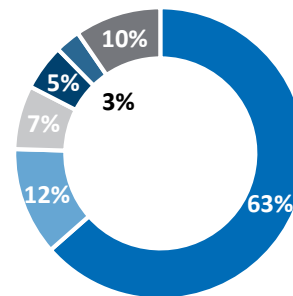
Raya Foods posted nearly EGP 265 mn in revenues during 9M 2020, a significant 55.8% y-o-y growth. Gross profit recorded EGP 79.6 mn, a staggering 4.3x increase y-o-y over the EGP 15.0 mn recorded during 9M 2019, with a gross margin of 30.0% compared to 8.8% a year prior. EBITDA for the period surged dramatically nearly 7.0x y-o-y during the period wherein EBITDA logged EGP 44.6 mn with an EBITDA margin of 16.8%. The company successfully continues to expand its profitability with an EGP 12.0 mn net profit for 9M 2020 with a net profit margin of 4.5%.

Export Markets
(9M 2020)



■ Europe ■ GCC ■ Japan / China ■ Russia ■ USA

Product mix
(9M 2020)



■ Strawberry ■ Okra ■ Green Beans
■ Molokhia ■ Mixed Veg. ■ Others

Raya Food Trade achieved revenues of EGP 288.5 mn during 9M 2020, with a slight growth of 4.9% y-o-y. In terms of gross profit, the company recorded an increase of 61.4% y-o-y to record nearly EGP 40.0 mn with a margin of 13.9%. EBITDA posted EGP 5.9 mn with a significant 33.8% increase y-o-y and yielding a margin of 1.5%. While the Covid-19 related curfew had negatively impacted operational efficiency along with a related significant slowdown across many industrial F&B manufacturers. However, the company was able to deliver improved profitability despite the flat growth in revenue and business operations.

EGP Million	9M 2020	9M 2019	% Change - YoY
Revenue	553.6	445.1	24.4%
<i>Raya Food Trading</i>	<i>288.5</i>	<i>274.9</i>	<i>4.9%</i>
<i>Raya Foods</i>	<i>265.1</i>	<i>170.2</i>	<i>55.8%</i>
Gross Profit	119.6	42.1	184.2%
<i>Raya Food Trading</i>	<i>40.0</i>	<i>27.1</i>	<i>47.5%</i>
<i>Raya Foods</i>	<i>79.6</i>	<i>15.0</i>	<i>431.8%</i>
<i>Gross Profit Margin</i>	<i>21.6%</i>	<i>9.5%</i>	<i>12.1 pts</i>
EBITDA	50.5	(16.1)	(414.5%)
<i>Raya Food Trading</i>	<i>5.9</i>	<i>(9.6)</i>	<i>61.4%</i>
<i>Raya Foods</i>	<i>44.6</i>	<i>(6.5)</i>	<i>6.9x</i>
<i>EBITDA Margin</i>	<i>9.1%</i>	<i>(3.6%)</i>	<i>5.5 pts</i>

Non-Bank Financial Services



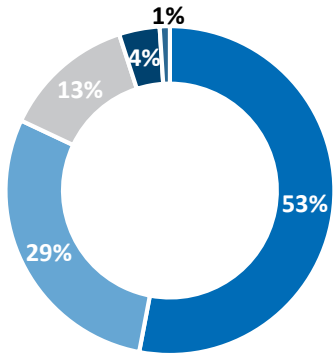
The Non-Bank Financial Services (NBFS) business unit continues to expand across all three portfolio companies: **AMAN Financial Services**, **AMAN for Microfinance** and **AMAN For E – Payments**. On a consolidated basis, the business unit's revenues grew by 1.2x y-o-y recording almost EGP 1,031 mn. Accordingly, the Gross Profit increased by 1.2x y-o-y posting EGP 295.7 mn during 9M 2020 against c. EGP 137.2 mn recorded a year prior while the gross margin slightly contracted by 0.2 percentage points recording 28.7%. With regards to EBITDA, the NBFS business unit posted EGP 36.0 mn compared to a loss of EGP 38.8 mn during 9M 2019 and yielding an EBITDA margin of 3.5%. Furthermore. The NBFS sector achieved profitability with a 9M 2020 net profit of EGP 15.8 mn compared to a loss of EGP 71.7 mn a year prior with a net profit margin of 1.5%.

AMAN For E – Payments recorded a 9M revenue of EGP 224.7 mn, a 43.1% increase y-o-y. The company turned a gross profit of EGP 72.0 mn, a staggering 77.9% y-o-y growth that yielded a gross profit margin of 32.1%. EBITDA for the 9M grew by 72.0% y-o-y to post EGP 14.4 mn compared to a loss of EGP 20.0 mn a year prior. In a positive development for the company, profitability expanded during the period ending September 30th, 2020 to reach EGP 3.4 mn; a 14.7% increase over the loss of 23.4 mn a year prior. The Company currently boasts a Point of Service (POS) network of almost 65,000 POS's across which the company was capable of processing a total throughput of more than EGP 7.4 bn.

AMAN Financial Services revenues grew by 1.5x y-o-y from almost EGP 244 mn in 9M 2019 to EGP 619 mn in 9M 2020. The company posted a gross profit of EGP 71.2 mn, a 40.9% growth y-o-y, at a much reduced gross profit margin of 11.5%. The company is currently working towards streamlining its operations with its stores count of 222 stores including 183 standalone Aman stores and 39 shop in shop (SIS) booths across various retailers.

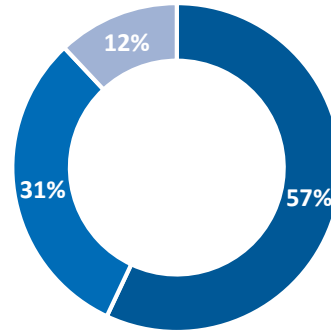
AMAN for Microfinance achieved EGP 186.8 mn in revenues during 9M 2020, a 1.5x increase y-o-y. The company went on to achieve a gross profit of EGP 152.5 mn, with an exceptional growth of 2.3x y-o-y and with a gross profit margin of 81.6%. EBITDA for the 9M recorded EGP 60.7 mn with a margin of 32.6%. Net profit posted EGP 32.0 mn with a 17.1% net profit margin. The company's current principle portfolio stands at nearly 669 mn across almost 86 thousand active loans. In addition, the company's total loan disbursement currently amounts to EGP 1,529 mn over nearly 133 thousand loans. Despite the current economic downside the company continues to maintain a strong cumulative repayment of nearly 99%, with a current average ticket size of EGP 13 thousand.

AMAN FS Revenue Mix (9M-2020)



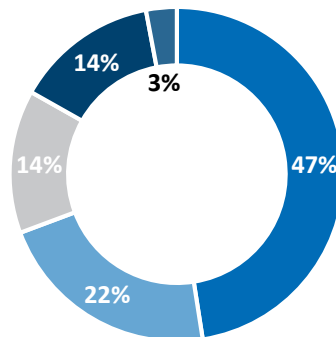
■ Retail ■ Automotive ■ Corporate ■ Online ■ Others

Microfinance Regional Distribution (9M-2020)



■ Upper Egypt ■ Delta ■ Greater Cairo

E-Payments Revenue Mix (9M-2020)



■ Top Up & Voucher ■ Wallets
■ Bill payments ■ Utilites
■ Others

EGP Million	9M 2020	9M 2019	% Change - YoY
Revenue	1,031	475.2	116.9%
<i>AMAN E-Payments</i>	<i>224.7</i>	<i>157.1</i>	<i>43.1%</i>
<i>AMAN Financial Services</i>	<i>619.1</i>	<i>243.9</i>	<i>153.9%</i>
<i>AMAN Microfinance</i>	<i>186.8</i>	<i>74.2</i>	<i>151.7%</i>
Gross Profit	295.7	137.2	115.5%
<i>Gross Profit Margin</i>	<i>28.7%</i>	<i>28.9%</i>	<i>(0.2) pts</i>
EBITDA	36.0	(38.8)	192.9%
<i>EBITDA Margin</i>	<i>3.5%</i>	<i>(8.2%)</i>	<i>4.3 pts</i>

Smart Buildings & Retail



The Smart Buildings & Retail business unit's consolidated revenues grew by 9.5% y-o-y recording a total of EGP 145.4 mn. Gross profit for the period grew 47.6% posting EGP 60.7 mn at a higher gross margin of 41.8%. EBITDA posted EGP 43.4 mn, an 18.7% increase y-o-y with an EBITDA margin of 29.9%.

Raya Restaurants continues to mitigate the challenges arising from the Covid-19 related lockdown earlier in the year with 9M 2020 revenues recording EGP 39.4 mn, 21.9% lower than 9M 2019. The company delivered a gross profit of EGP 20.1 mn, almost a 6.8% decrease y-o-y, yet yielding an improved gross margin of 51.0% compared to 42.7% during 9M 2019. The company recorded an EBITDA of EGP 0.4, contracting by significant 2.0x y-o-y at the back of higher SG&A expenses against a significantly diminished operation in addition to the required capex investments related to the expansion franchises Jones the Grocer and The Lebanese Bakery..

Raya Smart Buildings recorded 9M revenues of EGP 105.9 mn, rising by 28.8% y-o-y. The company's gross profit logged EGP 40.6 mn, increasing by almost 107.4% y-o-y and yielding a 38.4% gross margin. The company's EBITDA of EGP 43.9 mn, 46.4% higher than that of 9M 2019, with a 41.5% EBITDA margin. The company was successful in expanding profitability with a net profit of EGP 4.1 mn, growing by 21.6% y-o-y, at a net profit margin of 3.8%. As at 9M 2020, Galleria 40's average occupancy rate stands at 93.7% compared to 86.3% at the end 2019. Additionally, the Raya View building in Smart Village currently stands at a 75% occupancy rate compared to 50% during last year.

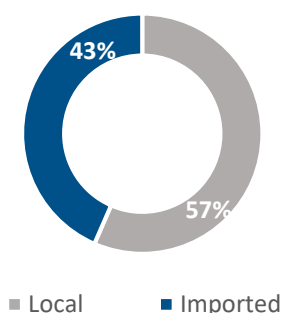
EGP Million	9M 2020	9M 2019	% Change - YoY
Revenue	145.4	132.8	9.5%
<i>Raya Restaurants</i>	<i>39.4</i>	<i>50.5</i>	<i>(21.9%)</i>
<i>Raya Smart Buildings</i>	<i>105.9</i>	<i>82.3</i>	<i>28.8%</i>
Gross Profit	60.7	41.2	47.6%
<i>Gross Profit Margin</i>	<i>41.8%</i>	<i>31.0%</i>	<i>10.8 pts</i>
EBITDA	43.4	36.6	18.7%
<i>EBITDA Margin</i>	<i>29.9%</i>	<i>27.6%</i>	<i>2.3 pts</i>

BariQ (Manufacturing & Industrials)

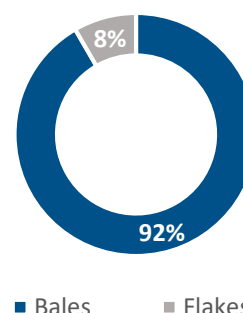

Bariq experienced a challenging 9M with revenues recording EGP 174.9 mn, falling by 24.2% y-o-y. The company recorded a gross profit decrease by 23.4% y-o-y posting EGP 46.2 mn at a margin of 26.4%, a slight 0.3 percentage points higher than the 26.1% margin a year prior. EBITDA for the period fell by 37.0% y-o-y posting EGP 26.1 mn against EGP 41.4 mn posted during 9M 2019 with the EBITDA margin declining by 3.0 percentage points to record 14.9%. Bariq's bottom line came in at EGP 3.1 mn, a 73.8% decrease y-o-y, with a net profit margin of 1.7%.

RPET prices continue to be heavily suppressed by a circularity disruption as buyers continue flocking to cheaper virgin PET in addition to a decline in collection rates across the key European supply markets. Total procured material amounted to 13,309 tons, however total amounts produced amounted to 8,887 tons compared to 10,194 tons produced in 9M 2019.

PET Source Distribution
(9M 2020)



Materials Procured
(9M 2020)



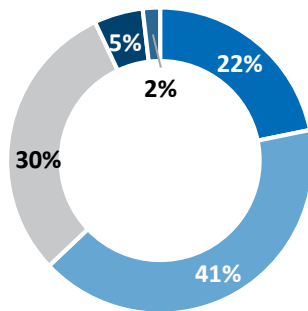
EGP Million	9M 2020	9M 2019	% Change – YoY
Revenue	174.9	230.9	(24.2%)
Gross Profit	46.2	60.3	(23.4%)
<i>Gross Profit Margin</i>	26.4%	26.1%	0.3 pts
EBITDA	26.1	41.4	(37.0%)
<i>EBITDA Margin</i>	14.9%	17.7%	(3.7) pts
Net Profit	3.1	11.7	(73.8%)
<i>Net Profit Margin</i>	1.7%	5.2%	(3.5) pts

Ostool (Logistical Services)



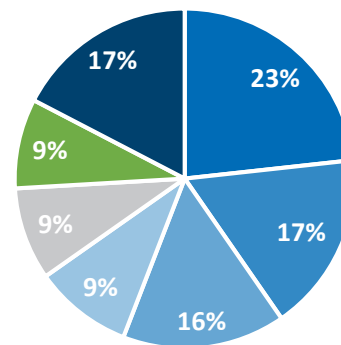
Ostool recorded revenues of EGP 393.7 mn during 9M 2020 with a 43.9% increase y-o-y. Gross profit for the 9M contracted by 10.2% y-o-y to record almost EGP 51.7 mn at a margin of 13.1%, at the back of higher costs related to materials discharge and coal trading activity which continue to have extended effects on profitability. The company posted an EBITDA of EGP 54.7 mn against EGP 62.6 mn recorded during 9M 2019, at a margin of 13.8%. Ostool closed 9M 2020 with a net profit of EGP 3.9 Mn, 70.9% lower y-o-y, with a net profit margin of 1.0%

Revenue Source by Industry



■ CEMENT ■ MINES ■ Vessels Coal ■ FMCG ■ Glass

Cost Split



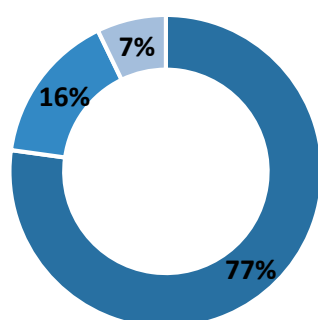
■ Rented Trucks ■ Fuel ■ Material Storage ■ Maintenance ■ Material Discharge ■ Manpower ■ Other

EGP Million	9M 2020	9M 2019	% Change - YoY
Revenue	393.7	273.6	43.9%
Gross Profit	51.7	57.5	(10.2%)
<i>Gross Profit Margin</i>	<i>13.1%</i>	<i>21.0%</i>	<i>(8) pts</i>
EBITDA	54.7	62.6	(12.6%)
<i>EBITDA Margin</i>	<i>14.0%</i>	<i>23.0%</i>	<i>(9) pts</i>
Net Profit	3.9	13.5	(70.9%)
<i>Net Profit Margin</i>	<i>1.0%</i>	<i>5.1%</i>	<i>(4.1) pts</i>

Raya Advanced Manufacturing

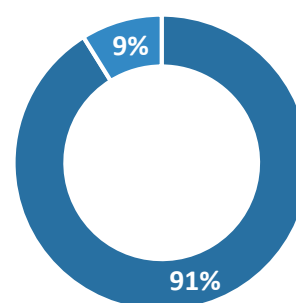
Raya Advanced Manufacturing is a subsidiary of Raya Holding responsible for assembling and selling international modern vehicles brands; RAM manufactures and assembles light transport vehicles including: motorcycles, scooters, three-wheel vehicles, four-wheel vehicles and electric vehicles. RAM recorded revenues of 47 mn during 9M 2020 with a 7% decrease y-o-y. Gross profits increased exponentially to record 9 mn, a 484% increase y-o-y. The company posted an EBITDA of -7 mn during 9M 2020 as opposed to -13 mn, posting a growth of 43%.

Revenue mix



- Commercial Vehicles
- Electric Vehicles
- Spare-Parts & Tires

Production mix



- Commercial Vehicles
- Electric Vehicles

EGP Million	9M 2020	9M 2019	% Change - YoY
Revenue	46.7	50.0	(6.6%)
Gross Profit	8.9	1.5	4.8x
<i>Gross Profit Margin</i>	<i>19.1%</i>	<i>4.0%</i>	<i>15.1 pts</i>
EBITDA	(7.4)	(12.9)	42.8%
<i>EBITDA Margin</i>	<i>(14.9%)</i>	<i>(26.0%)</i>	<i>(9) pts</i>

About Raya Holding

Raya Holding is an auspicious investment conglomerate Headquartered in Cairo, Egypt, managing a diversified investment portfolio. As the parent company of eleven up-and coming lines of business, Raya Holding operates in the fields of information technology, data center outsourcing, contact center, smart buildings, consumer electronics, food and beverage, land transport, PET re-manufacturing, E-payments and Non-banking financial services. Raya Holding shares have been listed in the Egyptian Exchange (EGX) since 2005, while the company empowers more than 11,000 proficient employees, accommodating a wide international customer base from offices based in Egypt, Saudi Arabia, UAE, Qatar, Poland, Tanzania and Nigeria.

For further information,
Please contact:

Raya Holding for Financial Investments

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Investor Relations, Investments and Corporate Finance Department

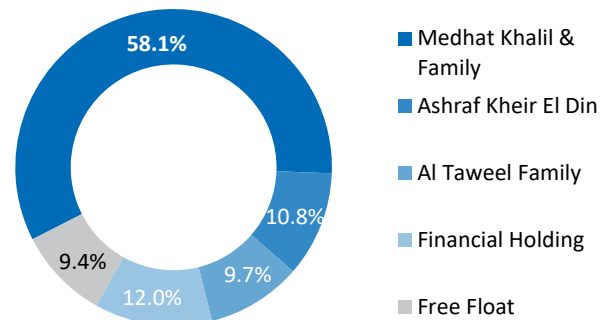
T: +2 (0)2 3827 6000
investor_relations@rayacorp.com

RAYA.CA on the EGX

Number of Shares	214,399,519
Share Price (10 Sep. '20)	EGP 7.71
Market Cap (10 Sep. '20)	EGP 1,653,020,292

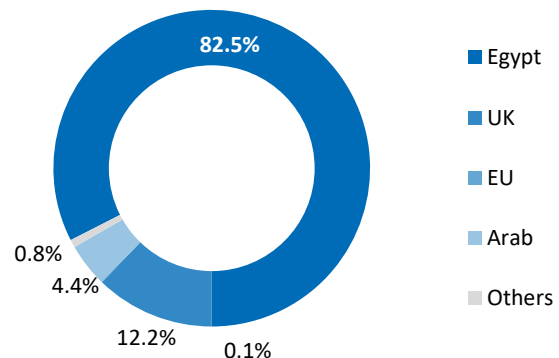
Shareholding Structure

(as at 30 September, 2020)



Shareholders by Geography

(as at 30 September, 2020)



Forward-Looking Statements

This communication contains certain forward-looking statements. A forward-looking statement is any statement that does not relate to historical facts and events, and can be identified by the use of such words and phrases as “according to estimates”, “anticipates”, “assumes”, “believes”, “could”, “estimates”, “expects”, “intends”, “is of the opinion”, “may”, “plans”, “potential”, “predicts”, “projects”, “should”, “to the knowledge of”, “will”, “would” or, in each case their negatives or other similar expressions, which are intended to identify a statement as forward-looking. This applies, in particular, to statements containing information on future financial results, plans, or expectations regarding our business and management, our future growth or profitability and general economic and regulatory conditions and other matters affecting us.

Forward-looking statements reflect our management’s (“Management”) current views of future events, are based on Management’s assumptions and involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by these forward-looking statements. The occurrence or non-occurrence of an assumption could cause our actual financial condition and results of operations to differ materially from, or fail to meet expectations expressed or implied by, such forward-looking statements. Our business is subject to a number of risks and uncertainties that could also cause a forward-looking statement, estimate or prediction to become inaccurate. These risks include fluctuations in the prices of raw materials or employee costs required by our operations, its ability to retain the services of certain key employees, its ability to compete successfully, changes in political, social, legal or economic conditions in Egypt, worldwide economic trends, the impact of war and terrorist activity, inflation, interest rate and exchange rate fluctuations and Management’s ability to timely and accurately identify future risks to our business and manage the risks mentioned above.

Consolidated Income Statement

EGP	9M 2020	9M 2019	Change
Sales	7,557,555,732	6,518,240,283	15.9%
COGS	(6,153,263,053)	(5,290,371,746)	16.3%
Gross Profit	1,404,292,679	1,227,873,537	14.4%
General & Administrative Exp.	(772,778,076)	(727,090,111)	23.2%
Selling & Marketing Exp.	(304,441,888)	(275,143,238)	10.6%
Board Remuneration	(275,000)	(270,000)	1.9%
Provisions	(9,487,340)	(2,190,726)	3.3x
Provisions (No Longer Required)	296,271	296,271	N/A
Impairments	(24,192,076)	(40,973,421)	-41.0%
Impairments Reversal	6,317,428	10,501,859	-39.8%
Operating Profit	299,731,998	293,003,616	2.3%
Interest Income (Expense)			
FX Gain (Loss)	5,605,128	3,921,211	42.9%
Company's share in profits of associates	1,769,706	2,186,423	-19.1%
Share profit from investments available for sale	793,582	793,277	N/A
Other Gains (losses)	(6,999,054)	1,319,482	N/A
Gain (losses) on Sale of Fixed Assets	2,922,229	2,229,917	31.0%
Takaful contribution	(15,752,747)	(8,511,284)	85.1%
EBT	(6,551,997)	(30,281,608)	-78.4%
Tax	(47,145,019)	(27,878,434)	69.1%
Net Income/Loss	(53,697,016)	(58,160,042)	-7.7%
<u>Distributed as follows:</u>			
Shareholders of the Parent Co.	(66,378,683)	(103,089,502)	-35.6%
Minority Interest	12,681,667	44,929,460	

Consolidated Balance Sheet

EGP	30 Sep 2020	30 June 2020	31-Mar-20	31-Dec-19
Assets				
Long Term Assets				
Fixed Assets	1,055,046,715	١,٠٧,٥٧٧,٤٥٨	1,113,305,083	1,045,071,490
Investment property	674,509,542	٦٧٨,٢٣٧,٢٨١	685,142,614	692,047,947
Projects under construction	284,339,510	٢٨٠,٩١٢,٤٤٥	268,598,539	326,322,518
Intangible Assets	23,714,053	٢٥,٧٦٤,٢٦٩	17,255,796	18,685,703
Goodwill	82,078,561	٨٢,٠٧٨,٥٦١	82,078,561	82,078,561
Investments in associates	54,892,481	٥٣,٣٧٦,٥٥٤	53,376,554	53,122,771
Available for sale investments	20,867,761	٢٠,٠٨٨,٦٧٣	18,855,462	24,479,900
Deferred Tax Asset	94,063,395	97,713,904	95,962,312	87,538,568
Total Long term Assets	2,289,512,018	2,345,749,145	2,334,574,921	2,329,347,458
Current Assets				
Inventory	1,406,765,882	١,٢٩١,٣٨٦,١٩٠	1,323,922,934	1,362,719,026
Work in progress	25,561,558	٣٢,٠٥٠,٥٥٢	52,635,899	97,996,515
Accounts & notes receivable	3,008,876,959	٢,٦٣٤,٧٢٦,٨٤٠	2,555,234,874	2,006,855,634
Prepayments & Other Debit Balances	1,769,674,534	١,٤٦٤,٤٣٦,٢٨٢	1,339,564,148	1,019,018,803
Share based compensations	13,671,842	١٣,٦٧١,٨٤٢	720,000	720,000
Cash on hand and at banks	976,651,691	٧٥,٠١٩,٤١٨	563,254,433	612,965,703
Debit balances (Tax Authority)	73,748,412	842,315,599	33,526,391	28,082,237
Total Current Assets	7,274,950,878	6,353,606,723	5,868,858,679	5,128,357,918
Total Assets	9,564,462,896	8,699,355,868	8,203,433,600	7,457,705,376
Equity				
Issued and Paid Capital	1,071,997,595	١,٠٧١,٩٩٧,٥٩٥	1,071,997,595	1,071,997,595
Legal Reserve	67,957,006	٦٧,٩٥٧,٠٠٦	67,957,006	64,197,233
General Reserve	41,935,960	٤١,٩٣٥,٩٦٠	41,935,960	41,935,960
Treasury shares	(50,239,412)	(٤٥,٧٣١,٤٥٥)	30,150,000	-
Revaluation reserve of available for sale investments	1,753,263	١,١٤٩,٤٧٠	193,731	4,552,671
Accumulated foreign currency translation	(6,932,721)	(٦,٦٩٤,٨٤٦)	(8,618,637)	(4,579,358)
Retained Earnings	(327,218,758)	(٣٢٧,٢١٨,٧٥٨)	(186,173,359)	(139,796,212)
Profits for the year after deducting non-controlling interest	(66,378,683)	(104,976,790)	(73,259,361)	(141,045,399)
Total Equity before non-controlling interest	732,874,250	698,418,182	883,882,935	897,262,490

Non-controlling interest	284,820,782	285,624,564	278,347,583	258,350,428
Total Equity	1,017,695,032	984,042,746	1,162,230,518	1,155,612,918

Liabilities
Long Term Liabilities

Long term notes payable	142,399,166	٨٦,٠١٩,٥٧٠	65,750,157	75,401,180
Long term loans	920,402,147	٩٣٤,٦٧٠,٥٩٤	783,825,367	503,118,836
Other long term liabilities	52,120,560	59,682,589	113,069,794	147,214,755
Total long term Liabilities	1,114,921,873	1,080,372,753	962,645,317	725,734,771

Current Liabilities

Provisions	56,732,982	٣٦,٤١٩,٦٢٢	43,882,258	39,968,077
Accounts and notes payable	1,874,775,423	١,٦٢٤,٠٩٢,٤٣٦	1,286,981,137	1,240,575,054
Current portion of long term debt	165,677,623	٣٦١,٣٤٤,٤٣٦	190,595,386	175,695,310
Credit facilities	3,772,776,007	٣,٣٢٧,٥١٣,٩٧٤	3,422,236,165	3,087,277,353
Income tax payable			-	-
Accrued expenses & other credit balances	1,539,492,347	1,259,397,574	1,109,783,741	1,008,671,699
Dividends Payable	22,391,609	٢٦,١٧٢,٣٢٧	25,079,077	24,170,194
Total Current Liabilities	7,431,845,991	6,634,940,369	6,078,557,765	5,576,357,687
Total Liabilities	8,546,767,864	7,715,513,122	7,041,203,082	6,302,092,458
Total Liabilities & Equity	9,564,462,896	8,699,355,868	8,203,433,600	7,457,705,376