



Investor Presentation

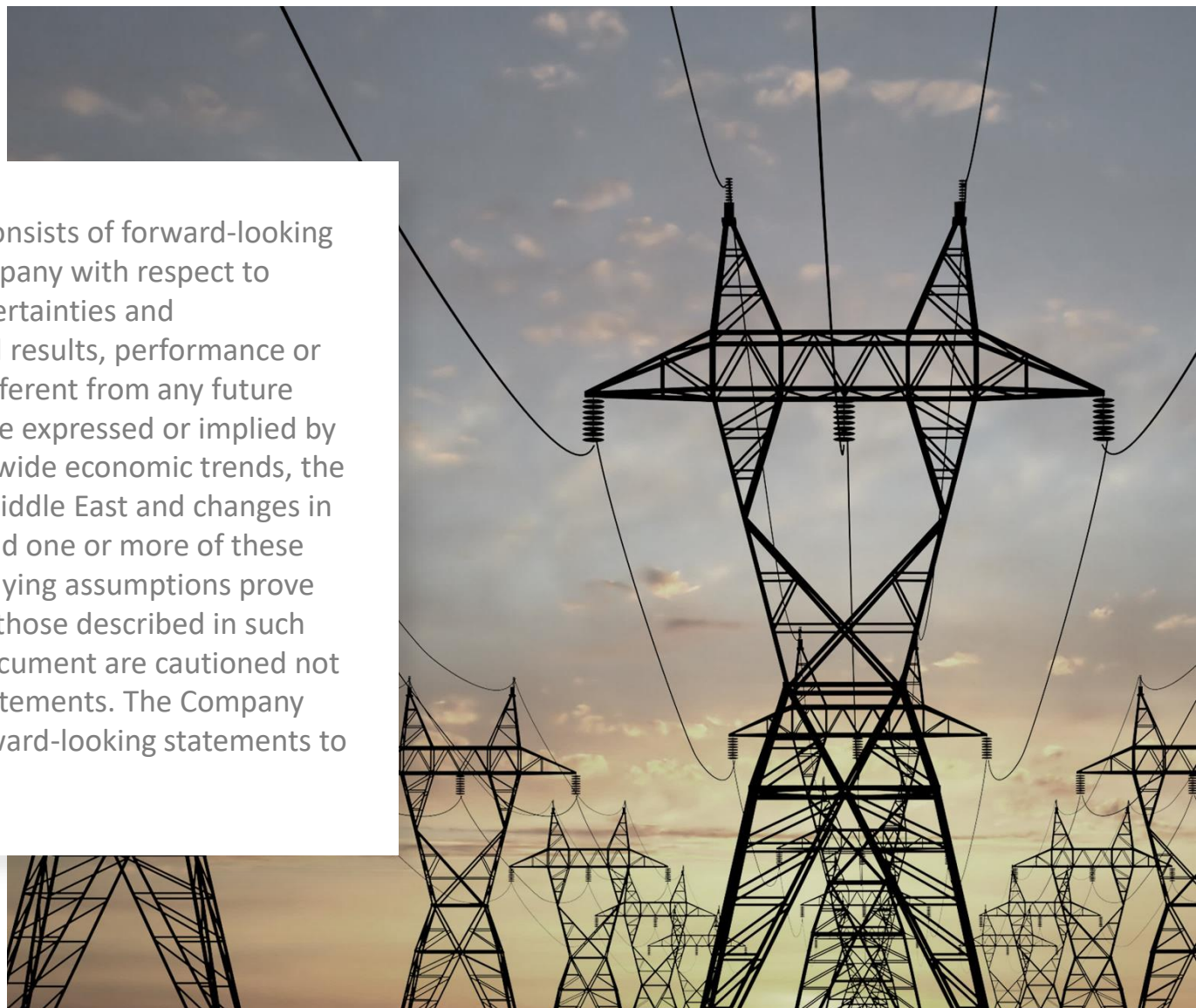
9M 2019



ELSEWEDY
ELECTRIC

Disclaimer

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.



AGENDA

I. An Integrated Energy Solutions Global Provider

II. Investment Highlights

- Full-Service Integration
- Long Track Record
- Strong Geographical Presence
- State-of-the-art Facilities
- Experienced Leadership
- Prestigious Client Base

III. Business Line Review

IV. Recent Financial Performance

V. Corporate Social Responsibility



An Integrated Energy Solutions Global Provider



Power...Build...Develop Sustainable Value..

Elsewedy Electric is an energy player structured to face the challenges of the world's fastest growing markets and the complexity of the critical electricity industry. From its start, deep product and sector specialization and unprecedented insight into local markets set the ground work for first mover advantage into new markets and sectors.

Our Core Values & Beliefs

Integrity

Innovation

Excellence

Customer Satisfaction

Ownership, Commitment & Collaboration

- The Elsewedy family began what is today Elsewedy Electric in 1938 as an electrical equipment trading company.
- In 1960, after developing deep market understanding and local presence, the company became Egypt's first specialized cables distributor.
- In 1984, Arab Cables – as the company was then called – built the country's first private sector cables factory. The event marked the beginning of Elsewedy Electric's corporate identity.

Vision

To become a global leader in delivering energy, services and value

Purpose

To deliver efficient integrated energy solutions provided with exceptional expertise and service to our customers and communities safely and efficiently.



Full-Service Integration

Elsewedy Electric is a fully integrated energy solutions provider: From raw materials such as metals and plastics to inputs across the spectrum of wires, cables and electrical products, to contracting and turnkey infrastructure projects and electricity generation.



Elsewedy Electric provides integrated solutions through five divisions.



Industry



EPC



Technology



Investment

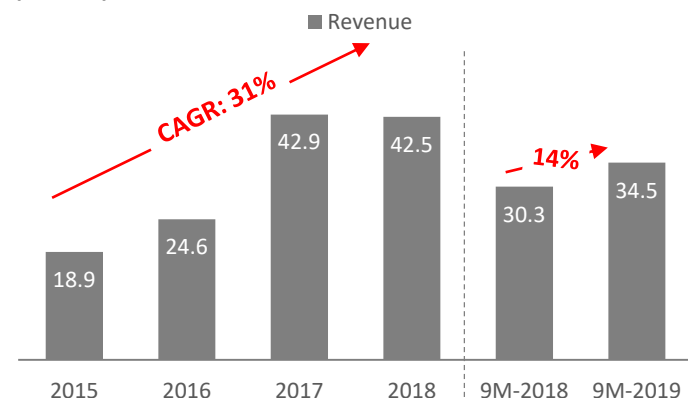


Development

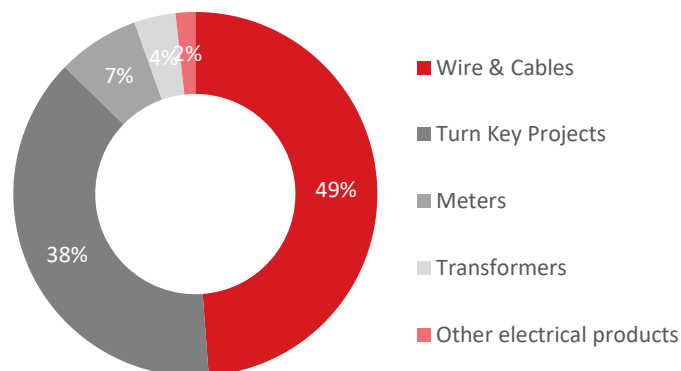
Summary of Main Financial & Performance Indicators

Total Revenue

(EGP bn)



Revenue by Segment – 9M 2019



EGP **34,546.5** mn

9M Revenues

▲ 14% y-o-y

EGP **2,717.2** mn

9M Net Income

▼ 22% y-o-y

>14,000

No. of Employees

34

Years of Operation

22

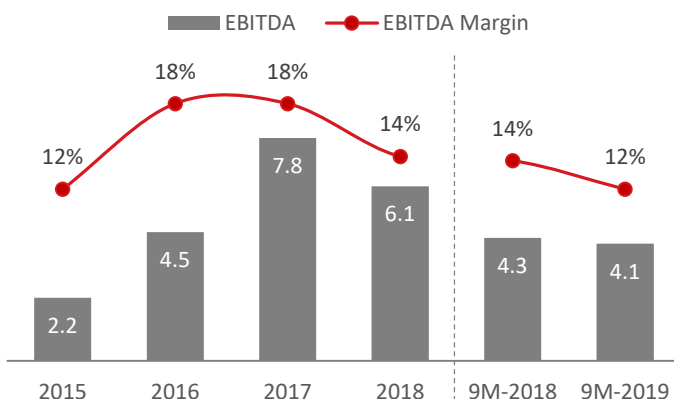
Production Facilities

110

Export Countries

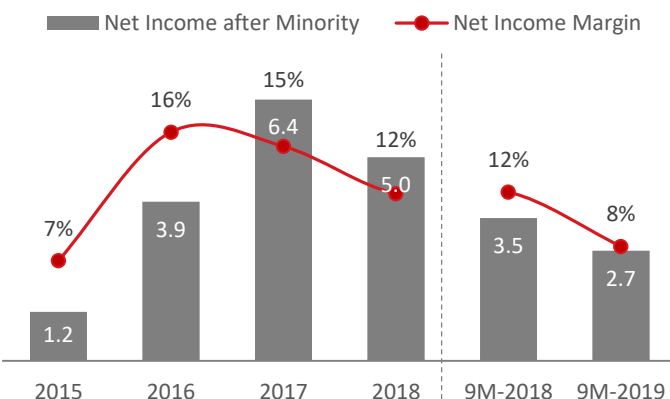
EBITDA

(EGP bn)



Net Income (after minority interest)

(EGP bn)





Investment Highlights

Fully Integrated Energy Solutions Provider



Elsewedy Electric's integrated energy solutions provide a full range of offerings to produce, distribute, manage and safely use electrical power

Integration across the value chain supports

Fast track capabilities

Quality guarantees

Cost leadership

Brand advantages

Ability to offer turnkey solutions

Cross-Selling Opportunities



Industry

- Wires and Cables
- Transformers
- Electrical Products



EPC

- Power Generation
- Electricity Transmission and Distribution
- Renewable Energy (Solar, Wind, Hydro)
- Water Treatment & Desalination
- Oil and Gas
- Transportation



Technology

- Smart Energy Management
- Data Centres



Investment

- Independent Power Plants
- Utilities Development



Development

- Industrial
- Logistical
- Commercial

Long Track Record (1/2)

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.

1936-2000

1938	Elsewedy family started its business as a trader in electrical equipment
1960	Elsewedy became the only distributor for specialised cables in Egypt
1984	Elsewedy becomes Egypt's first private sector cables manufacturer, Arab Cables
1996	Second factory, Egytech Cables , is established Established first plant for producing PVC compounds and master batch, Egyplast
1997	United Industries is established Elastimold Egypt is established
1998	Established United Metals , first factory for copper rods Established SEDCO , for cable accessories

2000-2007

2002	First Factory Outside Egypt, Giad Elsewedy Cables
2003	Established Sudatraf-Transformers
2004	Established Italsmea Elsewedy , a JV with Italsmea Italy
2005	Established Elsewedy Cables Syria
2006	Established Elsewedy Electric Ghana
2007	Established Elsewedy Electric Syria (Transformers) Established United Wires for galvanized steel wires

2008-2010

2008	Established Elsewedy Cables Algeria Established Elsewedy Electric Zambia Acquired 70% stake in ECMEI , for electrical insulators Acquired 100% stake in Iskraemco (Slovenia), for energy measurement & management systems Acquired 30% stake in M. Torres Olvega Industrial (Spain), for wind energy generation
2009	Established Elsewedy Cables KSA Established Elsewedy Cables Ethiopia Established Elsewedy Cables Yemen Established Elsewedy Transformers Egypt Acquired a majority stake in Power System Projects (PSP)
2010	Group is renamed to Elsewedy Electric Increased stake in M. Torres Olvega Industrial to 90% Established Siag Elsewedy Towers , a JV with Germany-based SIAG Established Doha Cables Established Elsewedy Electric Nigeria Acquired a majority stake in 3W Networks Acquired a majority stake in Rowad Modern Engineering

2011-2019

2011	Established Elsewedy Technical Academy (STA)
2014	Acquired 100% stake in Elsewedy Electric PSP
2017	Established Elsewedy Logistics Properties
2018	Established Elsewedy Technical Academy II (PIP)
2019	Established Elsewedy Technology Established Elsewedy Utilities Acquired portfolio of renewable energy assets in Greece (3 wind parks and 1 hydro power plant) Reached commercial operation at Benban solar PV power plants



Business Line Review

Long Track Record (2/2)

Elsewedy Electric has developed a strong track record in the execution of fast-track projects across Africa. The Group has repeatedly demonstrated its ability to secure high profile contracts both domestically and regionally with local governments

Recent Notable Projects

EPC Contract for two power generation plants in Egypt

Awarded: January 2015

Value: USD 706 mn

Capacity: 980 MW

Client: Egypt's Ministry of Electricity & Renewable Energy

Scope – Construction of 2 power plant projects with 6 heavy duty gas turbine packages

Status: Completed

Mahmoudia Simple Cycle Power Plant
Behira



Attaqa Simple Cycle Power Plant
Suez



EPC Contract alongside Siemens AG for New Combined Cycle Plant in Egypt

Awarded: June 2015

Value: € 2 bn (Elsewedy portion: € 785 mn)

Capacity: 4,800 MW

Client: Egyptian Government

Scope – Engineering, procurement and installation of balance of plant in addition to the erection & installation of SIEMENS turbines

Status: Completed

Beni Suef Combined Cycle Power Plant, Beni Suef



EPC Contract for three power generation plants in Angola

Awarded: February 2016

Value: USD 484.5 mn

Capacity: 500 MW

Client: Angola Ministry of Electricity and Water (part of Angola's 2016 Emergency Power Plan)

Scope – Construction of 3 power plants using GE gas turbines in three different locations in Angola (Camama, Cazenga and South Lunda)

Status: Completed

Strong Geographical Presence & Deep Market Insight

Today, Elsewedy Electric is a global integrated cables and electrical products manufacturer and a turnkey services provider with more than 14,000 employees working at 25 production facilities in 9 countries

Our Domestic Advantage

Domestic recognition – Our nearly 100% local staffing allows for tax benefits, lower cost financing and ultimately, better margins and a secure market share

Local insight allows us to retain Intelligence on local conditions and players, key relationships and an advantageous position to position to anticipate market demand

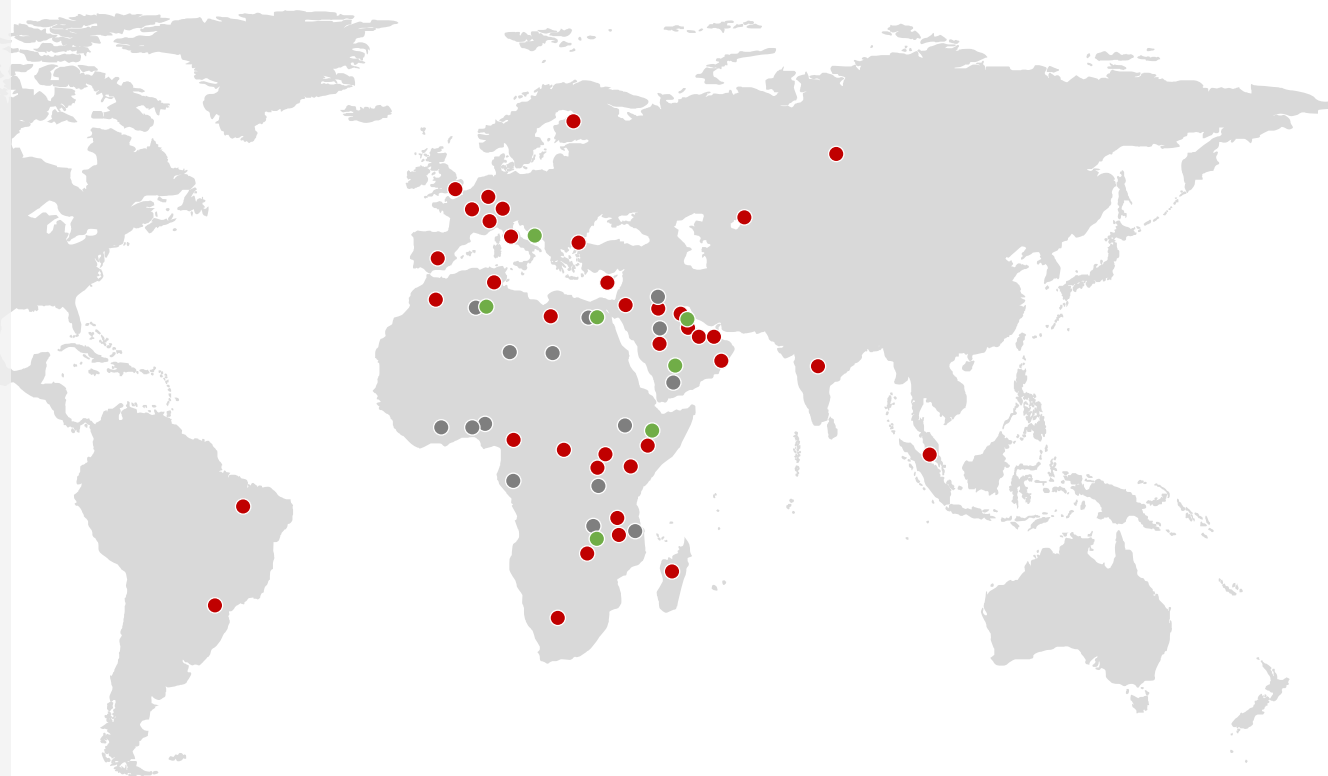
Our Advantage Abroad

Economies of scale without compromising local producer advantages

A closely aligned federation of fully localized production and distribution centers with a global coordination center in Cairo

Expansive Distribution Network Elsewedy Electric's comprehensive worldwide distribution network reaches around the globe

Scalability of ICT infrastructure Considerable investment in **ICT infrastructure** to link geographically dispersed factories and offices allowing for the sharing of data and knowledge, reduces costs and lead times and Improvements in the operations



9

Production
Centers

40

Main Export
Markets

15

Engineering &
Contracting

State-of-the-art Facilities Utilizing Advanced Technology

Advanced technology acquisition and development places Elsewedy Electric at the forefront of world electricity trends, positioning the group to supply the most cost effective, clean technology to regional developing nations. Group-wide sharing of the most advanced production technology extends significant efficiency gains across the group's activities, while effective brand development boosts the group's profile as a leading energy player.

Certifications

BASEC
BRITISH APPROVALS SERVICE FOR CABLES



Wires and Cables (Total Capacity)

- | | |
|--|---|
| EGYPT <ul style="list-style-type: none">• Cables Capacity: 156,000 tons• Copper Rod Capacity: 120,000 tons• PVC Capacity: 81,000 tons | QATAR <ul style="list-style-type: none">• Cables Capacity: 39,600 tons |
| SAUDI ARABIA <ul style="list-style-type: none">• Cables Capacity: 39,000 tons | ALGERIA <ul style="list-style-type: none">• Cables Capacity: 30,000 tons |
| | ETHIOPIA <ul style="list-style-type: none">• Cables Capacity: 9,600 tons |



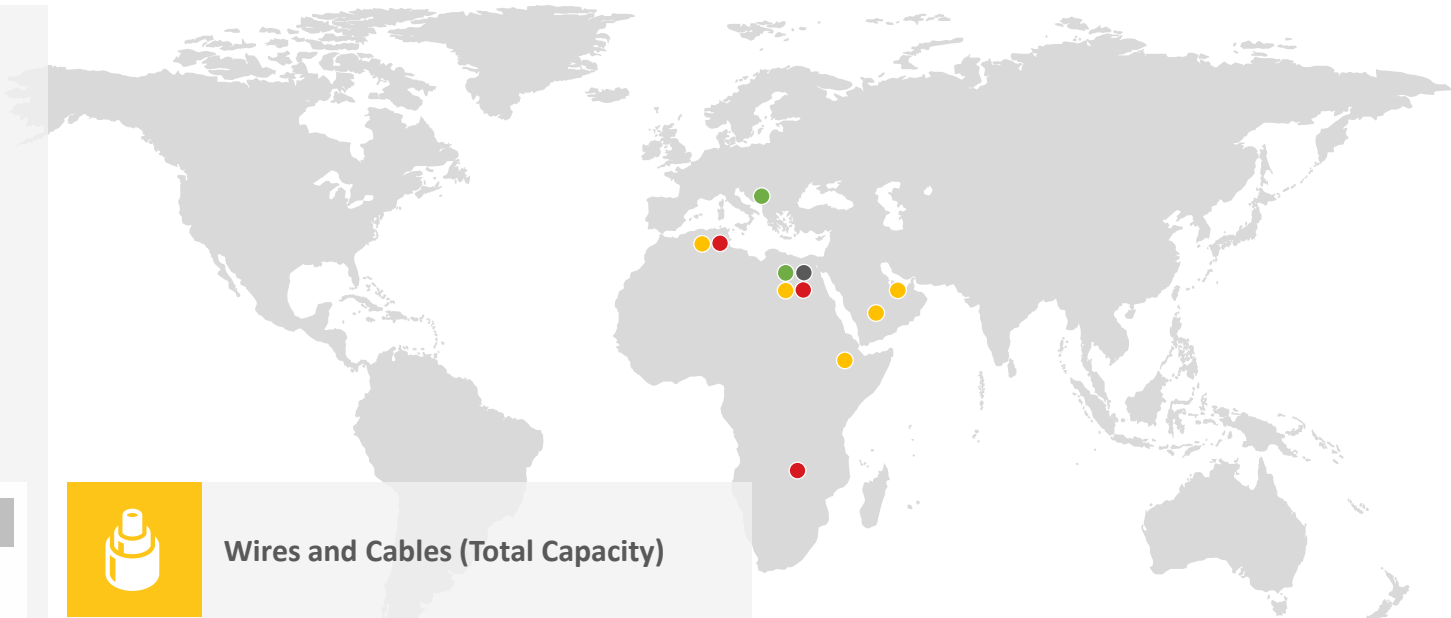
Meters

- | |
|---|
| SLOVENIA <ul style="list-style-type: none">• Electrometers Capacity: 3 mn meters |
| EGYPT <ul style="list-style-type: none">• Electrometers Capacity: 1 mn meters |



Transformers

- | | |
|---|---|
| EGYPT <ul style="list-style-type: none">• Transformers Capacity: 7,200 MVA | ALGERIA <ul style="list-style-type: none">• Transformers Capacity: 400 MVA |
| ZAMBIA <ul style="list-style-type: none">• Transformers Capacity: 450 MVA | |



Experienced & Dynamic Leadership

Elsewedy Electric's management structure facilitates quick decision-making and the careful monitoring of developments around the world. The Group ensures that the highest level of management remains in touch with its core activities

The Board of Directors

Mr. Sadek Ahmed Sadek Elsewedy	Non-Executive Chairman
Mr. Ahmed Ahmed Sadek Elsewedy	Managing Director
Mr. Mohamed Ahmed Sadek Elsewedy	Board Member
Mr. Amr Mohamed Ahmed Labib	Board Member
Mr. Hisham Hussain Khazandar	Independent Board Member
Mr. Ahmed Fikry Abdel Wahab	Independent Board Member
Mr. Abdul Rahman Ahmed Ahmed Sadek El-Sewedy	Board Member
Mr. Ahmed Sadek Ahmed El-Sewedy	Board Member
Mr. Ahmed Saad El Din Abdo Abu Hendia	Independent Board Member
Mr. Amr Nabil Mohammed Othman	Independent Board Member

Management Pillars of Success



Efficiency

Elsewedy Electric has a track record of completing critical national and international projects that require a return to service within an extremely tight schedule.



Innovation

As a global energy solutions leader we realize the need of innovation within the renewable energy sector. We work hard to develop alternative energy solutions for future generations.



Quality

As a global energy solutions leader we realize the need of innovation within the renewable energy sector. We work hard to develop alternative energy solutions for future generations.



Customer-Driven

We strive to anticipate customer needs during new product development; we are in constant contact with clients, seeking their input to further tailor our products to their needs.



Safety

We boast a track record of positive contributions in manufacturing safe products. We ensure consistent safety and quality through strong governance and compliance to applicable regulations and standards.



Skill Development

Elsewedy Electric ensures hiring employees of the highest caliber while constantly investing in skill enhancement and development.

Prestigious Client Base

Elsewedy Electric boasts an impressive list of both global and regional clients spanning Energy, Telecom, Technology and other industries.

The repeat business of large regional government entities and global industry giants is testament to the exceptional quality, speed and service provided by the Group to its clients

Nexans



LEONI

kelag

Sumitomo



SPIE

te data

DANIELI

ORASCOM
CONSTRUCTION



alcatel

Technip

SIEMENS



SAMSUNG



ENSO

GRIDCo



HITACHI



CHIYODA

ENGIE



Schneider
Electric

ABB

Gamesa

TeliaSonera

amarA

N.P. Lanitis

EVN

NUON



Petrofac

ANIXTER

Terna

ANIXTER

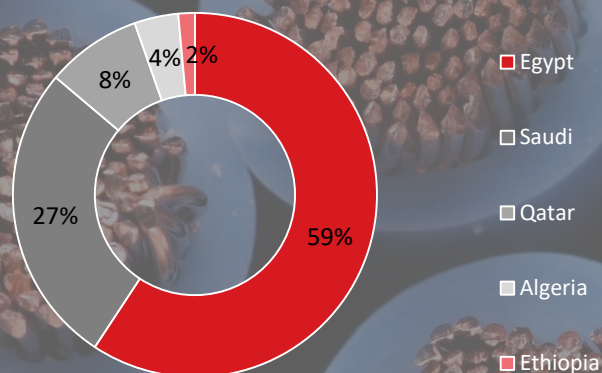
Enppi

ABENGOA

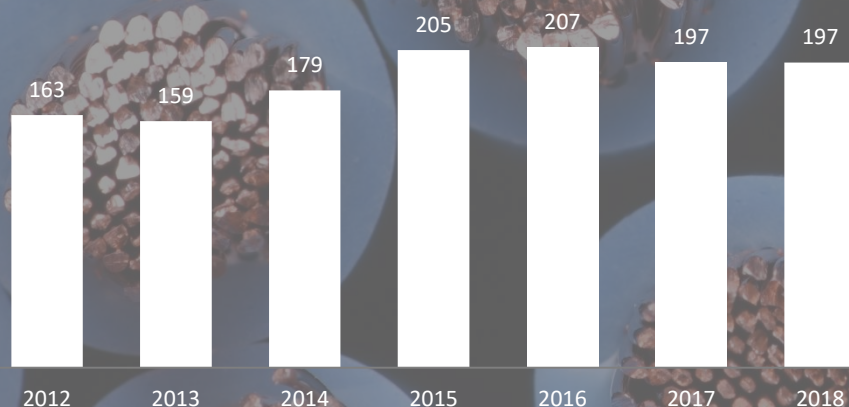


Industry: Wires & Cables

Capacity Split by Country (%) – December 31, 2018



Volume (000 tons)



Product Range

Comprehensive range of cabling solutions for residential, industrial, commercial and energy sectors

Power
Cables

Special
Cables

Fiber Optic
Cables

Winding
Wires

Raw
Materials

Production Facilities

Largest capacity in the MENA region with access to markets with underdeveloped infrastructure creating opportunities

Egypt

- Egytech Cables
- United Industries
- El Sewedy Cables
- Egyplast
- Elsewedy SEDCO
- United Metals
- United Wires
- UEIC

Algeria

- El Sewedy Cables Algeria

Ethiopia

- El Sewedy Cables Ethiopia

KSA

- El Sewedy Cables KSA

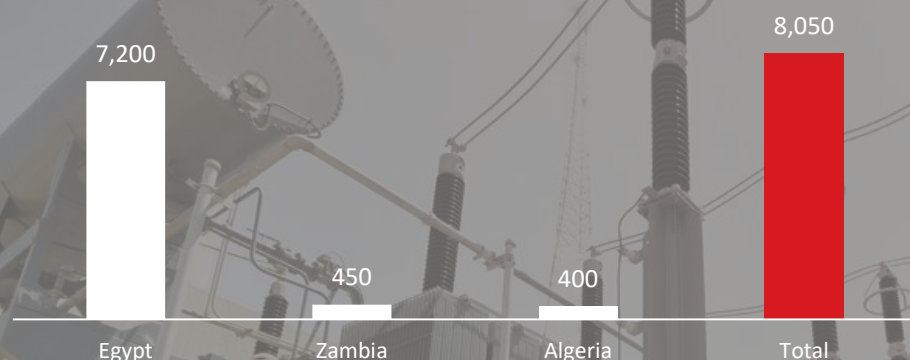
Qatar

- Doha Cables

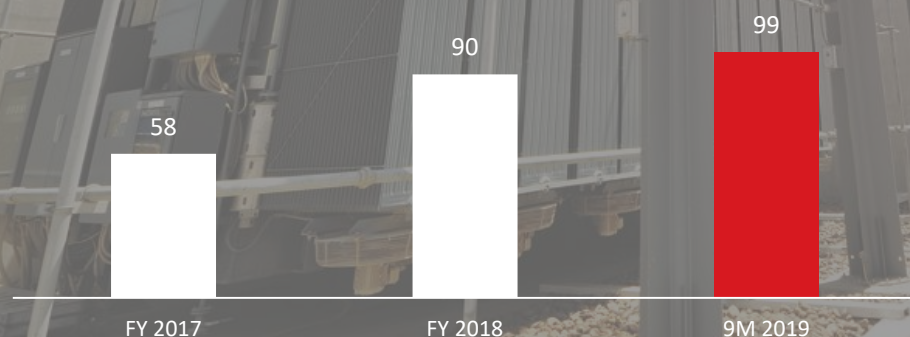
Elsewedy Electric has significantly extended its core wires and cables capacity in recent years, more than doubling its annual capacity since 2007 to approximately 280,000 tons as of September 30 2019

Industry: Transformers

Capacity (MVA)



Backlog (USD mn)



Product Range

Elsewedy Electric produces a full range of low, medium and high voltage transformers -- including power and distribution (step up and step down) transformers

Power
Transformers

Cast Resin Dry

Oil Immersed

Installation &
Maintenance

Production Facilities

The Group utilizes a state-of-the-art set-up to solidify its position as a leader of integrated energy solutions in MENA and Sub-Saharan Africa

Egypt

- Elsewedy Transformers - Egypt

Zambia

- Elsewedy Electric - Zambia

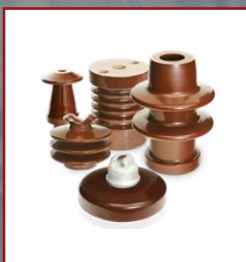
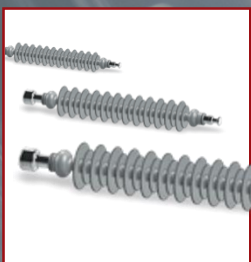
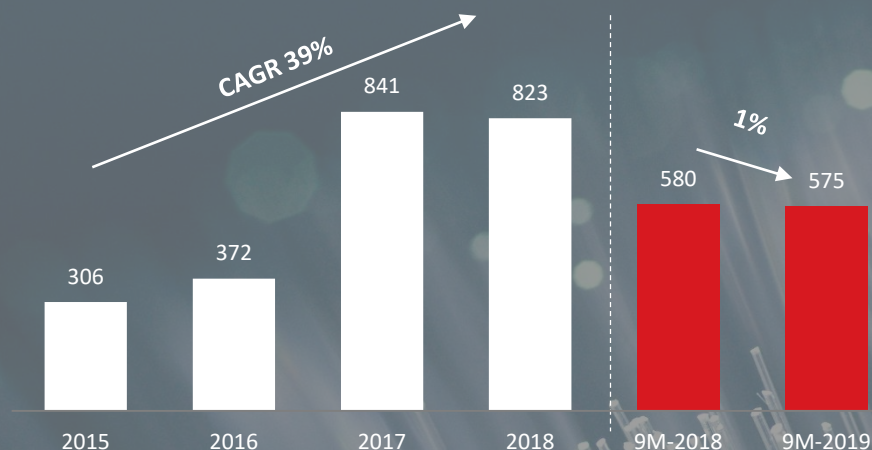
Algeria

- Elsewedy Electric - Algeria

Elsewedy Electric is the first and only producer of power and distribution (step up and step down) transformers in the region up to 220KV. The Group benefits from access to untapped markets and low-cost manufacturing bases

Industry: Electrical Products

Revenue (EGP mn)



Project Range

Cable Accessories

Elastimold Egypt is cable accessories manufacturer resulting from a joint venture with Elastimold USA and Elsewedy SEDCO. Services range from engineering, design and correct accessory selection to supplying, training, installation and supervision.



Insulators

In June 2008, Elsewedy Electric acquired The Egyptian Company for Manufacturing Electric Insulators (ECMEI), a Middle East-based manufacturer of electric ceramic insulators.



Others

Explosion Proof Equipment

Elsewedy Electric has been manufacturing explosion proof equipment since 1998 through Elsewedy Sedco, which specializes in supplying distinguished Electrical Bulk Materials (Explosion Proof) for the petroleum sector in Africa and Middle East

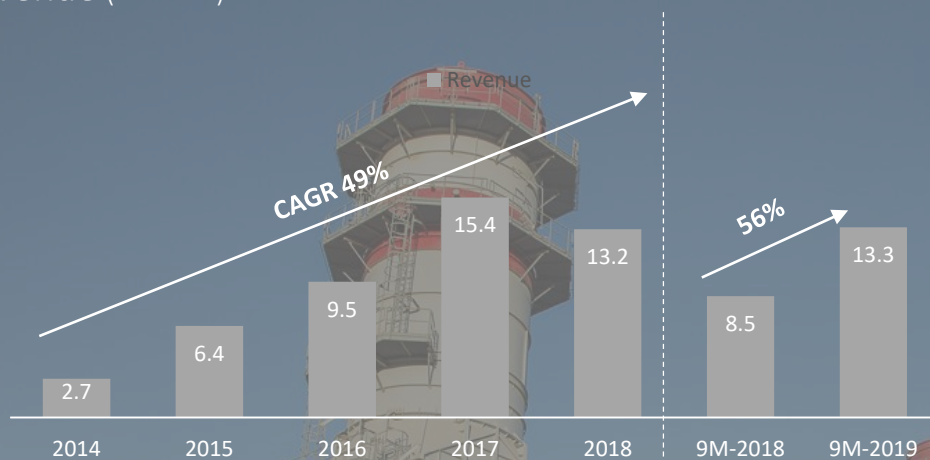
Fiber Glass Poles

Elsewedy Electric manufacture fiber glass up to a height of 14m.

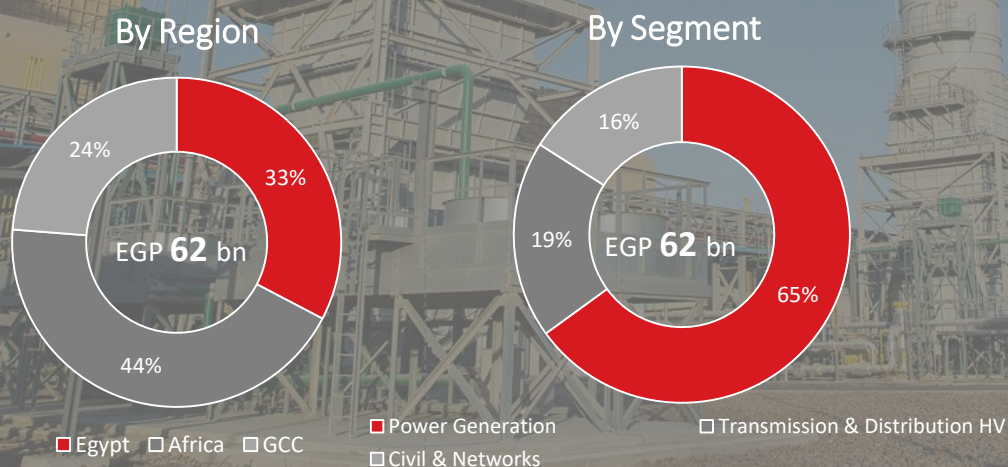
Through strategic alliances and acquisitions, Elsewedy Electric has become a one-stop shop, offering comprehensive solutions in the field of Electricity & Energy

EPC: Turnkey Solutions

Revenue (EGP mn)



Backlog – 9M 2019



Project Range

Elsewedy Electric's Turnkey Solutions segment delivers electricity generating assets and transmission and distribution (T&D) networks on an EPC basis.

Power
Generation

Electricity
Transmission &
Distribution

Construction &
Infrastructure

Telecom
Solutions

Geographical Reach

The Group focuses on the power sector with strong capabilities that extend to large and complex infrastructure, industrial and commercial projects with an emphasis on turn-key contracting.

Power

- Iraq
- Yemen
- Cameroon
- Libya

PSP

- Egypt
- Iraq
- KSA
- Qatar
- Cameroon
- UAE
- Tanzania

Transmission & Distribution

- Algeria
- Chad
- Egypt
- Ethiopia
- Equatorial Guinea
- Ghana
- Mozambique
- Niger
- Rwanda
- Zambia
- Angola

Elsewedy Electric is a leading engineering, procurement and construction contractor active across the MENA and Sub-Saharan African regions

EPC: Turnkey Solutions

Division | 1

Power Generation



Considered one of the emerging EPC contractors with an extensive experience in the business of Power Generation and HV substation projects, Elsewedy PSP provides engineering, procurement, manufacture and construction services, demonstrating its dominant presence within the Egyptian market and successful expansion across the MENA Region; backed by the Group's corporate global activities.

Sectors Served

- Power
- Industrial
- Infrastructure
- Utilities

Division | 2

Power Transmission & Distribution



Elsewedy Electric T&D aspires to be a global leader in providing safe & environment friendly energy solutions to the growing infrastructure needs of its valued clients across the Middle East. We have the in-house capability to undertake design, engineering, procurement & management of installation activities for electrical power transmission & distribution projects on turnkey basis.

Sectors Served

- Power (Transmission Distribution)
- Utilities
- Infrastructure

Division | 3

Construction & Infrastructure



One of Egypt's most reputable contractors with a strong reputation and growing business in Algeria, North Africa, Chad, and Mozambique. Through alliances with major international civil engineering and specialist contractors, we are able to undertake multidisciplinary projects of high scale and complexity.

Sectors Served

- Infrastructure
- Industrial
- Power
- Commercial

Division | 4

Projects Development & Renewable Energy

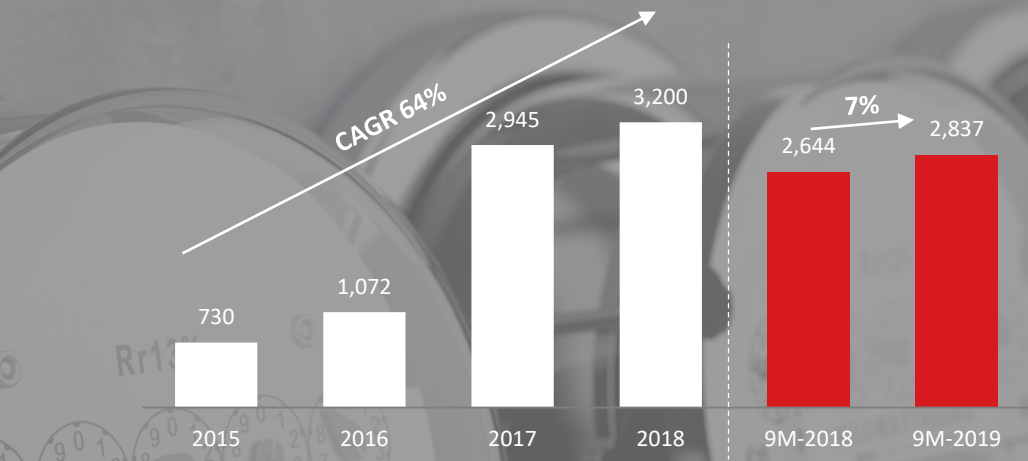


Develops, designs, builds, owns and operates assets in the field of power industry, whether in Power Generation or in Transmission & Distribution, outsourcing the corporate capabilities and expertise and cooperating with major & experienced developers, EPC contractors & equipment suppliers and focusing in emerging and growing markets, especially in which the Group has established a strong market position and special relations within.

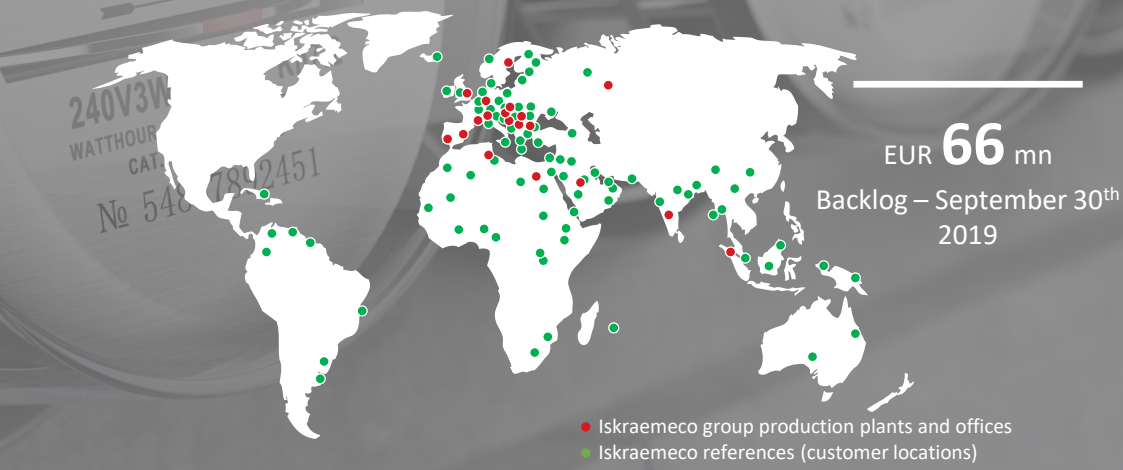
Sectors Served

- Power
- Renewable energy

Revenue (EGP mn)



Distribution Network



Product Range

The acquisition of Iskraemco establishes a global metering and measurement giant with the technological strength to build tomorrow’s smart products

Smart Meters	Induction Meters	Residential Meters	Industrial Meters
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Production Facilities

With the production and distribution base to capture worldwide market share, Iskraemeco currently supplies over 3 million meters, mostly to countries in Europe and the Gulf.

- Slovenia
 - ISKRAEMECO - Slovenia
- Egypt
 - ISKRAEMECO - Egypt

In 2007, Elsewedy Electric acquired Slovenia’s Iskraemeco, one of the world’s most technologically advanced producers of metering equipment and services



Project Range

Esewedy Electric, jointly and equally with Électricité De France's EDF Renewables, developed, financed, built, owns and operates two solar PV power plants in Benban, Aswan, developed as part of Egypt's Round II of the renewable energy feed-in-tariff program launched by the Egyptian government

130 MWp
Capacity

140,000
Households
Connected

120,000 Tons
CO2 Saved/Year

Benban Solar PV Plant

Esewedy Electric's Benban Solar PV power plants commenced operations in August 2019, with an in-place Power Purchase Agreement and Network Connection Contract

Project Value

- USD 140 million

Project Location

- Benban, Kom Ombo, Aswan Governorate, Egypt

Esewedy Electric contributes to and fully supports the Egyptian government's plan to generate 20% of the country's electricity from renewables by 2022



Project Range

Elsewedy Electric has completed the acquisition of 3 wind and 1 hydroelectric energy companies in Greece in June 2019

63.6 MWp
Capacity

34,000
Households
Connected

102,000 Tons
CO2 Saved/Year

Renewable Energy Assets

Public utility off-taker “DAPEEP” (Diacheiristis Ananeosimon Pigon Energias kia Eggyiseon Proelefsis S.A.) guarantees the purchase of all the energy produced at the parks.

Acquisition Value

- EUR 55 million

Project Location

- Ermioni, Argolida, Greece
- Tsouka, Arcadia, Greece
- Kilkis, Macedonia/Achaia, Greece

Elsewedy Electric is committed to seeking investment opportunities to provide added value and sustainable solutions



Project Range

Industrial Development

Elsewedy Industrial Development is one of Egypt's leading master developers, controlling a land bank of 5 million SQM. In partnership with large, specialized entities, Elsewedy Industrial Development is developing three industrial parks, Industria West, Industria East and Al Oula, servicing industrial clusters operating in food processing, engineering, textiles, building materials, logistics and other clean industries.



Logistics Development

Elsewedy Logistics Properties originated from Elsewedy's successes in the industrial development of Pi Parks and Al Oula. Located in Industria West with 14,000 SQM of warehouse ambient and temperature-controlled space, SLP #One will be operated in partnership with DB Schenker Egypt. This joint operation is part of SLP's strategic partnership agreement with DBS, one of the world's three largest logistics service providers, which will see the two jointly develop innovative and sizeable logistics assets in Egypt and the MENA region.



Commercial Development

Souq Masr will offer Egyptians an unmatched shopping experience, offering a journey through a series of color-coded categorized districts linked by bridges for ease of circulation and access. Souq Masr's six districts will cover the entire range of finishing and building needs: plumbing, electricity, marble, wood, paint and strategic building materials.



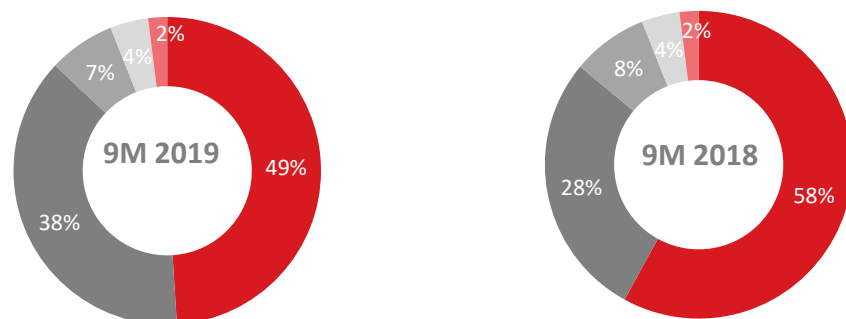


Financial Performance

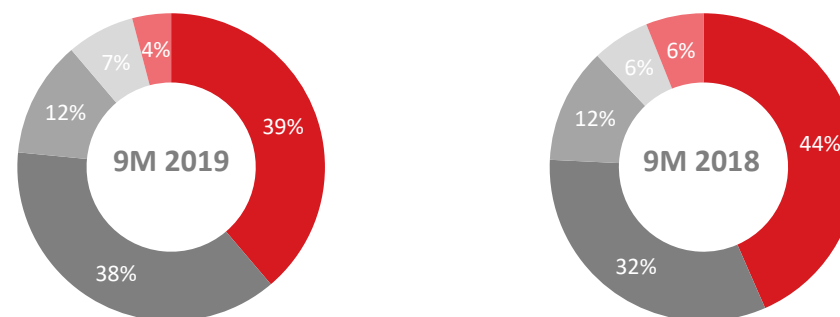
Income Statement Highlights

Segmental Analysis

Revenues



Gross Profit

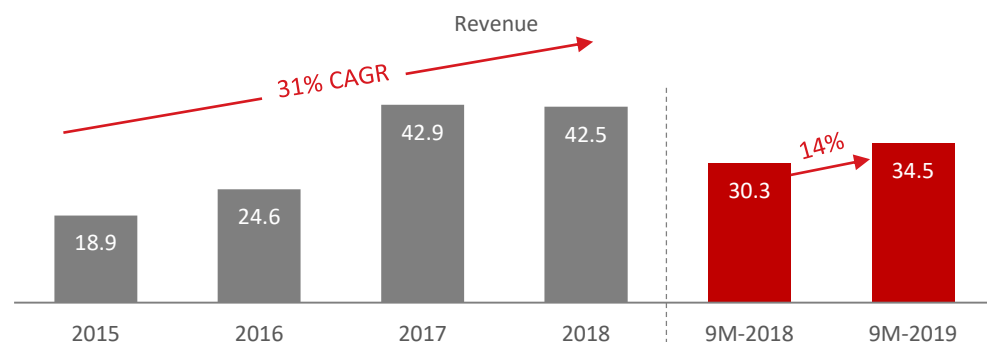


■ Wire & Cables ■ Turnkey Solutions ■ Meters ■ Transformers ■ Other Electrical Products

	▲ YoY Revenue	▲ Gross Profit	Gross Profit Margin (9M 2019)
Wires & Cables	▼ 3.7%	▼ 9.8%	13%
Turnkey Solutions	▲ 55.7%	▲ 18.7%	15%
Meters	▲ 3.0%	▲ 4.7%	26%
Transformers	▲ 4.1%	▲ 20.6%	27%
Other Electrical Products	▼ 0.8%	▼ 23.0%	41%

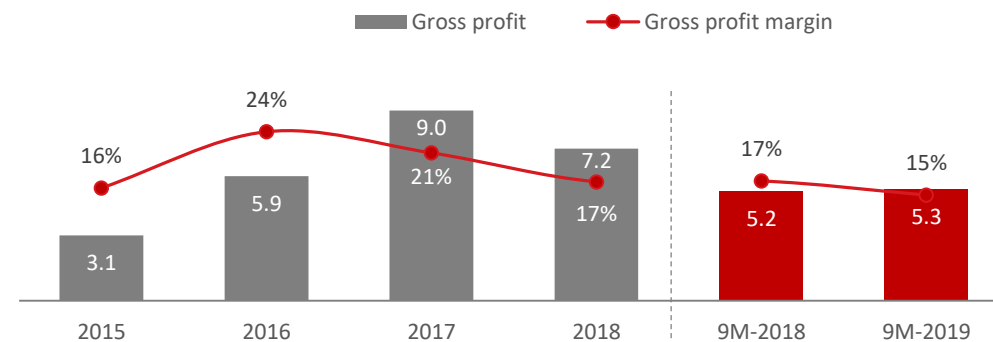
Income Statement Highlights

Total Revenue (EGP bn)



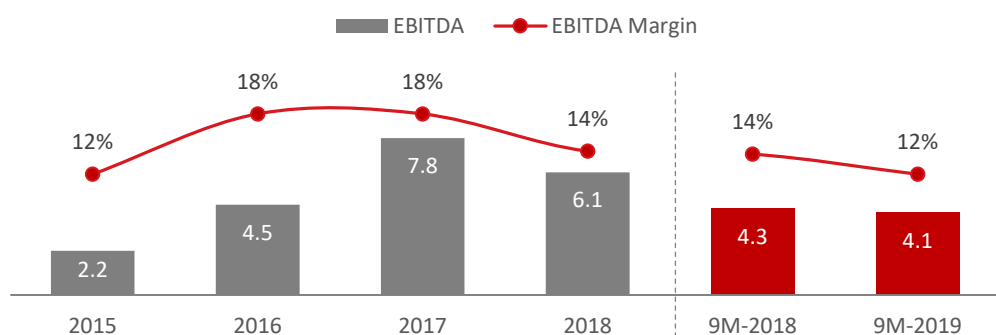
- Revenues rose 14% y-o-y to EGP 34,546.5 million in 9M 2019. Although revenue from the core wires and cables segment fell by 3.7% y-o-y, overall top line growth was driven by turnkey projects, which grew by 55.7% y-o-y.

Gross Profit (EGP bn)



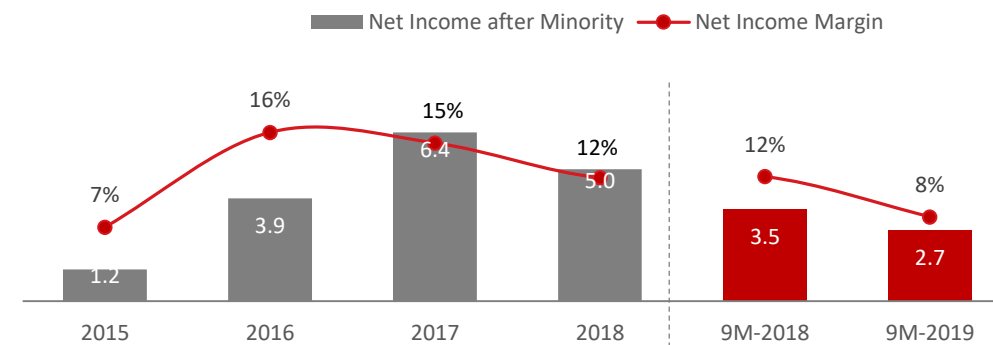
- Gross Profit** saw a 2.2% y-o-y increase to EGP 5,297.3 million in 9M 2019. The company's gross profit margin normalized from 17.1% in 9M 2018 to 15.3% in 9M 2019.

EBITDA (EGP bn)



- EBITDA** posted a 5.6% y-o-y decrease to EGP 4,081.5 million in 9M 2019, yielding an EBITDA margin of 11.8% compared to 14.3% in 9M 2018.

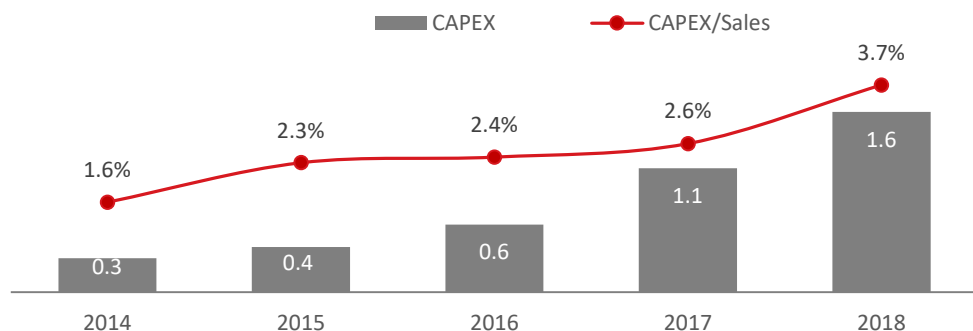
Net Income (after Minority Interest) (EGP bn)



- Net Income after Minority Interest** recorded EGP 2,717.2 million in 9M 2019 compared to EGP 3,503.5 million posted in the same period last year, representing a 22.4% decline y-o-y. Meanwhile, the net profit margin stood at 7.9% in 9M 2019 versus 11.6% in 9M 2018.

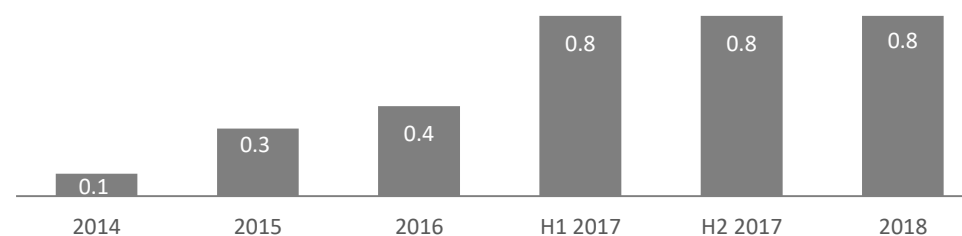
Balance Sheet Highlights

CAPEX (EGP bn)



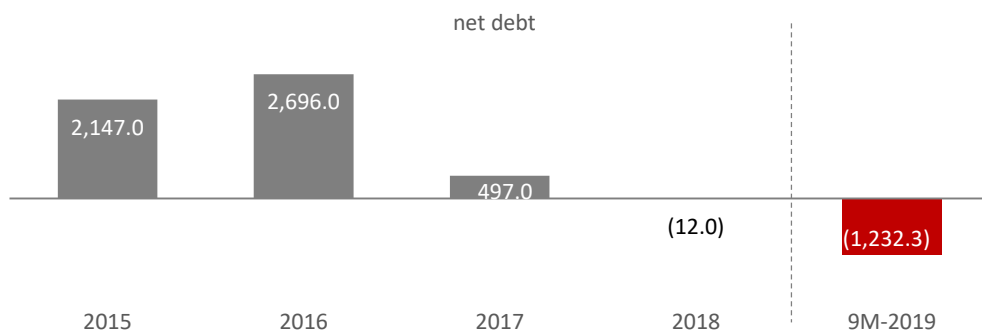
- Despite a significant growth revenue over the last 4 years, Elsewedy has maintained a relatively low CAPEX to sales (less than 4% between 2014 and 2018)

Dividend Per Share ("DPS") (EGP)



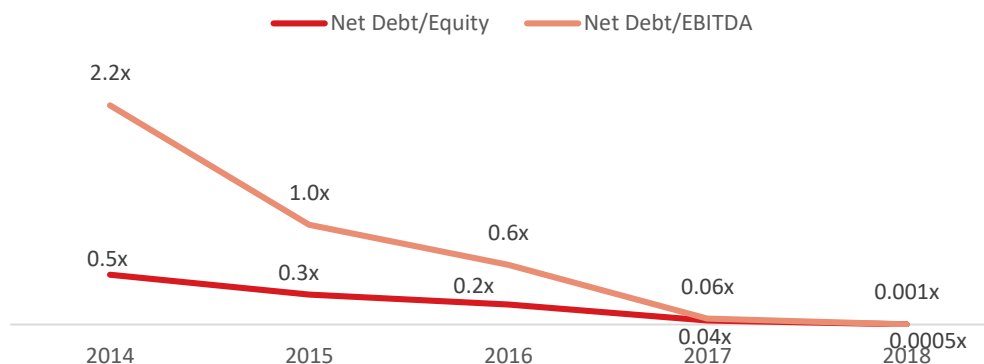
- Dividends per share for 2018 was EGP 0.80/share and is testament to the commitment of Elsewedy's board to the continued provision of dividends, despite normalized growth for the year

Net Debt (EGP bn)



- Net debt as of 30 September 2019 amounted to EGP 1,232.3 million versus a net cash position of EGP 12.0 million as at 31 December 2018.

Net Debt Ratios



- Net debt to EBITDA decreased substantially over the last 4 years, from 2.2x in 2014 to 0.001x in 2018, while net debt to equity also fell from 0.5x to 0.0005x, indicating a marginal level of debt in comparison to the company's size of operations

Consolidated Income Statement



EGP	Q3-2019	Q3-2018	Change	9M-2019	9M-2018	Change
Sales						
Wires & Cables	4,913,465,631	5,589,739,950		16,878,845,327	17,521,852,288	
Electrical Products	1,526,462,246	1,469,170,977		4,370,674,663	4,252,777,591	
Turnkey Projects	6,552,938,343	3,156,028,443		13,296,975,082	8,541,032,695	
Total Sales	12,992,866,220	10,214,939,370	27.2%	34,546,495,073	30,315,662,575	14.0%
COGS	(11,256,713,949)	(8,436,988,585)		(29,249,231,533)	(25,133,295,986)	
Gross Profit	1,736,152,271	1,777,950,785	-2.4%	5,297,263,540	5,182,366,589	2.2%
Gross Profit Margin	13.4%	17.4%		15.3%	17.1%	
SG&A	(666,712,238)	(510,336,419)		(1,949,515,946)	(1,543,784,640)	
Other Operating Income	311,089,220	112,117,075		366,438,804	241,924,314	
Other Operating Expense	(323,952,469)	(188,577,828)		(475,475,960)	(471,764,323)	
Income from Investments	102,659,591	120,624,318		295,611,406	439,399,910	
EBITDA	1,358,961,181	1,477,494,421	-8.0%	4,081,466,933	4,323,993,639	-5.6%
EBITDA Margin	10.5%	14.5%		11.8%	14.3%	
Depreciation & Amortization	(199,724,806)	(165,716,490)		(547,145,090)	(475,851,789)	
FX Gain / (Loss)	(95,762,514)	1,341,641		(172,879,721)	(76,805,365)	
EBIT	1,063,473,861	1,313,119,571	-19.0%	3,361,442,122	3,771,336,485	-10.9%
Interest Expense	(106,582,302)	(87,598,264)		(330,711,158)	(260,442,729)	
Interest Income	152,077,706	243,907,674		572,652,600	895,007,220	
Interest Income / (Expenses)	45,495,404	156,309,410		241,941,442	634,564,491	
EBT	1,108,969,264	1,469,428,981	-24.5%	3,603,383,564	4,405,900,975	-18.2%
Tax	(277,373,215)	(306,523,406)		(818,246,454)	(828,001,996)	
Net Income	831,596,049	1,162,905,575	-28.5%	2,785,137,110	3,577,898,979	-22.2%
Minority Interest	(2,643,577)	(33,529,823)		(67,913,697)	(74,390,071)	
Net Income After Minority Interest	828,952,472	1,129,375,752	-26.6%	2,717,223,413	3,503,508,908	-22.4%

Consolidated Balance Sheet



EGP	31-12-18	31-03-19	30-06-19	30-09-19
Fixed Assets	5,842,598,123	5,952,750,656	6,147,491,105	6,915,364,905
Investments	1,337,379,690	1,374,810,177	2,149,413,769	2,284,760,328
Other Long Term Assets & Good will	302,558,414	323,030,842	325,873,312	361,270,841
Other Long Term Receivables	2,430,070,435	1,982,647,537	1,640,815,191	1,525,733,176
Total Long Term Assets	9,912,606,662	9,633,239,212	10,263,593,375	11,087,129,250
Inventories	9,334,088,479	8,703,231,497	9,607,615,051	9,926,786,649
Receivables	11,318,561,524	13,272,677,998	13,023,173,488	13,173,302,970
Other Debit balance	6,394,477,999	6,999,216,244	7,007,335,559	8,296,300,141
Due from Related Parties	483,068,527	543,478,811	731,891,446	634,030,656
Cash & Cash Equivalents	8,685,415,249	8,242,997,811	9,742,196,214	9,121,888,303
Total Current Assets	36,215,611,778	37,761,602,361	40,112,211,758	41,152,308,719
Total Assets	46,128,218,440	47,394,841,573	50,375,805,133	52,239,437,969
Bank Overdraft & Short Term loans	8,422,374,380	7,307,794,913	7,941,712,132	8,517,362,112
Accounts Payable	4,749,888,548	4,048,399,640	3,971,502,930	4,295,030,428
Other Credit balance	13,409,603,894	15,718,146,122	18,720,380,446	18,097,987,769
Due to Affiliates	356,209,224	336,731,274	478,603,817	461,548,309
Provisions	992,157,162	1,259,454,792	1,311,845,524	1,410,396,475
Total Current Liabilities	27,930,233,207	28,670,526,741	32,424,044,849	32,782,325,092
Issued and Paid Capital	2,184,180,000	2,184,180,000	2,184,180,000	2,184,180,000
Retained Earnings	11,601,298,507	12,335,069,479	10,823,932,431	11,631,650,909
Others	1,835,766,332	1,708,940,860	1,655,911,109	1,607,761,564
Total Parent's Shareholders' Equity	15,621,244,839	16,228,190,339	14,664,023,541	15,423,592,473
Minority Interest	516,570,863	547,780,997	527,392,763	520,323,143
Total Equity	16,137,815,701	16,775,971,336	15,191,416,303	15,943,915,616
Long Term Loans	251,035,810	404,108,366	1,171,070,950	1,836,800,821
Other long Term Liabilities	1,809,133,722	1,544,235,130	1,589,273,030	1,676,396,440
Total Long Term Liabilities	2,060,169,532	1,948,343,496	2,760,343,981	3,513,197,261
Total Liabilities & Equity	46,128,218,440	47,394,841,573	50,375,805,133	52,239,437,969

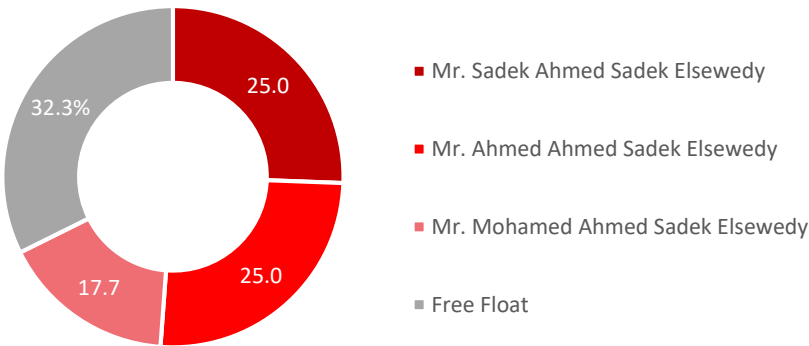
Stock Information



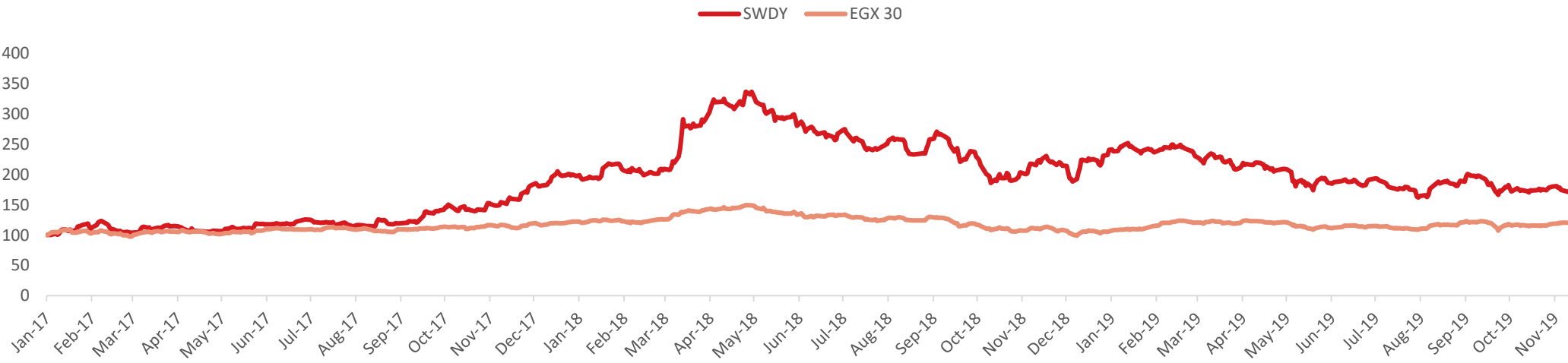
SWDY.CA/SWDY.EY (30/09/2019)

Issued Shares	Share Price
2,184,180,000 Shares	EGP 13.4
Listing Venue	Market Cap
The Egyptian Stock Exchange	EGP 29.25 bn

Ownership Structure



Elsewedy Electric Stock Performance





Corporate Social Responsibility

Corporate Social Responsibility

Elsewedy Electric aims to encourage and facilitate Egyptians to contribute positively to our society and create a sustainable business future. We recognize our responsibility for the social impact we have on communities, and our Corporate Social Responsibility program is integral to what we do. To this end, Elsewedy Electric supports a variety of projects and initiatives aimed at improving the lives of both Egyptians & Non-Egyptians through education, vocational training, healthcare and other sponsorship programs

Select Partnerships & Events



Mawaheb is an art studio for disabled youth aged 16 and above. Elsewedy Electric supports Mawaheb in its mission to encourage each individual regardless of their disability to reach their highest potential through art and aid in the development of necessary life skills.



Elsewedy Electric has partnered with **FACE for Children** to improve living standards for orphans, homeless children, child victims of abuse or neglect, and refugee children.



The Egyptian Food Bank aims to eliminate hunger problems through creating awareness, providing educational and feeding programs, and encouraging long term development. Elsewedy Electric is one of the Bank's top contributors, with employees participating in the packaging of meals this Ramadan.



Elsewedy Friends Club is a comprehensive training program for electrical engineers, contractors, traders, technicians, teachers of technical education and governmental agencies workers across Egypt and the countries in which Elsewedy operates. Established in 2010, the program has trained more than 1000 of its members in a variety of trades.



Elsewedy Electric sponsors The **Entrepreneurship Convention** which offers a variety of specialized workshops including Small Business Simulation, Production Innovation Simulation and Intrapreneurship Convention aimed at encouraging young Egyptian Entrepreneurs.

Select Healthcare Initiatives



Abu El-Rish El Yabani Hospital

Egypt

Also known as Cairo University Specialized Pediatric Hospital, CUSPH is a Japanese-donated Cairo-based specialized pediatric hospital. Elsewedy Electric provided the total repair and renewal of its six elevators.



Orman Oncology Hospital

Egypt

Elsewedy Electric contributed to El Shefaa El Orman Hospital in Luxor by preparing chemotherapy rooms for oncology patients.



Sphinx Cure Oncology Center

Egypt

Elsewedy Electric made a significant contribution to the construction development of the 1st, 2nd and 3rd phases of Sphinx Cure Oncology Center in Cairo, which offers free chemotherapy for underprivileged patients in poor areas.



Zagazig University Hospital

Egypt

Elsewedy Electric supported the hospital by the refurbishment of the building, and proving the necessary medical equipment.



National Cancer Institute

Egypt

Elsewedy Electric cooperated with the NCI to provide a full operating room with a world-class mammography system solution from Hologic Selena Dimensions.



Children's Cancer Hospital 57357

Egypt

57357 provides comprehensive family centered quality treatment specializing in Oncology treatment for children. Elsewedy has donated significantly to 57357 since its establishment in 2007.



Friends of Children with Cancer (FOCC)

Helps supply consistent and timely access to high quality medication to children from low-income families. Elsewedy Electric supports FOCC in providing children who have undergone chemotherapy with proper nutrition to protect them from secondary infections in between treatments.

Select Education Initiatives

Elsewedy Technical Academy



In 2011, Elsewedy Electric established the Elsewedy Electric Technical School which aims to support technical school graduates and prepare them to join the workforce. The school teaches them how to get acquainted with relevant education pathways for those who want to continue beyond upper secondary education. STA launched its first academy in September 2016 which hosted 600 students. It plans to acquire the Quality Management Certificate ISO 29990 in 2018

Students join STA on full scholarships, providing them with uniforms, learning material, electronic learning devices, transportation and on-the-job training during their three year course of study, in addition to financial support in the form of monthly compensation.



Other Educational Initiatives



Mohamed Farid School

Egypt

Elsewedy Electric developed the Mohamed Farid school, including all infrastructure works, classrooms, laboratories, activities as well as the hiring of teachers and administrators. Additionally, Elsewedy covers the cost of school uniforms, bags and stationery of its 1,760 students.



El-Sheikh Zayed School for Basic Education

Egypt

El-Sheikh Zayed School for Basic Education offers a number of classes for KG1 & KG2. Elsewedy Electric allotted a monthly donation to renovate 4 classes in addition to hiring and funding additional teachers required to handle the classes and student enrollment.



Sheikh Abdul Aziz School (Warraq)

Egypt

Elsewedy Electric took the initiative to revamp the Sheikh Abdul Aziz school before the start of the 2015 academic year. The renovation process included painting the school, supplying new desks, and the development of a high end computer lab and sports courts



Early Childhood School

Egypt

In the beginning of the 2015 academic year, Elsewedy Electric signed a mandate with the Ministry of Education to renovate and renew the "Early Childhood School". All the toilets as well as the carpentry were renovated, in addition to six classes which were also supplied with books, toys, drawing tools, microphones and other equipment.



Health, Safety & Environment

We believe that our employees are our most important asset. The safety of our employees, subcontractors and stakeholders is our highest priority. We strive to create and maintain a safe operating culture by prioritizing safety in everything we do.

We believe in earning the confidence of consumers, shareholders and the wider society. We strive too be a good neighbor and contribute to sustainable development



*Our HSE Policy will be regularly reviewed to ensure ongoing suitability. The commitments listed are in addition to our basic obligation to comply with **Elsewedy standards***

It is our belief that:

- Every incident can be prevented
- Safety can be managed
- Our management is responsible for ensuring the safe operations
- Protecting the environment is our responsibility

In Elsewedy Electric we are all committed to:

- Pursue the goal of no harm to people
- Train our employees on how to perform their jobs safely
- Provide the necessary resources for a safe and clean workplace and environment
- Plan for, respond to and recover from any emergency, crisis and business disruption
- Promote best practice in our industry
- Minimize our environmental impact through efficient use of materials and energy
- Encourage a culture in which all employees share our commitment to safety and environment
- Continuously improve the way we manage safety and environment protection in our operations

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