A black pen with a gold-colored nib is positioned diagonally, pointing towards a bar chart. The chart has several red bars of varying heights. The background is a light blue grid.

## 4Q-12M FY 23|24 Earnings Results June.2024

# A word from the CEO



"I am pleased to announce the company's financial results for the fiscal year ending on 30/06/2024, and I am delighted with the positive indicators and results achieved. These outcomes reflect the commitment and responsibility of the company's management and highlight the efforts made despite the significant challenges we faced at both the macroeconomic and microeconomic levels over the past year.

We set our goals and developed strategies both internally and externally, following a path aimed at achieving unprecedented growth. This was accomplished through the optimal utilization of the company's resources and the exploration and maximization of various economic values within the company. Our actions were in line with the tasks and strategies designed to position the company among the global industry leaders.

In continuation of Eastern Company's success journey, I am also pleased with the strategic partnerships we have established, which we consider an added value to the company. These partnerships have had a significant impact on evolving the company's business framework and transitioning to a new level of vision. This transformation is supported by global expertise in modern management, ensuring integration with all market stakeholders to achieve the best results and overcome various challenges.

Finally, we are confident that the company is on the right path, marking the beginning of a new era that aligns with various modern developments. Eastern Company is a great industrial institution with over 100 years , and we are certain that another century of success lies ahead, I am honored to be part of this journey."

# 4Q 23|24 results highlights

Triple & Double-digit growth



## Gross Sales

(EGPbn)

19.6 bn

**+76% YoY / +4% QoQ**

## Net Revenues

(EGPbn)

6.7 bn

**103% YoY / +16% QoQ**

## Gross Profit

(EGPbn)

4.2bn

**+134% YoY / +82% QoQ**

Gross profit margin 62%, (+800 bps) YoY

## Net profit

(EGPbn)

4 bn

**+69% YoY / +76% QoQ**

Net profit margin 60%, (+900 bps) YoY

## 4Q 23|24: Robust growth YoY & QoQ

- ✓ - The company recorded record gross sales in the fourth quarter (before taxes) amounting to EGP 19.6 billion, compared to EGP 11 billion in the same quarter of the previous year, reflecting a significant increase of +76% year-on-year, and a +4% increase compared to the third quarter of the same year.
- ✓ - Net revenue also showed a substantial year-on-year increase of +103%, reaching EGP 6.7 billion this quarter, compared to EGP 3.3 billion in the same quarter of the previous year, and a quarterly increase of 16%. This growth is attributed to a 28% year-on-year increase in local sales volumes during this quarter.
- ✓ - Additionally, the company achieved a gross profit of EGP 4.2 billion in the fourth quarter ending June 2024, marking a remarkable year-on-year increase of +134% and a quarterly rise of 82%, compared to EGP 1.8 billion and EGP 2.3 billion, respectively. The gross profit margin for the fourth quarter stood at 62%, compared to 40% in the third quarter of the same year.
- ✓ - The company also posted a record net profit of EGP 4 billion this quarter, supported by its share of profits from investments in other companies. This represents a notable increase of +70% year-on-year and a +76% rise on a quarterly basis, compared to EGP 2.4 billion and EGP 2.3 billion, respectively. The net profit margin for the fourth quarter was 60%, compared to 39% in the third quarter of the same year.

# 12M - FY 23|24 results highlights

## Reducing the gap YoY



Gross Sales  
(EGPbn)

64.8 bn

-1.6% YoY

Net Revenues  
(EGPbn)

20.5 bn

15% YoY

Gross profit margin of 37%

Gross Profit  
(EGPbn)

9.2 bn

8% YoY

Gross profit margin 45%, (-300 bps) YoY

Net profit Pre-Tax  
(EGPbn)

11.5bn

17% YoY

- Cash dividend of EGP 2.7 per share has been proposed for the fiscal period ending on June 30, 2024.

- ✓ - **Eastern Company recorded a record net profit pretax of EGP 11.5 billion for the period, representing a 17% year-on-year increase compared to EGP 9.7 billion in the previous period.**
- ✓ - The company also reported gross sales of EGP 64.8 billion for the period ending June 2024 (before taxes), compared to EGP 65.8 billion in the previous period, reflecting a year-on-year decline of 1.6%.
- ✓ - The company achieved a 15% year-on-year increase in net revenue, reaching EGP 20.5 billion compared to EGP 17.8 billion in the same period of the previous year. This growth was driven by a 14% year-on-year increase in the value of domestic cigarette sales, which accounted for
- ✓ - The company also reported a gross profit of EGP 9.2 billion, marking an 8% year-on-year increase compared to EGP 8.5 billion in the previous year, with a gross profit margin of 45% for the period ending June 2024.
- It is worth noting that during the fiscal year 2023/2024, the company's authorized capital was increased to EGP 15 billion, and the issued and paid-up capital was raised from EGP 2,23 BN to EGP 3 BN. This increase was funded from the legal reserve balance through the distribution of bonus shares at a rate of 0.345 free shares per share, bringing the total number of company shares to 3 BN.

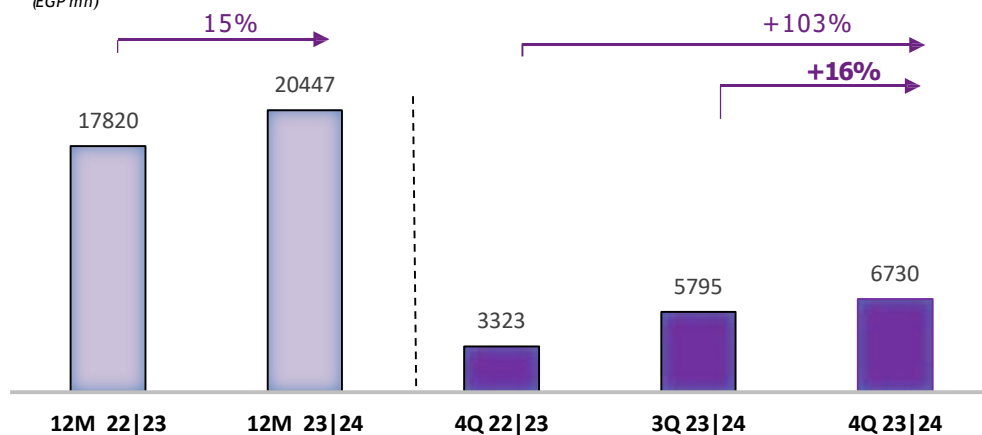


# Financial highlights



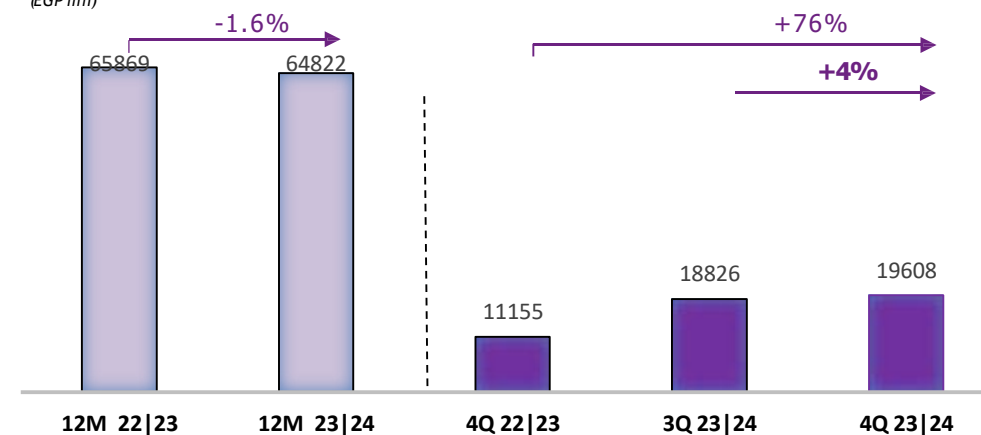
## Revenue

(EGP mn)



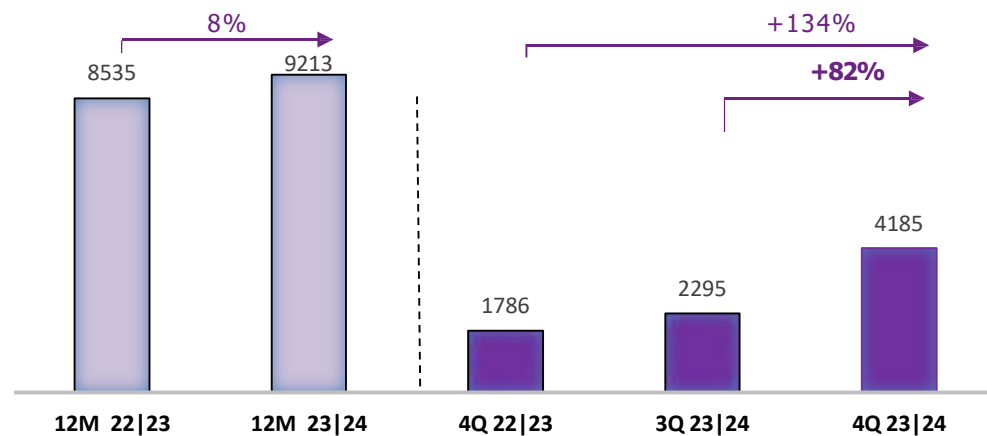
## Gross Sales

(EGP mn)



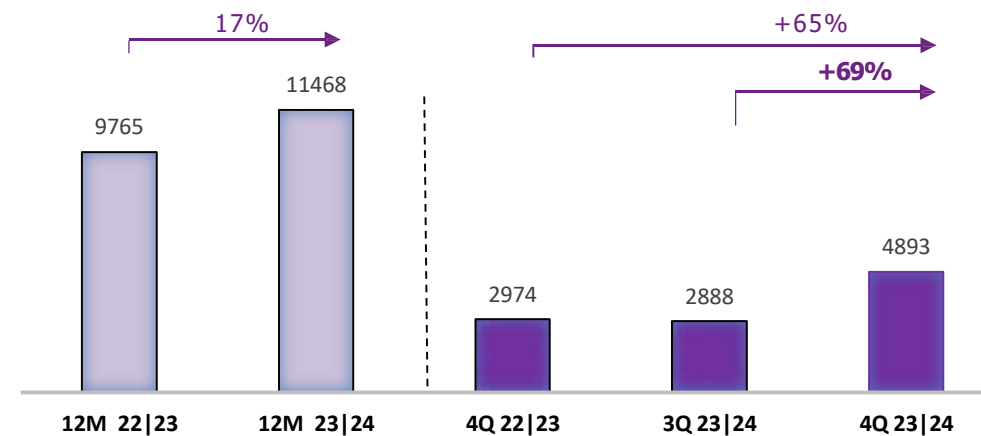
## Gross Profit

(EGP mn)



## Net profit Pre-Tax

(EGP mn)



# Thank you

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