



Edita Food Industries Reports 3Q2023 Results

Edita delivers an-all time quarterly high revenue of EGP 3.1 billion, with profitability mirroring top-line performance and recording a 48.5% y-o-y increase in net profit to EGP 424.9 million, while export sales grew 141.0% y-o-y and accounted for 10% of revenues

Cairo, 5 November 2023

Edita Food Industries S.A.E. (EFID.CA on the Egyptian Exchange & EFID.L on the London Stock Exchange), a leader in the Egyptian packaged snack food market, announced today its results for the quarter ended 30 September 2023, recording revenues of EGP 3.1 billion, up 54.6% y-o-y. Strong revenue growth filtered down to the net profit level, which grew 48.5% year-on-year to record EGP 424.9 million, with an associated net profit margin of 13.6% in 3Q2023.

During the period, the company was able navigate inflationary pressures through responsive strategies, leveraging operational efficiency, and optimizing manufacturing overheads.

Growth was primarily driven by substantial revenue increases across the cake and bakery segments, which expanded by 47.8% and 63.4% y-o-y respectively. This was closely followed by improvements in the wafers and rusks segments as well as a significant growth in the candy and biscuit segments. On the volumes front, Edita sold 2,983 million packs across its six segments, exemplifying the company's ability to diversify its portfolio and widen price spectrum, all while creating higher-value propositions for its customers.

On a nine-month basis, Edita recorded top-line of EGP 8.8 billion in 9M2023, up by a notable 70.1% compared to the same period last year. This growth had a positive impact on the company's bottom-line, which increased 87.6% y-o-y to record EGP 1.2 billion in 9M2023, with an expanded margin of 13.5% compared to 12.2% in 9M2022.

This quarter marked Edita's venture into the fast-growing frozen snack segment through its new subsidiary Edita Frozen Food Industries. Only four months after its acquisition of Fancy Foods, the company was quick to launch its latest brand Molto Forni encompassing eight SKUs and introducing a new range of ready-to-bake frozen croissant and puff pastry products to the market.

On the regional front, Edita continues to expand its presence across more than 17 countries through its extensive network of exports, fuelling more traction for its brand name. As a result, gross export sales recorded EGP 312.0 million in revenues,



remarkably increasing by 141.0% y-o-y. In USD terms, export sales booked USD 10.1 million in the quarter, up 48.0% y-o-y. On a year-to-date basis, export sales booked USD 25.2 million, up 48.5% y-o-y. Lastly, Edita Morocco recorded EGP 259.7 million in revenues, growing nearly a three-fold y-o-y in 9M2023.

—Ends—

About Edita Food Industries S.A.E.

Edita, founded in 1996 and headquartered in Egypt, is a leader in the growing Egyptian packaged snack food market. The Company manufactures, markets and distributes a range of branded baked snack products including packaged cakes, bakery, rusks (baked wheat), wafers and biscuits as well as selected confectionary/candy products. The Company's local brand portfolio includes household names such as TODO, Molto, Bake Rolz, Bake Stix, Freska, Oniro and MiMix. The Company also has the exclusive ownership of the international Hostess brands Twinkies, HOHO's and Tiger Tail in Egypt, Libya, Jordan, Palestine, Morocco, Algeria, Tunisia, Syria, Lebanon, Iraq, Bahrain, Oman, the UAE, Kuwait, Qatar and Saudi Arabia; and is party to a technical assistance and know-how agreement to manufacture 11 additional Hostess brands across its territories. The Company holds strong number-one market positions in its core cake and bakery segments as well as in rusks, a leading market position in candy and a growing market position in the wafers segment. In 3Q2023, the Company derived 90.0% of its revenue from Egypt and 10.0% from regional export markets. Learn more at ir.edita.com.eg.

Contacts

Ms. Menna Shams El Din

Head of Investor Relations & Corporate Affairs

T: +202 3851-6464 | M: +2010 0 154 2428 | menna.shamseldin@edita.com.eg

Forward-Looking Statements

This communication contains certain forward-looking statements. A forward-looking statement is any statement that does not relate to historical facts and events, and can be identified by the use of such words and phrases as “according to estimates”, “aims”, “anticipates”, “assumes”, “believes”, “could”, “estimates”, “expects”, “forecasts”, “intends”, “is of the opinion”, “may”, “plans”, “potential”, “predicts”, “projects”, “should”, “to the knowledge of”, “will”, “would” or, in each case their negatives or other similar expressions, which are intended to identify a statement as forward-looking. This applies, in particular, to statements containing information on future financial results, plans, or expectations regarding business and management, future growth or profitability and general economic and regulatory conditions and other matters affecting the Company.

Forward-looking statements reflect the current views of the Company's management (“Management”) on future events, which are based on the assumptions of the Management and involve known and unknown risks, uncertainties and other factors that may cause the Company's actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by these forward-looking



statements. The occurrence or non-occurrence of an assumption could cause the Company's actual financial condition and results of operations to differ materially from, or fail to meet expectations expressed or implied by, such forward-looking statements.

The Company's business is subject to a number of risks and uncertainties that could also cause a forward-looking statement, estimate or prediction to differ materially from those expressed or implied by the forward-looking statements contained in this prospectus. The information, opinions and forward-looking statements contained in this communication speak only as at its date and are subject to change without notice. The Company does not undertake any obligation to review, update, confirm or to release publicly any revisions to any forward-looking statements to reflect events that occur or circumstances that arise in relation to the content of this communication.