



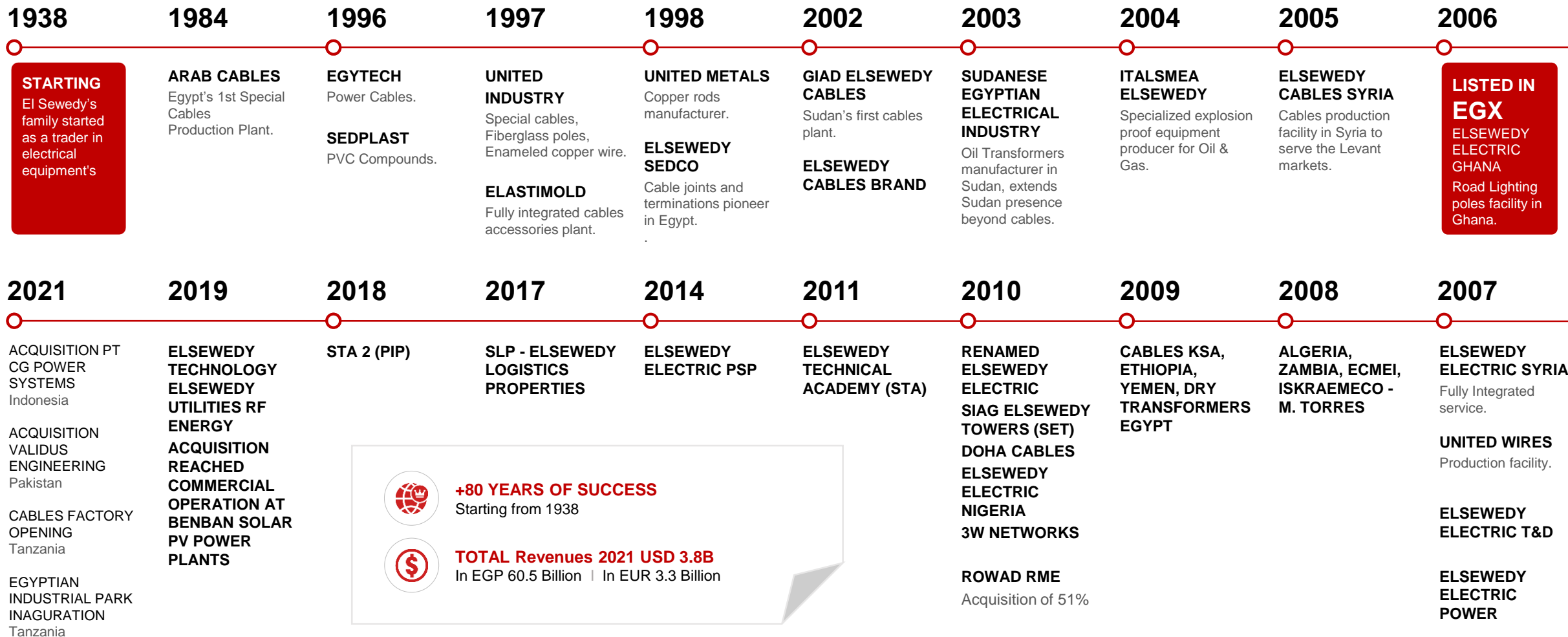
ELSEWEDY ELECTRIC PRESENTATION

HSBC one-to-one conference

Cape Town – November 2022

Certain information contained in this document consists of forward-looking statements reflecting the current view of the Company with respect to future events and are subject to certain risks, uncertainties and assumptions. Many factors could cause the actual results, performance or achievements of the Company to be materially different from any future results, performance, or achievements that may be expressed or implied by such forward-looking statements, including worldwide economic trends, the economic and political climate of Egypt and the Middle East and changes in business strategy and various other factors. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described in such forward-looking statements. Recipients of this document are cautioned not to place any reliance on these forward-looking statements. The Company undertakes no obligation to republish revised forward-looking statements to reflect changed events or circumstances.

The Elsewedy Electric name has existed in the market since 1938 as a distributor of electrical equipment, becoming Egypt's first specialized cables distributor by 1960 and Egypt's first private manufacturer of cables with the establishment of a production plant in 1984. Over the next 30+ years, Elsewedy Electric would expand both organically and inorganically through the establishment of plants and the acquisition of companies across the value chain both domestically and abroad.



Elsewedy Electric offers a comprehensive range of cabling solutions for residential, industrial, commercial and energy sectors



24 FACTORIES IN AFRICA

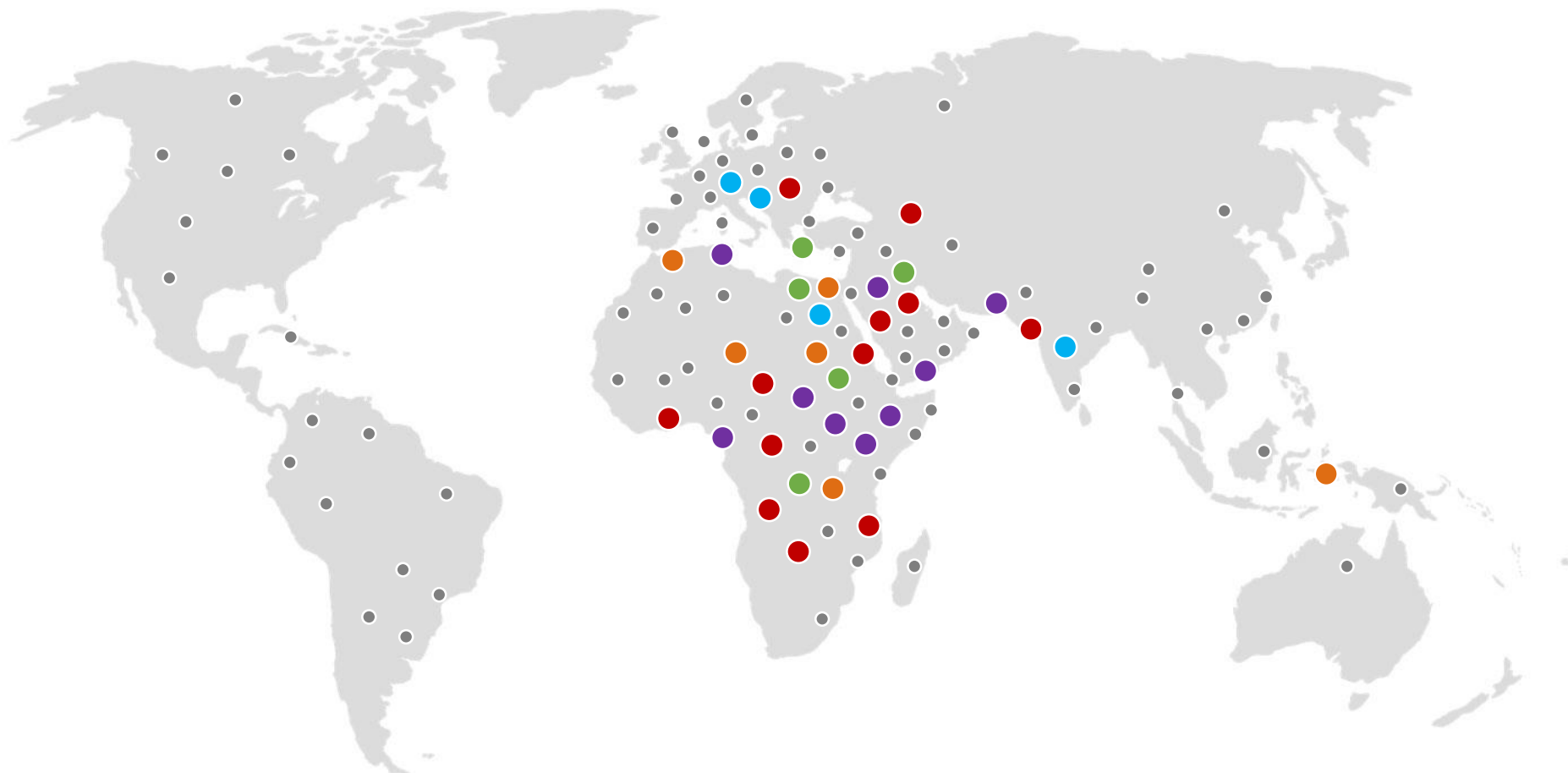
5 FACTORIES IN ASIA

2 FACTORY IN EUROPE

TOTAL OF
31 PRODUCTION
FACILITIES

48 INTERNATIONAL OFFICES

110 EXPORT MARKETS



**CABLES &
ACCESSORIES**

**RENEWABLE
ENERGY**

**PROJECTS &
DEVELOPMENT**

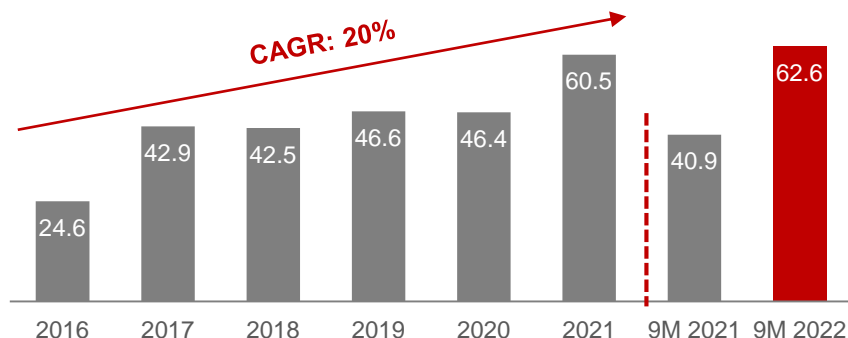
TRANSFORMERS

METERS

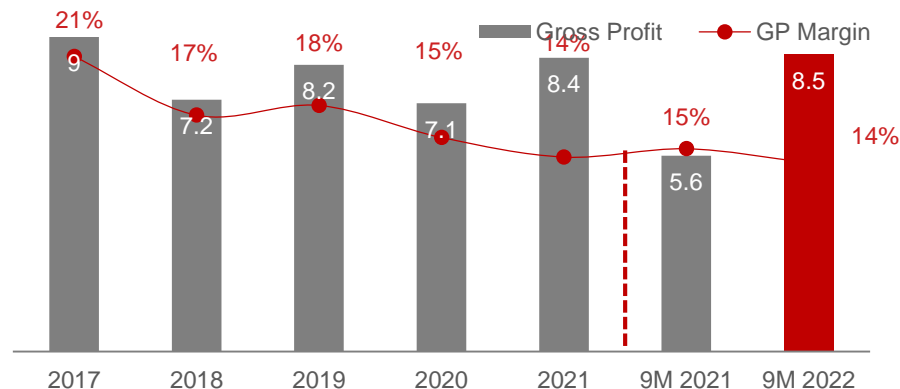
EXPORT

Total Revenue

(EGP bn)



Gross Profit



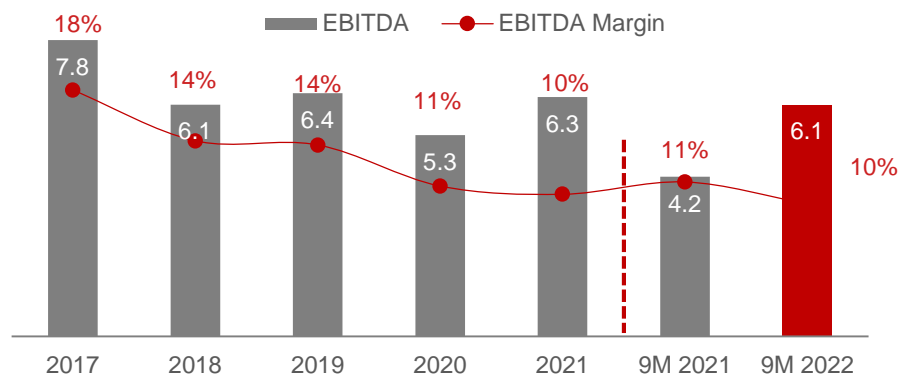
EGP **62,572** mn
Revenues
▲ 53% y-o-y

EGP **3,092** mn
Net Income
▲ 34.8% y-o-y

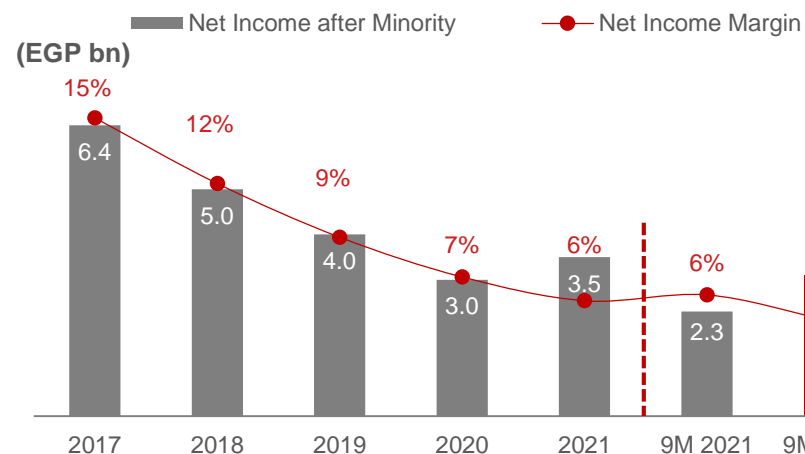
>17,000
No. of Employees

EBITDA

(EGP bn)



Net Income



84

Years of Operation

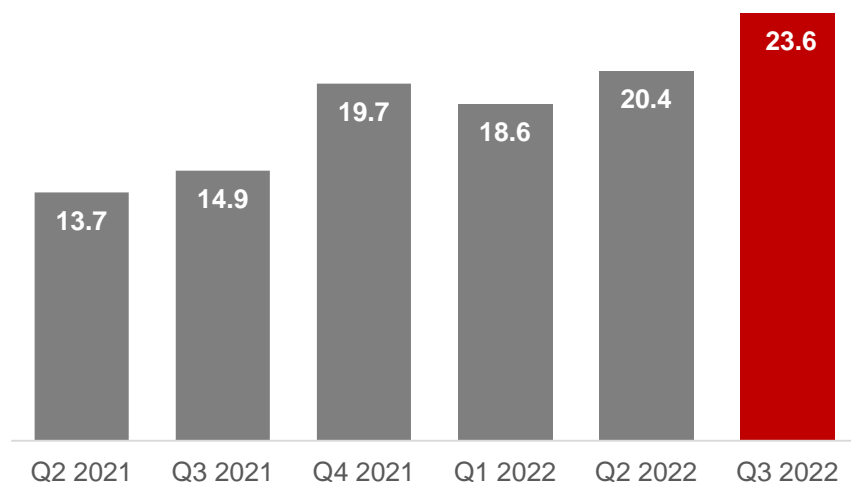
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Production Facilities

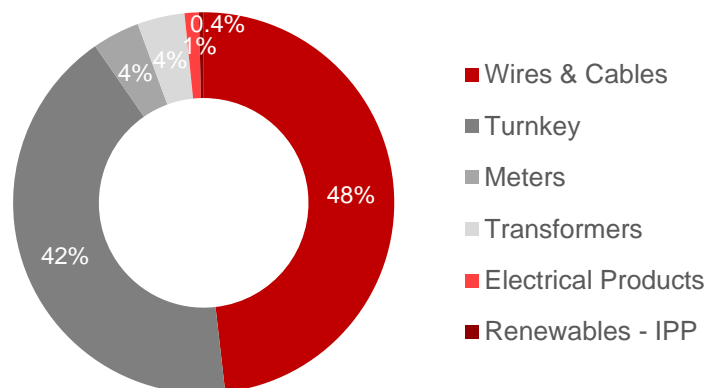
110

Export Countries

Total Revenue (EGP bn)



Revenue by Segment – Q3 2022

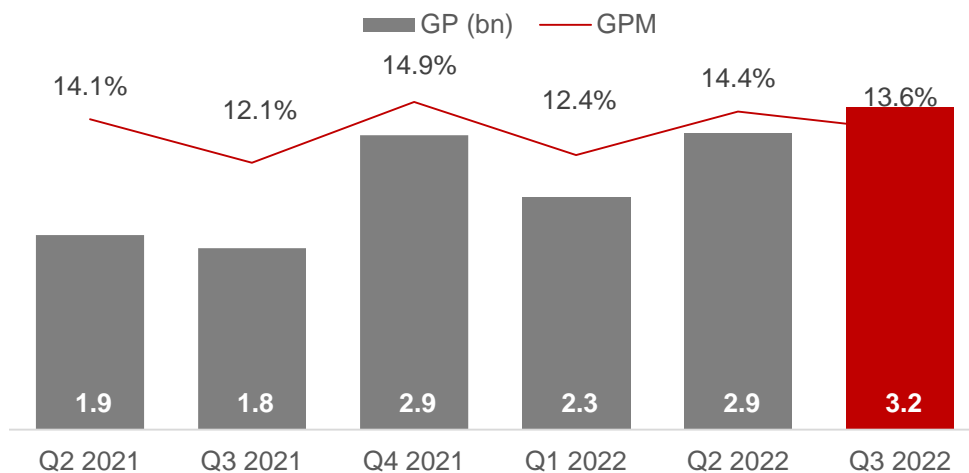


EGP **23,608** mn

Q3 2022 Revenues - ▲ 58.7% y-o-y

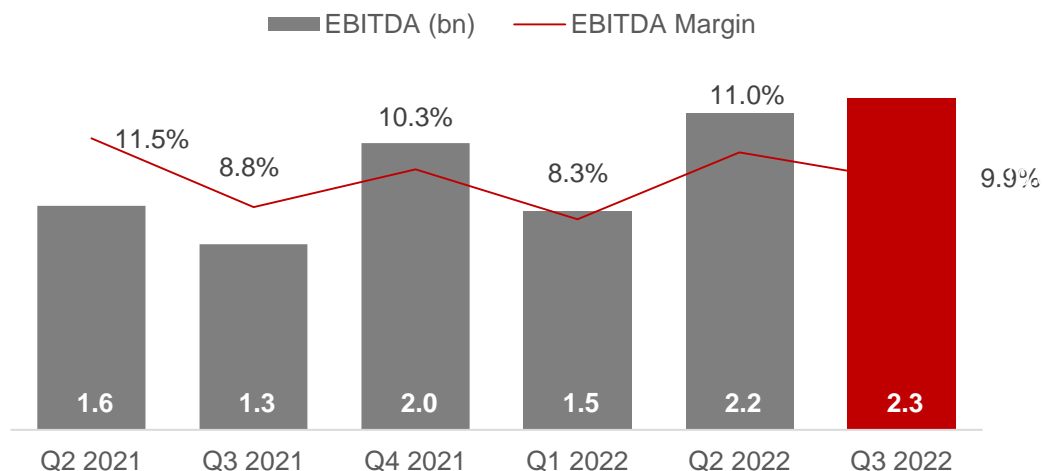
- **Consolidated Revenues** grew by **58.7% y-o-y** to **EGP 23,608 million** in Q3 2022
 - **46% of revenues** are coming from sales outside Egypt and Exports.
- **Wires and cables** segment generated 48% of consolidated revenues, remaining Elsewedy's largest top-line contributor and achieving EGP 11,272 million.
 - **52%** of the Wire & Cables segment's revenues are coming from sales outside Egypt & Exports
- **Turnkey projects** brought in 42%, to reach revenues of EGP 9,857 million.
 - **34%** of revenues are coming from turnkey projects outside Egypt.
- The remaining segments generated 10% of total revenues for the quarter

Gross Profit (EGP bn)



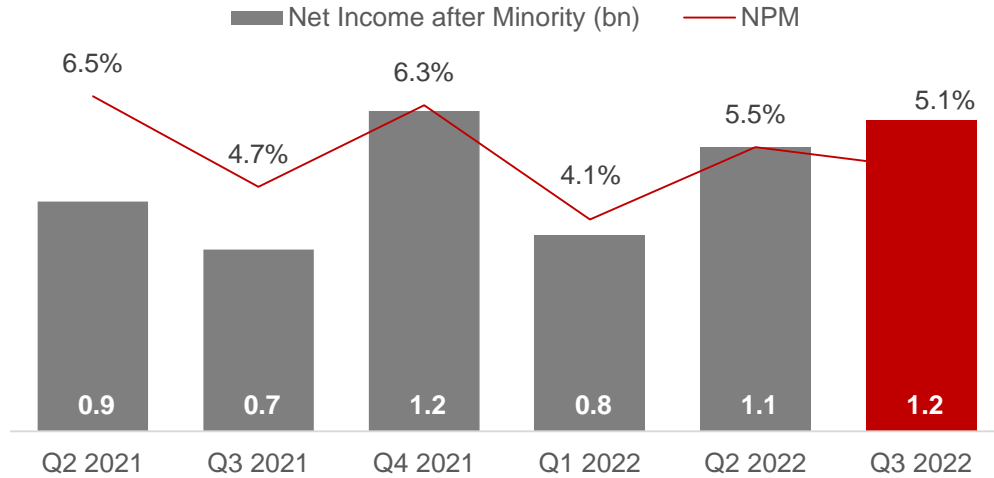
- **Gross Profit** increased by 77.4% y-o-y to reach EGP 3,204 million in Q3 2022, backed by strong growth in wires and cables and turnkey projects.
 - Consolidated gross profit margin increased to 13.6% versus the 12.1% recorded in Q3 2021, due to:
 - Strong profitability across all segments
 - Efficient cost optimization
 - Favourable currency movement
 - Wires and cables was the largest contributor at 48% with a gross profit of EGP 1,523 million
 - Turnkey projects was the second- largest contributor at EGP 906 million which represents 28% of consolidated gross profit.

EBITDA (EGP bn)



- **EBITDA** increased by 78.7% y-o-y to EGP 2,346 million in Q3 2022 driven by:
 - Improved profitability margins;
 - Efficient cost control measures
- EBITDA margin was 9.9% compared to the 8.8% one year previously.

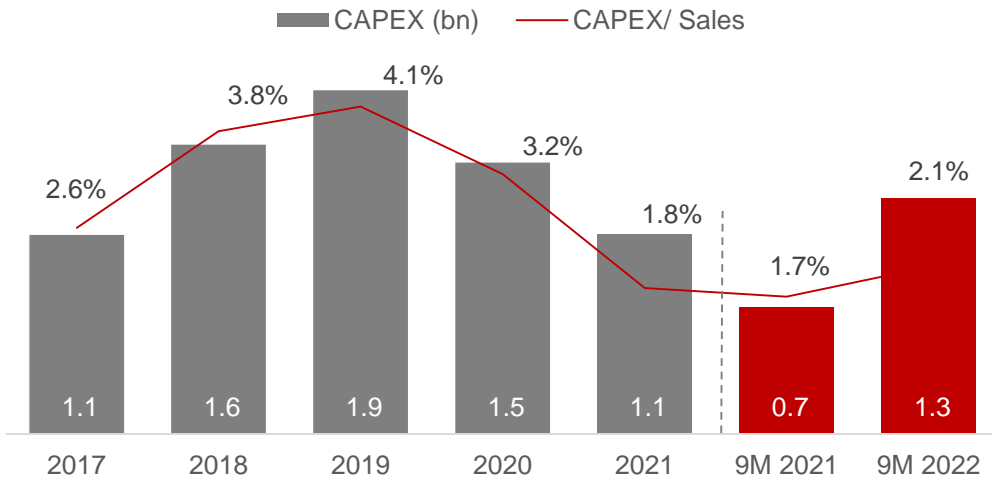
Net Income (after Minority Interest) (EGP bn)



• Net Income after Minority Interest:

Net Income grew 71.2% y-o-y to EGP 1,205 million in Q3 2022, up from the net income of EGP 704 million posted in Q3 2021. Net profit margin came in at 5.1% in Q3 2022 against 4.7% in Q3 2021.

CAPEX (EGP bn)



• CAPEX:

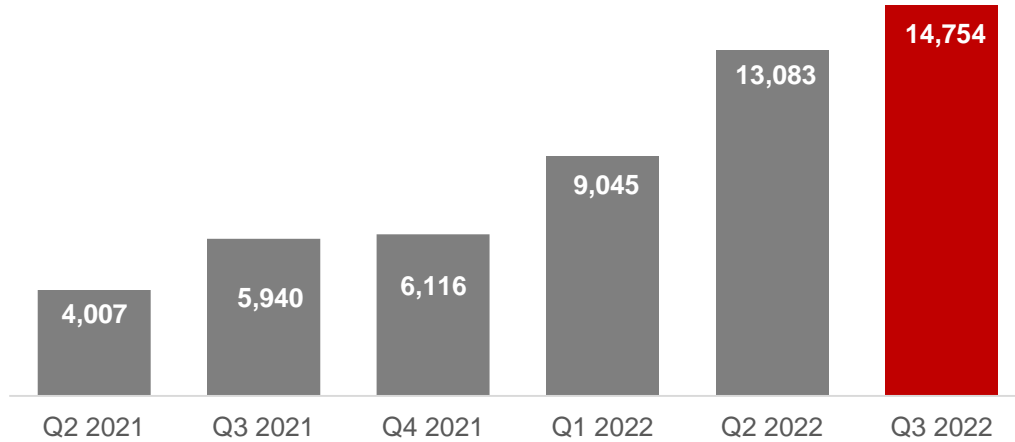
YTD Total Capex reached EGP 2.7 bn

Maintenance CAPEX came in at EGP 1.3 bn which accounts for 2.1% of total sales.

Meanwhile, new investments reached EGP 1.4 bn, which was related to:

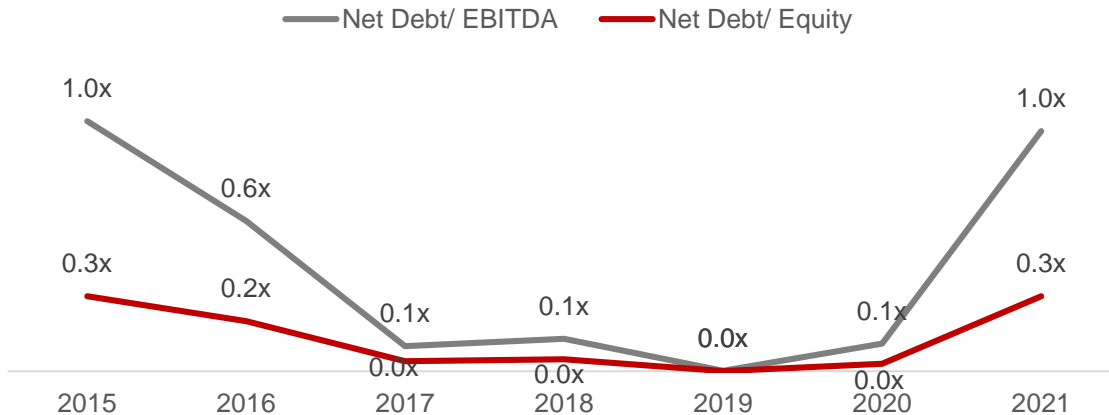
- Investment in Dry Port and 360 Sokhna;
- Construction of Transformers Factory in Tanzania;
- Expansion in Egypt and KSA cables plants.

Net Debt (EGP mn)



- Elsewedy reported a net debt position of EGP 14,754 million on 30 September 2022. The increase is mainly driven by the contingency planning efforts deployed in anticipation of delays in commodity deliveries and supply-related shortages that could potentially impact operations
- The increase in net debt was driven by:
 - Continued raw materials stocking.
 - The coverage of associated freight costs.
 - Acceleration of payments to suppliers.
 - Forex effect

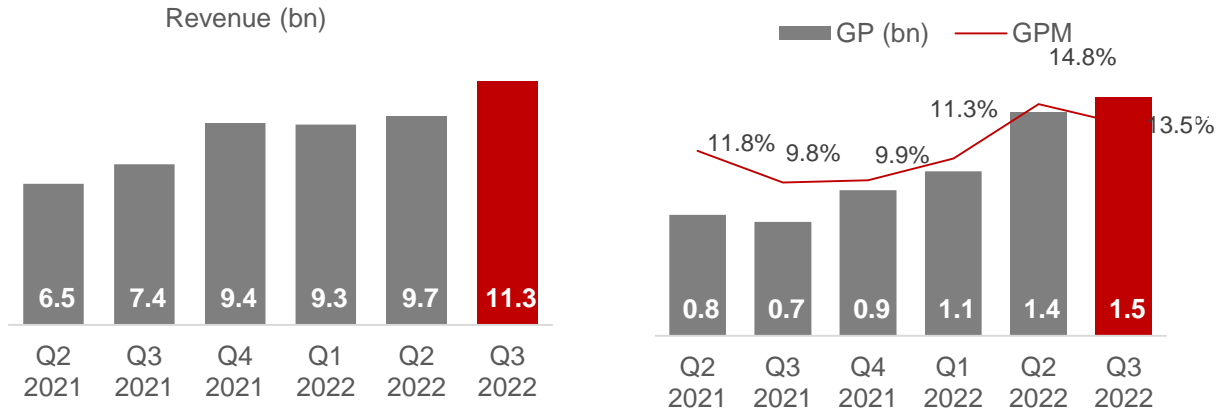
Net Debt Ratios



- Net debt to EBITDA reached 1.77x.

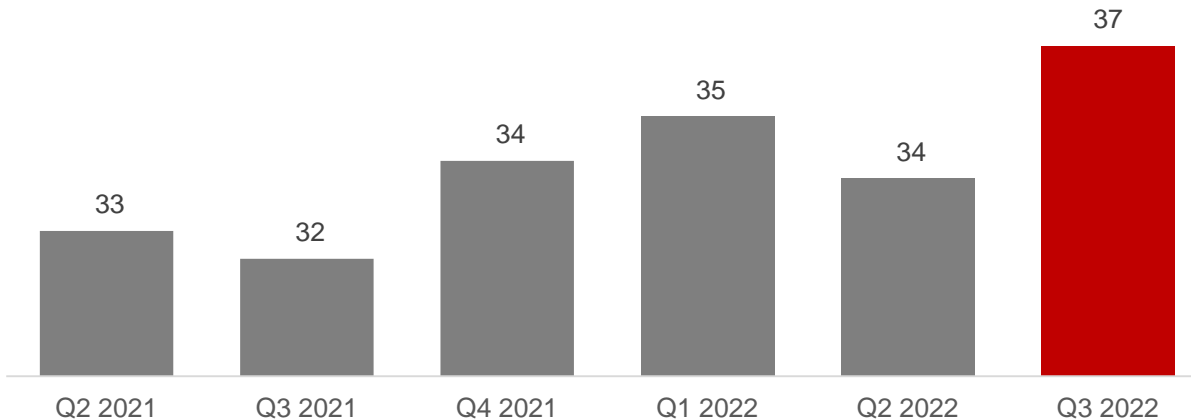
Wires & Cables Revenue and Profitability (EGP bn)

EGP 9.9 bn
Backlog as of 30/9/2022

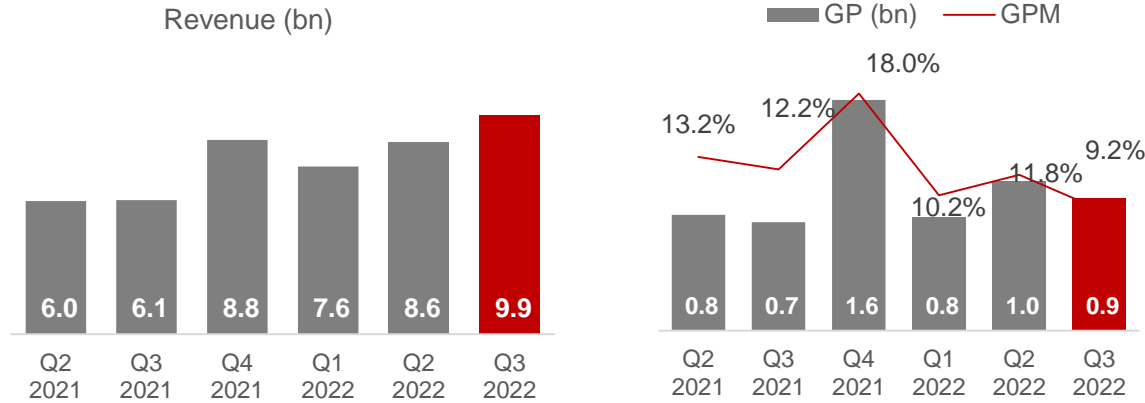


- Wires & Cables represent the largest top-line contributor.
- The segment recorded an impressive growth of 51.5% y-o-y reaching EGP 11,272 million.
- Sales volumes recorded 37,120 tons (+16.4% y-o-y vs Q3 2021)
- The revenue increase was driven by:
 - Increased volumes coupled with responsive pricing measures due to inflation hikes
 - Favourable currency movement effect
- Gross profit for the wires & cables increased 109% y-o-y and reached EGP 1,523 million.
- Gross profit margin for the segment reached 13.5% vs. 9.8% in Q3 2021
- Gross profit per ton rose 75% y-o-y reaching EGP 28,483.
- The increase in Wires & Cables segment gross profit is due to:
 - Blended profitability associated with a mix of wires & cables products coupled with efficient cost control
 - Increase in sales outside Egypt backed by the impact of favourable currency movements

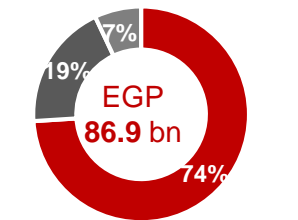
Volume (000 tons)



Turnkey Revenue and Profitability (EGP bn)

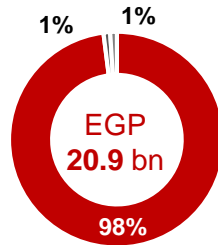


Backlog by Region
(As of 30 Sep. 2022)



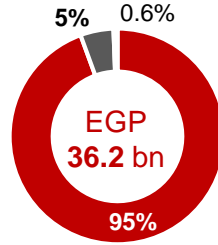
■ Egypt ■ Africa ■ GCC

Q3 2022 Awards by Region



■ Egypt ■ GCC ■ Africa

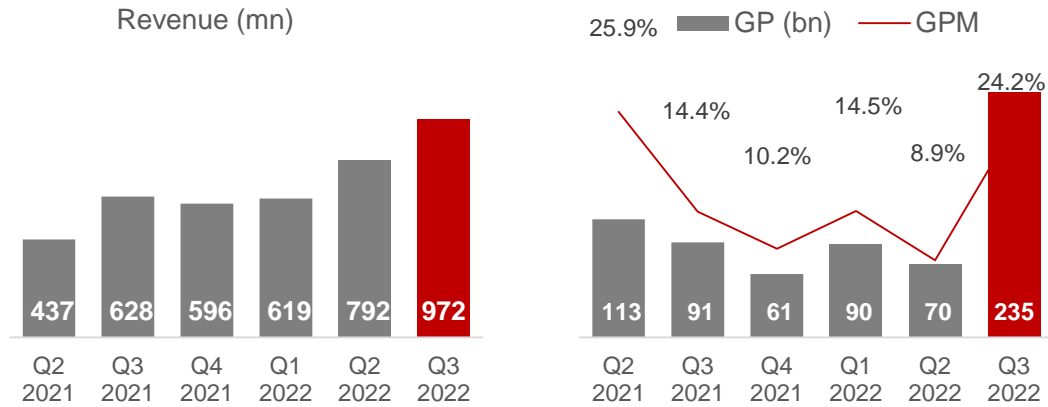
YTD Awards by Region
(As of 30 Sep. 2022)



■ Egypt ■ GCC ■ Africa

- Turnkey projects brought in 42% of revenues, increasing by 63% y-o-y to reach EGP 9,857 million due to:
 - Higher execution of some infrastructure projects in Egypt
 - Good completion rate for Tanzania's Nyerere Dam (57% as of September 2022).
- Gross profit came in at EGP 906 million (+22.6% vs Q3 2021), becoming the second contributing segment to consolidated gross profit with 28% contribution.
- Gross profit margin for the turnkey segment reached 9.2% a 3 ppt decrease YoY driven by projects mix profitability.
- Turnkey projects backlog grew to a record high of EGP 86.9 billion by the end of September 2022, as a result of higher awards, compared to EGP 57 billion at the end of September 2021.
- YTD New awards reached EGP 36.2 billion whereas new awards for the third quarter only came in at EGP 20.9 billion.
- Majority of new awards projects were contracted in Egypt.

Transformers Revenue and Profitability (EGP bn)

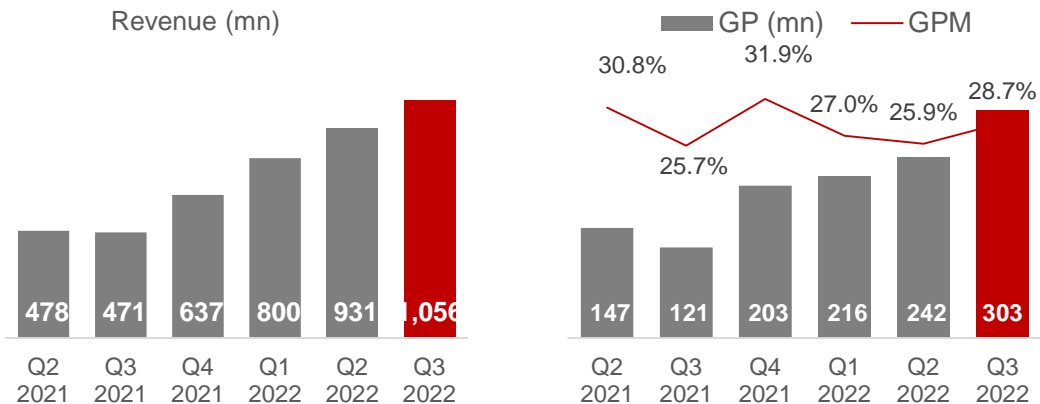


Transformers

EGP 3.6 bn
Backlog as of 30/9/2022

- Transformers segment grew by 54.7% y-o-y to reach revenues of EGP 972 million boosted by the strong performance of Egypt and Indonesia markets
- Gross profit margin increased to 24.2% thanks to:
 - Remarkable improvement associated with the Indonesian plant
 - Higher profitable product mix;
 - Significant price increase coupled with increase in sales outside Egypt backed by the impact of favourable currency movements

Meters Revenue and Profitability (EGP bn)

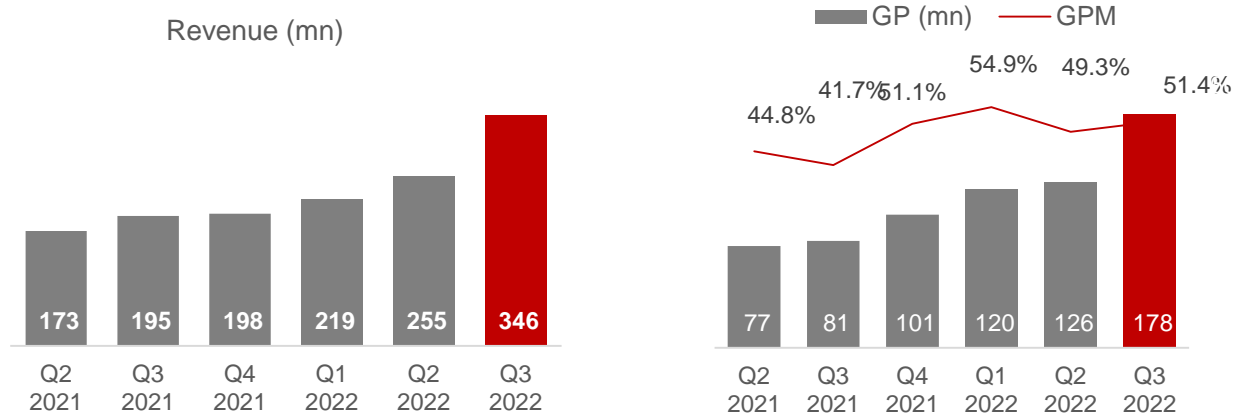


Meters

EGP 4.6 bn
Backlog as of 30/9/2022

- Revenues for Meters segment achieved EGP 1,056 million an impressive 124.3% y-o-y increase driven by an increase in both volume (0.84 million meters vs. 0.78 million in Q3 2021) and prices.
- The segment generated a gross profit of EGP 303 million (+151% vs Q3 2021), with a gross profit margin of 28.7%.
- Gross profit Margin improved following:
 - Increase in sales outside Egypt backed by the impact of favourable currency movements
 - High product mix profitability

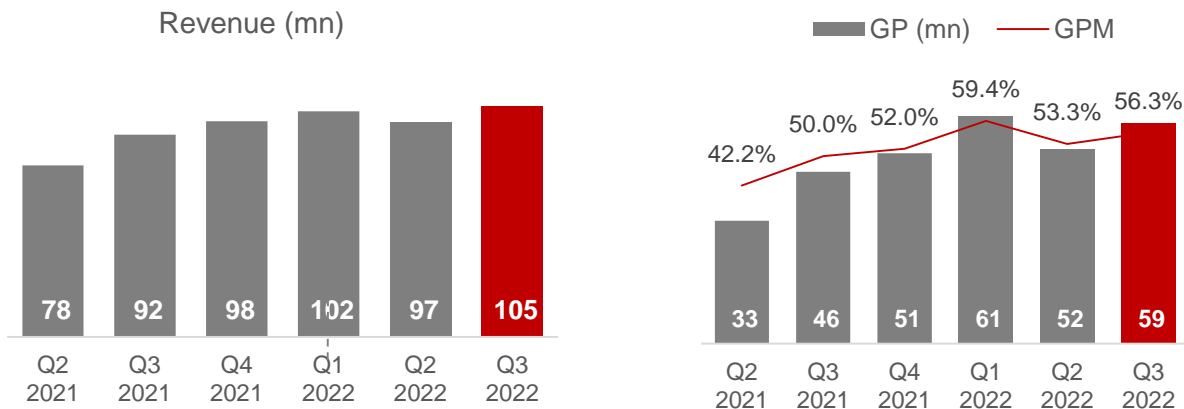
Electrical Products Revenue and Profitability (EGP mn)



Other Electrical Products

- Other electrical products recorded a revenue contribution of 1%, 77.5% y-o-y increase to reach EGP 346 million.
- Gross profit grew to EGP 178 million (+118.7% vs Q3 2021) with a contribution to consolidated gross profit of 6% with a gross profit margin for the segment of 51.4% backed by strong sales in Egypt.

Renewables Revenue and Profitability (EGP mn)



Renewables - IPPs

- The renewables segment generated 0.4% of Elsewedy's revenues in Q3 2022, with revenues ramping up by 14.1% to record EGP 105 million.
- During Q3 2022, gross profits amounted to EGP 59 million, representing a 2% contribution to total gross profit with a gross profit margin for the segment of 56.3% pushed by a 28.5% YoY increase in the segment's gross profit.

EGP	Q3-2022	Q3-2021	Change
Sales			
Wires & Cables	11,272,057,267	7,440,382,254	51.5%
Electrical Products	2,374,213,191	1,279,328,296	85.6%
Turnkey Projects	9,961,824,440	6,154,695,238	61.9%
Total Sales	23,608,094,898	14,874,405,784	58.7%
COGS	(20,404,115,122)	(13,067,967,156)	
Gross Profit	3,203,979,776	1,806,438,629	77.4%
Gross Profit Margin	13.6%	12.1%	
SG&A	(1,216,194,832)	(770,315,991)	57.9%
Other Operating Income	111,448,561	111,910,919	
Other Operating Expense	(187,023,306)	(152,325,460)	
Income from Investments	62,347,908	66,331,820	
EBITDA	2,345,711,361	1,312,314,290	78.7%
EBITDA Margin	9.9%	8.8%	
Depreciation & Amortization	(371,153,254)	(250,274,373)	
FX Gain / (Loss)	87,448,150	14,333,402	
EBIT	2,062,006,257	1,076,373,319	91.6%
Interest Expense	(512,116,906)	(192,115,682)	166.6%
Interest Income	153,082,404	77,153,792	98.4%
Interest Income / (Expenses)	(359,034,502)	(114,961,890)	
EBT	1,702,971,755	961,411,428	77.1%
Tax	(388,325,364)	(186,732,961)	
Net Income	1,314,646,391	774,678,467	69.7%
Minority Interest	(109,942,278)	(70,821,820)	
Net Income After Minority Interest	1,204,704,113	703,856,647	71.2%
Net Income Margin	5.1%	4.7%	

SG&A increased by 58% which is partly increased due to the new hires resulting from the company's expansion plans coupled with the currency movement effect and inflationary effect

SWDY.CA/SWDY.EY (30/9/2022)

Issued Shares

2,184,180,000 Shares

Share Price

EGP 7.54

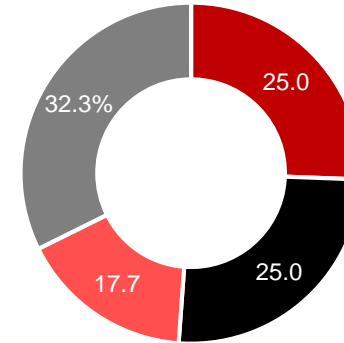
Listing Venue

The Egyptian Stock Exchange

Market Cap

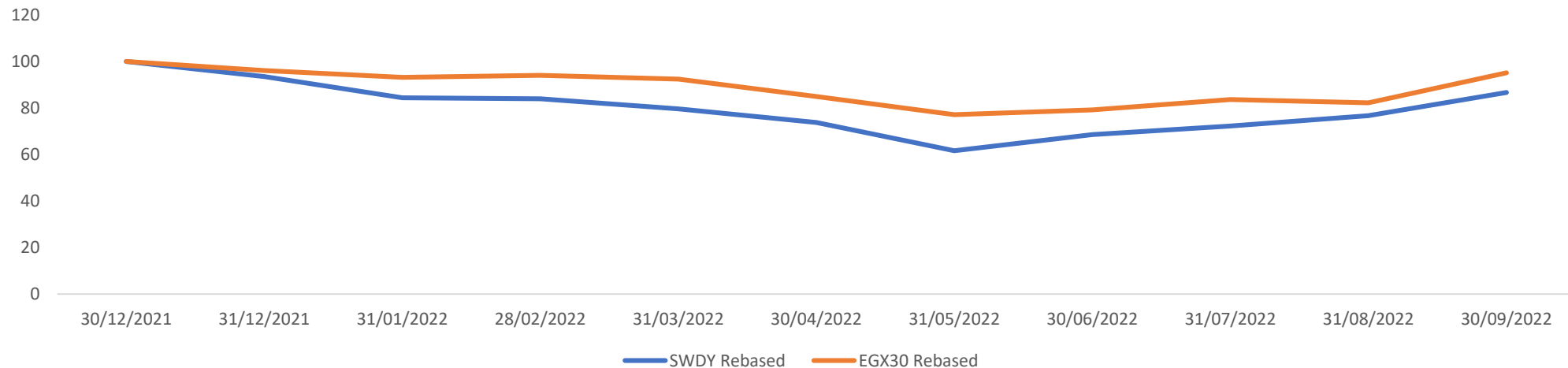
EGP 16.5 bn

Ownership Structure



- Mr. Sadek Ahmed Sadek Elsewedy
- Mr. Ahmed Ahmed Sadek Elsewedy
- Mr. Mohamed Ahmed Sadek Elsewedy
- Free Float

SWDY Stock performance vs. EGX30 Rebased





United Nations
Global Compact



SDG MAPPING SERVICE

2021

TCFD

TASK FORCE ON
CLIMATE-RELATED
FINANCIAL
DISCLOSURES



VALUE
REPORTING
FOUNDATION
SASB
STANDARDS

MSCI



DISCLOSURE INSIGHT ACTION

ecovadis

THE VOICE FOR CLEAN CAPITALISM
Corporate Knights
SINCE 2002

ISS-oekom

S&P Global





CORPORATE SUSTAINABILITY ASSESSMENT

CSA 2021



SUSTAINABLE
DEVELOPMENT GOALS

Elsewedy Electric Sustainability Framework

PILLARS	SDGS	COMMITMENTS	OUR 2030 TARGETS
GOVERNANCE & ECONOMY		<ul style="list-style-type: none"> ▶ Corporate Citizenship ▶ Sustainable Business Model ▶ ESG Integration ▶ Partnerships for Change 	<ul style="list-style-type: none"> → 100% of investment portfolio accounted for under Scope 3 emissions → All suppliers and new investments comply with ESG criteria
TECHNOLOGY & INNOVATION		<ul style="list-style-type: none"> ▶ Digitalization with Purpose ▶ Smart Technology ▶ Responsible Innovation 	<ul style="list-style-type: none"> → 100% coverage by digital services → 100% coverage of own office buildings and facilities, and clients by remote energy monitoring & smart appliances → 50% electric fleet → 100% EPD/ Green Label products
PLANET & RESOURCES		<ul style="list-style-type: none"> ▶ Climate & Water Action ▶ Safe Materials & Chemicals ▶ Circular Economy ▶ Protecting Ecosystems & Biodiversity 	<ul style="list-style-type: none"> → 20% of energy consumption from self supply renewable energy systems → Reduce energy consumption by 20% for all office buildings and factories → Reduce water consumption by 40% for all office buildings and factories → Net-zero operational emissions → 100% supplier compliance on chemical and material safety → 100% of packaging-free from single-use plastics → 90% of sourced materials by volume are renewable, recycled or recyclable → 100% green office buildings → Zero Waste to Landfill → Net Zero Biodiversity Loss
PEOPLE & SOCIETY		<ul style="list-style-type: none"> ▶ Wellbeing, Health & Safety ▶ Employee Development ▶ Diversity & Inclusion ▶ Human & Labour Rights ▶ Social and Community Impact 	<ul style="list-style-type: none"> → Zero fatalities, major injuries and severe accidents annually → 30% women within the workforce → 40% women within the board and management → All operations are reviewed for human rights compliance annually → 100% of employees covered by human rights training on an ongoing basis → 100,000 unprivileged people from local communities trained by 2030

As a part of Elsewedy's plan towards a better environment and community, Elsewedy has announced its sustainability framework which includes 2030 targets to reach our goals in four key pillars; Governance & Economy, Technology & Innovation, Planet & Resources, and finally People & Society.

Our Targets:

- Reduce energy consumption by 20% from self-supply renewable energy systems by 2030.
- Reduce energy consumption by 20% for all office buildings and factories by 2030.
- Reduce water consumption by 40% for all office buildings and factories by 2030.
- Double the investments in renewable energy, climate and water projects by 2025.
- Reach net zero emissions by 2030.
- Reach net zero emissions from the entire supply chain by 2050.

- For more info, please check the following links:
 - [2021 Sustainability Report](#)
 - [2021 Carbon Footprint](#)
 - [2020-2023 Sustainability Strategy Report](#)
 - [Compliance](#)
 - [CSR](#)

- For more information on Sustainability, please contact:
 - **Ms. Manal Hassan**
 - Group Sustainability Director
 - Email: manal.hassan@elsewedy.com

Thank You

Investor Relations Contact Information:

Ms. Noha Agaiby, Investor Relations Director and Board Secretary

Email: noha.agaiiby@elsewedy.com

Q&A