



The Board of Directors of Eastern Company approved the financial results indicators of the 9 month period ending in March 31, 2022 “unaudited” where the financial indicators showed a growth in sales, revenues and profits during the period as follows:-

Eastern Company recorded a net profit for the nine-month period ending in March **2022 of EGP 4.2 billion**, an increase of % **9 y.o.y** compared to EGP **3.9** billion for the same period previous year, and it is worth noting that the net profit achieved during the current nine months is approximately equal to the total net profit achieved at the end of the previous fiscal year ending in June 2021 (despite the continuing formation of the early pension provision for the current nine-month period), which reflects the strong and continuous growth in the company’s performance indicators, and the net profit margin recorded 33% compared to 32% for the same period.

- And for the same period, the company achieved an increase in the company’s total gross sales revenues (including value-added taxes) by 6% YoY to reach EGP 49.7 billion, compared to EGP 46.8 billion in the comparison period,
- The company also recorded a net revenue for the nine-month period of EGP 12.8 billion, compared to EGP 12 billion for the same period in the previous year, with an increase of 5% YoY, supported by the local cigarette sector, which represents 85% of the net revenue achieved.
- An increase with 11% YoY in the net local sales value of the company's main cigarette brands to record EGP 10.8 billion compared to EGP 9.7 billion in the comparison period, due to the growth in volumes for the same sector by 3% YoY .
- The Toll manufacturing income decreased by 10% YoY to record EGP 1.6 billion pounds, compared to EGP 1.75 billion in the same period of the previous year.
- Gross profit Recorded EGP 5.7 billion for the 9 month period, with an increase of 11% YoY compared to EGP 5.1 billion in the comparison period , and the gross profit margin for the period amounted to 45% compared to 42% the previous year, an increase of three points.
- EBIT decreased by 8% YoY compared to the same period of the previous year, to reach EGP 4.1 billion, due to the provision for early pension formed during the period.
- And from worthy mentioning that at the beginning of March 2022 Eastern announced about direct price increase with one pound on the main company’s cig. Brands, on other side the implementation of the early retirement program is according to its desired plan.

Investor Relations Manager

Mohamed Abdel Rahman Ahmed



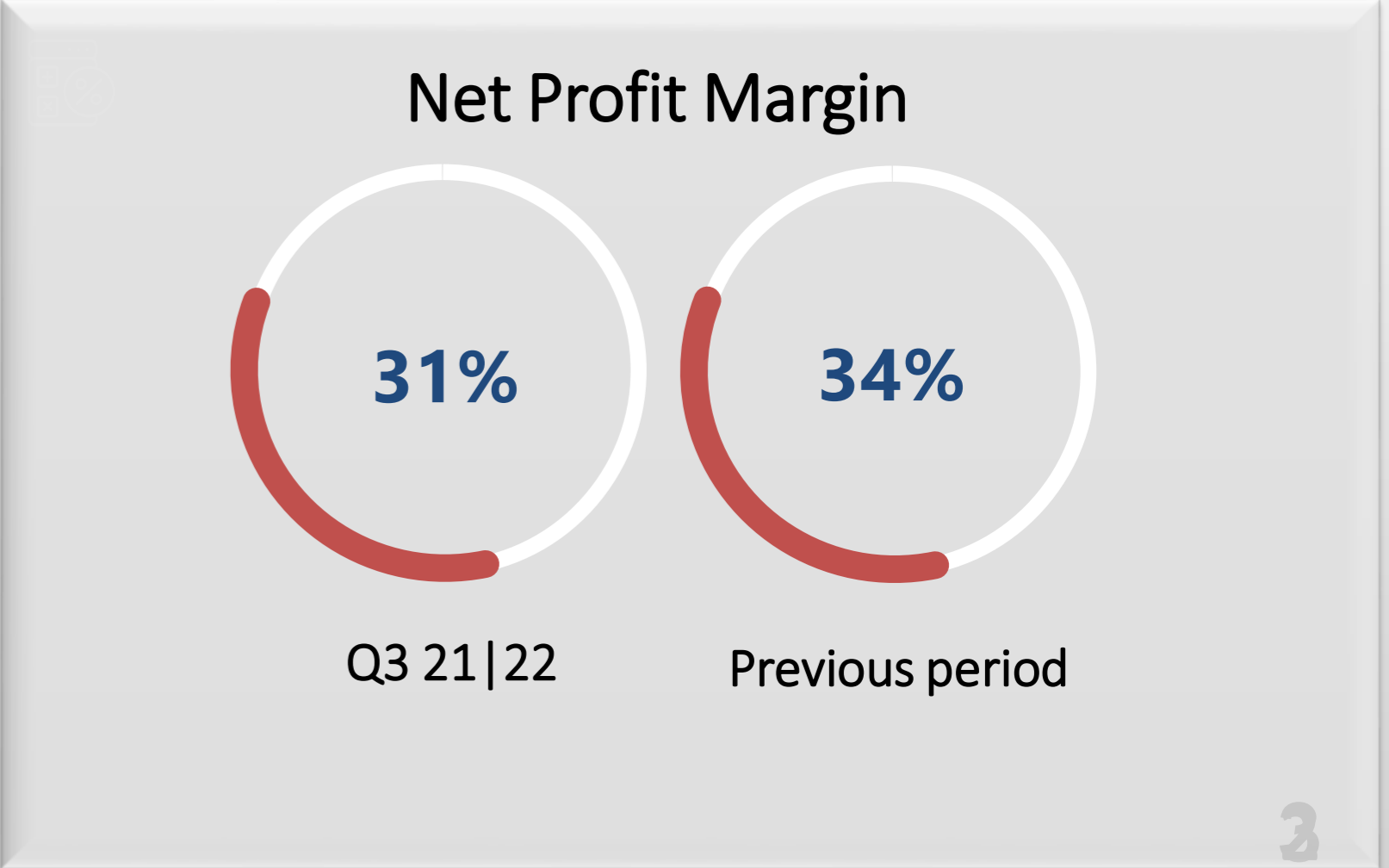
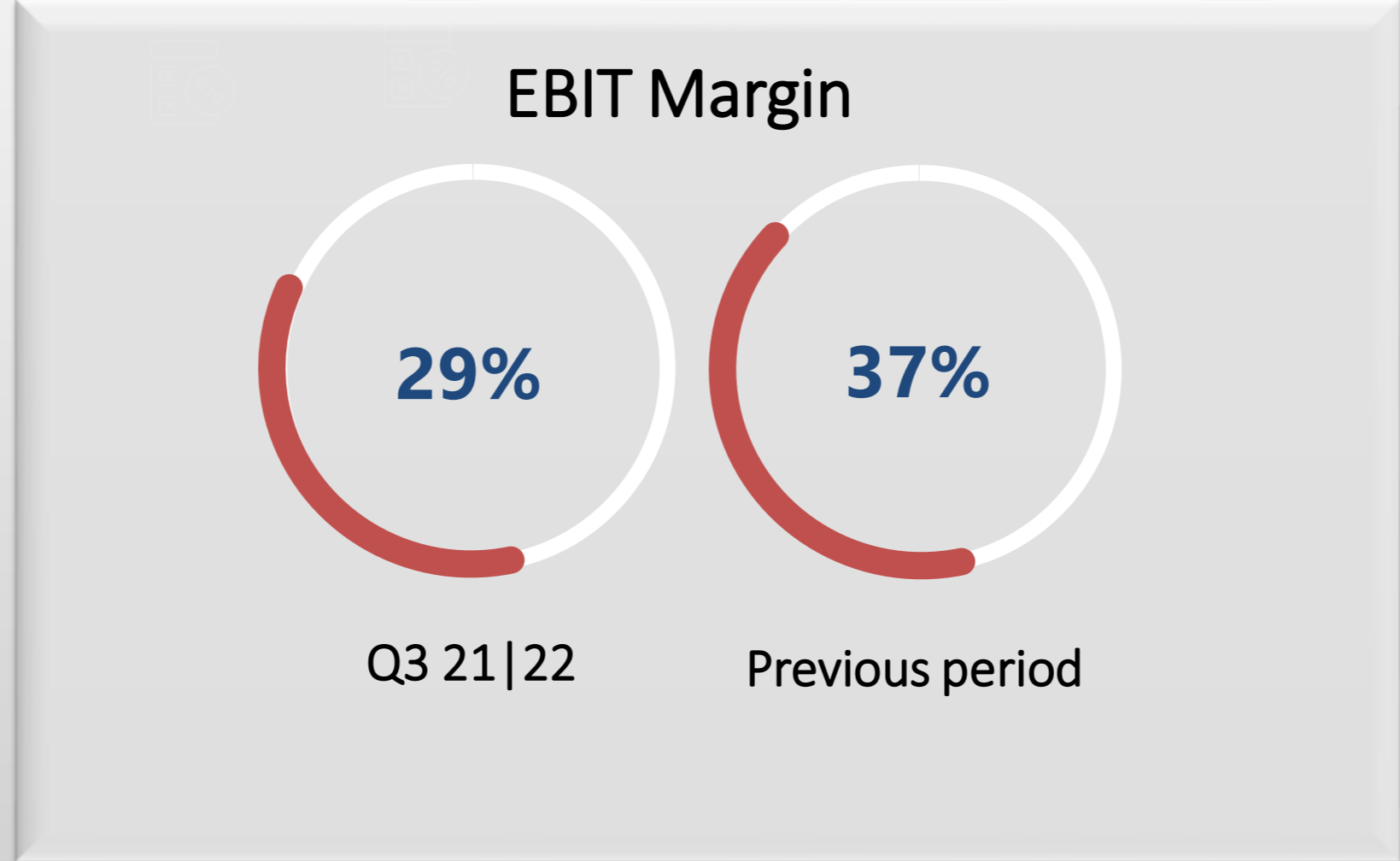
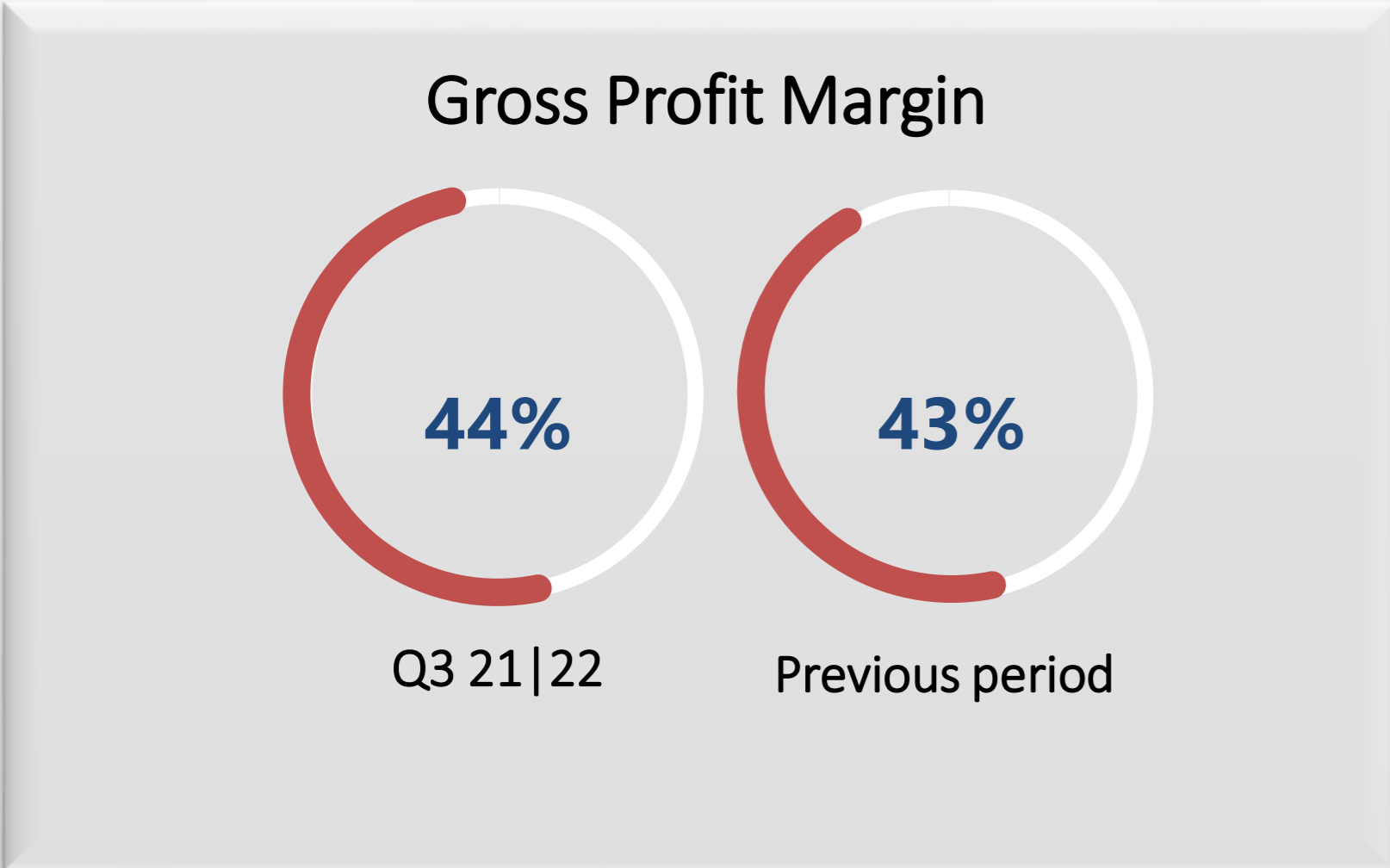
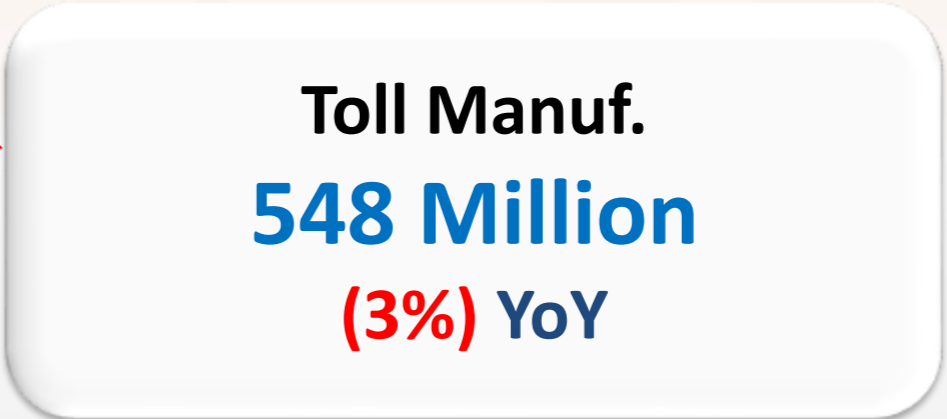
Indicators and Financial Results For the Nine-Month period | Q3 Ending In 31/03/2022

EASTERN COMPANY S.A.E.



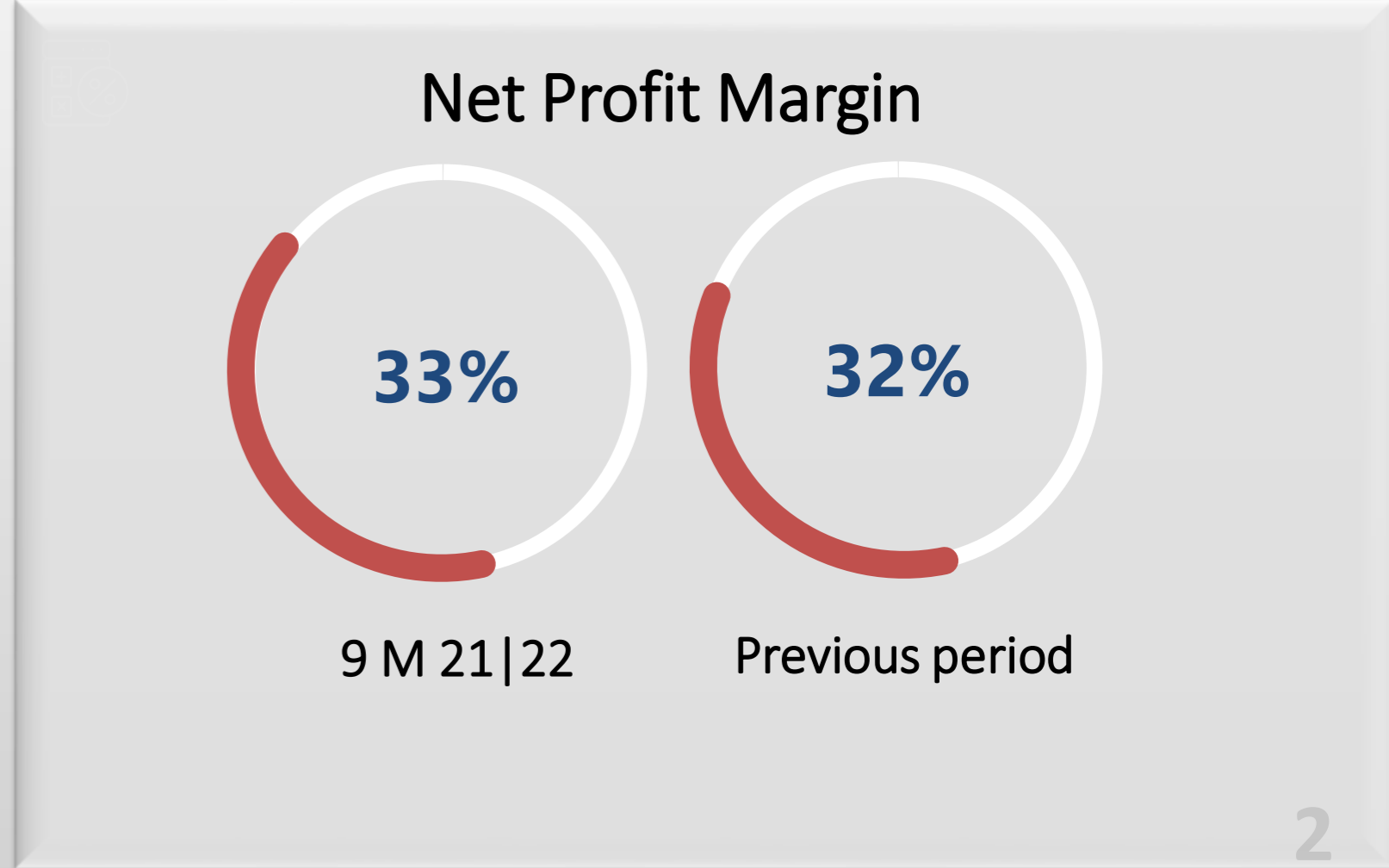
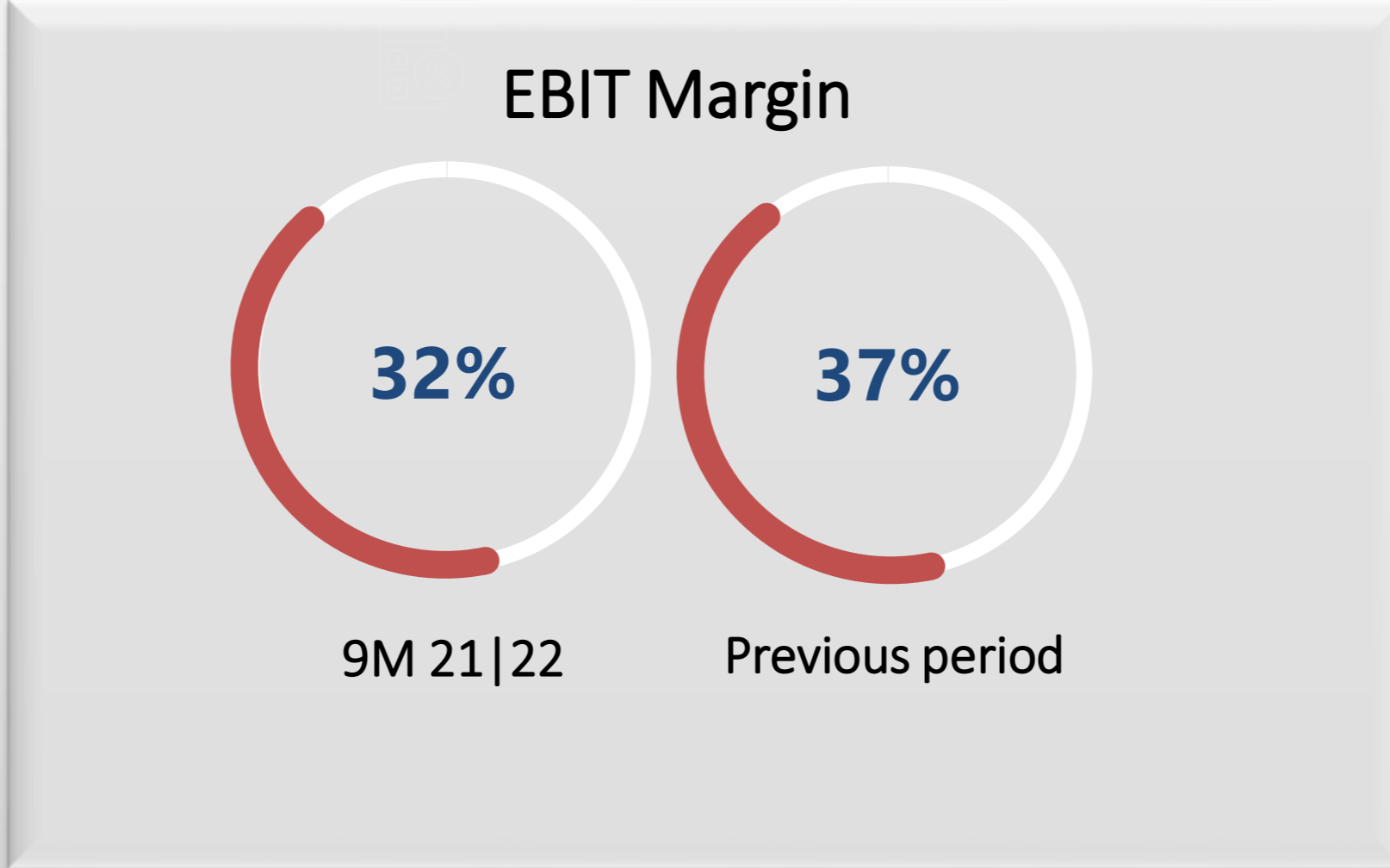
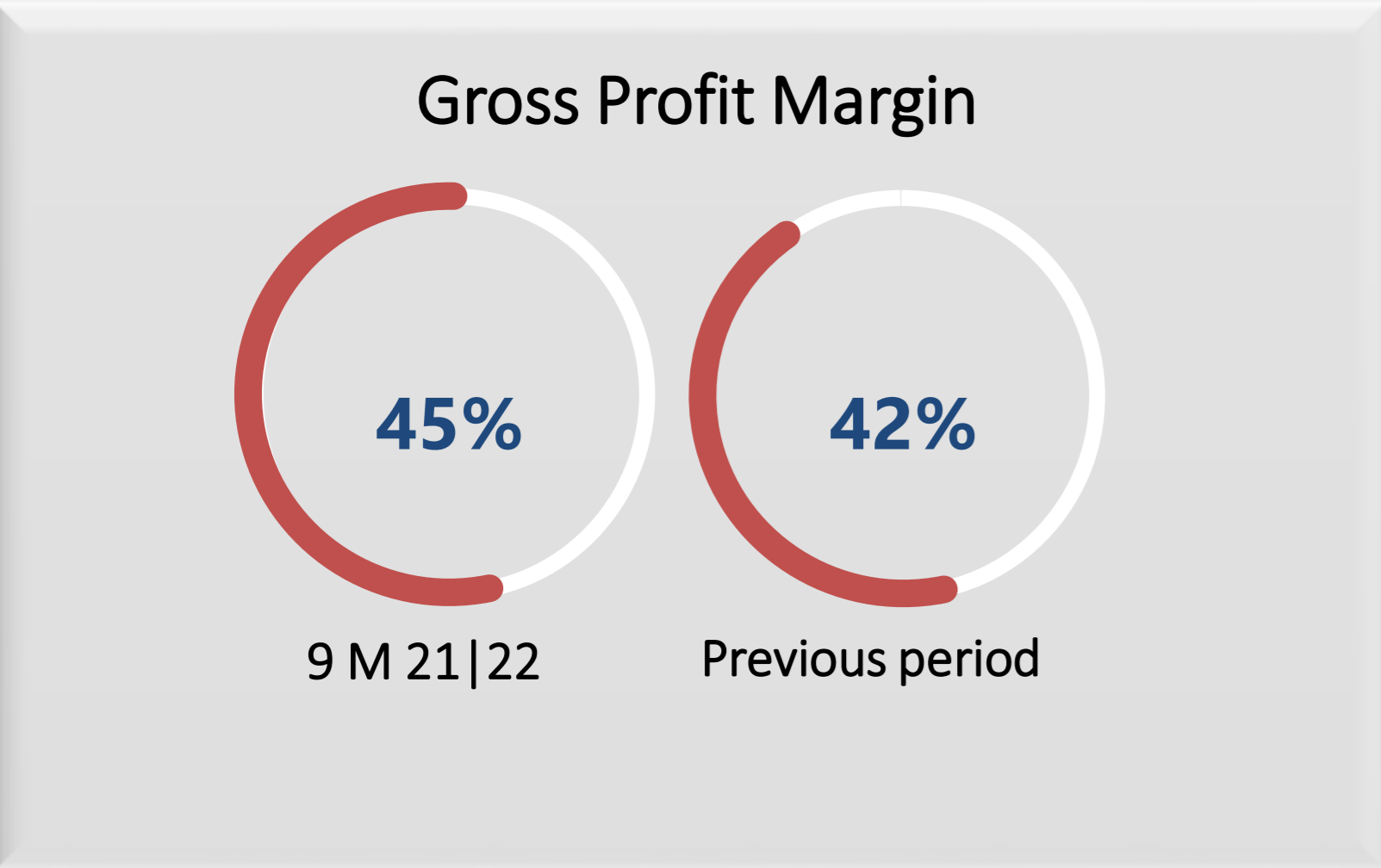
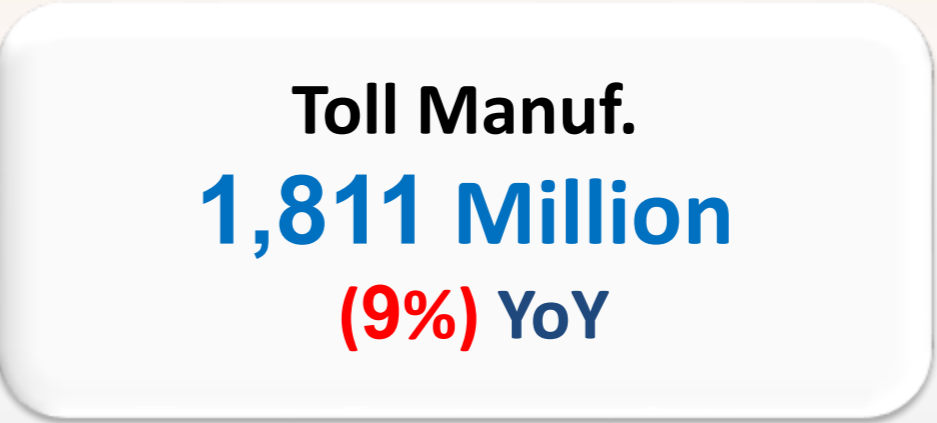


Q3 Results 21|22





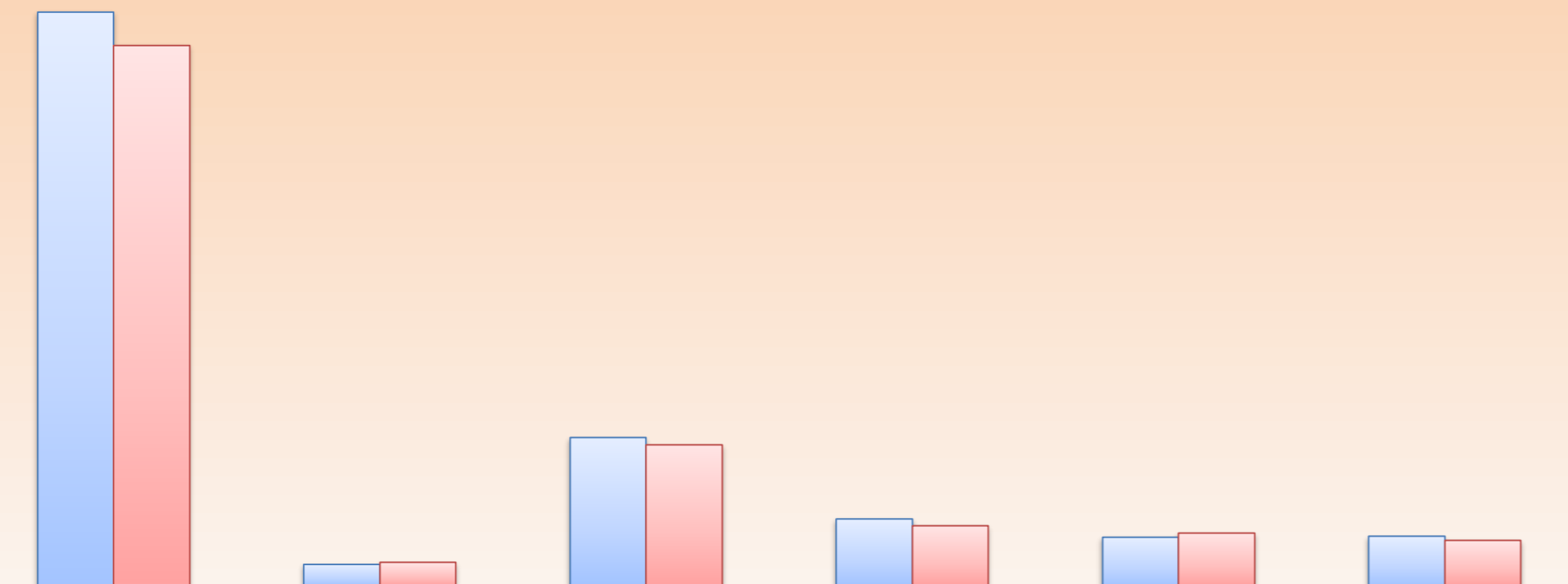
9 Month Results 21|22





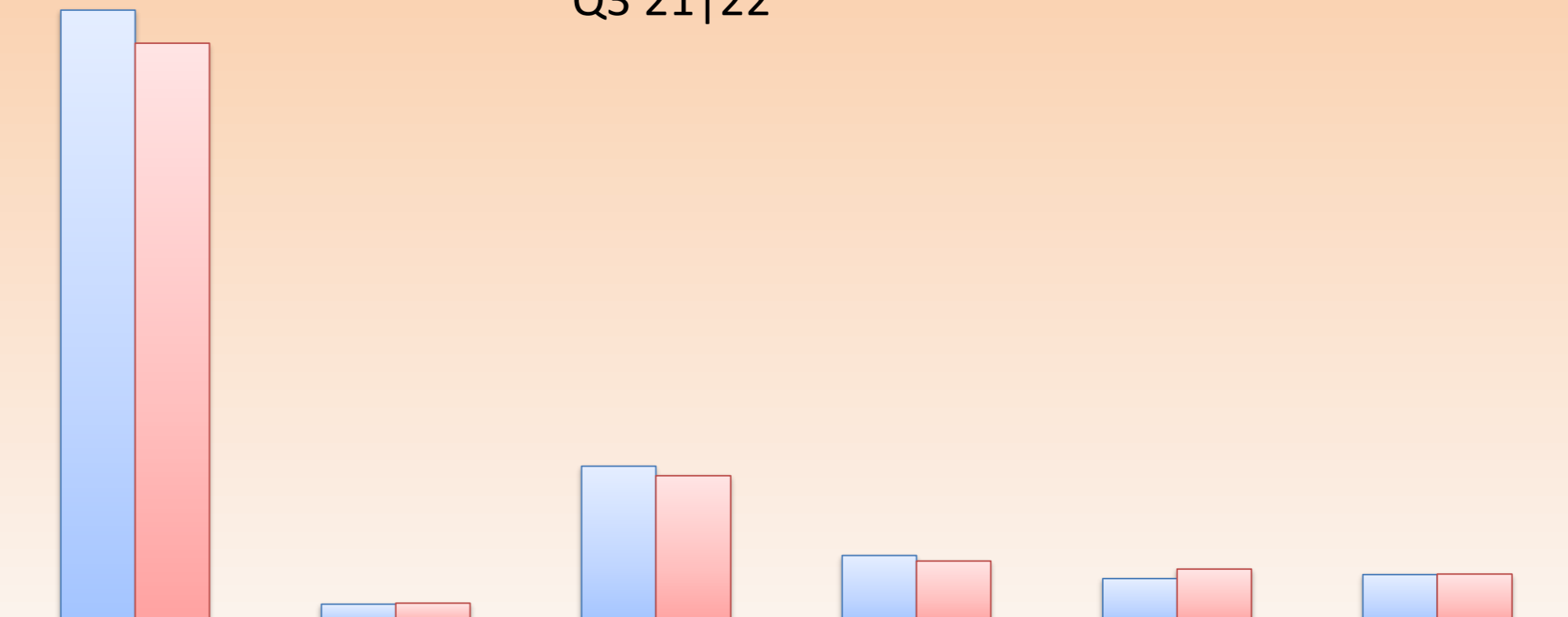
9Month / Q3 21|22 Results overview

9M 21|22



	Gross Sales (local)	Toll Manuf	Revenues	Gross Profit	EBIT	Net Profit
9 Month 21 22	49655	1811	12781	5719	4154	4252
9 Month 20 21	46751	1990	12148	5140	4495	3889

Q3 21|22



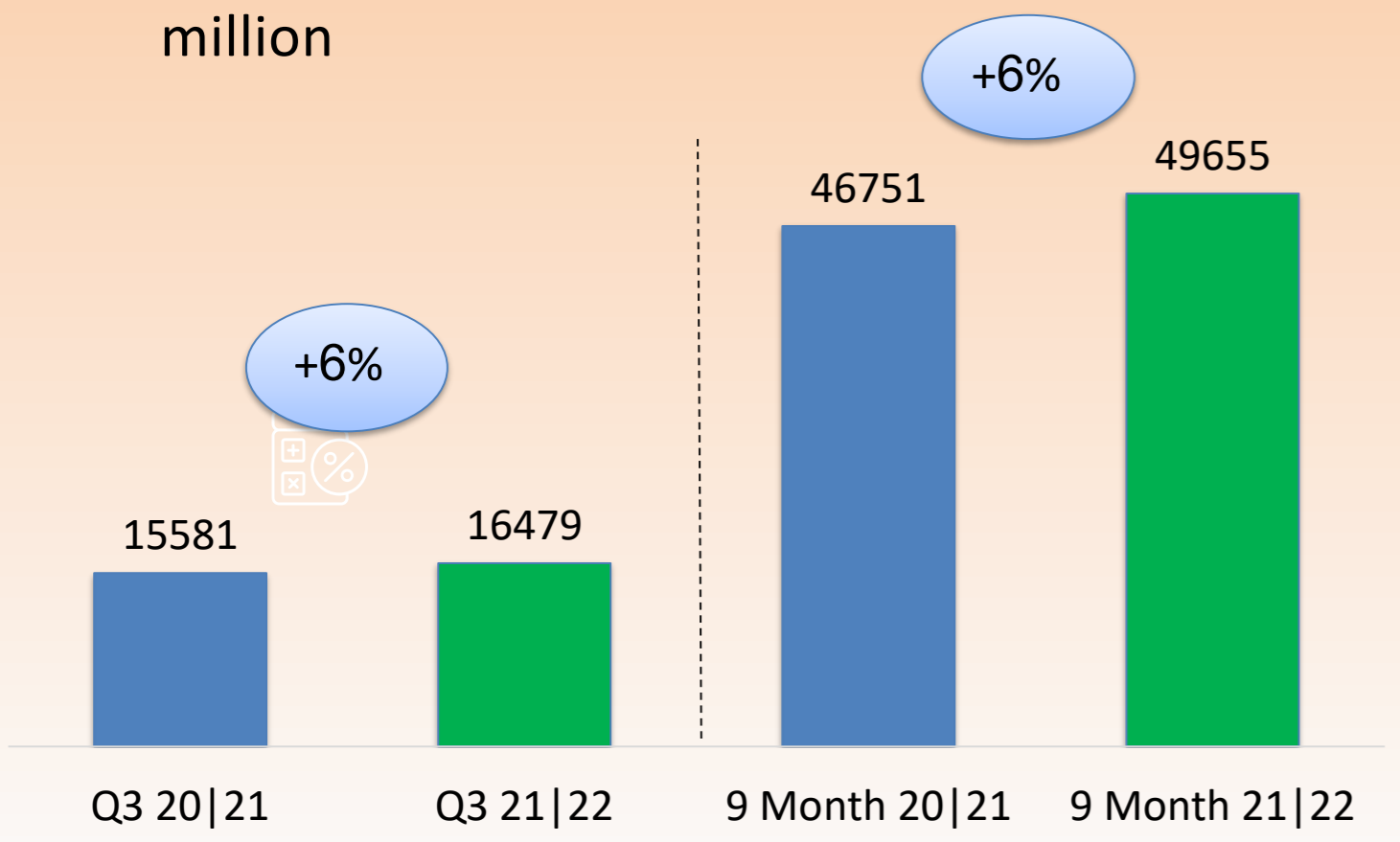
	Gross Sales (local)	Toll Manuf	Revenues	Gross Profit	EBIT	Net Profit
Q3 21 22	16479	548	4248	1853	1225	1331
Q3 20 21	15581	566	3982	1698	1483	1351

Million EGP	9 Month 21 22	9 Month 20 21	YoY		Q3 21 22	Q3 20 21	YoY	
Gross Sales (local)	49655	46751	2903	6%	16479	15581	898	6%
Toll Manuf	1811	1990	(179)	(9%)	548	566	(18)	(3%)
Revenues	12781	12148	634	5%	4248	3982	266	7%
Gross Profit	5719	5140	579	11%	1853	1698	155	9%
Gross Profit Margin	45%	42%			44%	43%		
EBIT	4154	4495	(341)	(8%)	1225	1483	(259)	(17%)
EBIT Margin	32%	37%			29%	37%		
Net Profit	4252	3889	363	9%	1331	1351	(20)	(1%)
Net Profit Margin	33%	32%			31%	34%		

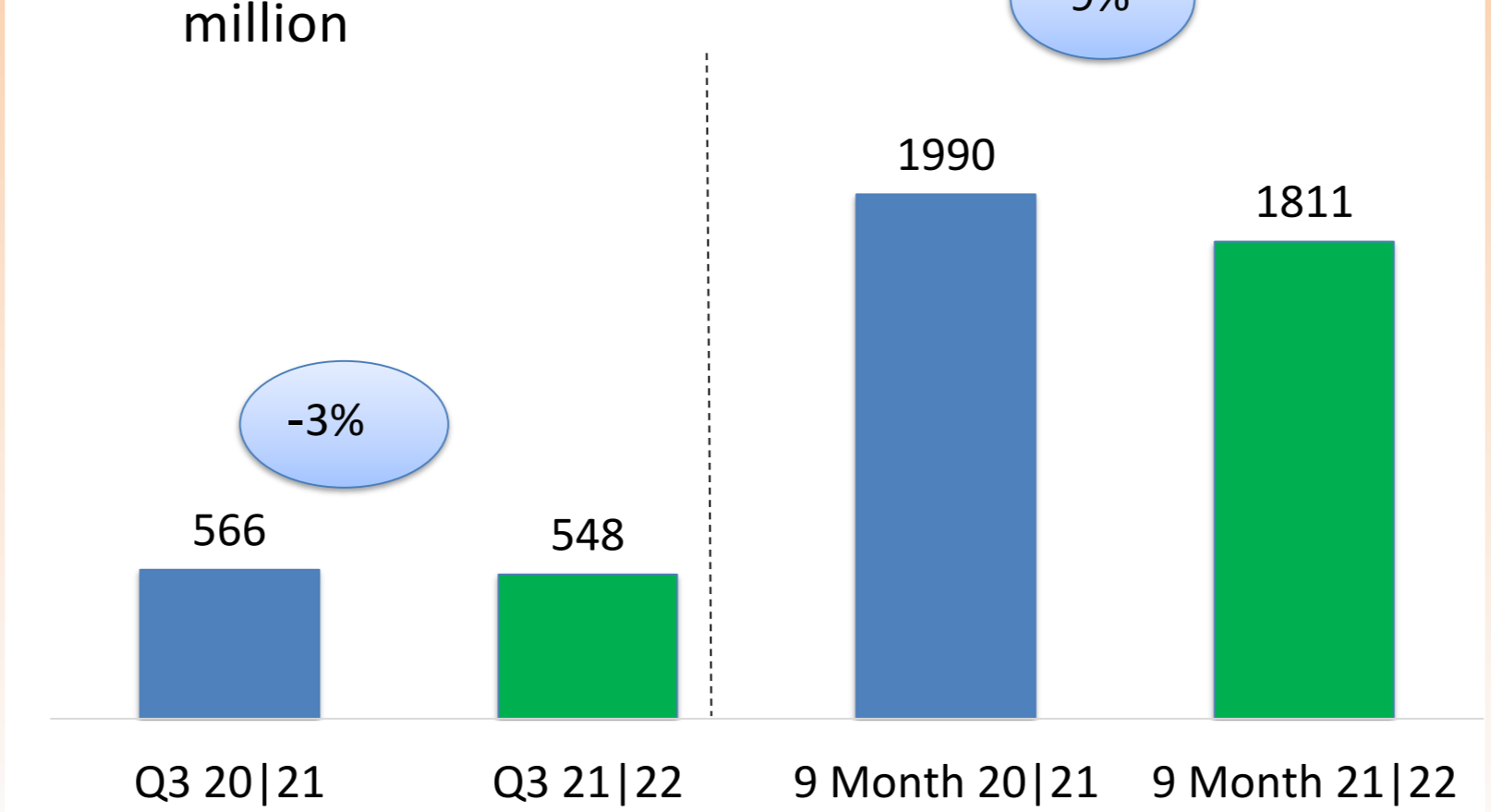


9Month / Q3 21|22 Results overview

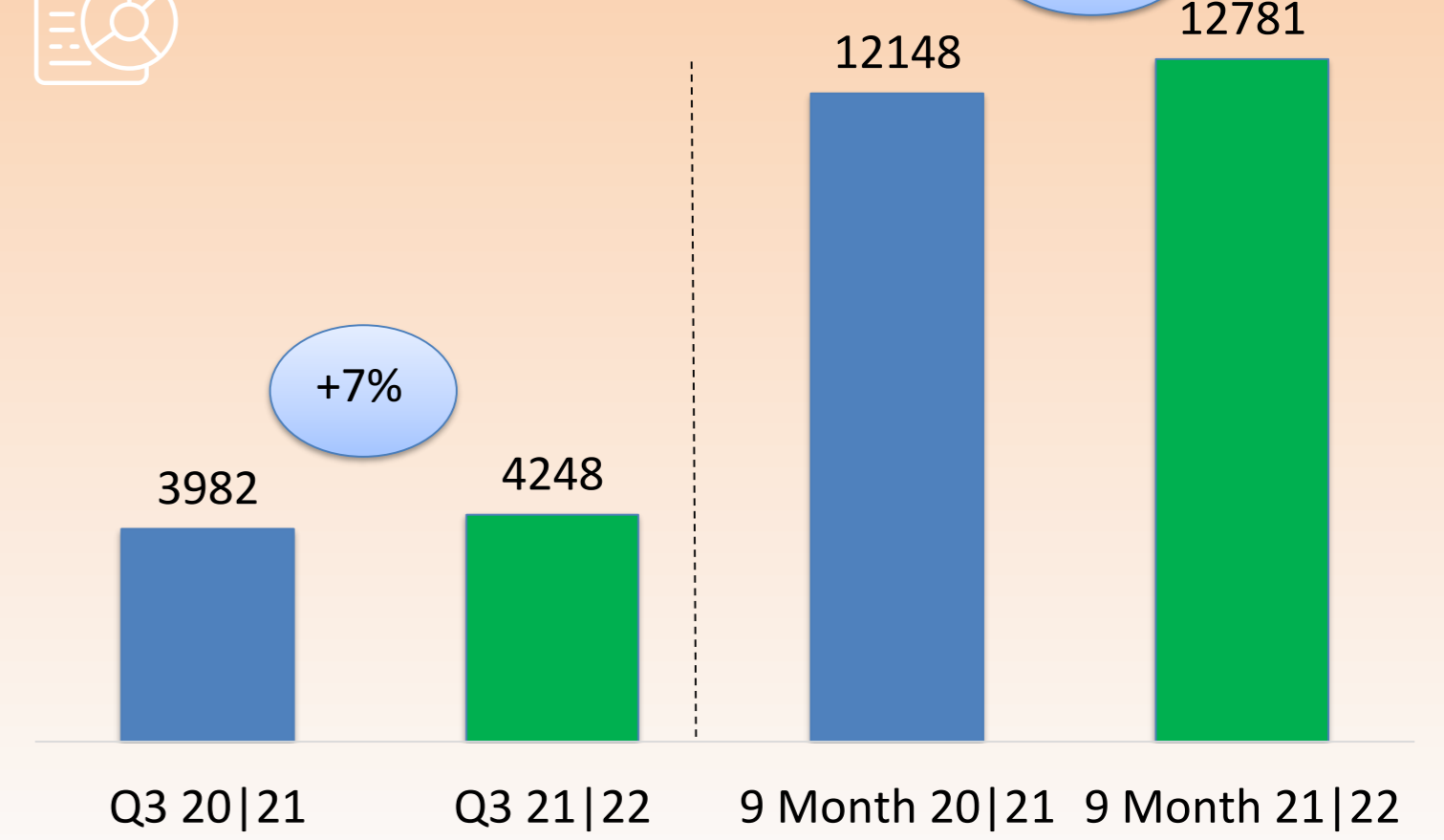
Gross sales - local million



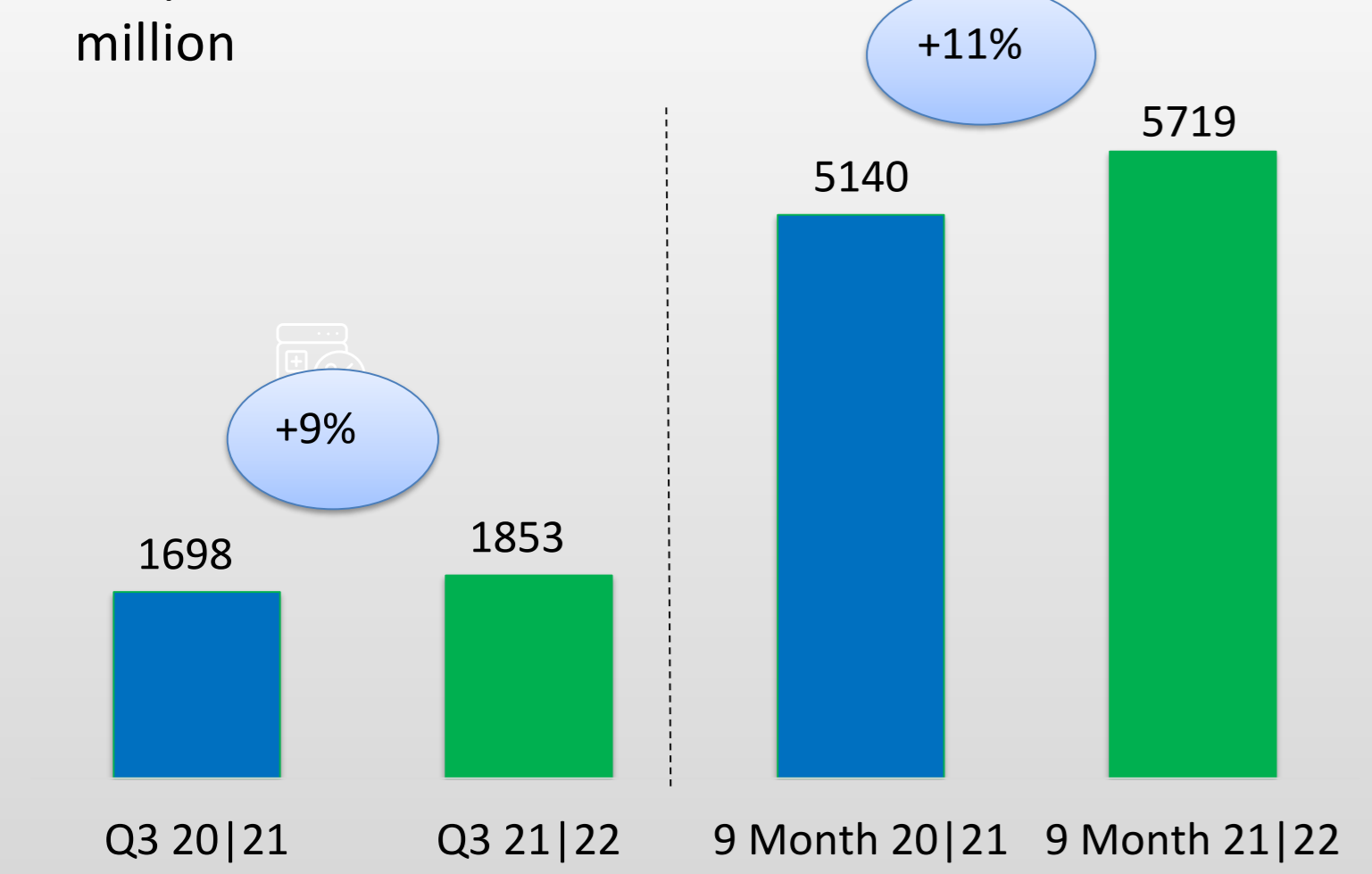
Toll manufacturing million



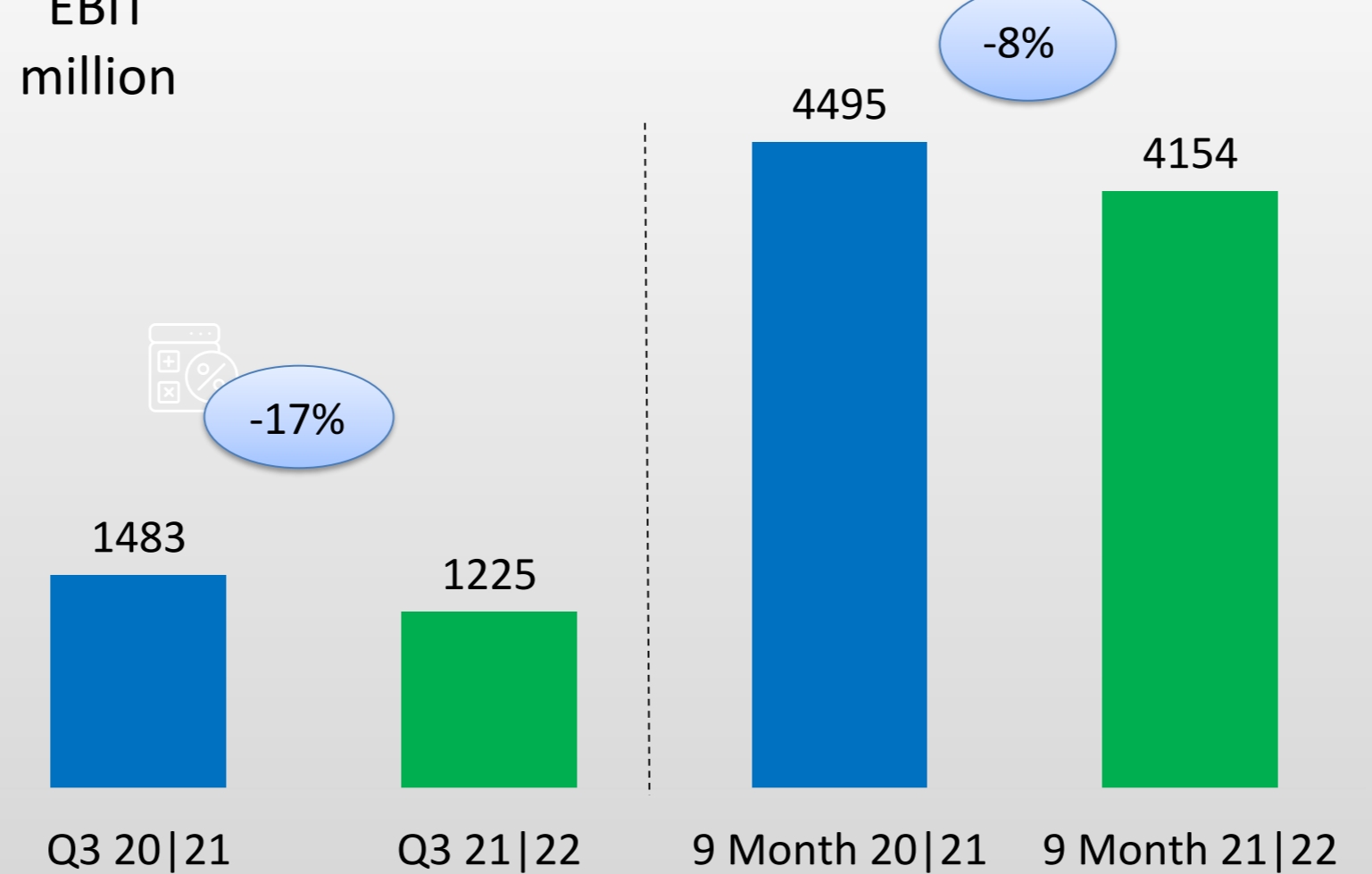
Revenues (million)



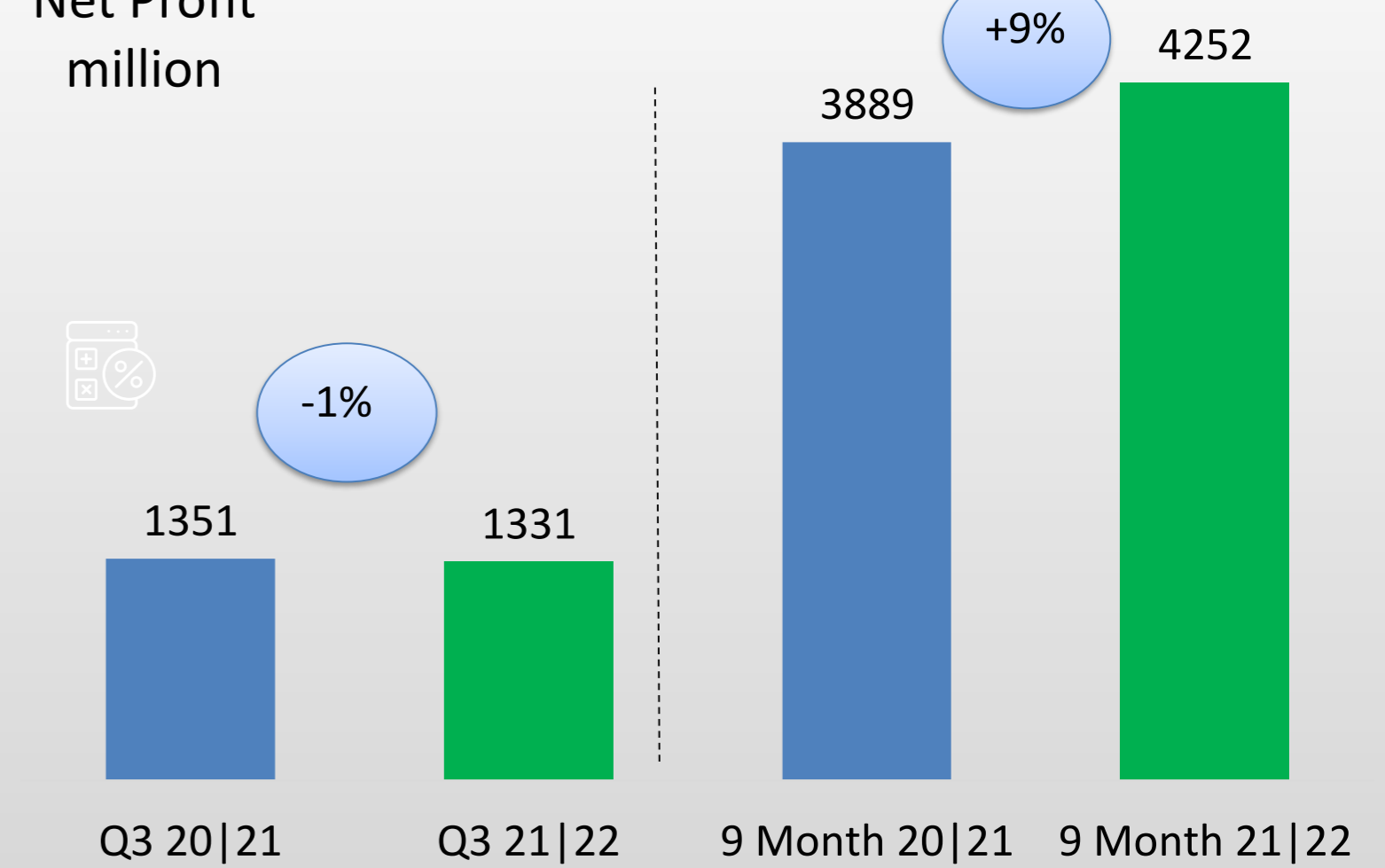
Gross profit million



EBIT million

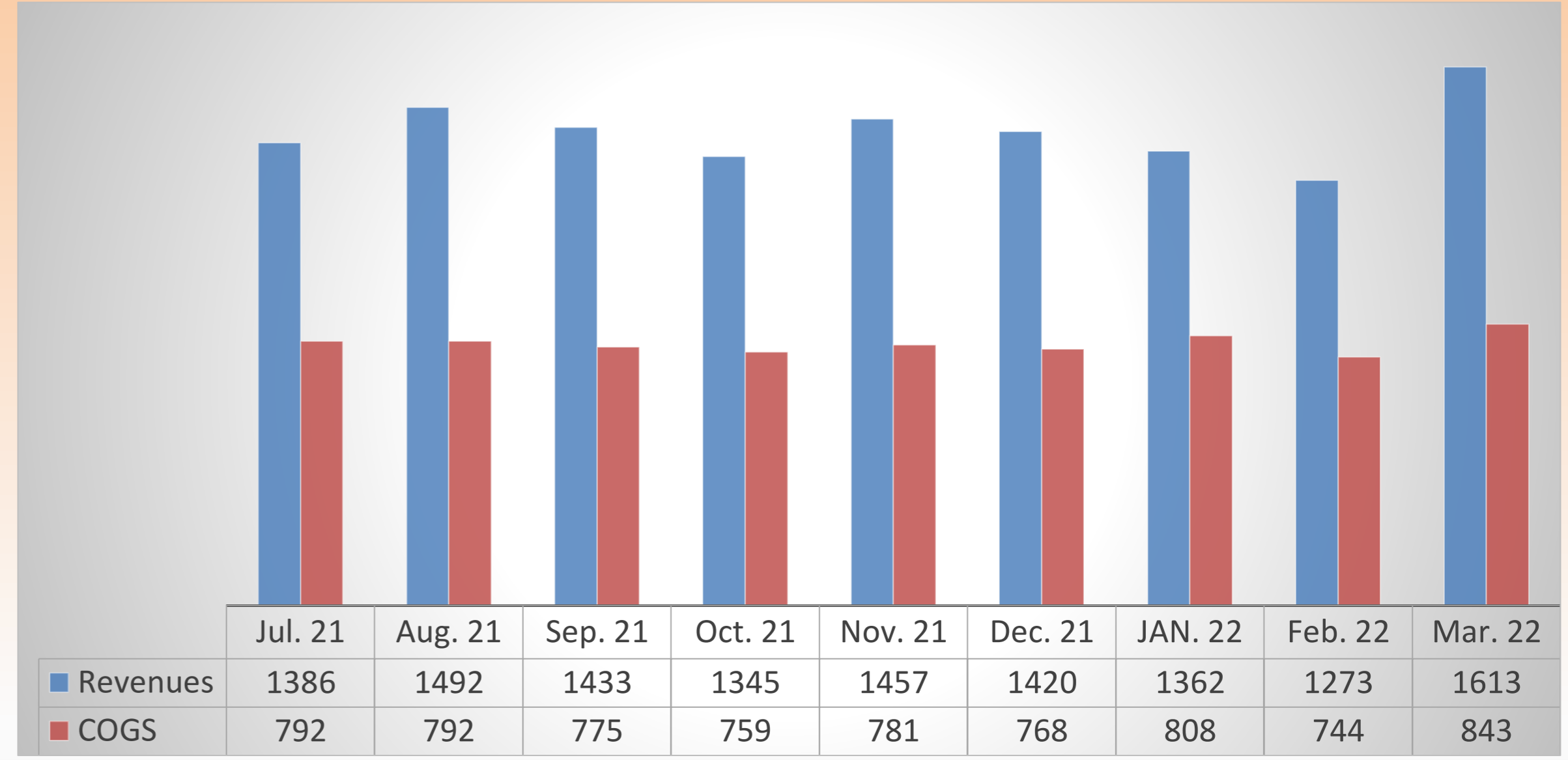
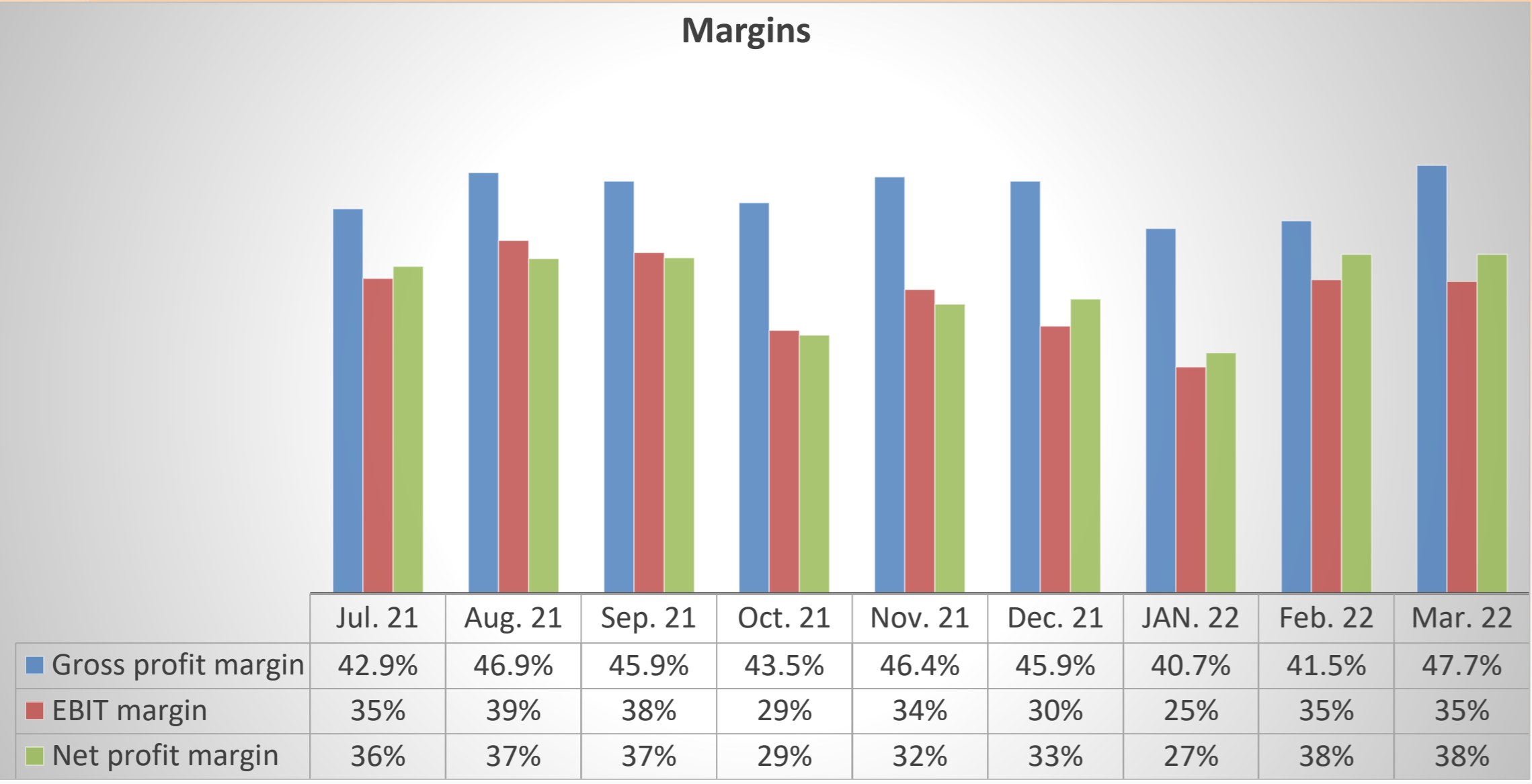


Net Profit million

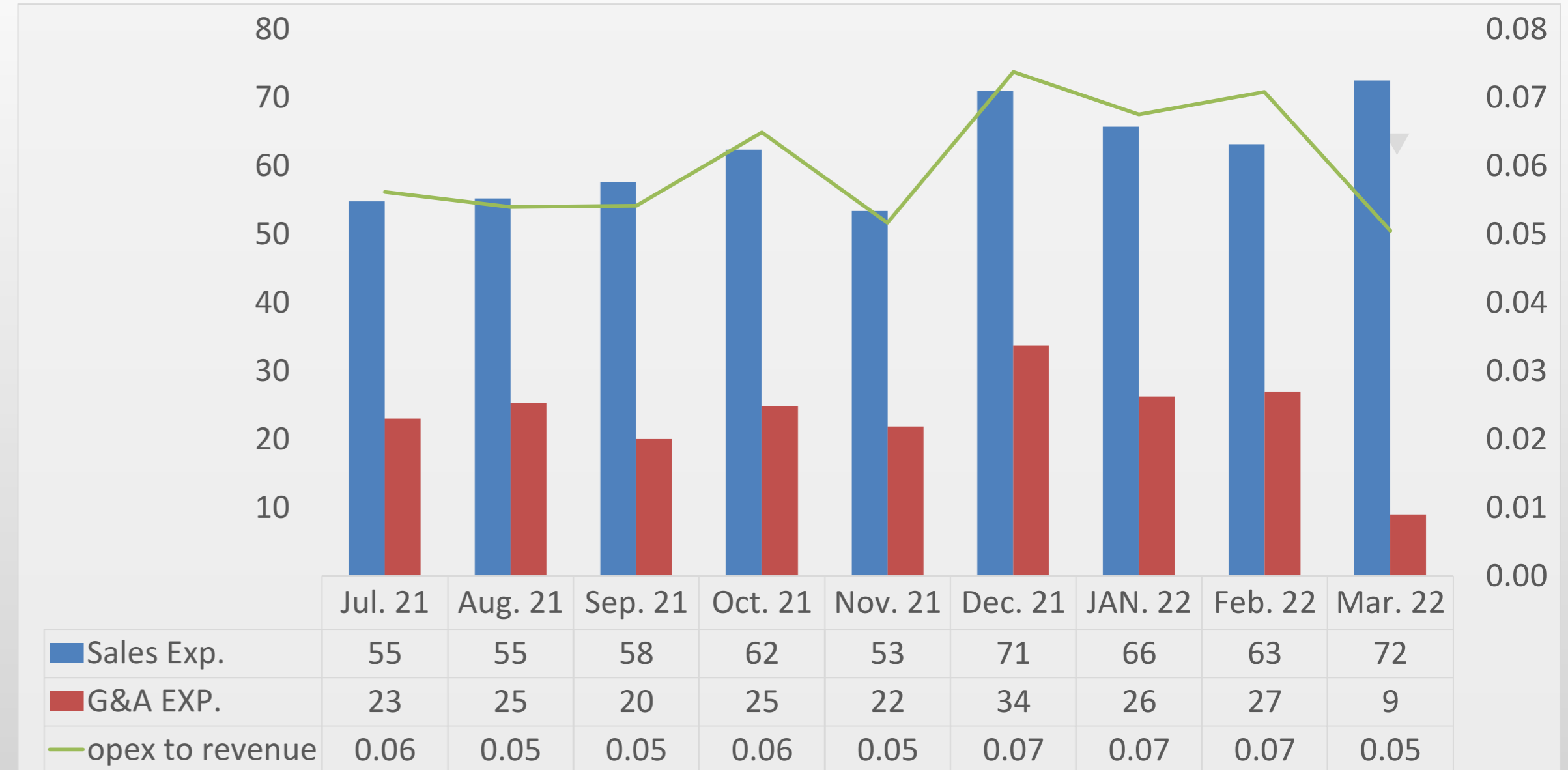
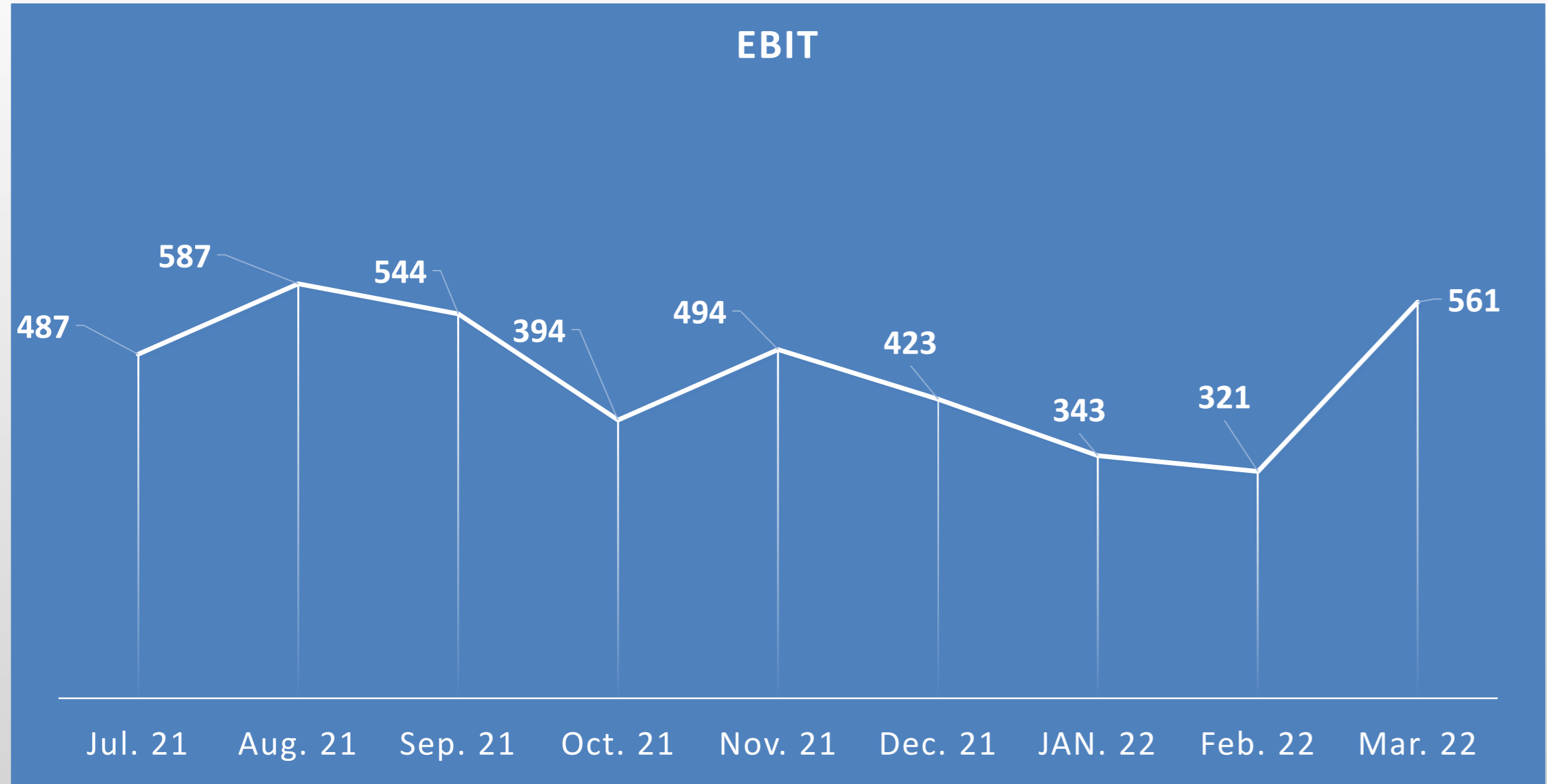


Mar.22 /Monthly /YTD

Margins



EBIT



Revenue Analysis

Item	Unit	Sales Volume			Sales Values			
		Actual 21/22		Previous Period	Actual 21/22		Previous Period	
		From 1/7/2021 to 31/03/2022	From 1/7/2020 to 31/03/2021	VOLUME %/YOY	From 1/7/2021 to 31/03/2022	% OF TOTAL REVENUE	From 1/7/2020 to 31/03/2021	% YOY
* Cigarettes - local	Million Cigarettes	52105,0	50784,0	3%	10790228	84,4%	9708265	11%
* Moassel tobacco - local	Ton	4642,0	7580,0	(39%)	103637	0,8%	172263	(40%)
* Cigar - local	Thousand Cigar	790	860,0	(8%)	5476	0,0%	4615	19%
* Tobacco Bristles& vergeni	Ton	37,974	94,050	(60%)	12833	0,1%	30462	(58%)
* Cigarettes - Export	Million Cigarettes	54,7	82,3	(34%)	12797	0,1%	19351	(34%)
* Moassel tobacco - Export	Ton	471,5	747,7	(37%)	28299	0,2%	43392	(35%)
* Cigar- Export	Thousand Cigar	47,2	38,7	22%	285	0,0%	218	31%
Other revenues		0,0	0,0		3623	0,0%	2051	77%
Net local Sales					10957178	85,7%	9980617	10%
JV	Million Cigarettes	2199,0	3767,0	(42%)	239734	1,9%	415292	(42%)
Toll Manufacturing	Million Cigarettes	14735,0	15363,0	(4%)	1584272	12,4%	1751629	(10%)
Revenues (000)					12.781.184		12.147.538	5%



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