

ELSEWEDY ELECTRIC Reports 9M 2022 Results; Records Double Digit Top-Line and Bottom-Line Growth of 53.0% and 34.8% Respectively, Despite Ongoing Economic Headwinds

9M 2022 Consolidated Financial Highlights

Revenues	Gross Profit	EBITDA	Net Profit after Minority
EGP 62,572 million ▲ 53.0% y-o-y	EGP 8,457 million ▲ 51.7% y-o-y	EGP 6,127 million ▲ 44.5% y-o-y	EGP 3,092 million ▲ 34.8% y-o-y

Q3 2022 Financial Highlights

Revenues	Gross Profit	EBITDA	Net Profit after Minority
EGP 23,608 million ▲ 58.7% y-o-y	EGP 3,204 million ▲ 77.4% y-o-y	EGP 2,346 million ▲ 78.7% y-o-y	EGP 1,205 million ▲ 71.2% y-o-y

ELSEWEDY ELECTRIC (SWDY.CA on the Egyptian stock exchange), the leading Wires & Cables and Integrated Energy Solution Provider in the Middle East and Africa, announces its consolidated financial results for the nine-month period of 2022, with revenues growing by 53.0% year-on-year to record EGP 62,572 million. The company's net profit after minority interest came in at EGP 3,092 million in 9M 2022, up by 34.8% year-on-year and translating to a net profit margin of 4.9%. On a quarterly basis, Elsewedy Electric reported revenues of EGP 23,608 million in Q3 2022, an increase of 58.7% year-on-year, with a net profit after minority interest of EGP 1,205 million, growing by a significant 71.2% year-on-year and representing a net profit margin of 5.1%.

Note from Our CEO

As the third quarter of the year comes to an end, we have yet again delivered exceptional results with double-digit top line and bottom-line growth, supported by strong performance across all our business segments. The results are a demonstration of our ability to power through economic instability, be it on the local or global level. I am extremely happy with the growth we have achieved on both the financial and operational fronts, which is supported by our robust financial structure, efficient cost optimization measures, as well as a healthy and stable balance sheet.

Despite the ongoing geopolitical and economic volatility, our highly diversified business model continues to efficiently drive successful operations, rooted in strategic planning and implementation by our seasoned management. We continue to leverage the benefits of our geographical footprint and diversity in providing foreign currency income, which helps us capitalize on sustainable business practices to further expand our reach and complement our growth model.

Elsewedy Electric's main priority is to focus on sustainable projects and operations, as we fulfil our role in driving a greener economy. As a testament to our unwavering commitment, we are extremely proud to have contributed to the 27th United Nations Climate Change Conference (COP27) this November paving the way in transforming Sharm El-Sheikh into a green city. Looking ahead, we have partnered up with the Egyptian government to implement more low-carbon projects and hope that Elsewedy Electric continues to be at the forefront of developing sustainable activities across Egypt and our markets.

Ahmed El Sewedy

Summary Income Statement

EGP (000)'s	Q3-2022	Q3-2021	% Change	9M-2022	9M-2021	% Change
Revenue	23,608,095	14,874,406	58.7%	62,572,409	40,886,903	53.0%
Wires & Cables	11,272,057	7,440,382	51.5%	30,219,762	20,264,667	49.1%
Turnkey Projects	9,857,279	6,048,413	63.0%	26,057,452	16,632,837	56.7%
Meters	1,056,095	470,801	124.3%	2,787,616	1,758,036	58.6%
Transformers	972,395	628,441	54.7%	2,383,304	1,431,085	66.5%
Electrical Products	345,723	194,753	77.5%	820,242	527,537	55.5%
Renewables – IPP	104,545	91,616	14.1%	304,033	272,740	11.5%
Gross Profit	3,203,980	1,806,439	77.4%	8,456,827	5,575,941	51.7%
Wires & Cables	1,522,572	728,478	109.0%	4,004,099	2,272,052	76.2%
Turnkey Projects	906,414	739,267	22.6%	2,701,476	2,111,272	28.0%
Meters	303,336	120,856	151.0%	760,947	513,623	48.2%
Transformers	234,987	90,732	159.0%	394,889	311,277	26.9%
Electrical Products	177,772	81,269	118.7%	423,956	233,588	81.5%
Renewables – IPP	58,899	45,836	28.5%	171,459	134,130	27.8%
Gross Profit Margin	13.6%	12.1%		13.5%	13.6%	
EBITDA	2,345,711	1,312,314	78.7%	6,127,428	4,239,474	44.5%
EBITDA Margin	9.9%	8.8%		9.8%	10.4%	
Net Income After Minority	1,204,704	703,857	71.2%	3,092,069	2,293,451	34.8%
Net Income After Minority Margin	5.1%	4.7%		4.9%	5.6%	

Financial and Operational Highlights

- Elsewedy Electric reported **revenues** of EGP 23,608 million in the third quarter of the year, up by 58.7% y-o-y, supported by strong performance across all of the company's business segments with major contribution coming from both cables and turnkey projects segments.
- **Gross Profit** grew by almost two-fold to reach EGP 3,204 million in Q3 2022 against the EGP 1,806 million recorded in the previous year, driven by improved profitability across all segments supported by management's strategic planning in efforts to mitigate inflationary pressures, coupled with the currency movement effect.
- **SG&A** expenses came in at EGP 1,216 million at the end of the third quarter of the year, growing by 57.9% y-o-y, on the back of rising inflation due to ongoing local and global market challenges, coupled with the currency movement effect. Further, growth in SG&A expenses was also driven by an increase in personnel costs, as well as new hiring across different departments. It is worthy to note that SG&A expenses as a percentage of revenues remained unchanged y-o-y at 5.2%, reflecting the company's efficient operational model.
- The company's **EBITDA** recorded EGP 2,346 million in Q3 2022, up by 78.7% y-o-y driven by improved profitability margins on the back of implementing efficient cost control measures, coupled with higher revenues generated during the period. As a result, the corresponding EBITDA margin recorded 9.9% in Q3 2022, an increase of 1.1 pp y-o-y.
- **Net Income after Minority Interest** expanded by a notable 71.2% y-o-y coming in at EGP 1,205 million in Q3 2022, with the increase in profitability across company's operating segments offsetting the rising SG&A expenses and financing costs. Net profit margin for the period came in at 5.1% against the 4.7% reported in the previous year.
- Elsewedy Electric's **net debt** stood at EGP 14,754 million as of 30 September 2022 versus a net debt position of EGP 6,116 million recorded at the end of 2021. Growth in net debt position was largely driven by the management's strategic decision

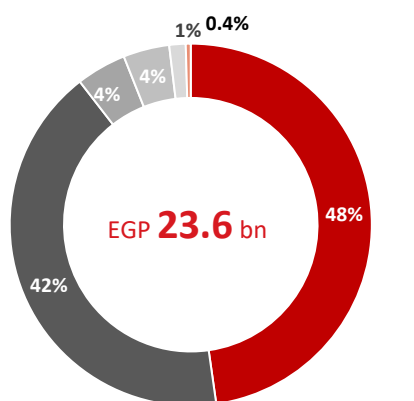
to stockpile key raw materials in an effort to mitigate supply chain disruptions caused by the prevailing economic conditions. The increase was further driven by higher capital expenditure in line with the company's expansion plans.

- Inventory came in at EGP 19,934 million as of 30 September 2022, growing by 49.6% year-to-date as the company continues to stock up on raw materials to hedge against anticipated supply shortages.
- Accounts receivable stood at EGP 21,036 million as of 30 September 2022, up by 39.8% year-to-date versus the EGP 15,043 million recorded at year-end 2021, whereas accounts payable increased by 10.3% to book EGP 9,569 million as of 30 September 2022.

Financial and Operational Review

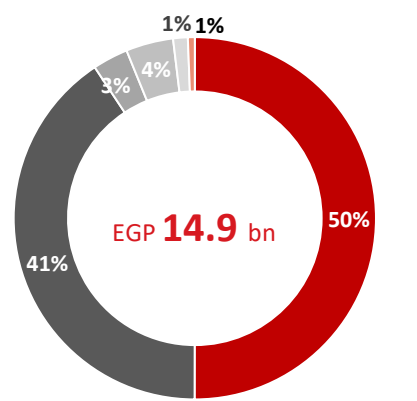
Revenues continued on an upward trajectory growing by 58.7% y-o-y to reach EGP 23,608 million in Q3 2022 driven by strong growth across all business segments, with the wires & cables and turnkey segments contributing 90% to total revenue during the period.

Revenue by Segment
(Q3 2022)



■ Wires & Cables
■ Turnkey
■ Meters
■ Transformers
■ Electrical Products
■ Renewables - IPP

Revenue by Segment
(Q3 2021)

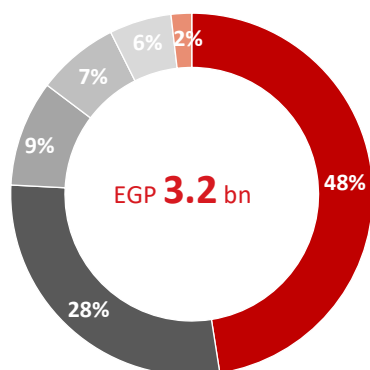


■ Wires & Cables
■ Turnkey
■ Meters
■ Transformers
■ Electrical Products
■ Renewables - IPP

- **Wires and cables** came in as the first-largest contributor to consolidated revenues, growing by 51.5% y-o-y to reach EGP 11,272 million and contributing 48% to total revenues.
- **Turnkey projects** contributed 42% to consolidated revenues, recording EGP 9,857 million in Q3 2022, reflecting a y-o-y increase of 63.0%. The segment's backlog reached EGP 86.9 billion with the majority of projects concentrated in Egypt.
- **Meters** revenues registered EGP 1,056 million during the period, reflecting an impressive growth of more than two-fold on the back of a pick-up in volumes. The segment contributed 4% to total revenues in Q3 2022, compared to a contribution of 3% in the previous year.
- The **Transformers** segment saw its revenues rise by 54.7% y-o-y coming in at EGP 972 million and contributing 4% to the Group's revenues. Growth in the segment was supported by improved performance on the back of better pricing with a promising return on investment from the Indonesian plant.
- **Other electrical products** reported revenues of EGP 346 million, up by 77.5% y-o-y and contributing 1% to consolidated revenues.
- The **Renewables** segment contributed 0.4% to consolidated revenues recording EGP 105 million, an increase of 14.1% y-o-y.

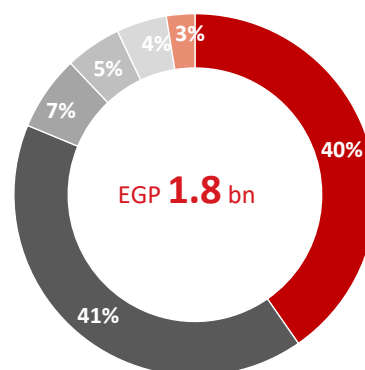
The Group's **Gross Profit** reported a significant increase by 77.4% y-o-y to reach EGP 3,204 million in Q3 2022, primarily due to strong growth across all business segments, coupled with effective strategic planning focused on profitability and optimization. As a result, **gross profit margin** for the period came in at 13.6% versus 12.1% recorded by the end of the third quarter of 2021.

Gross Profit by Segment
(Q3 2022)



■ Wires & Cables
■ Turnkey
■ Meters
■ Transformers
■ Electrical Products
■ Renewables - IPP

Gross Profit by Segment
(Q3 2021)



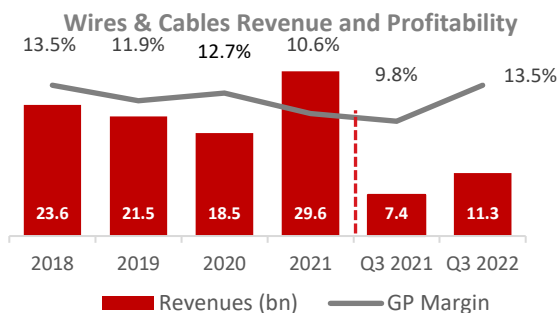
■ Wires & Cables
■ Turnkey
■ Meters
■ Transformers
■ Electrical Products
■ Renewables - IPP

- The **Wires and cables** segment maintained its position as the largest contributor to total gross profit at 48% in Q3 2022, an increase from 40% in the third quarter of last year. Gross profit for the segment came in at EGP 1,523 million, a remarkable increase of 109.0% y-o-y.
- **Turnkey projects** contributed 28% to consolidated gross profit, with an absolute gross profit of EGP 906 million, growing by 22.6% during the period, versus EGP 739 million in Q3 2021
- The **Meters** segment saw its gross profit increase significantly by 151.0% y-o-y to record EGP 303 million, with a contribution of 9% to the Group's total gross profit.
- **Transformers'** gross profit came in at EGP 235 million, an increase of 159.0% y-o-y, with a contribution to consolidated gross profit of 7%.
- **Other electrical products** reached EGP 178 million, growing by 118.7% y-o-y, and yielding a contribution of 6% to total gross profit.
- Gross profit generated by the **Renewables** segment grew by 28.5% y-o-y, coming in at EGP 59 million, and contributing 2% to total gross profit.

Segment Review

Wires and Cables

	Q3-2022	Q3-2021	% Change	9M-2022	9M-2021	% Change
Revenues Before Intercompany Sales (EGP 000's)	14,875,986	9,306,723	59.8%	39,667,930	25,919,072	53.0%
Revenues After Intercompany Sales (EGP 000's)	11,272,057	7,440,382	51.5%	30,219,762	20,264,667	49.1%
Gross Profit (EGP 000's)	1,522,572	728,478	109.0%	4,004,099	2,272,052	76.2%
GP Margin Before Intercompany Sales	10.2%	7.8%		10.1%	8.8%	
GP Margin After Intercompany Sales	13.5%	9.8%		13.2%	11.2%	
Cables Sales Volumes (Tons)	37,120	31,885	16.4%	106,367	99,130	7.3%
Cables Gross profit per ton (EGP)	28,483	16,273	75.0%	25,450	15,719	61.9%

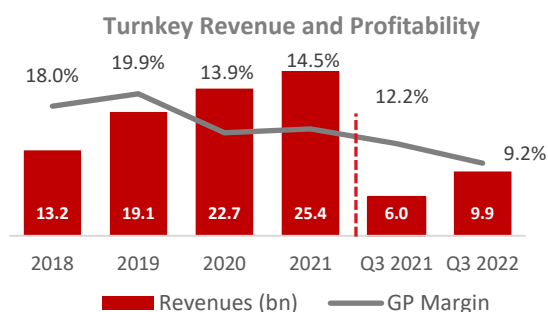


Cables Backlog (As of 30 September 2022)

EGP 9.9 bn

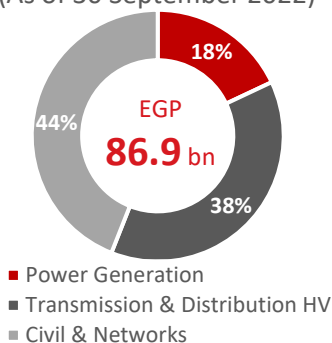
- Wires and Cables' revenues reported for the third quarter of 2022 amounted to EGP 11,272 million, climbing 51.5% compared to the EGP 7,440 million recorded one year previously. Growth in revenues is driven by enhancement in the segment's overall performance, which has seen volumes increase by 16.4% y-o-y to reach 37,120 tons in Q3 2022, coupled with price increase and positive currency movement effect.
- The segment's gross profit came in at EGP 1,523 million in Q3 2022, climbing significantly by 109.0% y-o-y, on the back of management's successful implementation of an inventory stockpiling strategy, combined with the impact of favourable currency movements and efficient cost control, that has led to the segment's improved profitability.
- As a result, gross profit margin grew by 3.7 pps y-o-y coming in at 13.5% in the third quarter of the year against 9.8% recorded in the previous year.
- The segment's backlog stood at EGP 9.9 billion as of 30 September 2022, showcasing the segment's positive outlook.

Turnkey Projects and Awards

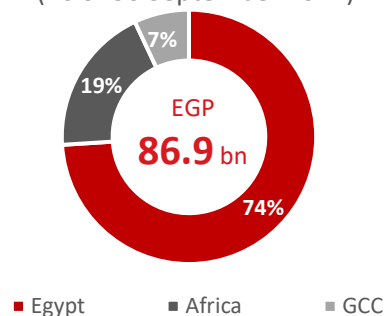


- Turnkey projects saw its revenues reach EGP 9,857 million at the end of the third quarter of 2022, growing by 63% y-o-y and contributing 42% to total revenues. Growth in revenues was driven by a ramp up in the projects under execution in Tanzania and Egypt.
- The segment's backlog recorded EGP 86.9 billion as of 30 September 2022, with 74% of the projects located in Egypt.
- Newly awarded projects for Q3 2022 reached EGP 20.9 billion driven by an increase in civil and network, as well as transmission and distribution projects in Egypt. Total new awards as of September 2022 reached EGP 36.2 billion.
- The segment's gross profit grew by 22.6% y-o-y amounting to EGP 906 million on the back of the currency movement effect while gross profit margin fell by 3.0 pp y-o-y to record 9.2% driven by project mix profitability.

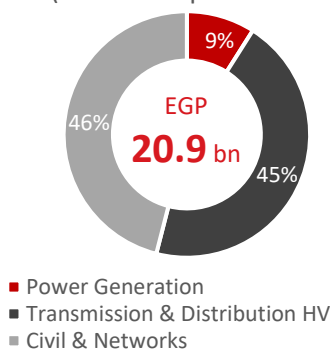
Backlog by Sector
(As of 30 September 2022)



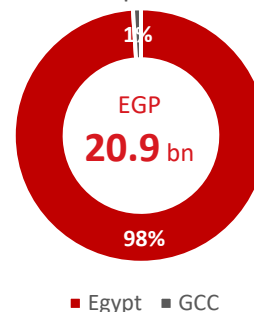
Backlog by Region
(As of 30 September 2022)



Awards by Sector
(As of 30 September 2022)



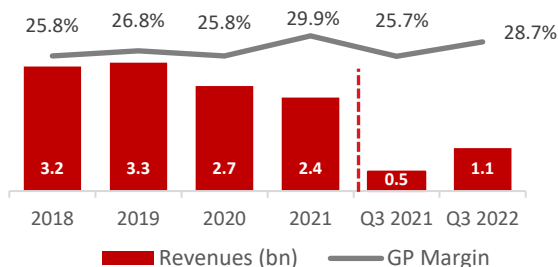
Awards by Region
(As of 30 September 2022)



Meters

	Q3-2022	Q3-2021	% Change	9M-2022	9M-2021	% Change
Revenues Before Intercompany Sales (EGP 000's)	1,433,717	581,293	146.6%	3,810,530	2,124,401	79.4%
Revenues After Intercompany Sales (EGP 000's)	1,056,095	470,801	124.3%	2,787,616	1,758,036	58.6%
Gross Profit (EGP 000's)	303,336	120,856	151.0%	760,947	513,623	48.2%
GP Margin Before Intercompany Sales	21.2%	20.8%		20.0%	24.2%	
GP Margin After Intercompany Sale	28.7%	25.7%		27.3%	29.2%	
Sales Volumes (meters)	842,816	779,271	8.2%	2,880,413	2,781,671	3.5%
Gross profit per meter (EGP)	360	155	132.1%	264	185	43.1%

Meters Revenue and Profitability



- Meters revenues for the period more than doubled in value to reach EGP 1,056 million in Q3 2022 against EGP 471 million recorded in the previous year. The expansion in revenues is attributable to an 8.2% increase in volumes, coupled with favorable pricing measures that led to sales of 842 thousand at the end of third quarter of the year.
- The segment's gross profit reached EGP 303 million, a 151.0% y-o-y growth, boosted by higher sales

**Meters Backlog
(As of 30 September 2022)**

EGP **4.6** bn

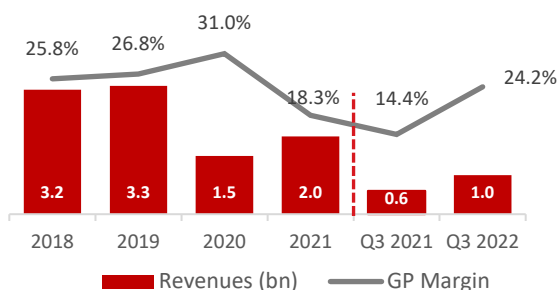
outside Egypt on the back of favorable currency movement, coupled with high product mix profitability. Not to mention the strategic operations management and supply chain mitigation efforts. Gross profit margin for the period improved reaching 28.7% compared to 25.7% in the previous year.

- Meters backlog as of 30 September 2022 came in at EGP 4.6 billion, growing by more than two-fold y-o-y, partially driven by the currency movement effect.

Transformers

	Q3-2022	Q3-2021	% Change	9M-2022	9M-2021	% Change
Revenues Before Intercompany Sales (EGP 000's)	1,207,468	722,154	67.2%	2,729,173	1,653,582	65.0%
Revenues After Intercompany Sales (EGP 000's)	972,395	628,441	54.7%	2,383,304	1,431,085	66.5%
Gross Profit (EGP 000's)	234,987	90,732	159.0%	394,889	311,277	26.9%
GP Margin Before Intercompany Sales	19.5%	12.6%		14.5%	18.8%	
GP Margin After Intercompany Sale	24.2%	14.4%		16.6%	21.8%	
Sales Volumes (MVA)	3,124	4,249	-26.5%	8,629	9,153	-5.7%
Gross profit per MVA (EGP)	75,220	21,352	252.3%	45,762	34,010	34.6%

Transformers Revenue and Profitability



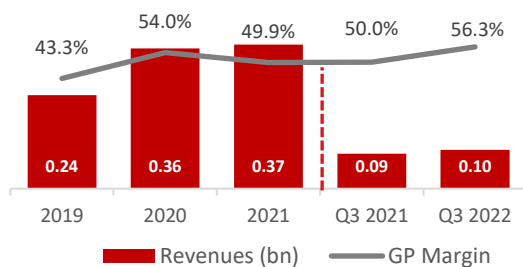
**Transformers Backlog
(As of 30 September 2022)**

EGP **3.6** bn

- The Transformers segment saw its revenues grow by 54.7% y-o-y to reach EGP 972 million in Q3 2022, against EGP 628 million recorded one year previously. Growth in revenues was primarily driven by significant price increases, coupled with a ramp-up in sales outside Egypt which offset declining volumes of 3,124 MVA in Q3 2022, versus 4,249 MVA in Q3 2021.
- Gross profit during the period recorded EGP 235 million, growing by 159% y-o-y on the back of a significant improvement associated with the Indonesian plant as Elsewedy Electric started reaping the benefits from its investment due to a more profitable product mix. Moreover, gross profit was positively affected by increased sales outside Egypt. Gross profit margin came in at 24.2% in Q3 2022 versus 14.4% in Q3 2021.
- Backlog for the transformers segment amounted to EGP 3.6 billion as of 30 September 2022, compared to EGP 2.1 billion as of 30 September 2021, with the increase partially affected by the currency movement effect.

Renewables - IPPs

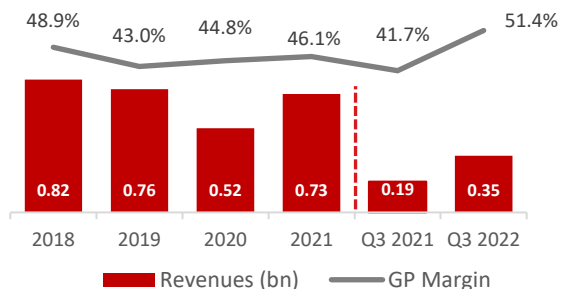
Renewables Revenue and Profitability



- Revenues from the renewables segment reached EGP 105 million in Q3 2022, up by 14.1% y-o-y, and representing 0.4% of total consolidated revenues.
- Gross profit grew by 28.5% to reach EGP 59 million in Q3 2022 versus EGP 46 million in Q3 2021. The increase in profitability is driven by the currency movement effect, which expanded the gross profit margin by 6.3 pp reaching 56.3%, up from 50.0% in the previous year.

Other Electrical Products

Other Electrical Products Revenue and Profitability



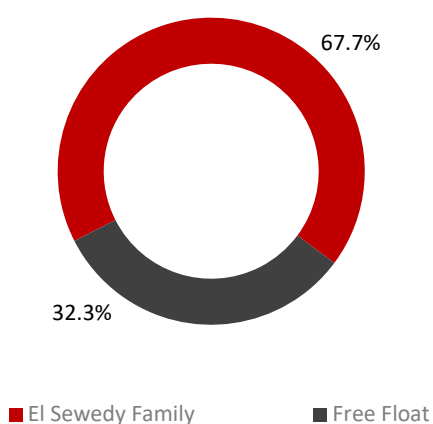
- Electrical Products reported revenues of EGP 346 million in Q3 2022, climbing 77.5% y-o-y compared to EGP 195 million in Q3 2021, driven by strong local demand.
- Gross profit for the segment grew remarkably to EGP 178 million in Q3 2022 versus EGP 81 million in the previous year (+118.7% vs Q3 2021) due to highly profitable local demand. Accordingly, the gross profit margin came in at 51.4% for the period, up from 41.7%.

About Elsewedy Electric

Established in 1938 by the Elsewedy family, Elsewedy Electric has since grown to become a regional and tactically global integrated cables and electrical products manufacturer and a turn-key services provider with more than 17,000 employees working at 31 production facilities in 15 countries. Structured to face the challenges of the world's fastest growing markets and the complexity of the critical electricity industry, Elsewedy Electric capitalizes on its deep product and sector specialization and unprecedented insight into local markets. www.elsewedyelectric.com

Shareholders Structure

(as at 30 September 2022)



Share Information

SWDY.CA on the EGX

Number of Shares	2,184,180,000
Share Price (30 September 2022)	EGP 7.54
Market Cap (30 September 2022)	EGP 16.5 bn

Investor Relations Contact Information:

Ms. Noha Agaiby, Investor Relations Director and Board Secretary

Email: noha.agaiby@elsewedy.com

Address: Plot 27, 1st district, 5th settlement, New Cairo.

Tel: +202 27599700 – 701

Fax: +202 27599731

Forward-looking Statements

This document may contain certain forward-looking statements relating to the company's business. These may be identified in part through the use of forward-looking terminology such as "will", "planned", "expected" and "forecast". Any such statements reflect the current views 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, decisions or achievements of the company to be materially different from any future results that may be expressed or implied by such forward-looking statements.

Consolidated Income Statement

EGP	Q3-2022	Q3-2021	Change	9M-2022	9M-2021	Change
Sales						
Wires & Cables	11,272,057,267	7,440,382,254	51.5%	30,219,761,954	20,264,667,283	49.1%
Electrical Products	2,374,213,191	1,279,328,296	85.6%	5,991,161,872	3,716,658,231	61.2%
Turnkey Projects	9,961,824,440	6,154,695,238	61.9%	26,361,485,419	16,905,577,640	55.9%
Total Sales	23,608,094,898	14,874,405,784	58.7%	62,572,409,245	40,886,903,154	53.0%
COGS	(20,404,115,122)	(13,067,967,156)		(54,115,582,634)	(35,310,961,747)	
Gross Profit	3,203,979,776	1,806,438,629	77.4%	8,456,826,611	5,575,941,408	51.7%
Gross Profit Margin	13.6%	12.1%		13.5%	13.6%	
SG&A	(1,216,194,832)	(770,315,991)	57.9%	(3,255,364,486)	(2,322,347,712)	40.2%
Other Operating Income	111,448,561	111,910,919		389,888,035	314,750,995	
Other Operating Expense	(187,023,306)	(152,325,460)		(669,058,137)	(316,978,633)	
Income from Investments	62,347,908	66,331,820		172,755,220	195,571,122	
EBITDA	2,345,711,361	1,312,314,290	78.7%	6,127,427,513	4,239,473,581	44.5%
EBITDA Margin	9.9%	8.8%		9.8%	10.4%	
Depreciation & Amortization	(371,153,254)	(250,274,373)		(1,032,380,270)	(792,536,400)	
FX Gain / (Loss)	87,448,150	14,333,402		58,975,525	(1,743,317)	
EBIT	2,062,006,257	1,076,373,319	91.6%	5,154,022,768	3,445,193,864	49.6%
Interest Expense	(512,116,906)	(192,115,682)	166.6%	(1,141,586,420)	(485,820,186)	135.0%
Interest Income	153,082,404	77,153,792	98.4%	366,394,192	336,884,210	8.8%
Interest Income / (Expenses)	(359,034,502)	(114,961,890)		(775,192,228)	(148,935,976)	
EBT	1,702,971,755	961,411,428	77.1%	4,378,830,540	3,296,257,888	32.8%
Tax	(388,325,364)	(186,732,961)		(1,041,969,379)	(778,309,112)	
Net Income	1,314,646,391	774,678,467	69.7%	3,336,861,161	2,517,948,776	32.5%
Minority Interest	(109,942,278)	(70,821,820)		(244,792,151)	(224,497,786)	
Net Income After Minority Interest	1,204,704,113	703,856,647	71.2%	3,092,069,010	2,293,450,990	34.8%
Net Income Margin	5.1%	4.7%		4.9%	5.6%	

Consolidated Balance Sheet

EGP	31/12/2021	30/09/2022
Long Term Assets		
Fixed Assets & Goodwill	10,175,907,881	12,893,339,356
Investments	2,151,957,073	2,696,308,173
Other long-term Assets	262,400,576	294,184,040
Other long-term Receivables	1,202,254,015	1,051,638,082
Total Long-term Assets	13,792,519,545	16,935,469,651
Current Assets		
Inventories	13,320,680,704	19,934,022,645
Receivables	15,043,335,953	21,036,496,711
Other Debit balance	12,518,534,412	18,671,325,075
Due from Related Parties	1,175,912,475	882,915,809
Cash & Cash Equivalents	11,842,589,348	16,895,515,728
Total Current Assets	53,901,052,892	77,420,275,968
Total Assets	67,693,572,437	94,355,745,619
Current Liabilities		
Bank Overdraft & Short-term loans	15,032,238,908	27,821,962,224
Accounts Payable	8,678,197,095	9,569,476,353
Other Credit balance	16,185,004,870	23,666,081,200
Due to Affiliates	546,964,145	1,254,286,538
Provisions	1,960,889,007	2,307,919,172
Total Current Liabilities	42,403,294,025	64,619,725,487
Issued and Paid Capital	2,184,180,000	2,184,180,000
Retained Earnings	16,504,538,981	18,924,871,451
Others	422,339,981	1,164,676,745
Total Parent's Shareholders' Equity	19,111,058,962	22,273,728,196
Minority Interest	1,094,835,252	1,439,525,460
Total Equity	20,205,894,214	23,713,253,656
Long-term Loans	2,926,293,825	3,828,024,512
Other long-term Liabilities	2,158,090,373	2,194,741,964
Total Long-term Liabilities	5,084,384,198	6,022,766,476
Total Liabilities & Equity	67,693,572,437	94,355,745,619