Qalaa Holdings Reports FY 2021 Results

- *Qalaa's consolidated revenues increased 27% year-on-year and recurring EBITDA grew 178% year-on-year in FY21, supported by strong performance across almost all subsidiaries and improved refining margins at ERC;*
- *ERC was a key driver behind consolidated revenue growth, contributing c.62% to Qalaa's total revenues of EGP 45,826.1 million in FY21;*
- *Excluding ERC, Qalaa's revenues grew by 20% year-on-year and recurring EBITDA increased by 13% year-on-year in FY21 driven by positive performances across Qalaa's subsidiaries;*
- *TAQA Arabia's growing revenues were driven by CNG station expansions at TAQA Gas as well as increasing distribution and generation volumes at TAQA Power in FY21;*
- *National Printing saw improved export volumes and capitalized on higher prices at Uniboard. El Baddar state-of-the-art facility delivered substantial volume growth despite not operating at full capacity yet;*
- *ASEC Holding's solid top line results reflect strong performance in the production segment, which account for 74% of the company's revenue. Al-Takamol delivered higher production volumes despite a challenging operating environment in Sudan and Zahana Cement increased its total clinker output;*
- *Dina Farms Holdings delivered a strong performance on the back of enhanced operations at Dina Farms and improved post-Covid-19 market conditions. ICDP's volumes also increased due to the new direct distribution strategy;*
- *A key focus over the next period will be to grow Group-wide exports to benefit from the commodity cycle and leverage the advantage available to local manufacturers as global logistic costs, especially from China, continue to rise;*
- *The Group's export proceeds recorded c.USD 94.9 million in FY21, while local foreign currency revenue recorded c. USD 1,866.5 million for the year;*
- *Debt restructuring at Qalaa Holdings is nearing an agreed term sheet. In addition, debt restructuring at ERC remains a top priority;*
- *Despite ongoing challenges, management is confident in the fundamentals of the Egyptian economy and its ability to capitalize on shifting global macroeconomic dynamics.*
- *Management remains optimistic and confident with regards to the solid foundation of its companies;*
- *Net income reported a loss as a result of aggressive provisions and impairments policies;*

4Q 2021 Consolidated Income Statement Highlights	
Revenues EGP 14,877.7 mn vs. EGP 9,429.9 mn in 4Q20	
EBITDA* EGP 2,085.9 mn EGP 509.7 (excluding ERC) vs. EGP 253.4 mn in 4Q20	Net Income After Minority EGP (957.6) mn vs. EGP (992.3) mn in 4Q20

FY 2021 Consolidated Income Statement Highlights
Revenues EGP 45,826.1 mn vs. EGP 35,950.8 mn in FY20

CAIRO, EGYPT: 29 April 2022

EBITDA* EGP 4,131.9 mn EGP 1,841.2 (excluding ERC) vs. EGP 1,485.1 mn in FY20	Net Income After Minority EGP (2,278.4) mn vs. EGP (2,553.0) mn in FY20
Highlights from Consolidated Balance Sheet at 31 December 2021	
Consolidated Assets EGP 84,268.4 mn At current book value vs. EGP 81,987.5 mn in FY20	Consolidated Debt EGP 61,855.4 mn Of which EGP 42,749.1 mn related to ERC

**Recurring EBITDA excludes one-off selling, general and administrative expenses*

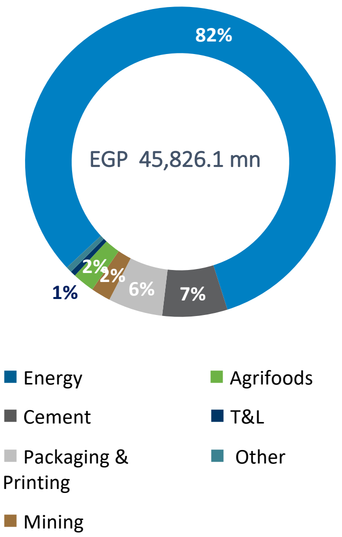
Qalaa Holdings, a leader in energy and infrastructure (CCAP.CA on the Egyptian Exchange, formerly Citadel Capital), released today its consolidated financial results for the year ended 31 December 2021. The Group recorded a 27% y-o-y increase in revenues to EGP 45,826.1 million in FY21 and a 178% increase in recurring EBITDA to EGP 4,131.9 million during the year. The strong performance demonstrates Qalaa's resilience and robust growth strategies across its subsidiaries. Furthermore, improved refining margins at ERC along with a turnaround in market conditions and global surge in commodity prices, benefitted the Group's consolidated performance during the year.

To note, ERC's refining margin averaged USD 1.8 million per day in 4Q21, and it has since risen significantly and now exceeds pre-COVID-19-levels owing to the rally in oil prices driven in part by the Russo-Ukrainian war. Excluding ERC, Qalaa's revenues grew by 20% y-o-y to EGP 17,324.3 million in FY21 and recurring EBITDA increased by 13% y-o-y to EGP 1,841.2 million during the year. At Qalaa's bottom-line, the Group booked a net loss of EGP 2,278.4 million in FY21 compared to a net loss of EGP 2,553.0 million last year.

Financial and operational highlights follow, as do management's comments and overview of the performance of different business units. Full financials are now available for download at ir.qalaaholdings.com.

Financial and Operational Highlights

QALAA HOLDINGS CONSOLIDATED REVENUES FY21



- **Qalaa's consolidated revenues grew by 27% y-o-y to EGP 45,826.1 million in FY21, primarily driven by ERC's contribution.**

  ERC's revenues grew by 32% y-o-y to EGP 28,501.8 million in FY21, constituting 62% of Qalaa Holdings' top line for the year. The performance was driven by a recovery in refined petroleum product prices.

- **Excluding ERC, Qalaa's revenues grew by 20% y-o-y to EGP 17,324.3 million in FY21, primarily driven by improved performances at TAQA Arabia and National Printing.**

  TAQA Arabia's revenue grew 15% y-o-y during the year to EGP 9,102.0 million, reflecting improved market conditions. The year saw higher power distribution volumes by TAQA Power, CNG station expansions at TAQA Gas as well as increased fuel and lubes revenues at TAQA Marketing.

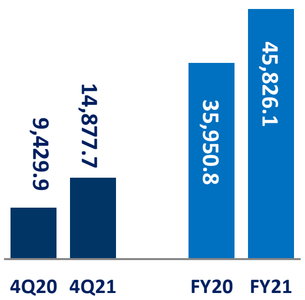
  National Printing delivered a 46% y-o-y top line increase in FY21 as it reaped the rewards of its new El Baddar state-of-the-art facility. Additionally, improved export volumes and an optimized pricing strategy at Uniboard reflected positively on National Printing's results during the year.

  Meanwhile, Dina Farms' revenues reached EGP 835.0 million in FY21, up 17% y-o-y, as facility enhancement projects continued to yield improved operations across its segments. Finally, ASCOM delivered 14% y-o-y top-line growth in FY21 supported by rising prices and increased export volumes at ACCM.

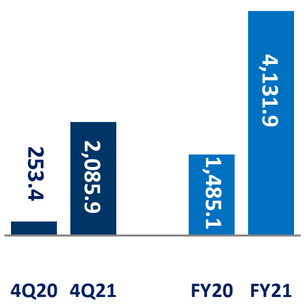
- **Qalaa's recurring EBTIDA increased 178% to EGP 4,131.9 million in FY21, compared to EGP 1,485.1 million in FY20 on the back of improved refining margins and zero shutdown days reflecting positively on ERC's performance during the year.**

  It is worth noting that ERC's gross refining margin increased substantially in recent months following the Russo-Ukrainian war and exceeded pre-COVID-19 levels.

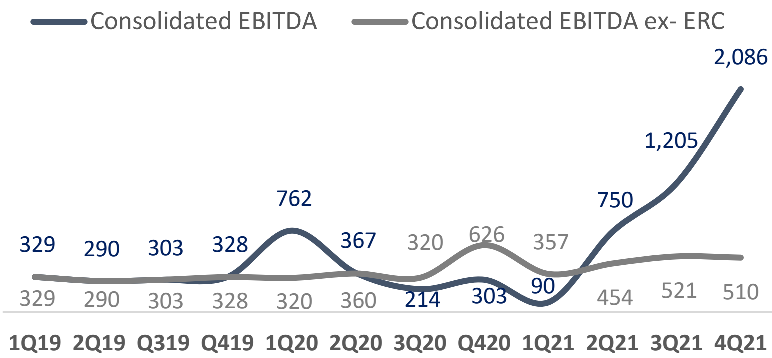
REVENUE PROGRESSION
(EGP mn)



RECURRING EBITDA PROGRESSION
(EGP mn)



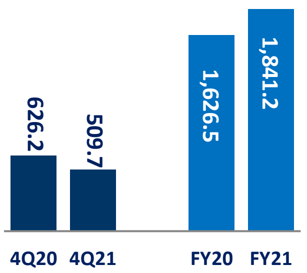
Consolidated Recurring EBITDA Progression Chart* (EGP mn)



**ERC started operation in 1Q20*

Excluding ERC, Qalaa recorded a recurring EBITDA increase of 13% y-o-y to EGP 1,841.2 million in FY21, driven by improved profitability across all the Group's subsidiaries with the exception of ASEC Holding.
Qalaa's EBITDA excluding ERC was primarily driven by improved profitability at TAQA Arabia, which benefitted from the CNG station expansions and the new industrial connections at TAQA Gas, as well as an increase in household and industrial clients at TAQA Power in FY21. EBITDA performance was also supported by strong results at ASCOM, driven by higher export volumes and an increase in the average price per ton.

RECURRING EBITDA PROGRESSION (Excluding ERC)
(EGP mn)

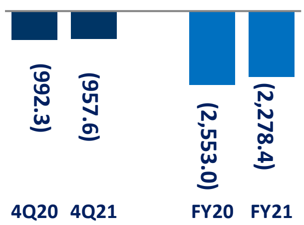


- **Selling, general and administrative expenses (SG&A) recorded EGP 494.1 million in 4Q21, down 21% y-o-y. The figure includes EGP 126.6 million related to ERC, with the decline primarily driven by a reclassification of expenses. In FY21, SG&A recorded EGP 1,911.9 million in FY21, up 9% y-o-y, of which EGP 553.5 million are related to ERC.**

- **Depreciation and amortization expenses stood at EGP 1,139.2 million in 4Q21 compared to EGP 1,498.0 million in 4Q20. On a full-year basis, depreciation and amortization expenses stood at EGP 4,419.2 million in FY21, up 4% y-o-y compared to EGP 4,240.0 million in FY20.**

- **Bank interest expense recorded EGP 3,699.4 million in FY21, almost at par with the EGP 3,646.3 million recorded in FY20.**

NET PROFIT PROGRESSION
(EGP mn)



- **Qalaa recorded an FX gain of EGP 228.6 million in FY21 compared to EGP 50.9 million in FY20, of which EGP 206.3 million was attributed to ASEC Cement.**

- **Qalaa recorded impairments of EGP 281.7 million in 4Q21 compared to EGP 111.1 million in the same quarter last year. In FY21, total impairments and write downs reached EGP 308.4 million compared to EGP 230.9 million in FY20. The increase is primarily due to inventory and debtors' impairments at ASEC Engineering.**

- **Qalaa recorded provisions of EGP 1,440.6 million in FY21, most of which was recorded at the cement platform. Unpaid interest on restructured loans accounted for EGP 219.3 million, while the remaining amount was attributed to contract termination obligations, taxes and social insurance.**

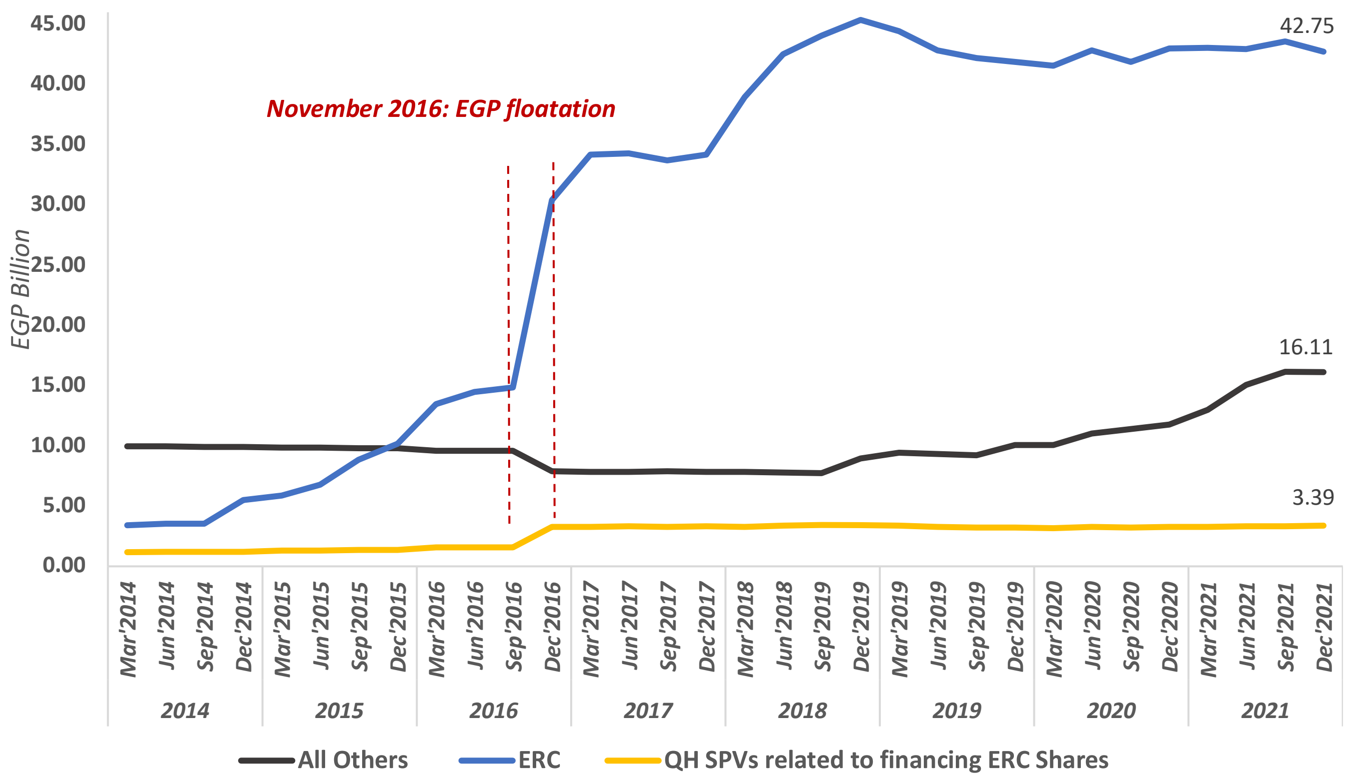
- **Qalaa Holdings recorded a consolidated net loss after minority interest of EGP 2,278.4 million in FY21 compared to a net loss of EGP 2,553.0 million in FY20, down nearly 11%.**

  Bottom line losses narrowed due to ERC's improved performance and refining margins, which exceeded pre-COVID-19 levels. Moreover, the Group's subsidiaries collectively benefitted from improved market conditions.

- **Qalaa's debt restructuring efforts at the holding level and at the few remaining subsidiaries are progressing and remain a top priority for the Group. Additionally, ERC's negotiations with its lenders for a full debt restructuring are underway.**

- **Qalaa's consolidated debt, excluding ERC and ERC-related debt, stood at EGP 16.1 billion as of 31 December 2021 compared to EGP 11.8 billion as of 31 December 2020. The increase was mainly driven by expansions at TAQA Arabia.**

Debt Progression (EGP bn)



Management Comment

"Almost halfway into the new year, our portfolio companies are better equipped to face and adapt to seismic shifts in the global economy and a rapidly changing operating environment"

"I am exceptionally proud of Qalaa's top line performance during the year, which demonstrates the Group's resilience and agility in responding to shifting macroeconomic dynamics, **said Qalaa Holdings' Chairman and Founder Ahmed Heikal.** "The Group delivered an impressive 27% year-on-year top line growth amidst an uncertain operating environment, thanks to our robust investment and growth strategies coupled with operational efficiency tactics that yielded positive results across Qalaa's businesses."

"Almost halfway into the new year, our portfolio companies are better equipped to face and adapt to the seismic shifts in the global economy and a rapidly changing operating environment. The world today is at a crossroad as the tide shifts from an era of globalization to a new trend of increasing protectionism and a political warming toward deglobalization. Heading into this new phase, we are witnessing substantial global inflationary pressures and we expect this trend to persist for multiple quarters. Consequently, central banks around the world are quickly tapering quantitative easing and passing through interest rate hikes following several years of record low interest rates. This has put pressure on currencies and debt levels in emerging markets. Nonetheless, I am confident in Qalaa's ability to navigate these waters especially as inflationary pressures shift pricing power to producers across all sectors, and as local manufacturing gains more support. Additionally, our platforms with a high percentage of local inputs and resources or high volumes of export sales will benefit from a strong competitive advantage in this environment," **said Heikal.**

"In the coming year, we will continue to push forward our growth strategies across our platforms, with a focus on making incremental investments in our existing companies whilst remaining vigilant regarding potential acquisition opportunities. An area of particular interest will be to expand TAQA Arabia's renewable energy business. As the world diligently tackles climate change, the transition to renewable energy will not be immediate and will entail a lengthy period of improving existing fossil fuel efficiencies, increasingly shifting to natural gas, before ultimately relying more heavily on solar and renewable energy sources; all phases that TAQA is ideally positioned to capitalize on."

"Furthermore, we expect the next period to continue to be dominated by resource constraints and supply chain shortages exacerbated by geopolitics. On that front, I reiterate Qalaa's ability to successfully navigate these pressures, particularly at a time when the broader Egyptian economy is on the right path toward local expansion in its production, agriculture and services sectors. The next phase in Egypt will be punctuated by very strong encouragement from the government for the private sector, and we stand ready to capitalize on that support and play our role as a leading homegrown infrastructure and industrial investor."

"In addition, I would like to note that the improved yield and refining margins at ERC have continued in 1Q22 and well into 2Q22."

"Finally, I wish to highlight that in preparing our Group's consolidated financial statements and in adherence to our auditors' view, we have booked increasing provisions and impairments during the year. However, management believes that said provisions and impairments do not reflect the anticipated future performance of these companies. I would also like to reiterate that the true value of Qalaa's performing assets is masked due to the adoption of international accounting standards, which account for assets at their historical cost and adjust for impairments, while not taking into consideration any revaluation adjustments," **Heikal added.**

"Qalaa's different platforms leveraged prevalent macroeconomic trends along with management's prudent strategies to deliver stellar performances during the year," **said Hisham El-Khazindar, Qalaa Holdings' Co-Founder and Managing Director**. "At TAQA Arabia, we continued to capitalize on increasing demand for cleaner energy with growing CNG expansions and a strengthening position in the solar and renewable market. Meanwhile at Dina Farms, a beacon of local agriculture and food production, we are reaping the benefits from extensive facility enhancements and demonstrating the potential of Egypt's local agricultural and food processing sectors. Finally, at our export-driven platforms, including ASCOM and National Printing, we continued to leverage our local cost advantage and grow export volumes, once again demonstrating the merits of developing world-class local production capabilities."

"In terms of profitability, Qalaa's recurring EBITDA excluding ERC recorded a 13% y-o-y increase to 1,840.8 million in FY21, driven by improved operational efficiency, better pricing, cost-cutting strategies and restructuring efforts across our platform companies. Most notably, Qalaa's EBITDA performance was primarily driven by contributions from TAQA Arabia as it benefitted from CNG expansions and new industrial connections at TAQA Gas, in addition to an increase in household and industrial clients at TAQA Power. EBITDA performance was also supported by solid results at ASCOM on the back of higher export volumes and an increase in the average price per ton. Finally, despite increasing raw material prices at National Printing's El Baddar, EBITDA performance significantly improved as we reaped the rewards of its new state-of-art facility," **El-Khazindar added.**

"Meanwhile, ERC recorded a strong year driven by a recovery in refined petroleum product prices and an increasing gross refining margin, which supported the company's profitability and contributed c.EGP 2.3 billion to consolidated EBITDA in FY21, up from a loss of EGP 141.4 million in FY20. It is important to note that ERC has never defaulted on any interest payment, and in 2021 the company successfully paid USD 50.1 million and USD 99.3 million in total principal and interest payments, respectively. I also note that ERC's debt restructuring, along with that of Qalaa Holdings, remain a priority."

"Our performance in 2021 is a true testament to the strength of Qalaa Holdings and its ability to develop into a stronger and leaner organization in the face of an operating environment filled with uncertainty. Looking ahead, we will continue to adapt and grow our portfolio to deliver stronger results across our diverse operations and markets." **concluded El-Khazindar.**

Detailed overviews of the performance of operational companies in each of Qalaa's core industries follow; complete financials are available for download on ir.qalaaholdings.com

Methods of Consolidation

Fully Consolidated Companies		
Energy	Egyptian Refining Company	TAQA Arabia
Cement	ASEC Holding	
Packaging and Printing	National Printing (Grandview)	
Mining	ASCOM	
Agrifoods	ICDP & Dina Farms	
Transportation & Logistics	Nile Logistics	Nile Barges (Sudan)
Metallurgy	United Foundries	

Equity Method Consolidated Companies (Share of Associates)		
Mining	ASCOM Precious Metal (APM - Ethiopia)	
Cement	Zahana Cement	
Energy	Castrol Egypt (TAQA Marketing – British Petroleum JV)	Tawazon
Publishing & Retail	Tanweer	
Healthcare	Allmed	

Qalaa Holdings Consolidated Income Statement (in EGP mn)

	1Q 2021	2Q 2021	3Q 2021	4Q 2021	FY 2021	1Q 2020	2Q 2020	3Q 2020*	4Q 2020	FY 2020
Revenue	7,994.7	10,172.4	12,781.3	14,877.7	45,826.1	10,367.5	7,400.0	8,753.4	9,429.9	35,950.8
COS	(7,442.1)	(8,907.8)	(11,181.8)	(12,338.9)	(39,870.7)	(9,288.0)	(6,717.5)	(8,193.7)	(8,575.7)	(32,774.9)
Gross Profit	**552.7**	**1,264.5**	**1,599.4**	**2,538.8**	**5,955.4**	**1,079.6**	**682.5**	**559.6**	**854.2**	**3,176.0**
Advisory Fee	-	-	-	-	-	-	-	-	-	-
Total Operating Profit	**552.7**	**1,264.5**	**1,599.4**	**2,538.8**	**5,955.4**	**1,079.6**	**682.5**	**559.6**	**854.2**	**3,176.0**
SG&A	(478.7)	(521.4)	(417.2)	(494.1)	(1,911.4)	(368.6)	(360.7)	(396.2)	(623.6)	(1,749.1)
Other revenue-Export Subsidy	9.7	8.0	27.6	36.3	81.5	7.9	3.5	9.1	34.0	54.5
Other inc/exp-Net	6.8	(1.0)	(4.4)	5.0	6.4	3.0	2.3	9.6	(11.1)	3.8
EBITDA before one-off charges	**90.5**	**750.0**	**1,205.5**	**2,085.9**	**4,131.9**	**721.9**	**327.6**	**182.1**	**253.4**	**1,485.1**
SG&A (Non recurring)	22.8	(17.4)	(10.0)	(57.5)	(62.0)	21.8	(15.0)	(7.9)	(30.4)	(31.5)
EBITDA	**113.3**	**732.7**	**1,195.5**	**2,028.5**	**4,069.9**	**743.7**	**312.6**	**174.2**	**223.0**	**1,453.6**
Dep./Amort.	(1,068.4)	(1,086.6)	(1,124.9)	(1,139.2)	(4,419.2)	(667.7)	(1,126.0)	(948.2)	(1,498.0)	(4,240.0)
EBIT	**(955.1)**	**(353.9)**	**70.5**	**889.2**	**(349.3)**	**76.1**	**(813.4)**	**(774.0)**	**(1,275.1)**	**(2,786.4)**
Finance Cost	(851.4)	(910.2)	(1,152.3)	(785.5)	(3,699.4)	(1,039.5)	(1,032.4)	(878.9)	(695.5)	(3,646.3)
Other Finance Cost	49.0	113.1	(4.1)	180.8	338.8	-	-	-	(1,635.4)	(1,635.4)
Bank PIK	(32.9)	(34.7)	(35.6)	(37.3)	(140.4)	(32.6)	(26.4)	(26.4)	(32.9)	(118.4)
3rd party Shareholder	(80.2)	(84.7)	(75.2)	(104.8)	(344.9)	(74.3)	(79.7)	(68.5)	(65.4)	(287.9)
Interest income	92.8	136.8	162.9	157.0	549.5	104.6	98.0	92.3	85.6	380.5
Lease Payments	(34.3)	(38.6)	(37.7)	(40.3)	(150.9)	(32.7)	(13.7)	(66.4)	(17.3)	(130.0)
EBT (before one-offs)	**(1,812.1)**	**(1,172.3)**	**(1,071.4)**	**259.1**	**(3,796.6)**	**(998.5)**	**(1,867.6)**	**(1,721.9)**	**(3,635.9)**	**(8,223.9)**
Gain (Loss) on sale of investments	-	-	-	-	-	47.0	0.0	-	(96.4)	(49.4)
Impairments/write downs	(11.8)	1.4	(16.2)	(281.7)	(308.4)	(18.5)	(15.6)	(85.7)	(111.1)	(230.9)
Acquisitions and restructuring	1.2	(1.4)	(2.8)	(43.5)	(46.4)	(31.2)	(0.3)	(1.2)	40.1	7.4
Share in associates' results	9.0	(4.4)	2.7	(46.0)	(38.7)	(2.4)	(8.8)	21.6	(33.2)	(22.8)
CSR	(9.5)	(2.7)	-	(2.2)	(14.4)	(6.3)	(2.8)	(1.5)	(26.7)	(37.4)
Provisions	(107.0)	(107.6)	(189.6)	(1,036.4)	(1,440.6)	(108.3)	(96.8)	(52.2)	(524.5)	(781.7)
Discontinued operations **	-	-	-	-	-	(14.6)	(28.0)	(35.1)	0.0	(77.7)
Forex	17.4	54.9	82.8	73.6	228.6	150.4	(166.5)	147.4	(80.4)	50.9
EBT	**(1,912.8)**	**(1,232.2)**	**(1,194.6)**	**(1,077.0)**	**(5,416.6)**	**(982.5)**	**(2,186.4)**	**(1,728.6)**	**(4,468.2)**	**(9,365.7)**
Taxes	(42.3)	(50.1)	(84.6)	(115.0)	(292.0)	(600.6)	(315.3)	(450.4)	1,158.9	(207.4)
NP/L Including Minority Share	**(1,955.1)**	**(1,282.3)**	**(1,279.1)**	**(1,192.0)**	**(5,708.6)**	**(1,583.1)**	**(2,501.7)**	**(2,178.9)**	**(3,309.3)**	**(9,573.1)**
Minority Interest	(1,476.5)	(880.8)	(838.5)	(234.4)	(3,430.2)	(1,178.0)	(1,789.6)	(1,735.4)	(2,317.0)	(7,020.0)
NP/L for the Period	**(478.6)**	**(401.5)**	**(440.7)**	**(957.6)**	**(2,278.4)**	**(405.1)**	**(712.1)**	**(443.5)**	**(992.3)**	**(2,553.0)**

* Reclassified to add ERC's catalyst depreciation to its cost of sales
** Discontinued operations include:
(1) Assets included in 2020: Tawazon

Qalaa Holdings Consolidated Income Statement by Sector for the three-month period ending 31 December 2021 (in EGP mn)

	QH	SPVs	Energy		Cement	T&L^	Mining	Agrifoods		Others		Elimination	4Q 2021	4Q 2020
			Orient	Silverstone	NDT	CCTO	ASCOM	Falcon	Wafra	Misc.*	Grandview			
Revenue	-	-	10,269.9	2,463.9	690.3	61.1	250.7	259.8	-	76.4	805.6	-	14,877.7	9,429.9
Cost of Sales	-	-	(8,567.1)	(2,064.1)	(715.3)	(27.2)	(167.2)	(160.5)	-	(68.8)	(568.7)	-	(12,338.9)	(8,575.7)
Gross Profit	**-**	**-**	**1,702.8**	**399.8**	**(24.9)**	**33.8**	**83.4**	**99.3**	**-**	**7.6**	**236.9**	**-**	**2,538.8**	**854.2**
Advisory fee	20.9	-	-	-	-	-	-	-	-	-	-	(20.9)	-	-
Total Operating Profit	**20.9**	**-**	**1,702.8**	**399.8**	**(24.9)**	**33.8**	**83.4**	**99.3**	**-**	**7.6**	**236.9**	**(20.9)**	**2,538.8**	**854.2**
SG&A	(33.5)	(5.4)	(126.6)	(77.0)	(65.8)	(13.3)	(68.6)	(47.5)	-	(9.7)	(66.0)	19.3	(494.1)	(623.6)
Export Subsidy revenue	-	-	-	-	-	-	12.2	-	-	10.1	13.9	-	36.3	34.0
Other Income/Expenses	-	(1.0)	-	3.5	(0.2)	-	-	(0.3)	-	3.3	(0.2)	-	5.0	(11.1)
EBITDA (before one-offs)	**(12.6)**	**(6.4)**	**1,576.3**	**326.2**	**(90.9)**	**20.6**	**27.0**	**51.5**	**-**	**11.4**	**184.6**	**(1.6)**	**2,085.9**	**253.4**
Dividend Income	-	30.0	-	-	-	-	-	-	-	-	-	(30.0)	-	-
Non Recurring - Revenues & Costs	-	(4.8)	0.4	(0.3)	(21.4)	(5.1)	(0.1)	(7.4)	-	0.2	(17.5)	(1.4)	(57.5)	(30.4)
EBITDA	**(12.6)**	**18.8**	**1,576.6**	**325.9**	**(112.3)**	**15.5**	**26.9**	**44.1**	**-**	**11.5**	**167.1**	**(33.0)**	**2,028.5**	**223.0**
Depreciation & Amortization	(2.3)	-	(930.1)	(49.1)	(68.7)	(14.9)	(22.7)	(25.6)	-	(1.0)	(11.6)	(13.2)	(1,139.2)	(1,498.0)
EBIT	**(14.9)**	**18.8**	**646.5**	**276.8**	**(181.0)**	**0.6**	**4.2**	**18.5**	**-**	**10.5**	**155.5**	**(46.3)**	**889.2**	**(1,275.1)**
Finance Cost	(103.2)	(59.5)	(367.7)	(147.2)	(14.1)	(45.6)	(15.7)	(3.8)	-	(1.9)	(26.8)	-	(785.5)	(695.5)
Other Finance Cost	-	-	180.8	-	-	-	-	-	-	-	-	-	180.8	(1,635.4)
Bank PIK	-	(37.3)	-	-	-	-	-	-	-	-	-	-	(37.3)	(32.9)
Bank fees (ERC-PIK)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3rd Party Shareholder	-	(45.6)	(19.4)	-	(142.4)	(14.9)	-	-	-	16.1	-	101.3	(104.8)	(65.4)
Interest Income	61.5	41.1	-	154.2	2.1	0.1	0.0	0.6	-	-	0.2	(102.7)	157.0	85.6
Finance Lease Charges/ NPV LT assets	-	-	(14.4)	(12.5)	(0.2)	(5.9)	-	(7.3)	-	-	(0.0)	-	(40.3)	(17.3)
EBT (before one-offs)	**(56.6)**	**(82.5)**	**425.9**	**271.2**	**(335.6)**	**(65.8)**	**(11.4)**	**8.0**	**-**	**24.7**	**128.9**	**(47.7)**	**259.1**	**(3,635.9)**
Gain (Loss) on sale of investments	-	6.2	-	-	0.1	-	-	-	-	-	-	(6.3)	-	(96.4)
Impairments/Write-downs	(80.8)	(64.0)	7.8	27.1	(324.1)	9.4	0.8	(5.1)	-	2.0	0.3	144.8	(281.7)	(111.1)
Acquisitions, legal and restructuring	(27.8)	(15.7)	-	-	0.0	-	-	-	-	-	-	-	(43.5)	88.9
Share in Associates' Results	-	-	-	-	4.6	-	(57.8)	-	-	-	-	7.2	(46.0)	(44.1)
Management Fees	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Layoffs/Severances	-	-	-	-	-	-	-	-	-	-	-	-	-	(38.0)
CSR	-	-	-	(2.2)	-	-	-	-	-	-	-	-	(2.2)	(26.7)
Provisions	(53.2)	3.9	-	(40.1)	(948.7)	(1.6)	(0.0)	(4.2)	-	(6.0)	6.7	6.9	(1,036.4)	(524.5)
Discontinued Operations **	-	-	-	-	-	-	-	-	-	-	-	-	-	0.0
FOREX	10.7	(14.4)	(5.3)	0.5	49.7	(0.0)	15.5	(0.4)	-	0.2	4.7	12.6	73.6	(80.4)
EBT	**(207.8)**	**(166.4)**	**428.4**	**256.5**	**(1,553.9)**	**(58.0)**	**(53.0)**	**(1.8)**	**-**	**20.9**	**140.5**	**117.5**	**(1,077.0)**	**(4,468.2)**
Taxes	(0.2)	-	(3.3)	(76.9)	20.9	0.4	0.3	(5.5)	-	(0.5)	(51.6)	1.4	(115.0)	1,158.9
Net P/L Before Minority Share	**(208.0)**	**(166.4)**	**425.1**	**179.6**	**(1,533.0)**	**(57.6)**	**(52.7)**	**(7.3)**	**-**	**20.4**	**89.0**	**118.9**	**(1,192.0)**	**(3,309.3)**
Minority Interest	-	-	230.7	50.2	(511.0)	(15.8)	(0.2)	(0.0)	-	(0.0)	68.0	(56.3)	(234.4)	(2,317.0)
Net Profit (Loss)	**(208.0)**	**(166.4)**	**194.4**	**129.3**	**(1,022.0)**	**(41.8)**	**(52.5)**	**(7.3)**	**-**	**20.4**	**21.0**	**175.3**	**(957.6)**	**(992.3)**

* Miscellaneous includes UCF & Sphinx Egypt.
** Discontinued operations include: Tawazon

^ T&L represents Transportation & Logistics

Qalaa Holdings Consolidated Income Statement by Sector for the year ended 31 December 2021 (in EGP mn)

			Energy		Cement	T&L^	Mining	Agrifoods		Others			
	QH	SPVs	Orient	Silverstone	NDT	CCTO	ASCOM	Falcon	Wafra	Misc.*	Grandview	Elimination	FY 2021
Revenue	-	-	28,501.8	9,102.0	3,105.0	253.1	937.7	1,045.4	-	279.6	2,604.5	(3.1)	45,826.1
Cost of Sales	-	-	(25,657.6)	(7,868.4)	(2,767.1)	(114.7)	(619.0)	(714.9)	-	(239.3)	(1,892.6)	3.1	(39,870.7)
Gross Profit	**-**	**-**	**2,844.2**	**1,233.6**	**337.9**	**138.4**	**318.6**	**330.5**	**-**	**40.3**	**711.9**	**-**	**5,955.4**
Advisory fee	83.3	-	-	-	-	-	-	-	-	-	-	(83.3)	-
Total Operating Profit	**83.3**	**-**	**2,844.2**	**1,233.6**	**337.9**	**138.4**	**318.6**	**330.5**	**-**	**40.3**	**711.9**	**(83.3)**	**5,955.4**
SG&A	(170.6)	(13.8)	(553.5)	(263.0)	(223.1)	(53.4)	(272.0)	(175.6)	-	(33.3)	(229.1)	76.0	(1,911.4)
Export incentive revenue	-	-	-	-	-	-	38.9	-		28.7	13.9	-	81.5
Other Income/Expenses	-	(1.0)	-	1.9	2.8	-	-	-	-	0.5	2.3	-	6.4
EBITDA (before one-offs)	**(87.3)**	**(14.8)**	**2,290.7**	**972.5**	**117.5**	**85.0**	**85.6**	**155.0**	**-**	**36.2**	**498.9**	**(7.3)**	**4,131.9**
Dividend Income	-	130.5	-	-	-	-	-	-	-	-	-	(130.5)	-
Non Recurring - Rev. & Costs	-	-	12.7	(7.4)	(25.2)	11.7	(10.3)	(26.0)	-	5.4	(22.4)	(0.5)	(62.0)
EBITDA	**(87.3)**	**115.6**	**2,303.4**	**965.1**	**92.3**	**96.7**	**75.3**	**129.0**	**-**	**41.6**	**476.5**	**(138.3)**	**4,069.9**
Depreciation & Amortization	(9.4)	-	(3,640.4)	(181.1)	(217.2)	(60.9)	(89.4)	(97.9)	-	(4.5)	(65.4)	(52.9)	(4,419.2)
EBIT	**(96.7)**	**115.6**	**(1,337.0)**	**784.0**	**(124.9)**	**35.7**	**(14.1)**	**31.2**	**-**	**37.1**	**411.1**	**(191.2)**	**(349.3)**
Finance Cost	(400.9)	(191.1)	(2,248.8)	(450.1)	(59.0)	(143.0)	(64.2)	(18.1)	-	(4.9)	(119.3)	-	(3,699.4)
Other Finance Cost		-	338.8						-	-			338.8
Bank PIK	-	(140.4)	-	-	-	-	-	-	-	-	-	-	(140.4)
Bank fees (ERC-PIK)	-	-	-	-	-	-	-	-		-	-	-	-
3rd Party Shareholder	-	(117.1)	(56.8)	-	(559.4)	(59.0)	-	-	-	(0.9)	-	448.2	(344.9)
Interest Income	264.2	159.8	-	535.6	7.5	0.2	3.7	0.9	-	-	7.8	(430.3)	549.5
Finance Lease Charges/ NPV LT assets	-	-	(56.4)	(43.1)	(0.2)	(23.2)	-	(25.0)	-	-	(3.1)	-	(150.9)
EBT (before one-offs)	**(233.4)**	**(173.2)**	**(3,360.3)**	**826.5**	**(736.0)**	**189.2-**	**(74.7)**	**(11.0)**	**-**	**31.3**	**296.6**	**(173.2)**	**(3,796.6)**
Gain (Loss) on sale of investments	-	6.2	-	-	0.1	-	-	-	-	-	-	(6.3)	-
Impairments/Write-downs	(222.1)	(43.7)	10.7	(1.0)	(327.8)	8.0	7.4	(7.6)	-	(0.6)	(2.1)	270.3	(308.4)
Acquisitions and restructuring	(32.5)	(15.7)	-	-	(1.3)	-	3.0	-	-	-	-	-	(46.4)
Share in Associates' Results	-	-	-	-	(2.1)	-	(36.5)	-	-	-	-	(0.2)	(38.7)
Management Fees	-	-	-	-	-	-	-	-		-	-	-	-
Layoffs/Severances	-	-	-	-	-	-	-	-	-	-	-	-	-
CSR	(0.3)	-	-	(12.4)	-	-	(1.8)	-	-	-	-	-	(14.4)
Provisions	(55.7)	(110.9)	-	(112.2)	(1,162.7)	5.0	(1.4)	(4.5)	-	3.6	(1.7)	-	(1,440.6)
Discontinued Operations **	-	-	-	-	-	-	-	-	-	-	-	-	-
FOREX	35.7	(33.4)	(7.9)	(0.8)	206.3	1.5	12.7	0.4	-	1.8	2.8	9.4	228.6
EBT	**(508.3)**	**(370.5)**	**(3,357.5)**	**700.1**	**(2,023.4)**	**(174.6)**	**(91.2)**	**(22.8)**	**-**	**36.0**	**295.6**	**100.0**	**(5,416.6)**
Taxes	(1.2)	-	(5.8)	(198.0)	(9.4)	0.4	0.3	(6.8)	-	(0.5)	(76.6)	5.6	(292.0)
Net P/L Before Minority Share	**(509.5)**	**(370.5)**	**(3,363.2)**	**502.1**	**(2,032.8)**	**(174.3)**	**(90.9)**	**(29.6)**	**-**	**35.5**	**219.0**	**105.6**	**(5,708.6)**
Minority Interest	-	-	(1,986.9)	148.6	(425.2)	(50.7)	(6.0)	(0.0)	-	(0.0)	166.1	(1,276.1)	(3,430.2)
Net Profit (Loss)	**(509.5)**	**(370.5)**	**(1,376.3)**	**353.5**	**(1,607.6)**	**(123.6)**	**(84.9)**	**(29.6)**	**-**	**35.5**	**52.9**	**1,381.8**	**(2,278.4)**

* Miscellaneous includes UCF & Sphinx Egypt.

^ T&L represents Transportation & Logistics

Qalaa Holdings Consolidated Balance Sheet as at 31 December 2021 (in EGP mn)

		Energy		Cement	T&L^	Mining	Agrifoods	Others					
	QH	Orient	Silverstone	NDT	CCTO	ASCOM	Falcon	Misc.*	Grandview	FY 2021 Aggregation	Eliminations/ SPVs	FY 2021	FY 2020
Current Assets													
Trade and Other Receivables	2,108.8	1,784.7	2,061.5	1,742.3	88.9	420.1	104.0	476.4	860.4	9,647.2	(2,959.6)	6,687.6	5,755.8
Inventory	-	1,328.2	408.7	705.4	11.4	103.1	252.0	45.9	400.2	3,255.1	0.0	3,255.1	2,650.3
Assets Held For Sale	-	-	-	5.7	-	-	-	118.0	9.9	133.6	(110.9)	22.7	35.1
Cash and Cash Equivalents	4.3	527.7	5,699.0	49.8	33.0	19.4	14.2	5.2	244.8	6,597.5	57.0	6,654.4	3,904.3
Others	-	-	-	-	-	-	17.4	-	-	17.4	0.0	17.4	18.2
Total Current Assets	**2,113.1**	**3,640.4**	**8,169.2**	**2,503.3**	**133.4**	**542.6**	**387.6**	**645.5**	**1,515.3**	**19,650.7**	**(3,013.6)**	**16,637.1**	**12,363.7**
Non-Current Assets													
PP&E	8.6	55,488.9	3,103.4	2,745.9	761.0	719.0	767.4	54.0	1,208.1	64,856.4	531.6	65,388.0	67,096.8
Investments	5,547.1	-	52.1	352.9	-	97.1	-	4.9	87.1	6,141.2	(5,578.0)	563.2	610.4
Goodwill / Intangible assets	15.0	267.8	413.6	-	-	1.6	-	-	-	698.0	65.3	763.4	782.8
Others	4,060.0	39.7	300.8	204.6	-	-	352.2	-	25.2	4,982.5	(4,065.7)	916.8	1,133.8
Total Non-Current Assets	**9,630.7**	**55,796.5**	**3,869.9**	**3,303.5**	**761.0**	**817.7**	**1,119.6**	**58.9**	**1,320.3**	**76,678.1**	**(9,046.8)**	**67,631.4**	**69,623.8**
Total Assets	**11,743.8**	**59,437.1**	**12,039.2**	**5,806.8**	**894.4**	**1,360.3**	**1,507.1**	**704.4**	**2,835.7**	**96,328.8**	**(12,060.4)**	**84,268.4**	**81,987.5**
Shareholders' Equity													
Total Equity Holders of the Company	**4,163.0**	**6,092.4**	**1,284.5**	**(6,559.9)**	**(1,009.0)**	**(87.5)**	**60.1**	**(1,478.6)**	**88.0**	**2,553.1**	**(14,809.4)**	**(12,256.3)**	**(10,191.8)**
Minority Interest	-	4,015.3	642.2	1,600.6	(463.2)	(84.1)	0.0	(1.5)	482.8	6,192.1	3,689.9	9,882.0	12,533.5
Total Equity	**4,163.0**	**10,107.7**	**1,926.7**	**(4,959.2)**	**(1,472.2)**	**(171.6)**	**60.1**	**(1,480.1)**	**570.8**	**8,745.2**	**(11,119.5)**	**(2,374.3)**	**2,341.8**
Current Liabilities													
Borrowings	5,671.0	34,860.0	4,480.9	1,152.0	1,025.7	234.5	96.2	65.1	939.9	48,525.3	2,870.5	51,395.8	47,788.6
Trade and Other Payables	1,678.0	4,738.8	2,848.1	1,893.9	46.7	478.8	990.2	1,719.8	600.6	14,995.1	(535.2)	14,459.9	13,336.0
Shareholder Loan	-	636.0	-	2,482.0	1,025.7	-	-	128.0	-	4,271.7	(1,025.7)	3,246.0	2,675.5
Provisions	230.9	-	278.6	2,289.7	25.3	26.8	27.3	15.8	63.6	2,958.0	479.0	3,436.9	2,109.0
Liabilities Held For Sale	-	-	-	0.2	-	-	-	0.7	-	1.0	0.8	1.8	1.8
Total Current Liabilities	**7,580.0**	**40,234.8**	**7,607.7**	**7,817.9**	**2,123.3**	**740.1**	**1,113.8**	**1,929.4**	**1,604.1**	**70,751.0**	**1,789.4**	**72,540.5**	**65,910.9**
Non-Current Liabilities											-		
Borrowings	-	7,889.1	1,584.6	-	-	762.5	-	28.4	195.0	10,459.5	0.0	10,459.5	10,227.9
Shareholder Loan	-	289.5	-	2,833.0	130.1	-	-	225.6	-	3,478.2	(2,770.3)	708.0	1,040.6
Long-Term Liabilities	0.8	916.0	920.2	115.2	113.2	29.3	333.2	1.1	465.8	2,894.8	39.9	2,934.8	2,466.3
Total Non-Current Liabilities	**0.8**	**9,094.6**	**2,504.8**	**2,948.2**	**243.3**	**791.7**	**333.2**	**255.1**	**660.8**	**16,832.6**	**(2,730.3)**	**14,102.3**	**13,734.9**
Total Liabilities	**7,580.8**	**49,329.4**	**10,112.5**	**10,766.1**	**2,366.6**	**1,531.8**	**1,447.0**	**2,184.5**	**2,264.9**	**87,583.6**	**(940.9)**	**86,642.7**	**79,645.7**
Total Equity and Liabilities	**11,743.8**	**59,437.1**	**12,039.2**	**5,806.8**	**894.4**	**1,360.3**	**1,507.1**	**704.4**	**2,835.7**	**96,328.8**	**(12,060.4)**	**84,268.4**	**81,987.5**

* Miscellaneous includes UCF & Sphinx Egypt.
^ T&L represents Transportation & Logistics

Sector Review: Energy

Qalaa Holdings' operational energy companies include the Egyptian Refining Company (petroleum refining) and TAQA Arabia (energy generation and distribution).

ERC

QH OWNERSHIP — c.13.1%

In FY21, ERC refined total feedstock of c. 3,802.6 thousand tons, including 3,551.9 thousand tons of atmospheric residue. During the year, ERC supplied c.3,298.6 thousand tons of refined product to the Egyptian General Petroleum Corporation (EGPC), and approximately c.429.3 thousand tons of pet coke and 74.6 thousand tons of Sulphur to cement and fertilizer companies, respectively.

Product	LPG	Light Naphtha	Reformate	Fuel Oil	Jet Fuel	Diesel	*Total Supplied to EGPC*
4Q20 (tons)	33,576	62,683	136,376	124,888	0	606,856	964,379
4Q21 (tons)	34,782	64,148	131,549	54,699	163,683	493,353	942,215
Change	*4%*	*2%*	*-4%*	*-56%*	*High*	*-19%*	*-2%*
FY20 (tons)	125,249	281,569	512,765	468,928	147,635	2,420,618	3,956,765
FY21 (tons)	106,269	212,880	425,017	370,782	327,249	1,671,700	3,113,897
Change	*-15%*	*-24%*	*-17%*	*-21%*	*122%*	*-31%*	*-21%*

ERC's revenue grew by 90% y-o-y to EGP 10,269.9 million in 4Q21, while EBITDA recorded EGP 1,576.3 million during the same period compared to an EGP 372.8 million loss in 4Q20. ERC results were primarily supported by a recovery in refined petroleum product prices as total feedstock volumes remained relatively flat year-on-year at 1.2 million tons in both 4Q21 and 4Q20. Moreover, refining margins improved in 4Q21 to average USD 1.8 million per day and there were no shutdowns or slowdowns in operations during the quarter compared to the 10 days of slowdowns in October and December in 4Q20.

On an annual basis, ERC recorded a 32% y-o-y increase in revenue to EGP 28,501.8 million in FY21 driven by a recovery in refined petroleum product prices. The revenue growth was achieved despite a 22% y-o-y decline in ERC's sales, which averaged 3.8 million tons in FY21 compared to 4.9 million tons in FY20. Lower volumes reflect management's decision to cease tolling crude oil at Cairo Oil Refining Company for a portion of its inputs to increase ERC's gross refining margin. The decision, along with rising refined oil product prices, resulted in a significant improvement in gross refining margin and hence profitability, with EBITDA reaching EGP 2,290.7 million in FY21 compared to a loss of EGP 141.4 million in FY20. It is worth noting that in early 2022, ERC's gross refining margin improved substantially as a result of the Russo-Ukrainian war, surpassing pre-COVID-19 levels.

ERC continues to negotiate with its lenders for a full debt restructuring. In 4Q21, ERC successfully paid USD 33.2 million in principal payments and USD 48.7 million in interest expenses, bringing total FY21 principal and interest payments to USD 50.1 million and USD 99.3 million, respectively.

QALAA HOLDINGS OWNERSHIP — c.55.9%

In FY21, TAQA Arabia's revenues increased by 15% y-o-y to EGP 9,102.0 million compared to EGP 7,923.7 in FY20, while EBITDA increased by 22% y-o-y to EGP 972.5 million. The company's strong performance reflects improved market conditions with higher power distribution volumes by TAQA Power and volume growth at TAQA Gas.

Key Performance Indicators

	Units	4Q20	4Q21	% chg	FY20	FY21	% chg
TAQA Arabia Consolidated Revenues	**(EGP mn)**	**2,139.3**	**2,463.9**	***15%***	**7,923.7**	**9,102.0**	***15%***
TAQA Arabia Consolidated EBITDA	**(EGP mn)**	**229.4**	**326.2**	***42%***	**795.0**	**972.5**	***22%***
TAQA Arabia Gas Revenues	**(EGP mn)**	460.1	515.9	12%	1,658.5	1,899.9	15%
TAQA Arabia Gas EBITDA	**(EGP mn)**	116.4	187.5	61%	392.0	506.7	29%
Household Connections (FY cumulative)	#	43,979	27,731	-37%	1,320,941	1,459,603	10%
Cumulative Industrial Clients	#	263	313	19%	263	313	19%
Total Gas Distributed	BCM	1.68	1.72	2%	6.7	7.4	10%
Master Gas CNG Stations	#	5	4	-20%	16	34	113%
TAQA Arabia Power Revenues*	**(EGP mn)**	391.3	481.9	23%	1,423.6	1,795.9	26%
TAQA Arabia Power EBITDA*	**(EGP mn)**	77.2	106.9	38%	273.0	353.6	30%
Total Power Distributed	M KWH	241	296	23%	921	1,146	24%
Total Power Generated	M KWH	26	24	-7%	104	94	-10%
Solar Energy Generated	M KWH	32	30	-4%	153	152	-1%
Photovoltaic Energy	M KWH	0	2	N/A	0	2	N/A
TAQA Marketing Revenues	**(EGP mn)**	1,286.3	1,476.9	15%	4,840.1	5,448.2	13%
TAQA Marketing EBITDA	**(EGP mn)**	60.6	57.4	-5%	186.4	194.7	4%
Total Liquid Fuels Distributed	Liters	184,322	200,442	9%	694,810	758,826	9%
Filling Stations	#	2	1	-50%	59	60	2%

** Includes distribution, conventional generation, and renewable generation*
Note: The EBITDA figures in the table above are pre-consolidation.

TAQA Gas

TAQA Gas' revenues grew 12% y-o-y to EGP 515.9 million in 4Q21 and 15% y-o-y to EGP 1,899.9 million in FY21. Moreover, EBITDA increased 61% y-o-y to EGP 187.5 million in 4Q21 and 29% y-o-y to EGP 506.7 million in FY21. Performance was driven by CNG station expansions and volume increases. As of December 31, 2021, TAQA Gas' total cumulative household connections exceeded 1.46 million, up 10% y-o-y, with c.139 thousand new connections in FY21. The company added 16 new industrial clients in 4Q21, bringing the total to 313 in FY21 compared to 263 in FY20. Furthermore, total gas volumes distributed increased by 2% y-o-y to 1.7 BCM in 4Q21 and by 10% y-o-y to 7.4 BCM in FY21, driven by additional connections made during the year.

Along with TAQA Gas' strong gas distribution and construction business where the company holds a leading market position, TAQA Gas is also well-positioned to capture growth in the CNG field serving off-grid clients through a growing network of CNG filling stations and mobile CNG units. In this regard, TAQA Gas added four new CNG filling stations in 4Q21, bringing the total number of stations to 34 by year-end. Consequently, CNG gas volumes sold for vehicles increased 141% y-o-y to 75.7 MCM in FY21. TAQA Gas also successfully converted 1,082 gasoline-powered vehicles in 4Q21, bringing the year-end total to 4,233 and exceeding its target of 4,000 vehicles for FY21. The company aims to double the number of converted vehicles in 2022 through corporate deals to convert commercial fleets of trucks and buses to CNG.

TAQA Power

In 4Q21, TAQA Power delivered a 20% y-o-y increase in total distribution and generation volumes to 321 M KWH, leading to a 25% y-o-y increase in revenues to EGP 446.4 million. In full-year terms, the company's total distribution and generation volumes grew 21% y-o-y to 1,240 M KWH, resulting in a 30% revenue growth to EGP 1,624.4 million. The company's performance in FY21 was supported by improving market conditions, which drove growth in TAQA Power's number of industrial and household clients served by 14% y-o-y and 15% y-o-y, respectively, as of 31 December 2021.

TAQA Solar

TAQA's renewable energy arm, TAQA Solar, with its 65MW solar power plant in Benban, Aswan delivered a largely flat performance, generating EGP 35.7 million in revenues in 4Q21, unchanged y-o-y. On a full year basis, revenues reached EGP 171.4 million in FY21, down a marginal 1% y-o-y. Looking ahead, TAQA Solar aims to capture value from the government's plan of generating 20% of the country's energy from renewable sources by 2022 and doubling that by 2035.

In terms of profitability, TAQA Power and TAQA Solar combined delivered a 46% y-o-y increase in gross profit to EGP 126.8 million in 4Q21 and 26% y-o-y increase to EGP 413.8 million in FY21. EBITDA recorded a 38% y-o-y growth to EGP 106.9 million in 4Q21 and a 30% y-o-y increase to EGP 353.6 million in FY21. The improved profitability was primarily attributed to the commencement of operations at the industrial zone substation in 6th of October City.

TAQA Photovoltaic (PV)

TAQA PV was incorporated in September 2021 as a renewable energy subsidiary of TAQA Arabia, to develop a private-to-private renewable energy business. The company began operations in late 3Q21, recording revenues of EGP 1.6 million and a net profit of EGP 1.3 million in 4Q21.

TAQA PV completed the construction of a 6MW solar photovoltaic power plant located at Dina Farms. The company will sell the electricity to Dina Farms under a 25-year power purchase agreement (PPA). Other projects currently being developed include establishments in touristic zones in Soma Bay and Nabq as well as in the industrial zones of 6th of October City and Minya. The plant is the first private-to-private renewable energy project financed by the EBRD in Egypt involving direct electricity supply from a privately owned generator to a private off-taker through a corporate PPA.

TAQA Marketing

TAQA Marketing' revenues grew 15% y-o-y to EGP 1,476.9 million in 4Q21 and 13% y-o-y to EGP 5,448.2 million in FY21. While EBITDA dropped 5% y-o-y to EGP 57.4 million in 4Q21, the company recorded a 4% y-o-y increase in EBITDA to EGP 194.7 million in FY21. The performance was primarily driven by diesel and gasoline sales, which grew by 5% y-o-y and 17% y-o-y, respectively, leading to a 12% y-o-y increase in fuel revenues to EGP 5,292.7 million in FY21.

Furthermore, the lubes division saw its revenues increase 82% y-o-y to EGP 51.5 million in 4Q21 and 51% y-o-y to EGP 155.4 million in FY21. Revenues were supported by a 30% y-o-y increase in volumes to 637 tons in 4Q21 and a 41% y-o-y increase to 2,554 tons in FY21. Revenues were further supported by an increase in the price per ton, which averaged EGP 61.2 thousand in FY21 and was up 40% y-o-y in 4Q21 reaching EGP 81 thousand per ton. Moreover, TAQA Marketing successfully added one more station in 4Q21, bringing the total number of stations operated to 60 by the end of 2021, one station short of its target due to a license and permit delay.

TAQA Water

TAQA Water was established as a subsidiary of TAQA Arabia in March 2021 and boasts an experienced team in the water treatment industry. The company aims to develop a variety of water treatment solutions to serve the industrial, agricultural, touristic, and real estate sectors. The company is focused on investing, designing, constructing, automating, installing, and operating reliable, cost-effective, and smart water solution systems using the latest energy saving technology and utilizing a wide range of contractual models.

Sector Review: Cement

Qalaa Holdings' operational cement platform company is ASEC Holding, which comprises cement manufacturing (ASEC Cement that has two production facilities: Al-Takamol Cement in Sudan and Zahana Cement Co. in Algeria); construction (ARESCO and ASEC Automation); and technical management (ASEC Engineering and ASENPRO).

QALAA HOLDINGS OWNERSHIP — c.69.3%

In FY21, ASEC Holding's revenue increased 24% y-o-y to EGP 3,105.0 million compared to EGP 2,508.7 million in FY20, owing to a strong performance in the production segment, which accounts for 74% of total group turnover. Due to the political unrest in Sudan, the hyperinflation calculation methodology is applied, which uses the spot index for revenue translation and the historical index (which is higher than the spot index) for COGS translation, resulting in a disproportionate increase in cost of sales compared to revenue. The Al-Takamol hyperinflation accounting issue had a significant impact on the group's EBITDA, causing a loss of EGP 90.9 million in 4Q21 compared to a gain of EGP 220.7 million in 4Q20. The year ended with an EBITDA of EGP 117.5 million in FY21 compared to EGP 213.0 million in FY20.

Management notes that ASEC Holdings' comprehensive debt restructuring is progressing and is optimistic that its efforts will result in a stronger balance sheet, healthier financial and leverage ratios, and improved profitability in the future.

Key Performance Indicators

	Units	4Q20	4Q21	% chg	FY20	FY21	% chg
ASEC Holding's Cons. Revenue	**(EGP mn)**	934.7	690.3	-26%	2,508.7	3,105.0	24%
ASEC Holding's Cons. EBITDA	**(EGP mn)**	220.7	(90.9)	N/A	213.0	117.5	-45%
ASEC Cement Group Revenues	**(EGP mn)**	630.4	506.6	-20%	1,362.3	2,296.2	69%
ASEC Cement Group EBITDA	**(EGP mn)**	226.1	(142.1)	N/A	248.0	59.9	-76%
Al-Takamol Cement Revenues	(SDG mn)	6,408.8	10,480.3	64%	13,034	40,438	210%
Al-Takamol Cement EBITDA	(SDG mn)	1,455.8	1,370.5	-6%	2,135.6	6,938.6	225%
Al-Takamol Volumes	MTPA	271	198	-27%	872	920	6%
Zahana Cement Revenues	(EGP mn)	158.1	148.3	-6%	414.0	529.2	28%
Zahana Cement EBITDA	(EGP mn)	72.3	61.5	-15%	138.9	211.2	52%
Zahana Volumes	KTPA	277	183	-34%	550	710	29%
ARESCO Revenues	(EGP mn)	123.2	70.0	-43%	383.1	249.5	-35%
ARESCO EBITDA	(EGP mn)	13.2	0.4	-97%	48.3	18.9	-61%
ARESCO Backlog	(EGP mn)	281.6	210.5	-25%	281.6	210.5	-25%
ASEC Engineering Revenues	(EGP mn)	166.7	115.5	-31%	741.9	559.2	-25%
ASEC Engineering EBITDA	(EGP mn)	17.6	25.8	47%	37.1	36.3	-2%
ASEC Engineering Managed Production	MTons	2	1	-42%	8	6	-25%

ASEC Cement

Owing to the above-mentioned hyperinflation accounting issue in Sudan, Al-Takamol's figures are presented in Sudanese pound (SDG). The EGP/SDG rate was significantly volatile over the course of the period and consequently impacted the company's figures when reflected in EGP terms. Al-Takamol's figures are thus presented below in SDG to provide a more accurate representation of the company's performance excluding the impact of hyperinflationary adjustments.

Al-Takamol Cement recorded revenues of SDG 10.5 billion in 4Q21, up from SDG 6.4 billion in 4Q20, driven by an increase in prices which offset the 27% y-o-y drop in volume to 198 thousand tons during the quarter. Al-Takamol's volumes were impacted by the turbulent political environment and supply shortages in gypsum, a key ingredient in cement manufacturing. In full-year terms, revenues reached SDG 40.4 billion, up 210% y-o-y on the back of increased prices coupled with volume growth reaching 920 thousand tons, up 6% y-o-y in FY21. The depreciation of the Sudanese pound resulted in a significant increase in average cement prices from SDG 11,013/ton in FY20 to SDG 41,463/ton in FY21. Prices also benefitted from the widening demand gap, as local producers struggled with fuel and spare parts shortages, causing widespread production disruptions.

In terms of profitability, Al-Takamol's EBITDA dropped 6% y-o-y to SDG 1,370.5 million in 4Q21; however, it surged 225% y-o-y to SDG 6,938.6 million in FY21 compared to SDG 2,135.6 million in FY20. Nonetheless, management is cognizant that Sudan's challenging operating environment with recurring fuel and raw material shortages will continue to impact performance in the short-term.

In 4Q21, Zahana Cement recorded EGP 148.3 million in revenues, down 6% y-o-y due to lower market demand and a consequent 34% y-o-y decline in cement volumes to 183 thousand tons. The quarter saw EBITDA decline 15% y-o-y to EGP 61.5 million, as the company sold 246 thousand tons of clinker (a low-cost, low-margin product) in 4Q21 compared to 144 thousand tons in 4Q20. Due to slowing demand in Algeria, volumes of Sulphate-Resistant Cement (a high-price, high-margin product) were lower than those sold in the same period the previous year.

In full-year terms, revenues were up 28% y-o-y to EGP 529.2 million on the back of a 29% y-o-y increase in cement volumes to 710 thousand tons compared to 550 thousand tons in FY20. Revenues were further supported by a 14% y-o-y increase in total amount of clinker sold reaching 728 thousand tons during the year. Total clinker volumes from Zahana grew despite a deterioration in the old line's productivity amidst managed stoppages, resulting in a 52% y-o-y decline in clinker output to 65 thousand tons in FY21 compared to 135 thousand tons in FY20. The decline was outweighed by a 32% y-o-y increase in clinker output at the new line in FY21. In terms of profitability, Zahana's EBITDA was up 52% y-o-y to EGP 211.2 million in FY21, owing to increased efficiency in both energy and spare part consumption as the company increasingly relied on its new production line.

ASEC Engineering

ASEC Engineering's managed clinker production declined by 42% y-o-y to 0.9 million tons in 4Q21 and by 25% y-o-y to 6.1 million tons in FY21. Consequently, revenues declined by 31% y-o-y to EGP 115.5 million in 4Q21 and by 25% y-o-y to EGP 559.2 million in FY21 compared to EGP 741.9 million in FY20. Performance was impacted by several on-the-ground developments, including 23 major cement producers entering an agreement with the Egyptian Competition Authority (ECA) to cut production by at least 10% for a period of one year beginning in June 2021; the termination of a major operational contract; and finally, ASEC Engineering shutting down some projects in the second half of 2021 due to shortages in fuel and coal brought about by surges in prices.

Despite the challenges of the cement industry in Egypt, ASEC Engineering managed to record a recurring EBITDA of EGP 25.8 million in 4Q21, up 47% y-o-y, and a relatively unchanged recurring EBITDA of EGP 36.3 million in FY21. Profitability was protected thanks to the contribution of overseas projects, which offset the performance of the local market.

To mitigate the negative performance of the cement industry in Egypt, management is actively working to geographically diversify ASEC Engineering's client base and is looking to penetrate new markets, including Iraq, South Africa, and Libya. It's worth noting that international contracts presently account for c. 44% of ASEC Engineering's revenue.

ARESCO

As a result of an underperforming cement market in Egypt, ARESCO has transitioned from being focused on the cement industry to a mainstream contracting company and has successfully landed several construction contracts.

ARESCO revenues fell 43% y-o-y to EGP 70.0 million in 4Q21 and were down 35% y-o-y to EGP 249.5 million in FY21. The decline in revenue was a result of tenders being postponed for re-pricing due to significant cost increases. The underutilization of assets due to postponed projects led to a 97% y-o-y decrease in EBITDA to EGP 0.4 million in 4Q21, and a 61% y-o-y decline to EGP 18.9 million in FY21. At year-end 2021, ARESCO’s backlog stood at EGP 230.0 million.

ASEC Automation

ASEC Automation’s revenues declined 23% y-o-y to EGP 31.1 million in 4Q21 as surges in global prices led to some contracts being postponed. In FY21, the company saw a 7% y-o-y increase in revenues to EGP 131.2 million versus EGP 122.1 million in FY20. Management decided to shift to non-cement clients such as MEP, panels, solar and industrial contracts to mitigate the decline in the cement-related activities.

On the profitability front, the company recorded positive recurring EBITDA of EGP 3.1 million in 4Q21 compared to an EGP 6.5 million loss in 4Q20. ASEC Automation acquired new contracts for approximately EGP 100.0 million in 4Q21, bringing its total backlog to approximately EGP 280.0 million. In full-year terms, recurring EBITDA grew 26% y-o-y to EGP 3.8 million compared to EGP 3.0 million in FY20.

Sector Review: Packaging & Printing

Through its subsidiary National Printing Company, Qalaa Holdings has invested in the printing and packaging sector with investments of over USD 60 million to date.

NATIONAL PRINTING

QALAA HOLDINGS OWNERSHIP – c. 27.0%

National Printing stands today as one of the largest producers of packaging and printing products in Egypt. Through its subsidiaries, namely Shorouk and El Baddar, National Printing has been able to diversify and expand its product range, including corrugated cartons and various types of boxes. Meanwhile Uniboard produces duplex boards using wastepaper, and Windsor manufactures sheeter, single facers, flexos and chemical additives. Windsor generates a large part of its revenues from sales to Shorouk, playing an important role in the company's wider value-adding chain.

Key Performance Indicators

Description	Units	4Q20	4Q21	*% chg*	FY20	FY21	*% chg*
Grandview (National Printing Holding Co.) Revenues	**(EGP mn)**	**432.1**	**805.6**	**86%**	**1,788.3**	**2,604.5**	**46%**
Grandview (National Printing Holding Co.) EBITDA	**(EGP mn)**	**110.8**	**184.6**	**67%**	**400.5**	**498.9**	**25%**
Shorouk for Modern Printing & Packaging Revenues	(EGP mn)	186.1	240.9	30%	777.0	816.0	5%
Shorouk for Modern Printing & Packaging EBITDA	(EGP mn)	37.0	45.8	24%	178.0	138.0	-22%
Shorouk for Modern Printing & Packaging Volumes	(Tons)	9,920	8,668	-13%	31,842	30,895	-3%
Uniboard Revenues	(EGP mn)	259.3	479.0	85%	977.0	1,465.0	50%
Uniboard EBITDA	(EGP mn)	35.9	136.1	279%	156.0	319.0	104%
Uniboard Duplex Board Volumes	(Tons)	31,553	35,456	12%	122,583	132,642	8%
El Baddar Revenues	(EGP mn)	45.8	172.0	276%	216.0	502.0	132%
El Baddar EBITDA	(EGP mn)	(7.6)	5.4	29%	4.9	25.7	424%
El Baddar Corrugated Sheets Volumes	(Tons)	4,778	11,001	130%	20,852	36,444	75%

Shorouk for Modern Printing & Packaging

Shorouk's revenues recorded EGP 240.9 million in 4Q21, up 30% y-o-y from EGP 186.1 million in 4Q20. A noteworthy achievement given the 13% y-o-y decline in volumes to 8,668 tons in 4Q21 as the company continues to navigate supply chain disruptions that hindered its ability to source adequate supplies. The challenging market conditions impacted both local and export sales which fell 12% y-o-y to 7,077 tons and 13% y-o-y to 8,668 tons in 4Q21, respectively. The drop in volumes was offset by a 15% y-o-y increase in average price per ton to EGP 27,951 in 4Q21, which saw local revenue increase 26% y-o-y to EGP 194.6 million and export revenue increase 63% y-o-y to EGP 46.6 million during the quarter.

In full-year terms, revenue increased 5% y-o-y to EGP 816.0 million versus EGP 777.0 million in FY20. Similarly, an 8% y-o-y increase in average price helped mitigate volume decreases in local and export sales, which fell by

4% y-o-y to 25,334 tons and 3% y-o-y to 5,598 tons in FY21, respectively. Consequently, local revenue dropped a marginal 1% y-o-y to EGP 595.8 million and export volume grew 6% y-o-y to EGP 816.8 million in FY21. Shorouk exported its products to two new overseas markets during the year, bringing its international portfolio up to 14 countries across three continents.

In terms of profitability, EBITDA grew by 24% y-o-y to EGP 45.8 million in 4Q21 but declined 22% y-o-y to EGP 138.0 million in FY21. Full-year profitability was pressured by the increase in paper cost.

Uniboard

Uniboard's revenues increased by 85% y-o-y to EGP 479.0 million in 4Q21 driven by a 12% y-o-y increase in volume to 35,455 tons during the quarter. Volume growth was primarily driven by a 28% y-o-y increase in export sales to 7,621 tons, which generated revenue of EGP 93.3 million, up 99% y-o-y in 4Q21. Meanwhile, despite an 11% y-o-y decline in local sales volume to 27,833 tons in 4Q21, improved pricing drove an 82% y-o-y increase in revenue from local sales to EGP 387.0 million during the quarter. Uniboard implemented a 70% price increase during the period to mitigate the impact of a 79% y-o-y increase in raw material costs, primarily paper.

In FY21, the company recorded a 50% y-o-y increase in revenue to EGP 1,465.0 million driven by a 39% y-o-y hike in average price per ton to EGP 11,047, and further supported by an 8% y-o-y increase in volume to 132,642 tons. Volume growth during the year was driven by a 63% y-o-y increase in export volume to 35,082 tons. Moreover, the company succeeded in expanding to eight new overseas markets, bringing its international portfolio up to 23 countries across five continents.

In terms of profitability, Uniboard's EBITDA more than tripled year-on-year to EGP 136.1 million in 4Q21 compared to EGP 35.9 million in 4Q20, and reached EGP 319.0 million in FY21, up 104% y-o-y owing to price hikes.

El Baddar

El Baddar's revenues increased by 276% y-o-y to EGP 172.0 million in 4Q21 and by 132% y-o-y to EGP 502.0 million in FY21, as the company capitalized on its new state-of-the-art facility, which became operational in early 2021. Performance was supported by a 130% y-o-y increase in sales volume to 11,001 tons in 4Q21 and a 75% y-o-y increase to 36,444 tons in FY21. Furthermore, average price per ton was up 47% y-o-y to EGP 15,245 in 4Q21 and up 33% y-o-y to EGP 13,760 in FY21.

El Baddar has yet to operate at full capacity due to limited availability of craft paper – a critical input in the manufacturing process – that is being significantly affected by supply chain disruptions. Global paper production shortages forced the company to import paper from more expensive sources leading to a significant rise in cost per ton from c. USD 465 to c. USD 1,100 in 2021. Despite a significant increase in raw material costs, EBITDA recorded EGP 5.4 million in 4Q21, compared to a loss of EGP 7.6 million in 4Q20, and EGP 25.7 million in FY21 versus the EGP 4.9 million recorded in the previous year.

Windsor

Windsor is a factory specialized in the production of paper packaging and chemical additives with a significant share in the manufacturing of paper cups and boxes. Unilever, Coca-Cola and PepsiCo are just a few of Windsor's clients. The company's revenues grew 45% y-o-y to EGP 19.6 million in 4Q21 and 20% y-o-y to EGP 66.0 million in FY21. A significant increase in raw material costs impacted EBITDA, which stood at EGP 5.2 million in 4Q21, down 33% y-o-y, and EGP 20.0 million in FY21, down 9% y-o-y. Looking ahead, the industry anticipates benefitting from the expected government regulations prohibiting the use of plastic boxes in the packaging of food items.

Sector Review: Mining

Qalaa Holdings' operational platform in the mining sector is ASCOM, which includes operating companies ASCOM Mining, ASCOM for Chemicals & Carbonates Manufacturing (ACCM), GlassRock, and ASCOM Precious Metals (which is consolidated under the equity method as a share of associates' results).

ASCOM GEOLOGY & MINING

QALAA HOLDINGS OWNERSHIP — c.54.1%

ASCOM's revenues grew by 14% y-o-y to EGP 937.7 million in FY21 driven by a 54% y-o-y increase in revenues at ACCM.

Key Performance Indicators

	Units	4Q20	4Q21	*% chg*	FY20	FY21	*% chg*
ASCOM Revenues	**(EGP mn)**	**222.4**	**250.7**	***13%***	**821.6**	**937.7**	***14%***
ASCOM EBITDA	**(EGP mn)**	**5.7**	**26.5**	***366%***	**52.0**	**85.1**	***64%***
ACCM Revenues	(USD mn)	7.2	10.3	43%	23.2	35.7	54%
ACCM EBITDA	(USD mn)	1.0	1.9	94%	2.3	5.9	154%
GlassRock Revenues	(USD mn)	1.8	2.8	55%	7.8	9.2	19%
GlassRock EBITDA	(USD mn)	(1.7)	0.3	N/A	(1.4)	0.7	N/A
Egypt Quarrying Revenues	(EGP mn)	85.9	73.3	-15%	346.7	296.0	-15%
Egypt Quarrying EBITDA	(EGP mn)	6.1	(2.3)	N/A	26.5	2.0	-92%
Other Quarry Management Revenues – ex Egypt	(EGP mn)	0.7	-	N/A	7.9	0.1	-99%
Other Quarry Management EBITDA – ex Egypt	(EGP mn)	(0.4)	(0.2)	39%	(0.9)	(0.5)	42%

ACCM

ACCM recorded revenues of USD 10.3 million in 4Q21, up 43% y-o-y from USD 7.2 million in 4Q20. During the quarter, export revenue grew 31% y-o-y to USD 7.5 million as average price per ton reached USD 93 and export volume increased 2% y-o-y to 63,645 tons. ACCM's full-year revenues increased 54% y-o-y to USD 35.7 million versus USD 23.2 million in FY20. The performance was primarily driven by a 26% y-o-y increase in average price per ton from c. USD 69 in FY20 to c. USD 87 in FY21, coupled with a 16% y-o-y increase in volumes sold which reached 369,038 tons during the year. ACCM's total revenues were further supported by a 23% y-o-y increase in export volumes, leading export revenue to rise 50% y-o-y and contribute USD 27.2 million to ACCM's FY21 revenues.

Management's decision to raise the average price per ton in FY21 was aimed at offsetting the substantial surges in two vital variable cost components, namely global freight costs and stearic acid. In the second half of 2021, global freight costs nearly doubled for several destinations, leading to an evident rise in ACCM's variable costs as it sells on CIF basis. In addition, stearic acid, which is essential in the milling process, saw its price more than double year-on-year. Despite the 31% y-o-y rise in variable costs in FY21, the successful pricing strategy along with the government's export incentives supported profitability, with a 154% y-o-y increase in ACCM's EBITDA to USD 5.9 million in FY21.

Looking ahead, ACCM will continue to capitalize on growing exports and the recovery across regional markets. However, management is cognizant of the impacts on ACCM's variable costs due to the turbulent global market conditions and will closely monitor developments accordingly. Parallel to this, management intends to push ahead with its sales channel diversification strategy and install additional production lines in the coming years. The strategy will allow the company to expand its capacity as well as penetrate new local and international markets to meet planned growth targets.

GlassRock

GlassRock's revenues increased 55% y-o-y to USD 2.8 million in 4Q21 driven by a 31% y-o-y increase in volumes to 2,378 tons and higher prices. In full-year terms, revenues grew 19% y-o-y to USD 9.2 million compared to the USD 7.8 million recorded in FY20. Total sales volumes reached 8,867 tons, up 18% y-o-y, and revenues were further supported by higher average selling prices across the company's local product mix.

GlassRock managed to penetrate new international markets during the year, building an international portfolio of 14 export markets across Africa, Europe and Asia. The company successfully grew exports by 58% y-o-y to USD 720.1 thousand in 4Q21 and by 41% y-o-y to USD 2.3 million in FY21 compared to USD 1.6 million in FY20. The growth was primarily led by an 83% y-o-y increase in glasswool exports to USD 335.5 thousand in 4Q21, and a 123% y-o-y increase to USD 1.1 million in FY21. GlassRock's total export sales for the year were further supported by a 5% y-o-y increase in rockwool exports, which reached USD 1.2 million in FY21 as volumes grew 8% y-o-y to 1,499 tons for the year.

In the domestic market, rockwool recorded USD 1.5 million in revenues, up 81% y-o-y in 4Q21 driven by a 48% y-o-y increase in volumes to 1,441 tons and a 37% y-o-y rise in price per ton to USD 1,018. In FY21, rockwool revenues grew 24% y-o-y to USD 4.7 million, which helped offset a 7% y-o-y decline in local glasswool sales in FY21. Overall, local sales volume in FY21 was up 14% y-o-y reaching 6,586 tons despite increases in prices by 67% y-o-y to USD 1,570/ton for glasswool and by 5% y-o-y to USD 891/ton for rockwool. The price increases were successfully absorbed by the market.

On the profitability front, GlassRock's EBITDA grew 118% y-o-y in 4Q21 to USD 310 thousand, and 152% y-o-y in FY21 to USD 730 thousand compared to a loss of USD 1.4 million in FY20. Profitability during the year was primarily driven by higher export sales coupled with price increases at the local level.

Egypt Quarrying (ASCOM Mining)

ASCOM's mining operations rely primarily on the cement sector with around 90% of its revenues attributed to cement clients. The company continues to face a challenging operating environment due to sustained pressure on Egypt's cement industry, characterized by oversupply and strong market competition, resulting in a 15% y-o-y decline in sales in both 4Q21 and FY21 to EGP 73.3 million and EGP 296.0 million, respectively. However, management has been actively revising contracts and implementing a minimum take criterion, as well as renewing other contracts on a take-or-pay basis to recoup costs incurred when markets are underperforming.

ASCOM Mining reported a negative EBITDA of EGP 5.0 million in FY21, an improvement compared to the EGP 9.0 million loss recorded in FY20. Profitability was impacted by the non-renewal of some contracts as clients shifted to own-operations for cost saving purposes. In addition, ASCOM had also terminated defaulting contracts and voluntarily shutdown some non-profitable projects to replace them with profitable ones in the future.

Sector Review: Agrifoods

Agrifood companies consolidated under parent company Dina Farms Holding Co. (multicategory agriculture and consumer foods) include Dina Farms and ICDP (Dina Farms' fresh dairy & juice producer).

QALAA HOLDINGS OWNERSHIP — c.54.9%

Dina Farms Holding Co. recorded a 19% y-o-y increase in revenues to EGP 1,045.4 million and a 20% increase in EBITDA to EGP 155.0 million driven by a substantial improvement in ICDP's EBITDA in FY21.

Key Performance Indicators

	Units	4Q20	4Q21	*% chg*	FY20	FY21	*% chg*
Gozour (Dina Farms Holding Co.) Revenues	**(EGP mn)**	**205.2**	**259.8**	***27%***	**877.6**	**1,045.4**	***19%***
Gozour (Dina Farms Holding Co.) EBITDA	**(EGP mn)**	**33.4**	**51.5**	***54%***	**129.3**	**155.0**	***20%***
Dina Farms Revenues	(EGP mn)	160.5	193.4	20%	713.3	835.0	17%
Dina Farms EBITDA	(EGP mn)	39.9	56.9	43%	165.1	174.1	5%
Dina Farms Raw Milk Sales/Milking Cow Ratio	Tons/Milking Cow	2.8	2.9	5%	11.7	11.5	-2%
ICDP Revenues	(EGP mn)	63.8	96.2	51%	244.6	366.8	50%
ICDP EBITDA	(EGP mn)	6.4	9.6	51%	16.0	30.3	89%
ICDP SKU Volumes Sold	(Tons)	3,403	4,433	30%	12,669	16,755	32%

Dina Farms continues to reap the benefits of its facility enhancement projects, which improved overall operations across its segments and drove a 20% y-o-y increase in revenues to EGP 193.4 million in 4Q21, bringing FY21 revenues to EGP 835.0 million, up 17% y-o-y.

Dina Farms' total milk sales volume grew 5% y-o-y to 20,466 tons in 4Q21 and remained largely flat year-on-year at 80,335 tons in FY21. During the quarter, fresh milk prices increased 17% y-o-y to c. EGP 8.1/liter, which supported top line growth as well as a 21% y-o-y increase in livestock revenue to EGP 174.2 million in 4Q21 compared to EGP 143.5 million in 4Q20. In parallel, livestock revenue reached EGP 677.6 million in FY21 as a result of a 12% y-o-y increase in fresh milk prices to c. EGP 7.7/liter.

At the agriculture division, revenues increased by 42% y-o-y to EGP 9.1 million in 4Q21, primarily driven by a 71% y-o-y increase in the parsley cultivated area. In FY21, revenues reached EGP 102.5 million, up 55% y-o-y supported by the expansion in parsley cultivated area which grew 67% to 950 feddans in FY21 compared to 570 feddans in FY20. The division's performance was further supported by enhanced parsley yields, which were up 21% y-o-y in FY21.

Finally, revenues at the retail division declined 5% y-o-y to EGP 10.1 million in 4Q21 but inched up 1% y-o-y to EGP 54.8 million in FY21. The division was impacted by road construction work on the Alex/Cairo Road, which made it difficult for customers to stop for shopping. However, the robust and vast network of the company's delivery service helped mitigate the loss.

2021 saw a threefold increase in revenue generated from powdered milk, which recorded EGP 17.9 million relative to EGP 4.2 million in FY20. The increase was driven by both higher volumes sold and better pricing. In FY21, 386 tons of powdered milk were sold compared to 107 tons in FY20. The increase in milk prices also affected powdered milk prices which grew 15% y-o-y from an average of EGP 40,333 per ton in FY20 to EGP 46,455 per ton in FY21. The war in Ukraine led to surges in corn and soybean prices, which nearly doubled in March 2022. We expect this to have an impact on 1Q22 contribution margins, as milk prices are typically predetermined by the EMPA (Egyptian Milk Producers Association) a couple of months prior to the selling period.

In terms of profitability, Dina Farms booked a 43% y-o-y increase in EBITDA to EGP 56.9 million in 4Q21 and a 5% y-o-y increase in EBITDA to EGP 174.1 million in FY21, despite higher costs for key components of cattle feed. The growth in EBITDA was supported by the revaluation of the entire herd to its Fair Market Value (FMV), resulting in a gain of approximately EGP 14 million.

ICDP

Improved post-Covid-19 market conditions, particularly in the HORECA sector (i.e., hotels, restaurants, and cafés), saw ICDP's total SKU volumes increase by 30% y-o-y to 4,433 tons in 4Q21, closing the year with a 32% y-o-y increase to 16,755 tons in FY21 versus 12,669 tons in FY20. Consequently, revenues grew 51% y-o-y in 4Q21 to EGP 96.2 million and ended the year at EGP 366.8 million for FY21, up 50% y-o-y. In late 2020, ICDP transitioned from selling through distributors to selling directly through its own network of branches in Cairo, Giza, Alexandria and the Delta region, resulting in increased sales. The results were further enhanced by lower return rates and zero discounts during the year.

In 4Q21, milk revenue grew 47% y-o-y to EGP 63.2 million on the back of higher milk prices which climbed 18% y-o-y, as well as higher volumes which rose 25% y-o-y to 3,361 tons despite the increase in prices. In full-year terms, milk revenue increased 35% y-o-y to EGP 214.1 million in FY21 as volumes rose 21% y-o-y to 12,070 tons and prices climbed 12% y-o-y.

In parallel, skimmed milk powder revenue rose 131% y-o-y in 4Q21 to EGP 1.2 million driven by higher volumes and prices during the quarter. In FY21, revenue grew 123% y-o-y reaching EGP 21.0 million, driven by a 113% y-o-y increase in sales, reaching 467 tons up from 219 tons in FY20. Revenues were further supported by a 5% y-o-y price hike, from EGP 42,811 per ton in FY20 to EGP 44,866 per ton in FY21, owing to raw milk's price increase during the year.

ICDP's juice revenues exceeded expectations rising 93% y-o-y to EGP 18.2 million in 4Q21 and 122% y-o-y to EGP 63.3 million in FY21. The performance was driven by an impressive 77% y-o-y increase in volumes to 681 tons in 4Q21 and a 103% y-o-y increase in volumes to 2,407 tons in FY21. Top line was further supported by increases in juice prices per ton due to soaring variable costs during the year.

The yogurt segment also expanded with volumes rising 17% y-o-y to 277 tons in 4Q21 and 33% y-o-y to 1,276 tons in FY21. Consequently, revenues increased 20% y-o-y to EGP 6.4 million in 4Q21 and 26% y-o-y to EGP 29.3 million in FY21. Results for the division were positively affected by the new direct distribution channels and various product launches introduced throughout the year.

Meanwhile, volumes at ICDP's cheese segment grew 18% y-o-y to 60 tons in 4Q21 and 33% y-o-y to 256 tons in FY21. Corresponding revenues increased 15% y-o-y to EGP 3.9 million in 4Q21 and 32% y-o-y to EGP 15.3 million in FY21. Management at ICDP is looking forward to the new cheese line that is planned to be commissioned in 1H22, which will help introduce new cheese products to the market.

ICDP’s profitability improved with EBITDA recording EGP 9.6 million in 4Q21, up 51% y-o-y, and EGP 30.3 million in FY21, up 89% y-o-y compared to 16.0 million in FY20. Higher sales volumes, zero discounts and lower fixed costs due to full capacity utilization levels, all contributed towards the growth of ICDP’s profitability.

Looking ahead, management aims to increase contribution from its juice segment and generate higher value to continue supporting profitability. Management is also planning to ramp up production of cheese and yogurt products through the installation of a new cheese line. Furthermore, ICDP will continue to expand its product range and increase its direct distribution given that the latter has proven very effective in improving the company's performance.

Sector Review: Transportation & Logistics

Qalaa Holdings' operational Transportation & Logistics companies include Nile Logistics (seaport services in Egypt as well as river transportation in Egypt and South Sudan)

QALAA HOLDINGS OWNERSHIP — 67.6%

Nile Logistics is owned by CCTO, which consolidates the company's operations in Egypt and South Sudan. In FY21, the company's revenues decreased by 13% y-o-y to EGP 253.1 million and EBITDA declined by 37% y-o-y to EGP 85.0 million. The company's results were impacted by macroeconomic events affecting the logistics services and ongoing political unrest in South Sudan.

Key Performance Indicators

	Units	4Q20	4Q21	% chg	FY20	FY21	% chg
CCTO (Nile Logistics Holding Co.) Revenues	**(EGP mn)**	**67.1**	**61.1**	***-9%***	**292.4**	**253.1**	***-13%***
CCTO (Nile Logistics Holding Co.) EBITDA	**(EGP mn)**	**45.5**	**20.6**	***-55%***	**134.8**	**85.0**	***-37%***
Nile Logistics Revenues	(EGP mn)	58.2	61.1	5%	252.3	242.0	-4%
Nile Logistics EBITDA	(EGP mn)	45.1	29.3	-35%	129.8	104.7	-19%
Nile Logistics Coal / Pet Coke Tons Handled	(000's Tons)	320	248	-23%	1,234	1,173	-5%
Nile Logistics Twenty-Foot Equivalent Handled	(TEU)	18,421	19,117	4%	71,517	84,638	18%
Nile Barges Revenues (South Sudan)	(USD mn)	0.5	-	-100%	2.5	0.7	-72%
Nile Barges EBITDA (South Sudan)	(USD mn)	0.4	(0.2)	N/A	1.8	0.2	-91%

Nile Logistics (Egypt)

Nile Logistics recorded revenues of EGP 61.1 million in 4Q21, up 5% y-o-y compared to 4Q20; however, in full-year terms, revenues decreased 4% y-o-y to EGP 242.0 million. Performance was impacted by external events that affected the company's stevedoring services, including hurricane Ida which struck the state of Louisiana in the US, an important source of coal. The hurricane's aftermath put a strain on coal supply and halted movement in the region, including logistics and vessel loading. Additionally, the price of natural gas in Europe surged over 250% during the year as economies began to quickly recover from the COVID-19 slowdown. As demand for coal increased dramatically and prices skyrocketed, Egyptian cement plants were forced to cancel several tenders until coal prices normalize. Consequently, the volume of coal and pet coke handled dropped 23% y-o-y to 248 tons in 4Q21 resulting in a total of 1,172.6 tons handled in FY21, down 5% y-o-y compared to FY20. Revenue from the company's stevedoring operations fell by 7% y-o-y in 4Q21 to EGP 19.8 million and 9% y-o-y in FY21 to EGP 92.8 million compared to EGP 102.3 million in FY20.

In 4Q21, coal volume handled at Tanash's coal warehouse remained largely flat at 23.2 thousand tons. Similarly, grain stevedoring and storage volume at the Nubaria warehouse inched up 2% y-o-y with 130.1 tons handled in 4Q21. In full-year terms, coal volumes handled at Tanash warehouse fell 13% y-o-y to 82.6 thousand tons compared to 95.1 thousand tons in FY20. Parallel to this, grain stevedoring and storage volume at the Nubaria warehouse declined 18% y-o-y to 426.8 thousand tons in FY21. The decline reflects clients' rerouting of grain shipments from the Alexandria to other ports to avoid congestion. It is worth noting that in December 2021, one grain vessel was serviced by the company signaling a potential recovery in the grain stevedoring and storage activities.

Performance of the stevedoring and storage services were partially mitigated by the inland depot operations. In 4Q21, volume at the company's inland container depot increased 4% y-o-y to 19,117 Twenty-foot Equivalent Units (TEUs), generating EGP 18.1 million in revenue, up 85% y-o-y compared to 4Q20. A particularly strong performance in the quarter supported the segment's full-year results which saw volume at the inland container depot increase 18% y-o-y to 84,638 TEUs, recording EGP 66.7 million in revenue compared to EGP 54.9 million FY20. The growth was also attributed to a 56% y-o-y increase in the number of storage days for the TEUs to 120,000 days in FY21 versus 77,000 days in FY20. Furthermore, reefer power-days increased 16% y-o-y to 102,000 days in FY21.

Nile Logistics 4Q21 EBITDA declined 35% y-o-y as a result of an EGP 21.8 million non-operational gain in 4Q20 from a payroll tax provision reversal that is no longer applied. Excluding the non-operational one-off gain, recurring EBITDA in 4Q21 would be up 26% y-o-y compared to 4Q20. Consequently, full-year EBITDA declined 19% y-o-y to EGP 104.7 million compared to EGP 129.8 million in FY20.

Nile Barges (South Sudan)

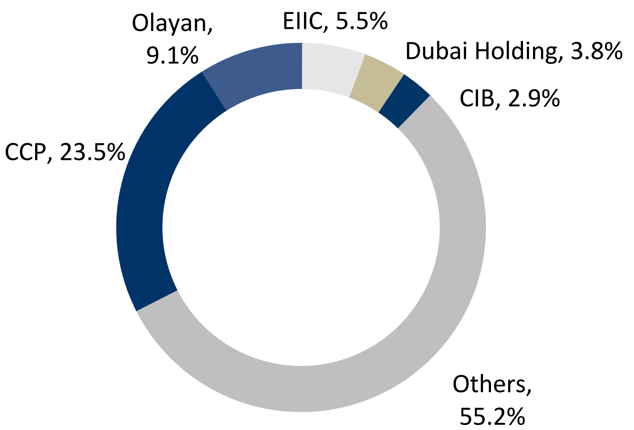
Nile Barges' operations in South Sudan focus on the transportation of food under the auspices of the World Food Program (WFP). The company added its second pusher in 2H21 and, depending on the country's political situation, expects to add the final pusher late in 1H22, bringing Nile Barges' entire fleet to completion.

Political unrest in the country halted operations in October and November 2021. As a result, Nile Barges did not complete any trips in 4Q21, leaving the total number of successful journeys in FY21 at four trips, down from five in FY20. Revenues declined 72% y-o-y to USD 708.4 thousand in FY21, while EBITDA fell 91% y-o-y to USD 164.7 thousand, with the decline in performance being due to short trips and price reductions compared to FY20.

The company currently has two pushers and eight barges in service. Two trips were invoiced in 1Q22, one of which was started in December 2021, and an additional two are in progress and estimated to conclude in April 2022.

SHAREHOLDER STRUCTURE

(as at 31 December 2021)



SHARE INFORMATION

CCAP.CA on the EGX	
Number of Shares	1,820,000,000
Of which Preferred	401,738,649
Of which Common	1,418,261,351
Paid-in Capital	EGP 9.1 bn

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