



الشركة الشرقية إيسترن كومباني
EASTERN COMPANY S.A.E

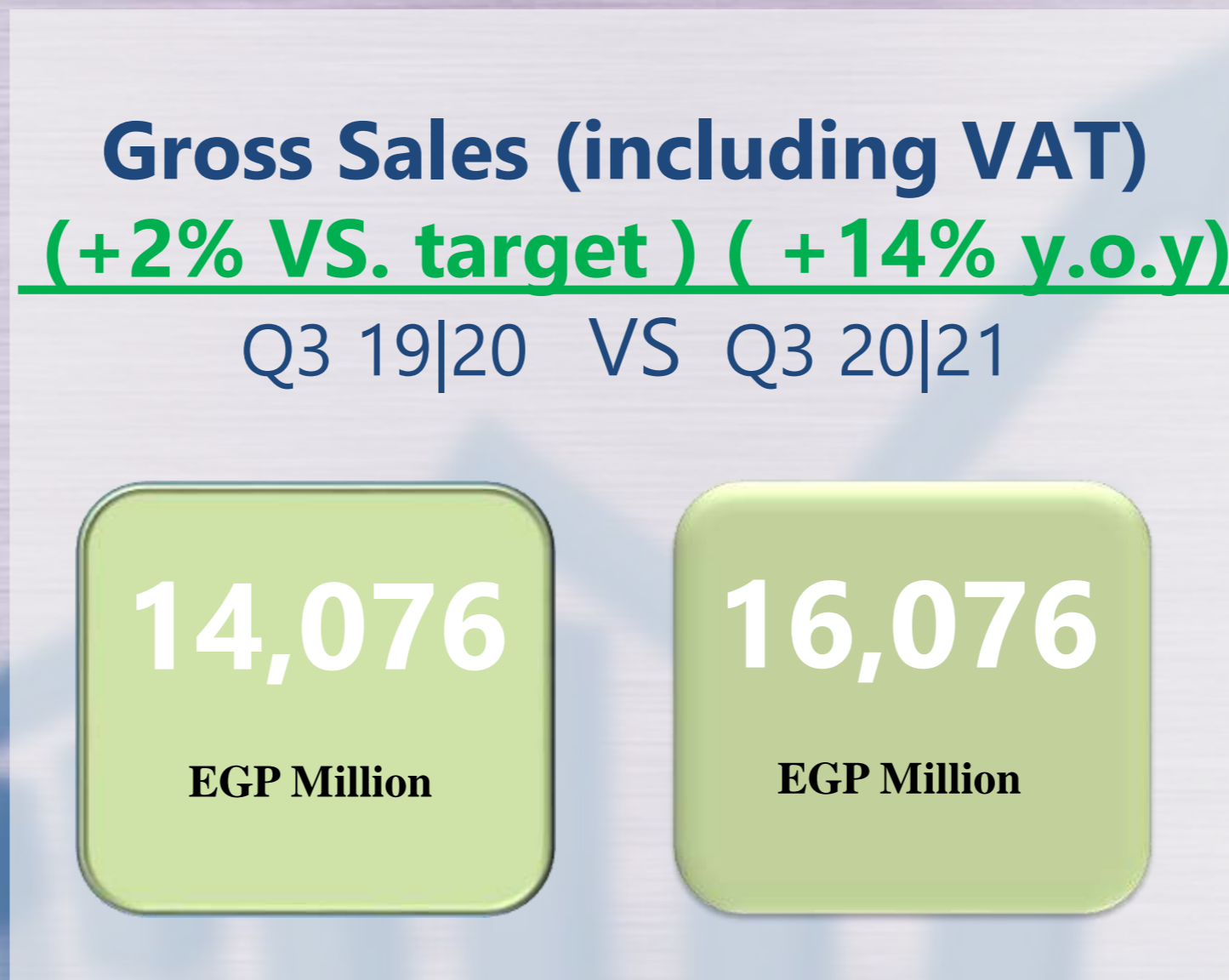
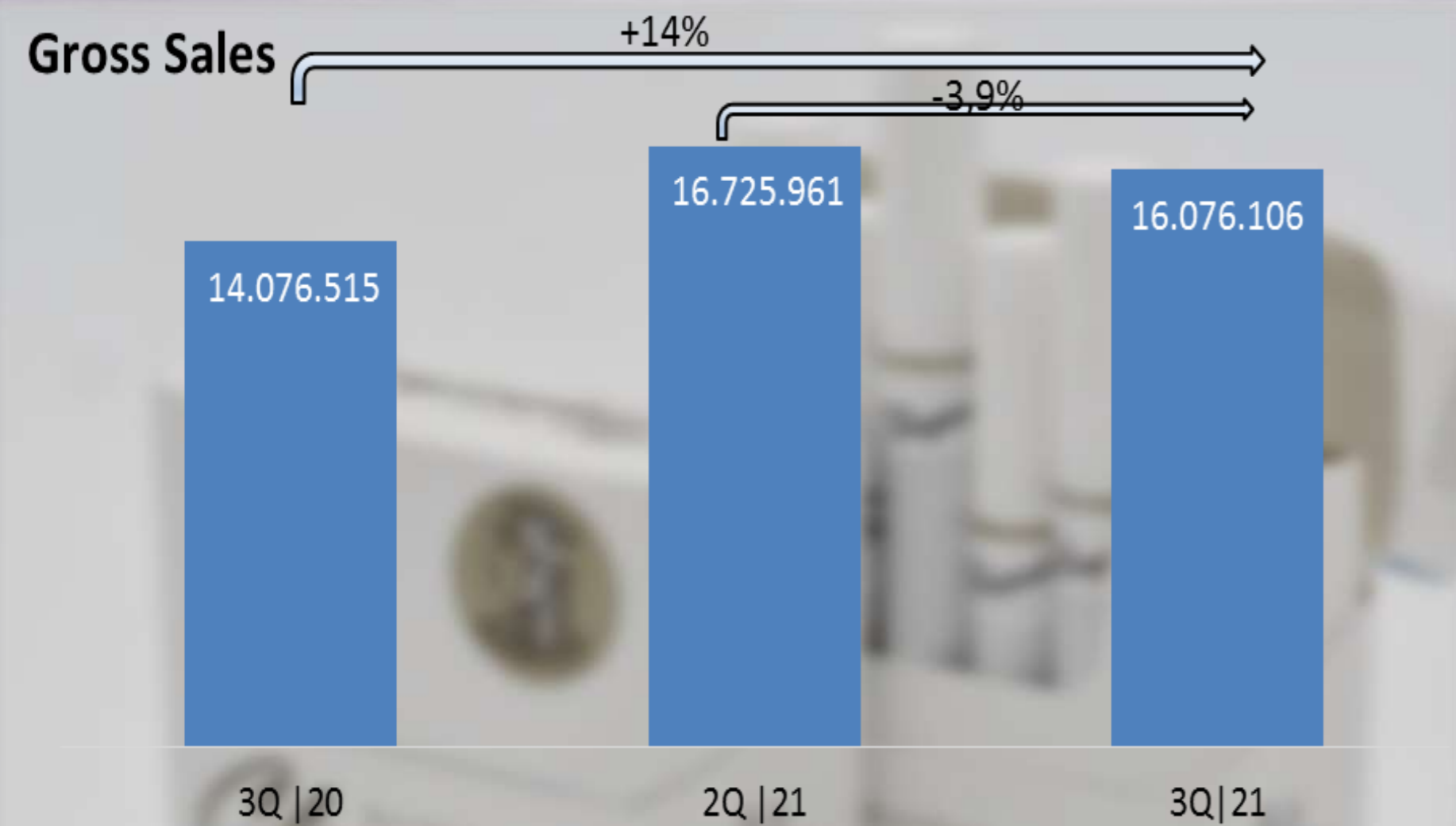
Financial results

31/3/2021

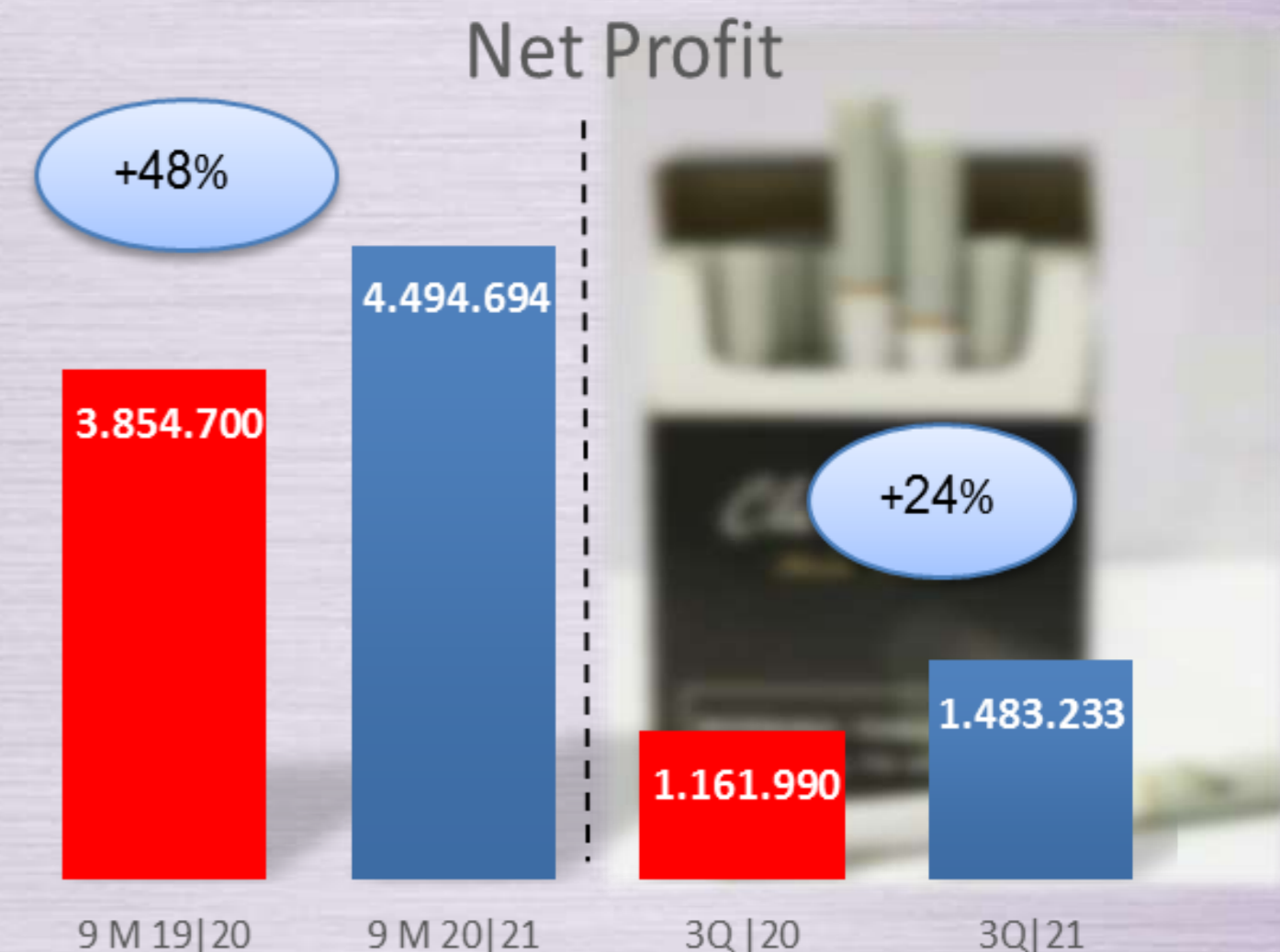
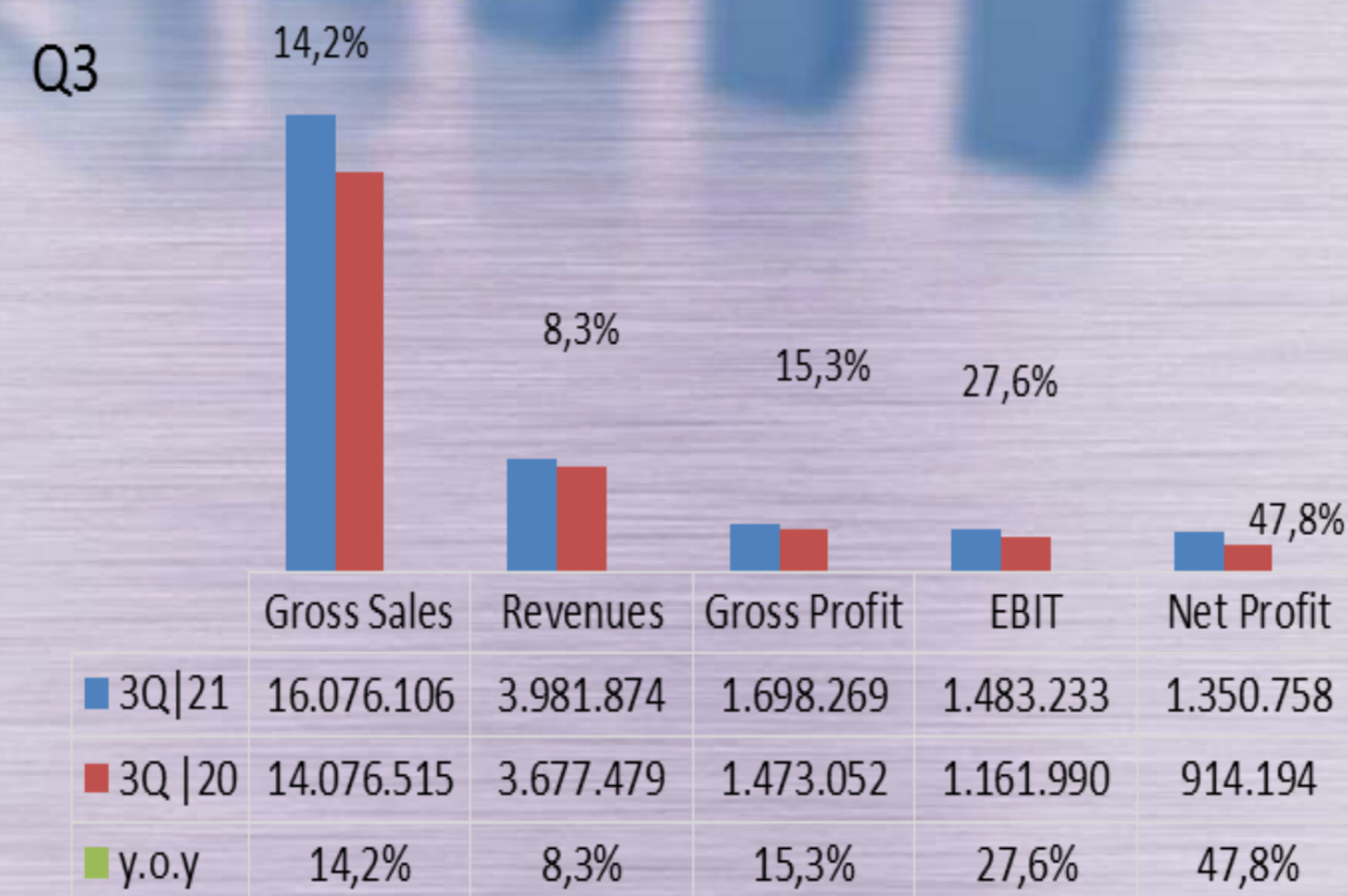
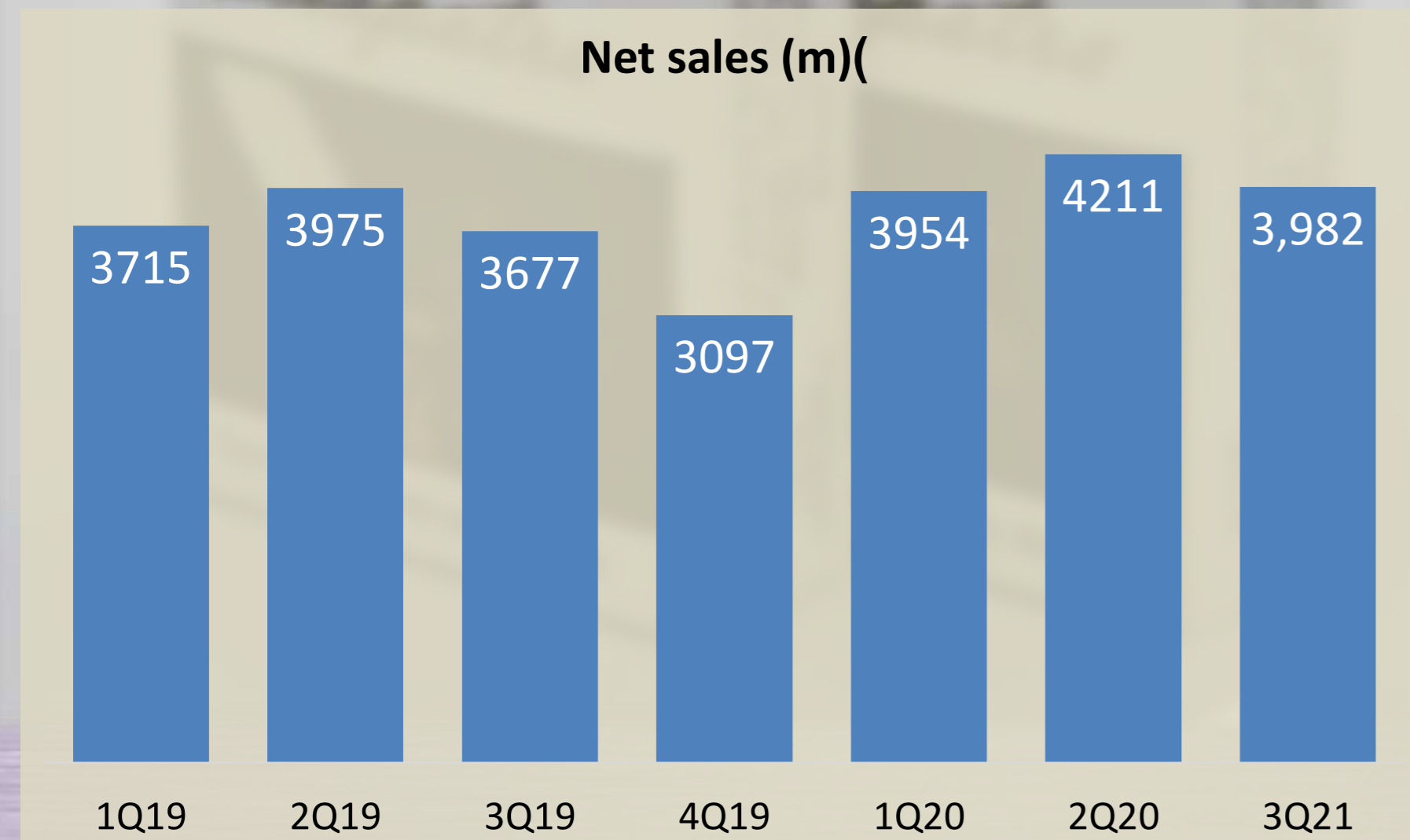
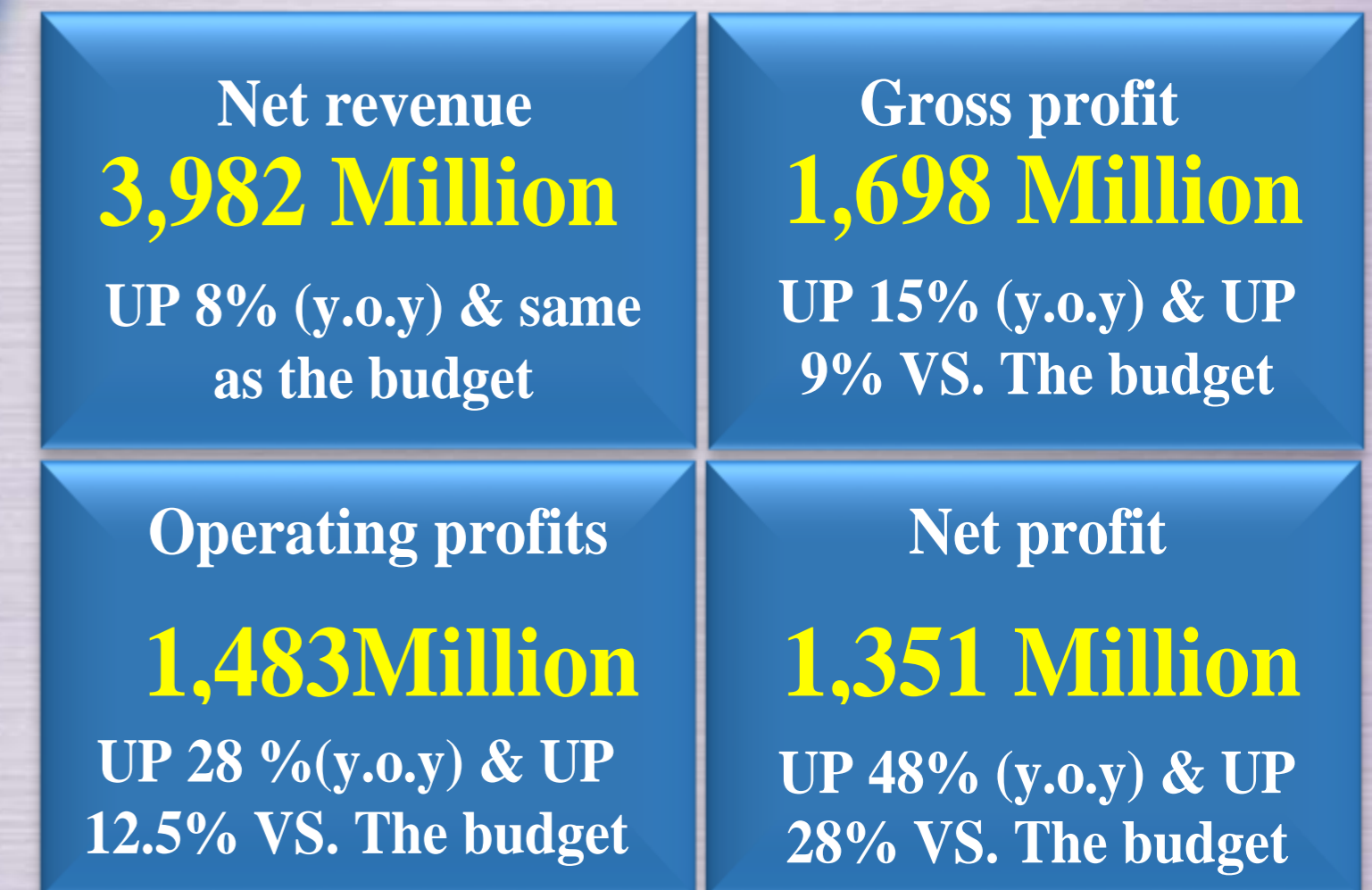
Q 3

Eastern Company

Summary of Q3 financial results



Q3 FY20|21 Results

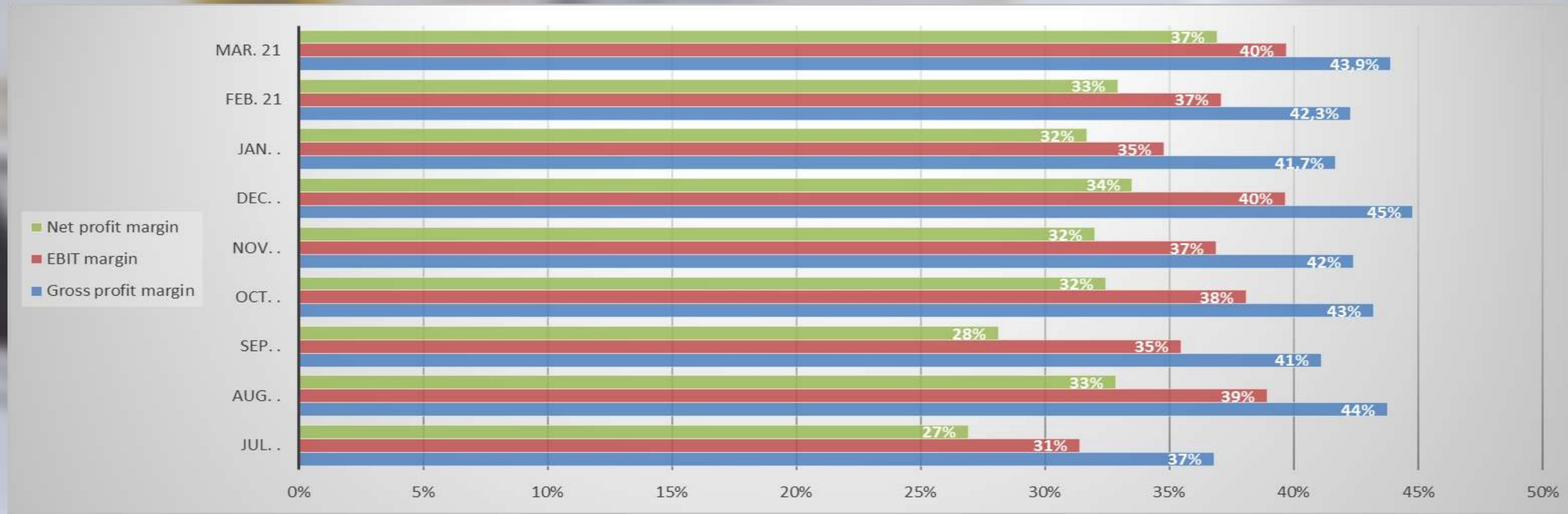


9 month /Mar.2021

Revenues +7% (y.o.y) , +0.5% VS target
12,147 Million

Gross Profit +11% (y.o.y) , +8% VS target
5,140 Million

EBIT +17% (y.o.y) , +11% VS target
4,495 Million



Gross Sales
(+1,4% VS Target) (+13,5% yoy)

9 m19|20 VS 9 m20|21

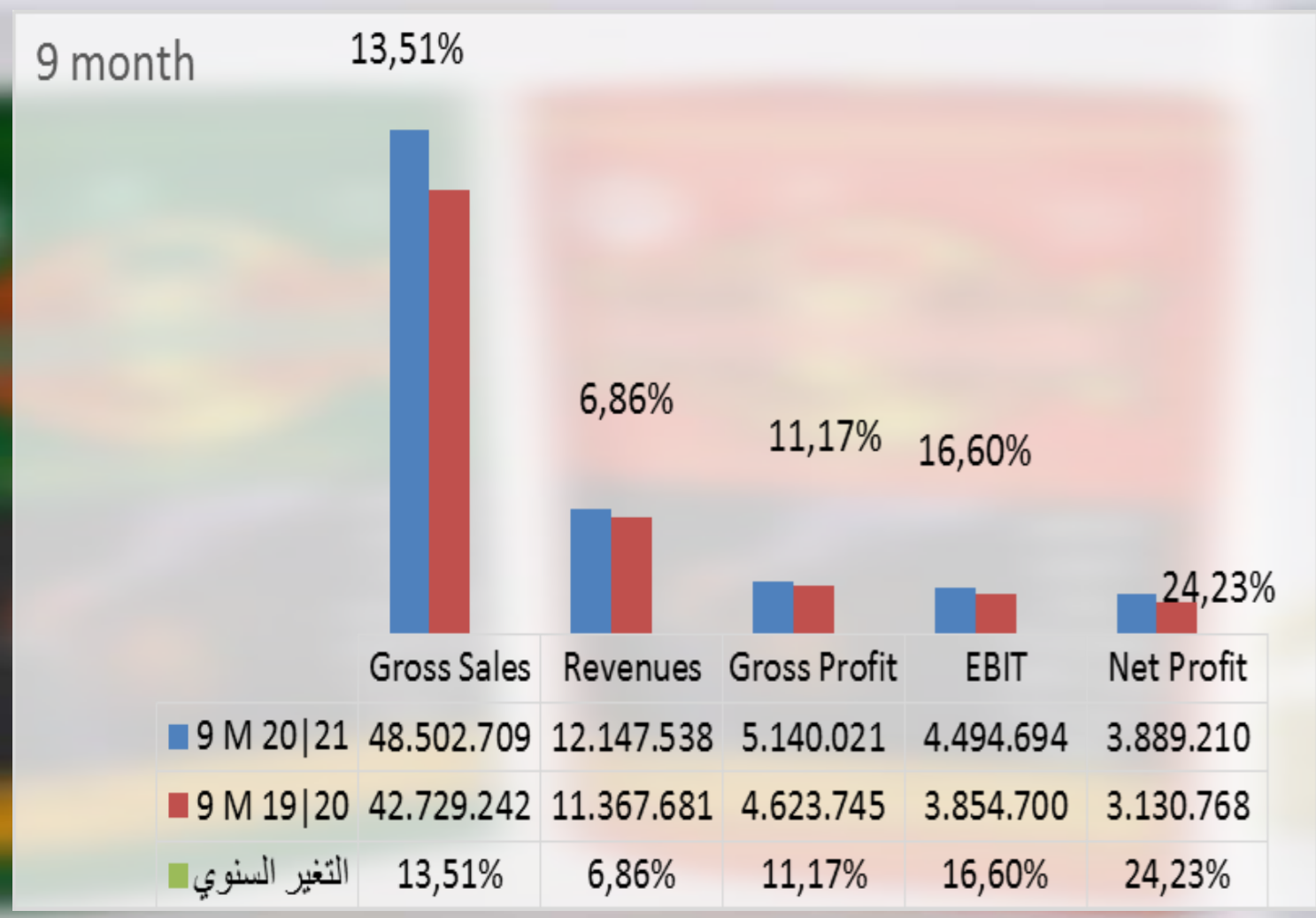
42,729

EGP Million

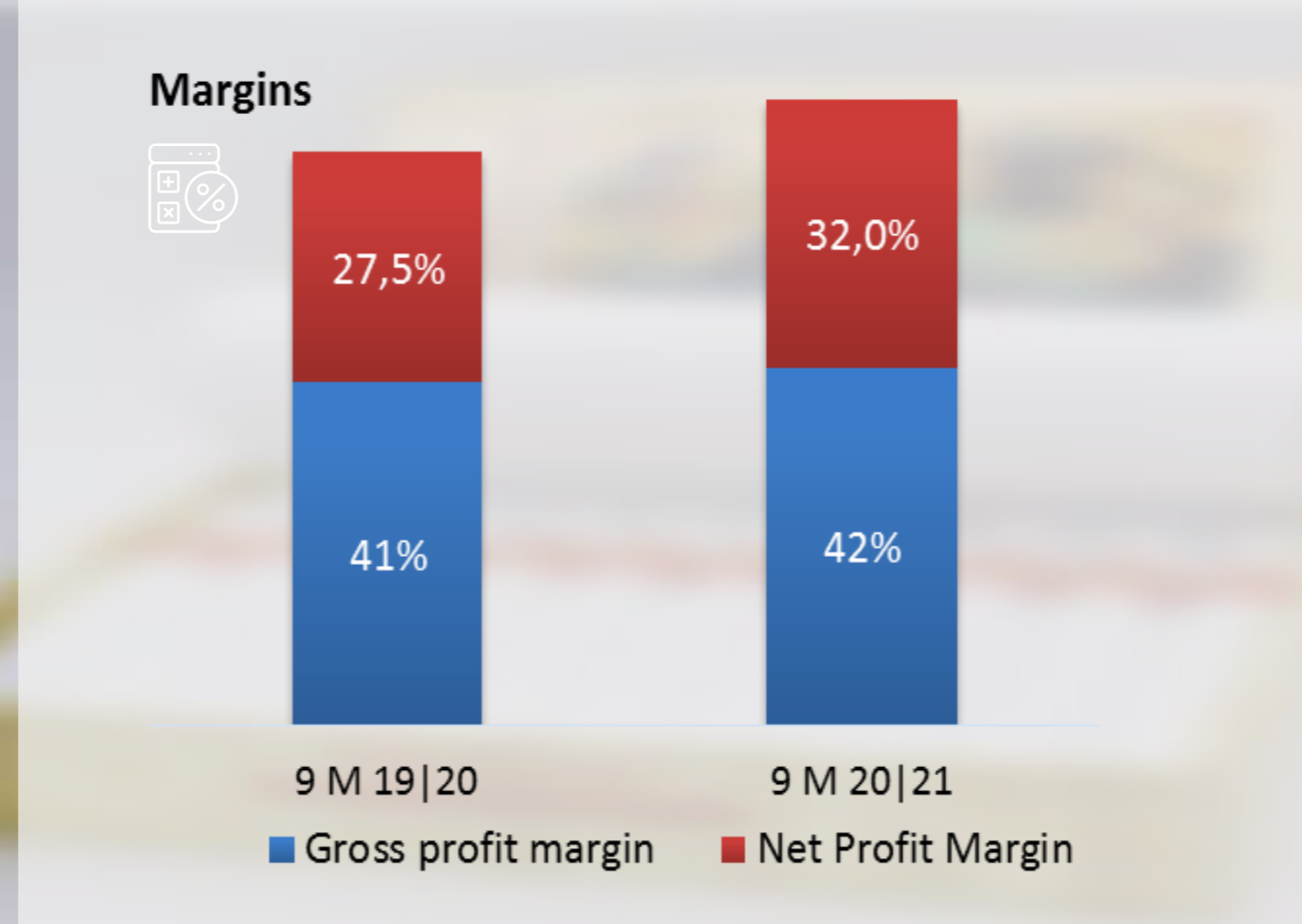
48,503

EGP Million

9 month 13,51%



	Gross Sales	Revenues	Gross Profit	EBIT	Net Profit
9 M 20 21	48.502.709	12.147.538	5.140.021	4.494.694	3.889.210
9 M 19 20	42.729.242	11.367.681	4.623.745	3.854.700	3.130.768
التغير السنوي	13,51%	6,86%	11,17%	16,60%	24,23%



Net Profit
(+20% VS. Target) (+24% yoy)

9m19|20 VS 9 m20|21

3,131

EGP Million

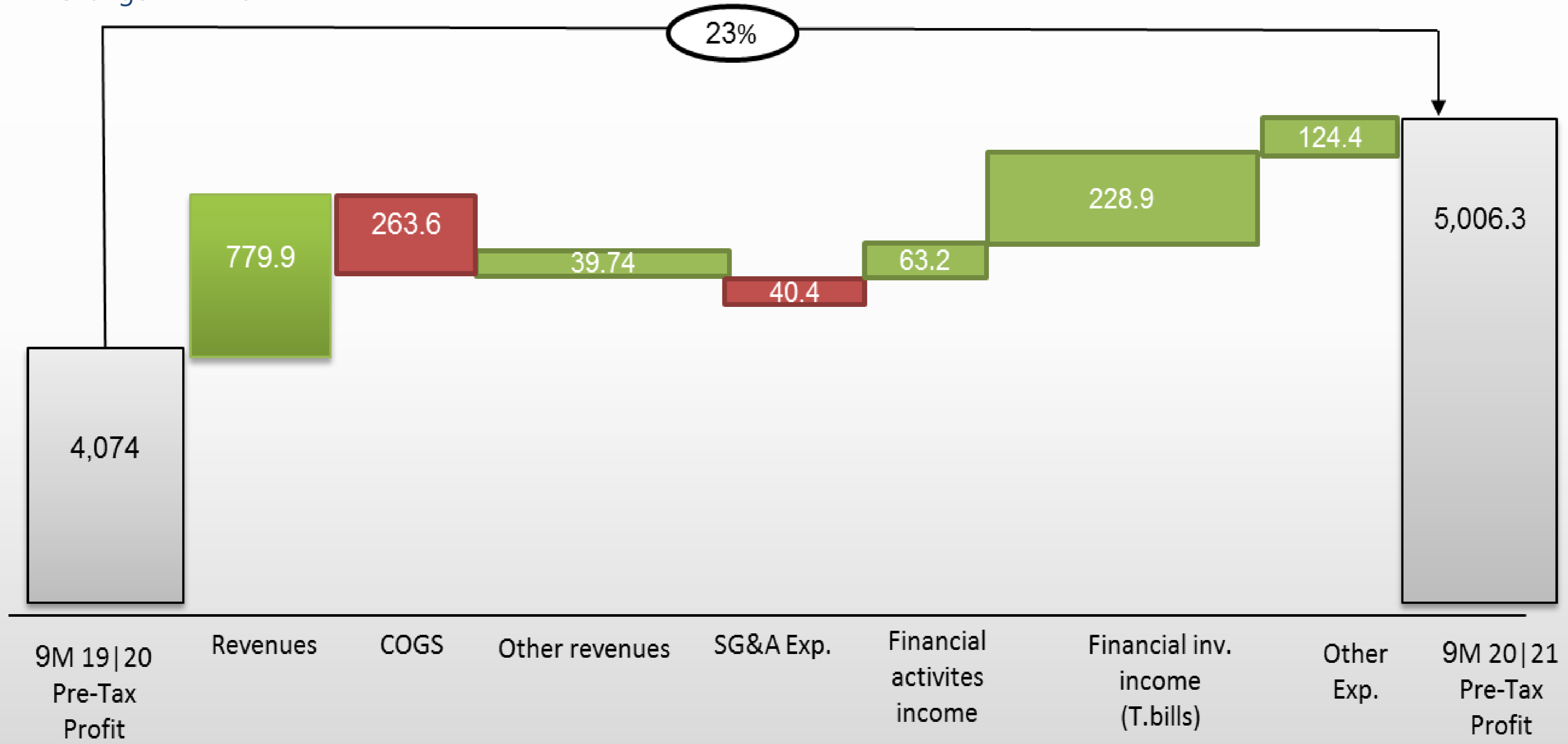
3,889

EGP Million

Pre- Tax profit

9 months basis

Change in Million

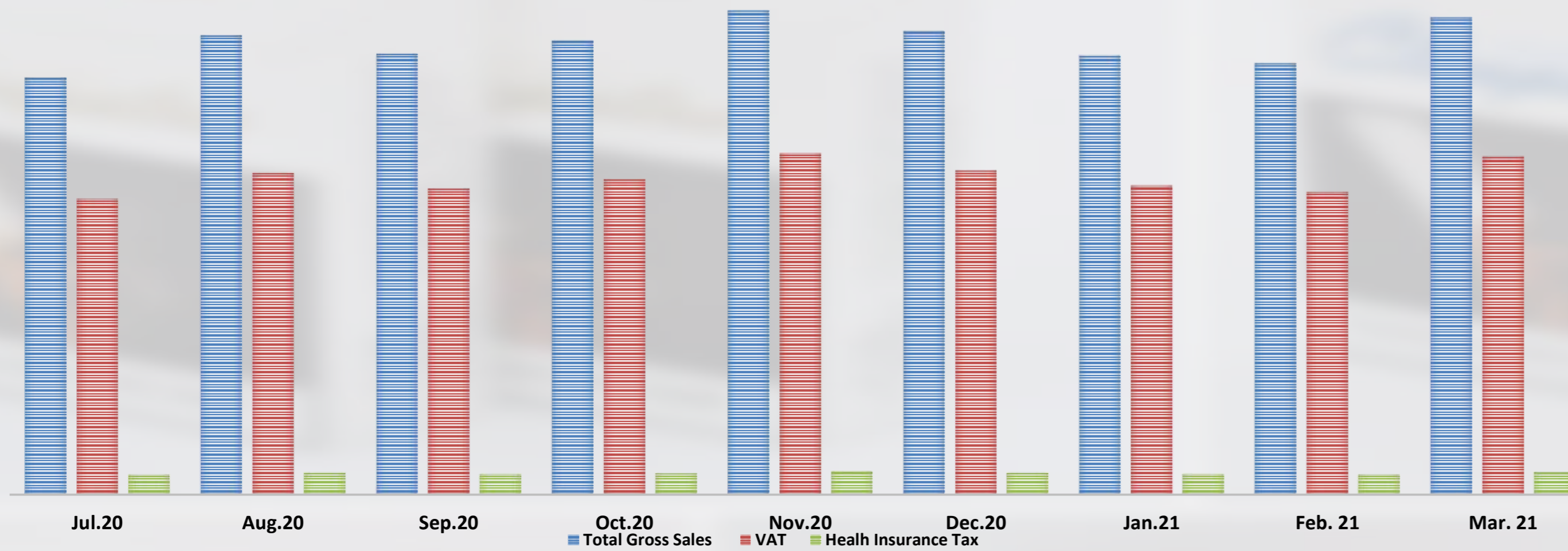


YTD , Monthly , Mar.2021

Revenues
YoY **+14%**
VS. Target **+1%**
1,388 Million

Gross Profit
YoY **+29%**
VS. Target **+21%**
609 Million

EBIT
YoY **+55%**
VS. Target **+33%**
551 Million



Gross Sales
(+6% VS Target) (+16% yoy)

9 m19|20 VS 9 m20|21

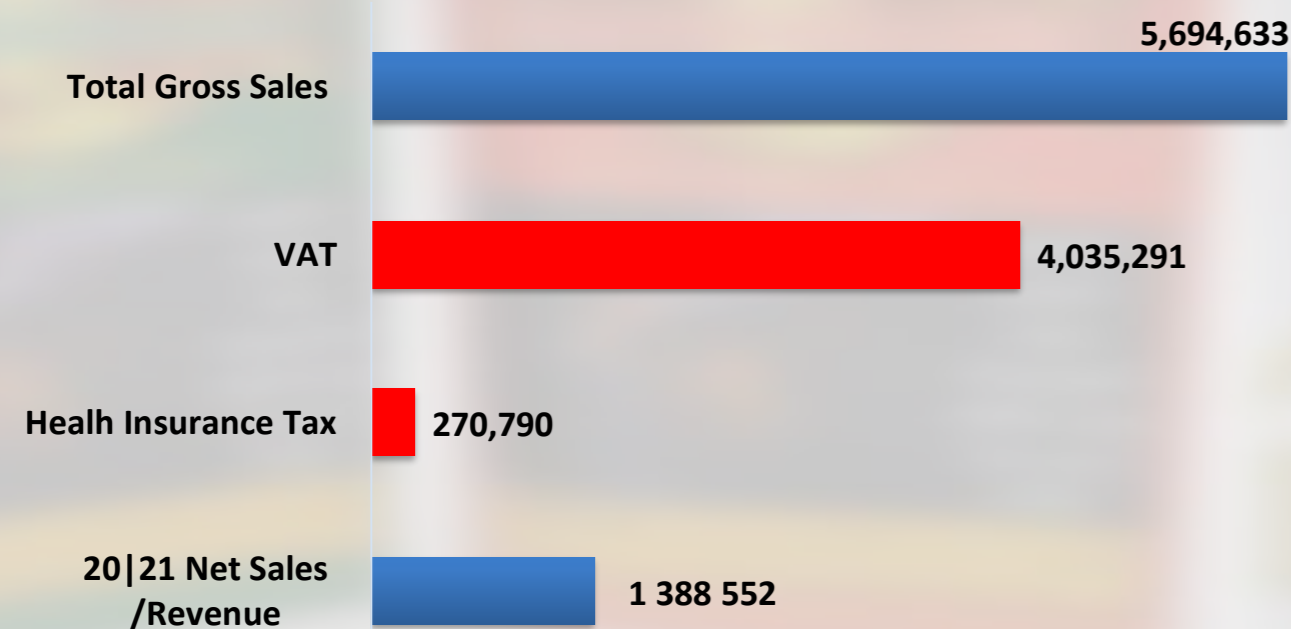
4,893

EGP Million

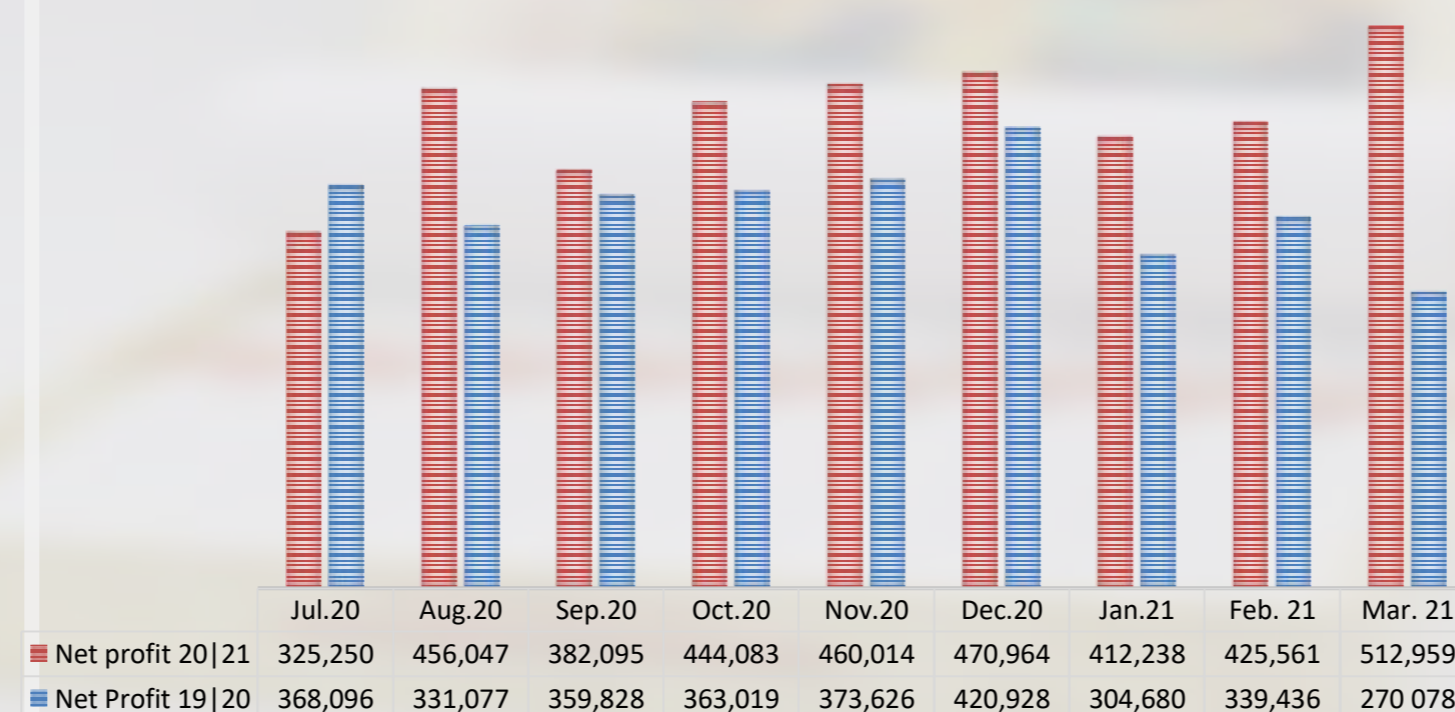
5,695

EGP Million

Sales in Mar.21 (000)



NET PROFIT (000)



Net Profit
(+61% VS. Target) (+90% yoy)

9m19|20 VS 9 m20|21

270

EGP Million

513

EGP Million

YTD , Monthly , Mar.2021

Income statement

(000) EGP

Total Gross Sales

Mar. 21

5.694.633

VAT

4.035.291

Health Insurance Tax

270.790

Net Sales /Revenue 21|20

1 388 552

Cost of good sold

779157

Gross profit

609.395

other revenue

31 154

sales and distribution expenses

61 188

General & administrative expenses

24 047

Other expenses

3 974

Results of operation activities

551.340

financing income

financing expenses

Net cost financing income

4.616

Other financial investments income

93 172

Profit before tax

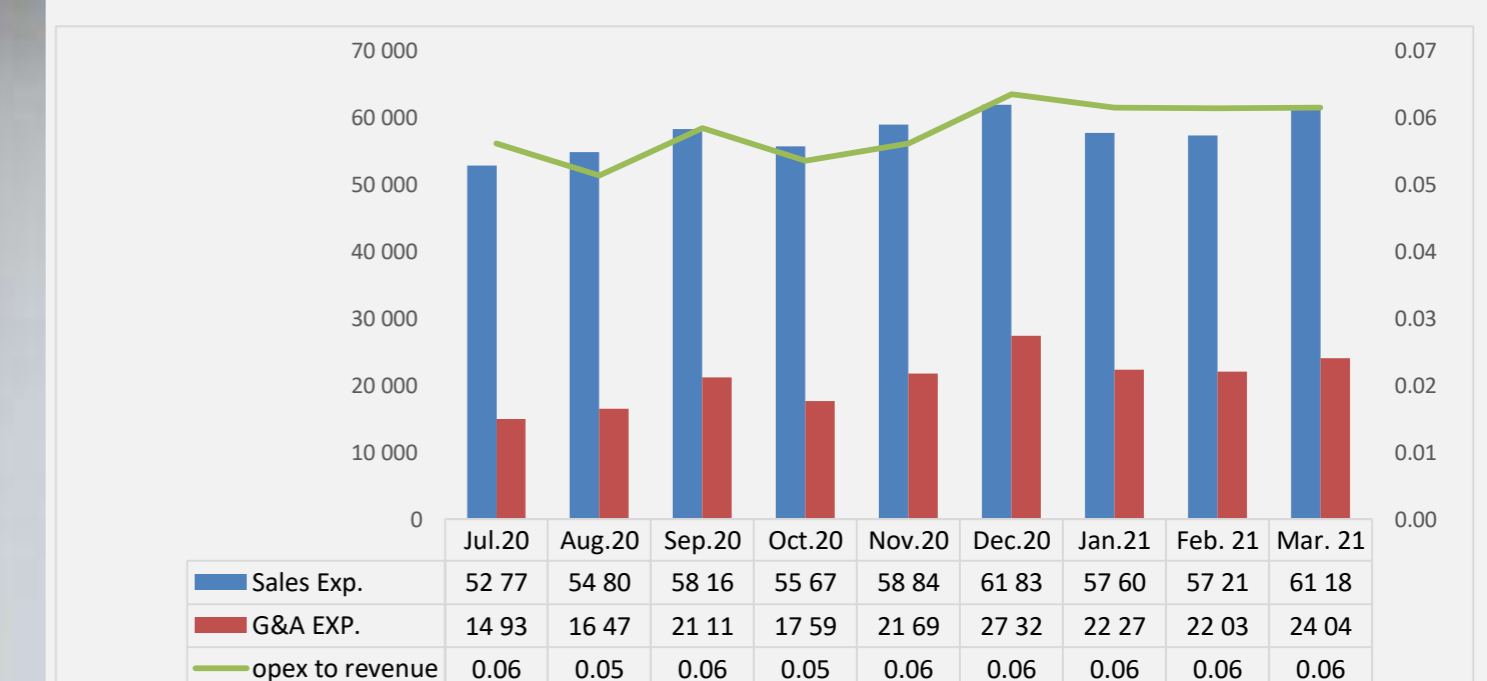
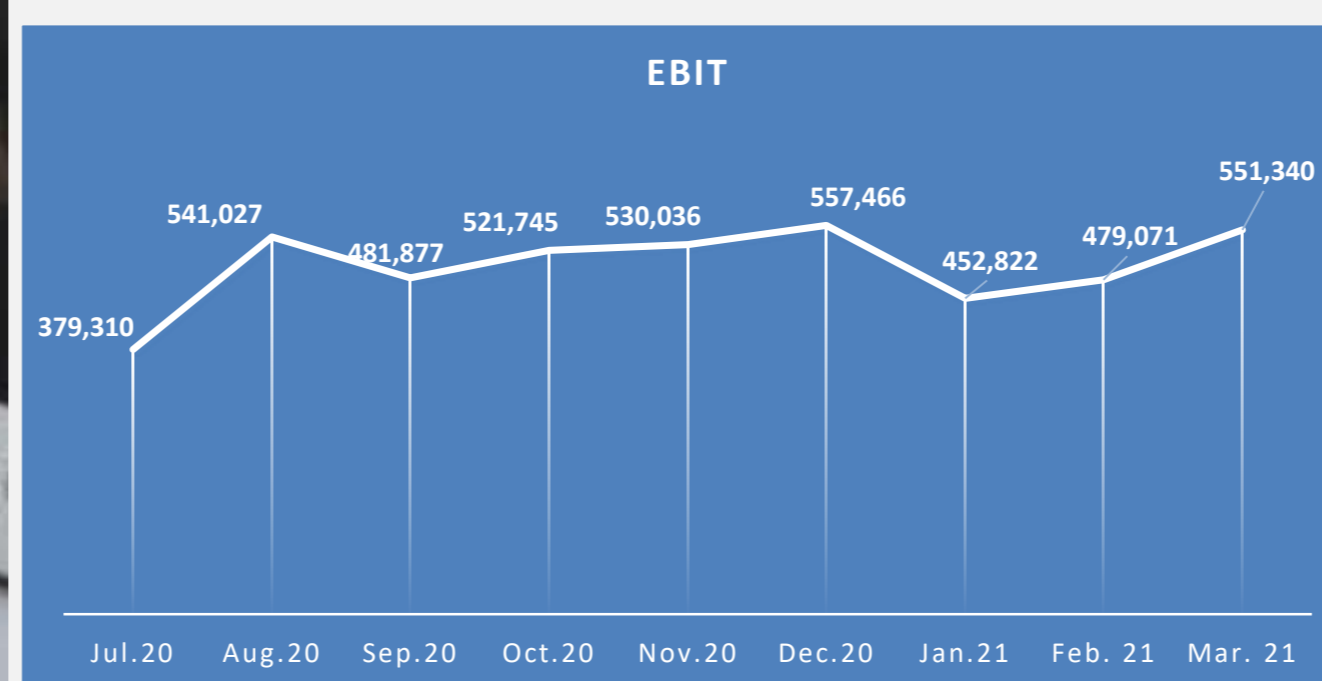
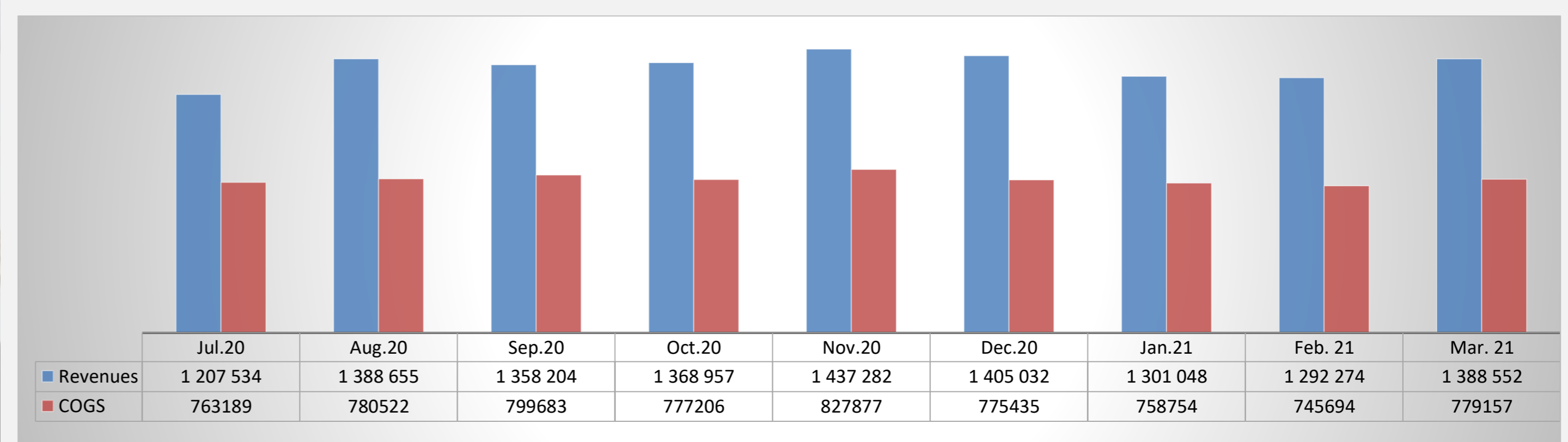
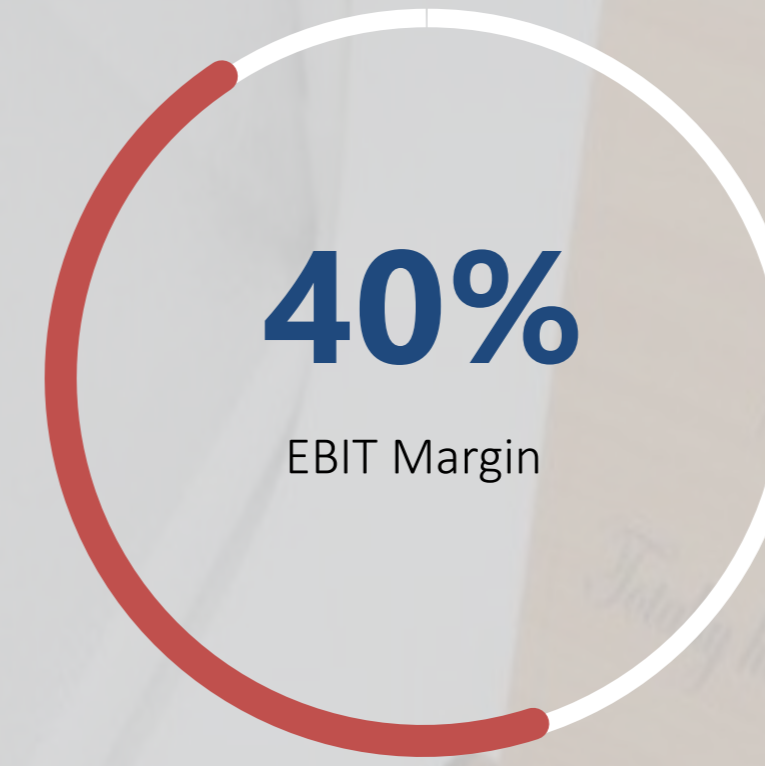
649.128

Income tax and deferred tax expenses

136 169

Net profit 20|21




512.959



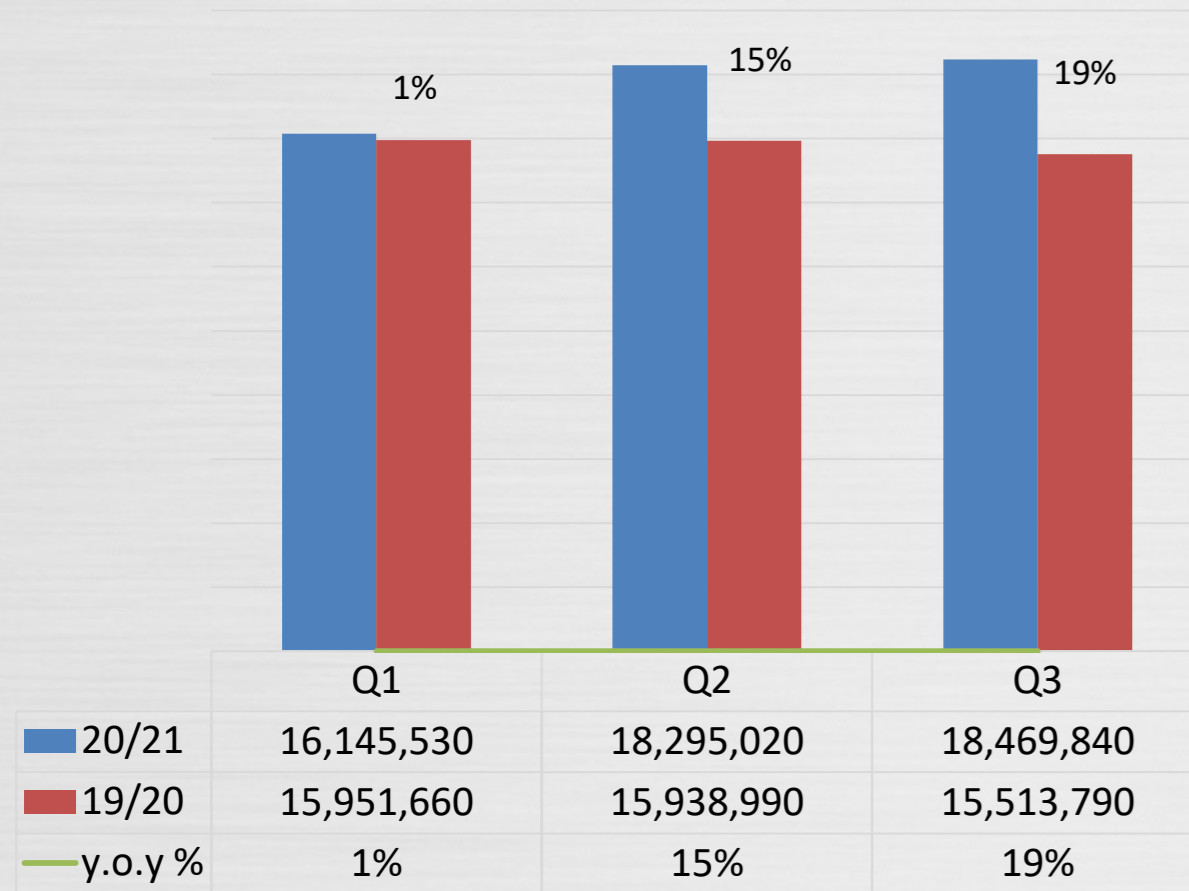
Production Volumes

Eastern reported high record production Vol.in one month

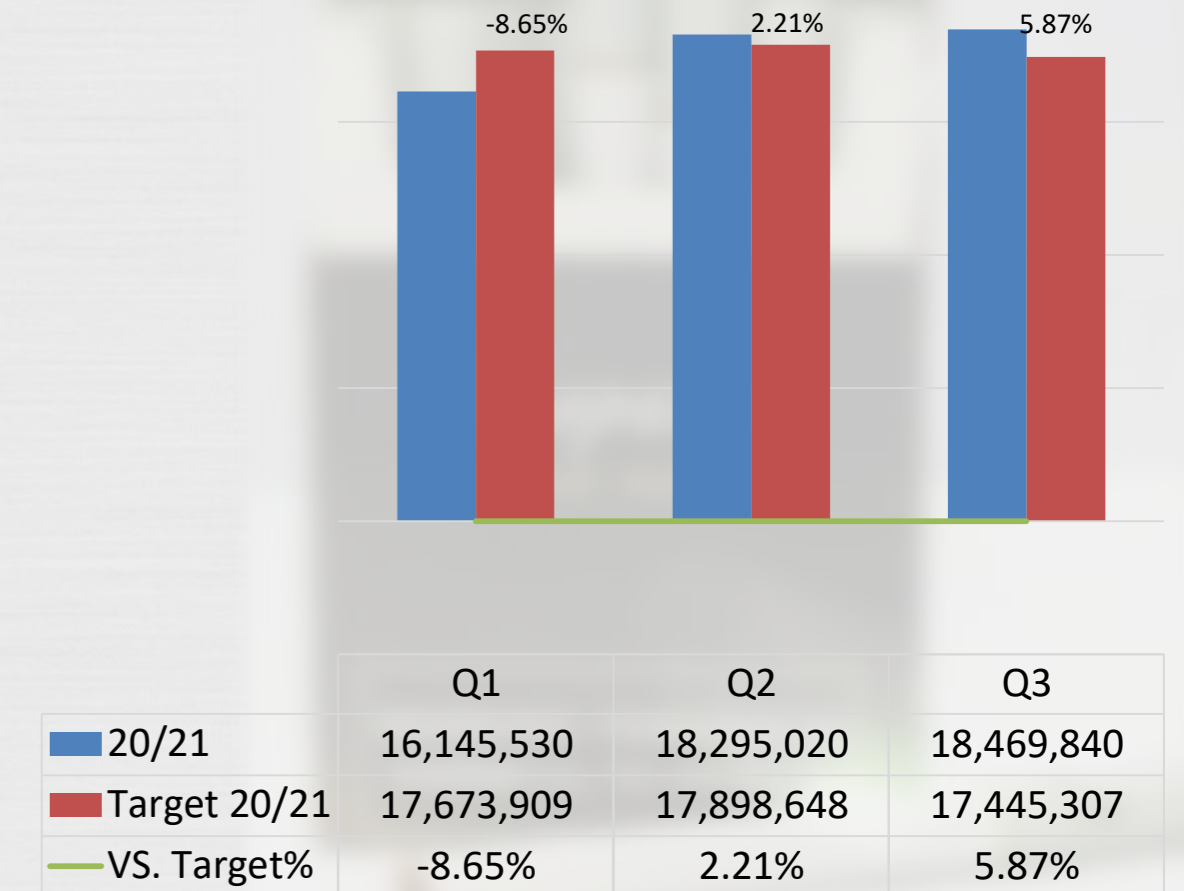
7 Billion Cig, in Mar.2021

 **%45 VS. Mar.2020**
 **%15 Monthly growth**
 **%12 VS. budget**

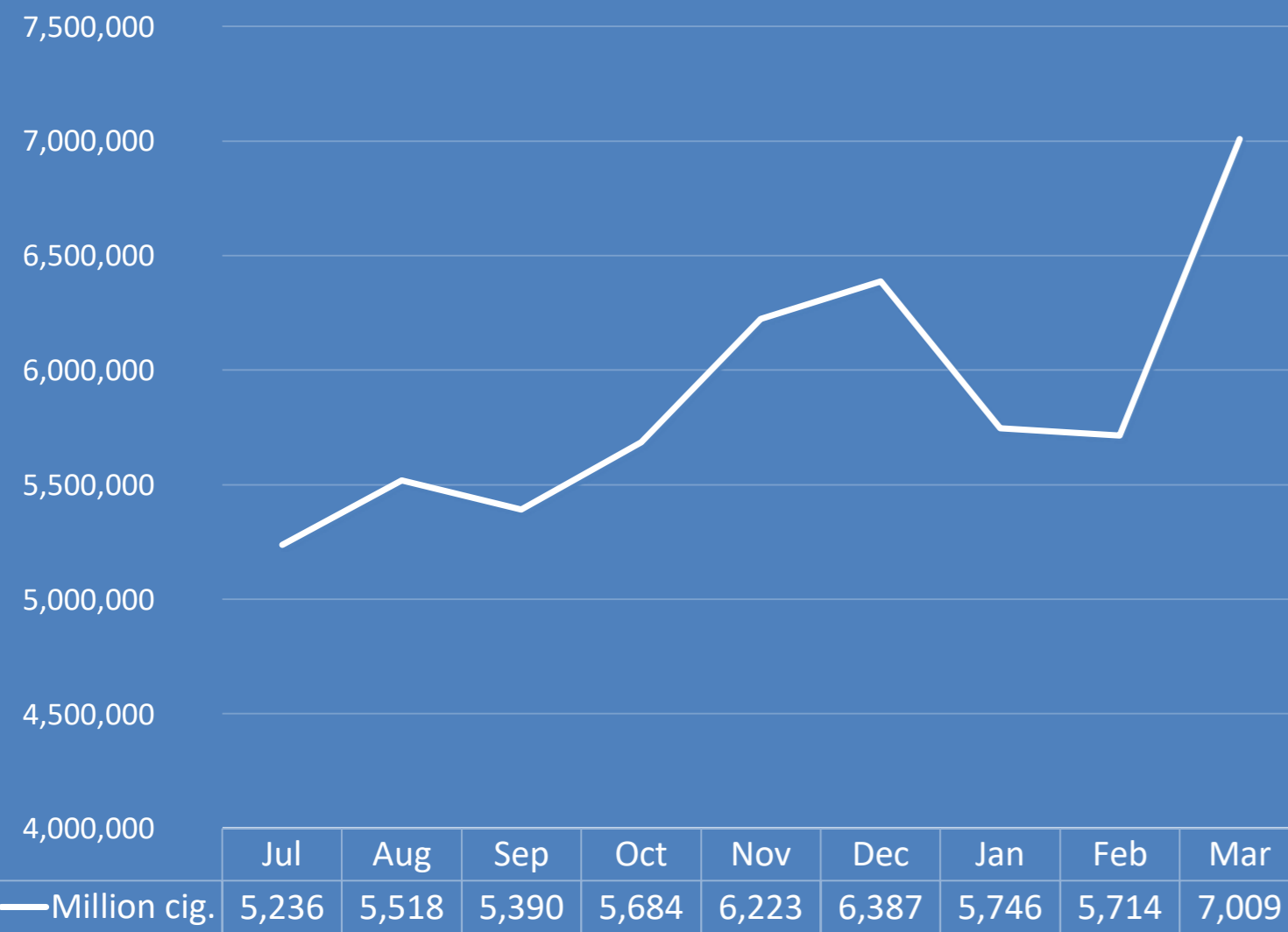
Production Vol.(000)



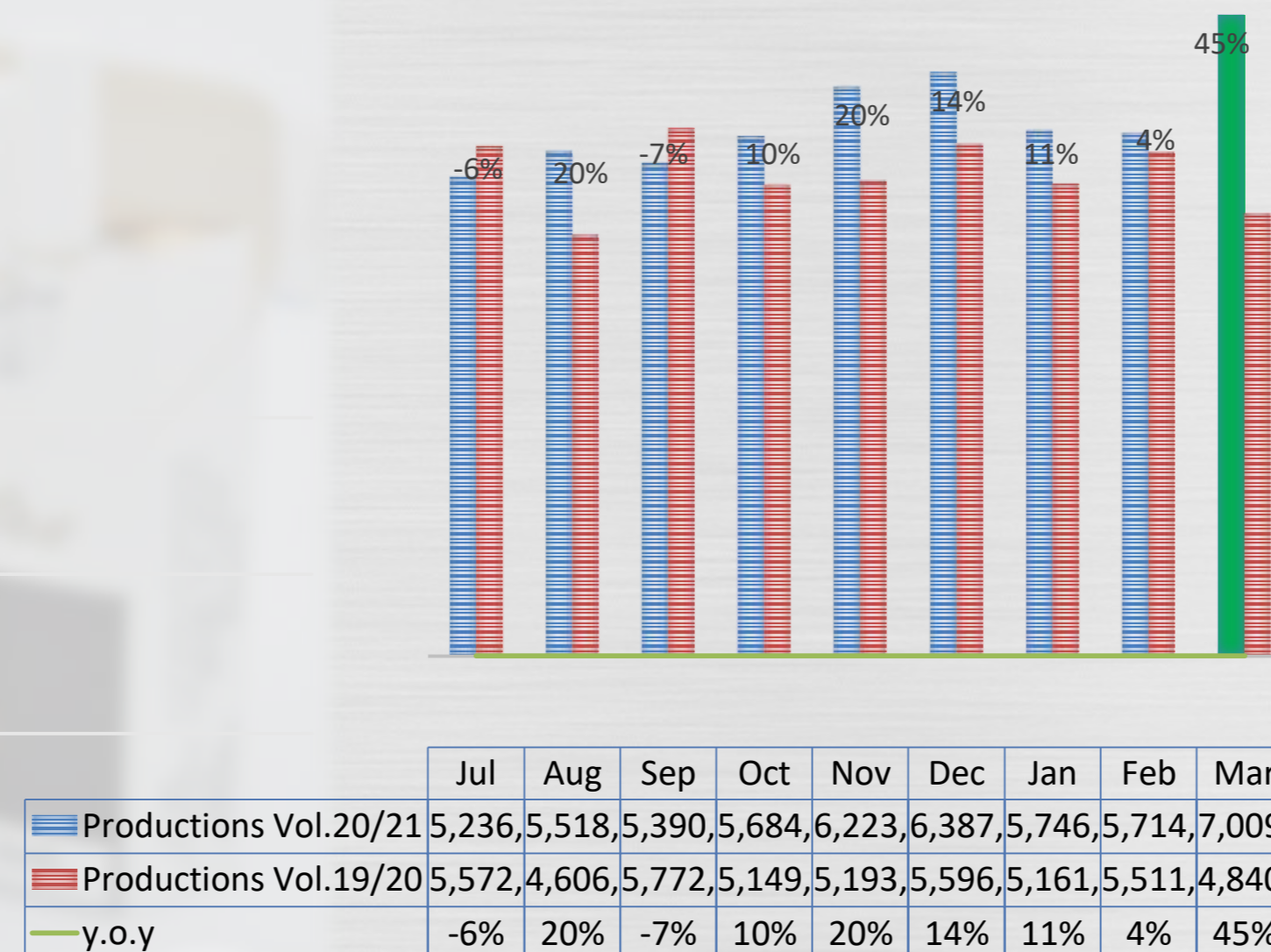
Prod. Vol VS. Target



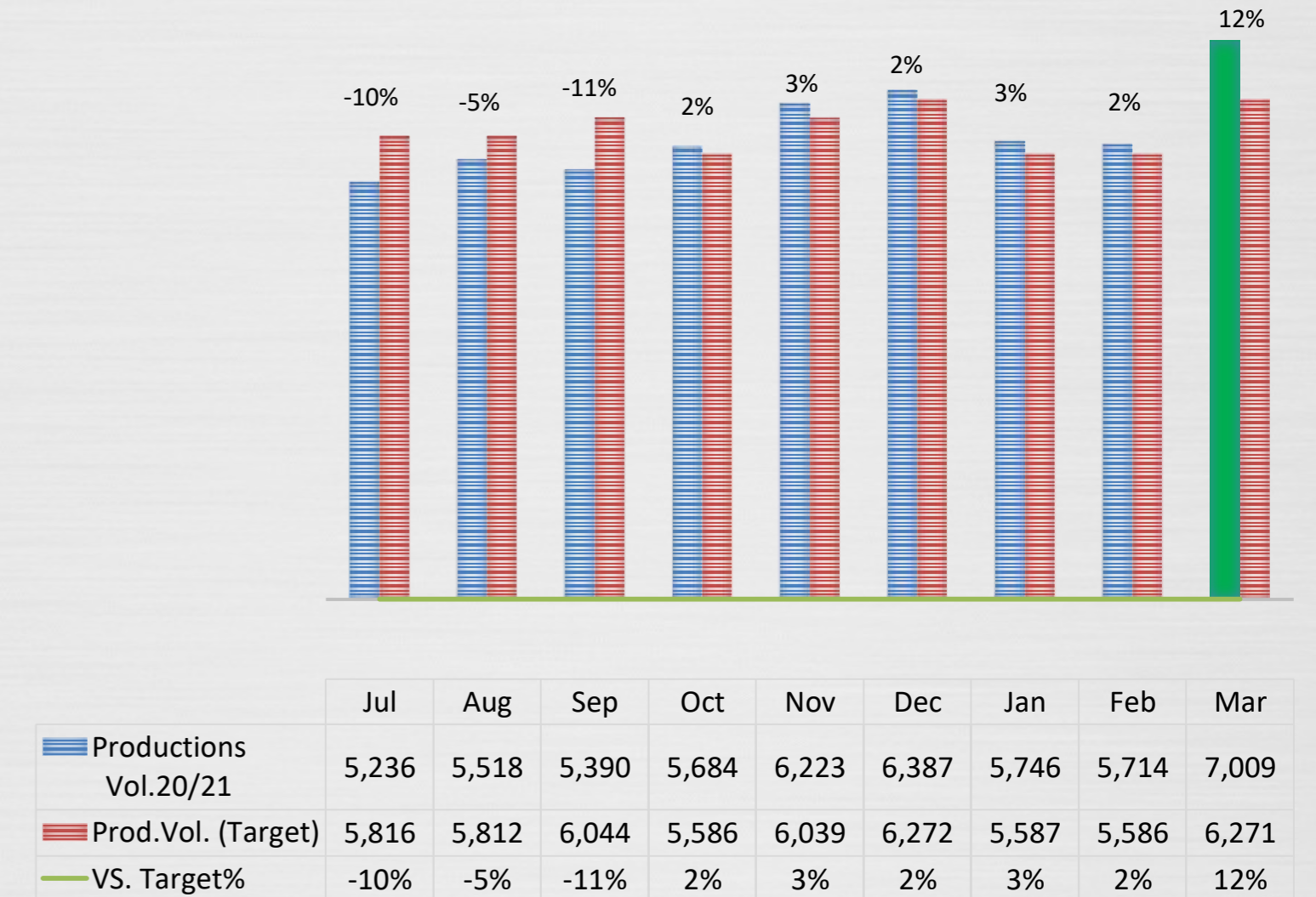
PRODUCTIONS VOL. GROWTH



PROD, VOL



PROD,VOL VS .TARGET





Thanks

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