

1H2022 **Earnings Presentation**

September 2022







Agenda

- e-finance Overview
- Our Subsidiaries
- Appendix

Overview





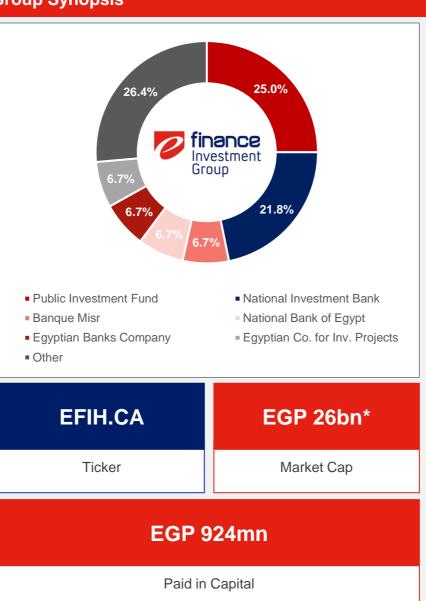
Group Overview



Group Synopsis

e-finance Investment Group is Egypt's leading investment management firm. From its beginnings as the country's first fintech platform in 2005, e-finance has grown to pioneer Egypt's comprehensive digital transformation efforts across an unmatched range of economic sectors. Today, the Group commands a diversified portfolio of subsidiaries and investments offering a vast array of digital services to partners and customers, driving synergies and anchoring an integrated, platform-based business model.

The Group invests in innovative platforms and solutions that serve everyone from government agencies to ordinary consumers. e-finance provides an integrated suite of services linking government entities to each other (G2G), and to customers (G2C & C2G), businesses with other businesses (B2B), and businesses with their customers (B2C).



1H2022 Financial Highlights

Consolidated Revenues

EGP **1,262.0** million

▲ 40% y-o-y

Gross Profit

EGP 687.9 million

▲ 57% y-o-y

EBITDA

EGP **561.5** million

▲ 50% y-o-y

Net Profit After NCI

EGP 479.7 million

▲ 72% y-o-y

Corporate Evolution and Path to Institutionalization





Launch Phase



Development Phase



Expansion Phase

Established in 2005 as the first fintech company in Egypt



Contracted by the MoF in 2007 to be the Government's epayment hub and start the payroll project







Signed an MoU with the MoF & CBE in 2008, allowing efinance to provide Bill Presentment between the Government entities & the payment/ collection channels for the banking sector and post offices

- · Performed the first electronic tax collection.
- Built the Treasury Single Accounts system, consolidating 61K Gov. accounts in a single account
- Started the Pension **Automation Project** in 2009

Performed first electronic payment order and first electronic collection for customs in 2010



Introduced the Corporate Payment Solution service to the banking sector and CAMS for custom authority in 2012



• Expanded card center's

production capabilities



- Electronic payment system becomes operational in 2017
- Implemented the fuel control and management system from the source location to more than 8K outlets in 2013





- · Implemented first conditional financial subsidy program in Egypt in collaboration with the World Bank in 2015
- Facilitated the implementation of the Takaful and Karama Project

Contracted in 2016 to operate

planning and management as

well as managing the distribution

and manage the agri-land

possession project, which

included seasonal crops

of subsidized fertilizers



Completion of the Government's financial network, which allows it to issue payment orders and transfer of funds between government bodies as well as supporting them in controlling future spending

· Spun-off both e-Khales and e-Cards in to separate legal entities and expanded into ecommerce by establishing e-Aswaaq

- Established e-tax in 1Q21 holding 35% stake in the company
- Established ehealth in 3Q21 holding 35% stake in the company

Demerged efinance into two separate entities efinance Investment Group as a holding company and efinance Operations

EGP 5.8bn IPO conducted in 2021, of which EGP 2.5bn were allocated for a capital increase to finance the Group's strategic goals of expansion and investment

Key initiatives in 2021 included focused expansions across tax projects, tourism & monuments sites, transportation, and e-gates

AGM approved ESOP plan



2005 - 2010



2011 - 2015



2016 - 2018

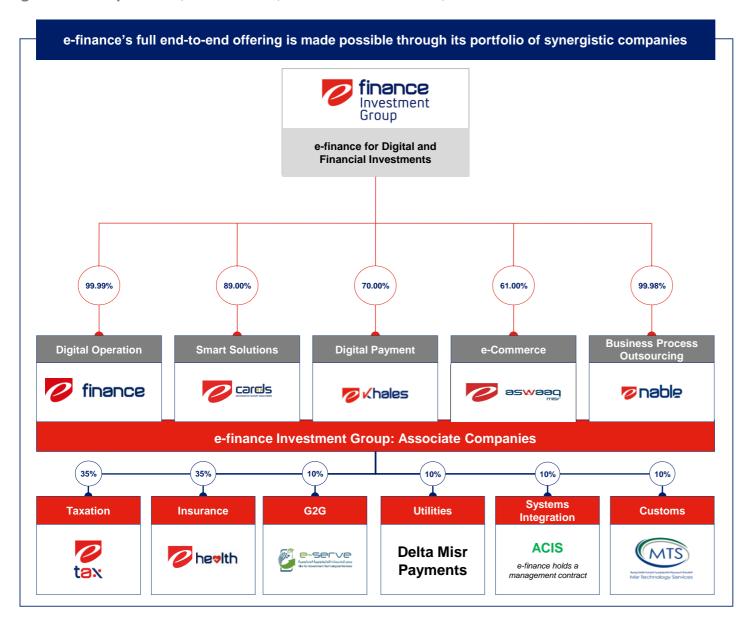


2019 - Present

Group Overview



eFinance Investment Group (EFIH) runs a diversified portfolio of subsidiaries and investments, offering an array of digital services to government partners, businesses, financial institutions, and citizen

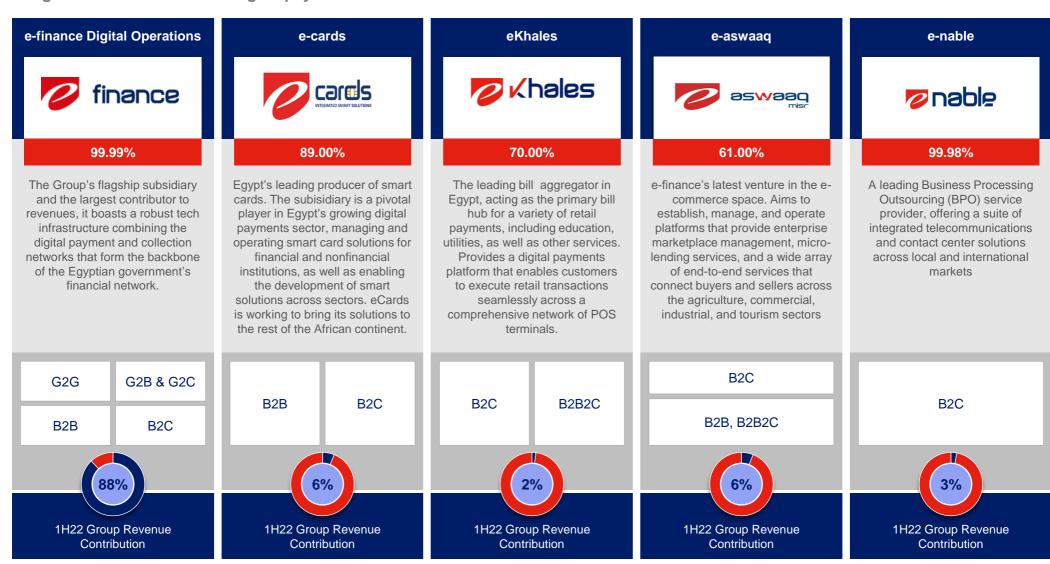




A Comprehensive Service Offering Through a Portfolio of Leading Subsidiaries



By leveraging its robust network infrastructure across its subsidiaries, e-finance is able to extend its reach across the nation and capture the entire digital payments value chain with a ubiquitous service offering covering all possible payment channels to expedite the growth of electronic and digital payments



Overview of Associate Companies

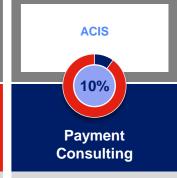




/ he⇒lth 35% Health **Digitalization**

10% **Customs Digitalization**

الدلتا للأنظمة الإلكترونية EL DELTA ELECTRONIC SYSTEMS 10% **Utilities Payment**



e-tax provides services for the management, operation and development of the electronic tax system, including:

Unified Egyptian Tax

Consulting services and technological solutions to

Newly established investment during Q3 2021

The company has signed its first contact to provide health insurance cards to 5-6 million people across five governorates, making it the insurance system officially operational

The company aims to

develop platforms for the

purpose of digitizing

national health insurance

Misr Technology Services (MTS) is a trade & transport logistics platform provider

MTS is engaged in a 20year contract to develop a national platform that covers Egyptian airports, seaports, land ports and free zones in compliance with international standards and best practices. The target platform relies on IT solutions and systems integration as a basis to provide electronic services, speedy automated procedures, and real business value services to the trade community

The company aims to provide unified quality data in a complete, accurate and timely manner to the designated Government authorities while maximizing process efficiency and data tracking

e-serve provides consultation and digital transformation services. including:

e-serve

10%

G2G - Digitalization

Consulting

digital transformation

providing technological

automation - IT automation management and efficiency

Data center provisioning its data center

Mobile apps development for both Android and iOS

Delta Misr Payments provides its clients with electronic payment services for utilities through mobile applications as well as other electronic payment methods

networks and databases

The company develops NFC technology to allow consumers to charge prepaid cards and meters through mobile applications Alameia for Consulting & Information Systems ("ACIS") provides IT advisory services/, including:

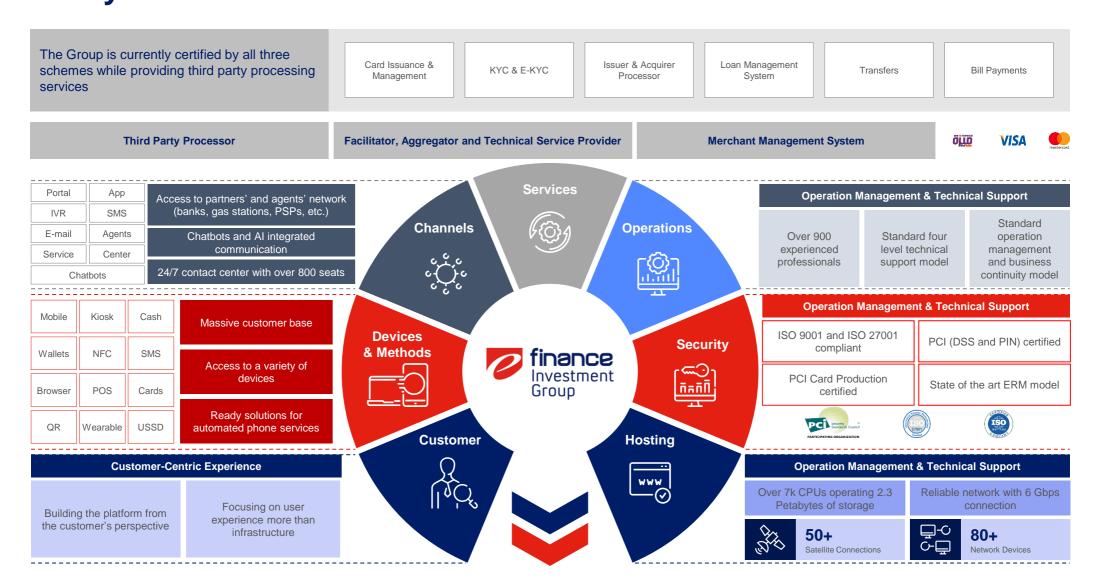
and developing all

institutions and various

Performing management

To Offer a One-Stop Shop Solution Covering the Entire E-Payments Value Chain





The Group's synergistic business model which covers the entire digital payments value chain strategically positions it as a prime candidate for a digital banking license in Egypt

Our Revenue Generation Model



A wide array of revenue generating services



Build & Operate (Contract Based)

e-finance develops and manages tailored solutions for clients under contract



Transaction Based (Variable & Fixed TRX)

Payment processing activities split into variable-fee transactions (take rate/throughput) and fixed-fee transactions, including retail transactions at eKhales and card management processing



Cloud Services Revenue

Cloud hosting and computing services offered across e-finance's client base



Smart Solutions Revenue

e-finance supplies and installs innovative IT infrastructure solutions, encompassing both software and hardware



Card Production Revenue

Revenue from production of smart cards supported by e-Cards' state of the art manufacturing facility



E-commerce Revenue

e-finance's newest revenue stream, generated through eAswaaq's multiple B2B and B2C e-commerce marketplaces



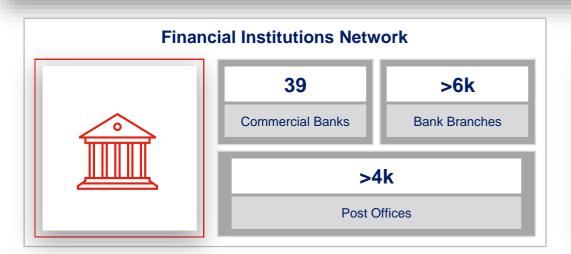
Business Process Outsourcing

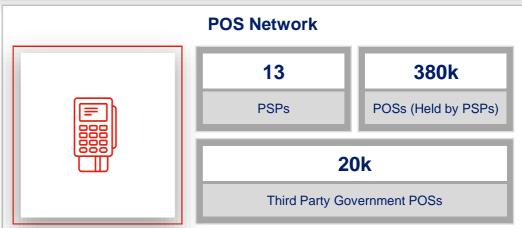
The Group offers its clients BPO services including a call center and IT and HR outsourcing

Leveraging our Expansive Reach and Strategic Partnerships



Four Transaction Revenue Generating Channels









Prices vary from channel to channel, with more convenient channels charging higher prices per transaction

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Consolidated Financial Performance in 1H2022



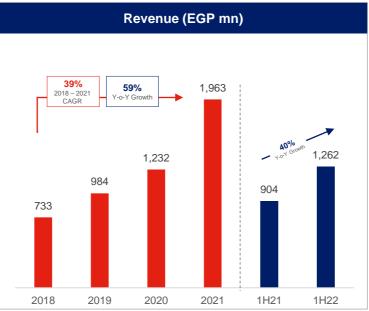
Key Highlights

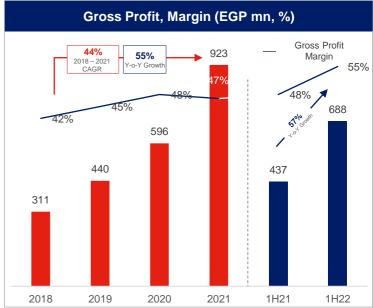
e-finance recorded consolidated revenues of EGP 1,262.0 million for 1H2022, up by 39.5% y-o-y. Top-line growth for the period was broad-based, with most Group subsidiaries reporting rapid revenue increases. e-finance for Digital Operations remained the main generator of revenue growth for the period, with strong additional contributions from eAswaaq and eCards.

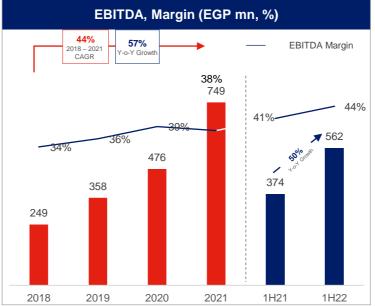
Consolidated gross profit rose by 57.4% y-o-y in 1H2022, recording EGP 687.9 million and yielding a gross profit margin (GPM) of 54.5%, an increase of 6.2 percentage points against the GPM recorded for 1H2021. Growth in gross profitability reflects the Group's recognition of a higher margin revenue mix, with increased contributions from variable-fee transactions, Cloud Hosting, and the Build & Operate segment.

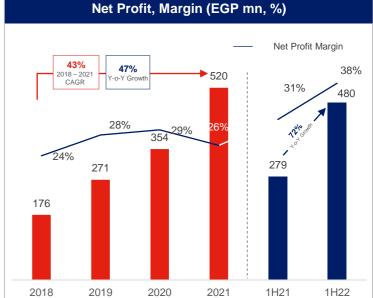
EBITDA recorded EGP 561.5 million for 1H2022, up by 50.1% y-o-y. The Group's EBITDA margin came in at 44.5% for the six-month period, up from the 41.4% booked in 1H2021. Strong growth in the Group's core profitability came despite an increase in operational costs during the period, reflecting the strong increase in revenues for 1H2022 and the continuous rollout of new products and services across the Group's subsidiaries

e-finance's net profit after NCI rose by 72.0% y-o-y to EGP 479.7 million in 1H2022, yielding a net profit margin (NPM) of 38.0%, up by 7.2 percentage points versus the 30.8% booked for 1H2021. Growth in the Group's bottom-line was driven by the rapid increase in high-margin revenues, with additional support from growth in investment income, which recorded EGP 44.1 million for 1H2022. Bottom-line growth was further driven by an increase in interest income, which rose by 6.5x y-o-y to book EGP 158.0 million for 1H2022, recording an effective interest yield of 11.0%, up by 2.8 percentage points from one year previously, reflecting global macroeconomic developments and the consequent rise in interest rates.



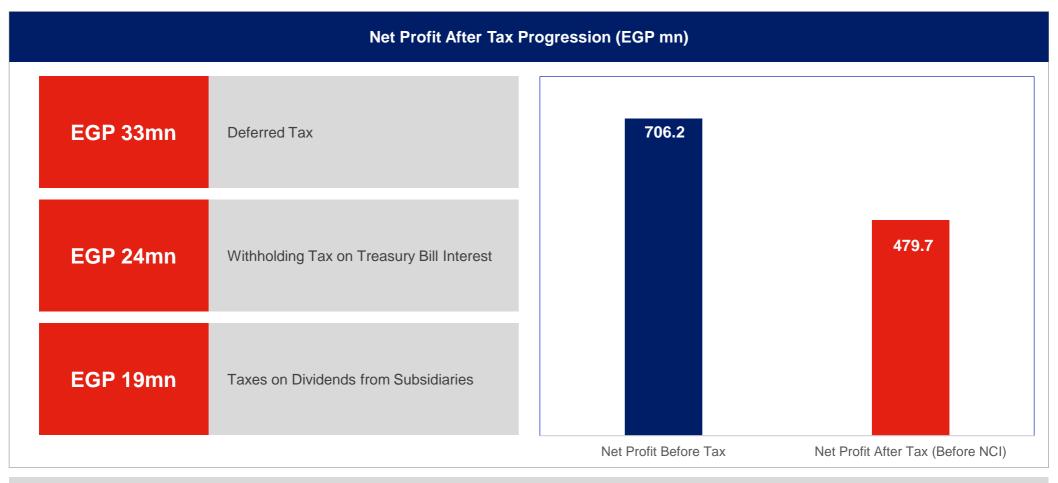






Bottom-Line Strength Despite Elevated Effective Tax



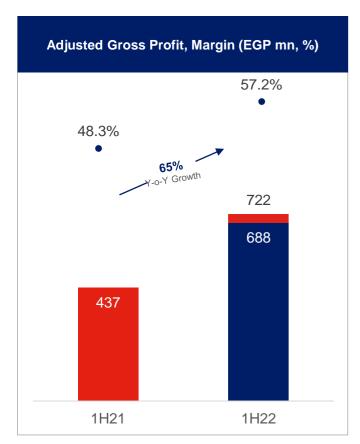


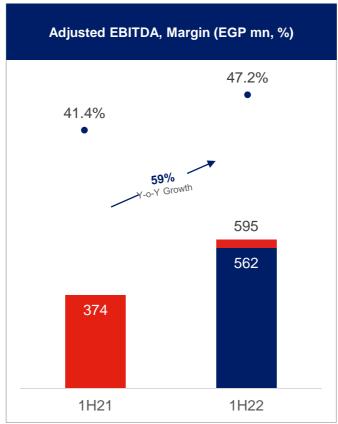
The period's solid bottom-line increase comes despite the Group's elevated effective tax rate, which stood at 31.1% by the close of 1H2022. The Group's relatively high effective tax rate for the period reflects the Group's payment of taxes on dividends from subsidiaries (EGP 19million), withholding taxes on interest income from treasury bills (EGP 24 million), and deferred taxes (EGP 33 million).

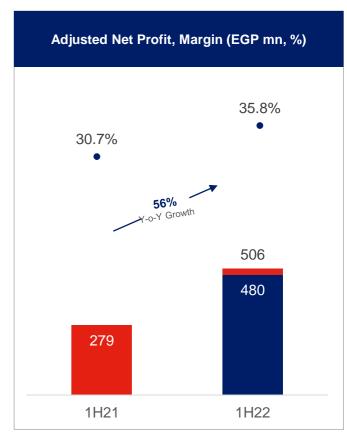
Adjusted Figures Show Core Strength



Adjusted financial results normalize for the effects of an accounting treatment that has seen e-finance Digital Operations switch to amortizing revenue from annual tax declarations over a twelve-month period.







Cost Base Analysis



Key Highlights

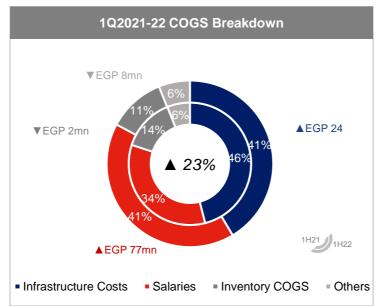
Cost of sales increased by 23% y-o-y driven by the Group's operational expansion.

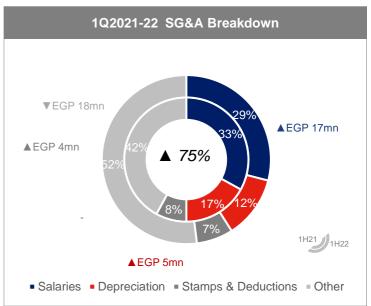
Sales, general and administrative (SG&A) expenses increased by 75.4% y-o-y, posting EGP 170.8 million for 1H2022. This growth reflects an increase of 48.7% y-o-y in G&A costs as the Group continues to ramp up operations and expand its headcount. Growth in G&A expenses is expected to slow over the remainder of FY2022 and to normalize in FY2023.

Meanwhile, selling & marketing expenses rose rapidly during 1H2022 due to heightened expenditure on marketing campaigns, as well as costs associated with the Group's participation at conferences during the period. SG&A expenses booked 13.5% as a percentage of consolidated revenues during 1H2022, up from an average of 12.6% for FY2021 and up from 10.8% for 1H2021.









Best Practice ESG Standards



E-finance has been actively pursuing the highest environmental and safety standards for its employees and all other stakeholders



Environmental & Safety Practices



Quality Certificates, including ISO, PCI and CMMI



Waste **Minimization**



Energy Saving

e-finance is an active player in the community promoting equality and social welfare



Social Practices



12% Females in Total Headcount



Females in Senior Management **Positions**









Sustainable Development Goals Achieved

As part of its community development and employment creation, e-finance focuses on employing recent graduates



Development Practices



1000+



Fresh Grad



Total Promotions

Initiatives



Saving documents electronically instead of hard copies. Replacing cardboard boxes with durable, reusable boxes for packaging and shipping



Installing motion sensors for lights

Social Projects



Supported those affected by severe weather conditions, by collaborating with Misr El Kheir Foundation for rebuilding homes across Egypt



Collaboration with civil society to support families during COVID-19



Generous donation to Tahya misr towards social economic development of underprivileged communities



Supported Egyptian Food Bank and Misr El Kheir Foundation in providing food supplies to families during Ramadan, for three consecutive years



Participated in the winter campaign to provide shelter to people in



Teaming up with Sunaa Al Kheir foundation n in the village of Al Farisiya in Luxor Governorate to rebuild and finish twenty family homes, renovate a further ten homes, organize medical convoys, and provide thirty families with stable incomes through a fishing boat project.

Initiatives



Firm-wide training policy for all employees. e-finance heavily invests in training across its operating entities



Increased women hiring by over 33% during the past three years, and increased women in leadership positions by c. 15%

Source: Company filings Note: SDG 5 - Gender Equality, SDG 10 - Reduced Inequalities

Our Subsidiaries

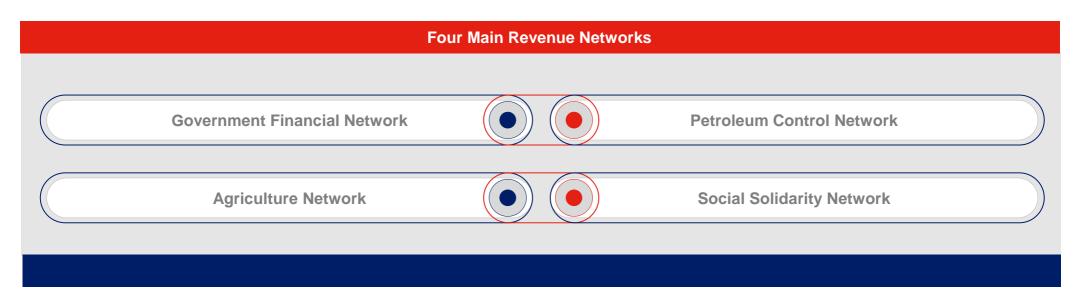


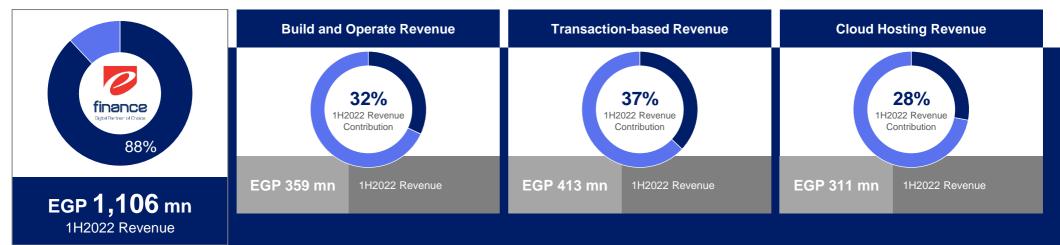


e-finance Digital Operations



e-finance for Digital Operations (e-finance's largest subsidiary) provides the Group with a unique position and infrastructure to capitalize on Egypt's robustly growing digital transformation drive, building and operating Government digitization projects and acting as the sole authorized entity to process and settle government payment and collection transactions.





e-finance Digital Operations Drivers & Revenues (1/2)

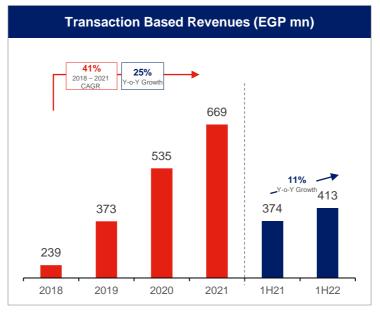


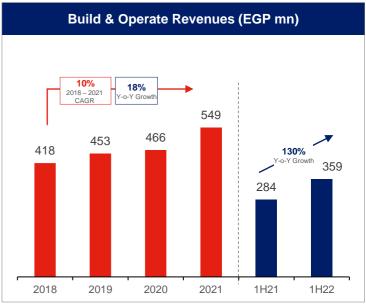
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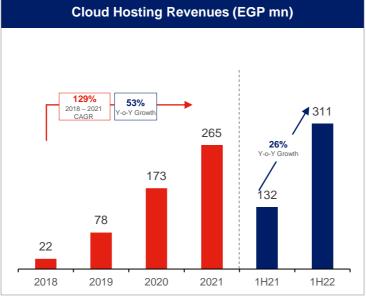
e-finance for Digital Operations recorded preelimination revenues of EGP 1,106.4 million during 1H2022, up by 34.4% y-o-y. Growth at e-finance for Digital Operations was driven primarily by Cloud Hosting Services, where revenues came in at EGP 311.2 million for 1H2022, up by 136.7% y-o-y, driven by the growth of business under some of the segment's main contracts, in addition to new data hosting contracts which saw a retroactive contract pay a large one off sum of EGP 43.0 million for services rendered in February and March.

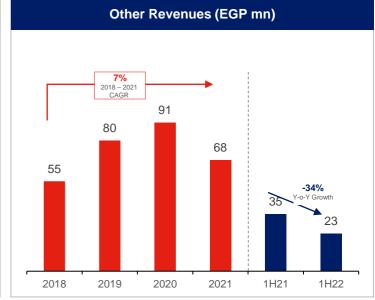
Revenue from variable-fee transactions more than tripled y-o-y during 1H2022, recording EGP 210.2 million. The subsidiary's throughput of variable fee transactions reached EGP 443.0 billion for the six-month period, up by 27.3% y-o-y. The robust increase in revenue in relation to the growth in throughput value reflects the effect of the price increases which took place at the end of 2021. Fixed-fee transaction revenue fell by 34.9% y-o-y to EGP 203.1 million, partly reflecting the adoption of an accounting treatment whereby revenue from tax declarations is now being amortized over a twelve-month period.

Cloud Hosting Services represented 28.1% of the subsidiary's total revenues in 1H2022, up from 16.0% in 1H2021. Meanwhile, the B&O segment saw revenues climb by 26.7% y-o-y to EGP 359.2 million, contributing 32.5% of the subsidiary's total revenues for 1H2022.









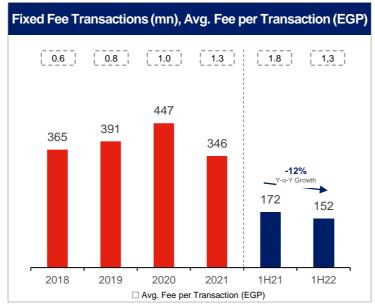
e-finance Digital Operations Drivers & Revenues (2/2)

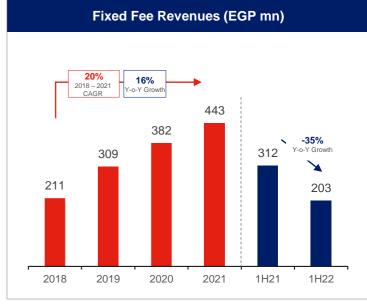


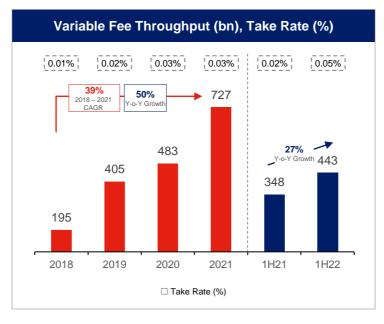
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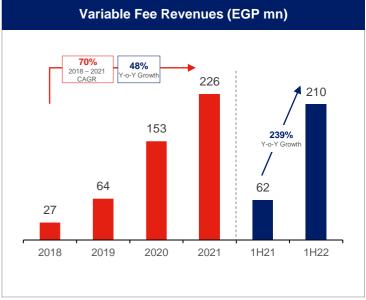
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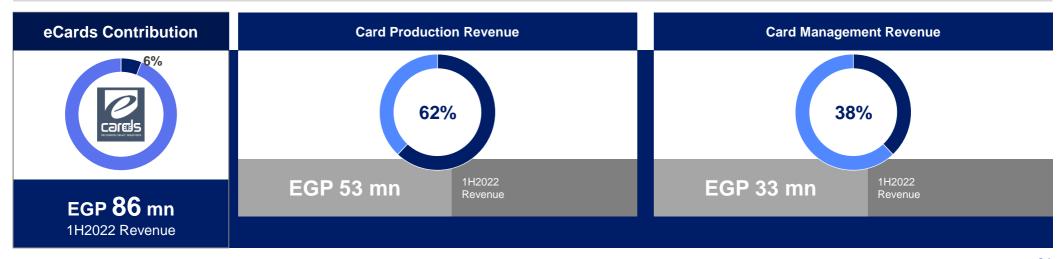


eCards



eCards is a pivotal player in Egypt's growing digital payments sector, leading the digital transformation by building, managing and operating smart card solutions for financial and nonfinancial institutions, as well as enabling the development of smart solutions across sectors

Product and Service Offering Card Production Processing Services Smart Solutions Largest card producer in Produces all types of Egypt, with a growing cards presence in Africa eCards provides third party processing services Service provider for integrated smart solutions that builds, Managing financial cards to a range of banking manages and operates card solutions with multiple for citizens on behalf of clients facilitating applications for banking and non-financial institutions in financial institutions both the private and public sectors payment authorizations Fully certified facility from and acceptance Visa, MasterCard, and Boasts state-of-the-art Mezza schemes and the production facility **Payment Card Industry** Council



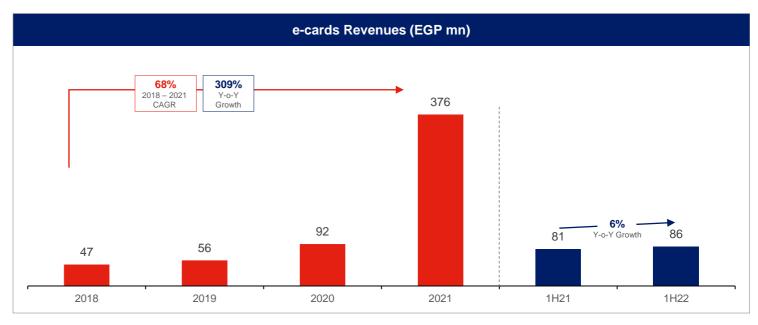
eCards Operational Drivers & Revenues

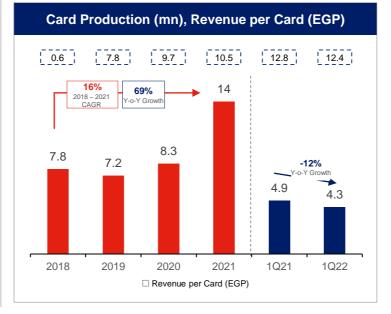


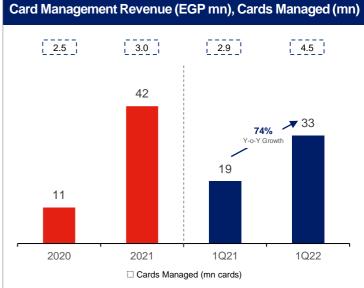
Key Highlights

Revenue at eCards expanded by 6.0% y-o-y before eliminations, booking EGP 86.2 million for 1H2022. Card Production revenues recorded EGP 53.2 million in 1H2022, down by 14.8% y-o-y. This decline in card production was attributed to macroeconomic conditions, mainly the foreign currency and worldwide sim card shortages which may extend into the coming quarters. The decline was offset by growth in eCards' Card Management revenues.

eCards continued to ramp up operations at the Card Management Services segment, where revenues booked EGP 33.0 million during 1H2022, up by 75.0% y-o-y, with the number of cards managed climbing by 54.2% y-o-y to 4.5 million.







eKhales



Through eKhales, the Group has successfully tapped into Egypt's thriving retail space, enabling users to execute all manner of bill payments, and creating value for a wide network of merchant partners

Through its wide network of POS partners, and interoperable digital wallet platforms, eKhales has successfully established itself as the leading bill aggregator in Egypt and acts as the primary bill hub for a variety of retail payments, including education, utilities, as well as other services.



>380K
POS Network

EGP c.500 mn

Average TPV Per
Month

49.7 mn

Transactions
Aggregated, 1H2022





























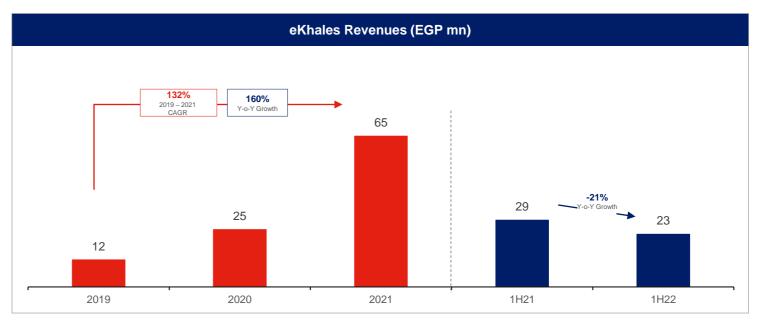


eKhales Operational Drivers & Revenues

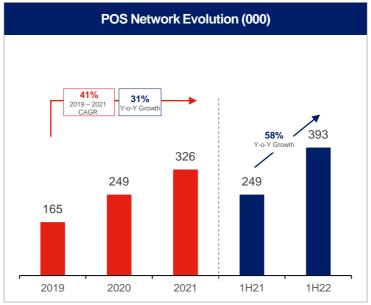


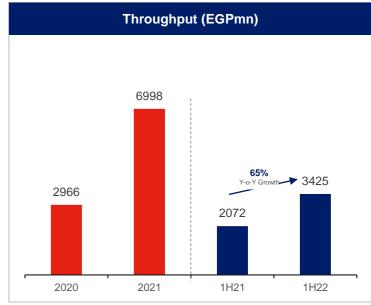
Key Highlights

eKhales recorded pre-elimination revenues of EGP 22.6 million for 1H2022, down by 20.7% y-o-y from the figure recorded in 1H2021. The y-o-y decline in revenues at eKhales reflects a base effect from one-off POS sales of nearly EGP 15 million completed during 1H2021. POS sales are not a core revenue stream for the subsidiary and will not be recurring.



Once one-off POS sales from the comparable period are excluded, eKhales records significant y-o-y revenue growth of 68.9% y-o-y, reflecting growth in the subsidiary's core aggregation business.



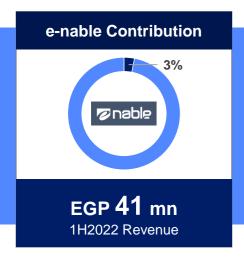


e-nable



e-nable is a leading Business Processing Outsourcing (BPO) service provider, offering a suite of integrated telecommunications and contact center solutions, from HR and IT outsourcing to a full contact center, across local and international markets

ı	Service Offering					
	24/7 Contact Center		HR Outsourcing		IT Outsourcing	
	Inbound and outbound		HR Operations		Renting seats	
	Non-voice services Consultancy chat bot		Recruitment		Contact Center Tech	
			Training and consultancy		Consultancy	
I	737	Seats (capacity to reach 1,000)	24/7	Service	59	Clients
	>1 mn	Monthly Calls	15 mn	Individual Customers	9	Industries Served



enable is the Group's business process outsourcing (BPO) service provider. The subsidiary focuses on supporting efinance's wide customer base.

enable is the preferred service provider for a broad range of Egyptian and international entities, offerings solutions which range from HR and IT process outsourcing to full contact center services.

e-nable Operational Drivers & Revenues



Key Highlights

e-nable was established in 2021 to absorb efinance's spun off call center business, with FY2021 being the company's first fiscal year with standalone financial statements. Thus, revenue comparison reflects results of the newly established entity against divisional performance in the previous year.

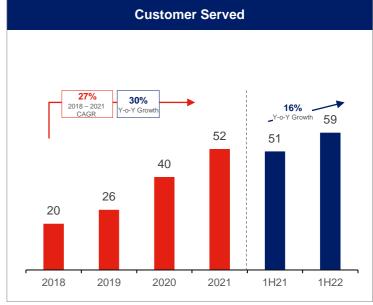
In 2019, e-nable started penetrating the private market with flagship customers in the pharmaceutical, social development, and FMCG sectors.

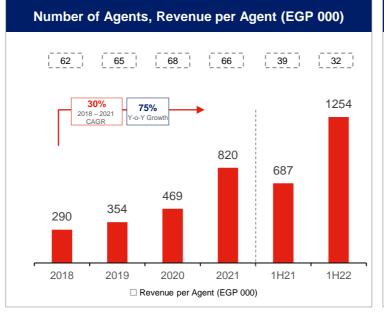
Pre-elimination revenues at enable recorded EGP 40.6 million in 1H2022, up by 50.9% y-o-y from the top line of EGP 26.9 million booked for 1H2021.

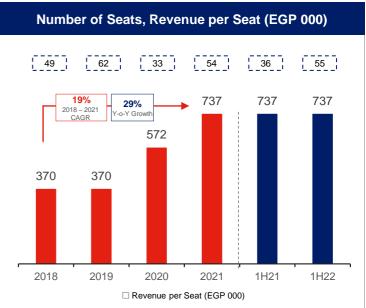
Growth was driven by increased capacity following a period of continued investment, with enable serving a total of 59 clients in 1H2022 compared to 51 in 1H2021.

The subsidiary's revenues were augmented by two new projects launched during the first quarter, driving rapid growth at enable's IT outsourcing and HR outsourcing businesses.









eAswaaq



Established in 2020, eAswaaq establishes digital purchasing platforms that penetrate and unlock value from a wide range of economic sectors, creating a one-stop-shop for digital commerce

eAswaag provides platforms catering to several sectors across Egypt's growing economy: An unprecedented platform for B2B and B2C marketplaces aswaaq Initial focus is agriculture, with Egypt's **AgriMisr Aswaaq Misr Ayadi Misr Tamweel Misr** first agri-focused e-commerce platform Strategic partnerships with key **Agriculture B2C Commerce** Microlending **Handcrafts** public and private sector players



Appendix





Historical Income Statement



Consolidated Income Statement				
(EGP mn, unless otherwise stated)	2020	2021	1H2021	1H2022
Sales	1,232	1,963	904	1,262
<u>Total Revenue</u>	<u>1,232</u>	<u>1,963</u>	<u>904</u>	<u>1,262</u>
% y-o-y	25.2%	59.3%		39.5%
Cash Production Costs	(585)	(966)	(433)	(530)
Depreciation & Amortization	(52)	(74)	(34)	(44)
Total COGS	(637)	(1,040)	(467)	(574)
Gross Profit	<u>596</u>	923	437	688
Gross Profit Margin (%)	48.3%	<u>929</u> 47.0%	48.3%	<u>54.5%</u>
% y-o-y	35.3%	55.0%	.2.070	57.4%
S&M Expense	(18)	(43)	(7)	(38)
G&A Expense	(18)	(205)	(7) (90)	(38)
·				
EBIT	424	<u>675</u>	340	<u>517</u>
EBIT Margin (%)	34.4%	34.4%	37.6%	41.0%
% y-o-y	38.6%	59.2%		52.2%
EBITDA	<u>476</u>	<u>749</u>	<u>374</u>	<u>562</u>
EBITDA Margin (%)	38.6%	38.2%	41.4%	44.5%
% y-o-y	33.0%	57.3%		50.1%
Investment Income	10	6	3	44
Other Income	3	19	3	5
FX Gains (Losses)	0.17	0.7	-	(4)
Interest Income	44	69	24	158
Interest Expense	(11)	(14)	(6)	(8)
Capital Gains (Losses)	(0.39)	0.06	-	-
ESOP Expense	- (40)	-	-	-
Net Provisions Impairment Losses	(13)	(14)	<u> </u>	(6)
<u> </u>				
Pre-Tax Profit	<u>457</u>	742	<u>365</u>	<u>706</u>
% of Total Revenues	37.1%	37.8%	40.3%	56.0%
Taxes	(105)	(222)	(89)	(220)
Corporate Tax Rate	22.9%	30.0%	24.5%	31.1%
Net Profit Before Minority	<u>352</u>	<u>520</u>	<u>276</u>	<u>487</u>
Margin	28.6%	26.5%	30.5%	38.6%
% y-o-y	30.2%	47.5%	47.5%	76.6%
Minority Interest	(2)	0.05	(3)	7
Net Profit	354	520	278.8	480
Net Profit Margin	28.7%	26.5%	30.8%	38.0%
% y-o-y		46.9%		72.0%

Historical Balance Sheet



	0 "14 15 1			
	Consolidated Balan	ice Sheet		
(EGP mn, unless otherwise stated)	2019	2020	2021	1H2022
Assets Cash	612	633	2,367	796
HTM Investments	UIZ	033	2,307	2,109
Receivables	667	780	1,358	1,576
Inventory	54	59	55	77
inventory	34	33	33	"
Total Current Assets	<u>1,333</u>	<u>1,472</u>	4,282	<u>4557</u>
Total Culterit Assets	1,333	2,772	4,202	4337
Gross PP&E	490	638	760	748
Accumulated Depreciation (-)	(322)	(346)	(379)	(404)
Projects Under Construction	33	23	132	139
Intangibles	0.07	0.02	21	42
Employee Benefits Paid in Advance		10	7	5
Deferred Tax Assets	24	26	33	-
Investments (FVOCI)	103	136	137	140
Investment in Associates			51	89
Total Non-Current Assets	<u>329</u>	<u>486</u>	<u>762</u>	<u>760</u>
<u>Total Assets</u>	<u>1,662</u>	<u>1,958</u>	<u>5,044</u>	<u>5,317</u>
Liabilities				
Overdrafts			115	104
			115	104
CPLTD				
Total Short-Term Debt	22.4	255	115	104
Payables	334	355	551	629
Provisions	10	10	404	464
Tax Payable	53	85 23	181	<u>164</u> 29
Operating Lease Installments		23	34	29
<u>Dividends Payable</u>				
Total Current Liabilities	<u>397</u>	<u>473</u>	<u>881</u>	<u>926</u>
Long-Term Debt				
Defined Benefit Obligations	127	148	159	197
Finance Lease Installments		73	60	27
				1
Total Non-Current Liabilities	<u>127</u>	<u>221</u>	<u>219</u>	<u>226</u>
<u>Total Liabilities</u>	<u>523</u>	694	<u>1,100</u>	1,151
- Our Electrics	252	<u> </u>	2,100	2,127
Owners' Equity				
Capital	800	800	889	924
Capital Increase			2,346	1,956
Legal Reserve	27	45	55	44
General Reserve	20	90	90	102
ESOP Reserves				
Retained Earnings	262	269	503	681
Minority Interests	29	61	61	58
Total Owners Equity	1,139	1,264	3,944	4,166
				.,,

Stock Information





Share and Contact Information		
Ticker	EFIH.CA on the EGX	
Date of Listing	20 October 2021	
Number of Shares	1,848,888,889	
Par Value	EGP 0.5 / share	
Paid-in Capital	EGP 924,444,444	
Market Capitalization*	EGP 26.0bn	

Thank You

INVESTOR RELATIONS CONTACTS

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SHAREHOLDER INFORMATION

EGX: EFIH.CA Listed: October 2021 Shares Outstanding: 1.6 billion



