

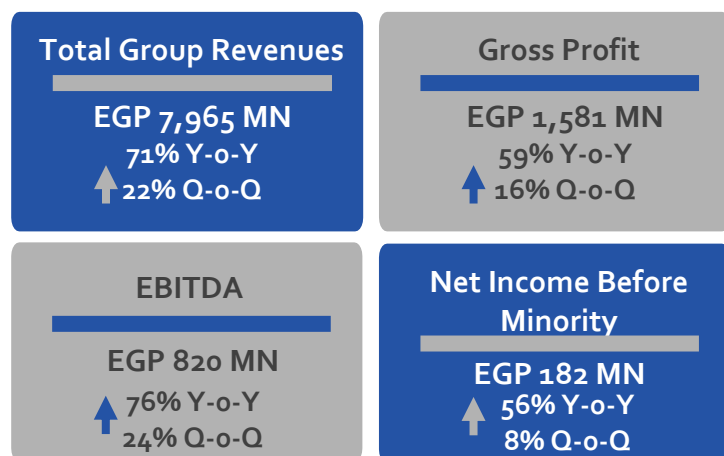
The logo for RAYA, featuring the letters in a bold, white, sans-serif font. The letters are stylized with sharp, angular cuts, particularly in the 'A's. The background is a solid blue color with faint, large-scale geometric shapes (triangles and circles) and a network of white dots and lines at the bottom.

**2Q/1H2023 EARNINGS RELEASE**  
**Cairo | August 15<sup>th</sup>, 2023**

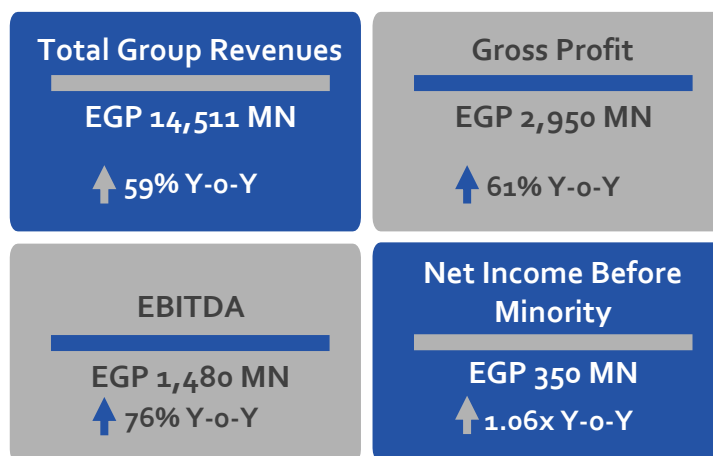
## Raya Holding for Financial Investments Reports 2Q/1H2023 Financial Results

The success achieved during the 2Q2023 and 1H2023 is a testament to Raya Holding's effective business strategies and its ability to capitalize on market opportunities. The organization's focus on diversifying and expanding its offerings has proven fruitful, enabling it to outperform its previous financial records and set new benchmarks.

### 2Q2023 Key Performance Consolidated Highlights



### 1H2023 Key Performance Consolidated Highlights



**15 August 2023-(Cairo)** Raya Holding for Financial Investments (Ticker: RAYA.CA), a leading Egyptian investment conglomerate with diverse business portfolio, announced today its consolidated results for 2Q2023 and 1H2023, for the period ending on June 30 2023. Raya Holding demonstrated its commitment to growth and success as it expanded its operations consistently while simultaneously nurturing and developing new activities within its portfolio.

RAYA Raya Holding's achievements in 2Q2023 and 1H2023 demonstrate the strength of its business model and its ability to navigate through challenges while seizing opportunities. The organization's dedication to continuous improvement, customer satisfaction, and stakeholder value has been central to its success.

RAYA Achieving the best quarterly growth in its history, the group recorded revenues of EGP 7,965 Mn in 2Q2023 up by 71% Y-o-Y and 22% Q-o-Q. During 1H2023, Group consolidated revenues improved by 59% Y-o-Y to record EGP 14,511 million in 1H2023. The extraordinary revenue growth is mainly attributed to top-line growth across the Trade, Information Technology (IT), Fintech Non-Bank Financial Services (NBFS), and Raya Customer Experience (RCX) business units.

RAYA The Trade division's significant contribution to the total consolidated revenues can be attributed to its robust presence in the market and its ability to cater to the evolving demands of consumers. By leveraging effective supply chain management and fostering strong business relationships, the Trade unit has

consistently delivered impressive financial results. Raya Trade and Distribution business unit generated total revenues of EGP 6,394 million in 1H2023, up by 54% Y-o-Y versus EGP 4,163 million in 1H2022.

- RAYA** Similarly, the IT division's substantial share in the revenue can be credited to its expertise in offering cutting-edge technology solutions and services. In an increasingly digital-driven world, the demand for IT-related products and services has soared, and Raya Holding's IT division has successfully capitalized on this trend. Raya Information Technology (IT) witnessed a remarkable increase of 1.04x Y-o-Y in revenue in 1H2023 to record EGP 3,096 million up from EGP 1,517 million in 1H2022.
- RAYA** The Fintech NBFS unit's contribution to the revenue highlights the organization's focus on innovative financial solutions. As the financial technology sector continues to gain momentum, Raya Holding's Fintech NBFS division has positioned itself strategically to meet the needs of modern consumers, contributing significantly to the group's overall revenue growth. AMAN's gross revenues significantly climbed by 20% Y-o-Y to record EGP 2,029 million in 1H2023 versus EGP 1,691 million in 1H2022.
- RAYA** RCX unit's share in the revenue underscores Raya Holding's commitment to sustainable and responsible practices. With an increasing emphasis on environmental consciousness and social responsibility, RCX's offerings have resonated with consumers, contributing to the organization's impressive financial performance. Raya Customer Experience (RCX) recorded revenues of EGP 911 million during 1H2023, expanding by 68% Y-o-Y.
- RAYA** Gross profit for 2Q2023 recorded EGP 1,581 million, rising by 75% Y-o-Y and 23% Q-o-Q, and recording a stellar gross profit margin of 20.3%. During 1H2023, it recorded EGP 2,950 million, rising by 61% Y-o-Y, and recording a stellar gross profit margin of 20.3%.
- RAYA** EBITDA for 2Q2023 recorded EGP 820 million, rising by 76% Y-o-Y and 24% Q-o-Q. EBITDA for 1H2023 recorded EGP 1,480 million, rising by 76% Y-o-Y, and recording a stellar EBITDA margin of 10%.
- RAYA** Net Income before minority increased by 56% Y-o-Y and 8% Q-o-Q in 2Q2023 to record EGP 182 million. Net Income before minority increased by 1.06x Y-o-Y in 1H2023 to record EGP 350 million, compared to EGP 170 million and recording a stellar net profit margin of 2.4%.
- RAYA** Raya Holding assets and equity came in at c. EGP 26,139 million and c. EGP 2,475 million respectively on June 30<sup>th</sup>, 2023.
- RAYA** Looking ahead, Raya Holding will remain vigilant and agile in a dynamic market landscape. By consistently evaluating market trends and consumer preferences, the organization plans to further enhance its competitive position to drive sustained growth.

# Group Overview

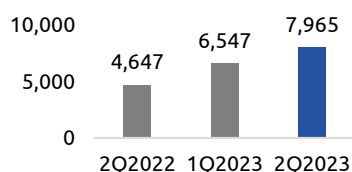
## Summary Consolidated Income Statement:

EGP Mn	2Q2022	1Q2023	2Q2023	% Change-Q-o-Q	% Change-Y-o-Y	1H2022	1H2023	% Change-Y-o-Y
<b>Revenue</b>	4,647	6,547	7,965	22%	71%	9,126	14,511	59%
<b>Gross Profit</b>	995	1,369	1,581	16%	59%	1,835	2,950	61%
<i>Gross Profit Margin</i>	21%	21%	20%	(1pts)	(1.6pts)	20.1%	20.3%	0.002pts
<b>EBITDA</b>	466	660	820	24%	76%	841	1,480	76%
<i>EBITDA Margin</i>	10%	10%	10%	0pts	0pts	9%	10%	1pts
<b>Net Income (Loss) Before Minority</b>	117	168	182	8%	56%	170	350	1.06x
<i>Net Profit (Loss) Margin</i>	2.5%	2.6%	2.3%	(0.3pts)	(0.2pts)	1.9%	2.4%	0.6pts
<b>Net Income (Loss) after Minority</b>	99	143	144	1%	46%	144	287	1.0x

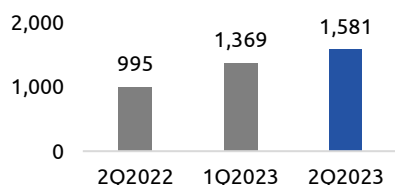
## Consolidated Financial Performance

### Income Statement Highlights | 2Q2023

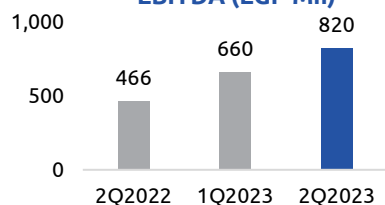
Revenue (EGP Mn)



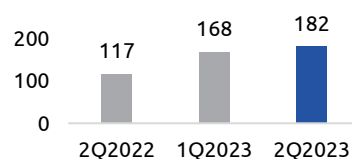
Gross Profit (EGP Mn)



EBITDA (EGP Mn)



Net Income Before Minority (EGP Mn)



**Revenues:** This quarter proved to be yet another remarkable period for the group, as it achieved an exceptional surge in total revenue. The figures reflect an impressive Y-o-Y increase of 71% and a substantial 22% Q-o-Q growth, culminating in a record-breaking total revenue of EGP 7,965 million during 2Q2023, up from EGP 4,647 million in 2Q2022 and EGP 6,547 million in 1Q2023. This is underpinned by the growth of the following strategic business units: Trade, IT, Fintech NBFS, and RCX.

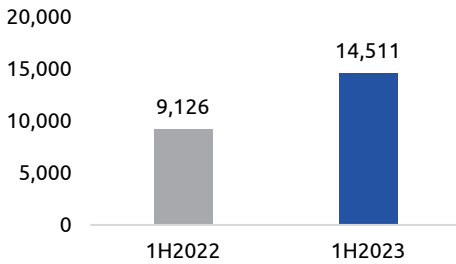
**Gross profit:** Gross Profit of the company exhibited a truly remarkable performance, reaching an impressive EGP 1,581 million up from EGP 995 Mn in 2Q2022 and EGP 1,369 Mn in 1Q2023. This figure reflected a striking 59% Y-o-Y increase and a substantial 16% Q-o-Q growth.

**EBITDA:** 2Q2023 the company achieved an impressive net profit of EGP 820 million, reflecting a substantial 76% Y-o-Y growth and 24% Q-o-Q. This remarkable growth is attributed to the higher-than-expected performance from the Trade & NBFS business units.

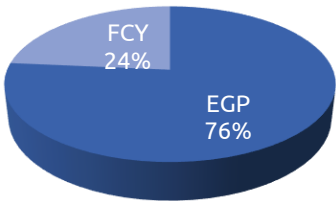
**Net Income before Minority:** Attaining the company's most remarkable financial performance, Net income before minority surged to EGP 182 million for 2Q2023 from EGP 117 million and EGP 168 Mn in 2Q2022 and 1Q2023, respectively. This substantial annual increase of approximately 56% underscores the company's impressive growth trajectory.

## Income Statement Highlights | 1H2023

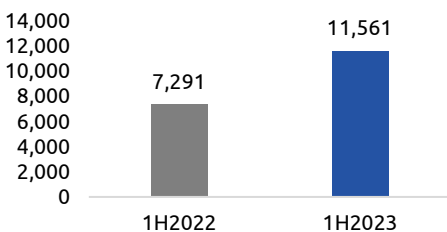
Revenue (EGP Mn)



Revenue Breakdown by Currency 1H2023



COGS (EGP Mn)

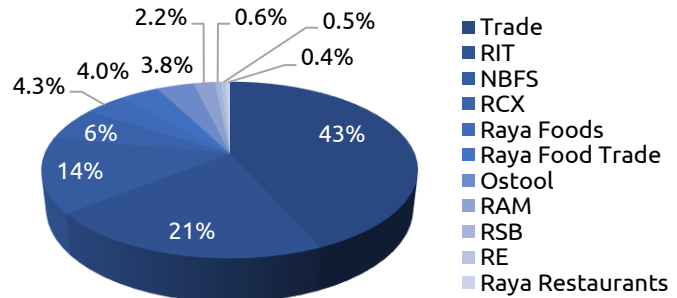


**Revenues:** During 1H2023, the group achieved an impressive total revenue of EGP 14,511 million, showcasing the organization's strong financial performance. This strong set of results was mainly driven by drastic growth in revenue from distribution of devices and goods through several strategic business units and revenue from suppliers and installations which improved by 45% and 1.17x Y-o-Y; respectively.

Moreover, revenue in foreign currency experienced remarkable growth during 1H2023 to record 24% of total group turnover, up from just 18% a year earlier; significantly impacting the group's revenue profile and profitability margins.

The noteworthy revenue growth of 59% in comparison to the previous year can be credited to the exceptional performance of the following strategic business units: Trade, IT, Fintech NBFS, and RCX, thereby playing a pivotal role in driving the overall revenue surge. Notably, Trade contributed the highest proportion to the total consolidated revenues, accounting for 43% of the earnings. The IT division followed suit, contributing 21%, while the Fintech NBFS and RCX units contributed 14% and 6%, respectively.

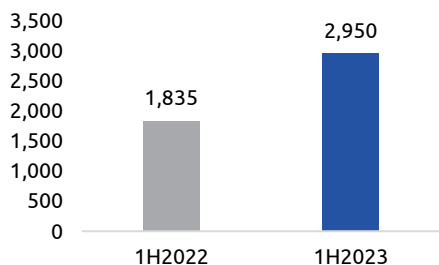
Revenue Breakdown by Sector 1H2023



**Cost of goods sold (COGS):** The Cost of sales experienced a substantial surge of 59% Y-o-Y, reaching EGP 11,561 million during 1H2023, compared to EGP 7,291 million in the corresponding period of 2022. This notable increase can be attributed to the prevailing inflationary pressures during that time, impacting the overall cost structure.

Despite the significant rise in the Cost of sales, there was a slight improvement in the Cost of Sales to Revenue ratio Y-o-Y. In 1H2023, the Cost of sales accounted for 79.7% of the total revenue, while it represented 79.9% in the same period a year earlier. This slight decline indicates that, although costs rose, the company was able to manage its expenses more effectively relative to its revenue, resulting in a slightly lower proportion of costs eating into the generated revenue.

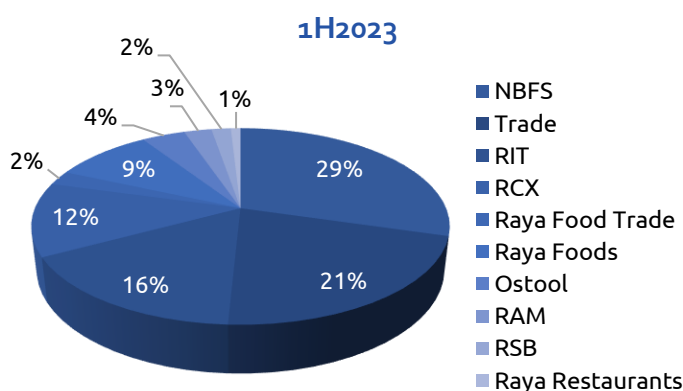
Gross Profit (EGP Mn)



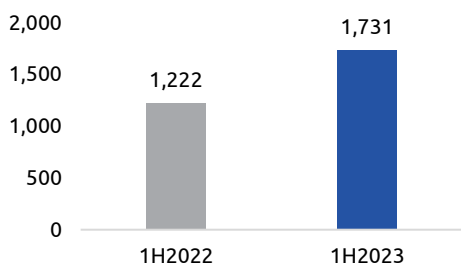
**Gross profit:** During 1H2023, Gross Profit demonstrated remarkable performance, amounting to EGP 2,950 million. This figure represented an impressive 61% increase compared to the previous year, signifying the company's strong financial growth during the period. The Gross Profit margin also experienced a positive development to reach 20.3%.

The noteworthy increase in the Gross Profit margin can be attributed to the exponential growth and margin enhancement achieved in the Fintech NBFS (Non-Banking Financial Services) line of business (LOB), which is driven by growth in lending portfolios and a favorable development in Net Interest Margins (NIMs).

GP Breakdown by Sector



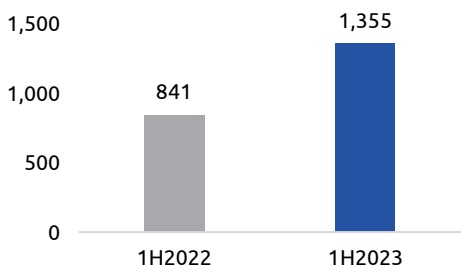
SGA Expenses (EGP Mn)



**Selling, general and administrative (SG&A):** During 1H2023, SG&A for the period stood at EGP 1,731 million with a 42% Y-o-Y increase. This reflects an SG&A to Revenue of 11.9% compared to 13.4% during 1H2022.

This increase is driven by inflationary pressures, expansions in new activities for the group, increased level of investment across almost all LOBs such as establishing an administrative building for Aman Holding and enhancement to Galleria 40 building, and other costs associated with the expenses spent on the group's administrative buildings, including facilities, security, maintenance, etc...

EBITDA (EGP Mn)

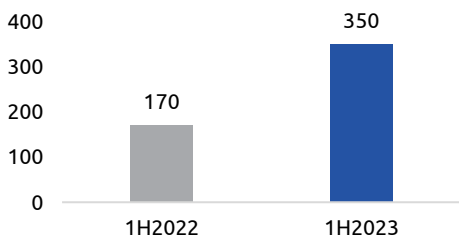


**EBITDA:** 1H2023 the company achieved an impressive net profit of EGP 1,480 million, reflecting a substantial 76% Y-o-Y growth. This remarkable growth is attributed to the higher-than-expected performance from the Trade & NBFS business units.

Furthermore, EBITDA margin experienced a positive development, recording a 1pts Y-o-Y increase to record a healthy 10%, indicating the company's efficient management of operational costs and its ability to generate substantial earnings from its core activities.



### Net Income Before Minority (EGP Mn)

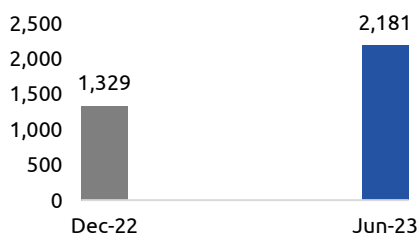


**Net Income before Minority:** Demonstrating the company’s remarkable financial progress during the period, Net income before minority recorded EGP 350 million for 1H2023 compared to EGP 170 million recorded a year prior, recording an annual significant increase of c. 1.06x.

The enhancement in Net Income can be attributed to two main pillars. Firstly, currency depreciation had a positive effect on profit margins for export-oriented businesses within the group (mainly RCX and Raya Foods). Secondly, efforts for market share enhancement, economies of scale, and ability to leverage market-leading positions helped attain better profitability margins (mainly within the IT and the Trade LOBs).

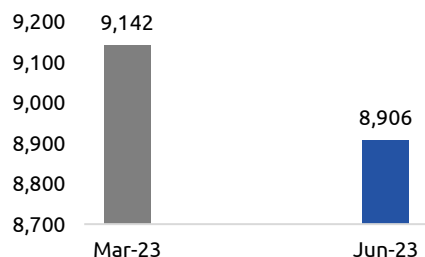
### Balance Sheet Highlights| June 30<sup>th</sup>, 2023

#### Cash (EGP Mn)



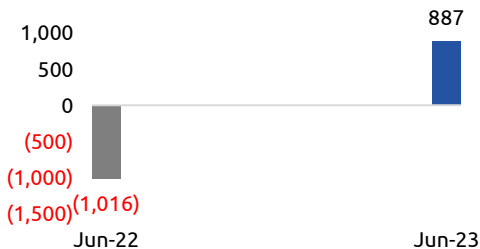
**Cash Position:** As of the period ending June 30<sup>th</sup>,2023, the group has retained a robust cash balance of approximately EGP 2,181 million, which is equivalent to c. 8% of total assets. This clearly exhibits the group’s stellar position and prudent management of its financial resources ensuring the availability of funds for both short-term obligations and long-term strategic initiatives. Also, this cash balance is the highest aggregated balance the group ever recorded on its consolidated financials, also a testament to our continued growth and balance-sheet strength.

#### Net Debt (EGP Mn)



**Net Debt:** As of the period ending June 30<sup>th</sup>,2023, the group recorded a net debt of EGP 8,906 million. The Net Debt to “annualized” EBITDA ratio recorded an acceptable 3.29x, given that a large proportion of such Net Debt is related to the NBFS arm, Aman Holding, to fund its lending portfolios in both the Microfinance and Consumer finance businesses. Also, Net Debt witnessed a slight decrease Q-o-Q (versus Q1-2023) down from 9.1 billion, on the back of growing cash balance, and enhancements witnessed on our global working capital cycle. We estimate to continue curbing the growth of Net Debt to EBITDA ratio, while managing the overall ratio at its current healthy levels.

#### Net Cashflow from Operations (EGP Mn)

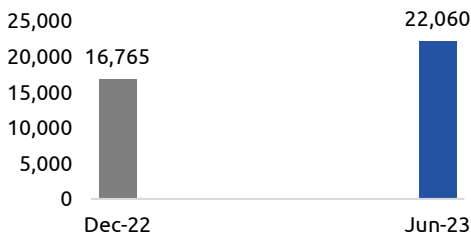


**Net Cashflow from Operations:** The group’s Net Cash flows from Operations posted a positive EGP 887 million compared to a negative net cash flow from operations of EGP 1,016 million recorded during 1H2022; showing a remarkable enhancement Y-o-Y. This comes as a clear testament to the overall efforts in enhancing working capital cycle on a group level, and the prudent management of assets to generate and yield healthy cash flows.

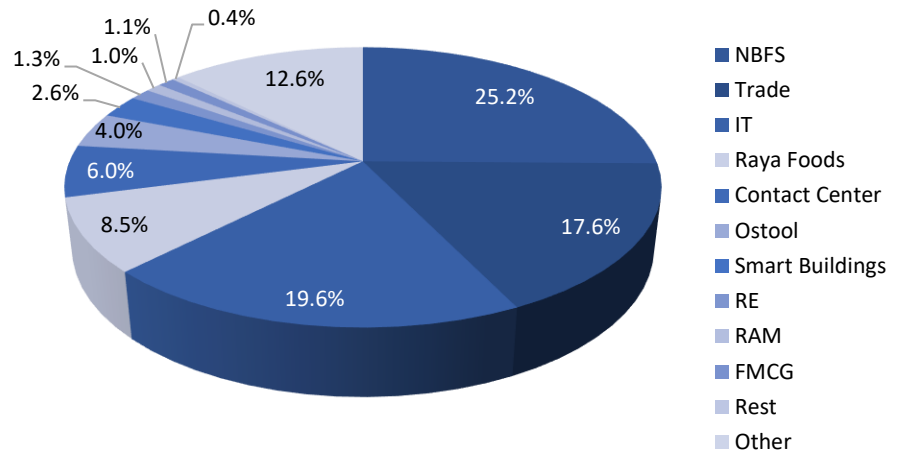


**Assets:** As of June 30th,2023, the group reported total assets of EGP 22,060 Mn compared EGP 16,765 million recorded at year end 2022, recording a remarkable 32% growth in total assets within this 6-month period. The largest contribution to assets came from the fintech-NBFS arm, driven by the growing loan portfolios under the microfinance, consumer finance, SME lending, and Islamic finance businesses. This was followed by the trade and IT sectors, whom have been successful in building up healthy inventory levels to meet customer growing demand in the current challenging times.

Assets (EGP Mn)



Total Assets by Sector  
June 2023



## Consolidated Income Statement

Consolidated Income Statement (EGP 000)	2Q2022	1Q2023	2Q2023	% Change Q-o-Q	% Change Y-o-Y	1H2022	1H2023	% Change Y-o-Y
<b>Revenue</b>	4,646,581	6,546,681	7,964,743	22%	71%	9,126,171	14,511,423	59%
COGS	(3,651,474)	(5,177,771)	(6,383,636)	23%	75%	(7,291,150)	(11,561,407)	59%
<b>Gross Profit</b>	<b>995,107</b>	<b>1,368,910</b>	<b>1,581,107</b>	<b>16%</b>	<b>59%</b>	<b>1,835,021</b>	<b>2,950,017</b>	<b>60.8%</b>
General & Administrative Exp.	(463,284)	(580,657)	(641,348)	10%	38%	(856,583)	(1,222,006)	42.7%
Selling & Marketing Exp.	(174,233)	(264,976)	(243,585)	(8%)	40%	(365,248)	(508,561)	39.2%
Board Remuneration	(100)	(1,230)	(385)	(69%)	2.9x	(165)	(1,615)	8.8x
<b>EBITDA</b>	<b>465,504</b>	<b>659,690</b>	<b>820,145</b>	<b>24%</b>	<b>76%</b>	<b>841,022</b>	<b>1,479,835</b>	<b>76.0%</b>
Right of Use Assets Depreciation	(100,136)	(48,831)	(123,330)	1.5x	23%	(145,371)	(172,161)	18.4%
Fixed Assets & Intangibles Depreciation	-	-	-	-	-	(82,627)	(89,839)	8.7%
Provisions	(5,527)	(5,570)	(24,243)	3.4x	3.4x	(12,157)	(29,813)	1.5x
Provisions (No Longer Required)	3,480	0	3,763	N/A	8%	3,480	3,763	8.1%
Expected Credit Losses	(43,322)	(68,858)	(131,405)	91%	2.03x	(73,918)	(200,262)	1.7x
Reversal of expected credit losses	(173)	2,819	13,710	3.9x	78.5x	1,840	16,529	8.0x
<b>Operating Profit</b>	<b>311,949</b>	<b>450,438</b>	<b>557,615</b>	<b>24%</b>	<b>79%</b>	<b>532,269</b>	<b>1,008,052</b>	<b>89%</b>
FX Gain (Loss)	(1,727)	23,871	16,900	(29%)	8.8x	21	40,771	1932.6x
Company's share from profits of associates	4,112	26,085	0	(100%)	(100%)	8,283	26,085	2.1x
Other Income (expense)	24,777	(6,557)	7,599	(2.16x)	(69%)	24,888	1,042	(1.0x)
Gain (losses) on Sale of Fixed Assets	195	553	1,731	2.13x	7.9x	525	2,284	3.4x
Dividends from investments at fair value	1,008	0	0	N/A	(100%)	1,008	0	(100%)
Takaful contribution	(8,150)	(9,601)	(12,400)	29%	52%	(15,572)	(22,001)	41%
<b>EBIT</b>	<b>332,164</b>	<b>484,790</b>	<b>571,444</b>	<b>18%</b>	<b>72%</b>	<b>551,423</b>	<b>1,056,234</b>	<b>92%</b>
Interest Expense	(159,483)	(238,312)	(283,104)	19%	78%	(291,882)	(521,416)	79%
<b>EBT</b>	<b>172,680</b>	<b>246,478</b>	<b>288,340</b>	<b>17%</b>	<b>67%</b>	<b>259,541</b>	<b>534,818</b>	<b>1.1x</b>
Income Tax	(44,912)	(78,085)	(90,750)	16%	1.0x	(89,407)	(168,835)	89%
Deferred Income Tax	(11,223)	0	(15,592)	N/A	39%	0	(15,592)	N/A
<b>Net Income before minority</b>	<b>116,546</b>	<b>168,393</b>	<b>181,999</b>	<b>8%</b>	<b>56%</b>	<b>170,134</b>	<b>350,392</b>	<b>1.1x</b>
<u>Distributed as follows:</u>								
Shareholders of the Parent Co.	98,509	142,978	144,305	1%	46%	143,658	287,283	100%
Minority Interest	18,037	25,415	37,694	48%	1.1x	26,476	63,109	1.4x

## Consolidated Balance Sheet

Consolidated Balance Sheet (EGP 000)	31-Dec-22	30-June-23
Fixed Assets	1,787,779	1,841,123
Investment Properties	633,778	618,298
Projects under Construction	190,426	201,174
Intangible Assets	19,662	20,588
Right of Use Assets	809,609	870,760
Goodwill	325,268	325,268
Investments in Associates	126,992	153,077
Investments at fair value through other comprehensive income	22,980	26,230
Long-term Investments through Comprehensive Income	1,031	1,074
Deferred Tax Assets	87,712	22,102
<b>Total Non-Current Assets</b>	<b>4,005,237</b>	<b>4,079,693</b>
Inventory	2,208,840	3,395,630
Work in Progress	411,315	543,279
Accounts and Notes Receivable	9,166,401	10,580,926
Short-term Investments through profit and loss	4,120	4,290
Prepayments and Other Debit Balances	3,456,243	5,153,433
Share-Based Compensation (ESOP)	7,088	7,088
Debit balances (Tax Authority)	181,505	193,637
Cash on Hand and at Banks	1,329,423	2,181,240
<b>Total Current Asset</b>	<b>16,764,935</b>	<b>22,059,522</b>
<b>Total Assets</b>	<b>20,770,172</b>	<b>26,139,215</b>
Provisions	141,406	178,116
Accounts and Notes Payable	3,318,502	5,437,014
Short-term loans	396,037	486,272
Current Portion of long-term loans	979,872	841,276
Current Portion of Long-Term Liabilities-Right of Use	51,398	56,821
Bank Overdraft	6,567,615	8,055,276
Accrued Expenses and other Credit Balances	4,360,524	5,736,430
Dividends Payable	7,793	82,995
<b>Total Current Liabilities</b>	<b>15,823,147</b>	<b>20,874,201</b>
<b>Working Capital</b>	<b>941,788</b>	<b>1,185,321</b>
<b>Total Investments</b>	<b>4,947,025</b>	<b>5,265,014</b>
Issued & Paid-up Capital	1,071,998	1,071,998
Legal Reserve	92,010	96,298
General reserve	41,936	41,936
Treasury Shares	(53,686)	(53,686)
Revaluation reserve of available for sale investments through comprehensive income	3,390	5,909
Foreign Currency Translation Differences	0	(121,352)
Accumulated foreign currency translation	(2,850)	57,338
Retained Earnings/ (Losses)	190,454	447,212
Profits for the year after minority interest	347,313	287,283
<b>Total Shareholder's Equity</b>	<b>1,690,565</b>	<b>1,832,936</b>
Minority Interest	566,757	642,165
<b>Total Equity</b>	<b>2,257,323</b>	<b>2,475,101</b>
Notes Payable - Noncurrent portion	64,724	44,781
Long-Term loan	1,664,908	1,704,715
Long-Term Liabilities-Right of Use	855,743	955,476
Other Long-term Liabilities	104,327	84,940
<b>Total Non-current Liabilities</b>	<b>2,689,702</b>	<b>2,789,913</b>
<b>Total Equity &amp; Non-current Liabilities</b>	<b>4,947,025</b>	<b>5,265,014</b>

## About Raya Holding

**Raya Holding** is an auspicious investment conglomerate Headquartered in Cairo, Egypt, managing a diversified investment portfolio. As the parent company of three mature lines of business, and nine up-and-coming lines of business, Raya Holding operates in the fields of information technology (IT), consumer electronics & home appliances trading, contact center outsourcing services (CCO), data center outsourcing services (DCO), smart buildings, food and beverage manufacturing and trading, land transport, logistical solutions, light-mobility vehicles, E-payments, and Non-banking financial services. Raya Holding empowers more than 18,000 proficient employees, accommodating a wide international customer base from on-ground operations spanning Egypt, Saudi Arabia, UAE, Bahrain, Poland, and Nigeria. In 1H2023, Raya Holding delivered a group consolidated turnover of EGP 14.5 billion, a gross profit of EGP c. 2.95 billion, an EBITDA “Earnings Before Interest, Taxes, Depreciation, and Amortization” of EGP 1.5 billion, and a net income before a minority of EGP 350 million.

Raya Holding for Financial Investments is one of the leading investment holding companies in Egypt boasting the largest market share in its mature lines of business (IT, NBFS, Trading, RCX) and aspires to be the market leader in its remaining up-and-coming lines of business. Raya Holding is listed on the Egyptian Stock Exchange and is currently trading under the symbol “RAYA.CA”.

For further information, please contact:

### Raya Holding for Financial Investments

Hossam Hussein  
Ahmed Nour Eldin Hassan  
Ahmed Atia  
Raneem Meligy

### Investor Relations, Investments, and Corporate Finance Department

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### RAYA.CA on the EGX

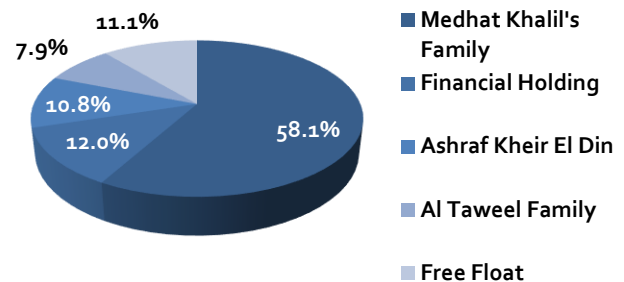
Number of Shares	2,143,995,190
Share Price (August 15th, 2023)	EGP 2.37
Market Cap (August 15th, 2023)	EGP 5,081,268,600

[investor\\_relations@rayacorp.com](mailto:investor_relations@rayacorp.com)  
<http://www.rayacorp.com/investor-relations/>



## Shareholder's Structure

(As of June 30th, 2023)



## Shareholders by Geography

(As of June 30th, 2023)

