



3Q-9M YTD 23|24 Earnings Results
Mar.2024

3Q 23|24 results highlights

Double-digit growth



Revenue

(EGPbn)

5.8 bn

+25% YoY / +20% QoQ

Gross Profit

(EGPbn)

2.3 bn

-9% YoY / +29% QoQ

Gross profit margin 40%, (+300 bps) QoQ

EBIT

(EGPbn)

2.2bn

+43% YoY / -3% QoQ

EBT margin 38%

Net profit

(EGPbn)

2.3 bn

+26% YoY / +28% QoQ

Net profit margin 39%, (+200 bps) QoQ

3Q 23|24: Robust growth QoQ

- ✓ Revenues recorded **EGP 5.8 BN** compared to EGP 4.8 BN in the Q2, to achieve an increase of +20% QoQ due to an increase in the Volumes of local cigarette sales segment by +8% QoQ increase by +25% YoY (94% of total revenue), as well as an increase in the values of local Cig. sales segment by +24% QoQ.
- ✓ The company recorded a Gross profit in Q3 ending Mar.2024 by **EGP 2.3 billion**, an increase of +29% QoQ, compared to LE 1.8 bn in Q2. GPM 40% for this quarter, compared to 37% in Q2.
- ✓ EBIT recorded **EGP 2.2 BN** in Q3 decreased by -3% QoQ, increase by +43% YoY, EBIT margin 38% for this quarter.
- ✓ EAST recorded **EGP 2.3 billion** Net profit with a significant increase by +28% QoQ & +26% YoY, compared to EGP 1.7 bn. in Q2 & EGP 1.8 bn. in Q3 previous year, NPM recorded 39%.

9M - YTD 23|24 results highlights



Reducing the gap YoY

Revenue
(EGPbn)

13.7 bn

-5% YoY

Gross Profit
(EGPbn)

5 bn

-26% YoY

Gross profit margin of 37%

EBIT
(EGPbn)

4.8 bn

-5% YoY

EBT margin of 35%

Net profit
(EGPbn)

5.2bn

-2% YoY

Net profit margin of 38%, (+200 bps) YoY

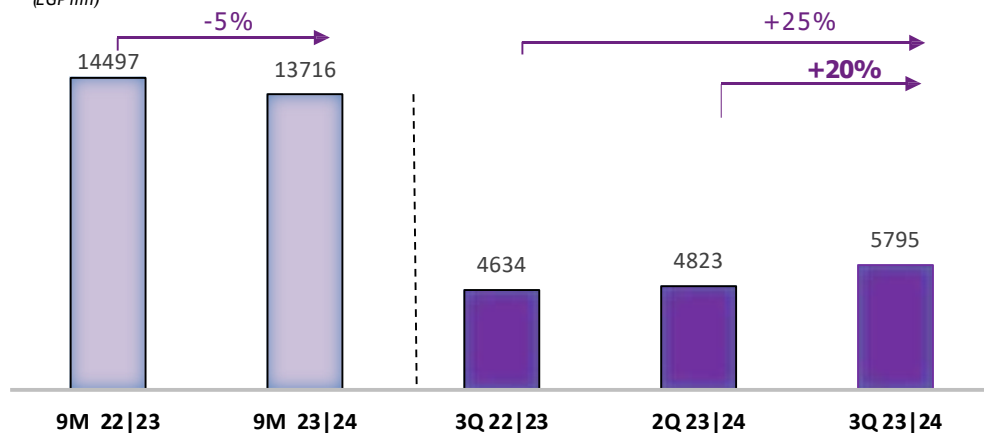
9M YTD 23|24

- ✓ **Revenues** recorded **EGP 13.7 bn.** compared to EGP 14.5 billion in the same period of the previous year, to record decrease of just -5% YoY due to decreases in local cigarette sales segment volume YoY (92% of total revenue), as well as decrease in the volume of JV sales segment YoY (2% of total revenue).
- ✓ The company recorded a **Gross profit EGP 5 bn** ,with decrease of -26% YoY compared to EGP 6.7 bn , GPM 37% for 9M ending Mar.2024
- ✓ **EBIT** decreased by -5% YoY to record EGP **4.8 BN** and 35% EBIT margin in this period recorded the same margin as previous period .
- ✓ EAST recorded **EGP 5.2 billion Net profit** decreased by -2% YoY compared to EGP 5.3 billion previous period .NPM 38% for the period (+200 bps YoY).

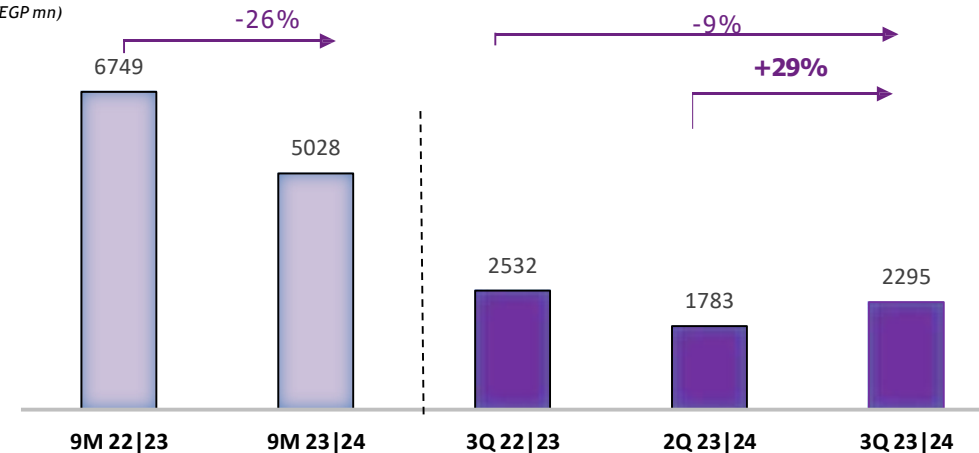
Financial highlights



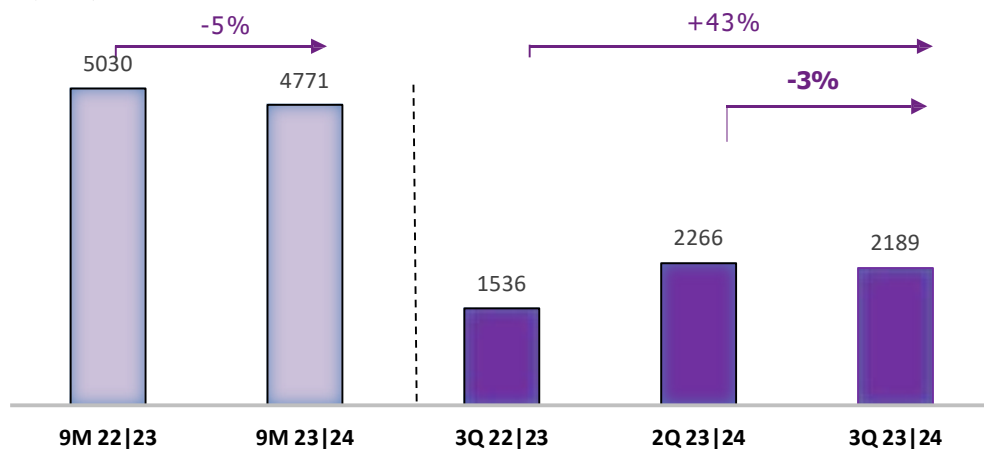
Revenue
(EGP mn)



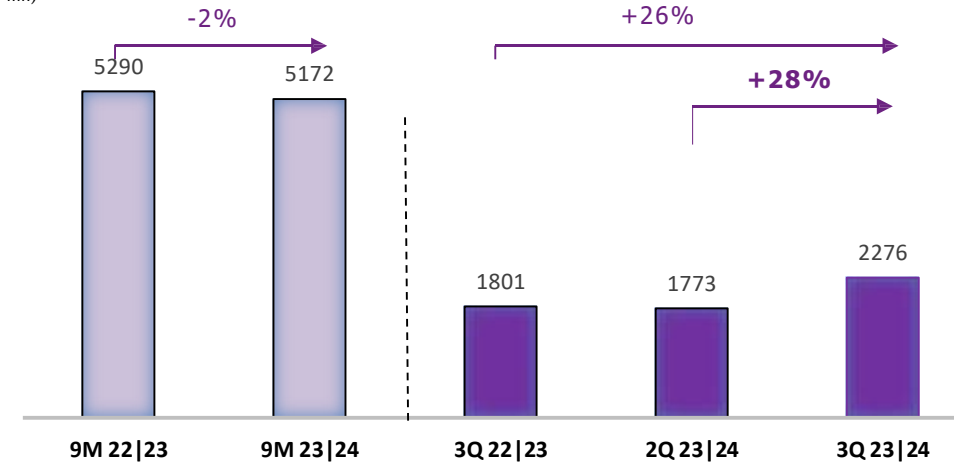
Gross Profit
(EGP mn)



EBIT
(EGP mn)



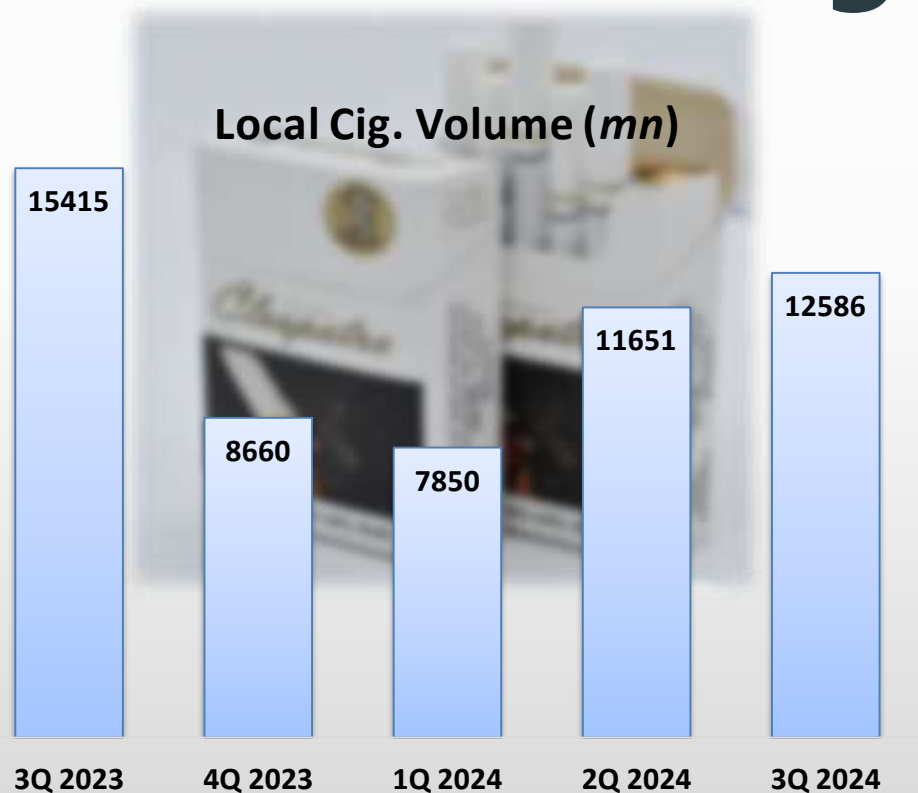
Net profit
(EGP mn)



3Q Local Cig. Volumes



12.6 Billion Cig.



- ↑ +8%
QoQ
- ↑ +60%
V.S1Q.24
- ↑ +45%
YTD
- ↓ -18%
YoY



Thank you

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