

Press Release

Orascom Development Egypt (ODE); announces preliminary unaudited KPIs for FY 2021, recording EGP 9.2 billion of net real estate sales, the highest value in ODE's history.

Cairo, 19 January 2022 – Orascom Development Egypt (ODE), is pleased to announce its preliminary real estate and hotels KPIs for 4Q 2021.

Real Estate FY 2021 KPIs:

New sales for 4Q 2021 reached EGP 3.0 billion, a 61.4% increase from EGP 1.8 billion in 4Q 2020. That brings our FY 2021 sales value to EGP 9.2 billion, a 48.8% increase over FY 2020 and 32.9% over FY 2019. Our operations continued to progress during 4Q 2021. We had a robust quarter with strong demand for secondary homes, complemented by solid sales momentum in O West and Makadi Heights.

2021 has been a year where we continued to strengthen our positioning, focused on execution, and further horizons expansions. Even during the midst of the pandemic, all our residential projects received strong interest across our destinations. We also continue to leverage consumer insights, identifying the emerging buying behavior trends post pandemic and accordingly designing an array of products that will potentially cater to their needs.

In El Gouna, new real estate sales grew by 75.5% to EGP 4.05 billion in FY 2021 vs. EGP 2.31 billion in FY 2020.

O West continues to affirm its leading position in West Cairo and recorded EGP 4.0 billion in sales for FY 2021, a growth of 41.4% compared to EGP 2.8 billion in FY 2020.

Makadi Heights, our rising star destination on the Red Sea, continued to deliver excellent sales performance since the beginning of 2021. Net sales increased by 162.7% to EGP 1.2 billion from EGP 450.4 million in FY 2020.

The increase in sales continued to be a factor of both, our ability to increase the average selling prices and the number of units sold across all our destinations since the beginning of 2021.

FY 2021 vs. FY 2020 Real Estate KPIs:

Country	Destination	Net value of contracted units (EGP mn)			Number of contracted units			Average selling price (EGP/m ²)		
		FY 2021	FY 2020	Δ in %	FY 2021	FY 2020	Δ in %	FY 2021	FY 2020	Δ in %
Egypt	El Gouna	4,046.6	2,305.3	75.5%	381	235	62.1%	61,193	56,581	8.2%
	Makadi Heights & Byoum	1,188.4	461.3	157.6%	344	166	107.2%	30,339	18,534	63.7%
	O West	3,969.2	2,807.0	41.4%	730	547	33.5%	30,651	25,573	19.9%
	Land sales*	-	613.3	-	-	-	-	-	-	-
ODE Group**		9,204.3	6,186.9	48.8%	1,455	948	53.5%			

* Net sales value for FY 2021 includes 2 units sold in Fayoum for EGP 5.4mn (FY 2020: EGP 10.9mn - 2 units sold).

* Land sales in FY 2020 includes EGP 104.2mn of land sales in Gouna and EGP 509.1mn in O West.

Q4 2021 vs. Q4 2020 Real Estate KPIs:

Country	Destination	Net value of contracted units (EGP mn)			Number of contracted units			Average selling price (EGP/m ²)		
		Q4 2021	Q4 2020	Δ in %	Q4 2021	Q4 2020	Δ in %	Q4 2021	Q4 2020	Δ in %
Egypt	El Gouna	992.9	535.1	85.6%	88	48	83.3%	63,413	59,801	6.0%
	Makadi Heights & Byoum	326.9	108.7	200.7%	86	29	196.6%	31,461	27,520	14.3%
	O West	1,657.8	1,201.0	38.0%	302	211	43.1%	31,679	28,161	12.5%
	Land sales	-	-	-	-	-	-	-	-	-
ODE Group		2,977.6	1,844.8	61.4%	476	288	65.3%			

Hotels FY 2021 KPIs:

Demand for the hospitality segment started to improve during 2H 2021, as vaccine deployment accelerated and lockdowns eased across the country, our portfolio continued to gather revenue momentum through 4Q 2021.

In Egypt, as per the governmental decree, hotels increased their operational capacity to 100% since the end of October 2021. Our hotels in El Gouna and in Taba Heights have benefited from this uptick with occupancies for Q4 2021 reaching 69% and 13% respectively and 45% and 11% for FY 2021. Foreigners represented c. 57% of our total occupancy in Gouna during Q4 2021 and 42% for FY 2021.

We are optimistic for our destinations and foresee a continued positive trend for 2022 despite the Omicron variant. We will continue implementing our cost-saving measures and will prudently manage our cash burn and adapt business with occupancy and demand.

FY 2021 vs. FY 2020 Hotels KPIs:

Destination	Occupancy %		ARR (EGP)		TRevPAR (EGP)		GOP PAR (EGP)	
	FY 2021	FY 2020	FY 2021	FY 2020	FY 2021	FY 2020	FY 2021	FY 2020
El Gouna	45%	27%	1,477	1,275	903	479	393	52
Taba Heights	11%	11%	532	454	88	85	(56)	(94)
Fayoum	15%	16%	1,129	1,224	263	307	(61)	26

Q4 2021 vs. Q4 2020 Hotels KPIs:

Destination	Occupancy %		ARR (EGP)		TRevPAR (EGP)		GOP PAR (EGP)	
	Q4 2021	Q4 2020	Q4 2021	Q4 2020	Q4 2021	Q4 2020	Q4 2021	Q4 2020
El Gouna	69%	25%	1,446	1,494	1,407	484	759	65
Taba Heights	13%	6%	516	369	105	51	(53)	(64)
Fayoum	15%	21%	863	1,111	230	349	(171)	40

About Orascom Development Egypt (ODE):

Orascom Development Egypt (ODE) is the largest subsidiary of Orascom Development Holding AG (ODH). ODE is an integrated developer of resort towns in Egypt with a vertically integrated business model involving the development of residential units, hotels, and recreational facilities such as golf courses, town centers, marinas, in addition to supporting infrastructure such as hospitals, schools and utilities. ODE currently owns a land bank of 50.5 million square meters and 24 hotels with a total of 4,942 rooms within four operating destinations: El Gouna, on the Egyptian Red Sea Coast in Hurghada, Taba Heights, on the Sinai Peninsula, Makadi Heights in Hurghada and Byoum in Fayoum. ODE launched O West, the latest addition to its portfolio and its first project in Cairo, Egypt, located in the Sixth of October City.

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