



## Summary of business results for the financial period ending on 30/90/2022

### (First) Financial Indicators

#### (a) Income statement for the period ending in 09/30/2022 (first quarter)

Value in EGP Thousands

Item	Current Period	Previous Period	Change %
Total sales/revenue	17,683	17,491	1%
revenue/sales	4.624	4.311	7%
gross profit	2.361	1.954	21%
gross profit margin	51%	45%	-
Net profit before tax from continuing activities	1.960	2.041	4%-
Net profit before tax from discontinued activities	0	0	0%
net profit after tax	1.405	1.598	12%-
EPS	0.58	0,68	

#### (b) the statement of financial position in 09/30/202

values is in thousand EGP

Item	Current FY	PY(30/6/2022)	Change %
Net Working Capital	4.691.813	3.194.116	47%
Equity	13.773.383	12.432.556	11%
Paid Up Capital	2,230,000	2,230,000	0%
Reserves	4.245.379	4.294,320	-1%
Retained Earnings	7.298.004	5.908.236	24%
Profit Of The Period	1,404,626	0	
Others	0	0	

#### (c) the statement of cash flows for the period ended on 09/30/202

value is in thousand EGP

Item	Current Period	Previous Period	Change %
Cash Flows From Operating Activities	3.460.377	2,029.591	70%
Cash Flows From Investment Activities	-2,839,472	-2.514,679	-13%
Cash Flows From Financing Activities			
Currency transactions Gains/Losses	1.992	2.146	-7%





(Second) The company's comment on the business results

The company recorded a gross profit during the first quarter ending in September 2022 by EGP 2.6 billion, an increase of +21% yoy, compared to EGP 1.9 billion in the same quarter of the previous fiscal year. The gross profit margin was 51% for this quarter, compared to 45% in the same quarter of the previous fiscal year, with an increase of 6 percentage points. .

A net revenues was also recorded EGP 4.6 billion compared to EGP 4.3 billion in the same quarter of the previous year, to achieve an increase of 7% yoy , due to an increase of 13% yoy in the values of local cigarette sales segment (90% of total revenue), as well as an increase in the values of Sales JV sales segment (2% of total revenue) which increased by 22% compared to the same quarter of the previous year.

Increase in Gross Sales (including taxes) by 1% yoy compared to the same quarter of the previous year to reach EGP 17.7 billion compared to EGP 17.5 billion for the previous Q1.

Eastern Company recorded EGP 1.4 billion a net profit after deducting provisions, to decrease by 12% yoy compared to 1.6 during the comparison period.

(EBIT) decreased after provisions (before interest and taxes) by 4% YOY to reach EGP 1.9 billion, and an operating profit margin before interest and taxes of 35% was achieved for the quarter.

*• On other hand, the toll manufacturing represents 7% of the total revenue (decreased from 14% of the total revenue in the same quarter of the previous year), as 342 million pounds were achieved this quarter compared to 535 million pounds in the previous quarter, with a decrease of 36% yoy , while achieving An increase in net total revenues of 7% yoy compared to the first quarter.*

Mohamed Abdel Rahman Ahmed  
IRO

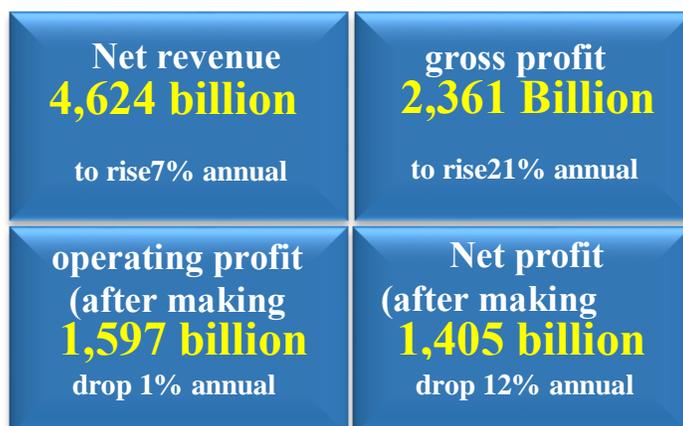


ON the right direction



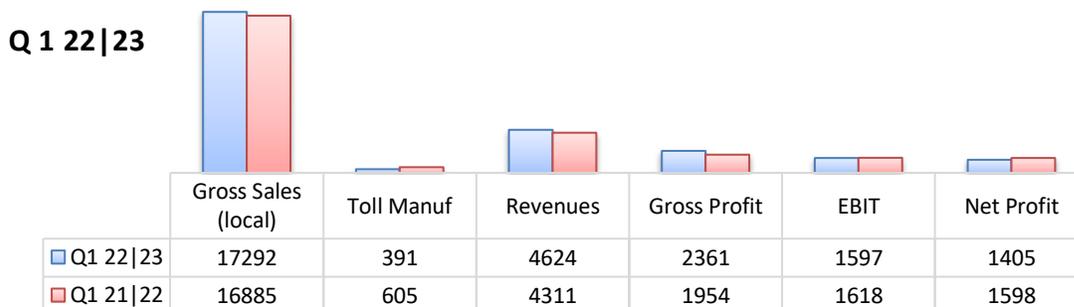
Financial Results of Q1 22|23

30/9/2022



### Highlights for Q1 FY 22/23

Eastern Company recorded growth rates for the first quarter ending on 9/30/2022, achieving gross sales of EGP 17.7 billion an increase of 1% (yoy), and achieving EGP 4.6 billion in net revenues, with an increase of 7% (yoy) compared to EGP 4.3 billion in the first quarter of the previous year, and a gross profit was achieved for the same quarter by 2.36 billion pounds, compared to 1.95 billion pounds in the same quarter, with an increase of 21% (yoy), as the company achieves a gross profit margin of 51% compared to 45% of the previous same period , an increase of 6 percentage points. Net profit for the quarter ending in September 2022 (after forming provisions during the quarter) by EGP 1.4 billion - 12% (yoy) Compared to EGP 1.6 billion in the same period of the previous year, a net profit margin of 30% was achieved.



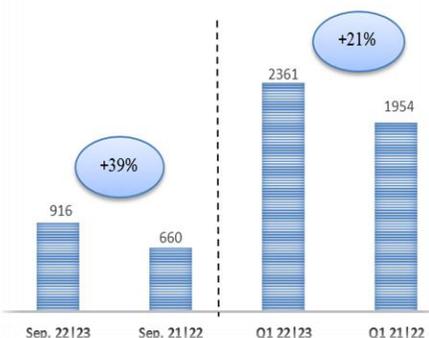
MN EGP	Q1 22 23	Q1 21 22	YOY
GROSS SALES (LOCAL)	17292	16885	407 2%
TOLL MANUFACTURING	391	605	(215) (35%)
NET REVENUE	4624	4311	313 7%
GROSS PROFIT	2361	1954	407 21%
GROSS PROFIT MARGIN	51%	45%	
OPERATING PROFIT	1597	1618	(22) (1%)
OPERATING PROFIT MARGIN	35%	38%	
NET PROFIT	1405	1598	(194) (12%)
NET PROFIT MARGIN	30%	37%	



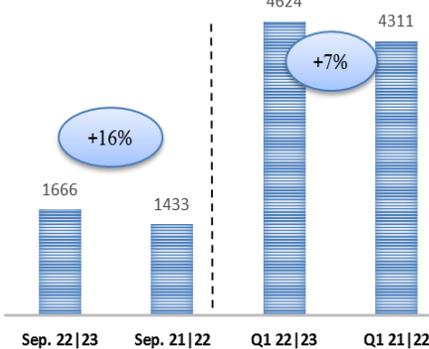
## Results in a nutshell

### EAST.CA On the Egyotion Exchange

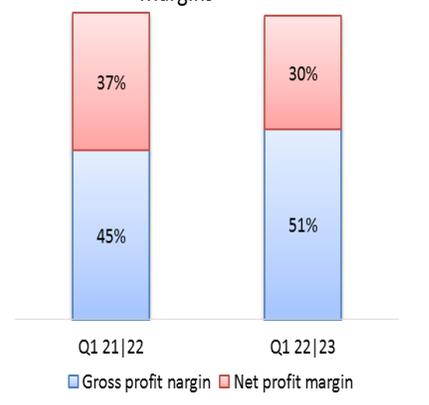
#### GROSS PROFIT



#### REVENUS



#### Margins



-Eastern Company EAST.CA (listed in the EGX), the manufacturer of cigarettes in Egypt, reported the results of the first quarter ended September 30, 2022, as the Company recorded an increase in gross profit of +21% (YoY) (compared to the same quarter) and + 39% in September only (compared to the same month) to record EGP2,361 million in the first quarter 22/23 and EGP 916 million in the month of September only, as the improved profitability was supported by the company's efforts to raise production and sales efficiency, maintain sales levels & volumes, and increase revenues. A decrease in the cost of direct materials during the quarter by 4% - yoy. Gross profit margin was recorded for this quarter by 51% compared to 45% in the previous year, an increase of 6 points.

The company also achieved EGP17,71 billion in gross sales, Compared to EGP 17.5 billion in the previous quarter with growth 1% yoy.

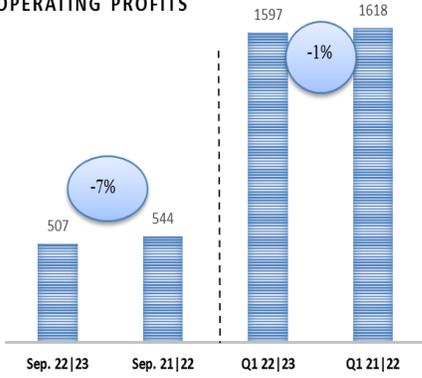
The net revenue in First Quarter 22/23 Witnessed an increase of 7% yoy to reach EGP 4,6 Billion Compared to EGP 4.3 billion Regarding The following analytical table:

(IN THOUSAND EGP)

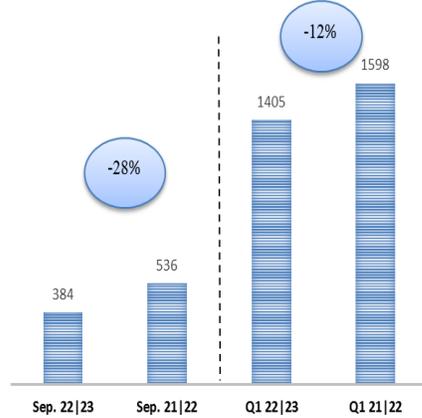
	Q1 22/23	yoy	Q1 21/22
<b>LOCAL SALES</b>	<b>4,154,258</b>	<b>13%</b>	<b>3,677,582</b>
<b>JV SALES</b>	<b>103,774</b>	<b>22%</b>	<b>85,204</b>
<b>EXPORT SALES</b>	<b>22,968</b>	<b>87%</b>	<b>12,307</b>
<b>TOLL MANUF.</b>	<b>342,157</b>	<b>-36%</b>	<b>534,821</b>
<b>OTHER INCOME</b>	<b>1,015</b>	<b>-17%</b>	<b>1,223</b>
<b>TOTAL REVENUE</b>	<b>4624172</b>	<b>7%</b>	<b>4311137</b>

The increase in revenues in the first quarter was mainly contributed by the local sales segment (90% of total revenues).

OPERATING PROFITS



NET PROFIT



- The company also maintained the same EBIT levels At EGP1.9 billion in The first quarter ended 9/30/2022,And it was achieved operating profit margin of 35%.

-Eastern Company recorded a net profit For the first quarter ending 9/30/2022 of EGP 1,4 Billion, decreased by 12% yoy comparing to EGP 1.6 billion in the first quarter PY



### Highlight of the Q1 22/23 basic points



The company recorded a gross profit during the first quarter ending in September 2022 by EGP 2.6 billion, an increase of +21% yoy, compared to EGP 1.9 billion in the same quarter of the previous fiscal year. The gross profit margin was 51% for this quarter, compared to 45% in the same quarter of the previous fiscal year, with an increase of 6 percentage points. .

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Eastern Company recorded EGP 1.4 billion Net profit after deducting provisions, to decrease by 12% yoy compared to 1.6 during the comparison period, due to provisions during the first quarter 22|23.

(EBIT) decreased after provisions (before interest and taxes) by 4% YOY to reach EGP 1.9 billion, and an operating profit margin before interest and taxes of 35% was achieved for the quarter.

- On other hand, the toll manufacturing represents 7% of the total revenue (decreased from 14% of the total revenue in the same quarter of the previous year), as 342 million pounds were achieved this quarter compared to 535 million pounds in the previous quarter, with a decrease of 36% yoy , while achieving An increase in net total revenues of 7% yoy compared to the first quarter PY.

For more information please contact  
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