

RAYA HOLDING REPORTS 2020 FULL YEAR FINANCIAL RESULTS

REVENUE GROWTH UNDERPINNED BY HIGHER FINANCING AND GENERAL AND ADMINISTRATIVE COSTS AS NON-BANK FINANCIAL SERVICES CONTINUE TO RAMP-UP OPERATIONS.

REVENUES

EGP 10,756 MN

▲ 22.7% y-o-y

GROSS PROFIT

EGP 1,983 MN

▲ 19.1% y-o-y

EBITDA

EGP 721 MN

▲ 17.2 % y-o-y

NET LOSS

EGP 45.7 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 December 31st, 2020. The group reported an annual consolidated revenue of EGP 10,756 million, up 22.7% y-o-y. The revenue was mainly driven by top line growth across the Information Technology (IT), the Non-Bank Financial Services (NBFS) and the Industrial and retail business units. Gross profit for the year recorded EGP 1,983 million, rising by 19.1% y-o-y, with a gross profit margin of 18.4%.

Summary Consolidated Income Statement:

EGP (Million)	FY 2020	FY 2019	% Change - YoY
Revenue	10,756	8,768	22.7%
Gross Profit	1,983	1,665	19.1%
<i>Gross Profit Margin</i>	<i>19.1%</i>	<i>19.0%</i>	<i>(0.1) pts</i>
EBITDA	721	615	17.2%
<i>EBITDA Margin</i>	<i>6.7%</i>	<i>6.9%</i>	<i>(0.2) pts</i>
Net Income (Loss)	(46)	(85)	N/A
<i>Net Profit (Loss) Margin</i>	<i>(0.4%)</i>	<i>(0.9%)</i>	<i>(0.5) pts</i>
Net Income (Loss) After Minority	(62)	(141)	N/A

Chairman's Message

2020 marked a very special year for us at Raya Holding as we celebrated the 20th anniversary of our group's establishment. Throughout those 20 years, we witnessed tremendous growth that has continuously enabled us to diversify into new and exciting investment opportunities. At Raya, we pride ourselves to have been one of the few companies that continued to invest and deliver consistent profitability despite a very challenging macro environment throughout the past decade.

Yet, with every new opportunity comes a unique set of challenges. During 2020, we managed to grow our revenues across all of our lines of business to reach nearly EGP 11 billion at the consolidated level. However, our revenue growth was subdued by the losses incurred within our more recent investments across the Non-Bank Financial Services, FMCG and light vehicles business units. Nonetheless, we understood that when we penetrated such industries, profitability would not be realized immediately especially as our investment thesis revolves around establishing Raya as a market leader within every industry it operates in. Such undertaking requires an aggressive investment in capital, both technical and human, as well as a rather prudent approach to the management of our available financial resources. To that end, 2019 served as the year where we would take a step back in order to commence the big leap forward in the next phase of our growth as a group.

The challenges we faced in 2020 were also a great opportunity for us to innovate solutions that would allow us to remain competitive while carrying out our investment plan. In Q4 for instance, we successfully concluded the issuance of the first securitized bond offering in the history of Raya Holding, with a total value of EGP 550 million. The highly rated bond offering, which was well covered by various investors, allowed us to further grow our NBFS platform without burdening our group's leverage position. We have also began a process to exit some of our more mature businesses, as we aim to further concentrate our investment portfolio and avail more resources to other growing LOBs. In addition, we ended 2020 with a successful agreement with global electronics player, Haier, to establish an exclusive joint venture to produce air conditioners for Haier and General Electric brands in Egypt and export to other regional markets. This latter achievement is of particular significance given that it leverages on our vast experience in the consumer electronics market as well as our growing industrial capacity.

Going into 2021, we will maintain our efforts to deliver value to our various stakeholders that have and will continue to trust Raya's name. Our mature business units (Trade, IT, and Contact Center) are on course to maintain and further enhance their efficiency and profitability. Our industrial, logistics, and retail business units are set to enter into the market consolidation phase after establishing their presence. Our more recent investments such as the NBFS, FMCG and light vehicles business units are set to enter into the accelerated growth phase as they clear the operational hurdles faced throughout 2020.

Finally, I would like to take this opportunity to thank our shareholders, management and employees who have stuck with us thick and thin throughout a highly challenging 2020. We, at Raya, reiterate our commitment to uphold our core values as we look forward to a successful rebound in 2021.

Medhat Khalil
Chairman and CEO

Consolidated Financial Position

Revenues: During FY 2020, the group recorded EGP 19,756 million, up 22.7% y-o-y driven by growth across the Trade, IT, NBFS, Retail and FMCG strategic business units which counter-balanced the contraction in revenues from the more established Contact Center business unit which contributes significantly to the group's revenue.

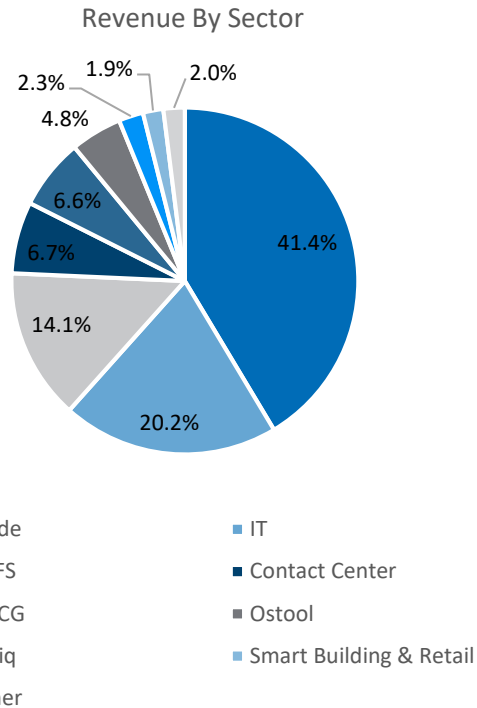
Costs of goods sold (COGS): Cost of sales increased by 23.5% y-o-y to record EGP 8,773 million during FY 2020 from EGP 7,103 million during 2019 with COGS to Revenue at 81.6% compared to 81.0% during the same period last year.

Gross profit: Gross Profit posted EGP 1,983 million in FY 2020, 19% higher y-o-y and yielding a margin of 18.4%. The Gross Profit margin witnessed a 0.6 percentage-point y-o-y contraction driven by low growth in the margins across Contact Center, Ostool and Bariq.

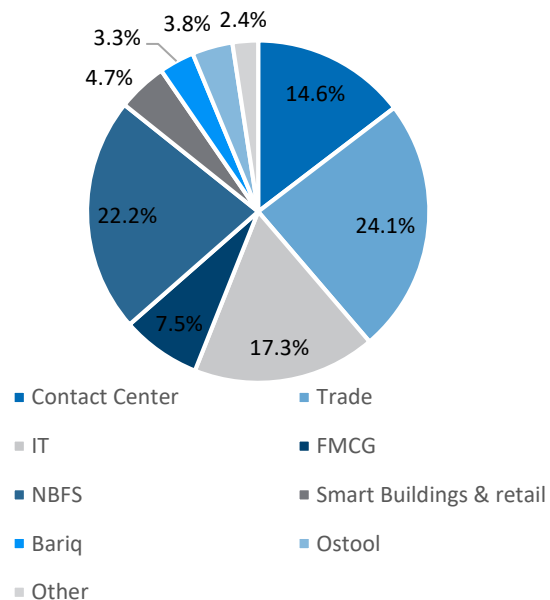
Selling, general and administrative (SG&A): SG&A for the period stood at EGP 1,492 million with an 18.9% y-o-y increase. As a percentage of revenues, SG&A margin decreased by 0.5 percentage points to 13.8% during 2020.

EBITDA: EBITDA for FY 2020 recorded EGP 721 million, up 17.2 % y-o-y at the back of higher than expected performance from the FMCG business unit. EBITDA margin recorded a 0.2 percentage-point y-o-y contraction to record 6.7%.

Net Loss Before Minority: A net loss before minority of EGP 45 million for FY 2020 was recorded compared to a loss of EGP 85 million recorded a year prior.

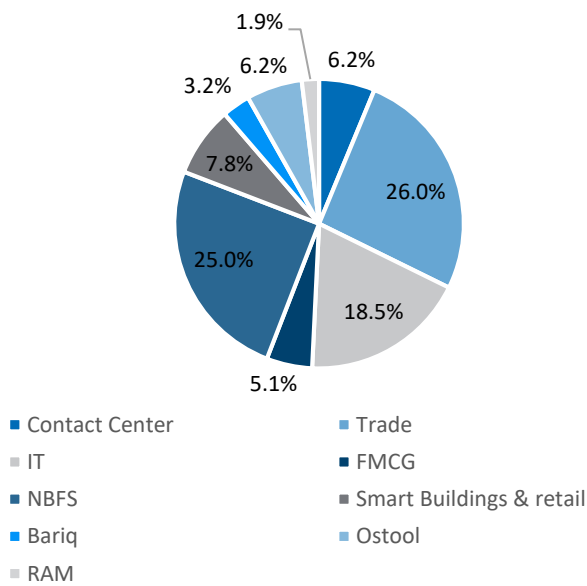


GP By Sector



Cash Position: As at the period ending December 31st 2020, the group maintains a **cash balance** of nearly EGP 1,058 million equivalent to c. 10.5% of total assets. The group's **Net Cash Outflows into Operations** posted EGP 254.4 million compared to outflows of EGP 58.8 million recorded during FY 2019.

Total Assets per Sector



Strategic Business Units – Operational Overview:

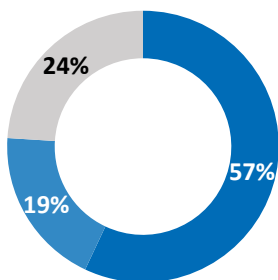
Raya Contact Center



Raya Contact Center's (RCC) recorded revenues of EGP 733.8 mn in FY 2020, a 10.0% y-o-y contraction, prompted by the downsizing by one of the company's major gulf-based clients due to newly introduced telecom security laws in the UAE, as well as FX losses that remained present from the previous year. Contact Center and Professional services contributed to the majority of the revenue mix, generating EGP 415.6 mn in revenues, which represents 59% of the company's total revenues. Insourcing business recorded EGP 175.3 million, representing 24% of total revenue, while the Hosting business recorded EGP 142.7 million, and representing 19% of total revenue. Most of the company's topline continues to originate from Egypt, with local facilities generating EGP 614.2 mn in revenues, representing 84% of total revenue. COGS contracted by 3.8% y-o-y recording EGP 512,712,417 with salaries and wages constituting the largest portion. Gross profit for the year recorded EGP 240.5 mn, a 20.6% y-o-y contraction yielding a gross profit margin of 32.7% down from 37.1% in 2019.

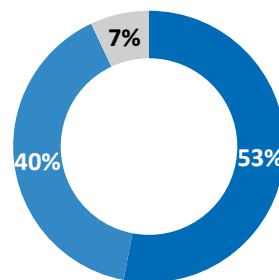
(SG&A) expenses recorded EGP 89.3 mn in FY 2020, yielding a 12% margin. RCC's workstation capacity increased from 6,909 in 2019 to 8,300 in 2020, highlighting a 20.4% y-o-y growth, rationalizing the 10.1% increase in CAPEX/Revenue for the time-period. FY 2020 EBITDA came in at EGP 75.3 mn, nearly a 50% drop y-o-y due to the increase in COGS and operating expenses, yielding a 10% EBITDA margin. Net profit after tax came in at EGP 36.4 mn with a net profit margin of 5%, down from EGP 114.5 mn a year, earlier reflecting a 69% decline y-o-y.

Revenue by Service
(FY 2020)



■ Outsourcing ■ Hosting ■ Insourcing

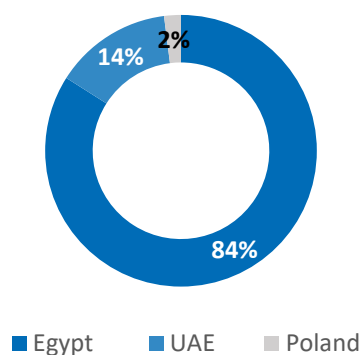
Revenue by Service
(FY 2020)



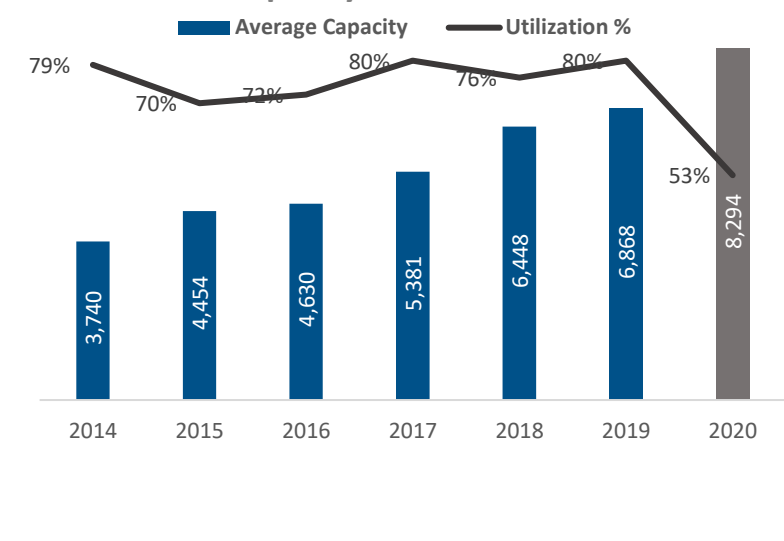
■ Contact Center
■ Professional Services
■ Back Office Services

Revenue by Location

(EGP Mn)



Capacity vs. Utilization



EGP Million	FY 2020	FY 2019	% Change - YoY
Revenue	733.8	815.6	(10.00%)
Gross Profit	240.5	302.9	(20.60%)
<i>Gross Profit Margin</i>	32.78%	37.14%	(4.36 pts)
EBITDA	75.4	152.1	(50.40%)
<i>EBITDA Margin</i>	10.27%	18.64%	(8.37 pts)
Net Profit	36.5	114.6	(68.20%)
<i>Net Profit Margin</i>	4.97%	14.05%	(9.08 pts)

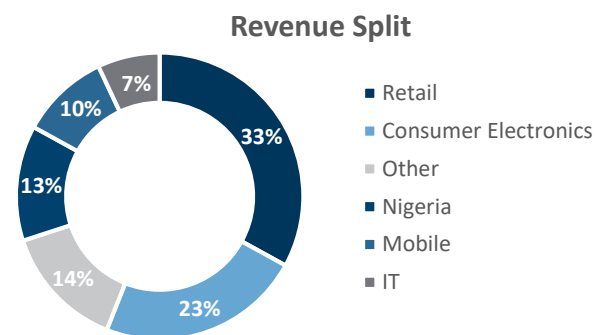
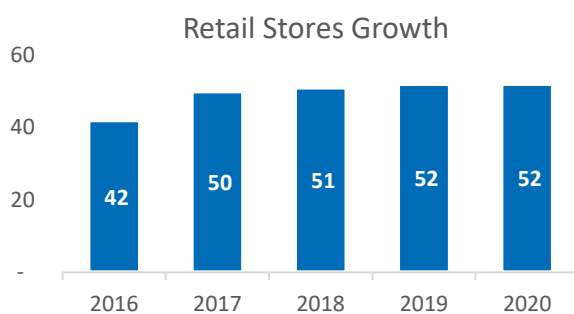
Raya Trade and Distribution



Raya Trade and Distribution business unit recorded total revenues of EGP 4,549.2 million for the period ending December 31, 2020, a 15.2% increase y-o-y. Gross profit for FY 2020 came in at EGP 477.6 million, a y-o-y contraction of 14.5% with a gross profit margin of 10.5%. EBITDA recorded EGP 193 million, contracting 28% y-o-y and yielding a 4.2% EBITDA margin. Net profit posted EGP 50.3 million, contracting by 22.4% and yielding a 1.1% net profit margin. Higher selling and marketing allocations further aggravated the aforementioned contraction in EBITDA and Net Profit.

Exacerbated by the negative impacts of COVID-19 and on the operational front, the line of business experienced delays in the collection of receivables as well as delays in new business executions, including TV supply shortages. Nevertheless, management was successful in optimizing their expertise and problem-solving strategies by placing efficiency and cost-reduction exercises in motion; insourcing fleet and minimizing outsourced services, centralizing warehouse facilities to reduce costs, and internal team restructures to enhance productivity and unlock work proficiency.

Raya Distribution and Raya Electronics were successful in acquiring consumer electronic and retail companies, i2 and URC. The deal acts as a key differentiator for RIT, allowing it to maintain the leading position in the Egyptian consumer electronics and telecom market. The acquisition of i2 expanded the company's product portfolio, making RIT the exclusive distributor of all Samsung products in the Egyptian market, along with the acquisition of URC that will further strengthen RIT's retail presence and after-sale reach.



EGP Million	FY 2020	FY 2019	% Change - YoY
Revenue	4,549.2	3,948.3	15.32%
Gross Profit	477.6	558.4	(14.5%)
<i>Gross Profit Margin</i>	<i>10.5%</i>	<i>14.1%</i>	<i>(3.6 pts)</i>
EBITDA	193.0	267.9	(28%)
<i>EBITDA Margin</i>	<i>4.2%</i>	<i>6.8%</i>	<i>(2.6 pts)</i>
Net Profit	50.3	64.8	(22.4%)
<i>Net Profit Margin</i>	<i>1.1%</i>	<i>1.6%</i>	<i>(0.5 pts)</i>

Raya Information Technology

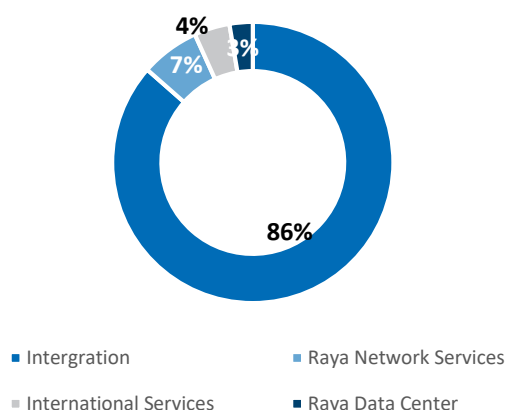


Raya Information Technology (IT) recorded revenues during 2020 of EGP 2,226 million, 21.4% higher than FY 2019. The company's gross profit for FY 2020 recorded EGP 343.5 million, 13.1% higher y-o-y and yielding a 15.4% gross profit margin. EBITDA for the period came in at EGP 217.4 million at a margin of 9.8% and growing by 15.3% y-o-y. Net income posted EGP 148.9 million, a 12.4% growth y-o-y and yielding a net profit margin of 6.7%.

2020 presented multiple challenges for the IT business unit as the COVID-19 pandemic negatively affected top line figures for three consecutive months, largely burdened by the commercial and oil & gas industries. One of the primary challenges faced remains to be the growing competition within the IT sector locally and regionally, however management was able to leverage its expertise as well as its market reputation to win bids for several projects and maintain the key-players on-board. Nonetheless; the Central Bank's initiatives to fight the pandemic, the digitalization of banking systems to support financial inclusion, and the upgrades seen in mobile operators' infrastructure were some of the achievements experienced throughout the year.

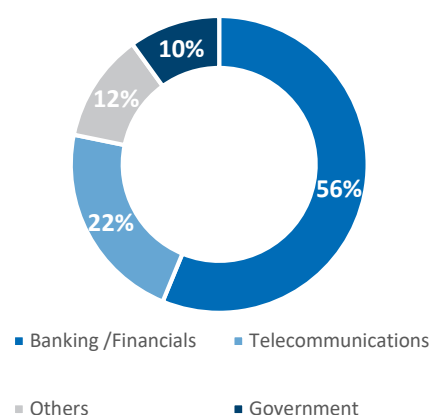
Revenue by Services

(FY 2020)



GP contribution per Sector

(FY 2020)



EGP Million	FY 2020	FY 2019	% Change - YoY
Revenue	2,226.1	1,931.5	15.3%
Gross Profit	343.5	339.5	0.88%
<i>Gross Profit Margin</i>	<i>15.4%</i>	<i>17.6%</i>	<i>(2.2 pts)</i>
EBITDA	217.4	189.7	14.6%
<i>EBITDA Margin</i>	<i>9.8%</i>	<i>9.8%</i>	<i>0 pts</i>
Net Profit	148.9	136.9	8.8%
<i>Net Profit Margin</i>	<i>6.7%</i>	<i>7.1%</i>	<i>(0.4 pts)</i>

Raya FMCG

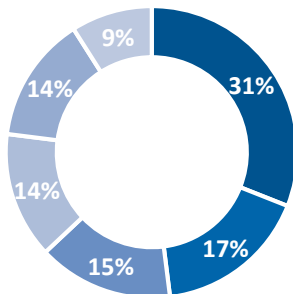


The FMCG business unit witnessed an upsurge in revenue figures across its two operations: **Raya Foods** and **Raya Food Trade** with a combined revenue of EGP 723.2 million, a 24.9% y-o-y growth. Gross profit recorded EGP 148.3 million in FY 2020, a staggering 2.4x increase y-o-y, whereas gross profit margin came in at 20.5%. Raya FMCG’s consolidated FY 2020 EBITDA came in at EGP 56 million, a 2.2x increase y-o-y.

Raya Foods recorded EGP 300.2 million in revenues during 2020; despite the FX rate and the significant appreciation of the EGP against most of the other currencies in the currency basket and the challenges that would have risen for the company’s revenue growth strategies, revenues grew at 49% y-o-y. Gross profit recorded EGP 95.8 million with a gross profit margin of 32% and a staggering 11.7x growth y-o-y. EBITDA came in at EGP 51.1 million with a 17% margin and a 132% increase y-o-y. The company diversified its trade market by decreasing the concentration in Europe by around 50%, and introducing China to its export mix, which currently accounts for 14% of the company’s export market.

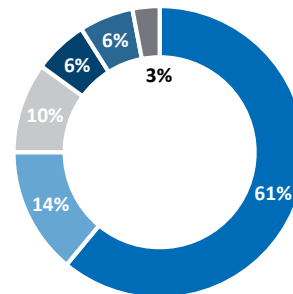
Raya Food Trade achieved revenues of EGP 423 million in FY 2020 with 12% growth y-o-y while the company’s gross profit increased by 41% to record EGP 53.6 million with a gross profit margin of 12.7%. The company’s EBITDA came in at EGP 6 million, a 58% increase y-o-y. The company’s performance augmented by focusing on the online arm and technology-based solutions through the increase in online base stores and by adding new businesses to the company’s portfolio, such as Froneri and EGYPLAST, to accommodate for any revenue deviations.

Export Markets
(FY 2020)



■ Europe ■ GCC ■ USA ■ China ■ Local Sales ■ Russia

Product mix
(FY 2020)



■ Strawberry ■ Green Beans ■ Okra ■ Molokhia ■ Others ■ Mixed Vegetables

EGP Million	FY 2020	FY 2019	% Change - YoY
Revenue	723.2	579.3	24.8%
<i>Raya Food Trading</i>	423.0	377.6	12.0%
<i>Raya Foods</i>	300.2	201.7	48.8%
Gross Profit	148.3	43.3	2.4x
<i>Gross Profit Margin</i>	20.5%	7.5%	13 pts
EBITDA	56	(47.9)	2.2x
<i>EBITDA Margin</i>	7.7%	(8.3%)	16 pts

Non-Banking Financial Services

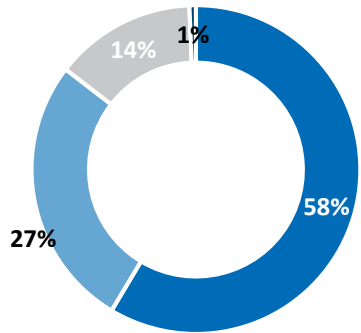


The Non-Banking Financial Services (NBFS) business unit continues to expand across all three-portfolio companies: **AMAN Financial Services**, **AMAN for Microfinance** and **AMAN For E – Payments**. On consolidated terms, the business line grew revenues by 1.1x y-o-y posting EGP 1,552 million. Gross profit grew by 1.4x during FY 2020, recording EGP 440 million against EGP 181.2 million recorded the previous year. Gross profit margin grew by 3.9 percentage points y-o-y to reach 28.4%. EBITDA grew by a staggering 200% to post EGP 78 million. EBITDA margin came in at 5%, 15.8 percentage points higher than the previous year.

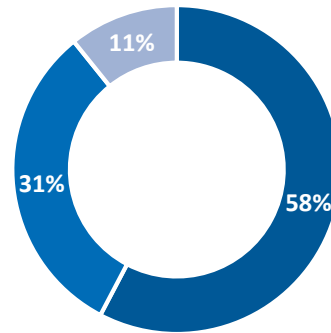
AMAN Financial Services continues to rapidly ramp up its operations and expand its service offering within the consumer financing market. Revenues grew by 1.3x y-o-y from EGP 405.4 mn to EGP 921.9 mn, mostly comprising of retail sales. The company posted gross profits of EGP 110.1 mn, a 210% growth y-o-y, at an increased gross profit margin of 12%. The company reduced the number of stores from 222 to 220, as it is presently oriented towards streamlining its operations. The company's value added services continue to grow in weight within the revenue mix, increasing exponentially quarter over quarter. The company's EBITDA and bottom line figures were hindered by the complications and obstacles presented by the COVID-19 pandemic, resulting in weighted down profitability margins.

AMAN For E – Payments recorded revenues in 2020 of EGP 340 million, a 56% increase y-o-y. The company achieved a gross profit of EGP 100 million, a 72% y-o-y growth, yielding a gross profit margin of 29.5%. The company currently boasts a Point of Service (POS) network of nearly 115,000 POS's in which the company was able to process a monthly throughput of EGP 1.5 billion . As at the end of FY 2020, the company successfully retains 312 services.

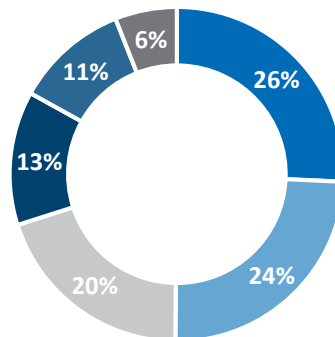
AMAN for Microfinance achieved revenues of EGP 278.3 mn in FY 2020, a staggering 1.4x the revenues recorded in FY 2019. The company went on to achieve operating profits of EGP 80.2 mn, a 1.4x increase from the original plan for the year. The full year EBITDA came in at EGP 90.1 mn with a margin of 32%, an astounding 3.1x increase from the previous year. Additionally, the company closed the year with a net profit of EGP 40.2 mn with a net profit margin of 14%, highlighting a remarkable performance for the company's full year. The company currently maintains circa EGP 792 mn in the principle portfolio across more than 97 thousand active loans. In addition, the company's total loan disbursement currently amounts to EGP 1,234 mn over 97,330 loans. During 2020, the company's monthly amount of loans disbursed grew at a compounded growth rate of 29%, while the average monthly number of loans grew at a growth rate of 41.3% across its nationwide branches.

AMAN FS Revenue Mix
(FY-2020)


■ Retail Sales ■ Automotive ■ Corporate ■ VAS

Microfinance Regional Distribution
(FY-2020)


■ Upper Egypt ■ Delta ■ Greater Cairo

E-Payments Revenue Mix
(FY-2020)

 ■ Top Up ■ Wallets ■ Voucher
 ■ Bill payments ■ Electricity ■ Other

EGP Million	FY 2020	FY 2019	% Change - YoY
Revenue	1,552	739.1	1.1x
AMAN E-Payments	340	217.6	56.3%
AMAN Financial Services	934	405.4	1.3x
AMAN Microfinance	278	116.1	1.4x
Gross Profit	440	181.2	1.4x
<i>Gross Profit Margin</i>	<i>28.4%</i>	<i>24.5%</i>	<i>3.9 pts</i>
EBITDA	78	(79.2)	2.0x
<i>EBITDA Margin</i>	<i>5.0%</i>	<i>(10.8%)</i>	<i>15.8 pts</i>

Smart Buildings & Retail



The Smart Buildings unit delivered staggering growth capacities throughout FY 2020, while the retail unit faced stumbling blocks that were instigated by the coronavirus pandemic. The business unit's consolidated revenues grew by 2.5% y-o-y recording a total of EGP 196.3 mn. Gross profit for the period came in at EGP 102.1 mn with a 52% margin while EBITDA came in at EGP 68 mn with a 34.6% margin.

Raya Restaurants recorded revenues of EGP 65.7 mn during FY 2020, a 10.9% decrease y-o-y from EGP 73.8 mn. The company also delivered a gross profit of EGP 36.4 mn, representing a gross profit margin of 55.4% and contracting by 11.4% y-o-y given the complications presented by the coronavirus. EBITDA came in at EGP -1.25 with a shrinkage of 1.1x y-o-y and an EBITDA margin of -1.83%, exacerbated by the delay in opening Jones The Grocer and the cashflow pressure situated for projects and current operations. The company recorded a net loss of EGP 12 mn during FY 2020 accompanied by a net loss margin of 18%. Losses were minimized by having Ovio present on online platforms through a delivery application as well as implementing promotional strategies. 2020 has also witnessed the opening of The Lebanese Bakery, a casual dining restaurant and obtaining a franchise agreement for Loris, a Lebanese café & restaurant.

Raya Smart Buildings recorded revenues of EGP 130.6 mn, rising by 10.9% y-o-y. The company's gross profit came in at EGP 65.7 mn yielding a staggering 50% gross profit margin, with gross profit increasing by 1.1x, an astounding upsurge despite the Covid-19 circumstances that have affected all lines of business. The company achieved an EBITDA of EGP 69.2 mn, a 99% increase y-o-y, with a 53% EBITDA margin. Office leases and retail space at Galleria 40 and Raya View building in Smart Village powered the prominent growth in revenues. Galleria 40 recorded an overall occupancy rate of 90%, a 7% increase y-o-y, given that office space occupancy has increased from 92% to 97% and retail space occupancy has increased from 70% to 93%. In addition to Raya View building in Smart village which presently stands at a 67% occupancy rate, a 17% increase y-o-y.

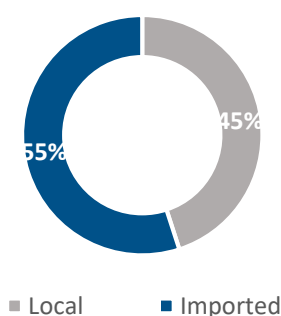
EGP Million	FY 2020	FY 2019	% Change - YoY
Revenue	196.3	191.5	2.5%
<i>Raya Restaurants</i>	65.7	73.8	(11.0%)
<i>Raya Smart Buildings</i>	130.6	117.7	11.0%
Gross Profit	102.1	63.98	59.6%
<i>Gross Profit Margin</i>	52.0%	33.4%	18.6 pts
EBITDA	68.0	44.6	52.5%
<i>EBITDA Margin</i>	34.6%	23.3%	11.3 pts

BariQ (Manufacturing & Industrials)

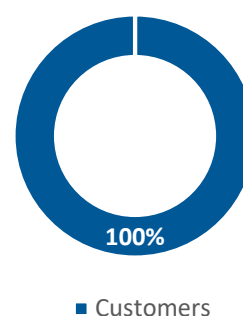

BariQ experienced manifold obstacles in 2020, exacerbated by the complications presented by the ongoing global pandemic. Annual revenues recorded EGP 252.2 mn, decreasing by 20% y-o-y. Gross profit decreased by 25.5% y-o-y posting EGP 65.9 mn at a margin of 26%, only two percentage points down from the gross profit margin recorder in FY 2019. EBITDA for the year ending decreased by 37.8% y-o-y posting EGP 37.2 mn against EGP 59.8 mn recorded in FY 2019. The company's EBITDA margin decreased by a mere 4 percentage points from FY 2019 to record 15%. Bariq's closed 2020 with a bottom line of EGP 4.9 mn with a profit margin of 2%, the low margins on the entirety of the profit and loss statement are a result of the economic slumps and slowdowns being experienced globally as a result of the COVID-19 circumstance.

The shrinkage in profitability and revenues stemmed from lower produced RPET quantities, which amounted to 12,390 tons with lower yields out of the raw materials. The increase in conversion costs per ton by 18% was due to the decrease in productivity across the company's production lines; nevertheless, the increase in total costs by a mere 3%, showcases progressive and firm cost control measures from the management's end.

PET Source Distribution
(FY 2020)



Sales Channels
(FY 2020)



EGP Million	FY 2020	FY 2019	% Change - YoY
Revenue	252.2	312.2	(19.2%)
Gross Profit	65.9	87.6	(24.8%)
<i>Gross Profit Margin</i>	<i>26.1%</i>	<i>28.1%</i>	<i>(2 pts)</i>
EBITDA	38.4	60.4	(36.4%)
<i>EBITDA Margin</i>	<i>15.2%</i>	<i>19.3%</i>	<i>(4.1 pts)</i>
Net Profit	4.9	17.9	(72.6%)
<i>Net Profit Margin</i>	<i>1.9%</i>	<i>5.7%</i>	<i>(3.8 pts)</i>

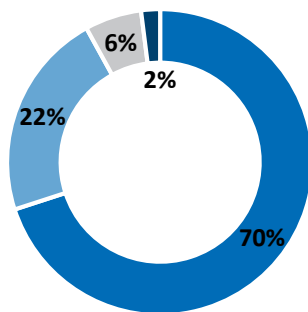
Ostool (Logistical Services)



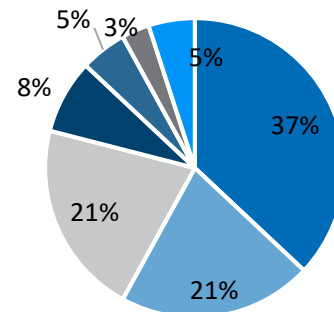
Ostool recorded revenues of EGP 530.5 million during FY 2020, a 40.6% increase y-o-y. The company delivered a gross profit of EGP 76.1 million, 0.74% lower y-o-y, yielding a gross profit margin of 14.3%. The company recorded an EBITDA of EGP 81.1 million against EGP 84.9 million in 2019 at an EBITDA margin of 16%. The company closed FY 2020 with a net profit of EGP 6.3 million, a 59% decrease y-o-y, and with a net profit margin of 1.2%.

The company's shrinkage in profits and profit margins was mainly due to COVID-19 pandemic and its negative effects on the economy, leading to a slowdown and decrease in product transportation volumes. Given the circumstances, Ostool was aiming to penetrate the petroleum sector in 2020, and was successful in being an approved vendor in the aforementioned market. The company was also effective in signing the Master agreement with TAQA, as well as shifting most of the reparation activities towards in-house facilities. The company was able to successfully increase its activity in the raw materials and coal industries, with both services comprising around 70% of the company's revenue in 2020. The company's major client continues to be from the cement industry, demonstrating Ostool's strong foothold in the sector.

Revenue Source by Industry



Cost Split



■ Material & Coal ■ Cement ■ Grains ■ Glass

■ Fuel
■ Scales
■ Other Direct Costs

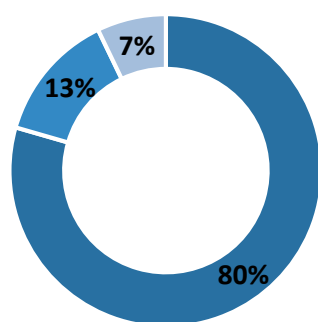
■ Manpower ■ Maintenance
■ Loading & Unloading ■ Insurance Cost

EGP Million	FY 2020	FY 2019	% Change - YoY
Revenue	530.5	377.2	40.6%
Gross Profit	76.1	76.8	(0.74%)
<i>Gross Profit Margin</i>	<i>14.3%</i>	<i>20.4%</i>	<i>(6.1) pts</i>
EBITDA	81.1	84.9	(4.5%)
<i>EBITDA Margin</i>	<i>16%</i>	<i>22.3%</i>	<i>(6.3) pts</i>
Net Profit	6.3	17.3	(59%)
<i>Net Profit Margin</i>	<i>1.2%</i>	<i>4.6%</i>	<i>(3.4) pts</i>

Raya Advanced Manufacturing

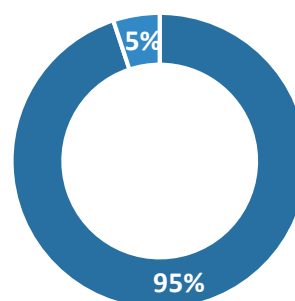
Raya Advanced Manufacturing is a subsidiary of Raya Holding responsible for assembling and selling international modern vehicles brands; RAM manufactures and assembles light transport vehicles including motorcycles, scooters, three-wheel vehicles, four-wheel vehicles and electric vehicles. RAM recorded revenues of EGP 124.4 mn during FY 2020 with a 1.2x increase y-o-y. Gross profits increased exponentially to record EGP 9.7 mn, a 2.9x increase y-o-y. The company posted EBITDA of EGP -16.3 mn during FY 2020 as opposed to EGP -26.9 mn in FY 2019, posting a growth of 39.4%.

Revenue mix



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

Production mix



- Commercial Vehicles
- Electric Vehicles

EGP Million	FY 2020	FY 2019	% Change - YoY
Revenue	124.4	56.7	1.2x
Gross Profit	9.7	(5.1)	(2.9x)
<i>Gross Profit Margin</i>	<i>8%</i>	<i>(9%)</i>	<i>(1 pt)</i>
EBITDA	(16.3)	(26.9)	(39.4%)
<i>EBITDA Margin</i>	<i>(13%)</i>	<i>(47%)</i>	<i>(34 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

Hossam Hussein
Ahmed Nour Eldin Hassan
Youssef El Gohary

Investor Relations, Investments and Corporate Finance Department

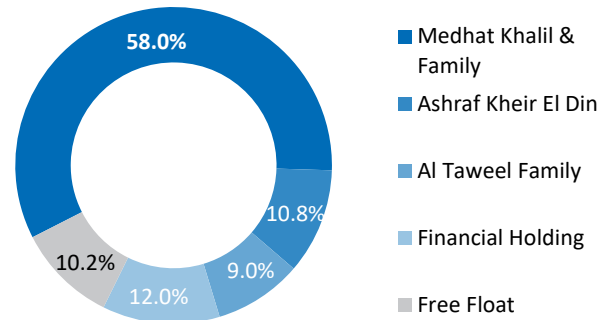
T: +2 (0)2 3827 6000
investor_relations@rayacorp.com

RAYA.CA on the EGX

Number of Shares	214,399,519
Share Price (25 Mar. '21)	EGP 2.17
Market Cap (25 Mar. '21)	EGP 4,652,469,652

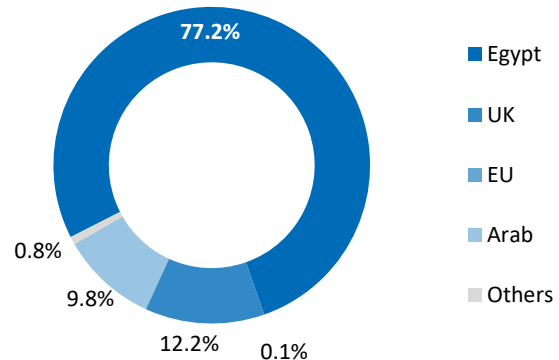
Shareholding Structure

(as at 31 Dec, 2020)



Shareholders by Geography

(as at 31 Dec, 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	FY 2020	FY 2019	Change
Sales	10,756,182,585	8,767,984,574	22.7%
COGS	(8,773,405,459)	(7,103,297,418)	23.5%
Gross Profit	1,982,777,126	1,664,687,156	19.1%
General & Administrative Exp.	(1,073,493,177)	(886,109,573)	21.1%
Selling & Marketing Exp.	(418,171,823)	(369,044,375)	13.3%
Board Remuneration	(740,000)	(475,000)	55.8%
Provisions	(9,532,340)	(1,930,440)	3.9x
Provisions (No Longer Required)	296,271	296,271	-
Impairments	(39,997,773)	(41,327,108)	-3.2%
Impairments Reversal	7,382,804	15,171,505	-51.3%
Operating Profit	448,521,088	381,268,436	17.6%
Interest Income (Expense)	(397,238,045)	(396,231,931)	0.25%
FX Gain (Loss)	3,996,839	4,348,697	-8.1%
Company's share in profits of associates	1,769,706	2,940,649	-39.8%
Other Gains (losses)	(4,979,613)	828,462	-7.0x%
Gain (losses) on Sale of Fixed Assets	8,532,638	3,130,836	N/A
Dividends from investments at fair value	793,582	793,277	N/A
Takaful contribution	(22,472,344)	(20,161,646)	11.5%
EBT	38,923,853	(23,083,220)	-268.6%
Tax	(84,604,784)	(62,019,847)	36.4%
Net Income	(45,680,931)	(85,103,067)	N/A
<u>Distributed as follows:</u>			
Shareholders of the Parent Co.	(61,677,719)	(141,045,399)	
Minority Interest	15,996,788	55,942,332	

Consolidated Balance Sheet

	31-Dec-20	30-Sep-20	30-Jun-20	31-Mar-20
Assets				
Long Term Assets				
Fixed Assets	1,066,235,535	1,055,046,715	1,107,577,458	1,113,305,083
Investment property	674,073,784	674,509,542	678,237,281	685,142,614
Projects under construction	452,530,512	284,339,510	280,912,445	268,598,539
Intangible Assets	22,227,789	23,714,053	25,764,269	17,255,796
Goodwill	82,078,561	82,078,561	82,078,561	82,078,561
Investments in associates	54,892,480	54,892,481	53,376,554	53,376,554
Available for sale investments	20,301,151	20,867,761	20,088,673	18,855,462
Deferred Tax Asset	96,034,192	94,063,395	97,713,904	95,962,312
Total Long term Assets	2,504,722,421	2,289,512,018	2,345,749,145	2,334,574,921
Current Assets				
Inventory	1,303,694,725	1,406,765,882	1,291,386,190	1,323,922,934
Work in progress	97,045,352	25,561,558	32,050,552	52,635,899
Accounts & notes receivable	3,401,683,499	3,008,876,959	2,634,726,840	2,555,234,874
Prepayments & Other Debit Balances	1,633,180,449	1,769,674,534	1,464,436,282	1,339,564,148
Share based compensations	13,671,842	13,671,842	13,671,842	720,000
Cash on hand and at banks	1,058,193,761	976,651,691	75,019,418	563,254,433
Debit balances (Tax Authority)	51,439,993	73,748,412	842,315,599	33,526,391
Total Current Assets	7,558,909,621	7,274,950,878	6,353,606,723	5,868,858,679
Total Assets	10,063,632,042	9,564,462,896	8,699,355,868	8,203,433,600
Equity				
Issued and Paid Capital	1,071,997,595	1,071,997,595	1,071,997,595	1,071,997,595
Legal Reserve	67,957,006	67,957,006	67,957,006	67,957,006
General Reserve	41,935,960	41,935,960	41,935,960	41,935,960
Treasury shares	(50,239,412)	(50,239,412)	(45,731,455)	30,150,000
Revaluation reserve of available for sale investments	1,314,141	1,753,263	1,149,470	193,731
Accumulated foreign currency translation	(10,266,196)	(6,932,721)	(6,694,846)	(8,618,637)
Retained Earnings	(327,218,758)	(327,218,758)	(327,218,758)	(186,173,359)
Profits for the year after deducting non-controlling interest	(61,677,719)	(66,378,683)	(104,976,790)	(73,259,361)
Total Equity before deducting non-controlling interest	733,802,617	732,874,250	698,418,182	883,882,935

Non-controlling interest	245,525,347	284,820,782	285,624,564	278,347,583
Total Equity	979,327,964	1,017,695,032	984,042,746	1,162,230,518
Liabilities				
Long Term Liabilities				
Long term notes payable	125,770,989	142,399,166	86,019,570	65,750,157
Long term loans	946,236,814	920,402,147	934,670,594	783,825,367
Other long term liabilities	53,468,890	52,120,560	59,682,589	113,069,794
Total long term Liabilities	1,125,476,693	1,114,921,873	1,080,372,753	962,645,317
Current Liabilities				
Provisions	61,228,080	56,732,982	36,419,622	43,882,258
Accounts and notes payable	1,827,581,866	1,874,775,423	1,624,092,436	1,286,981,137
Current portion of long term debt	538,016,114	165,677,623	361,344,436	190,595,386
Credit facilities	3,768,846,261	3,772,776,007	3,327,513,974	3,422,236,165
Income tax payable	-	-	-	-
Accrued expenses & other credit balances	1,747,077,020	1,539,492,347	1,259,397,574	1,109,783,741
Dividends Payable	16,078,044	22,391,609	26,172,327	25,079,077
Total Current Liabilities	7,958,827,385	7,431,845,991	6,634,940,369	6,078,557,765
Total Liabilities	9,084,304,078	8,546,767,864	7,715,513,122	7,041,203,082
Total Liabilities & Equity	10,063,632,042	9,564,462,896	8,699,355,868	8,203,433,600