



**Q3-9M 22|23 Earnings Results**  
**Mar.2023**

# 9M 22|23 results highlights

Outstanding operational performance with Double-digit growth



Revenue

(EGPbn)

14.6 bn

+14% YoY

Gross Profit

(EGPbn)

6.9 bn

+20% YoY

Gross profit margin of 47%, (+200 bps) YoY

EBIT

(EGPbn)

5 bn

+21% YoY

EBIT margin of 34%, (+200 bps) YoY

Net profit

(EGPbn)

5.3bn

+24% YoY

Net profit margin of 36%, (+300 bps) YoY

## 9M 22|23: Data continues to take the lead

- ✓ Increase in Gross Sales (including taxes) by +6.5% YoY compared to the same period of the previous year to reach EGP 54.8 billion compared to EGP 51.5 billion for the previous period.
- ✓ Revenues recorded EGP 14.6 billion compared to EGP 12.7 billion in the same period of the previous year, to achieve an increase of +14% YoY due to an increase in the values of local cigarette sales segment +25% YoY (92% of total revenue), as well as an increase in the values of JV sales segment +25% YoY (2% of total revenue).
- ✓ The company recorded a Gross profit EGP 6.9 billion, with an increase of +20% YoY compared to EGP 5.7 billion, GPM 47% for 9M ending Mar.2023 compared to 45% the same period of the previous year.
- ✓ EAST recorded EGP 5.29 billion in Net profit increased by +24% YoY compared to EGP 4.25 billion previous period. NPM 36% for the period.

# Q3 22|23 results highlights

Double-digit growth crowned by solid Net profit growth & margins



## Revenue

(EGPbn)

4.7 bn

+ 10 % YoY / -12% QoQ

## Gross Profit

(EGPbn)

1.9 bn

+ 4% YoY / -25% QoQ

Gross profit margin of 41%, (-300 bps) YoY

## EBIT

(EGPbn)

1.5bn

+ 25% YoY / -19% QoQ

EBIT margin of 33%, (+400bps) YoY

## Net profit

(EGPbn)

1.8 bn

+ 35% YoY / -14% QoQ

Net profit margin of 39%, (+800 bps) YoY

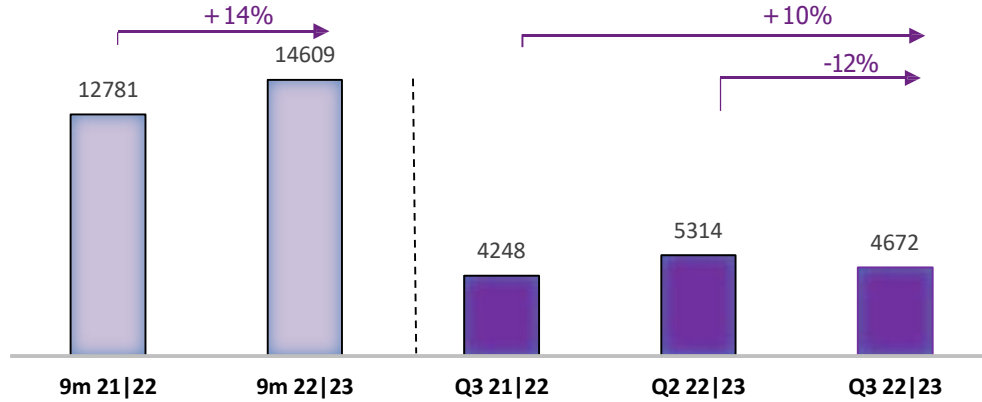
## Q3 22|23: Robust growth

- ✓ Increase in Gross Sales (including taxes) by +1.5% YoY compared to the same quarter of the previous year to reach EGP 17.3 billion compared to EGP 17 BN for the previous Q3.
- ✓ Revenues recorded EGP4.7 BN compared to EGP4.2 BN in the same quarter of the previous year, to achieve an increase of +10% YoY due to an increase in the values of local cigarette sales segment by +20% (94% of total revenue), as well as an increase in the values of JV sales segment by +11% (2% of total revenue).
- ✓ The company recorded a Gross profit in Q3 ending Mar.2023 by EGP 1.9billion, an increase of +4% YoY , -25% QoQ compared to EGP 1.8 BN &EGP 2.5 BN respectively .The GPM was 41% for this quarter, compared to 44% the same quarter of the previous year.
- ✓ EAST recorded EGP 1.8 billion in Net profit with a significant increase by +35% YoY , -14% QoQ compared to EGP 1.3 billion & EGP 2 billion respectively. NPM recorded 39% compared to 31% same previous period .

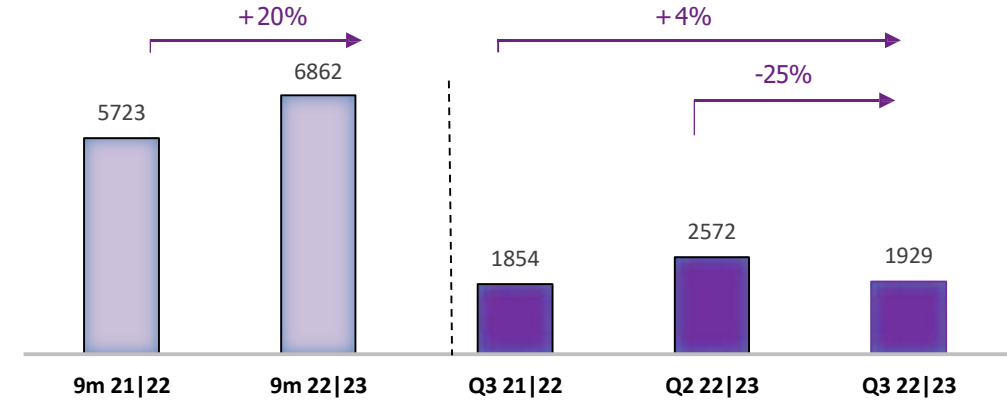
# Financial highlights



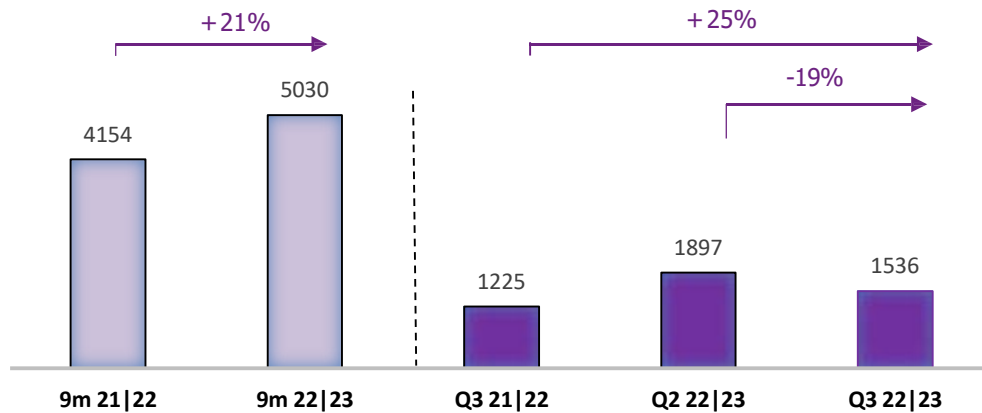
**Revenue**  
(EGP mn)



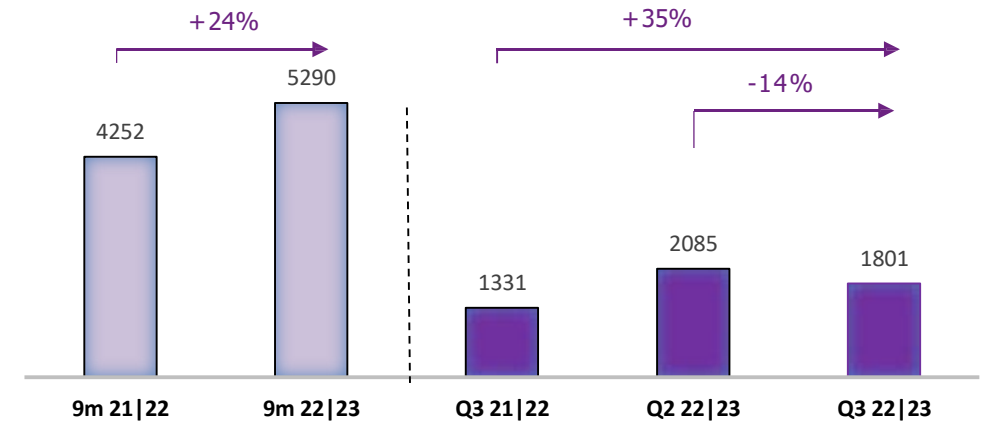
**Gross Profit**  
(EGP mn)



**Operating Profit**  
(EGP mn)

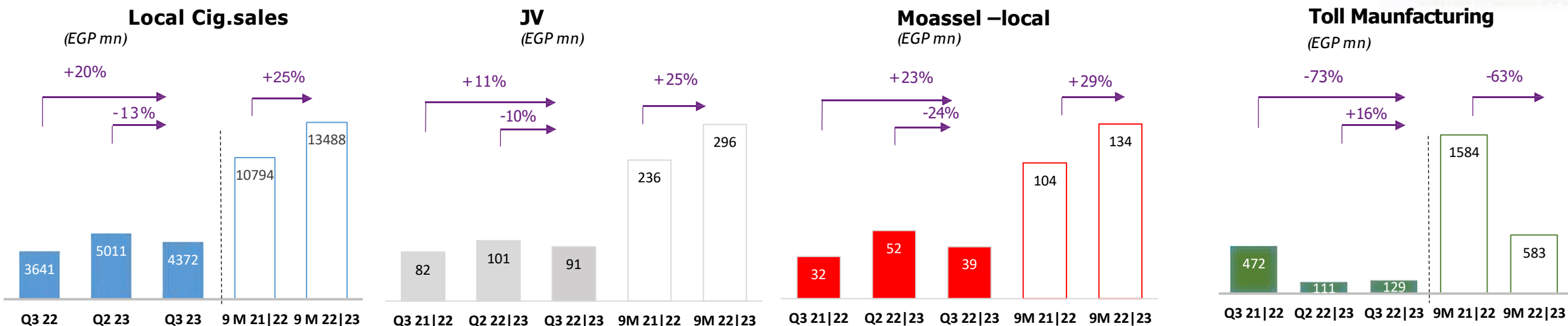


**Net profit**  
(EGP mn)



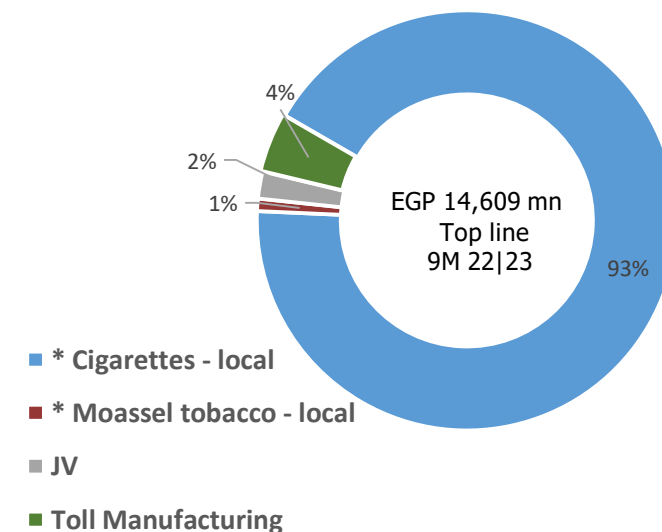
# Revenue by business unit

Strong performance led by local Cig.main brands revenues



## Q3 | 9M 22/23 performance:

- ✓ Top line grew 14% YoY in nine month basis came by higher local cig, JV, and Moassel revenues, which increased YoY by 25%, 25%, and 29%, respectively.
- ✓ At nine month basis Local cig. Segment volumes came in at 49.4 bn cigarettes, -4% YoY ,representing 92% of the top line. On mean while Volumes level on quarterly basis -14%QoQ & -9%YoY.
- ✓ On the same period JV revenues grew +25% YoY representing 2% of the top line ,this segment volumes decreased -6% for 9 m period & -19% in this quarter YoY.
- ✓ Moassel revenues climbed +29% YoY representing 1% of the top line , came mainly on higher volumes +33% YoY on 9m period , on quarterly basis this segment volumes hike by +23%YoY & -27% QoQ .
- ✓ Toll manufacturing segment representing 4% of the top line , decreased significantly in values and volumes in this quarter by -73% & -88% YoY respectively ,due to the PMI exit and UTC new license , on other hand the management succeeded to deliver strong results without depends on this segment .



# Income statement (Q3 – 9M 22|23)



<i>In EGP mn</i>	9M 22 23	9M 21 22	YoY	Q3 22 23	Q2 22 23	Q3 21 22	QoQ	YoY
<b>Total Gross Sales</b>	<b>54826</b>	<b>51466</b>	<b>6.5%</b>	<b>17292</b>	<b>19850</b>	<b>17027</b>	<b>-13%</b>	<b>1.5%</b>
V.A.T	37372	35748	4.5%	11742	13519	11812	-13%	-1%
Health ins. Tax	2845	2937	-3%	878	1017	967	-14%	-9%
<b>Revenues</b>	<b>14609</b>	<b>12781</b>	<b>14%</b>	<b>4672</b>	<b>5314</b>	<b>4248</b>	<b>-12%</b>	<b>10%</b>
COGS	7747	7058	10%	2742	2742	2394	0%	15%
<b>Gross Profit</b>	<b>6862</b>	<b>5723</b>	<b>20%</b>	<b>1929</b>	<b>2572</b>	<b>1854</b>	<b>-25%</b>	<b>4%</b>
Other Revenues	470	44		174	197	14	-12%	1151%
Sales& Marketing Exp.	-523	-556	-6%	-181	-183	-201	-1%	-10%
Admin.&G Exp.	-221	-216	2%	-80	-76	-63	5%	26%
other Exp.	-1558	-843	85%	-307	-613	-379	-50%	-19%
<b>EBIT</b>	<b>5030</b>	<b>4154</b>	<b>21%</b>	<b>1536</b>	<b>1897</b>	<b>1225</b>	<b>-19%</b>	<b>25%</b>
<b>financing income /Expenses</b>	<b>641</b>	<b>157</b>	<b>308%</b>	<b>383</b>	<b>266</b>	<b>121</b>	<b>44%</b>	<b>217%</b>
Other financing income	1121	1143	-2%	408	342	327	19%	25%
<b>Net profit Pre-Tax</b>	<b>6791</b>	<b>5454</b>	<b>25%</b>	<b>2327</b>	<b>2505</b>	<b>1672</b>	<b>-7%</b>	<b>39%</b>
Income Tax	-1501	-1202	25%	-525	-420	-341	25%	54%
<b>Net profit from continues operations</b>	<b>5290</b>	<b>4252</b>	<b>24%</b>	<b>1801</b>	<b>2085</b>	<b>1331</b>	<b>-14%</b>	<b>35%</b>
<b>NET PROFIT</b>	<b>5290</b>	<b>4252</b>	<b>24%</b>	<b>1801</b>	<b>2085</b>	<b>1331</b>	<b>-14%</b>	<b>35%</b>
EPS	2.22	1.76		0.75		0.55		



# Thank you

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