



**1H2024 Earnings Release**  
**Cairo | August 13, 2024**

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## Raya Holding Accomplishes Remarkable Operational Performance in 1H2024

13 August 2024- (Cairo, Egypt)

Raya Holding for Financial Investments (**Ticker: RAYA.CA**), a prominent Egyptian investment firm with a wide array of investment portfolios, has announced its consolidated and standalone financial results for the six-month period ending June 30th, 2024. The Company reported revenues of EGP 20,088 million, reflecting a 38% YoY growth. Net profit before minority interests reached EGP 762 million, representing a significant increase of 1.18x YoY, with a net profit margin of 4%. On a quarterly basis, Raya Holding reported revenues of EGP 9,675 million, up 21% YoY, with a net profit before minority interests of EGP 384 million, marking a 1.11x YoY growth, and a net profit margin of 4%.

### Summary Consolidated Income Statement | 2Q2024

All Figures are EGP Mn	2Q2023	1Q2024	2Q2024	YoY % Change	QoQ % Change
<b>Revenue</b>	<b>7,965</b>	<b>10,414</b>	<b>9,675</b>	<b>21%</b>	<b>(7%)</b>
<b>Gross Profit</b>	<b>1,581</b>	<b>2,162</b>	<b>2,177</b>	<b>38%</b>	<b>1%</b>
<b>GPM</b>	<b>20%</b>	<b>21%</b>	<b>23%</b>	<b>(15 pts)</b>	<b>2pts</b>
<b>EBITDA</b>	<b>820</b>	<b>1,208</b>	<b>1,166</b>	<b>42%</b>	<b>(4%)</b>
<i>EBITDA Margin</i>	<i>10%</i>	<i>11.6%</i>	<i>12%</i>	<i>1.8 pts</i>	<i>0.4 pts</i>
<b>Net Profit Before Minority</b>	<b>182</b>	<b>378</b>	<b>384</b>	<b>1.11x</b>	<b>2%</b>
<i>NPM</i>	<i>2%</i>	<i>3.6%</i>	<i>4%</i>	<i>1.7 pts</i>	<i>0.3 pts</i>
<b>Net Profit After Minority</b>	<b>144</b>	<b>331</b>	<b>323</b>	<b>1.24x</b>	<b>(2%)</b>

### Summary Consolidated Income Statement| 1H2024

All Figures are EGP Mn	1H2023	1H2024	YoY % Change
<b>Revenue</b>	<b>14,511</b>	<b>20,088</b>	<b>38%</b>
<b>Gross Profit</b>	<b>2,950</b>	<b>4,339</b>	<b>47%</b>
<b>GPM</b>	<b>20%</b>	<b>22%</b>	<b>1.3 pts</b>
<b>EBITDA</b>	<b>1,480</b>	<b>2,374</b>	<b>60%</b>
<i>EBITDA Margin</i>	<i>10%</i>	<i>12%</i>	<i>1.6 pts</i>
<b>Net Profit Before Minority</b>	<b>350</b>	<b>762</b>	<b>1.18x</b>
<i>NPM</i>	<i>2%</i>	<i>4%</i>	<i>1.4 pts</i>
<b>Net Profit After Minority</b>	<b>287</b>	<b>654</b>	<b>1.28x</b>

## Financial & Operational Highlights:

- Group revenues up 38% YoY to record EGP 20.1 billion in 1H2024.
- Raya Holding generates 28% of its group turnover in foreign currencies.
- Gross profit** increased to record EGP 4.3 billion in 1H2024, representing a healthy 47% YoY.
- The **Gross Profit margin** experienced an increase of 2 pts YoY to record 22% in 1H2024.
- EBITDA** reflected a healthy increase by 60% YoY to record EGP 2.4 billion in 1H2024.
- The **EBITDA margin** improved by 2 pts YoY to 12% in 1H2024.
- During 1H2024, **Net Income before minority** increased by a remarkable 1.18x YoY reaching EGP 762 million compared to EGP 350 million in 1H2023.
- This reflected an outstanding **Net Profit margin** of 4% in 1H2024, up by 2 percentage points YoY.
- As of June 30<sup>th</sup>, 2024, Raya Holding's assets and equity stood at EGP 35.3 billion and EGP 3.8 billion, respectively.

## 1H2024 Highlights

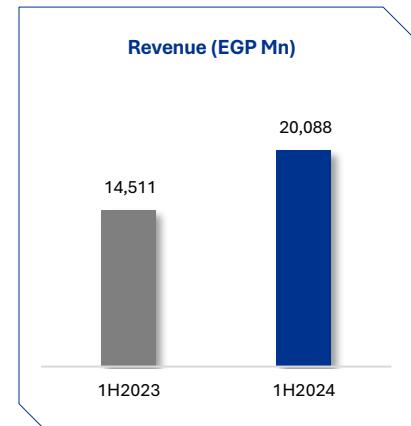
<b>Total Group Revenues</b> EGP 20,088 Mn 38% YoY
<b>Gross Profit</b> 4,339 Mn 47% YoY   22% GPM
<b>EBITDA</b> EGP 2,374 Mn 60% YoY   12% EBITDA Margin
<b>Net Income Before Minority</b> EGP 762 Mn 1.18x YoY   4% NPM

## Consolidated Financial Performance

### Income Statement Highlights | 1H2024

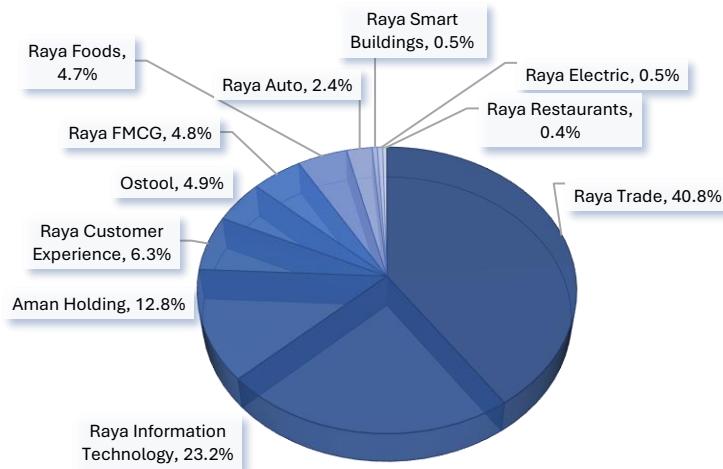
#### Revenue

- The group experienced a 38% YoY increase in revenue to record EGP 20.1 billion, up from EGP 14.5 billion in 1H2023.
- This impressive growth was driven by initiatives to boost the foreign currency mix to a record 28% of group turnover and expansion of the export market.
- The significant 27% rise in revenue from the distribution of devices and goods can be attributed to strategic partnerships with leading manufacturers, effective marketing campaigns, and expansion into new geographical markets. Similarly, the substantial 51% growth in revenue from suppliers and installations reflects our commitment to enhancing our service offerings.
- Moreover, this overall growth can be attributed to the YoY expansion in our 'Big Four' lines of business, as displayed below:

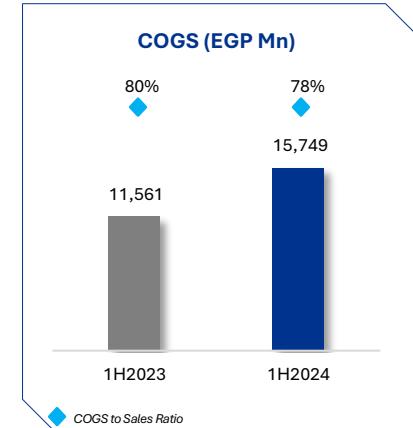


**RAYA The 'Big Four':**

All Figures are EGP Mn	1H2023	1H2024	YoY Growth
<b>Raya Trade</b>	6,394	8,200	28%
<b>Raya Information Technology</b>	3,096	4,653	50%
<b>Aman Holding</b>	2,029	2,565	26%
<b>Raya Customer Experience</b>	911	1,262	39%

**Revenue Breakdown by LOB 1H2024**

**Cost of Goods Sold (COGS)**

- The cost of goods sold (COGS) increased by 36%, reaching EGP 15.7 billion in 1H2024, up from EGP 11.6 billion in 1H2023.
- This rise can be attributed to several factors, including the company's operational expansions, which led to higher production volumes and associated costs. Additionally, currency fluctuations may have increased the cost of imported raw materials, and the introduction of new product lines or services likely added initial costs to production.
- Despite this substantial rise in absolute terms, the COGS-to-sales ratio improved, decreasing from 80% to 78%.

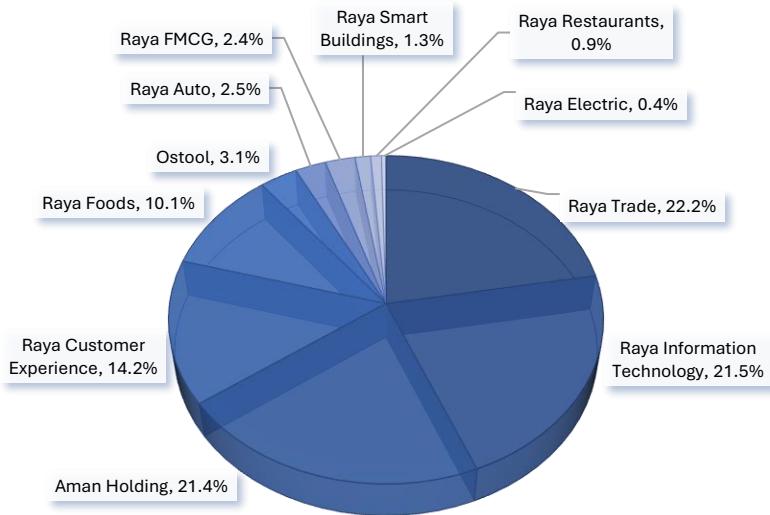


## Gross Profit

- RAYA The gross profit increased to a record EGP 4.3 billion in 1H2024, representing a robust 47% YoY growth. The primary contributors to this impressive performance were Raya Trade, accounting for 22% of the gross profit, and Raya IT, contributing 21.5%.
- RAYA Additionally, the gross profit margin saw a YoY increase of 2 percentage points, reaching 22% in 1H2024.
- RAYA This improvement reflects enhanced operational efficiencies, better cost management, and a strategic focus on high-margin products and services.

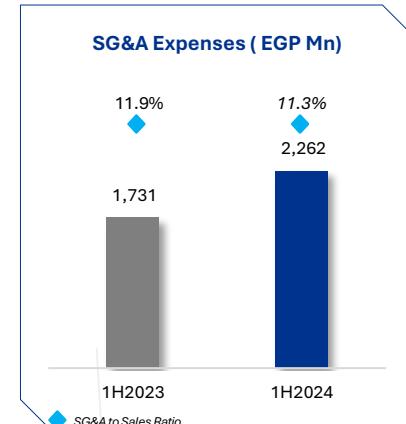


### Gross Profit Breakdown by LOB 1H2024



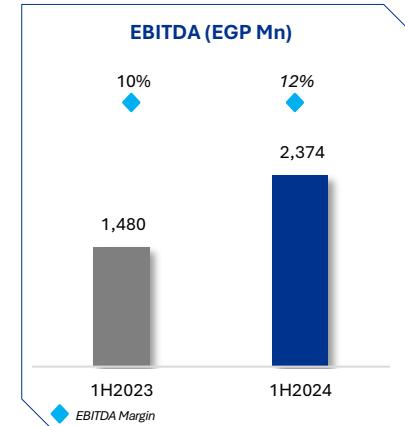
## Selling, Marketing, General & Administrative Expenses

- RAYA In 1H2024, Raya Holding reported selling, marketing, general, and administrative (SG&A) expenses of EGP 2.3 billion, marking a 31% YoY increase.
- RAYA Despite this rise in absolute expenditure, the company slightly improved its SG&A-to-sales ratio from 11.9% in 1H2023 to 11.3% in 1H2024.
- RAYA The improvement in the ratio reflects successful cost-saving measures and more efficient resource allocation.



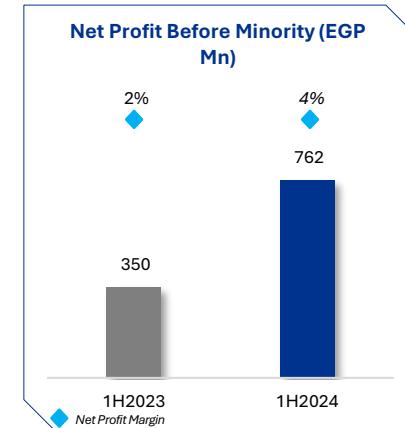
## EBITDA

- In 1H2024, the company attained a remarkable EBITDA of EGP 2.4 billion up from EGP 1.5 billion, marking a substantial 60% YoY.
- This impressive achievement can be credited to notable growth and margin enhancements observed across various strategic business units, including trade and distribution, information technology, non-banking financial services, and food-related segments.
- Furthermore, the EBITDA margin showed positive progress, reaching a robust 12% up from 10% in 1H2023.



## Net Income before Minority

- As evidence of the company's remarkable financial advancement during the period, Net Income before Minority rose drastically to EGP 762 million in 1H2024, up from EGP 350 million in the previous year, reflecting a notable 1.18x increase YoY.
- This impressive growth is supported by a notable improvement in net profit margin, which increased by 2 percentage points to reach 4%, up from 2% in 1H2023.
- This remarkable growth can be attributed to two key factors. Firstly, currency devaluation had a favorable effect on profit margins for the group's export-oriented units, including Raya IT, RCX, and Raya Foods. Secondly, the company's strategic focus on expanding market share, leveraging economies of scale, and strengthening its leading market positions contributed to enhanced profitability margins, particularly within the IT and Trade sectors.



## Balance Sheet Highlights June 30th, 2024

### Assets

As of June 30th, 2024, Raya Holding's total assets expanded significantly by 30% to reach EGP 35.3 billion, compared to EGP 27.1 billion as of December 31st, 2023. This growth is attributed mainly to the increase in current assets, which now constitute 87% of the total assets.

Key drivers of this asset growth include:

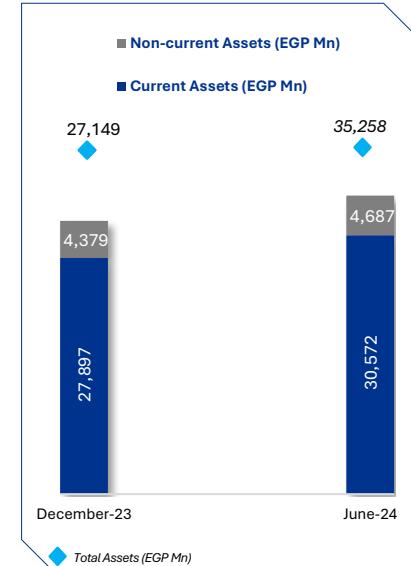
- 1- Inventory: Increased from EGP 2.9 billion to EGP 4.5 billion, reflecting a significant 58% growth, driven by the need to maintain strong inventory levels to meet rising customer demand.
- 2- Accounts and Notes Receivable: Rose sharply from EGP 9.5 billion to EGP 13.8 billion, a 46% increase, indicating higher sales and possibly extended credit terms to customers.

Despite these increases, cash on hand and at banks decreased by 18%, from EGP 3.2 billion to EGP 2.6 billion, indicating that cash reserves were utilized to support other asset growth or operational needs.

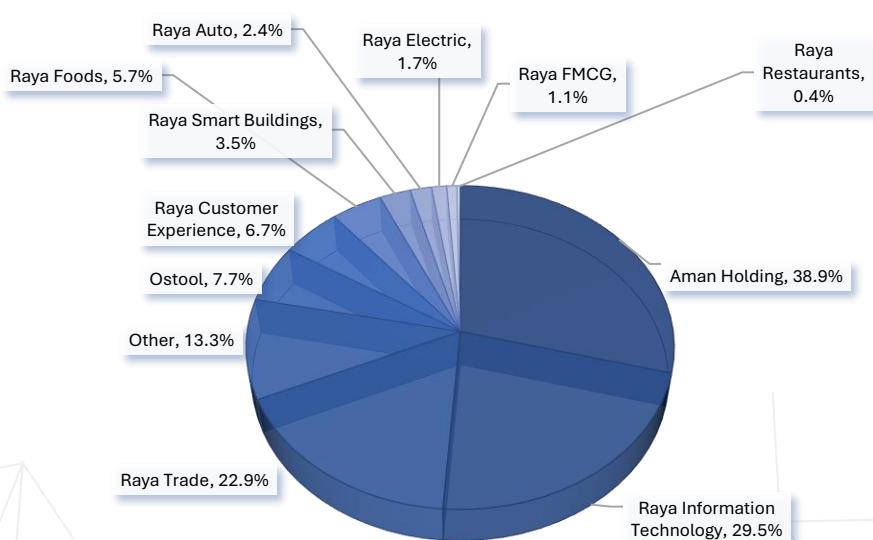
Non-current assets also showed a modest increase of 13%, growing from EGP 4.2 billion to EGP 4.7 billion, driven by:

- 1- Projects under Construction: Rose from EGP 240 million to EGP 361 million, a 51% increase, indicating ongoing development projects for Raya Restaurants, Aman Holding administrative building, and Galleria 40 building renovations.

This growth was primarily driven by the fintech-NBFS division's expanding loan portfolios, along with strong inventory levels in the IT and Trade sectors to meet rising customer demand despite challenging market conditions.



### Assets Breakdown by LOB June 30<sup>th</sup>, 2024



## Liabilities

RAYA The company's total liabilities increased by 9.4%, reaching EGP 31,475 million as of June 30, 2024, up from EGP 28,760 million on 31<sup>st</sup> March 2024.

RAYA This increase is primarily attributed to the company's expansion and increased operational activities. As the company scales its operations, it incurs higher costs for procurement, infrastructure, and working capital, which are reflected in the rise of both current and non-current liabilities.

RAYA Current liabilities rose 9.5%, likely driven by an increase in short-term borrowings, accounts payable, or other short-term obligations necessary to support the company's expanding operations. This increase could be mainly due to Aman's business nature.

RAYA Non-current liabilities also saw an increase of EGP 328 million, or 8.8%, possibly reflecting new long-term debt issuances used to finance capital expenditures or strategic investments.

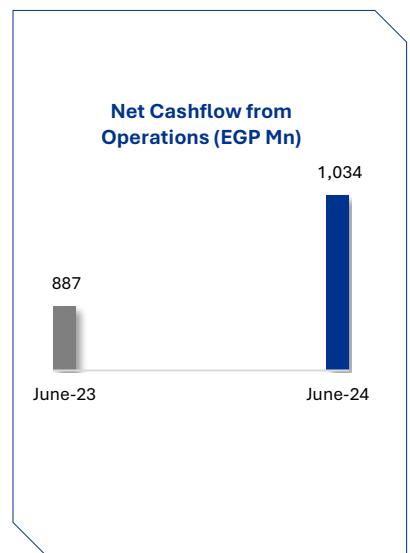


## Cashflow Highlights| 1H2024

### Net Cashflow from Operations

RAYA Net Cash Flows from Operations increased by 17%, reaching EGP 1,034 million in June 2024, up from EGP 887 million in June 2023. This significant rise in operational cash flow highlights the company's improved efficiency and profitability in its core activities. The increase suggests that despite the higher liabilities associated with the company's expansion and operational scaling, it has effectively enhanced its cash generation capabilities.

RAYA This increase reflects strong cash generation, effective working capital management, and successful cost control, enhancing liquidity for short-term needs and strategic initiatives.



## Appendices

### Appendix 1: Partnerships Recap

Raya Auto, a key player in Egypt's e-mobility sector, has partnered with Shift EV, a startup specializing in battery manufacturing and fleet electrification. Shift EV will supply locally made lithium-ion batteries for Raya Auto's light e-mobility products. This marks the first regional effort to localize electric mobility technology in Egypt.

Raya Auto, established in 2018, leads the light e-mobility market in Egypt, producing thousands of units annually and promoting sustainability with eco-friendly vehicles. Shift EV is a major battery manufacturer in MENA, known for its fleet electrification technology.

Additionally, Raya Auto has teamed up with XPENG to launch advanced electric vehicles with European specifications in Egypt by the first half of 2024.

**Date of Issue: 29/07/2024**

Raya Electric has partnered with LG to manufacture LG-branded home air conditioners in Egypt. This collaboration introduces a Manufacturing as a Service (MaaS) model in the Middle East and Africa, utilizing over 60% locally produced parts. This aligns with the Egyptian government's push to increase local content in home appliances.

Raya Electric has invested over EGP 350 million in its manufacturing capabilities, with a factory capable of producing 300,000 units annually. LG plans to produce over 150,000 units annually within three years to meet local and regional demand.

Both companies emphasize the high quality and international standards of the products, with LG expressing strong confidence in Raya Electric's manufacturing capabilities.

**Date of Issue: 30/07/2024**

## Appendix 2: Consolidated Income Statement

All Figures are EGP Mn

	1H2023	1H2024
Revenue	14,511	20,088
COGS	(11,561)	(15,749)
<b>Gross Profit</b>	<b>2,950</b>	<b>4,339</b>
General & Administrative Exp.	(1,222)	(1,554)
Selling & Marketing Exp.	(509)	(708)
Board Remuneration	(2)	(2)
<b>EBITDA</b>	<b>1,480</b>	<b>2,374</b>
Right of Use Assets Depreciation	(172)	(106)
Fixed Assets & Intangibles Depreciation	(90)	(192)
Provisions	(30)	(13)
Provisions (No Longer Required)	4	0
Expected Credit Losses	(200)	(309)
Reversal of expected credit losses	17	98
Expected credit losses for debit balances	0	(18)
<b>Operating Profit</b>	<b>1,008</b>	<b>1,833</b>
FX Gain (Loss)	41	93
Company's share from profits of associates	26	54
Other Income (expense)	1	1
Gain (losses) on Sale of Fixed Assets	2	7
Dividends from investments at fair value	0	0
Gain from disposals of investments in associates	0	0
Takaful contribution	(22)	(32)
<b>EBIT</b>	<b>1,056</b>	<b>1,957</b>
Interest Expense	(521)	(821)
<b>EBT</b>	<b>535</b>	<b>1,136</b>
Income Tax	(164)	(326)
Deferred Income Tax	(20)	(48)
<b>Net Profit Before Minority</b>	<b>350</b>	<b>762</b>
Distributed as follows:		
Raya Holding	287	654
Minority	63	108

## Appendix 3: Consolidated Balance Sheet

All Figures are EGP Mn

	31-Dec-23	30-Jun-24
<b>Assets</b>		
Inventory	2,859	4,505
Work in Progress	917	885
Accounts And Notes Receivable	9,461	13,832
Short-term Investments through profit and loss	5	49
Prepayments And Other Debit Balances	6,345	8,549
Share-based compensation (ESOP)	3	3
Debit balances (Tax Authority)	211	121
Cash on Hand and at Banks	3,194	2,628
<b>Total Current Assets</b>	<b>22,994</b>	<b>30,572</b>
Fixed Assets	1,965	2,105
Investment Properties	609	597
Projects under Construction	240	361
Intangible Assets	31	42
Right of Use Assets	819	941
Goodwill	297	394
Investments in Associates	168	222
Investments at fair value through other comprehensive income	26	22
Long-term Investments through Other Comprehensive Income	1	2
<b>Total Non-current Assets</b>	<b>4,155</b>	<b>4,687</b>
<b>Total Assets</b>	<b>27,149</b>	<b>35,258</b>
<b>Liabilities</b>		
Provisions	170	182
Accounts And Notes Payable	4,806	7,208
Short-term loans	614	534
Current Portion of long-term loans	1,353	1,144
Advance Payments	1,757	5,217
Current Portion of Long-Term Liabilities-Right of Use	49	67
Bank Overdraft	8,431	9,075
Accrued Expenses and other Credit Balances	3,927	3,937
Dividends Payable	36	53
<b>Total Current Liabilities</b>	<b>21,143</b>	<b>27,416</b>
Notes Payable - Noncurrent portion	20	10
Long Term loan	1,353	1,429
Bank Overdraft	697	1,482
Long Term Liabilities-Right of Use	885	1,011
Other Long-term Liabilities	122	118
Deferred Tax Liability	5	8
<b>Total Non-current Liabilities</b>	<b>3,082</b>	<b>4,059</b>
<b>Total Liabilities</b>	<b>24,226</b>	<b>31,475</b>
<b>Equity</b>		
Issued & Paid-up Capital	1,072	1,070
Legal Reserve	96	96
General reserve	42	42
Credit Risk Reserve	78	65
Treasury Shares	(8)	(10)
Revaluation reserve of available-for-sale investments through comprehensive income	5	3
Foreign Currency Translation Differences	0	150
Accumulated foreign currency translation	71	166
Retained Earnings/ (Losses)	275	710
Profits for the year after minority interest	441	654
<b>Total Equity Before Minority</b>	<b>2,074</b>	<b>2,946</b>
Minority	850	837
<b>Total Equity</b>	<b>2,923</b>	<b>3,783</b>

## About Raya Holding

As a distinguished investment company with a robust international footprint, Raya Holding has experienced remarkable growth driven by a resilient business model. We strategically capitalize on high-growth sectors, positioning ourselves at the forefront of economic advancement. Publicly listed on the Egyptian Exchange (EGX) since 2005, the company has a broadening international footprint in markets including KSA, UAE, Bahrain, Poland, Nigeria, and Tanzania. Our global customer base is supported by over 18,000 highly skilled employees who are integral to our success. In 1H2024, it achieved a group consolidated turnover of EGP 20.1 billion, a gross profit of EGP 4.3 billion, an EBITDA of EGP 2.4 billion, and a net income before minority of EGP 762 million.

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:

- **Retail & Distribution:** Raya Trade, Raya Auto, and Raya FMCG
- **Manufacturing:** Raya Electric and Raya Foods
- **Fintech:** Aman Holding
- **Technology & Infrastructure:** Raya Information Technology (RIT)
- **Business Process Outsourcing:** Raya Customer Experience (RCX)
- **Hospitality:** Raya Smart Buildings and Raya Restaurants
- **Logistics:** Ostool

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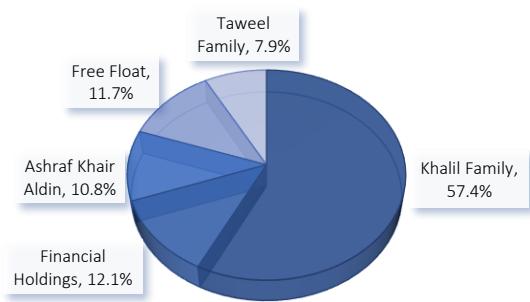
investor\_relations@rayacorp.com

<http://www.rayacorp.com/investor-relations/>

### RAYA.CA on the EGX

Number of Shares	4,281,297,768
Share Price (August 13 <sup>th</sup> , 2024)	EGP 2.26
Market Cap (August 13 <sup>th</sup> , 2024)	EGP 9,675,732,956

### Shareholders Structure (As of June 30<sup>th</sup>, 2024)



### Shareholders by Geography (As of June 30<sup>th</sup>, 2024)

