

ELSEWEDY ELECTRIC Reports H1 2024 Results; Strong revenue growth of 47.4% y-o-y, delivering EGP 103 billion during the period

H1 2024 Consolidated Financial Highlights

| Revenues | Gross Profit | EBITDA | Net Profit after Minority |
|--------------------------------------|-------------------------------------|-------------------------------------|------------------------------------|
| EGP 102,626 million ▲ 47.4% y-o-y | EGP 22,687 million ▲ 76.2% y-o-y | EGP 15,553 million ▲ 69.4% y-o-y | EGP 8,436 million ▲ 51.6% y-o-y |

Q2 2024 Financial Highlights

| Revenues | Gross Profit | EBITDA | Net Profit after Minority |
|-------------------------------------|-------------------------------------|-------------------------------------|------------------------------------|
| EGP 57,377 million ▲ 58.1% y-o-y | EGP 12,784 million ▲ 89.1% y-o-y | EGP 9,617 million ▲ 111.2% y-o-y | EGP 4,456 million ▲ 67.5% y-o-y |

ELSEWEDY ELECTRIC (SWDY.CA on the Egyptian stock exchange), the leading Wires & Cables and Integrated Energy Solution Provider in the Middle East and Africa, announces its consolidated financial results for the first half of 2024. The company reported revenues of EGP 102,626 million for the first half of 2024, a 47.4% y-o-y increase. Net profit after minority interest reached EGP 8,436 million, up 51.6% y-o-y, with a relatively stable net profit margin of 8.2%. In Q2 2024, Elsewedy Electric booked revenues of EGP 57,377 million, up 58.1% y-o-y. Meanwhile, net profit after minority interest for the quarter grew 67.5% y-o-y to EGP 4,456 million, with an expanding margin of 7.8% from 7.3% in Q2 2023.

Note from Our CEO

I am pleased to report that the strong start to the year continued into the second quarter, as reflected in our robust financial and operational performance. During this period, Elsewedy Electric leveraged its agile and adaptable business model, along with an expanding geographic footprint, to pursue and capitalize on growth opportunities and reinforce our position as a global industry leader.

Reviewing our results, we closed the first half of 2024 with all-time high revenues of EGP 103 billion and net profits of EGP 8 billion, reflecting growth rates of 47% and 52% y-o-y, respectively.

Looking ahead, we will continue to focus on enhancing operational efficiency, maintaining a robust balance sheet, and capturing opportunities across our region. With a strong commitment to innovation and effective cost management, I am confident in our ability to not only achieve our growth goals but also reach other key milestones, continuing to break new ground in the integrated, infrastructure solutions landscape.

Ahmed El Sewedy

Summary Income Statement

| EGP (000)'s | Q2-2024 | Q2-2023 | % Change | H1-2024 | H1-2023 | % Change |
|---|-------------------|-------------------|---------------|--------------------|-------------------|--------------|
| Revenue | 57,376,557 | 36,301,930 | 58.1% | 102,626,206 | 69,637,788 | 47.4% |
| Wires & Cables | 34,537,989 | 19,972,268 | 72.9% | 62,482,179 | 37,830,252 | 65.2% |
| Turnkey Projects | 17,171,686 | 11,807,932 | 45.4% | 29,578,374 | 23,381,393 | 26.5% |
| Meters | 2,329,646 | 2,012,261 | 15.8% | 4,216,667 | 3,645,598 | 15.7% |
| Transformers | 2,666,966 | 1,685,265 | 58.3% | 4,527,433 | 3,138,769 | 44.2% |
| Electrical Products | 436,576 | 689,230 | -36.7% | 1,418,609 | 1,340,179 | 5.9% |
| Renewables – IPP | 233,694 | 134,973 | 73.1% | 402,943 | 301,597 | 33.6% |
| Gross Profit | 12,783,738 | 6,759,045 | 89.1% | 22,687,485 | 12,877,268 | 76.2% |
| Wires & Cables | 7,986,368 | 4,187,146 | 90.7% | 14,830,175 | 7,872,743 | 88.4% |
| Turnkey Projects | 2,639,132 | 1,250,166 | 111.1% | 4,047,308 | 2,487,612 | 62.7% |
| Meters | 667,342 | 506,659 | 31.7% | 1,215,330 | 917,616 | 32.4% |
| Transformers | 1,026,311 | 383,889 | 167.3% | 1,700,608 | 717,485 | 137.0% |
| Electrical Products | 293,789 | 367,124 | -20.0% | 640,100 | 726,428 | -11.9% |
| Renewables – IPP | 170,797 | 64,061 | 166.6% | 253,964 | 155,384 | 63.4% |
| Gross Profit Margin | 22.3% | 18.6% | | 22.1% | 18.5% | |
| EBITDA | 9,616,742 | 4,552,877 | 111.2% | 15,552,843 | 9,182,813 | 69.4% |
| EBITDA Margin | 16.8% | 12.5% | | 15.2% | 13.2% | |
| Net Income After Minority | 4,455,920 | 2,659,591 | 67.5% | 8,435,897 | 5,564,260 | 51.6% |
| Net Income After Minority Margin | 7.8% | 7.3% | | 8.2% | 8.0% | |

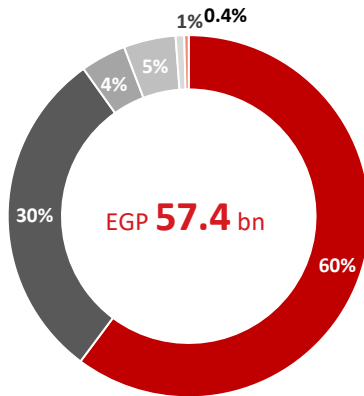
Financial and Operational Highlights

- **Revenues** grew 58.1% y-o-y to EGP 57,377 million in Q2 2024, largely due to favourable currency translation effects that boosted income across all segments, with additional contributions from increased sales volumes in the cables segment. The wires & cables segment led revenue growth, followed by turnkey projects.
- The company's **gross profit** for the quarter climbed by 89.1% y-o-y, reaching EGP 12,784 million, reflecting the strong performance across almost all segments.
- **SG&A expenses** were up 52.8% y-o-y to EGP 3,041 million, impacted by currency depreciation, which led to increased expenses. However, despite the increase, SG&A as a percentage of revenue slightly decreased to 5.3% compared to 5.5% in the same period last year.
- **EBITDA** rose significantly by 111.2% y-o-y to EGP 9,617 million in Q2 2024, with an improved margin of 16.8% versus 12.5% in Q2 2023.
- **Net income after minority interest** recorded EGP 4,456 million, up by a notable 67.5% from EGP 2,660 million in Q2 2023. Net profit margin came in at 7.8% compared to 7.3% in Q2 2023.
- **Net bank debt** as of 30 June 2024 increased to EGP 25,725 million, up from EGP 14,768 million at the close of 2023.
- **Inventory** reached EGP 46,019 million as at 30 June 2024 versus the EGP 30,882 million recorded at year-end 2023. Elsewedy Electric continues to monitor and manage its stock levels position to mitigate potential inflationary pressures and supply shortages, ensuring the smooth continuation of operations.
- **Accounts receivable** booked EGP 72,928 million as at 30 June 2024, up from 46,592 million at the end of 2023, while **accounts payable** grew to EGP 46,579 from EGP 31,938 million during the period.

Financial and Operational Review

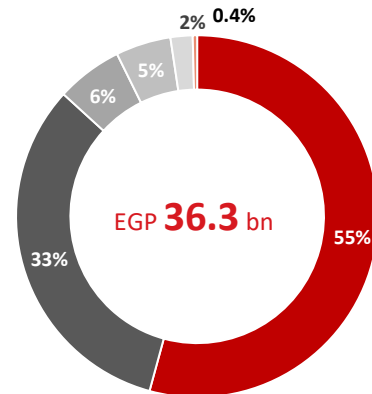
Revenues recorded EGP 57,377 million in Q2 2024, reflecting a robust y-o-y increase of 58.1%. This growth was fuelled by strong performance across the company's business segments, with the largest contributions coming from the wires and cables and turnkey segments.

Revenue by Segment
(Q2 2024)



- Wires & Cables
- Turnkey
- Meters
- Transformers
- Electrical Products
- Renewables - IPP

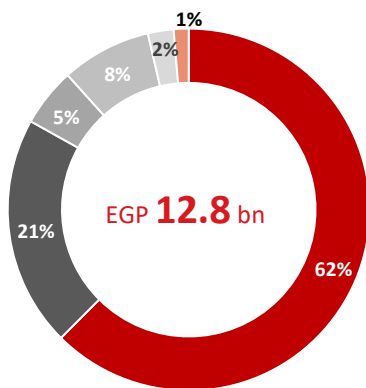
Revenue by Segment
(Q2 2023)



- Wires & Cables
- Turnkey
- Meters
- Transformers
- Electrical Products
- Renewables - IPP

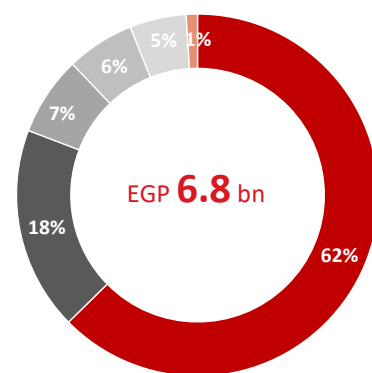
Gross profit grew by 89.1% y-o-y to EGP 12,784 million in Q2 2024, driven by a significant increase in top-line revenues and the stockpiling of metals at lower exchange rates. As a result, the **gross profit margin** improved to 22.3%, compared to 18.6% in Q2 2023.

Gross Profit by Segment
(Q2 2024)



- Wires & Cables
- Turnkey
- Meters
- Transformers
- Electrical Products
- Renewables - IPP

Gross Profit by Segment
(Q2 2023)



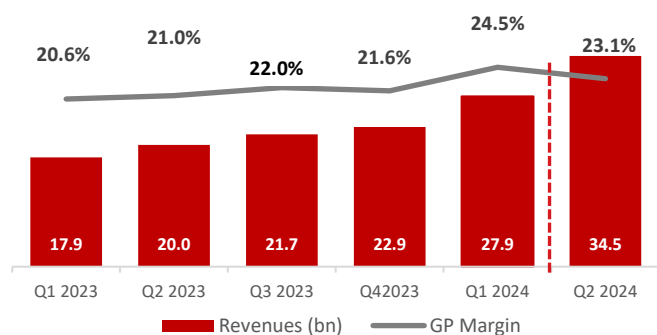
- Wires & Cables
- Turnkey
- Meters
- Transformers
- Electrical Products
- Renewables - IPP

Segment Review

Wires and Cables

| | Q2-2024 | Q2-2023 | % Change | H1-2024 | H1-2023 | % Change |
|--|------------|------------|----------|------------|------------|----------|
| Revenues Before Intercompany Sales (EGP 000's) | 40,872,197 | 25,571,845 | 59.8% | 75,426,776 | 46,241,165 | 63.1% |
| Revenues After Intercompany Sales (EGP 000's) | 34,537,989 | 19,972,268 | 72.9% | 62,482,179 | 37,830,252 | 65.2% |
| Gross Profit (EGP 000's) | 7,986,368 | 4,187,146 | 90.7% | 14,830,175 | 7,872,743 | 88.4% |
| GP Margin Before Intercompany Sales | 19.5% | 16.4% | | 19.7% | 17.0% | |
| GP Margin After Intercompany Sales | 23.1% | 21.0% | | 23.7% | 20.8% | |
| Cables Sales Volumes (Tons) | 38,775 | 37,265 | 4.1% | 83,750 | 74,413 | 12.5% |
| Cables Gross profit per ton (EGP) | 140,567 | 92,302 | 52.3% | 118,574 | 82,835 | 43.1% |

Wires & Cables Revenue and Profitability



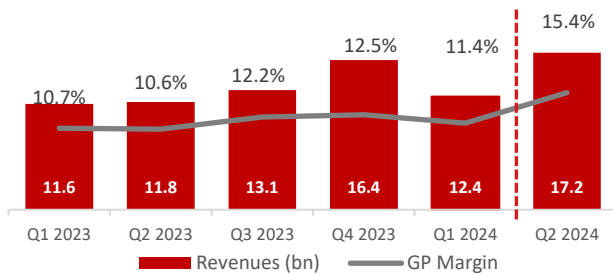
**Wires & Cables Backlog
(As of 30 June 2023)**

EGP 35 bn

- The wires and cables segment recorded revenues of EGP 34,538 million in Q2 2024, an increase of 72.9% y-o-y, driven by positive currency translation effects coupled with increased volume sold.
- Gross profit for the segment grew by 90.7% y-o-y to EGP 7,986 million in Q2 2023 due to the stockpiling of metals at lower exchange rates. Moreover, the substantial revenue increase, combined with favourable currency translation, contributed to higher profitability.
- The segment's gross profit margin improved to 23.1%, up from 21.0% in Q2 2023.
- The backlog for this segment stands at EGP 35 billion, indicating a strong growth opportunity for the segment.

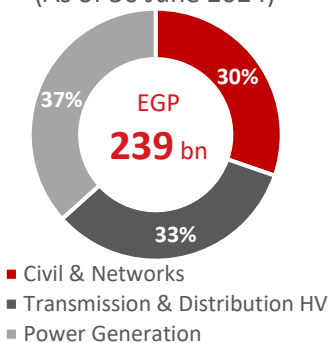
Turnkey Projects and Awards

Turnkey Revenue and Profitability

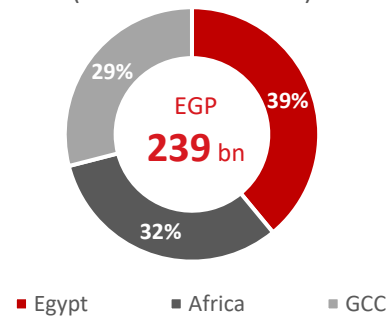


- Revenues from the turnkey projects segment posted EGP 17,172 million in Q2 2024, up 45.4% y-o-y due to a higher execution rate of projects both locally and internationally.
- The segment's gross profit grew 111.1% y-o-y to EGP 2,639 million in this quarter with an expanded margin of 15.4% compared to 10.6% in Q2 2023 due to the closure of several high margin projects.
- The segment's backlog recorded EGP 239 billion as of 30 June 2024, with 39% of the projects located in Egypt/
- Newly awarded projects and variation orders for Q2 2024 recorded EGP 97 billion.

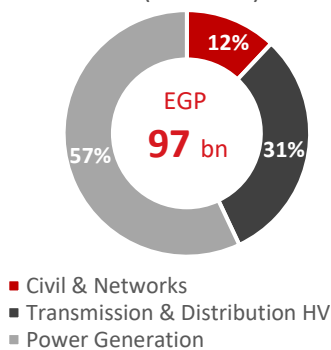
Backlog by Sector
(As of 30 June 2024)



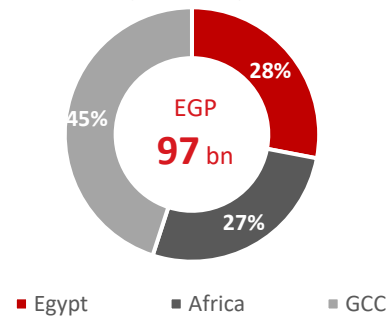
Backlog by Region
(As of 30 June 2024)



Awards by Sector
(Q2 2024)



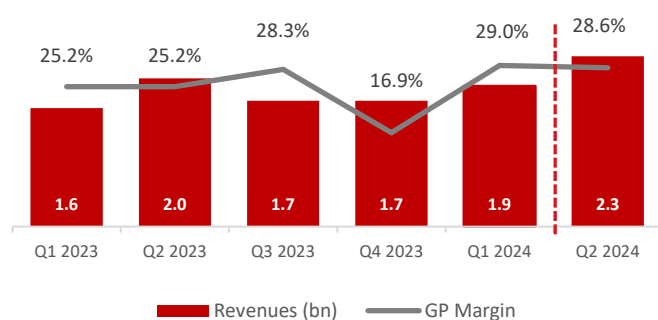
Awards by Region
(Q2 2024)



Meters

| | Q2-2024 | Q2-2023 | % Change | H1-2024 | H1-2023 | % Change |
|--|-----------|-----------|----------|-----------|-----------|----------|
| Revenues Before Intercompany Sales (EGP 000's) | 3,576,345 | 2,685,926 | 33.2% | 6,349,918 | 5,021,191 | 26.5% |
| Revenues After Intercompany Sales (EGP 000's) | 2,329,646 | 2,012,261 | 15.8% | 4,216,667 | 3,645,598 | 15.7% |
| Gross Profit (EGP 000's) | 667,342 | 506,659 | 31.7% | 1,215,330 | 917,616 | 32.4% |
| GP Margin Before Intercompany Sales | 18.7% | 18.9% | | 19.1% | 18.3% | |
| GP Margin After Intercompany Sale | 28.6% | 25.2% | | 28.8% | 25.2% | |
| Sales Volumes (meters) | 968,615 | 1,157,460 | -16.3% | 1,779,972 | 2,222,644 | -19.9% |
| Gross profit per meter (EGP) | 689 | 438 | 57.4% | 683 | 413 | 65.4% |

Meters Revenue and Profitability



- The meters segment recorded EGP 2,330 million in Q2 2024, up by 15.8% y-o-y on the back of higher prices.
- Gross profit grew 31.7% y-o-y to EGP 667 million in Q2 2024 with an expanded margin of 28.6% versus 25.2% in Q2 2023 driven by currency movement effect and product and country mix.
- The meters segment's backlog stood at EGP 4.1 billion at the end of June 2024.

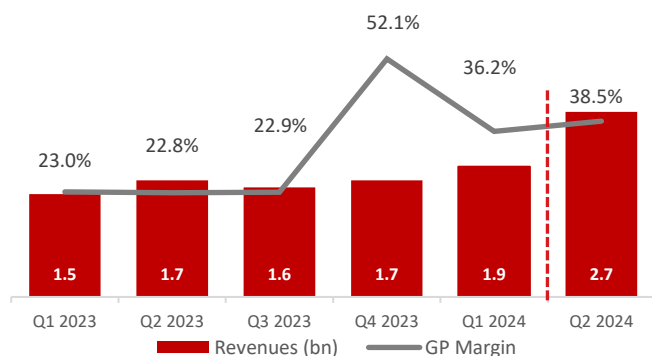
**Meters Backlog
(As of 30 June 2024)**

EGP **4.1** bn

Transformers

| | Q2-2024 | Q2-2023 | % Change | H1-2024 | H1-2023 | % Change |
|--|-----------|-----------|----------|-----------|-----------|----------|
| Revenues Before Intercompany Sales (EGP 000's) | 3,272,176 | 1,796,786 | 82.1% | 5,672,940 | 3,343,399 | 69.7% |
| Revenues After Intercompany Sales (EGP 000's) | 2,666,966 | 1,685,265 | 58.3% | 4,527,433 | 3,138,769 | 44.2% |
| Gross Profit (EGP 000's) | 1,026,311 | 383,889 | 167.3% | 1,700,608 | 717,485 | 137.0% |
| GP Margin Before Intercompany Sales | 31.4% | 21.4% | | 30.0% | 21.5% | |
| GP Margin After Intercompany Sale | 38.5% | 22.8% | | 37.6% | 22.9% | |
| Sales Volumes (MVA) | 3,530 | 3,907 | -9.6% | 8,717 | 7,602 | 14.7% |
| Gross profit per MVA (EGP) | 290,717 | 98,250 | 195.9% | 195,091 | 94,387 | 106.7% |

Transformers Revenue and Profitability



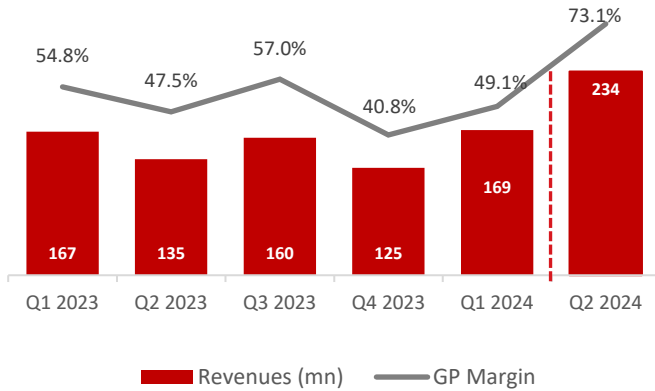
**Transformers Backlog
(As of 30 June 2024)**

EGP 14.3bn

- The transformers segment reported EGP 2,667 million in revenue, representing an increase of 58.3% y-o-y, driven by higher pricing across its portfolio.
- The segment's gross profit increased by 167.3% y-o-y to EGP 1,026 million, benefiting from favourable currency movements and more profitable product mix. Consequently, the gross profit margin expanded to 38.5% in Q2 2024, up from 22.8% in Q2 2023.
- Backlog for the transformers segment recorded EGP 14.3 billion as of 30 June 2024.

Renewables - IPPs

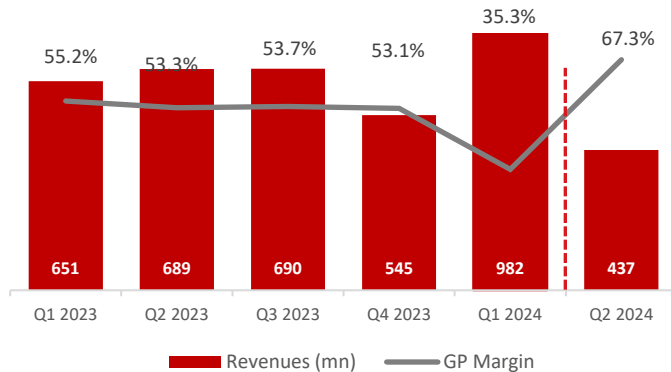
Renewables Revenue and Profitability



- Revenues from the renewables segment grew 73.1% y-o-y to EGP 234 million in Q2 2024.
- Gross profit recorded EGP 171 million, up by a solid 166.6% y-o-y, with a significantly improved gross profit margin of 73.1% in Q2 2024 compared to 47.5% in Q2 2023.

Other Electrical Products

Other Electrical Products Revenue and Profitability



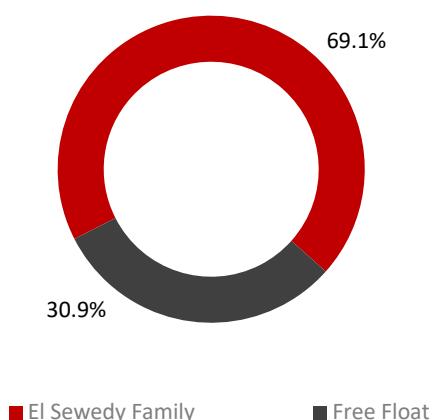
- Revenue from electrical products recorded EGP 437 million in Q2 2024, down 36.7%.
- The segment’s gross profit booked EGP 294 million, a decline of 20.0% y-o-y. Despite this decrease, the gross profit margin improved to 67.3% during the period, up from 53.3% in Q2 2023.

About Elsewedy Electric

Established in 1938 by the Elsewedy family, Elsewedy Electric has since grown to become a regional and tactically global integrated cables and electrical products manufacturer and a turn-key services provider with more than 19,000 employees working at 31 production facilities in 15 countries. Structured to face the challenges of the world’s fastest growing markets and the complexity of the critical electricity industry, Elsewedy Electric capitalizes on its deep product and sector specialization and unprecedented insight into local markets. www.elsewedyelectric.com

Shareholders Structure

(as at 30 June 2024)



Share Information

SWDY.CA on the EGX

| | |
|----------------------------|---------------|
| Number of Shares | 2,140,777,676 |
| Share Price (30 June 2024) | EGP 47.26 |
| Market Cap (30 June 2024) | EGP 100.7 bn |

Investor Relations Contact Information:

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Forward-looking Statements

This document may contain certain forward-looking statements relating to the company’s business. These may be identified in part through the use of forward-looking terminology such as “will”, “planned”, “expected” and “forecast”. Any such statements reflect the current views of the company with respect to future events and are subject to certain risks, uncertainties and assumptions. Many factors could cause the actual results, performance, decisions or achievements of the company to be materially different from any future results that may be expressed or implied by such forward-looking statements.

Consolidated Income Statement

| EGP 000 | Q2-2024 | Q2-2023 | Change | H1-2024 | H1-2023 | Change |
|--|--------------------|------------------|---------------|-------------------|-------------------|--------------|
| Revenue | 57,376,557 | 36,301,930 | 58.1% | 102,626,206 | 69,637,788 | 47.4% |
| Costs | (44,592,819) | (29,542,885) | | (79,938,721) | (56,760,519) | |
| Gross Profit | 12,783,738 | 6,759,046 | 89.1% | 22,687,485 | 12,877,269 | 76.2% |
| Other income | 338,208 | 10,151 | | 716,240 | 161,734 | |
| Selling and distribution expenses | (1,011,462) | (599,173) | | (1,926,771) | (1,210,203) | |
| Administrative expenses | (2,029,659) | (1,390,950) | | (3,724,560) | (2,545,339) | |
| Impairment loss on trade and other receivables | (206,048) | (5,696) | | (483,388) | (87,966) | |
| Other expenses | (1,250,329) | (1,021,267) | | (3,518,825) | (1,519,236) | |
| Operating profit | 8,624,449 | 3,752,111 | 129.9% | 13,750,181 | 7,676,259 | 79.1% |
| Share of profit of equity-accounted investees | 267,359 | 92,306 | | 450,560 | 192,607 | |
| Finance income | 85,970 | 1,464,786 | | 3,507,085 | 2,989,230 | |
| Finance costs | (1,808,658) | (1,305,240) | | (3,499,313) | (2,171,583) | |
| Net finance Costs | (1,722,687) | 159,546 | | 7,772 | 817,647 | |
| Profit before tax | 7,169,120 | 4,003,963 | | 14,208,514 | 8,686,513 | |
| Income tax expense | (2,296,513) | (1,023,863) | | (5,099,078) | (2,528,936) | |
| Profit for the period | 4,872,607 | 2,980,099 | | 9,109,436 | 6,157,577 | |
| Profit attributable to: | | | | | | |
| Owners of the company | 4,455,920 | 2,659,591 | | 8,435,897 | 5,564,260 | |
| Non-controlling interests | 416,686 | 320,509 | | 673,539 | 593,317 | |

Consolidated Balance Sheet

| EGP 000 | 30/06/2024 | 31/12/2023 |
|--|--------------------|--------------------|
| Assets | | |
| Property, plant, and equipment | 25,187,468 | 18,009,166 |
| Right of use assets | 1,324,131 | 880,980 |
| Real Estate Investments | 60,763 | 61,033 |
| Equity accounted investees | 5,668,908 | 3,802,844 |
| Due from related parties | 175,429 | 111,110 |
| Trade receivables | 3,467,511 | 2,770,746 |
| Intangible assets and goodwill | 1,096,080 | 1,261,762 |
| Deferred tax assets | 801,819 | 726,285 |
| Non-current assets | 37,782,110 | 27,623,927 |
| Inventories | 46,018,966 | 30,881,822 |
| Contract assets | 18,200,330 | 16,179,634 |
| Work in progress (Real Estate Development lands) | 1,255,296 | 1,218,261 |
| Trade, notes, and other receivables | 72,927,821 | 46,591,885 |
| Due from related parties | 4,949,211 | 2,553,916 |
| Financial assets at amortized cost | 1,361,011 | 847,166 |
| Cash & Cash Equivalents | 27,930,621 | 25,552,045 |
| Current assets | 172,643,255 | 123,824,728 |
| Total assets | 210,425,364 | 151,448,655 |
| Equity | | |
| Issued and Paid-up Capital | 2,140,778 | 2,170,778 |
| Share-based payment | (1,422) | (1,422) |
| Reserves | 9,360,647 | 3,942,000 |
| Treasury shares | | (254,138) |
| Retained Earnings | 36,736,864 | 29,867,248 |
| Equity attributable to owners of the parent company | 48,236,867 | 35,724,466 |
| Non-controlling interests | 4,064,897 | 2,384,013 |
| Total equity | 52,301,764 | 38,108,480 |
| Liabilities | | |
| Loans and borrowings | 6,993,120 | 6,815,682 |
| Deferred tax liabilities | 2,667,809 | 1,809,917 |
| Due to related parties | 118,790 | 81,722 |
| Provisions | 1,129,208 | 752,369 |

| | | |
|---------------------------------------|--------------------|--------------------|
| Other non-current liabilities | 1,346,075 | 774,053 |
| Non-current liabilities | 12,255,003 | 10,233,743 |
| Loans and borrowings | 48,916,013 | 34,950,810 |
| Trade, notes, and other payables | 46,579,267 | 31,938,122 |
| Contract liabilities | 34,217,780 | 25,060,328 |
| Due to related parties | 4,150,370 | 3,106,747 |
| Provisions | 12,005,167 | 8,050,425 |
| Current liabilities | 145,868,597 | 103,106,432 |
| Total liabilities | 158,123,600 | 113,340,175 |
| Total liabilities & equity | 210,425,364 | 151,448,655 |