



## Summary of business results for the financial period ending on 31/12/2022

### (First) Financial Indicators

#### (a) Income statement for the period ending in 31/12/2022 (Secound quarter)

Value in EGP Million

Item	Current Period	Previous Period	Change %
Total sales/revenue	37.471	34.288	%9
revenue/sales	9.938	8.533	%16
gross profit	4.933	3.869	%27
gross profit margin	%50	%45	-
Net profit before tax from continuing activities	4.465	3.781	%18
Net profit before tax from discontinued activities	0	0	%0
net profit after tax	3.489	2.921	%19
EPS	1.47	1.23	

#### (b) the statement of financial position in 31/12/2022

values is in EGP thousand

Item	Current FY	PY(30/6/2022)	Change %
Net Working Capital	2.795.575	3.194.116	%12-
Equity	11.858.166	12.432.556	%5-
Paid Up Capital	2.230.000	2.230.000	%0
Reserves	4.270.037	4.294.320	%1-
Retained Earnings	5.358.129	5.908.236	%9-
Profit Of The Period	3.489.198	0	
Others	0	0	

#### (c) the statement of cash flows for the period ended on 31/12/2022

value is in EGP thousand

Item	Current Period	Previous Period	Change %
Cash Flows From Operating Activities	5.472.641	3.278.087	%67
Cash Flows From Investment Activities	1.154.132	(1.483.243)	-
Cash Flows From Financing Activities	(3.889.995)	(2.553.017)	%52-
Currency transactions Gains/Losses	4.225	131	-





(Second) The company's comment on the business results

The company good data, but with the challenges of continuing to achieve these results in the coming period in light of the high production inputs and the continuous increase in costs.

**H1 22/23:**

- Increase in Gross Sales (including taxes) by +9% YoY compared to the same period of the previous year to reach EGP 37.5 billion compared to EGP 34.2 billion for the previous period.
- Revenues recorded EGP 9.93 billion compared to EGP 8.53 billion in the same period of the previous year, to achieve an increase of +16% YoY due to an increase in the values of local cigarette sales segment +27% YoY (90% of total revenue), as well as an increase in the values of JV sales segment +33% YoY (2% of total revenue).
- The company recorded a Gross profit EGP 4.93 billion, with an increase of +27% YoY compared to EGP 3.86 billion , GPM 50% for H1 ending Dec.2022 compared to 45% the same period of the previous year.
- EAST recorded EGP 3.49 billion in Net profit increased by +19% YoY compared to EGP 2.9 billion previous period .NPM 35% for the period.

**Q2 22/23**

- Increase in Gross Sales (including taxes) by +18% YoY compared to the same quarter of the previous year to reach EGP 19.8 billion compared to EGP 16.8 BN for the previous Q2.
- Revenues recorded EGP 5.3 BN compared to EGP 4.2 BN in the same quarter of the previous year, to achieve an increase of +26% YoY ,+15% QoQ due to an increase in the values of local cigarette sales segment (90% of total revenue), as well as an increase in the values of JV sales segment (2% of total revenue).
- The company recorded a Gross profit in Q2 ending Dec.2022 by EGP 2.57 billion, an increase of +34% YoY,+9% QoQ compared to EGP 1.9 BN &EGP 2.36 BN respectively .The GPM was 48% for this quarter, compared to 45% the same quarter of the previous year.
- EAST recorded EGP 2 billion in Net profit with a significant increase by +58% YoY , +48% QoQ compared to EGP 1.3 billion & EGP 1.4 billion respectively. NPM recorded 39% compared to 31% same previous period.

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