



1Q FY24|25 Results Sep.2024

Eastern company

Nov,2024

TOTAL REVENUES 1Q

24|25

(Y-0-Y)%**132**

(Q-0-Q)%**22**

Net REVENUES 1Q 24|25

(Y-0-Y)%**162**

(Q-0-Q)%**21**

1Q FY 24|25 RESULTS

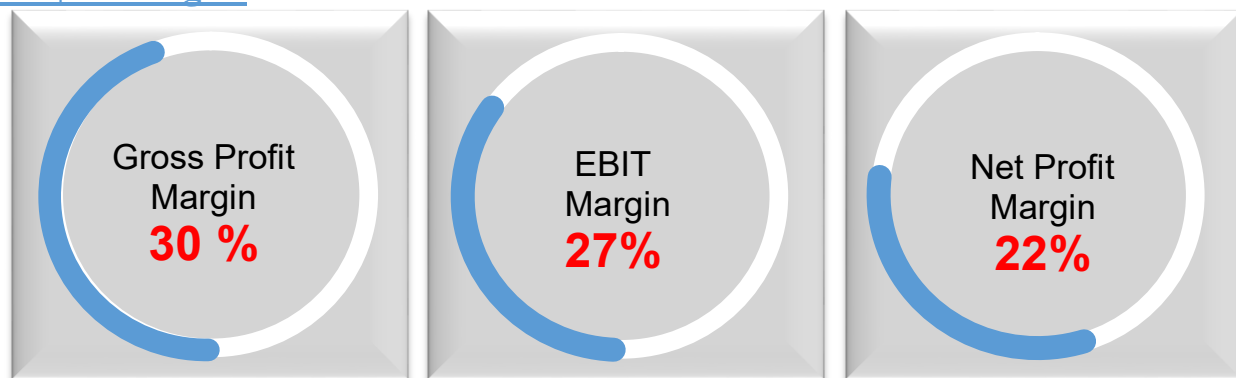
TOTAL REVENUE LE 23.9 bn UP 132% VS. 1Q FY 23 24 UP 22% (Q-o-Q)	NET REVENUE LE 8 bn UP 162% VS. 1Q FY 23 24 UP 21% (Q-o-Q)
GROSS PROFIT LE 2.4 bn UP 153% VS. 1Q FY 23 24	NET PROFIT LE 1.8 bn UP 62% VS. 1Q FY 23 24

Highlights for 1Q FY24|25 RESULTS

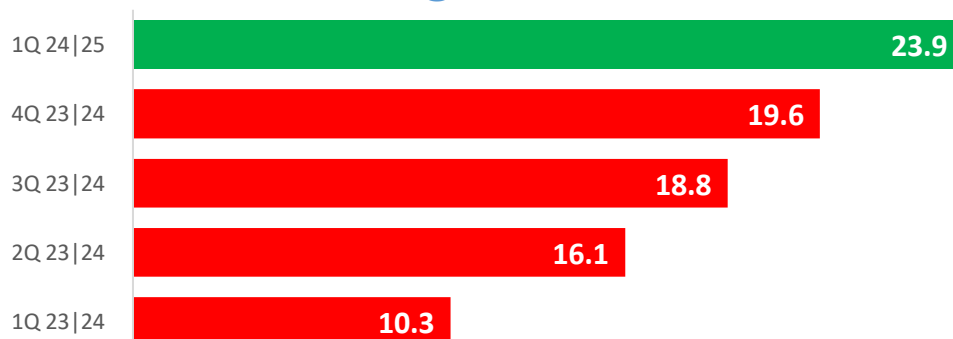
Eastern reports revenues of **EGP 8,125 million** in 1 Q FY24|25, up **162 % (Y - O - Y)**, with the company delivering improved profitability as **net profit recorded 1,825 million expanded 62% (Y-o-Y)** comparing the same quarter previous year.

On a quarterly basis, Eastern reported **+21 % top-line increase & +22% Gross sales increase (Q-o-Q)**.

1Q FY24|25 Margins



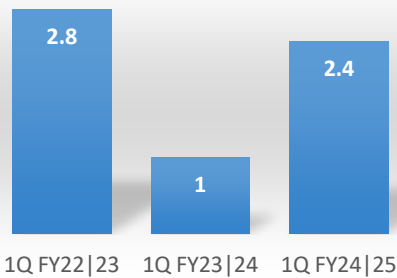
EC Total Revenues Progression (Billion)



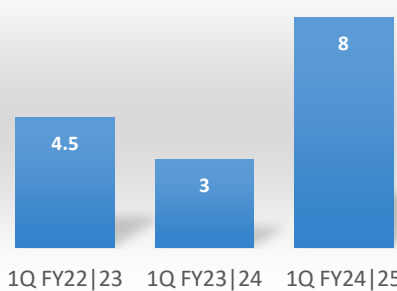
High-quality earnings
EC has An adequate level of return on investment
Witch are derived from activates that a company will likely be able to sustain in the future .

EAST.CA On the Egyotion Exchange

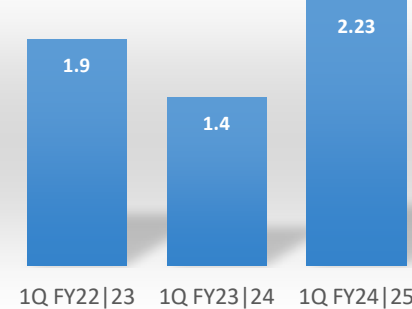
Gross profit (BN)



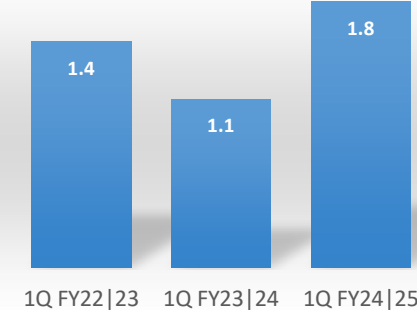
Revenues (BN)



EBIT (BN)



Net Profit (BN)



Results in a Nutshell

- Eastern Company (EAST.CA, listed on the Egyptian Stock Exchange (EGX), the cigarette manufacturer in Egypt, reported results for the first quarter ending on September 30, 2024, Eastern announced an **expansion in gross profit by +153%** (on an annual basis To record **EGP 2,400 million** in the first quarter of the fiscal year 24/25, **with gross profit margin 30%** as improved profitability was supported by the company's efforts to control costs, and increase revenues.
- **Revenue growth in the first quarter, which witnessed an increase of + 162%** compared to the first quarter of the previous year, to reach **8,125 million Egyptian pounds**, on the back of an improvement in local cigarette sales to 7,681 million Egyptian pounds, an increase of 184% (year-on-year) due to the increase in the volume of domestic sales by 5,505 million cigarettes compared to the first quarter of the previous year, to reach 13,355million cigarettes, representing an increase of 70% yoy , and the increase in local sales in the factory price, driven by direct price increases , increase of +15% in Moassel tobacco volumes (year over year) compared to the previous same period. **The higher sales volumes support the growth of revenues.**
- **EBIT Earnings before interest and taxes increased in the first quarter by 58%** on an annual basis to **reach 2,230 million EGP**, with a EBIT margin of 27%, and increased compared to 1,897 MN EGP in the 1Q22|23 by +18% .
- Eastern Company recorded **net profit of 1,825 million Egyptian pounds**, with a significant increase **of 62% year-on-year** compared to the first quarter of the previous year, supported by improved gross margins, as Eastern Company recorded a net **profit margin of 22%** in the first quarter 24/25. Net profit of the first quarter 24/25 increased by 472 million pounds compared to 1Q 22|23, to record **+ 35%**.

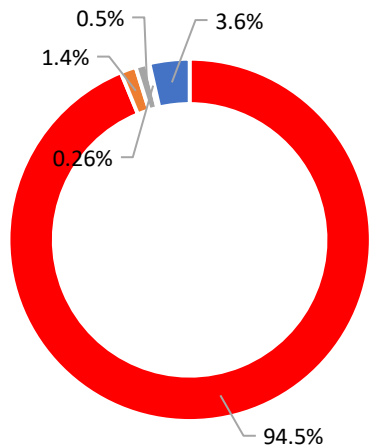
Breakdown of Revenue & sales Volume of the 1Q/ FY24|25

Higher volumes support Revenue growth +162 %(Y0Y)& 21%(Q0Q)

Revenue and sales volumes during the period (back to the norm)

It should be noted that the company, since the beginning of July 2024 and until date, almost reached its normal rates in terms of the volume of production and sales, and the company operates at full production capacity, and this is with all responsibilities towards the company's employees in maintaining workforce health and continuing to take all necessary action to control cost, As the company's production volume had temporarily decreased since the Domestic economic challenge.

- On the segment basis, as some segments contributed to the revenue growth for this quarter, a large extent by the local cigarette segment (95% of total revenue), and the Moassel Tobacco (1.4% of total revenue), as the local cigarette recorded an increase +184% on an annual basis in revenue to reach 7681 million Egyptian pounds in the first quarter ending on 30/9/2024, increase the volume of production in this quarter by 70% compared to the first quarter of the previous year, to reach 13,355 million cigarettes, thus recording an increase of 5,505 million cigarettes compared to 7850 million cigarettes in the corresponding quarter of the previous year, And compared to the fourth quarter ending on 6/30/2024, sales volumes in the local cigarette segment recorded a quarterly increase of 21%, which was reflected in an increase in the sales value of this sector by 23% on a quarterly basis.



- * Cigarettes - local
- * Moassel tobacco - local
- Exports sales
- others
- Toll manuf.

➤ **Eastern company achieves strong results in the first quarter, as things get back on track”**

* Cigarettes - local VOLUME (BN)



Thank you



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