

Qalaa Holdings Reports 3Q 2023 Results

- Qalaa's consolidated revenue grew 11% y-o-y to EGP 26.4 billion in 3Q23, supported by broad-based growth across all subsidiaries apart from Takamol Cement, which saw its production and sales impacted by the ongoing armed conflict in Sudan. Recurring EBITDA reached EGP 3.9 billion during the quarter, down from EGP 8.8 billion in 3Q22 as a consequence of lower margins at ERC;
- ERC contributed c.74% to Qalaa's total revenue in 3Q23. ERC's refining margins dropped noticeably in 3Q23, partially reflecting a normalization of oil prices following the significant spike that occurred in 2022. In addition, in July 2023 ERC underwent a planned 17-day production shutdown for the implementation of an overhaul and debottlenecking which has increased production capacity to the tune of 6-7%. A study is underway for another debottlenecking in 2029, which should increase the plant's capacity by another 10%;
- ERC's receivables from EGPC have declined to USD 332.0 as of 20 December 2023. EGPC paid a total of USD 935 million in 2023, enabling ERC to exceed mandatory debt repayments and fund its debt service reserve account with USD 181.0 million. ERC continues to be fully current on all its scheduled debt payments and remains on track to fully settle its senior debt in 2025, after which ERC will start distributing dividends. ERC's current net senior debt amounts to USD 730.0 million as of 20 December 2023;
- Qalaa's revenue excluding ERC rose 19% y-o-y, on the back of positive performances across most subsidiaries, reflecting the success of the Group's long-term strategy focused on import substitution and developing export-oriented businesses. Meanwhile, recurring EBITDA excluding ERC fell by 8% y-o-y due to the poor performance at Takamol Cement, which overshadowed the continued strong growth of the other subsidiaries;
- The Group's export proceeds for 3Q23 reached c.USD 19.0 million, while local foreign currency revenue recorded c.USD 682.5 million during the quarter. Going forward, the Group will continue focusing on growing its exports and leveraging the cost advantage available to local manufacturers;
- Qalaa recorded a net profit of EGP 2.0 billion in 3Q23, compared to the EGP 16.7 million achieved in 3Q22, mainly on the back of a substantial gain on sale of investments;
- APM Investment Holdings Limited (APM), a wholly owned subsidiary of ASCOM, sold its c.35% stake in Ethiopia's Kurmuk Gold Project to Canadian company Allied Gold Corp. The revenue from the transaction includes the receipt of c. 11.5 million shares in Allied Gold in favor of APM Investment Holdings Limited, at a total value of c.USD 25.1 million as of 30 September 2023, as well as deferred payments totaling USD 65.6 million by Allied Corp in three installments starting 30 September 2024 and ending 30 September 2027;
- All in all, Qalaa's financial and operational results for 3Q23 continued to demonstrate the Group's resilience in the midst of challenging macroeconomic conditions;
- Qalaa's ongoing strategy will continue to focus on the following elements:
 - The Group will continue driving growth through small incremental investments in its subsidiaries, expanding cashflows, and thereby reducing its debt to cashflow ratios. Management is confident this strategy will continue to deliver the desired results;
 - Qalaa is currently studying several new medium-sized, export-oriented, and predominantly green investments with high local value-added components, to be executed through its subsidiaries.
- Debt restructuring at Qalaa at both the holding and portfolio company levels is progressing satisfactorily.

3Q 2023 Consolidated Income Statement Highlights	
Revenue EGP 26.4 bn vs. EGP 23.7 bn in 3Q22	Revenue (excluding ERC) EGP 7.0 bn vs. EGP 5.9 bn in 3Q22
EBITDA* EGP 3.9 bn vs. EGP 8.8 bn in 3Q22	EBITDA* (excluding ERC) EGP 1.0 bn vs. EGP 1.1 bn in 3Q22
Net Income** After Minority EGP 2.0 bn vs. EGP 16.7 mn in 3Q22	Net Income After Minority** (excluding ERC) EGP 2.1 bn vs. EGP (601.5) mn in 3Q22
9M 2023 Consolidated Income Statement Highlights	
Revenue EGP 84.4 bn vs. EGP 69.4 bn in 9M22	Revenue (excluding ERC) EGP 20.8 bn vs. EGP 16.3 bn in 9M22
EBITDA* EGP 18.7 bn vs. EGP 21.8 bn in 9M22	EBITDA* (excluding ERC) EGP 3.5 bn vs. EGP 2.8 bn in 9M22
Net Income After Minority** EGP 1.7 bn vs. EGP 847.1 mn in 9M22	Net Income After Minority** (excluding ERC) EGP 1.2 bn vs. EGP (863.0) mn in 9M22
Highlights from Consolidated Balance Sheet at 30 September 2023	
Consolidated Assets EGP 184.7 bn At current book value vs. EGP 144.9 bn in FY22	Consolidated Debt EGP 89.4 bn Of which EGP 56.3 bn related to ERC***

*Recurring EBITDA excludes one-off selling, general and administrative expenses.

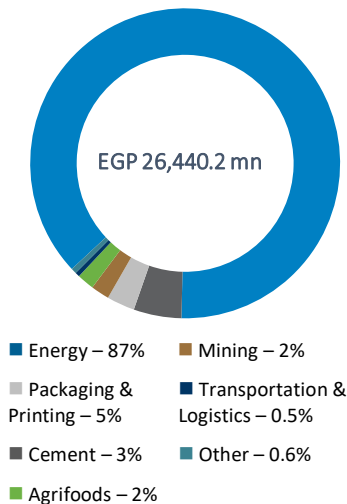
**The optional exceptional accounting treatment of reclassifying the FX to the Other Comprehensive Income (OCI) has been applied in 2023.

***ERC's debt consists of the USD equivalent of EGP 29.4 billion in Senior Net Debt (Senior Debt – Cash) and EGP 17.3 billion in Mezzanine Debt.

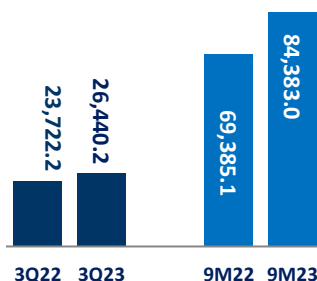
Qalaa Holdings, a leader in energy and infrastructure (CCAP.CA on the Egyptian Exchange), released today its consolidated financial results for the nine month period ending 30 September 2023. Financial and operational highlights follow, as do the management's comments and overview of the performance of Qalaa's different business units. Full financials are available for download at ir.qalaa Holdings.com.

Financial and Operational Highlights

**QALAA HOLDINGS
CONSOLIDATED REVENUE 3Q23**



**REVENUE PROGRESSION
(EGP mn)**



- **Qalaa's consolidated revenue grew by 11% y-o-y to EGP 26.4 billion, largely driven by ERC's contribution.**

ERC's USD-denominated revenue increased by 9% y-o-y in EGP terms to EGP 19.5 billion, compared to the EGP 17.9 billion recorded in 3Q22. Growth was mainly driven by the depreciation of the EGP against the USD, offsetting the effect of the decline in both the price and production volume of refined petroleum products. ERC continues to contribute the lion's share of the Group's revenues, with 74% of Qalaa's revenues for the quarter coming from the company. In addition, in July 2023 ERC underwent a planned 17-day production shutdown for the implementation of an overhaul and debottlenecking, which has increased production capacity to the tune of 6-7%.

- **Excluding ERC, Qalaa's 3Q23 revenue rose by 19% y-o-y to EGP 7.0 billion, driven by strong performances across most subsidiaries.**

TAQA Arabia's revenue grew 27% y-o-y to EGP 3.6 billion in 3Q23, compared to EGP 2.9 billion in 3Q22. Revenue growth was primarily driven by a strong performance at TAQA Gas, on the back of a rise in connection revenue, as well as an expansion in CNG volume sold following an increase in the number of CNG stations. Revenue growth was further supported by the positive contribution from foreign currency linked power generation prices, in addition to the implementation of new photovoltaic projects under TAQA Power. Additionally, the increase in the price and volume of both fuel and lubes at TAQA Petroleum further boosted revenue growth.

National Printing reported a 15% y-o-y increase in revenue during the quarter to EGP 1.3 billion, with the company witnessing mixed performances across its subsidiaries. El Baddar continued to capitalize on its new facility, delivering a 34% y-o-y top-line increase. Similarly, Shorouk for Modern Printing and Packaging achieved an 18% y-o-y increase in revenue in 3Q23, on the back of an increase in the average price per ton. Meanwhile, Uniboard reported a slight 4% y-o-y decline in revenue following a drop in sales volume.

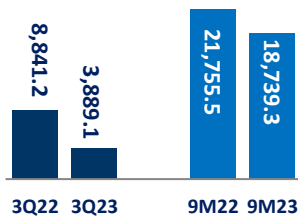
ASEC Holdings recorded EGP 772.3 million in revenue in 3Q23, a 21% y-o-y decline owing to the negative impact of the turmoil in Sudan on the operations of its subsidiary Al Takamol Cement. It is worth noting that the staff and assets of Qalaa's Sudan affiliate Takamol Cement are safe and continue to operate at a limited capacity. Qalaa continues to closely monitor the ongoing developments within the country.

Dina Farms Holding Company recorded revenue of EGP 508.7 million in 3Q23, up 56% y-o-y from EGP 327.0 million in 3Q22. Top-line expansion was driven by improved operations at Dina Farms, as well as ICDP's revenue benefiting from higher selling prices and new product launches.

During the quarter, ASCOM achieved a 33% y-o-y increase in revenue to EGP 475.2 million, as the EGP devaluation augmented the USD-denominated revenues of ASCOM's two largest revenue generators: Ascom for Chemicals

**RECURRING EBITDA
PROGRESSION**

(EGP mn)



and Carbonates Manufacturing (ACCM) and GlassRock, an insulation material producer. Improved performances across both GlassRock and the company's quarrying operations in Egypt further supported ASCOM's top-line results.

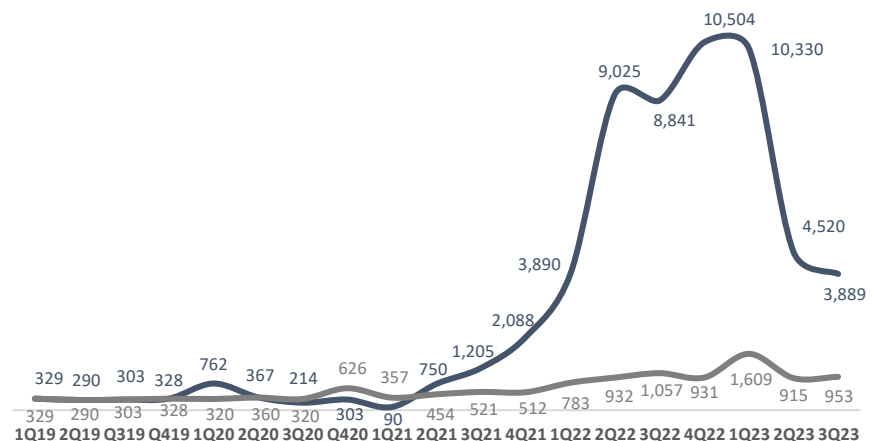
Finally, CCTO's transportation and logistics business delivered a 39% y-o-y increase in revenue to EGP 124.7 million in 3Q23, on the back of improvements across all revenue streams of its Egyptian arm NRPMC.

- Qalaa's recurring EBITDA fell significantly to EGP 3.9 billion in 3Q23 from EGP 8.8 billion in 3Q22, mainly impacted by the declining margins at ERC during the quarter.

ERC's gross refining margins averaged USD 2.16 million per day in 3Q23, down on a y-o-y basis from the USD 4.98 million per day witnessed during 3Q22. The drop reflects a combination of higher feedstock prices, lower refined product prices, and a decline in the quality of feedstock received. It also partially reflects a normalization of oil prices following a significant spike that occurred in 2022.

Consolidated Recurring EBITDA Progression Chart* (EGP mn)

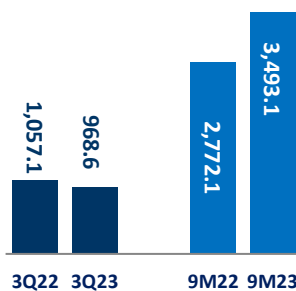
— Consolidated EBITDA — Consolidated EBITDA ex- ERC



*ERC started operations in 1Q20

**RECURRING EBITDA
PROGRESSION (Excluding ERC)**

(EGP mn)

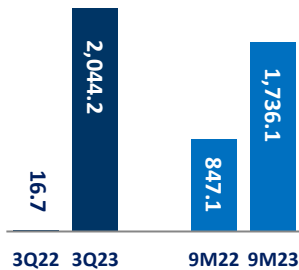


- Excluding ERC, Qalaa's EBITDA dropped by 8% y-o-y from EGP 1.1 billion in 3Q22 to EGP 1.0 billion in 3Q23. Declining profitability was largely driven by the negative effects of the ongoing armed conflict in Sudan on Takamol Cement's results.

Qalaa's EBITDA excluding ERC was primarily driven by contributions from TAQA, National Printing, Dina Farms, and CCTO. Additionally, ASCOM's export-driven businesses delivered a strong performance, capitalizing on its competitive advantage in global markets.

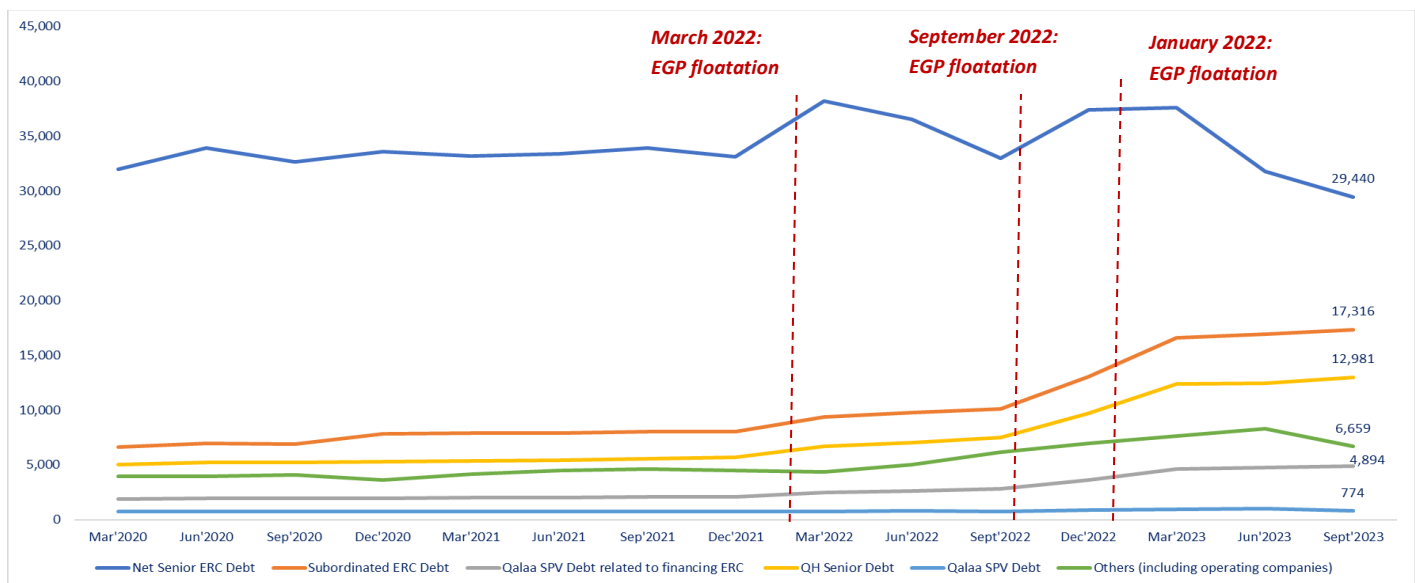
- Depreciation and amortization expenses stood at EGP 2.2 billion in 3Q23, up 58% y-o-y from EGP 1.4 billion in 3Q22. Of the total, EGP 1.8 billion were related to ERC.

NET PROFIT PROGRESSION (EGP mn)



- Bank interest expense recorded EGP 2.3 billion during the quarter, up 54% y-o-y compared to EGP 1.5 billion in 3Q22 as a result of higher interest rates, coupled with the impact of FX translations.
- It is worth noting that all FX gains/losses incurred in 2023 following the devaluation of the EGP were reclassified into other comprehensive income (OCI) under equity on the balance sheet, as per the exceptional accounting treatment adopted by Qalaa. Meanwhile, in 3Q23 Qalaa recorded an FX gain of EGP 87.0 million as a result of hyperinflation treatment in Sudan.
- Qalaa Holdings recorded consolidated net income after minority interest of EGP 2.1 billion, up significantly from the EGP 16.7 million achieved in 3Q22. Bottom-line growth was mainly driven by the significant gain on sale of investments, where APM Investment Holdings Limited (APM), a wholly owned subsidiary of ASCOM, sold its c.35% stake in Ethiopia's Kurmuk Gold Project to the Canadian company Allied Gold Corp.
- It is worth noting that as of 20 December 2023, ERC's Net Senior Debt stands at USD 730.0 million.

Net Bank Debt Progression (EGP bn)



Management Comment

“We will continue to push ahead with our growth strategies across our numerous platforms over the coming years, keeping a close eye on potential investment opportunities.”

“The global economy continues to navigate challenges as the world grapples with one of the most difficult macroeconomic periods in recent history. Although we are now seeing signs of global inflation coming down, countries continue to face unprecedented levels of debt, still elevated inflation rates, and tightening monetary conditions. As a result, there are continued expectations of suppressed economic growth in the long term, high borrowing costs, and an increased focus on debt reduction. Furthermore, the increasingly evident effects of climate change around the world, as well ongoing geopolitical tensions, which have been further exacerbated by the recent unrest, continue to place significant stress on the global financial system,” **said Qalaa Holdings’ Chairman and Founder Ahmed Heikal.**

“These difficulties have also created a challenging domestic environment. Inflation rates remain high, and the Egyptian Central Bank continues to implement a tightening monetary policy to rein in rising price levels. On the bright side, Egypt remains an attractive investment destination for regional and international investors, and I am confident that the country’s long-term economic prospects remain positive. That being said, Qalaa remains well-positioned to overcome prevalent challenges thanks to our resilience, flexibility, and efficiency, which are ingrained into the core of our DNA,” **continued Heikal.**

“I am proud of Qalaa’s positive results amidst the current operating environment,” **added Heikal**. “During the quarter, Qalaa’s top-line expanded by 11% y-o-y, with results at the Egyptian Refining Company supporting the Group’s performance. Despite this, Qalaa’s EBITDA contracted year-on-year due to the sharp decline in ERC’s margins, as well as the negative impact of the ongoing armed conflict in Sudan on Takamol Cement’s performance. Going forward, we remain committed to prioritizing the growth of our subsidiaries’ cashflows and carefully deploying them to make high yield incremental investments while adhering to our debt repayment plan.”

“Additionally, I am pleased to announce that APM Investment Holdings Limited (APM), a wholly owned subsidiary of Qalaa Holdings’ mining arm ASCOM, completed the sale of its c.35% stake in Ethiopia’s Kurmuk Gold Project to Canadian company Allied Gold Corp. The revenue from this transaction includes the receipt of around 11.5 million shares in Allied Gold in favor of APM Investment Holdings Limited, with a total value of c.USD 25.1 million as of 30 September 2023. The transaction will also include deferred payments totaling USD 65.6 million by Allied Corp in three installments starting 30 September 2024 and ending 30 September 2027. This comes as part of Qalaa’s strategy of divesting some of its non-core businesses and assets to settle the Group’s outstanding debts,” **Heikal said**.”

“We will continue to push ahead with our growth strategies across our numerous platforms over the coming years, keeping a close eye on identified investment opportunities. Our portfolio companies remain resilient in the face of external pressures and continue to benefit from Qalaa’s meticulous growth strategies. With the positive results achieved across our business segments during the quarter, I am confident that the outlook for the Group remains bright,” **Heikal stated.**

“Finally, I would like to reiterate that the true value of Qalaa’s performing assets is masked due to accounting for the assets at their historical cost and adjusting for

impairments, while not taking into consideration any revaluation adjustments," **concluded Heikal.**

"I am proud of the impressive results achieved by Qalaa for the third quarter this year," **said Hisham El-Khazindar, Qalaa Holdings' Co-Founder and Managing Director.** "The energy segment reported strong results, as TAQA Arabia saw its revenue expand following a robust performance at TAQA Gas, as well as the implementation of new photovoltaic projects under TAQA Power, and favorable drivers at TAQA Petroleum. Similarly, ERC top-line expanded year-on-year despite both the decline in refining margins during the quarter, and the implementation of a planned 17-day production shutdown for the execution of an overhaul and debottlenecking. Meanwhile, our position as an import substitute and export player across our mining and printing businesses continued to drive both consolidated growth, and valuable USD proceeds for the Group. Finally, our agriculture and logistics segments continued to record robust top- and bottom-line growth owing to their strong investment fundamentals."

"We continue to place the reduction of Qalaa's risk levels, primarily by deleveraging and expanding the Group's cashflows, at the forefront of our priorities. ERC, as well as all other operating companies bar one, are current on all due principal and interest payments. In parallel, we continue to make satisfactory progress with regards to the restructuring of Qalaa's holding level debt," **added El-Khazindar.**

"Our performance for the third quarter of the year is a demonstration of our ability to push ahead during difficult times, and I am looking forward to another quarter of growth and strong results across our operations and markets," **concluded El-Khazindar.**

Detailed overviews of the performance of operational companies in each of Qalaa's core industries follow; complete financials are available for download at ir.qalaaholdings.com.

Methods of Consolidation

Fully Consolidated Companies	Energy	 Egyptian Refining Company	 TAQA Arabia
	Cement	 ASEC Holding	
	Packaging and Printing	 National Printing (Grandview)	
	Mining	 ASCOM	
	Agrifoods	 ICDP & Dina Farms	
	Transportation & Logistics	 National River Port Management Company	 Nile Barges (Sudan)
	Metallurgy	 United Foundries	

Equity Method Consolidated Companies (Share of Associates)	Mining	 ASCOM Precious Metal (APM - Ethiopia)	
	Cement	Zahana Cement	
	Energy	Castrol Egypt (TAQA Marketing – British Petroleum JV)	 Tawazon
	Publishing & Retail	 Tanweer	
	Healthcare	 Allmed	

Qalaa Holdings Consolidated Income Statement (in EGP mn)

	1Q 2023	2Q 2023	3Q2023	9M 2023	1Q 2022**	2Q 2022**	3Q 2022**	9M 2022**
Revenue	30,287.2	27,655.6	26,440.2	84,383.0	18,681.6	26,981.2	23,722.2	69,385.1
Cost of Sales	(19,316.1)	(22,460.1)	(21,852.9)	(63,629.1)	(14,365.3)	(17,481.3)	(14,372.8)	(46,219.5)
Gross Profit	10,971.1	5,195.6	4,587.2	20,753.9	4,316.3	9,499.9	9,349.4	23,165.6
Advisory fee	-	-	-	-	-	-	-	-
Operating Profit	10,971.1	5,195.6	4,587.2	20,753.9	4,316.3	9,499.9	9,349.4	23,165.6
SG&A	(733.8)	(724.2)	(756.1)	(2,214.2)	(454.1)	(531.1)	(526.7)	(1,511.8)
Other Revenue - Export Subsidy	40.3	34.2	59.8	134.3	37.8	51.4	35.9	125.0
Other Income/Expense - Net	52.5	14.6	(1.8)	65.3	(10.3)	4.3	(17.3)	(23.3)
EBITDA before one-off charges	10,330.1	4,520.1	3,889.1	18,739.3	3,889.7	9,024.5	8,841.2	21,755.5
Non-recurring Revenues & Costs	14.6	48.6	(7.9)	55.3	10.8	(2.7)	3.6	11.7
EBITDA	10,344.7	4,568.7	3,881.2	18,794.6	3,900.5	9,021.8	8,844.8	21,767.2
Depreciation & Amortization	(2,175.6)	(2,281.8)	(2,221.7)	(6,679.0)	(1,192.8)	(1,333.6)	(1,403.3)	(3,929.6)
EBIT	8,169.1	2,287.0	1,659.5	12,115.6	2,707.8	7,688.2	7,441.5	17,837.5
Finance Cost	(2,126.1)	(2,292.5)	(2,271.6)	(6,690.3)	(1,102.2)	(1,140.6)	(1,487.3)	(3,730.0)
Other Finance Cost	(8.8)	(100.4)	-	(109.2)	173.4	185.8	105.2	464.4
Bank PIK	(120.3)	(135.4)	(128.5)	(384.3)	(37.5)	(46.1)	(62.4)	(146.0)
3rd Party Shareholder	(219.9)	(225.2)	(203.3)	(648.4)	(97.3)	(99.8)	(113.6)	(310.7)
Interest income	322.0	452.9	483.4	1,258.3	183.3	202.5	226.3	612.1
Finance Lease Charges/NPV LT Assets	(40.2)	(42.5)	(19.8)	(102.5)	(19.5)	(74.7)	(35.0)	(129.2)
EBT (before one-offs)	5,975.7	(56.2)	(480.2)	5,439.3	1,808.2	6,715.2	6,074.8	14,598.2
Gain/(Loss) on Sale of Investments	-	-	2,894.9	2,894.9	-	-	-	-
Impairments/Write-downs	(36.1)	73.9	(580.5)	(542.7)	(7.6)	(17.7)	(12.4)	(37.7)
Acquisitions, Legal & Restructuring	(2.9)	187.0	761.4	945.6	818.6	(8.3)	(12.6)	797.7
Share in Associates' Results*	(27.4)	(0.2)	(2.4)	(30.1)	(12.3)	12.5	17.3	17.5
CSR	(4.2)	(1.5)	(2.2)	(7.9)	(2.5)	(3.6)	(1.0)	(7.1)
Provisions	(230.8)	(60.1)	(170.9)	(461.9)	(277.3)	(117.5)	(172.6)	(567.4)
FOREX**	350.6	262.8	87.0	700.4	(37.7)	(89.9)	(236.2)	(363.8)
EBT	6,024.8	405.6	2,507.1	8,937.6	2,289.3	6,490.7	5,657.3	14,437.3
Taxes	(1,569.4)	(265.9)	(3.6)	(1,838.9)	(126.4)	(124.5)	(1,127.1)	(1,378.0)
Net P/L Including Minority Share	4,455.4	139.7	2,503.6	7,098.6	2,162.9	6,366.3	4,530.2	13,059.3
Minority Interest	4,382.3	520.8	459.4	5,362.5	1,694.0	6,004.7	4,513.5	12,212.2
Net Profit/(Loss) for the Period	73.0	(381.2)	2,044.2	1,736.1	468.9	361.6	16.7	847.1

* Share in associates' results include: APM, Zahana, ECARU, ENTAG and Tanweer Group.

** The optional exceptional accounting treatment of reclassifying the FX to the Other Comprehensive Income (OCI) has been applied in 2023. Comparative figures for 2022 have been restated accordingly.

Qalaa Holdings Consolidated Income Statement by Sector for the three-month period ending 30 September 2023 (in EGP mn)

	QH	SPVs	Energy		Cement	T&L [^]	Mining	Agrifoods	Others		Elimination	3Q 2023	3Q 2022
			Orient	Silverstone	NDT	CCTO	ASCOM	Falcon	Misc.*	Grandview			
Revenue	-	-	19,467.0	3,622.7	772.3	124.7	475.2	508.7	149.3	1,320.2	-	26,440.2	23,722.2
Cost of Sales	-	-	(16,257.8)	(3,114.1)	(729.0)	(47.3)	(349.7)	(317.7)	(115.1)	(922.1)	-	(21,852.9)	(14,372.8)
Gross Profit	-	-	3,209.2	508.6	43.3	77.4	125.5	191.0	34.2	398.1	-	4,587.2	9,349.4
Advisory fee	33.6	-	-	-	-	-	-	-	-	-	(33.6)	-	-
Operating Profit	33.6	-	3,209.2	508.6	43.3	77.4	125.5	191.0	34.2	398.1	(33.6)	4,587.2	9,349.4
SG&A	(72.7)	(6.1)	(288.7)	(85.7)	(62.5)	(24.0)	(48.5)	(83.0)	(15.4)	(99.4)	29.9	(756.1)	(526.7)
Export Subsidy Revenue	-	-	-	-	-	-	17.8	-	6.3	35.6	-	59.8	35.9
Other Income/Expenses	-	(0.0)	-	-	-	-	-	-	0.3	(2.0)	-	(1.8)	(17.3)
EBITDA before one-off charges	(39.1)	(6.1)	2,920.5	422.8	(19.2)	53.4	94.9	108.0	25.4	332.2	(3.7)	3,889.1	8,841.2
Dividends income	-	166.2	-	-	-	-	-	-	-	-	(166.2)	-	-
Non-recurring - Revenues & Costs	(2.3)	-	0.7	(0.7)	8.5	0.0	12.9	(25.1)	-	(2.1)	-	(7.9)	3.6
EBITDA	(41.5)	160.1	2,921.2	422.2	(10.7)	53.5	107.8	82.9	25.4	330.2	(169.8)	3,881.2	8,844.8
Depreciation & Amortization	(2.3)	-	(1,811.2)	(83.0)	(203.8)	(14.9)	(42.0)	(33.4)	(1.3)	(21.8)	(8.2)	(2,221.7)	(1,403.3)
EBIT	(43.7)	160.1	1,110.0	339.2	(214.5)	38.6	65.8	49.5	24.1	308.4	(178.0)	1,659.5	7,441.5
Finance Cost	(331.1)	(97.7)	(1,246.2)	(382.5)	(22.1)	0.3	(45.0)	(25.0)	(8.7)	(110.9)	(2.6)	(2,271.6)	(1,487.3)
Other Finance Cost	-	-	-	-	-	-	-	-	-	-	-	-	105.2
Bank PIK	-	(128.5)	-	-	-	-	-	-	-	-	-	(128.5)	(62.4)
3rd Party Shareholder	146.0	55.4	(80.1)	-	(311.4)	(20.0)	-	-	(0.2)	1.5	5.5	(203.3)	(113.6)
Interest Income	1.0	-	115.6	352.3	4.4	0.1	0.5	0.4	-	9.1	-	483.4	226.3
Finance Lease Charges/ NPV LT assets	-	-	(15.6)	-	(0.2)	(4.0)	-	-	-	-	-	(19.8)	(35.0)
EBT (before one-offs)	(227.9)	(10.8)	(116.2)	309.0	(543.8)	14.9	21.3	25.0	15.3	208.1	(175.1)	(480.2)	6,074.8
Gain/(Loss) on Sale of Investments	-	-	-	-	-	-	2,418.0	-	-	13.5	463.4	2,894.9	-
Impairments/Write-downs	(117.1)	70.4	(365.2)	(0.0)	15.8	5.3	(230.6)	(6.1)	(3.1)	(0.8)	50.7	(580.5)	(12.4)
Acquisitions, Legal & Restructuring	235.4	536.2	-	(10.1)	(0.1)	-	-	-	-	-	-	761.4	(12.6)
Share in Associates' Results	-	-	-	-	(5.1)	0.8	-	-	-	-	1.9	(2.4)	17.3
CSR	-	-	-	(2.2)	-	-	-	-	-	-	-	(2.2)	(1.0)
Provisions	-	(27.3)	-	(0.0)	(142.5)	(1.4)	6.9	(0.8)	(2.3)	(3.4)	-	(170.9)	(172.6)
FOREX	-	-	-	-	87.0	0.0	-	-	-	-	-	87.0	(236.2)
EBT	(109.6)	568.5	(481.4)	296.7	(588.7)	19.6	2,215.7	18.1	9.9	217.3	341.0	2,507.1	5,657.3
Taxes	0.5	-	118.9	(90.3)	32.2	(13.2)	-	(7.0)	(1.7)	(43.4)	0.5	(3.6)	(1,127.1)
Net P/L Before Minority Share	(109.1)	568.5	(362.5)	206.4	(556.5)	6.4	2,215.7	11.2	8.1	173.9	341.4	2,503.6	4,530.2
Minority Interest	-	-	(195.5)	169.4	(183.3)	10.8	0.3	0.0	-	107.5	550.2	459.4	4,513.5
Net Profit/(Loss)	(109.1)	568.5	(167.0)	37.0	(373.2)	(4.3)	2,215.4	11.1	8.1	66.4	(208.7)	2,044.2	16.7

* Miscellaneous includes UCF, Wafra, ASEC Trading & Sphinx Egypt.

[^] T&L represents Transportation & Logistics

Qalaa Holdings Consolidated Income Statement by Sector for the nine-month period ending 30 September 2023 (in EGP mn)

	QH	SPVs	Energy		Cement	T&L^	Mining	Agrifoods	Others		Elimination	9M 2023	9M 2022**
			Orient	Silverstone	NDT	CCTO	ASCOM	Falcon	Misc.*	Grandview			
Revenue	-	-	63,631.9	9,782.3	2,849.8	424.0	1,410.2	1,398.4	1,019.1	3,867.9	(0.6)	84,383.0	69,385.1
Cost of Sales	-	-	(47,561.7)	(8,462.6)	(1,986.8)	(149.8)	(1,027.5)	(899.2)	(863.7)	(2,678.5)	0.6	(63,629.1)	(46,219.5)
Gross Profit	-	-	16,070.3	1,319.7	863.0	274.2	382.7	499.2	155.4	1,189.4	-	20,753.9	23,165.6
Advisory fee	114.6	-	-	-	-	-	-	-	-	-	(114.6)	-	-
Operating Profit	114.6	-	16,070.3	1,319.7	863.0	274.2	382.7	499.2	155.4	1,189.4	(114.6)	20,753.9	23,165.6
SG&A	(201.8)	(24.1)	(824.0)	(321.0)	(197.8)	(72.4)	(137.2)	(224.8)	(47.8)	(267.6)	104.3	(2,214.2)	(1,511.8)
Export Subsidy Revenue	-	-	-	-	-	-	50.8	-	25.3	58.1	-	134.3	125.0
Other Income/Expenses	-	71.9	-	-	-	-	-	-	0.3	(6.8)	-	65.3	(23.3)
EBITDA before one-off charges	(87.1)	47.8	15,246.2	998.7	665.2	201.8	296.4	274.4	133.2	973.0	(10.4)	18,739.3	21,755.5
Dividends income	-	166.2	-	-	-	-	-	-	-	-	(166.2)	-	-
Non-recurring - Revenues & Costs	(7.5)	-	6.0	(11.7)	10.7	30.7	13.6	(26.9)	0.1	37.1	3.2	55.3	11.7
EBITDA	(94.6)	214.0	15,252.2	987.0	676.0	232.5	310.0	247.5	133.3	1,010.0	(173.3)	18,794.6	21,767.2
Depreciation & Amortization	(6.8)	-	(5,419.3)	(236.5)	(639.3)	(43.6)	(128.7)	(100.0)	(3.3)	(76.3)	(25.3)	(6,679.0)	(3,929.6)
EBIT	(101.4)	214.0	9,832.9	750.5	36.7	188.9	181.4	147.6	130.1	933.7	(198.6)	12,115.6	17,837.5
Finance Cost	(1,031.6)	(306.9)	(3,781.6)	(998.2)	(56.9)	0.7	(129.0)	(74.4)	(21.0)	(288.7)	(2.6)	(6,690.3)	(3,730.0)
Other Finance Cost	-	-	(109.2)	-	-	-	-	-	-	-	-	(109.2)	464.4
Bank PIK	-	(384.3)	-	-	-	-	-	-	-	-	-	(384.3)	(146.0)
3rd Party Shareholder	434.9	158.0	(220.3)	-	(1,012.1)	(59.2)	-	-	(0.6)	3.3	47.7	(648.4)	(310.7)
Interest Income	1.7	-	286.0	906.8	25.9	3.5	1.2	1.5	0.5	31.2	-	1,258.3	612.1
Finance Lease Charges/ NPV LT assets	-	-	(47.2)	(42.6)	(0.5)	(12.1)	-	-	-	-	-	(102.5)	(129.2)
EBT (before one-offs)	(696.5)	(319.2)	5,960.5	616.5	(1,006.9)	121.7	53.6	74.6	108.9	679.5	(153.4)	5,439.3	14,598.2
Gain/(Loss) on Sale of Investments	-	-	-	-	-	-	2,418.0	-	-	13.5	463.4	2,894.9	-
Impairments/Write-downs	(930.2)	(242.0)	(333.9)	(3.0)	11.5	1.4	(224.4)	13.3	(10.0)	(1.1)	1,175.6	(542.7)	(37.7)
Acquisitions, Legal & Restructuring	233.9	731.6	-	(19.7)	(0.2)	-	-	-	-	-	-	945.6	797.7
Share in Associates' Results	-	-	-	-	(61.8)	2.2	21.5	-	-	-	8.1	(30.1)	17.5
CSR	-	-	-	(7.9)	-	-	-	-	-	-	-	(7.9)	(7.1)
Provisions	-	(53.0)	(48.3)	(2.0)	(324.6)	(3.7)	(10.1)	(2.2)	(11.2)	(3.4)	(3.2)	(461.9)	(567.4)
FOREX	-	-	-	-	700.4	(0.0)	-	-	-	-	-	700.4	(363.8)
EBT	(1,392.8)	117.4	5,578.3	583.8	(681.6)	121.6	2,258.5	85.6	87.7	688.5	1,490.5	8,937.6	14,437.3
Taxes	0.8	-	(1,319.2)	(199.3)	(72.4)	(50.8)	-	(31.8)	(2.9)	(164.8)	1.5	(1,838.9)	(1,378.0)
Net P/L Before Minority Share	(1,392.0)	117.4	4,259.1	384.5	(754.0)	70.8	2,258.5	53.8	84.7	523.7	1,492.0	7,098.6	13,059.3
Minority Interest	-	-	2,545.9	229.8	270.7	79.0	(1.5)	0.0	-	336.4	1,902.2	5,362.5	12,212.2
Net Profit/(Loss)	(1,392.0)	117.4	1,713.2	154.7	(1,024.7)	(8.3)	2,260.1	53.8	84.7	187.3	(410.2)	1,736.1	847.1

* Miscellaneous includes UCF, Wafra, ASEC Trading & Sphinx Egypt.

** The optional exceptional accounting treatment of reclassifying the FX to Other Comprehensive Income (OCI) has been applied in 2023. Comparative figures for 2022 have been restated accordingly.

^ T&L represents Transportation & Logistics

Qalaa Holdings Consolidated Balance Sheet as at 30 September 2023 (in EGP mn)

		Energy		Cement	T&L [^]	Mining	Agrifoods	Others					
	QH	Orient	Silverstone	NDT	CCTO	ASCOM	Falcon	Misc.*	Grandview	Aggregation	Eliminations/ SPVs	9M 2023	FY 2022
Current Assets													
Trade and Other Receivables	5,566.5	17,475.4	5,736.0	2,701.2	247.9	963.7	217.3	1,095.4	1,965.8	35,969.4	(10,018.0)	25,951.4	22,861.4
Inventory	-	4,216.3	1,200.6	2,809.1	11.6	238.8	405.0	119.7	1,000.2	10,001.3	-	10,001.3	6,349.4
Assets Held For Sale	-	-	-	4.8	-	-	-	158.2	1.1	164.2	(144.3)	19.9	27.1
Cash and Cash Equivalents	26.1	9,270.7	6,940.4	351.1	58.1	98.1	21.5	39.0	271.6	17,076.7	79.1	17,155.8	9,291.7
Others	-	-	-	-	-	1,606.0	36.9	-	-	1,642.9	-	1,642.9	20.0
Total Current Assets	5,592.6	30,962.4	13,877.1	5,866.2	317.5	2,906.7	680.8	1,412.4	3,238.8	64,854.5	(10,083.2)	54,771.3	38,549.6
Non-Current Assets													
PP&E	5.5	97,871.9	5,541.3	9,779.9	797.4	1,516.0	827.1	684.3	1,411.5	118,434.9	(42.7)	118,392.1	96,846.5
Investments	5,565.5	-	52.1	303.5	52.5	9.3	-	4.9	-	5,987.8	(5,584.5)	403.3	679.8
Goodwill / Intangible assets	2.1	488.5	621.1	-	-	2.3	-	-	-	1,113.9	29.3	1,143.2	872.4
Others	4,071.4	7,681.7	489.1	310.6	-	895.1	525.2	-	17.0	13,990.1	(4,009.0)	9,981.0	7,934.3
Total Non-Current Assets	9,644.5	106,042.0	6,703.6	10,394.0	849.9	2,422.6	1,352.3	689.2	1,428.5	139,526.6	(9,607.0)	129,919.6	106,333.1
Total Assets	15,237.1	137,004.4	20,580.8	16,260.2	1,167.4	5,329.3	2,033.1	2,101.6	4,667.3	204,381.1	(19,690.2)	184,691.0	144,882.7
Shareholders' Equity													
Total Equity Holders of the Company	(1,739.3)	36,263.4	4,175.1	(11,342.5)	(1,415.8)	1,953.0	(500.1)	(2,189.8)	655.6	25,859.7	(36,616.8)	(10,757.1)	(13,255.3)
Minority Interest	-	18,082.3	1,445.2	7,181.6	(185.6)	(114.5)	0.0	(1.5)	690.5	27,098.0	23,286.7	50,384.8	35,626.1
Total Equity	(1,739.3)	54,345.8	5,620.4	(4,160.9)	(1,601.4)	1,838.5	(500.1)	(2,191.3)	1,346.1	52,957.7	(13,330.1)	39,627.6	22,370.8
Current Liabilities													
Borrowings	13,007.0	56,275.9	6,746.8	943.3	-	880.1	41.9	167.3	1,510.3	79,572.6	5,593.9	85,166.5	77,025.1
Borrowings from Financial Leasing Entities	-	-	-	-	-	-	66.3	-	89.2	155.4	-	155.4	89.6
Finance Lease Current Portion	-	358.2	44.4	2.6	17.9	2.4	27.5	-	-	453.0	0.0	453.0	370.6
Trade and Other Payables	3,609.7	12,088.8	3,698.3	3,078.5	1,381.9	1,226.9	1,946.8	3,348.2	1,031.9	31,410.9	(4,519.3)	26,891.5	18,784.0
Shareholder Loan	-	2,219.4	-	5,796.8	1,248.1	-	-	268.4	-	9,532.6	(400.1)	9,132.5	5,922.0
Provisions	359.8	-	389.4	3,572.8	27.5	46.5	29.6	33.2	144.6	4,603.4	251.6	4,855.0	4,442.6
Liabilities Held For Sale	-	-	-	0.2	-	-	-	1.4	-	1.6	1.6	3.3	2.7
Total Current Liabilities	16,976.5	70,942.3	10,878.8	13,394.2	2,675.4	2,155.9	2,112.0	3,818.5	2,775.9	125,729.5	927.8	126,657.2	106,636.6
Non-Current Liabilities													
Borrowings	-	-	2,756.6	51.3	-	1,326.9	-	21.3	72.9	4,228.9	-	4,228.9	3,813.5
Borrowings from Financial Leasing Entities	-	-	-	-	-	-	334.8	-	331.6	666.4	-	666.4	686.4
Finance Lease	-	630.5	733.9	0.9	84.6	2.1	34.8	-	-	1,486.8	-	1,486.8	1,456.0
Shareholder Loan	-	-	-	6,872.2	-	-	-	449.7	-	7,321.9	(7,321.9)	-	813.2
Long-Term Liabilities	-	11,085.9	591.0	102.5	8.7	6.0	51.6	3.4	140.7	11,989.9	34.0	12,024.0	9,106.1
Total Non-Current Liabilities	-	11,716.4	4,081.6	7,026.9	93.4	1,335.0	421.2	474.3	545.2	25,694.0	(7,287.9)	18,406.1	15,875.2
Total Liabilities	16,976.5	82,658.7	14,960.4	20,421.1	2,768.8	3,490.9	2,533.2	4,292.9	3,321.1	151,423.4	(6,360.1)	145,063.3	122,511.9
Total Equity and Liabilities	15,237.1	137,004.4	20,580.8	16,260.2	1,167.4	5,329.3	2,033.1	2,101.6	4,667.3	204,381.1	(19,690.2)	184,691.0	144,882.7

* Miscellaneous includes UCF, Wafra, ASEC Trading & Sphinx Egypt.

[^] T&L represents Transportation & Logistics



Sector Review: Energy

Qalaa Holdings' operational energy companies include the Egyptian Refining Company (petroleum refining) and TAQA Arabia (energy generation and distribution, natural gas distribution, petroleum products distribution, as well as water treatment and desalination).



Qalaa Holdings Ownership — c.13.1%

In 3Q23, total feedstock refined by ERC reached c.946.6 thousand tons, including c. 854.1 thousand tons of atmospheric residue. During the quarter, total output excluding fuel and losses stood at 887.6 thousand tons, from which ERC produced and supplied c.737.5 thousand tons of refined product to the Egyptian General Petroleum Corporation (EGPC), as well as c.110.4 thousand tons of pet coke and 20.1 thousand tons of sulfur to cement and fertilizer companies, respectively.

Key Performance Indicators

	Units	3Q22	3Q23	% chg	9M22	9M23	% chg
Orient (ERC Holding) Revenue	(EGP mn)	17,861.4	19,467.0	9%	53,043.4	63,631.9	20%
Orient (ERC Holding) EBITDA*	(EGP mn)	7,784.1	2,920.5	-62%	18,983.4	15,246.2	-20%
Orient (ERC Holding) Net Income**	(EGP mn)	4,849.6	(362.5)	N/A	13,213.6	4,259.1	-68%

*Recurring EBITDA excludes one-off selling, general, and administrative expenses

**The optional exceptional accounting treatment of reclassifying the FX to the Other Comprehensive Income (OCI) has been applied in 2023.

Product	LPG	Light Naphta	Reformate	Fuel Oil	Jet Fuel	Diesel	Total Refined Product Supplied to EGPC	Avg GRM/Day (USD MM)	Downtime (Days)
3Q22 (tons)	33,765	66,187	124,588	62,828	66,609	600,952	954,928	5.0	0
3Q23 (tons)	25,501	53,377	104,808	60,302	131,449	362,033	737,469	2.2	17
Change %	-24%	-19%	-16%	-4%	97%	-40%	-23%	-57%	N/A
9M22 (tons)	108,107	199,420	393,212	105,271	154,498	1,906,089	2,866,597	4.4	0
9M23 (tons)	97,468	184,618	364,049	236,171	520,698	1,262,769	2,665,773	2.6	17
Change %	-10%	-7%	-7%	124%	237%	-34%	-7%	-41%	N/A

*Excluding fuel and losses

In 3Q23, ERC's USD denominated revenue increased by 9% y-o-y in EGP terms to EGP 19.5 billion, compared to the EGP 17.9 billion recorded in 3Q22. Revenue growth was mainly driven by the depreciation of the EGP against the USD, offsetting the effect of the decline in both the price and production volume of refined petroleum products. On a nine-month basis, ERC's revenue stood at EGP 63.6 billion, representing a 20% y-o-y increase. In addition, in July 2023 ERC

underwent a planned 17-day production shutdown for the implementation of an overhaul and debottlenecking which has increased production capacity to the tune of 6-7%.

Total feedstock volume decreased by 19% y-o-y to 0.95 million tons in 3Q23, largely driven by the overhaul shutdown implemented during the quarter. In parallel, the company's refining margins averaged USD 2.16 million per day in 3Q23, up on a q-o-q basis when compared to the USD 1.86 million per day reported in 2Q23, but down on a y-o-y basis from the USD 4.98 million per day witnessed during 3Q22. The y-o-y drop witnessed in refining margins in 3Q23 was largely attributable to a combination of higher feedstock prices, lower refined product prices, and a decline in the quality of feedstock received. On a nine-month basis, total feedstock volume fell by 4% y-o-y to 3.36 million tons following the shutdown that occurred during the third quarter of the year. Meanwhile, refining margins for 9M23 averaged USD 2.59 million per day, down from an average of 4.37 million per day in 9M22 following similar drivers to the quarterly performance. It is worth highlighting that the large decline in refining margins witnessed during 2023 partially reflects a normalization of oil prices following a significant spike that occurred in 2022 on the back of heightened uncertainty from the war in Ukraine.

On the profitability front, 3Q23 EBITDA stood at EGP 2.9 billion, down 62% y-o-y from the EGP 7.8 billion achieved in 3Q22. The decline was mainly a result of the normalization of oil product prices, coupled with the 17-day overhaul shutdown that occurred during the quarter. Meanwhile at the bottom-line level, the company reported a net loss of EGP 362.5 million during 3Q23 compared to a net profit of EGP 4.8 billion recorded in 3Q22. The loss came on the back of significantly lower EBITDA, in addition to a sharp rise in financing costs and depreciation expenses in EGP terms during the quarter. As for 9M23, ERC's EBITDA reached EGP 15.2 billion versus the EGP 19.0 billion recorded in 9M22. In parallel, net income declined from EGP 13.2 billion in 9M22 to EGP 4.3 billion in 9M23, on the back of similar drivers to the 3Q23 results.

ERC remains in talks with its creditors over a comprehensive debt restructuring, and has made its scheduled debt payment for December 2023. In June 2023, the company funded its debt service reserve account with USD 181.0 million. ERC continues to be fully current on all of its scheduled debt payments and has expedited the settlement of its senior debt via cash sweep mechanics, and has made in December 2023 a total payment of USD 368 million, of which USD 306 million were directed towards principal and the remainder towards interest and fees. This repayment will see the company remain on track to fully settle its senior debt in 2025, after which the company will start distributing dividends. As of 20 December 2023, ERC's current net senior debt amounts to USD 730.0 million. In parallel, the current figure for ERC's receivables from EGPC have declined to USD 332.0 million as at 20 December 2023, and EGPC has committed to continue bringing down its outstanding balances over the coming period.



QALAA HOLDINGS OWNERSHIP — c.35.3%

TAQA Arabia's revenue grew 27% y-o-y to EGP 3.6 billion in 3Q23, compared to EGP 2.9 billion in 3Q22. On a nine-month basis, revenue reached EGP 9.8 billion, a 28% y-o-y increase. Revenue growth for the quarter and nine-month period was primarily driven by a strong performance at TAQA Gas, on the back of a rise in connection revenue, as well as an expansion in CNG volume sold following an increase in the number of CNG stations. Revenue growth was further supported by the positive contribution from foreign currency linked power generation prices, in addition to the implementation of new photovoltaic projects under TAQA Power. Additionally, the increase in the price and volume of both fuel and lubes at TAQA Petroleum further boosted revenue growth. TAQA Arabia's strong revenue growth continues to showcase the significant growth potential offered by the energy and utility sector, which TAQA Arabia is well-positioned to capitalize on by leveraging its position as a leading provider of energy solutions in Egypt.

Key Performance Indicators

	Units	3Q22	3Q23	% chg	9M22	9M23	% chg
TAQA's Holding Company Revenue	(EGP mn)	2,863.5	3,622.7	27%	7,650.8	9,782.3	28%
TAQA Holding Company EBITDA*	(EGP mn)	320.3	422.8	32%	803.3	998.7	24%
TAQA's Holding Company Net Income	(EGP mn)	199.9	206.4	3%	403.5	384.5	-5%
TAQA Arabia Gas Revenue	(EGP mn)	701.8	875.2	25%	1,742.0	2,602.5	49%
TAQA Arabia Gas EBITDA	(EGP mn)	141.7	157.6	11%	372.9	455.4	22%
TAQA Arabia Gas Net Income	(EGP mn)	81.8	90.8	11%	230.1	213.8	-7%
Household Connections (Cumulative)	#	1,549,803	1,646,795	6%	1,549,803	1,646,795	6%
Industrial Clients (Cumulative)	#	346	371	7%	346	371	7%
Total Natural Gas Distributed	BCM	1.8	1.7	-10%	5.8	5.0	-14%
Master Gas CNG Stations (Cumulative)	#	51	68	33%	51	68	33%
Number of converted cars	#	2,338	438	-81%	5,509	2,417	-56%
TAQA Arabia Power Revenue**	(EGP mn)	592.3	695.4	17%	1,505.9	1,712.5	14%
TAQA Arabia Power EBITDA**	(EGP mn)	130.8	144.9	11%	326.9	383.2	17%
TAQA Arabia Power Net Income**	(EGP mn)	51.7	56.8	10%	111.2	106.9	-4%
Total Power Distributed	M KWH	371	410	11%	926	994	7%
Total Power Generated	M KWH	26	19	-24%	75	57	-23%
TAQA Solar (Benban) Energy Generated	M KWH	42	41	-	120	118	-2%
TAQA Photovoltaic Energy Generated	M KWH	4	12	213%	9	32	267%
TAQA Petroleum Revenue	(EGP mn)	1,577.8	1,980.7	26%	4,428.1	5,409.1	22%
TAQA Petroleum EBITDA	(EGP mn)	61.6	91.4	48%	138.5	176.4	27%
TAQA Petroleum Net Income	(EGP mn)	32.5	57.4	77%	66.5	92.6	39%
Total Liquid Fuels Distributed	Liters	194,810	208,247	7%	576,358	600,739	4%
Filling Stations	#	63	65	3%	63	65	3%

*Recurring EBITDA excludes one-off selling, general and administrative expenses

Note: The EBITDA figures in the table above are pre-consolidation.

**Includes distribution, conventional generation, renewable generation and photovoltaic

TAQA Gas

In 3Q23, TAQA Gas recorded a 25% y-o-y revenue increase to EGP 875.2 million. Top-line growth for the quarter was driven by the rise in connection revenue on the back of the Egyptian government's commitment to connect villages across the country with the national natural gas grid, coupled with the increase in Compressed Natural Gas ('CNG')

volume sold. Higher CNG volume came as a result of the increase in the number of CNG fueling stations over the past year, which stood at 68 stations as of 30 September 2023 as opposed to just 51 stations as of 30 September 2022. This enabled the company to capture a larger portion of Egypt's booming CNG market, in light of the increase in CNG converted vehicles within the country. For 9M23, TAQA Gas achieved a 49% y-o-y increase in revenue to EGP 2.6 billion, with revenue growth coming on the back of similar result drivers to 3Q23.

In terms of volume, TAQA Gas sold a total of 50.6 MCM of CNG to vehicles in 3Q23, representing a 57% y-o-y increase. Meanwhile in 9M23, the company sold 134.5 MCM of CNG, a 50% y-o-y expansion. Furthermore, TAQA Gas successfully converted 438 vehicles to run on CNG during the quarter, bringing the total cumulative number of converted vehicles to 34,038.

Owing to its robust gas distribution and construction business, TAQA Gas enjoys a dominant market position. On that front, the company added around 25.1 thousand new household connections in 3Q23, bringing the total cumulative connections as at the close of the quarter to around 1.6 million connections, a 6% y-o-y increase. Additionally, TAQA Gas successfully added four new industrial clients during the quarter, bringing the total number of industrial clients as at 30 September 2023 to 371 clients, up from 346 industrial clients as at 30 September 2022. That said, despite the increase in the number of domestic and industrial clients, total volume of gas distributed fell by 11% y-o-y to 1.6 BCM in 3Q23, and by 15% y-o-y to 4.9 BCM in 9M23.

On the profitability front, TAQA Gas' EBITDA reached EGP 157.6 million in 3Q23, up 11% y-o-y. Net income also recorded an 11% y-o-y increase during the quarter, rising to EGP 90.8 million. On a nine-month basis, EBITDA expanded by 22% y-o-y to EGP 455.4 million. However, 9M23 net income dropped by 7% y-o-y to EGP 213.8 million. Bottom-line shrinkage in 9M23 came on the back of rising interest rates and increased borrowing to finance the company's new stations, as well as a rise in depreciation expense as the new stations came online.

TAQA Power

TAQA Power consolidates the company's conventional energy generation and distribution arms, as well as its renewable energy arms (TAQA Solar and TAQA Photovoltaic [PV]).

In 3Q23, total conventional energy generated and distributed by TAQA Power reached 430 MKWH, rising by 8% y-o-y. This increase drove a 17% y-o-y top-line expansion, with revenue for the quarter reaching EGP 695.4 million. On a nine-month basis, total distribution and generation volume rose by 5% y-o-y to 1,051 MKWH, which supported a 14% y-o-y increase in 9M23 revenue to EGP 1.7 billion.

The segment's positive performance for the quarter was supported by an increase in the number of both household and industrial clients. More specifically, the number of household clients rose by 18% y-o-y to 10,682 clients, while the number of industrial clients increased by a record 23 clients this quarter, representing a 41% y-o-y increase, and reached 420 as of 30 September 2023.

At its 65MW solar power plant in Benban, Aswan, TAQA Solar generated EGP 82.5 million in revenue during 3Q23, a 56% y-o-y expansion on the back of the increase in the EGP/USD rate to which prices are linked. On a nine-month basis, revenue reached EGP 237.8 million, a 61% y-o-y increase.

TAQA PV achieved a revenue of EGP 13.6 million in 3Q23, a fourfold y-o-y expansion driven by the company's 6MW solar photovoltaic power plant at Dina Farms, as well as its two projects in the tourist hotspots of Soma Bay and Nabq. TAQA PV is currently working on its latest project, a 7MW solar photovoltaic power plant being built in El Minya, which the European Bank for Reconstruction and Development (EBRD) has committed to financing. The entire electrical output

of the El Minya power plant will be sold to ASCOM Carbonate and Chemical Manufacturing (ACCM), a subsidiary of Qalaa Holding, as part of a 25-year PPA. In parallel, TAQA PV is also currently working on the expansion of the second phase of its Nabq project.

Profitability wise, TAQA Power's EBITDA rose by 11% y-o-y in 3Q23, reaching EGP 144.9 million. EBITDA expansion was largely driven by the revenue increase associated with the Benban solar power plant, coupled with the new contributions from TAQA PV. EBITDA growth drove a 10% y-o-y bottom-line expansion during the quarter, with net income reaching EGP 56.8 million. Meanwhile in 9M23, EBITDA increased by 17% y-o-y, reaching EGP 383.2 million, following similar drivers to 3Q23. However, 9M23 net income shrank by 4% y-o-y to EGP 106.9 million, as a consequence of increased finance costs and depreciation expenses associated with capex outlays for the new generation facilities, in addition to the effect of rising interest rates.

TAQA Petroleum

TAQA Petroleum achieved revenue of EGP 2.0 billion in 3Q23, a 26% y-o-y expansion. Top-line growth was largely supported by hikes in both fuel (three increases announced in the last 12 months) and lube prices, as well as increased gasoline, diesel, and lube sales, which rose by 6% y-o-y, 8% y-o-y, and 16% y-o-y, respectively, during the quarter. The increases in diesel and gasoline volumes were driven by an expansion in the number of filling stations to 65 stations as of 30 September 2023, up from 63 stations as of the close of September 2022. Meanwhile, increased lube volumes came on the back of the company resolving a number of import delays that weighed on its results during 2022. On a nine-month basis, TAQA Petroleum's top-line expanded by 22% y-o-y, with revenue reaching EGP 5.4 billion following similar price and volume drivers, with gasoline, diesel, and lube sales rising by 3%, 5%, and 17%, respectively.

In 3Q23, revenue from fuel rose by 24% y-o-y to EGP 1.9 billion. Top-line growth drove a 63% y-o-y increase in the fuel contribution margin to EGP 114.9 million during the quarter. Meanwhile in 9M23, fuel revenue stood at EGP 5.1 billion, a 20% y-o-y expansion which drove a 32% y-o-y rise in 9M23 fuel contribution margin to EGP 228.1 million.

At the lubes division, revenue stood at EGP 108.1 million in 3Q23, up 75% y-o-y following an increase in price per ton, coupled with a 16% y-o-y expansion in sales volume during the quarter. On a nine-month basis, revenue rose by 95% y-o-y to EGP 301.9 million, largely on the back of the strong top-line performance witnessed during 3Q23.

On the back of higher revenue, 3Q23 EBITDA expanded by 48% y-o-y to EGP 91.4 million. Similarly, net income rose by 77% y-o-y to EGP 57.4 million. Meanwhile in 9M23, EBITDA increased by 27% y-o-y to EGP 176.4 million, and net income expanded by 39% y-o-y to EGP 92.6 million on the back of the aforementioned solid top-line performance.

As of 30 September 2023, TAQA Petroleum operates 65 stations, with plans to expand that number further. On that front, TAQA Petroleum is currently engaged in the bidding process to acquire a number of Wataneya Petroleum's stations, which are part of the tender being run by the Egyptian government.

TAQA Water

Since its inception, TAQA Water has successfully completed four desalination projects for real estate developers, with two in the North Coast, one in Port Said, and one in Soma Bay. The plants began operations in 3Q22, 1Q23, 2Q23, and 3Q23, respectively. In 3Q23, TAQA Water booked EGP 6.8 million in revenue, with total revenue for the nine-month period reaching EGP 9.3 million.

TAQA Arabia listing and share transactions

On 9 July 2023, TAQA Arabia's shares began trading on the Egyptian Exchange (EGX) under the ticker (TAQA). The company's shares were listed directly on the EGX without initially being offered to investors via an Initial Public Offering (IPO). TAQA Arabia's shares were valued by an independent financial advisor at EGP 8.90 apiece, handing the company a valuation of EGP 12 billion as at the 31 December 2022. Following the listing, the National Service Projects Organization (NSPO) acquired 270,470,760 shares, representing 20% of the total shares of TAQA Arabia, from Silverstone Capital Investments Ltd, a subsidiary of Qalaa. As part of the agreement with the NSPO, Qalaa will have the right to repurchase the sold shares within four years from the date of the deal completion (9 July 2023), at a repurchase price that equals the original purchase price, plus an agreed upon annual investment return.

The proceeds of the transaction were used to settle a loan taken out by Qalaa in 2022, settling an outstanding balance of EGP 1.629 billion as of 30 June 2023.

It is expected that the restructuring process will continue to take place over several stages towards the settlement of more of Qalaa's liabilities, some of which have been agreed upon and others that are still under negotiation. On that front, negotiations are currently underway between Qalaa and a group of Egyptian banks to transfer the ownership of 17.68% of TAQA Arabia towards the settlement of certain Qalaa debts.



Sector Review: Cement

Qalaa Holdings' operational cement platform company is ASEC Holding, which comprises cement manufacturing (ASEC Cement that has two production facilities: Al-Takamol Cement in Sudan and Zahana Cement Co. in Algeria); construction (ARESCO and ASEC Automation); and technical management (ASEC Engineering and ASENPRO).



QALAA HOLDINGS OWNERSHIP — c.69.3%

ASEC Holdings recorded revenue of EGP 772.3 million in 3Q23, a 21% y-o-y decline owing to the negative impact of the turmoil in Sudan on the operations of its subsidiary Al Takamol Cement. Profitability wise, ASEC Holdings reported an EBITDA loss of EGP 19.2 million during the quarter, down from a positive EBITDA of EGP 303.1 million in 3Q22. Meanwhile, the company recorded a net loss of EGP 556.5 million in 3Q23 compared to a net loss of EGP 339.2 million reported in 3Q22. On a nine-month basis, revenue dropped 7% y-o-y to EGP 2,849.8 million. In parallel, 9M23 EBITDA fell 5% y-o-y to EGP 665.2 million. At the bottom-line, the company's net loss contracted from EGP 1.6 billion in 9M22 to EGP 754.0 million in 9M23.

Management notes that ASEC Holding's comprehensive debt restructuring is progressing satisfactorily, and it is confident that its efforts will ultimately result in a stronger balance sheet, healthier financial and leverage ratios, and enhanced profitability.

Key Performance Indicators

	Units	3Q22	3Q23	% chg	9M22	9M23	% chg
ASEC Holdings' Cons. Revenue	(EGP mn)	977.9	772.3	-21%	3,063.2	2,849.8	-7%
ASEC Holdings' Cons. EBITDA*	(EGP mn)	303.1	(19.2)	N/A	697.9	665.2	-5%
ASEC Holdings' Cons. Net Income**	(EGP mn)	(339.2)	(556.5)	64%	(1,608.2)	(754.0)	-53%
ASEC Cement Group Revenue	(EGP mn)	700.2	227.1	-68%	2,310.1	1,544.3	-33%
ASEC Cement Group EBITDA	(EGP mn)	263.2	(116.4)	-144%	659.1	399.4	-39%
ASEC Cement Group Net Income	(EGP mn)	157.3	(184.2)	-217%	310.7	434.2	40%
Al-Takamol Cement Revenue	(SDG mn)	10,837.1	4,815.8	-56%	50,683.7	27,305.3	-46%
Al-Takamol Cement EBITDA	(SDG mn)	2,867.1	(74.0)	N/A	15,619.5	5,895.3	-62%
Al-Takamol Cement Net Income	(SDG mn)	2,104.9	(4,106.7)	N/A	10,748.2	201.7	-98%
Al-Takamol Volume	KTons	116,863	51,877	-56%	624,614	306,493	-51%
Zahana Cement Revenue	(EGP mn)	232.3	433.2	87%	649.8	1,214.3	87%
Zahana Cement EBITDA	(EGP mn)	89.2	235.5	164%	213.2	591.5	177%
Zahana Cement Net Income	(EGP mn)	12.8	(14.5)	N/A	22.7	(176.6)	N/A
Zahana Volume	KTons	405,467	382,340	-6%	1,254,724	1,079,117	-14%
ARESCO Revenue	(EGP mn)	87.6	166.6	90%	213.5	393.9	84%

ARESCO EBITDA	(EGP mn)	(2.0)	12.1	N/A	(6.3)	44.7	N/A
ARESCO Net Income/Loss	(EGP mn)	(8.5)	3.2	N/A	(8.2)	27.1	N/A
ARESCO Backlog	(EGP mn)	298.4	299.9	0.5%	298.4	299.9	0.5%
ASEC Engineering Revenue	(EGP mn)	157.6	217.3	38%	473.2	628.9	33%
ASEC Engineering EBITDA	(EGP mn)	11.9	74.3	524%	28.6	132.0	362%
ASEC Engineering Net Income	(EGP mn)	0.7	10.6	1,504%	(10.3)	34.6	N/A
ASEC Engineering Managed Production	MTons	1.2	1.5	32%	4.1	4.6	11%

*Recurring EBITDA excludes one-off selling, general and administrative expenses.

**The optional exceptional accounting treatment of reclassifying the FX to the Other Comprehensive Income (OCI) has been applied in 2023.

ASEC Cement

Due to the economic strife in Sudan and the resulting hyperinflation, the hyperinflation calculation methodology is applied. The methodology uses the spot index for revenue translation and the historical index (which is higher than the spot index) for COGS translation, resulting in a disproportionate increase in cost of sales compared to revenue. The EGP/SDG rate was highly volatile over the course of the period and consequently affected the company's figures when reflected in EGP terms. Al-Takamol's figures are thus presented below in Sudanese Pound (SDG) to provide a more accurate representation of the company's performance excluding the impact of hyperinflationary adjustments.

In 3Q23, Al-Takamol Cement recorded SDG 4.8 billion in revenue, down 56% y-o-y in line with the 56% y-o-y drop in sales volume witnessed during the quarter. The volume decline was primarily a result of the armed conflict that has been taking place in Sudan since the end of 1Q23. Meanwhile in 9M23, Al-Takamol Cement reported a revenue decrease of 46% y-o-y to SDG 27.3 billion, on the back of a 51% y-o-y drop in sales volume. It was partially offset by a 10% y-o-y increase in average cement prices from SDG 81,144/ton in 9M22 to SDG 89,084/ton in 9M23.

In terms of profitability, Al-Takamol Cement recorded an EBITDA loss of SDG 74.0 million in 3Q23 compared to a positive EBITDA of SDG 2.9 billion in 3Q22. Similarly, the company realized a net loss of SDG 4.1 billion during the quarter versus a net profit of SDG 2.1 billion achieved in 3Q22. On a nine-month basis, EBITDA fell by 62% y-o-y to SDG 5.9 billion, while net income shrank by 98% y-o-y to SDG 201.7 million. The drop in profitability that occurred during both the three- and nine-month periods was a result of the significant decline in sales volume, as the company's fixed costs and general & administrative expenses remained largely unchanged when compared to 3Q22.

It is worth noting that the staff and assets of Qalaa's Sudan affiliate Takamol Cement are safe and continue to operate at a limited capacity. Qalaa continues to closely monitor the ongoing developments within the country.

Zahana Cement revenue in 3Q23 came in at EGP433.2 million, up 87% y-o-y on the back of a 98% y-o-y increase in the average selling price to EGP 1,133/ton, coupled with a 28% y-o-y increase in cement volume to 224 thousand tons during the quarter compared to 175 thousand tons in 3Q22. For 9M23, revenue stood at EGP 1.2 billion, up 87% y-o-y, following similar price and volume dynamics as 3Q23. On that front, the average price per ton during the nine-month period rose by 117% y-o-y to EGP 1,125/ton, while sales volume declined by 14% y-o-y on the back of a 31% y-o-y decrease in clinker sales volume.

On the profitability front, Zahana Cement's EBITDA stood at EGP 235.5 million in 3Q23, a 164% y-o-y increase driven by the aforementioned increase in average selling price, in addition to the appreciation of the DZD against the EGP, which strengthened by 67% y-o-y during the quarter. Similarly, EBITDA expanded by 177% y-o-y during 9M23, following a significant increase in the average selling price, coupled with the appreciation of the DZD against the EGP by 79% y-o-y. However, the company reported a net loss of EGP 14.5 million during the quarter, as well as a net loss of EGP 176.6

million in 9M23. Zahana Cement's negative bottom-line during 3Q23 and 9M23 came as a result of accruing a total of DZD 1.9 billion in debt interest during the nine-month period.

ASEC Engineering

ASEC Engineering saw its top-line expand by 38% y-o-y in 3Q23, closing the quarter with revenue of EGP 217.3 million. In 9M23 the company achieved a revenue increase of 33% y-o-y to EGP 628.9 million. Top-line growth for the three- and nine-month periods came on the back of a 32% y-o-y increase in managed clinker production in 3Q23 and 11% increase in 9M23 to 1.5 million tons and 4.6 million tons, respectively. Revenue growth was further boosted by offshore projects generating foreign currency income, as well as the use of USD-hedged contracts in local market projects.

ASEC Engineering achieved an EBITDA of EGP 74.3 million in 3Q23, a 524% y-o-y increase. In parallel, the company recorded a net income of EGP 10.6 million during the quarter, up significantly from the net income of EGP 0.7 million achieved during 3Q22. Meanwhile in 9M23, ASEC Engineering saw its EBITDA expand by 362% y-o-y to EGP 132.0 million, while net income reached EGP 34.6 million compared to a net loss of EGP 10.3 million recorded during 9M22. This increase was further boosted by the successful restructuring of one of the company's loans, which resulted in an EGP 17 million capital gain.

ARESCO

ARESCO recorded a revenue of EGP 166.6 million in 3Q23, up 90% y-o-y. Meanwhile, the company's 9M23 revenue stood at EGP 393.9 million, an 84% y-o-y increase. In terms of profitability, ARESCO achieved an EBITDA of EGP 12.1 million, as opposed to the EBITDA loss of EGP 2.0 million reported in 3Q22. Similarly, the company's bottom-line turned positive during the quarter, delivering a net income of EGP 3.2 million compared to a net loss of EGP 8.5 million witnessed during 3Q22. Improved profitability during the quarter came on the back of enhanced project pricing. On a nine-month basis, ARESCO's EBITDA reached EGP 44.7 million compared to an EBITDA loss of EGP 6.3 million recorded in 9M22. In parallel, the company's bottom-line rose from a net loss of EGP 8.2 million in 9M22 to a net income of 27.1 million in 9M23 on the back of the improved EBITDA, coupled with the fact that 9M22 net income was negatively impacted by a one-off loss of EGP 10 million that occurred in 1H22, which significantly dampened the company's bottom-line.

ASEC Automation

ASEC Automation achieved a top-line increase of 176% y-o-y to EGP 193.7 million in 3Q23, while 9M23 revenue expanded by 139% y-o-y to EGP 379.6 million. Revenue growth for the quarter and nine-month period came on the back of the implementation of a new project in the Philippines.

With regards to profitability, ASEC Automation achieved an EBITDA expansion of 383% y-o-y to EGP 24.2 million in 3Q23. Meanwhile, the company delivered a more than eightfold y-o-y increase in net income to EGP 22.5 million during the quarter. Similarly, 9M23 EBITDA increased by 500% y-o-y to EGP 44.0 million, while net income grew substantially from EGP 1.9 million in 9M22 to EGP 38.0 million in 9M23. Improved profitability came on the back of higher revenue, in addition to the company's expansion efforts across all business units. As a result, the company now serves clients across 10 different industries compared to previously only focusing on the cement industry. Moreover, ASEC Automation recently began increasing its focus on becoming the main contractor for all its new contracts as opposed to a sub-contractor, leading to a significant improvement in the company's profitability. In parallel, the company signed new contracts in 3Q23 worth c. EGP 260 million, bringing its total backlog to c. EGP 400 million.



Sector Review: Packaging & Printing

Through its subsidiary National Printing Company, Qalaa Holdings has invested in the printing and packaging sector over USD 60 million.



QALAA HOLDINGS OWNERSHIP – c.31.0%

National Printing stands today as one of the largest producers of packaging and printing products in Egypt. Through its subsidiaries, namely Shorouk and El Baddar, National Printing has been able to diversify and expand its product range, including corrugated cartons and various types of boxes. Meanwhile Uniboard produces duplex boards using wastepaper, and Windsor manufactures single facer, flexos, and chemical additives.

Key Performance Indicators

	Units	3Q22	3Q23	% chg	9M22	9M23	% chg
Grandview (National Printing Holding Co.) Revenue	(EGP mn)	1,147.1	1,320.2	15%	3,198.0	3,867.9	21%
Grandview (National Printing Holding Co.) EBITDA*	(EGP mn)	314.1	332.2	6%	997.6	973.0	-2%
Grandview (National Printing Holding Co.) Net Income**	(EGP mn)	225.1	173.9***	-23%	640.0	523.7***	-18%
Shorouk for Modern Printing & Packaging Revenue	(EGP mn)	410.4	484.6	18%	1,113.4	1,337.2	20%
Shorouk for Modern Printing & Packaging EBITDA	(EGP mn)	81.7	110.7	35%	213.1	279.6	31%
Shorouk for Modern Printing & Packaging Net Income	(EGP mn)	64.6	48.5	-25%	155.6	302.5	94%
Uniboard Revenue	(EGP mn)	744.4	713.8	-4%	1,976.4	2,149.5	9%
Uniboard EBITDA*	(EGP mn)	264.2	192.7	-27%	783.2	594.9	-24%
Uniboard Net Income	(EGP mn)	174.9	105.8	-40%	514.5	340.1	-34%
El Baddar Revenue	(EGP mn)	203.9	273.4	34%	563.9	765.3	36%
El Baddar EBITDA	(EGP mn)	23.1	22.6	-2%	57.4	60.1	5%
El Baddar Net Income	(EGP mn)	9.4	0.5	-95%	18.0	43.2	140%

*Recurring EBITDA excludes one-off selling, general and administrative expenses

**The optional exceptional accounting treatment of reclassifying the FX to the Other Comprehensive Income (OCI) has been applied in 2023.

*** Includes a gain of EGP 13.5 million resulting from the sale of Allmed Medical Care Holding UK in 3Q23.

Shorouk for Modern Printing & Packaging

Shorouk continued to build on a strong start to the year, overcoming challenging market conditions and supply chain disruptions to deliver solid results for the third consecutive quarter. The company delivered a top-line expansion of 18% y-o-y to EGP 484.6 million in 3Q23, up from EGP 410.4 million in 3Q22. Revenue growth for the quarter came on the back of an increase in the average price per ton resulting from the depreciation of the EGP, which more than compensated for the 4% y-o-y volume decline witnessed in 3Q23. Meanwhile in 9M23, Shorouk's revenue rose by 20% y-o-y from EGP 1,113.4 million in 9M22 to EGP 1,337.2 million in 9M23 following similar price dynamics to 3Q23. During the nine-month period, Shorouk's sales volume shrank by 12% y-o-y, with export sales volume taking a 40% y-o-y hit, and domestic sales volume rising by a slight 2% y-o-y. Today, Shorouk exports its products to 28 countries worldwide.

In terms of profitability, Shorouk's EBITDA grew by 35% y-o-y to EGP 110.7 million in 3Q23, while net income dropped by 25% y-o-y to EGP 48.5 million during the quarter. Similarly, in 9M23 EBITDA expanded by 31% y-o-y to EGP 279.6

million, and net income stood at EGP 302.5 million, a 94% y-o-y decline. Improved profitability during the three- and nine-month periods was mainly driven by dividend income from the company's subsidiaries.

Uniboard

In 3Q23, Uniboard's revenue dropped by 4% y-o-y to EGP 713.8 million on the back of a price decline witnessed during the quarter. In parallel, total volume sold shrank by 2% y-o-y in 3Q23, primarily driven by a 6% y-o-y decline in local market sales volume, which overshadowed the 24% y-o-y increase in export volume that occurred following a change in strategy that focused on exports to finance the company's foreign currency needs for importing raw materials. On a nine-month basis, the company achieved a 9% y-o-y increase in revenue to EGP 2,149.5 million on the back of a 4% y-o-y rise in total volume sold. Volume growth for the nine-month period was driven by an 8% y-o-y rise in local sales volume, which more than offset the 11% y-o-y drop in export volume.

On the profitability front, Uniboard's EBITDA declined by 27% y-o-y to EGP 192.7 million in 3Q23, while net income fell by 40% y-o-y to EGP 105.8 million during the quarter. With regards to 9M23, Uniboard saw its EBITDA shrink by 24% y-o-y to EGP 594.9 million. Meanwhile, 9M23 net income stood at EGP 340.1 million, a 34% y-o-y decline. Lower profitability for the quarter and nine-month period were a consequence of a high base effect, as Uniboard recorded exceptionally high profitability figures during 9M22 on the back of the increase in global selling prices, in addition to the company's proactive raw material stock-piling strategy, resulting in profitability margins standing at around double their normal rates. As prices declined globally, and raw material costs rose by 35% y-o-y in 9M23, profitability margins began moving down towards normalization over the past nine months, this was further exacerbated by the rise in interest rates witnessed over the period.

El Baddar

El Baddar's revenue increased by 34% y-o-y to EGP 273.4 million in 3Q23 from EGP 203.9 million in 3Q22. The company's improved top-line was driven by a 20% y-o-y expansion in sales volume witnessed during the quarter, coupled with a slight price rise. On a nine-month basis, revenue expanded by 36% y-o-y to EGP 765.3 million, compared to EGP 563.9 million in 9M22 on the back of a 22% y-o-y increase in sales volume.

Profitability-wise, El Baddar's 3Q23 EBITDA dropped slightly by 2% y-o-y from EGP 23.1 million to EGP 22.6 million following a substantial increase in raw material costs. Meanwhile, net income shrank by 95% y-o-y to EGP 0.5 million during the quarter on the back of increased finance costs. With respect to 9M23, El Baddar's EBITDA rose by 5% y-o-y to EGP 60.1 million supported by a strong 1Q23, which more than made up for the EBITDA decline witnessed during 3Q23. Meanwhile, net income increased by 140% y-o-y to EGP 43.2 million on the back of the payment of a one-off insurance claim made by the company.

Windsor

In 3Q23, Windsor achieved a revenue of EGP 37.2 million, a 22% y-o-y increase which came on the back of an optimization of the company's product mix, coupled with the growth of its chemicals sector. Similarly, 9M23 top-line expanded by 40% y-o-y to EGP 104.7 million.

Meanwhile, Windsor's EBITDA expanded by 19% y-o-y to EGP 10.5 million in 3Q23 despite the significant surge in raw material costs witnessed during the quarter, as the company shifted its focus more towards the service sector within its product mix. Similarly, 3Q23 net income rose by 28% y-o-y to EGP 7.3 million. On a nine-month basis, Windsor's EBITDA rose by 28% y-o-y to EGP 29.0 million, while net income stood at EGP 19.3 million in 9M23, a 33% y-o-y increase backed by strong results in 1Q23.



Sector Review: Agrifoods

Agrifood companies consolidated under parent company Dina Farms Holding Co. (multicategory agriculture and consumer foods) include Dina Farms and ICDP (Dina Farms' fresh dairy & juice producer).



QALAA HOLDINGS OWNERSHIP — c.54.9%

Dina Farms Holding Co. recorded a 56% y-o-y increase in revenue to EGP 508.7 million in 3Q23, driven by improved operations at Dina Farms, and ICDP's revenue benefiting from higher selling prices and new product launches. Meanwhile, EBITDA rose by 324% y-o-y to EGP 108.0 million in 3Q23, on the back of EBITDA growth at Dina Farms, coupled with a recovery of margins at ICDP. Dina Farms Holding Co.'s bottom-line turned profitable during the quarter, delivering a net income of EGP 11.2 million in 3Q23, up from a net loss of EGP 18.9 million in 3Q22. On a nine-month basis, revenue increased by 47% y-o-y to EGP 1.4 billion, and EBITDA expanded by 255% y-o-y to EGP 274.4 million in 9M23 following similar drivers to the quarterly results. Net income for 9M23 stood at EGP 53.8 million compared to a net loss of EGP 60.1 million recorded in 9M22.

Key Performance Indicators

	Units	3Q22	3Q23	% chg	9M22	9M23	% chg
Gozour (Dina Farms Holding Co.) Revenue	(EGP mn)	327.0	508.7	56%	945.8	1,389.4	47%
Gozour (Dina Farms Holding Co.) EBITDA*	(EGP mn)	25.5	108.0	324%	77.4	274.4	255%
Gozour (Dina Farms Holding Co.) Net Income	(EGP mn)	(18.9)	11.2	N/A	(60.1)	53.8	N/A
Dina Farms Revenue	(EGP mn)	249.0	377.5	52%	738.6	1,160.0	57%
Dina Farms EBITDA	(EGP mn)	42.5	106.1	150%	98.7	295.9	200%
Dina Farms Net Income	(EGP mn)	(8.2)	31.2	N/A	(45.4)	82.6	N/A
Dina Farms Raw Milk Sales/Milking Cow Ratio	Tons/Milking Cow	2.7	2.3	-14%	7.9	7.0	-11%
ICDP Revenue	(EGP mn)	135.5	299.2	121%	376.4	789.3	110%
ICDP EBITDA	(EGP mn)	10.3	24.2	135%	34.1	44.5	30%
ICDP Net Income	(EGP mn)	0.4	8.0	2,092%	8.2	4.6	-44%
ICDP SKU Volume Sold	(Tons)	4,362	5,520	27%	13,489	14,694	9%

*Recurring EBITDA excludes one-off selling, general and administrative expenses

Dina Farms' revenue grew by 52% y-o-y to EGP 377.5 million in 3Q23, and by 57% y-o-y to EGP 1,160 million in 9M23, following improved operations across all business segments.

At the livestock division, revenue from milk sales rose by 30% y-o-y to EGP 252.7 million in 3Q23. Growth was driven by an increase in milk prices, which more than offset the 24% y-o-y drop in milk sales volume following a decline in demand, as well as the decline in milk production as the company recently implemented a policy that places emphasis on optimizing animal feed productivity. Meanwhile, powdered milk sales volume was down 19% y-o-y in 3Q23, reaching 35.6 tons during the quarter. This was offset by an increase in powdered milk prices, which led to a 52% y-o-y rise in

powdered milk revenue to EGP 5.0 million in 3Q23. In parallel, non-milk revenue expanded by 56% y-o-y to EGP 7.6 million in 3Q23, on the back of a price increase that counteracted the effect of the decline in bull sales. On a nine-month basis, revenue from milk sales stood at EGP 766.4 million in 9M23, a 42% y-o-y increase on the back of higher milk prices. Similarly, revenue from powdered milk expanded by 263% y-o-y to EGP 43.7 million in 9M23, following a 92% y-o-y hike in sales volume to 315.5 tons, coupled with the aforementioned rise in powdered milk prices during the nine-month period. On the other hand, non-milk revenue in 9M23 was down 16% y-o-y, closing the period at EGP 22.3 million.

At the agriculture division, orchard revenue witnessed a threefold y-o-y increase to EGP 17.0 million in 3Q23 following an improvement in grape productivity, coupled with an increase in the prices of various produce like grapes and olives. As for 9M23, orchard revenue was up 74% y-o-y, rising to EGP 50.2 million. Revenue increases for the three- and nine-month periods were also further supported by Dina Farms' decision in 4Q22 to start processing and drying its parsley crop in-house as opposed to selling it to a third party, to move further up the value chain. Additionally, the company's cultivated herb area increased by 31% y-o-y to 788 feddans earlier this year. Dina Farms also doubled its sugar beet cultivated area, leading to an enhancement in productivity during the quarter. Consequently, crop revenue increased by 204% y-o-y to EGP 28.8 million in 3Q23, and by 100% y-o-y to EGP 142.3 million in 9M23.

On the retail front, Dina Farms expanded its outlet and parking area earlier this year and improved and renovated various aspects of the retail outlet. As a result, the company witnessed a 37% y-o-y increase in footfall during 9M23, resulting in a growth in revenue from the retail division. Accordingly, and in combination with the inflationary price increases witnessed throughout the year, revenue from the division rose by 81% y-o-y to EGP 57.5 million in 3Q23 and 82% y-o-y to EGP 107.7 million in 9M23.

With regards to profitability, in 3Q23 Dina Farms achieved a 150% y-o-y increase in EBITDA to EGP 106.1 million on the back of improved profitability across the board. On that front, the livestock division witnessed a 165% y-o-y increase in gross profit to EGP 84.3 million in 3Q23, while the agriculture division reported a 125% y-o-y rise in gross profit to EGP 19.7 million. Moreover, the company recorded a net income of EGP 31.2 million in 3Q23 as opposed to a net loss of EGP 8.2 million reported in 3Q22. On a nine-month basis, Dina Farms' EBITDA stood at EGP 295.9 million compared to EGP 98.7 million in 9M22. The company also achieved a net income of EGP 82.6 million in 9M23, up from a net loss of EGP 45.4 million during the same period last year.

International Company for Dairy Products (ICDP)

In 3Q23, ICDP's total SKU volume stood at 5,520 tons, representing a 27% y-o-y increase. Meanwhile in 9M23, total SKU volume rose by 9% y-o-y to 14,694 tons.

ICDP witnessed a top-line expansion of 121% y-o-y in 3Q23, with revenue for the period reaching EGP 299.2 million. Similarly, in 9M23 ICDP's revenue increased by 110% y-o-y to EGP 789.3 million. Revenue growth for the quarter and nine-month period was driven by price increases across the board, coupled with a continued noticeable increase in the volume of cheese, juice, and skimmed milk powder, as well as the recovery in the growth of milk sales following a slump during the previous quarters.

At the cheese division, sales volume increased by 156% y-o-y in 3Q23 following the commissioning of two new cheese lines in 2023, as well as the introduction of several new products throughout the year. Sales volume was also further boosted by the successful introduction of new product offerings to act as substitutes for imported cheese brands that have become increasingly difficult to find in the Egyptian market due to import constraints, as well as benefiting from market share lost by competitors due to production issues. As a result, and in combination with the inflationary price increases witnessed throughout the year, revenue from the division increased significantly from EGP 24.2 million in 3Q22 to EGP 98.8 million in 3Q23. The aforementioned drivers were also in play on a nine-month basis, with sales volume rising by 200% y-o-y and driving a 389% y-o-y increase in revenue to EGP 209.4 million.

Fresh milk revenue increased by 59% y-o-y to EGP 109.7 million, propelled by a combination of higher prices and a 10% y-o-y increase in volume as the segment recovered from the slump witnessed during the previous quarters. In parallel, powdered milk sales volume reached 135 tons in 3Q23, up 322% from the 32 tons sold in 3Q22. This, in addition to the rise in the price per ton of powdered milk, drove a sevenfold increase in powdered milk revenue from EGP 2.8 million in 3Q22 to EGP 19.0 million in 3Q23. On a nine-month basis, fresh milk revenue increased by 34% y-o-y despite an 8% y-o-y drop in volume, on the back of higher prices. Meanwhile, revenue from powdered milk rose from EGP 14.9 million in 9M22 to EGP 94.8 million in 9M23, following an 244% y-o-y increase in volume sold to 705 tons during the period, coupled with an increase in the price per ton of powdered milk.

Revenue at the yogurt segment expanded by 101% y-o-y to EGP 20.2 million in 3Q23 on the back of higher prices, which further augmented the 17% y-o-y increase witnessed in sales volume. As for 9M23, revenue rose by 78% y-o-y to EGP 59.2 million as volume recovered from the slump witnessed during 2Q23, recording a 9% y-o-y increase during the nine-month period.

Juice revenue expanded by 57% y-o-y to EGP 39.1 million in 3Q23 following a turnaround in sales volume, which rose 41% y-o-y and was further boosted by an increase in prices during the quarter. Similarly, revenue for 9M23 witnessed a 26% y-o-y increase, rising to EGP 80.4 million.

On the profitability front, ICDP's results witnessed a significant recovery as the company managed to adjust prices in line with the soaring raw milk and packaging material costs, after lagging for several quarters due to market constraints. Furthermore, the recovery in demand and sales volumes further supported profitability during the quarter. Additionally, ICDP managed to successfully capitalize on its unique position as the premiere local alternative for imported cheese. As a result, the company was able to deliver solid results, with EBITDA for 3Q23 rising 135% y-o-y to EGP 24.2 million, and EBITDA margin remaining stable y-o-y at 8%. Similarly, net income expanded significantly during the quarter, rising from EGP 0.4 million in 3Q22 to EGP 8.0 million in 3Q23. In 9M23 EBITDA reached EGP 44.5 million, up from the EGP 34.1 million achieved in 9M22. However, net income was down y-o-y, dropping from EGP 8.2 million in 9M22 to EGP 4.6 million in 9M23. The company's bottom-line continues to be impacted by the growing finance costs resulting from the loans taken by ICDP throughout the year with the purpose of financing the capex related to new product line expansions and working capital requirements. Going forward, management expects the previously mentioned recovery in gross margins to start filtering down to net income.



Sector Review: Mining

Qalaa Holdings' operational platform in the mining sector is ASCOM, which includes operating companies ASCOM Mining, ASCOM for Chemicals & Carbonates Manufacturing (ACCM), GlassRock, and APM investment Holding BVI (APM) (which is consolidated under the equity method as a share of associates' results).


QALAA HOLDINGS OWNERSHIP — c.54.1%

ASCOM achieved a 33% y-o-y increase in revenue in 3Q23 to EGP 475.2 million, as the EGP devaluation augmented the USD-denominated revenues of ASCOM's two largest revenue generators: ACCM and GlassRock. Improved performances across both GlassRock and the company's quarrying operations in Egypt further supported ASCOM's top-line results. On a nine-month basis, ASCOM's revenue rose 41% y-o-y to EGP 1.4 billion following revenue expansion at Egypt quarrying, in addition to the effect of the EGP devaluation.

APM Investment Holdings Limited (APM), a wholly owned subsidiary of ASCOM, sold its c.35% stake in Ethiopia's Kurmuk Gold Project to Canadian company Allied Gold Corp. The revenue of the transaction includes the receipt of around 11.5 million shares in Allied Gold in favor of APM Investment Holdings Limited, with a total value of c.USD 25.1 million as of 30 September 2023, as well as deferred payments totaling USD 65.6 million by Allied Corp to APM in three installments starting 30 September 2024 and ending 30 September 2027.

Key Performance Indicators

	Units	3Q22	3Q23	% chg	9M22	9M23	% chg
ASCOM Revenue	(EGP mn)	357.3	475.2	33%	998.5	1,410.2	41%
ASCOM EBITDA*	(EGP mn)	70.8	94.9	34%	164.8	296.4	80%
ASCOM Net Income**	(EGP mn)	68.5	2,215.4***	3,113%	136.5	2,258.5***	1,544%
ACCM Revenue	(USD mn)	11.5	8.9	-22%	31.8	26.8	-16%
ACCM EBITDA	(USD mn)	3.3	2.1	-35%	7.7	6.5	-16%
ACCM Net Income**	(USD mn)	2.3	0.6	-75%	5.7	2.5	-55%
GlassRock Revenue	(USD mn)	3.3	3.6	9%	10.7	10.6	-1%
GlassRock EBITDA	(USD mn)	0.5	1.1	125%	1.5	2.8	92%
GlassRock Net Income**	(USD mn)	(1.0)	0.1	N/A	(3.2)	(1.0)	-70%
Egypt Quarrying Revenue	(EGP mn)	52.4	92.7	77%	158.9	251.1	58%
Egypt Quarrying EBITDA	(EGP mn)	3.1	3.2	4%	(5.0)	18.7	N/A
Egypt Quarrying Net Income**	(EGP mn)	(18.7)	10.1	N/A	(55.2)	15.2	N/A
Other Quarry Management Revenue – ex Egypt	(USD mn)	0.1	(0.0)	N/A	1.5	0.0	-98%
Other Quarry Management EBITDA – ex Egypt	(USD mn)	0.0	(0.0)	N/A	(0.1)	(0.1)	31%
Other Quarry Management Net Income** – ex Egypt	(USD mn)	(0.1)	(0.5)	345%	(0.3)	(0.8)	-158%

*Recurring EBITDA excludes one-off selling, general and administrative expenses

**The optional exceptional accounting treatment of reclassifying the FX to the Other Comprehensive Income (OCI) has been applied in 2023.

*** Net Income includes a gain of EGP 2.4 billion million from the sale of APM that took place in 3Q23.

ACCM

ACCM's revenue at the close of 3Q23 reached USD 8.9 million, a 22% y-o-y decline, largely driven by a 32% y-o-y decrease in the average price per ton during the quarter. This more than offset the 14% y-o-y increase in volume to 113,329 tons in 3Q23 following the addition of two new ball milling lines, which came online in June 2022 and the beginning of 2023, positively impacting volumes. On a nine-month basis, ACCM's revenue declined 16% y-o-y to USD 26.8 million, as the average price per ton fell by 23% y-o-y, outweighing the effect of the 11% y-o-y increase in volume to 324,046 tons. The decline in average price per ton was a result of a drop in global freight costs, which are incorporated in the price, following the stabilization of supply chains after a period of disruptions and instability. Price per ton was further depressed by the decline in the price of stearic acid, a key raw material and price determinant. Additionally, selling prices in Egypt have not risen in line with the currency devaluation, and have therefore declined in USD terms.

In terms of profitability, EBITDA reported a 35% y-o-y decline to USD 2.1 million in 3Q23 compared to USD 3.3 million in 3Q22, and yielded an EBITDA margin of 24%, down five percentage points y-o-y. Meanwhile, net income fell by 75% y-o-y to USD 0.6 million during the quarter from the USD 2.3 million recorded in 3Q22. In 9M23, EBITDA dropped by 16% y-o-y from USD 7.7 million in 9M22 to USD 6.5 million, with EBITDA margin remaining stable y-o-y at 24%. In parallel, 9M23 net income stood at USD 2.5 million, a 55% y-o-y drop from the USD 5.7 million achieved in 9M22. The decline in the company's bottom-line was mainly a result of lower export subsidies compared to those received during 2022, as well as an increase in finance costs driven by a rise in loans for capex and working capital expansions, in addition to the various interest rate hikes witnessed throughout the year.

Moving forward, ACCM will continue to work towards expanding its exports, which already account for most of the company's top-line. As a result, any further EGP devaluation will increase ACCM's competitiveness within the international market. On that front, ACCM intends to push ahead with its sales channel diversification strategy by directing its business development efforts to new export regions such as South America and Eastern Europe. The company is also planning on installing additional production lines to expand its production capacity and meet its planned growth targets, with two ball milling lines already scheduled to come online in 2024.

GlassRock

In 3Q23, GlassRock achieved a revenue of USD 3.6 million, a 9% y-o-y increase mostly driven by a 3% y-o-y rise in total volume sold to 2,330 tons, and further boosted by higher selling prices for locally sold GlassWool. As for 9M23, revenue was down a minimal 1% y-o-y to USD 10.6 million, despite increased selling prices across most of the company's product mix, following an 18% y-o-y drop in total volume sold to 6,507 tons in 9M23.

GlassRock	3Q2022	3Q2023	% chg	9M2022	9M2023	% chg
Sales Revenue (USD MM)	2.9	3.3	15%	8.9	9.6	8%
RockWool - Export	0.5	0.2	-56%	2.0	0.9	-55%
RockWool - Local	1.0	1.0	-4%	3.5	2.9	-17%
GlassWool - Export	0.3	0.6	89%	1.1	1.7	46%
GlassWool - Local	1.0	1.5	50%	2.3	4.2	82%
Sales Volume (Tons)	2,253	2,330	3%	7,955	6,507	-18%
RockWool - Export	619	305	-51%	2,699	988	-63%
RockWool - Local	938	996	6%	3,193	2,687	-16%
GlassWool - Export	244	499	104%	887	1,350	52%
GlassWool - Local	451	530	17%	1,177	1,482	26%

GlassRock's portfolio includes export markets across Africa, Europe, and Asia, with the company also working on expanding into a number of new European countries. In 3Q23, GlassRock's export revenue dropped by 2% y-o-y to USD

0.8 million, on the back of a decline in the export volume of RockWool, coupled with lower export prices of both GlassWool and RockWool. In 9M23, GlassRock's export revenue fell 18% y-o-y to USD 2.6 million following a significant decline in RockWool export volume, which more than offset the positive effect of higher RockWool export prices and improved GlassWool export volume driven by a competitive pricing strategy and the penetration of new markets.

Domestically, GlassRock's revenue increased by 22% y-o-y to USD 2.5 million in 3Q23, on the back of higher volumes, as well as an increase in the selling price of GlassWool. Similarly, GlassRock's 9M23 revenue rose by 22% y-o-y to USD 7.1 million. Revenue for the nine-month period was mainly driven by an increase in both prices and volume at GlassWool, which more than compensated for the decline in GlassRock's total sales volumes. Revenue growth was also boosted by improvements in the quality of the company's GlassWool products the import challenges facing the Egyptian market, which enabled GlassRock products to emerge as a viable substitute for imports and capture a larger share of the domestic market, being the only producer of GlassWool in Egypt. It is worth noting that the devaluation of the EGP led to a delay in the execution of specific mega projects across the country, adversely affecting the sales volume, especially those of RockWool, earmarked for these projects.

On the profitability front, GlassRock's EBITDA expanded by 125% y-o-y to USD 1.1 million in 3Q23 versus USD 468.4 thousand in 3Q22. Following its strong operating results, the company recorded a net income of USD 56.7 thousand in 3Q23 compared to a net loss of USD 985.4 thousand in 3Q22. In 9M23, EBITDA increased by 92% y-o-y from USD 1.5 million in 9M22 to USD 2.8 million. At the bottom-line, GlassRock saw its net loss shrink from USD 3.2 million in 9M22 to USD 1.0 million in 9M23, on the back of price increases across both the local and export markets, in addition to the impact of the EGP devaluation which resulted in a decline in the cost of several local components.

Egypt Quarrying (ASCOM Mining)

ASCOM's mining operations rely primarily on the cement sector, with around 90% of the company's revenue coming from cement clients. As such, ASCOM continues to face a challenging operating environment due to the sustained difficulties facing the Egyptian cement industry. However, the company's management has been actively revising contracts and implementing a minimum take criterion, as well as renewing other contracts on a take-or-pay basis to recoup costs incurred when markets are underperforming. ASCOM has also successfully renegotiated a number of contracts, passing the increased expenses associated with the weakening EGP onto its clients, thus supporting revenue and profitability. Additionally, ASCOM was able to terminate defaulting contracts and voluntarily shut down some non-profitable projects, replacing them with more profitable ones. As a result, the company witnessed an improved performance during 3Q23. On that front, revenue during the quarter reached EGP 92.7 million, representing a 77% y-o-y increase from the EGP 52.4 million recorded in 3Q22. Similarly, revenue for 9M23 rose by 58% y-o-y to EGP 251.1 million following the strong performance of 3Q23. However, overhaul work at one of ASCOM's clients, and a temporary shutdown at the production plant of another client dampened the scale of the improvement in the company's results, which otherwise would have grown at an even larger rate.

In terms of profitability, ASCOM Mining reported an EBITDA of EGP 3.2 million in 3Q23, up 4% y-o-y from EGP 3.1 million in 3Q22. The company's bottom-line after removing one-off events also improved during the quarter, rising from a loss of EGP 24.1 million in 3Q22 to a profit of EGP 0.5 million. On a nine-month basis, EBITDA rose from a loss of EGP 5.0 million in 9M22 to a profit of EGP 18.7 million in 9M23. In parallel, the improvement in commercial terms implemented during 1Q23 helped propel 9M23 bottom line after removing one off events to a loss of EGP 1.4 million, up from a net loss of EGP 34.6 million reported during the same period last year.

On a separate note, ASOCM Mining is currently exploring opportunities for expanding domestically and internationally into the quarrying of other materials such as phosphate, kaolin, sand, and gypsum.



Sector Review: Transportation & Logistics

Qalaa Holdings' operational platform in the Transportation & Logistics sector is CCTO, which includes NRPMC (seaport, stevedoring, and storage services in Egypt) as well as Nile Barges (river transportation in South Sudan)



QALAA HOLDINGS OWNERSHIP — 67.6%

Citadel Capital Transportation Opportunities Ltd ('CCTO') is Qalaa Holdings' transportation and logistics platform company and consolidates the company's operations in Egypt (under National River Port Management Company 'NRPMC') and South Sudan (under Nile Barges). In 3Q23, CCTO's revenue increased by 39% y-o-y to EGP 124.7 million, with EBITDA rising by 39% y-o-y to EGP 53.4 million. Meanwhile, the company's net income stood at EGP 6.4 million in 3Q23 compared to EGP 10.2 million in 3Q22. In 9M23, CCTO's revenue and EBITDA reached EGP 424.0 million and EGP 201.8 million, respectively. In addition, net income reached EGP 70.8 million in 9M23 versus a net loss of EGP 36.0 million reported in 9M22, after removing one-off gains.

Key Performance Indicators

	Units	3Q22	3Q23	% chg	9M22	9M23	% chg
CCTO (Holding Co.) Revenue	(EGP mn)	89.9	124.7	39%	251.5	424.0	69%
CCTO (Holding Co.) EBITDA*	(EGP mn)	38.3	53.4	39%	98.4	201.8	105%
CCTO (Holding Co.) Net Income/Loss**	(EGP mn)	10.2***	6.4	-37%	510.2***	70.8	-86%
NRPMC Revenue	(EGP mn)	80.8	123.2	52%	233.0	377.0	62%
NRPMC EBITDA	(EGP mn)	40.5	66.4	64%	111.6	209.4	88%
NRPMC Net Income/Loss**	(EGP mn)	33.4***	42.9	29%	569.4***	132.6	-77%
NRPMC Coal / Pet Coke Tons Handled	(ooo's Tons)	366.2	338.6	-8%	928.4	1,064.3	15%
NRPMC Twenty-Foot Equivalent Handled	(TEU)	16,191	14,584	-10%	61,588	54,455	-12%
NRPMC Storage days for TEUs (# of days)	Days	62,895	153,979	145%	135,171	466,641	245%
Nile Barges Revenue (South Sudan)	(USD mn)	0.5	0.0	-90%	1.0	1.5	46%
Nile Barges EBITDA (South Sudan)	(USD mn)	0.3	(0.1)	N/A	0.4	0.8	119%
Nile Barges Net Income/Loss (South Sudan)	(USD mn)	(0.2)	(0.3)	67%	(0.4)	0.2	N/A

*Recurring EBITDA excludes one-off selling, general and administrative expenses.

**The optional exceptional accounting treatment of reclassifying the FX to the Other Comprehensive Income (OCI) has been applied in 2023.

***3Q22 Net Income includes one-off EGP 8.7 million gain from Right of Use revaluation, while 9M22 Net Income also includes one-off EGP 546.3 million gain from the sale of land in 1Q23.

National Company for River Ports Management (NRPMC) (Egypt)

In 3Q23, NRPMC recorded a revenue of EGP 123.2 million, up 52% y-o-y. The company's top-line performance was mainly driven by improvements across all revenue streams, especially in the storage and inland container depot service. On a nine-month basis, NRPMC's revenue reached EGP 377.0 million, up 62% y-o-y following similar growth drivers.

During the quarter, coal storage volume at the Tanash warehouse dropped by 16% y-o-y. However, revenue from storage increased by 48% y-o-y, rising to EGP 46.2 million in 3Q23 from EGP 31.2 million in 3Q22, primarily driven by the company's USD-based contracts. On a nine-month basis, storage revenue stood at EGP 147.6 million, up 55% y-o-y from the EGP 95.0 million recorded in 9M22.

In parallel, revenue from stevedoring services rose by 11% y-o-y from EGP 25.4 million in 3Q22 to EGP 28.1 million in 3Q23, mainly driven by an increase in coal stevedoring prices. In 9M23, revenue from stevedoring services reached EGP 85.0 million, reflecting a 19% y-o-y increase. Revenue performance during the nine-month period came largely on the back of higher volumes during the period, coupled with the aforementioned price increase.

Moreover, revenue from the company's inland container depot expanded by 109% y-o-y to EGP 48.9 million, largely driven by a 145% y-o-y increase in the container storage days, which in 3Q23 reached 153,979 days compared to 62,895 days in 3Q22. As for 9M23, the inland container depot's revenue more than doubled y-o-y to reach EGP 144.3 million, following an increase in storage days from 135,171 days in 9M22 to 466,641 days in 9M23. The increase in storage days during both the three-month and nine-month periods was a consequence of the slowdown brought about by the letter of credit requirements for all imports, as well as foreign currency availability issues.

In terms of profitability, NRPMC saw its EBITDA rise by 64% y-o-y in 3Q23 to EGP 66.4 million. Meanwhile, net profit recorded a strong y-o-y increase to EGP 42.9 million during the quarter, up from the EGP 24.7 million reported in 3Q22 after deducting the accounting one-off gain resulting from the revaluation of right of use relating to the Nubaria warehouse rental. Similarly, EBITDA for 9M23 stood at EGP 209.4 million, up from the EGP 111.6 million achieved in 9M22. Furthermore, net income also witnessed a significant expansion during the nine-month period, rising from EGP 14.5 million in 9M22, after removing the impact of one-off gain on the sale of a plot of land that occurred in 1Q22, as well as the aforementioned accounting one-off in 3Q22, to EGP 132.6 million in 9M23. Enhanced profitability during the quarter and nine-month period came on the back of an increase in both storage and container depot revenues, in addition to a reduction in finance costs as the company managed to successfully restructure its debt obligations.

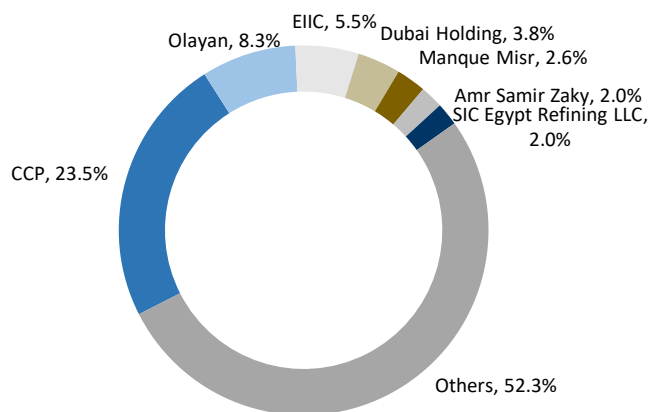
Nile Barges (South Sudan)

Nile Barges' operations in South Sudan focus on the transportation of food under the auspices of the World Food Program (WFP). Currently, the company operates three pushers and ten barges following the successful addition of the last pusher in 2022, bringing Nile Barges' entire fleet online.

In 3Q23, Nile Barges completed zero trips, compared to one completed trip in 3Q22, and resulting in the company not recording any revenue for the quarter. Given the seasonal nature of Nile Barges' operations, the company expects to complete two or more trips in 4Q23. Further down the income statement, the company recorded an EBITDA loss of USD 0.1 million compared to an EBITDA gain of USD 0.3 million achieved in 3Q22. Similarly, Nile Barges reported a net loss of USD 0.3 million during the quarter, falling further y-o-y from the net loss of USD 0.2 million witnessed in 3Q22. As for 9M23, the company achieved a revenue of USD 1.5 million, up 46% y-o-y. In parallel, EBITDA rose by 119% y-o-y to USD 0.8 million in 9M23, while net income closed the nine-month period at USD 0.2 million as opposed to the net loss of USD 0.4 million witnessed in 9M22.

SHAREHOLDER STRUCTURE

(as at 30 September 2023)



SHARE INFORMATION

CCAP.CA on the EGX

Number of Shares	1,820,000,000
Of which Preferred	401,738,649
Of which Common	1,418,261,351
Paid-in Capital	EGP 9.1 bn

INVESTOR RELATIONS CONTACTS

Ms. Dena Sarrouf
Executive Director
dsarrouf@qalaaholdings.com
Tel: +20 2 2791-4440
Fax: +20 2 2791-4448

Mr. Amr El-Kadi
Head of Investor Relations & CRO
akadi@qalaaholdings.com
Tel: +20 2 2791-4440
Fax: +20 2 2791-4448