



ELSEWEDY
ELECTRIC

INVESTOR
PRESENTATION
9M 2024

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BUILDING ON DECADES
OF SUCCESS

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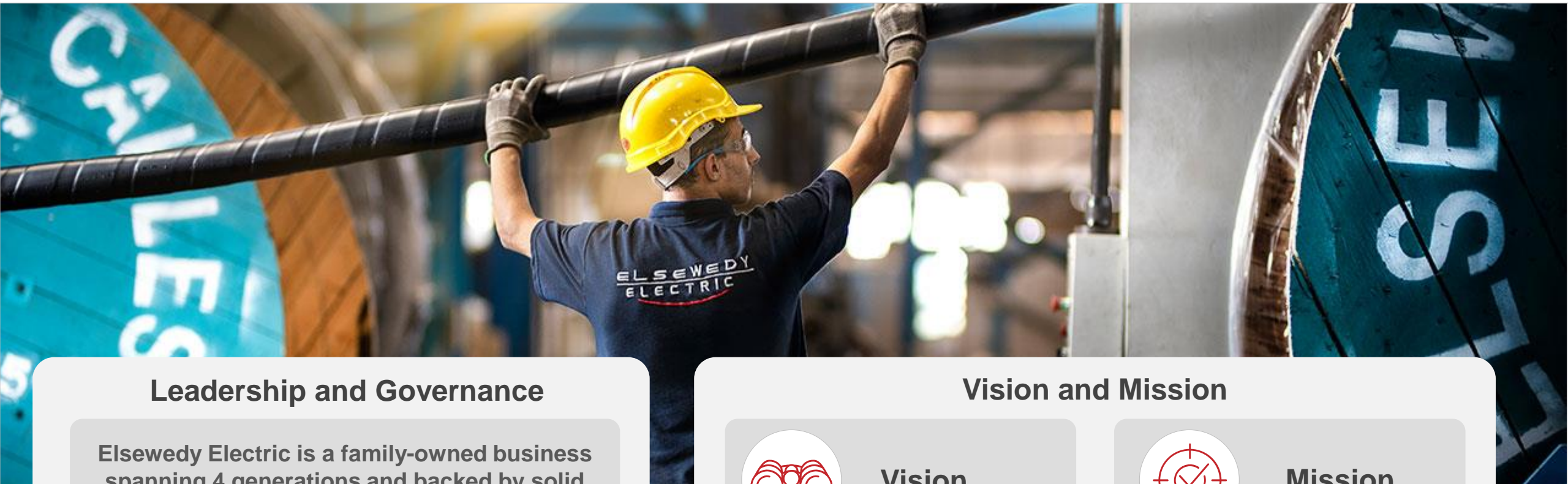
A close-up photograph of a person's hands clasped together on a dark desk. The person is wearing a white shirt cuff and a dark suit jacket. On the desk, there is a dark pen with gold accents and a pair of teal-rimmed glasses. The background is a blurred office setting with windows. A white rounded rectangle with a red border on the right side is overlaid on the right side of the image, containing the word 'Introduction' in red text.

Introduction

Introduction

Investment Case

Elsewedy Electric is a geographically and operationally diversified integrated infrastructure player, boasting a strategically aligned shareholder base and a remarkable track record of over 80 years



Leadership and Governance

Elsewedy Electric is a family-owned business spanning 4 generations and backed by solid governance frameworks

Vision and Mission



Vision



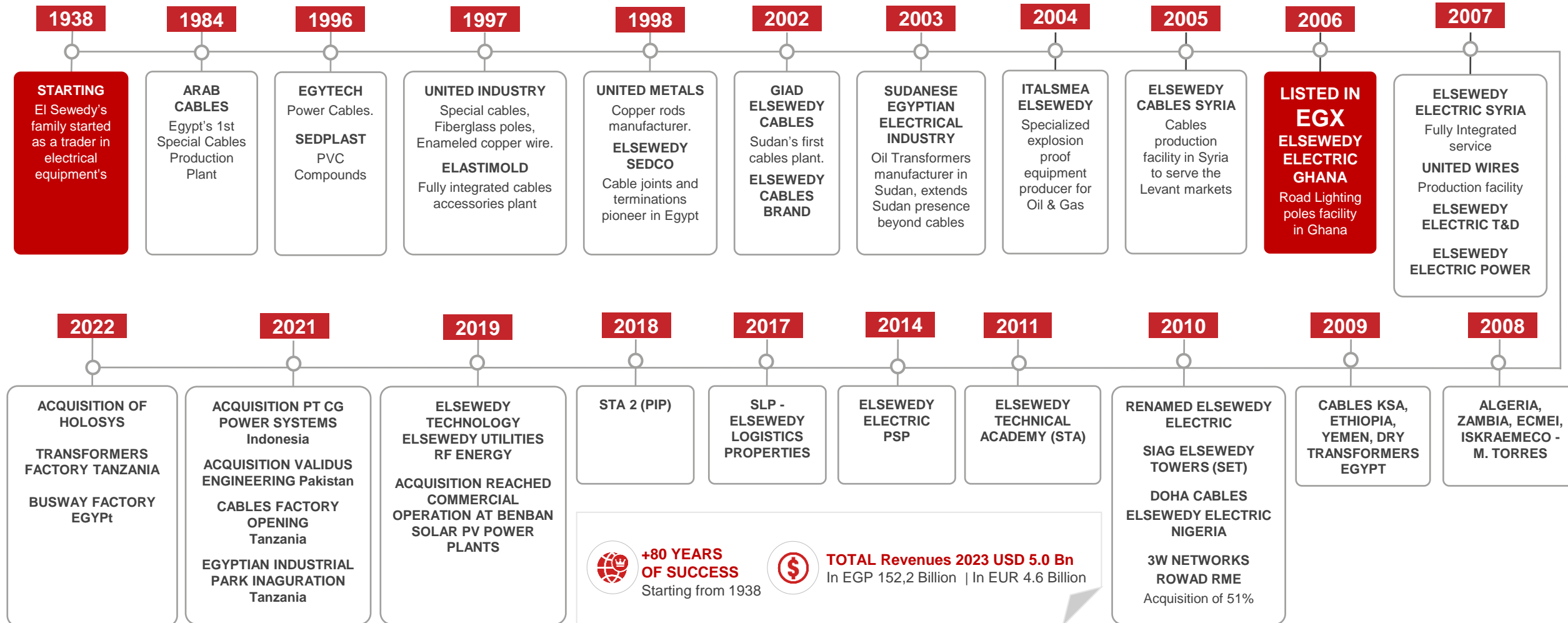
Mission



Building on Decades of Success

Long Track Record

The El Sewedy 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, El Sewedy 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



Expansive Global Footprint

Elsewedy Electric's geographical diversification enables the company to effectively mitigate market downside risks

Factories

25

In Africa

3

In Asia

1

In Europe

2

In GCC

31

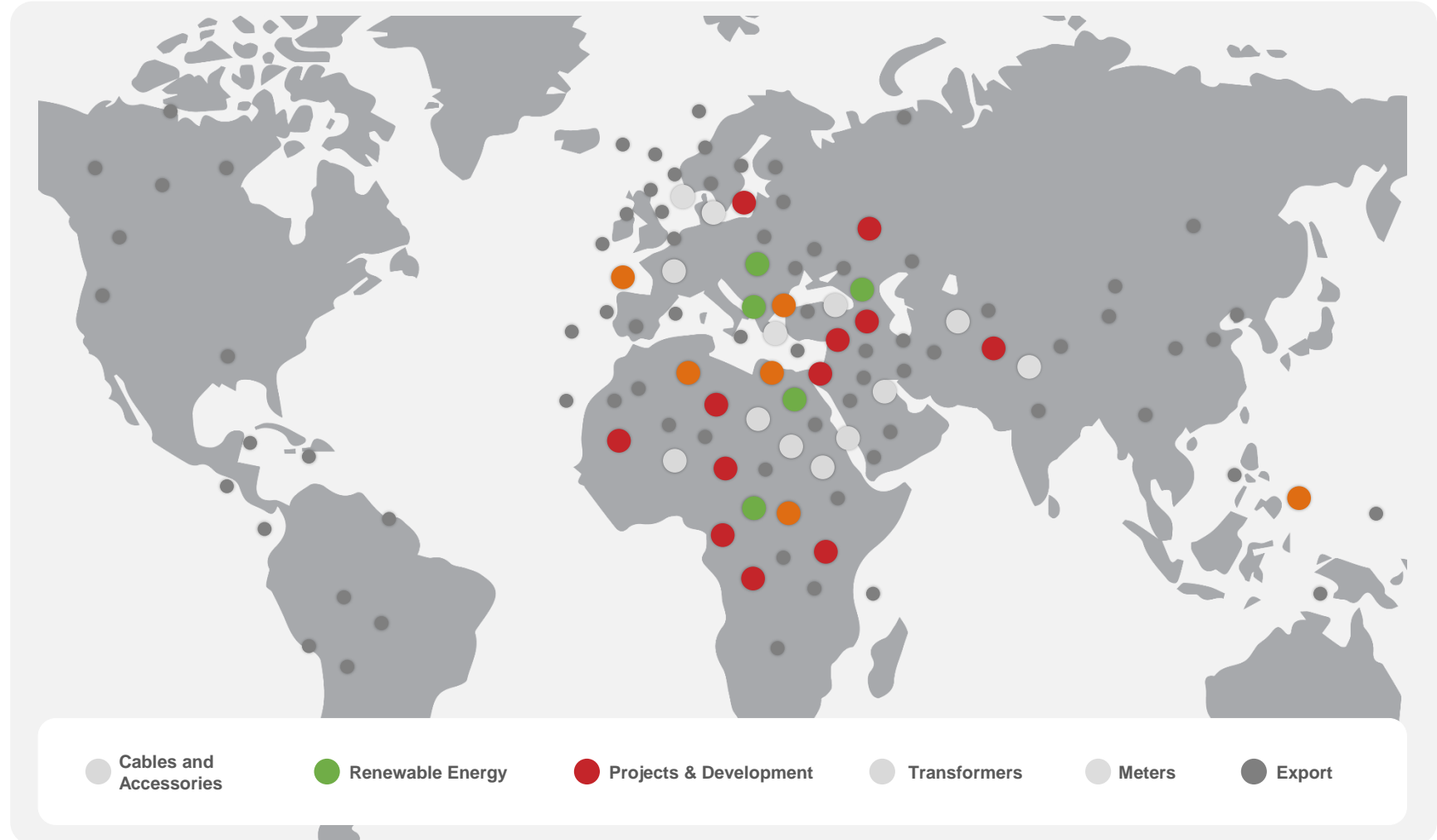
Production Facilities

48

International
Offices

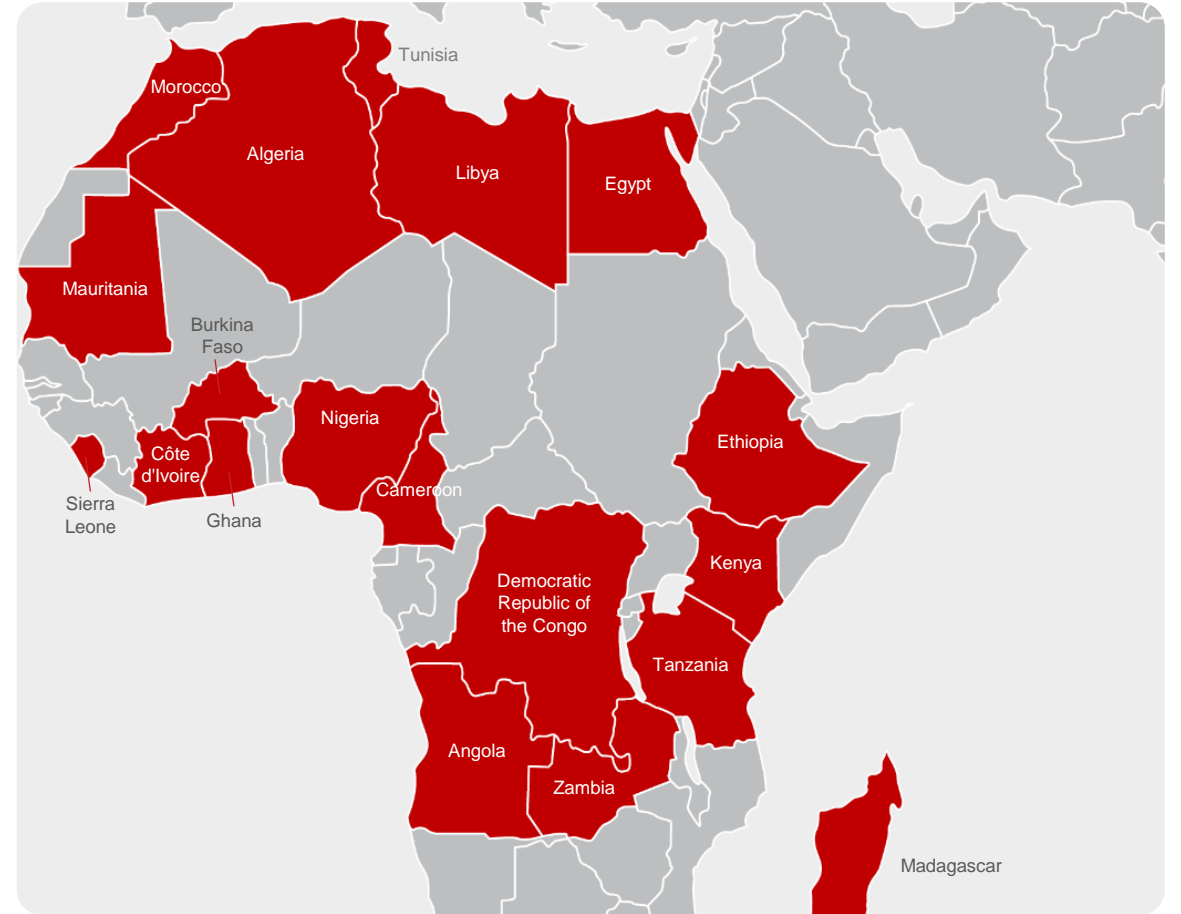
110

Export
Markets



Africa: A Wealth of Potential

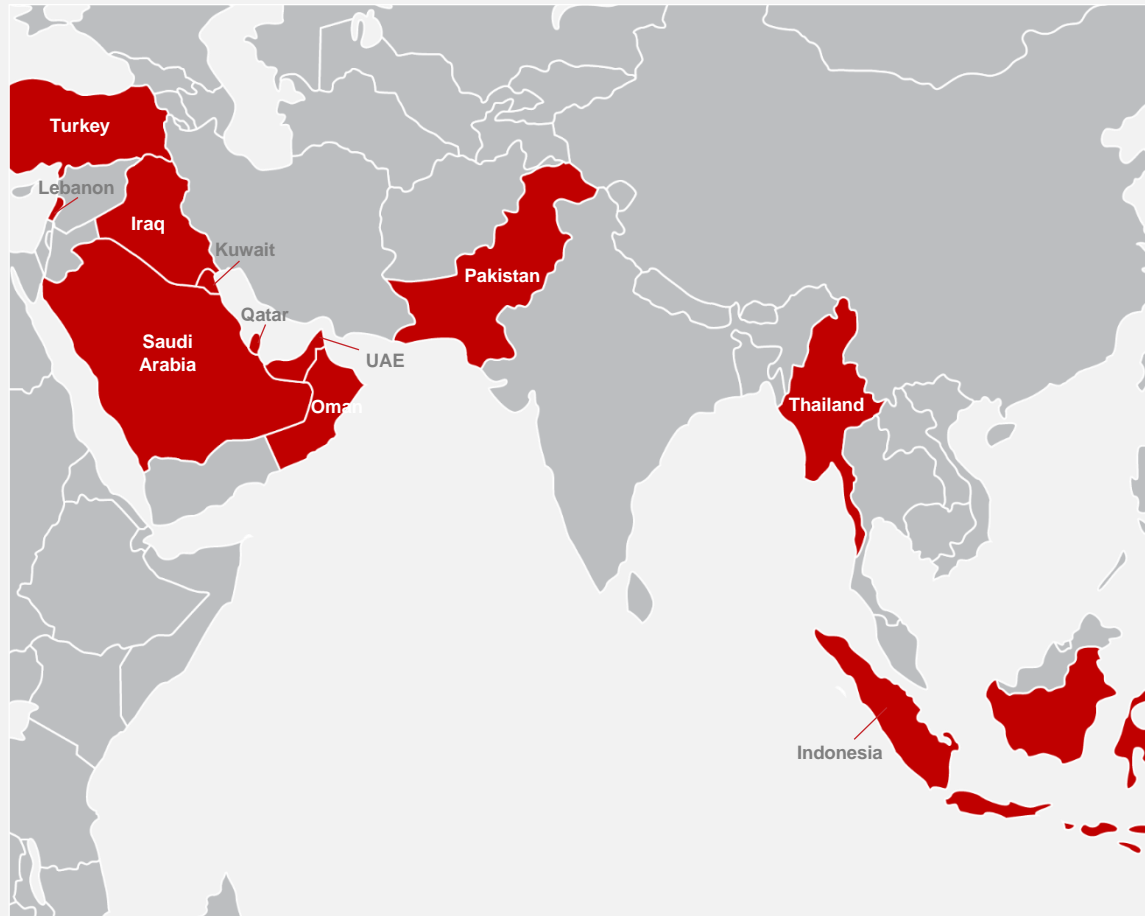
Africa's strong economic growth and sustainable development prospects, paired with the abundance of its natural resources, enables Elsewedy Electric to continue building on its significant track record of infrastructure solutions across the region



Asia & Europe: Capturing Rising Demand

Extending beyond the borders, Elsewedy Electric continues to pioneer innovative projects and broaden its exports footprint on a global scale, with a strong African presence across Asia and Europe and plans to expand into the USA

Asia



Europe



Diverse Portfolio

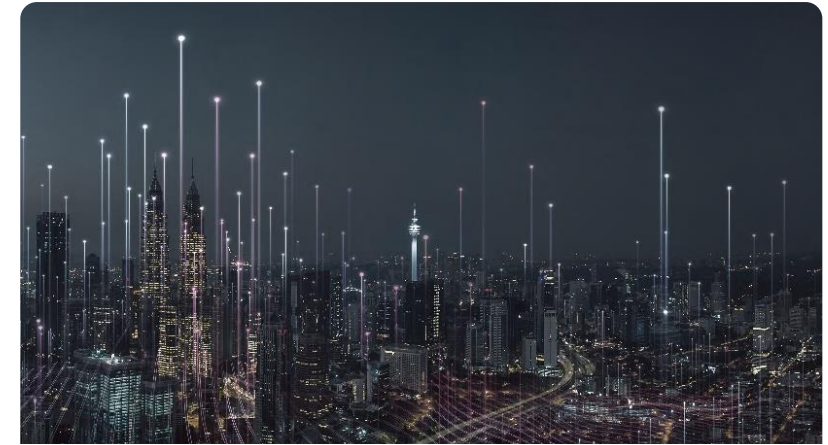
Elsewedy Electric offers a comprehensive range of integrated energy solutions for residential, industrial, commercial and energy sectors



Industry



EPC



Technology



Investment

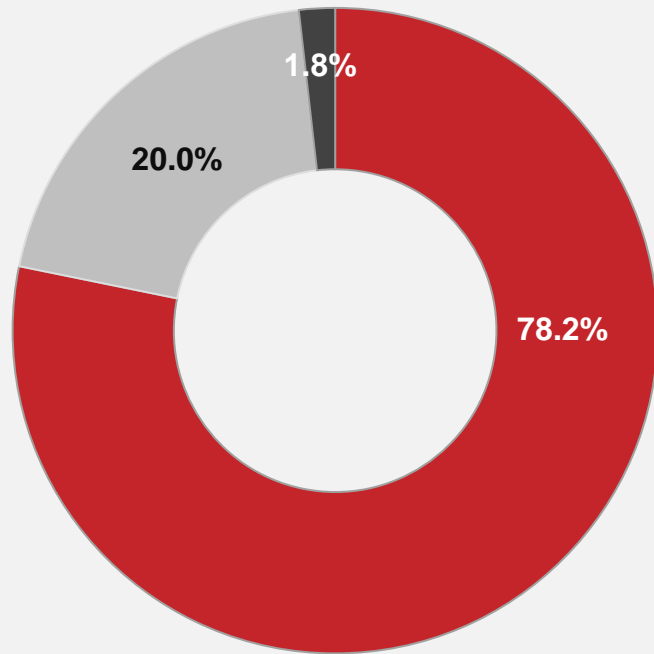


Development

Carrying the Legacy Forward

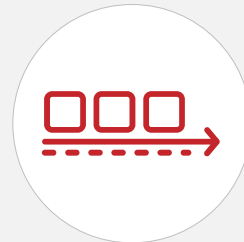
As a majority family-owned business, Elsewedy Electric’s Board of Directors and Executive Management are diverse in background, yet unified and committed in their leadership, ensuring consistent alignment with the company’s mission, vision and core values

Ownership Structure



- El Sewedy Family
- Electra Investment Holding
- Free Float

Elsewedy Electric’s Board of Directors and Executive Management oversee:



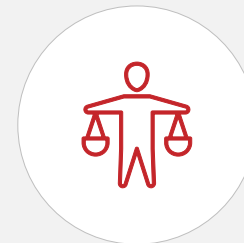
Performance of Lines of Business



Progress of Global Operations

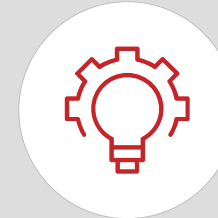


Strategy alignment with company mission, vision and core values



A professional, ethical, and transparent environment

Built on the Foundation of Robust Pillars



Innovation



Efficiency



Customer Focus

Wires & Cables: The Heart of Elsewedy Electric

Elsewedy Electric continues to significantly expand its core wires and cables capacities across its markets of operation

Product Range



Power Cables



Special Cables



Fiber Optic Cables



Winding Wires

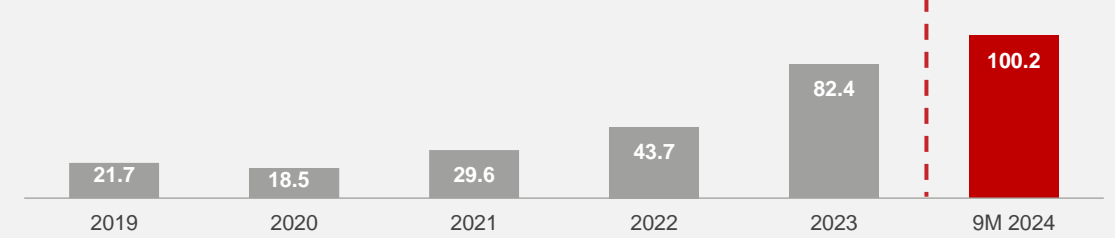


Raw Materials

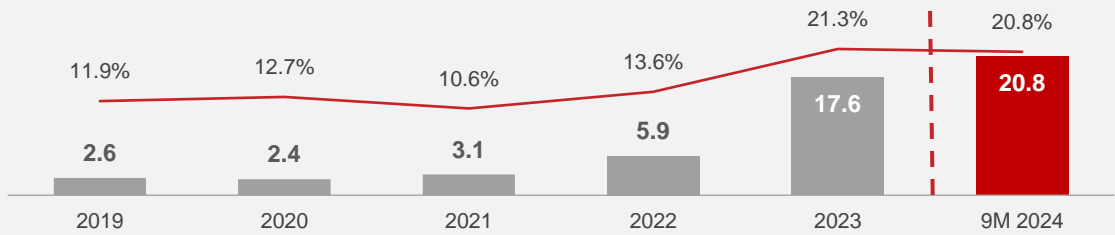
EGP
42.4
bn
9M 2024 Backlog

Financial & Operational Highlights

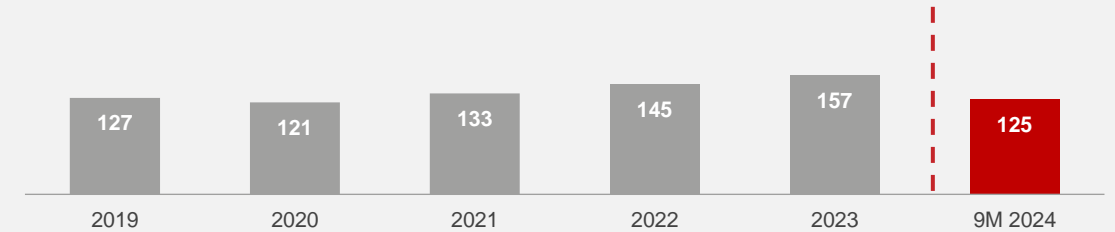
Revenues (EGP bn)



Gross Profit and GPM (EGP bn, %)



Volumes (000 tons)



Turnkey Solutions: A Diversity of End-to-End Offerings

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

Product Range



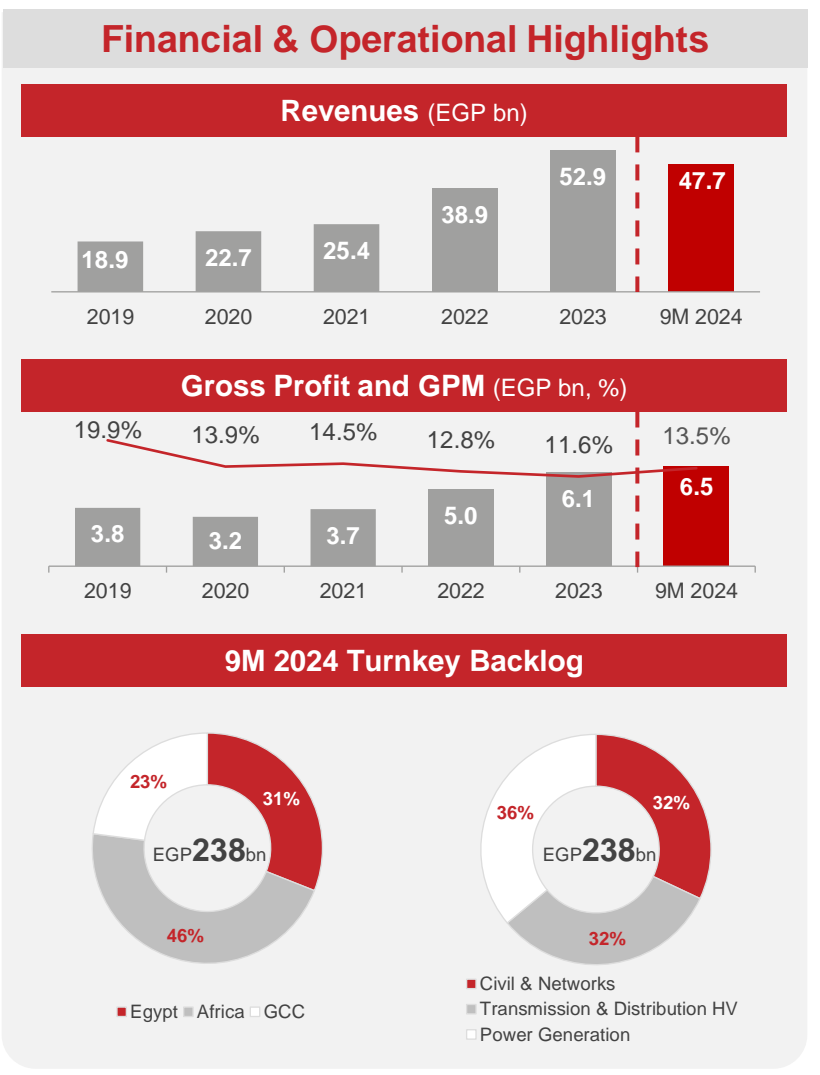
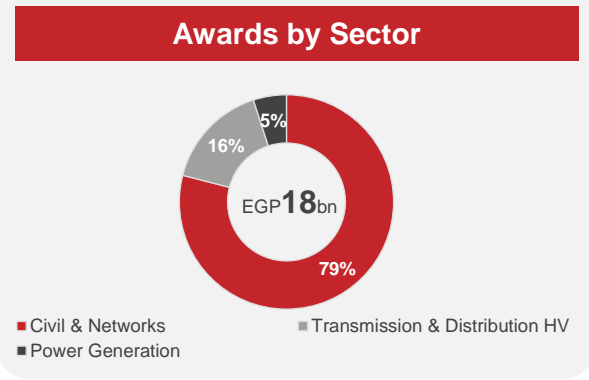
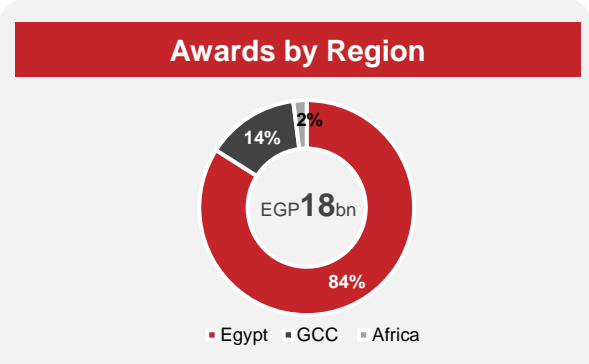
Power Generation



Electricity Transmission & Distribution



Civil & Telecom Networking



Meters: Bolstering Efficient Energy Management Across the Board

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

Product Range



Smart Meters



Induction Meters



Residential Meters



Industrial Meters

EGP **4.4** bn

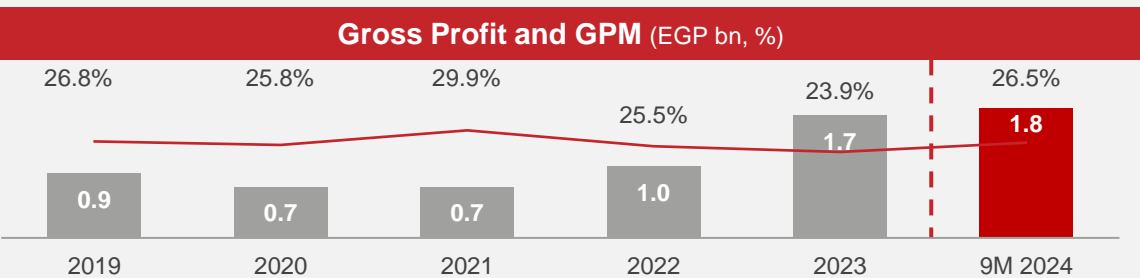
9M 2024 Backlog

Financial & Operational Highlights

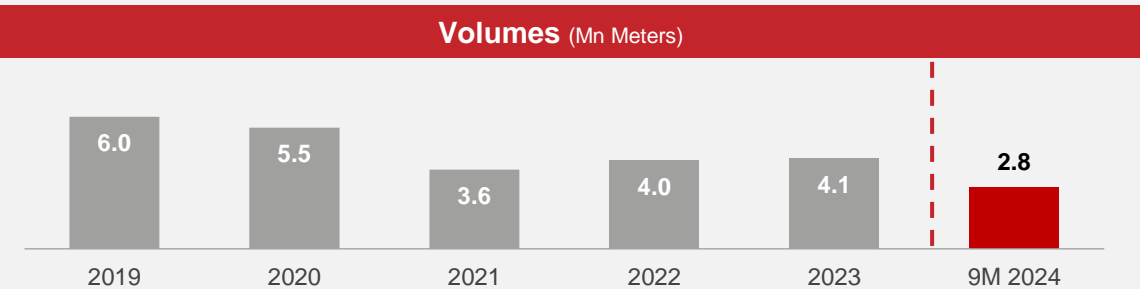
Revenues (EGP bn)



Gross Profit and GPM (EGP bn, %)



Volumes (Mn Meters)



Transformers: Enhancing Efficiency and Safety

Elsewedy Electric is the first and only producer of power and distribution (step up and step down) transformers in the region

Product Offerings



Power Transformers



Cast Resin Dry



Oil Immersed

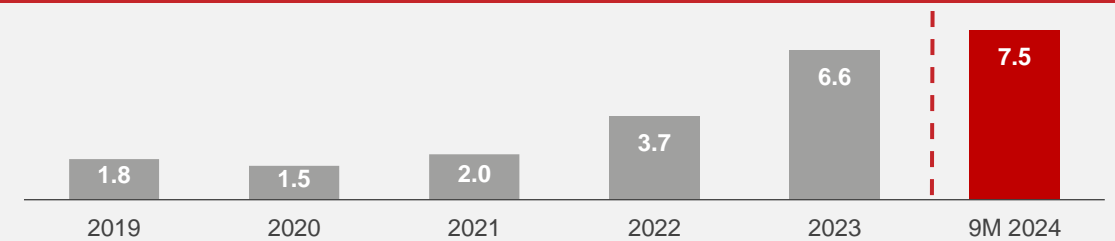


Installation & Maintenance

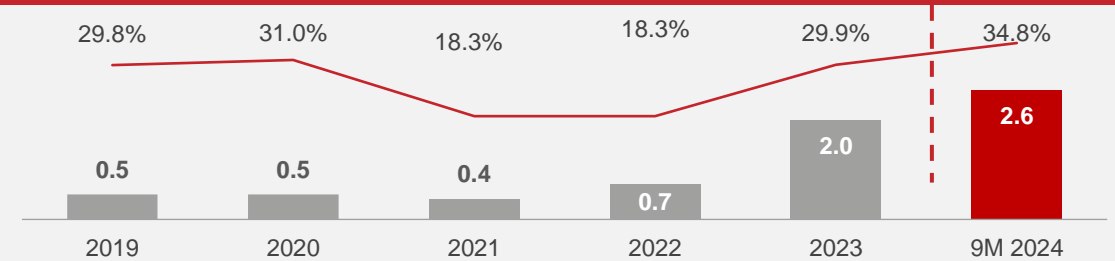
EGP 20.5 bn
9M 2024 Backlog

Financial & Operational Highlights

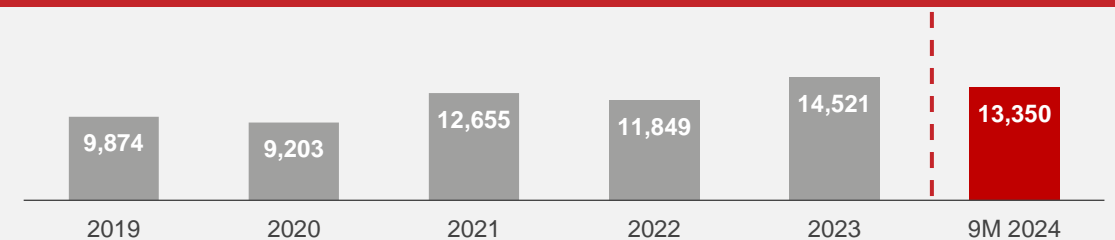
Revenues (EGP bn)



Gross Profit and GPM (EGP bn, %)



Volumes (MVA)



Electrical Products: Making Operations Easier

Elsewedy Electric has rapidly grown to become a one-stop shop for electrical products

Product Range



Cable Accessories



Insulators



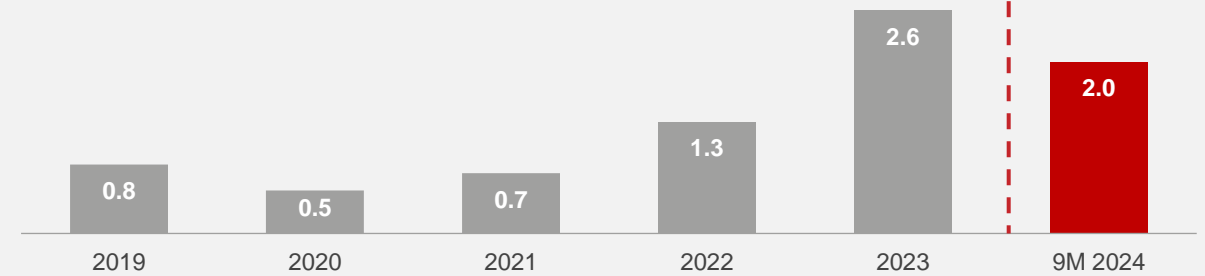
**Explosion Proof
Equipment**



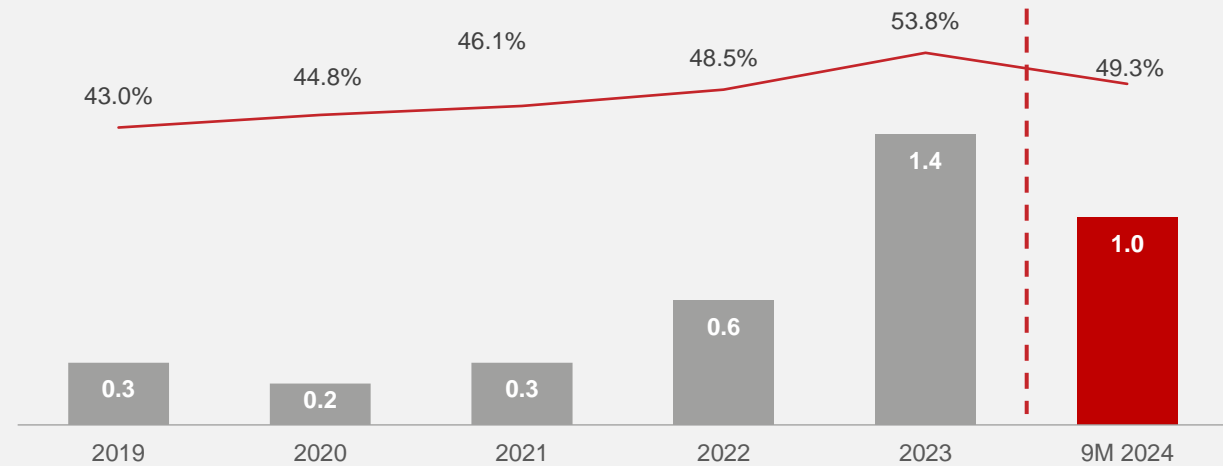
Fiber Glass Poles

Financial & Operational Highlights

Revenues (EGP bn)



Gross Profit and GPM (EGP bn, %)



Renewables: Unlocking Nature's Value

Egypt is working on increasing the supply of green energy generated from renewable sources to 55% by 2035, with the private sector expected to deliver most of this capacity

Product Range



Solar Power Plants



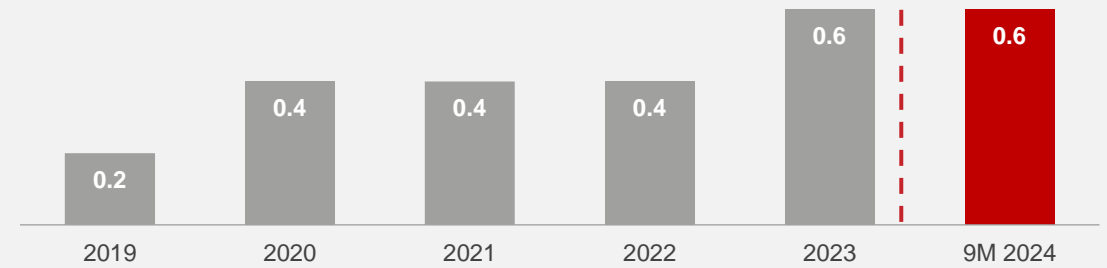
Wind Energy



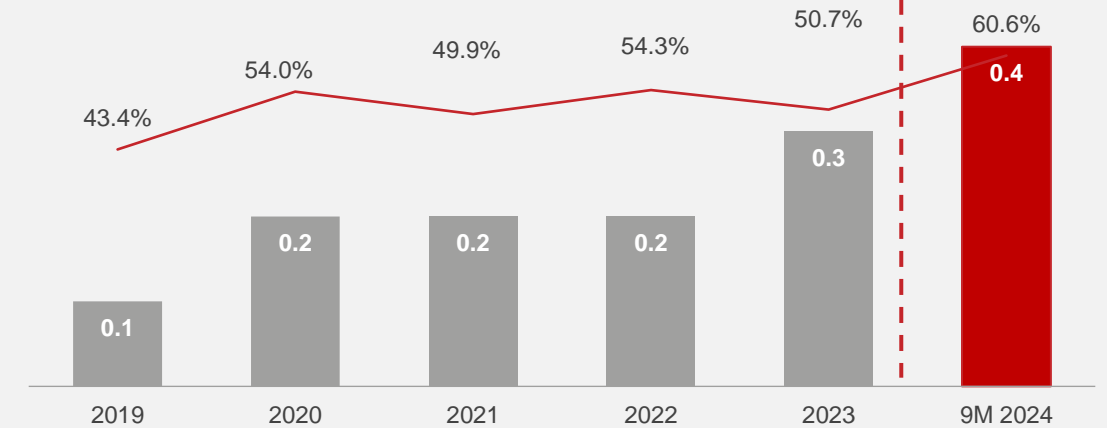
Hydroelectric Energy

Financial & Operational Highlights

Revenues (EGP bn)



Gross Profit and GPM (EGP bn, %)

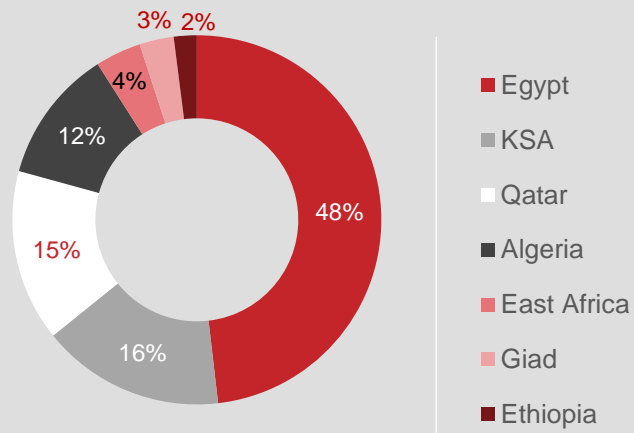


Portfolio Manufacturing Capacities



Wires & Cables

Capacity Split by Country

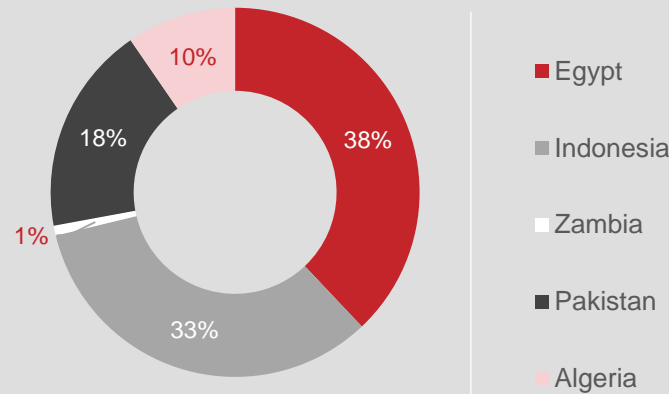


275kTons



Transformers

Capacity Split by Country

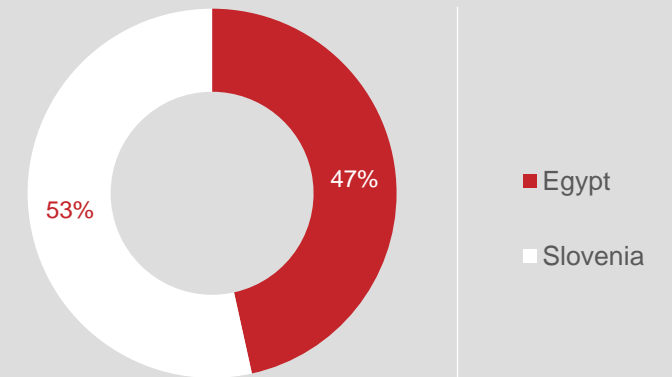


30k MVA



Meters

Capacity Split by Country



10 mn Meters

Elsewedy Developments: Broadening the Horizon

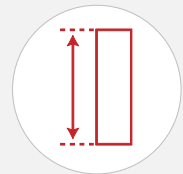
Elsewedy Developments focuses on industrial and logistical development, complementing Elsewedy Electric's EPC arm and enabling the company to further diversify its operations into more non-energy sectors

Creating full-fledged and customizable mixed-use cities



60%

Allowed Construction



15m

Allowed Heights



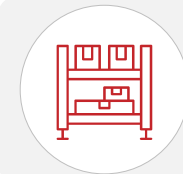
40%

Landscape



25mn

sqm Industrial Parks



14K

sqm Logistics Parks



Sokhna 360

Logistics Services

Residential Units

Technical Academy

Administrative Buildings

Admin & Legal Support

IOT & Smart Industrial Parks

Strategic Location

World-Class Facilities

24/7 Security



Industrial Alamein

Strategic Location

Exports to Europe & the Northern West

Connected to Cairo & Numerous Governorates

Technical Academy

Admin & Legal Support

Direct Access to Alexandria Port



Egyptian Industrial City (EIC)

Strategic Location

Residential Units

Commercial and Recreational Buildings

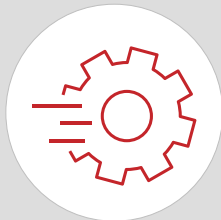
World-Class Facilities

Education Institutions

Logistical Zones

Value Chain Integration

Elsewedy Electric's integration across the value chain supports:



Fast-Track Capabilities



Quality Guarantees



Cost Leadership



Cross-Selling Opportunities



Brand Advantages



Ability to Offer Turnkey Solutions

Longstanding Partnerships

Elsewedy Electric boasts an expansive network of clients, and ensures timely deliveries, consistent quality, and mitigates risks associated with supply chain disruptions





ESG

ESG Risk Rating

Elsewedy Electric scored between low and medium in its ESG Risk Rating, attributable to the company's strong management of long-term environmental, social, and governance risk related factors



ESG Risk Rating

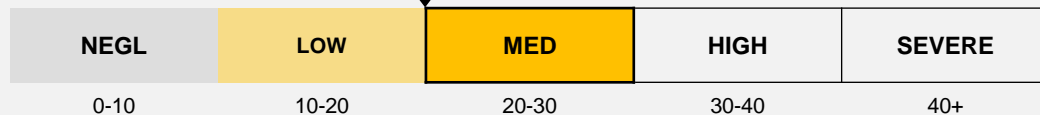
20.2

Updated Apr 20, 2023

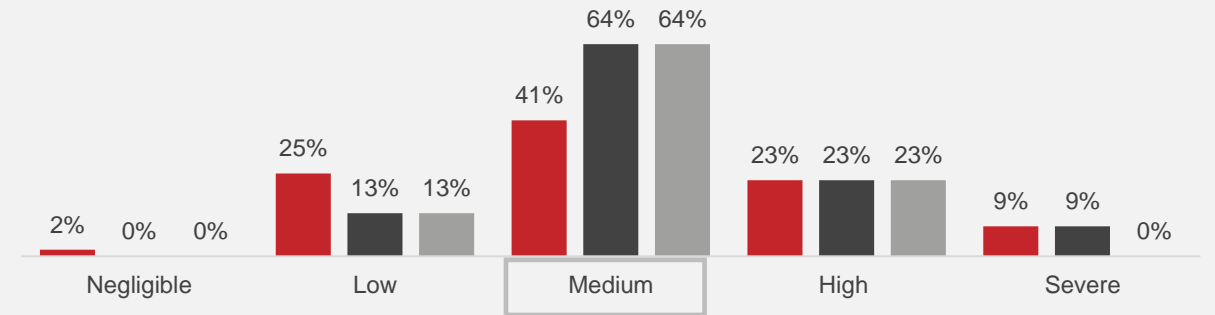
-8.6

Momentum

Medium Risk



ESG Risk Rating Distribution



ESG Risk Rating Ranking

UNIVERSE

	RANK (1 st = lowest risk)	PERCENTILE (1 st = Top Score)
Global Universe	4178/15231	28th
Electrical Equipment INDUSTRY	38/254	15th
Electrical Equipment SUBINDUSTRY	38/254	15th

Sustainability Strategy



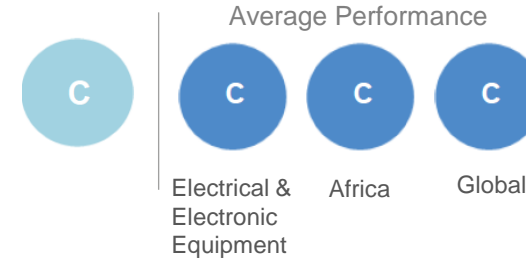
EL SEWEDY ELECTRIC CO SAE (GROUP)

Cairo - Egypt | Manufacture of wiring and wiring devices
Company size: L ⓘ | Assessment scope: Group ⓘ

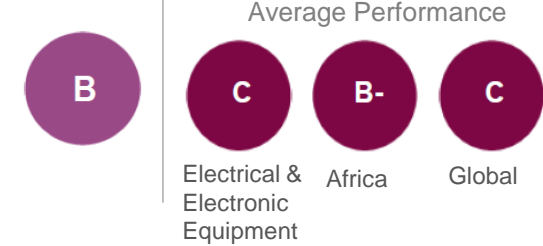


CDP SCORE REPORT 2023

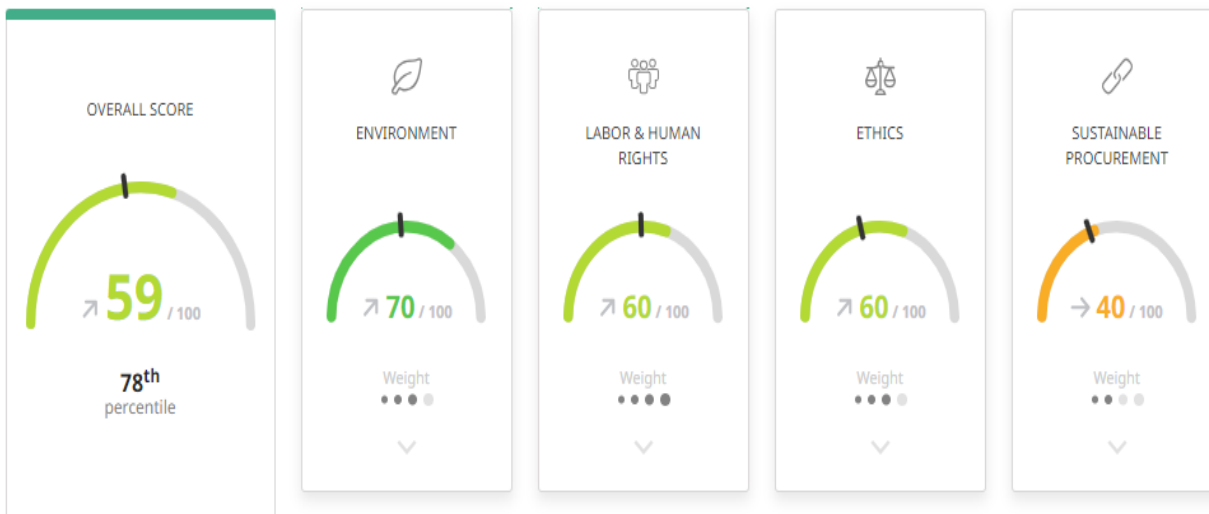
WATER SECURITY



CLIMATE CHANGE



Sustainability performance: ● Insufficient ● Partial ● Good ● Advanced ● Outstanding — Average industry score

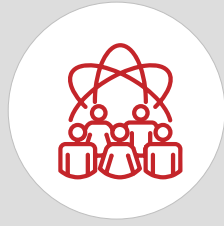


Sustainable Business Practices

As a global industrial leader, Elsewedy Electric understands the responsibility it bears in contributing to the development and wellbeing of its people, communities and the environment



**Health, Safety
& Environment**



**Corporate
Social
Responsibility**



**Responsible
Investments**

Sustainable Business Practices – Responsible Investments

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

Solar Power Plants



2

Solar Plants

0.2GW

Renewables Capacity
Partner- EDF renewables

130MWp

Capacity

140,000

Households Connected

120,000

Tons CO² Saved/Year

Partners



Électricite De France
(EDF Renewables)

Global Impact



88%

GHG Emissions offset
in 2021

usd 204mn

Investment Value

Wind and Hydro Assets



3

Wind Farms

1

Hydroelectric Energy Asset

64MWp

Capacity

34,000

Households Connected

102,000

Tons CO² Saved/Year

Partners



Diacheiristis Ananeosimon Pigon Energias kia
Eggyiseon Proeleftsis S.A. (DAPEEP)

Sustainable Business Practices – Corporate Social Responsibility

Elsewedy Electric consistently strives to contribute to the development of communities in Egypt and abroad, not only through its economic impact, but also by paying it forward

Over 15 CSR Initiatives Split Across 4 Categories



Education

Improving Access to Higher Education

Applied Technology University

Elsewedy Technical Academy



Health

Doha Cables Blood Donation Campaign

First-of-a-Kind 3D Endoscopy Simulator

Ultrasonic Endoscope System to Zagazig Hospital

Medical Supplies to Healthcare Workers

Elsewedy Hospital in Sudan



Sport & Culture

Sponsorship for Distinguished Squash Champion

Road to Tokyo Olympics 2021

Galala Challenge I,II,III,IV

Trailmaster Race

Tough Mudder



Development

3W Networks Calendar Partnership

Food Bank Partnership

Sustainable Business Practices – Health, Safety & Environment

At Elsewedy Electric, the safety of employees, subcontractors and stakeholders is of the highest priority. We strive to create and maintain a safe operating culture by prioritizing safety in everything we do



Safeguarding employees' health



Maintaining a secure workplace



Complying to environmental regulations



Leadership

About Elsewedy Electric

Board of Directors



Mr. Sadek Elsewedy

Non-Executive Chairman



Mr. Ahmed Elsewedy

Chief Executive Officer



Mr. Mohammed Elsewedy

Executive Board Member



Mr. Amr Labib

Executive Board Member



Ms. Azza Elsewedy

Non-Executive Board Member

Click on the icon to find out more on leadership -



Board of Directors



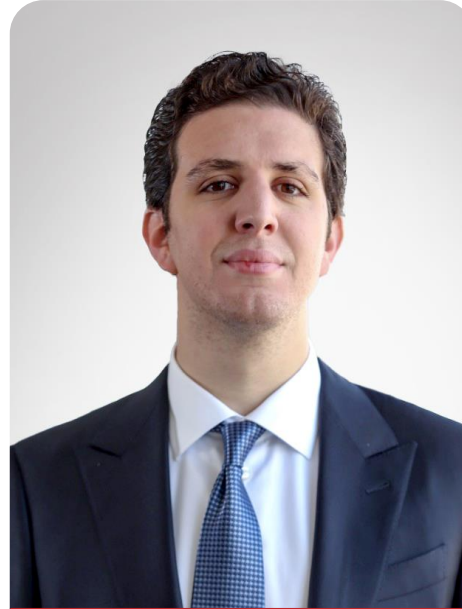
Mr. Abdelrahman Ahmed Elsewedy

Executive Board Member



Mr. Ahmed Abou-Hendia

Independent Board Member



Mr. Ahmed Sadek Elsewedy

Non-Executive Board Member



Ms. Shahinaz Foda

Independent Board Member



H.E. Mariam AlMheiri

Non-Executive Board Member

Click on the icon to find out more on leadership -



Executive Management



Mr. Ahmed Elsewedy

Group President & Chief Executive Officer



Mr. Mohammed Elsewedy

Vice President & Chief Executive Officer –
Wires & Cables



Mr. Wael Hamdy

Group Vice President



**Mr. Abdelrahman Ahmed
Elsewedy**

Group Chief Strategy and Corporate
Development Officer

Click on the icon to find out more on leadership -



Executive Management



Mr. Walid Tayel

Group Chief Human Resources Officer



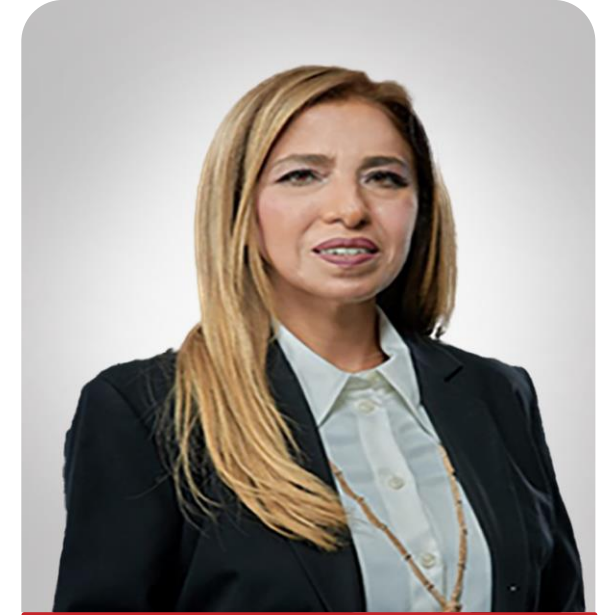
Mr. Ahmed Zedan

Group Chief Legal Officer



Mr. Ahmed Shokry

Group Chief Financial Officer



Ms. Manal Hassan

Group Chief Sustainability Officer

Click on the icon to find out more on leadership -





APPENDIX

Track Record

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

Landmark Projects

Beni Suf Combined Cycle Power Plant

LARGEST POWER PLANT BUILT IN ONE-PHASE WORLD-WIDE



Beni Suf 4,800 MW (Fast-track) Combined Cycle Power Plant

Owner	The Egyptian Electricity Holding Company EEHC, Egypt
Value	EUR 2.1 bn
Capacity	4.8 GW
Location	Egypt
Scope	Engineering, procurement, construction, testing, commissioning, start-up and civil works for 4 x 1,200 MW Power Blocks, WCT, Combined Cycle Power Plant. Nos. 8 Siemens SCCP5-8000H in 4 x (2+2+1) Combined Cycle. Power to grid (2,400mw) in 11-months, completion (4,800mw) in 27.5 months

Al Layyah Combined Cycle Power Plant

FIRST EPC PLUS FINANCE PROJECT



Al Layyah (Sharjah) 1,026 MW Combined Cycle Power Plant

Owner	Sharjah Electricity & Water Authority Sewa, UAE
Value	USD 558 mn
Capacity	1.0 GW
Location	UAE
Scope	Engineering, procurement, construction, testing, commissioning, start-up and civil works for 1,026 MW Power Block, Once-through Cooling, Combined Cycle Power Plant. Nos. 2 Mitsubishi Power M701F in 2+2+1 Combined Cycle , with 400kV AIS substation.

Track Record

Julius Nyerere Hydropower Project

LAYING FOUNDATION STONE,
26 JULY 2019



Julius Nyerere 2,115 MW HPP RCC-Dam Hydropower Project

Owner	The Tanzania Electric Supply Company (Tanesco), Tanzania
Value	USD 2.9 bn
Capacity	2.1 GW
Location	Tanzania
Scope	Engineering, procurement and construction (“EPC”) of Rufiji Hydropower Project at Stiegler’s Gorge along the Rufiji River in United Republic of Tanzania. 134m RCC-dam, 34 billion m3 reservoir, 3-power tunnels, a powerhouse incl. 9 x 235 MW Vertical Francis Hydro-Turbines and a 400kV substation

New Babil Substation



New Babil 400/132 KV Substation

Owner	Iraq Ministry of Electricity
Value	EUR 94 mn
Capacity	400/132 KV Substation
Location	Iraq
Scope	A Joint Venture of Elsewedy Electric and Toyota Tsusho Corporation has recently been awarded the contract of ‘New Babil 400 KV Substation’. Elsewedy Electric scope of works covers the design, manufacturing, procurement and construction of the 400 KV substation, EPC basis.

Egyptian Highway ITS



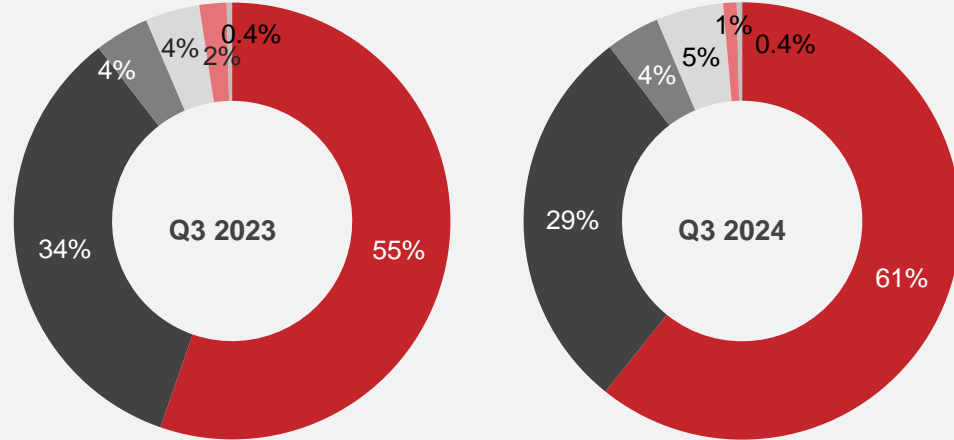
Intelligent Transportation System 7 Main High Roads

Value	USD 90 mn
Coverage	1,187 km
Location	Egypt
Scope	ITS for highways in Egypt includes Traffic Management System (TMS) and Toll Collection System (TCS), in addition to the main control rooms in the New Administrative Capital, owned and operated by Administrative Capital For Urban Development (ACUD). The project will cover six important highways extending over 1,187 km in total length.

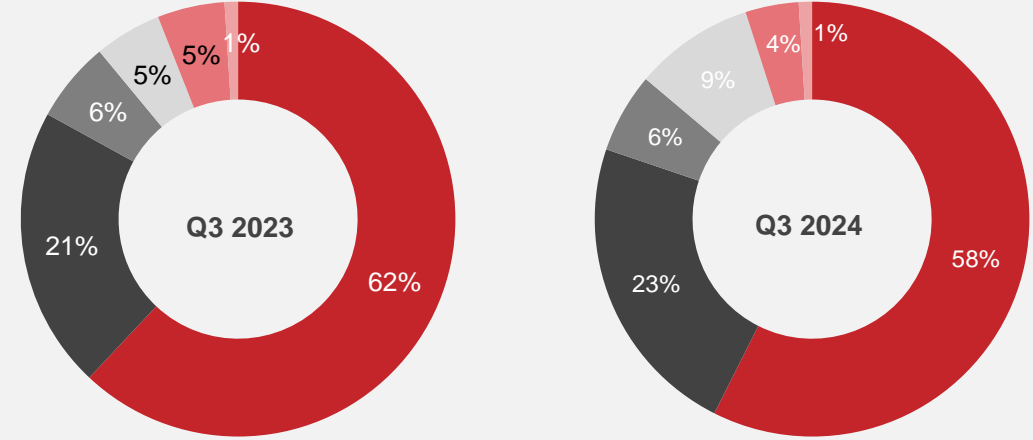
Q3 2024 Income Statement Highlights

Segmental Analysis

Revenues



Gross Profit

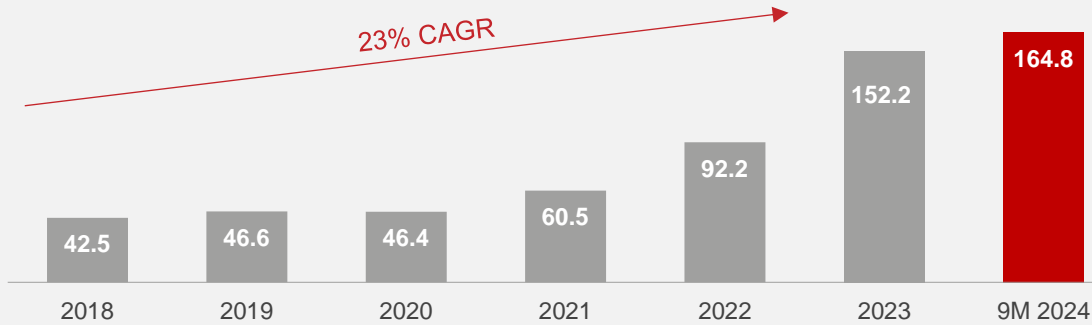


■ Wire & Cables ■ Turnkey Solutions ■ Meters ■ Transformers ■ Electrical Products ■ Renewables – IPP

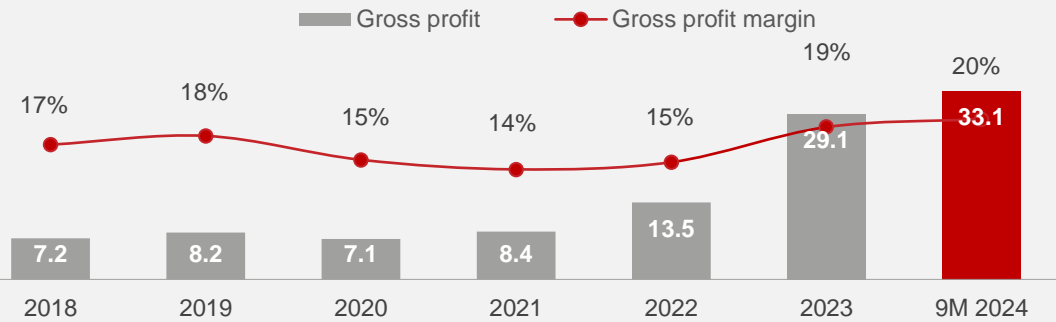
	▲ YoY Revenue	▲ Gross Profit	Gross Profit Margin
Wires & Cables	▲ 73.7%	▲ 25.4%	15.9%
Turnkey Solutions	▲ 37.7%	▲ 50.2%	13.3%
Meters	▲ 49.2%	▲ 19.0%	22.5%
Transformers	▲ 70.1%	▲ 148.1%	30.5%
Electrical Products	▼ 9.4%	▼ 1.1%	58.7%
Renewables – IPP	▲ 42.2%	▲ 40.2%	56.2%

Income Statement Highlights

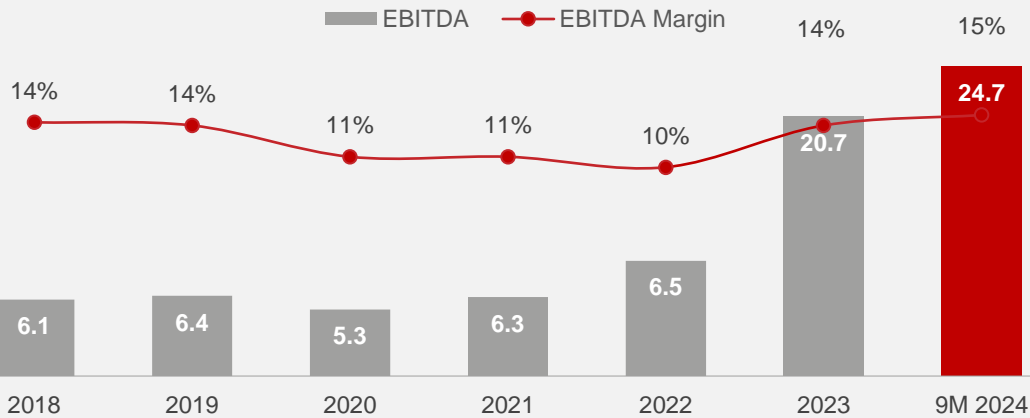
Total Revenue (EGP bn)



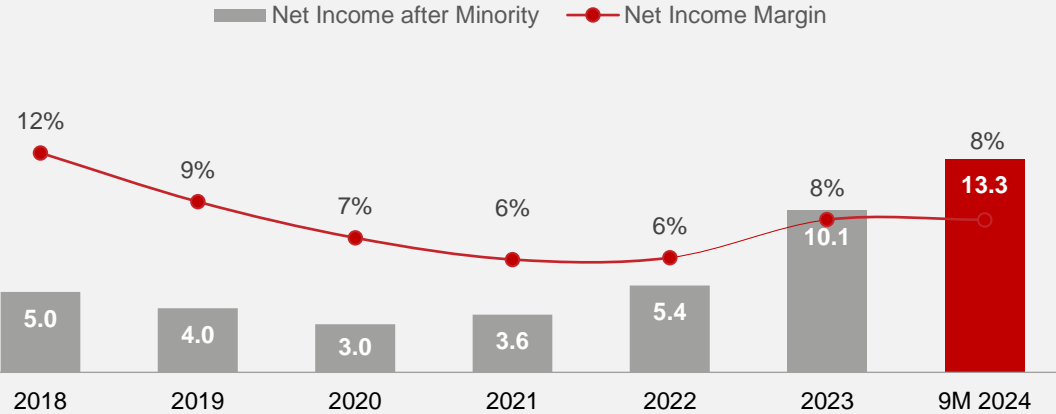
Gross Profit (EGP bn)



EBITDA (EGP bn)

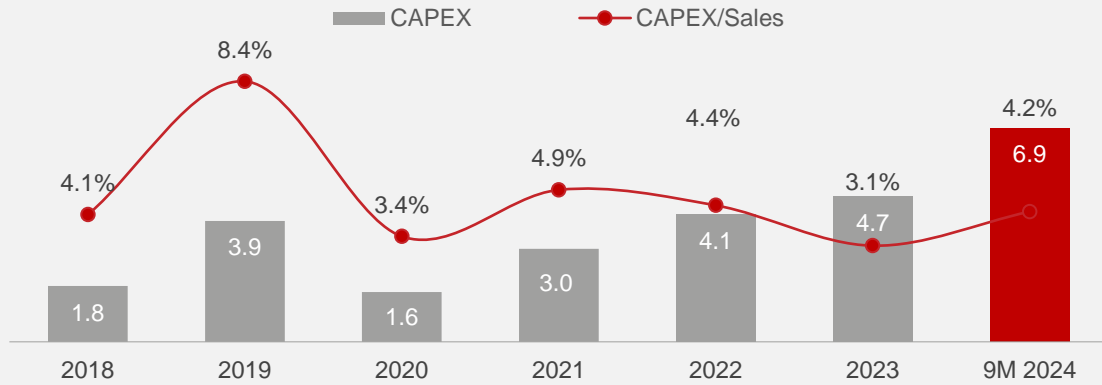


Net Income (after Minority Interest) (EGP bn)

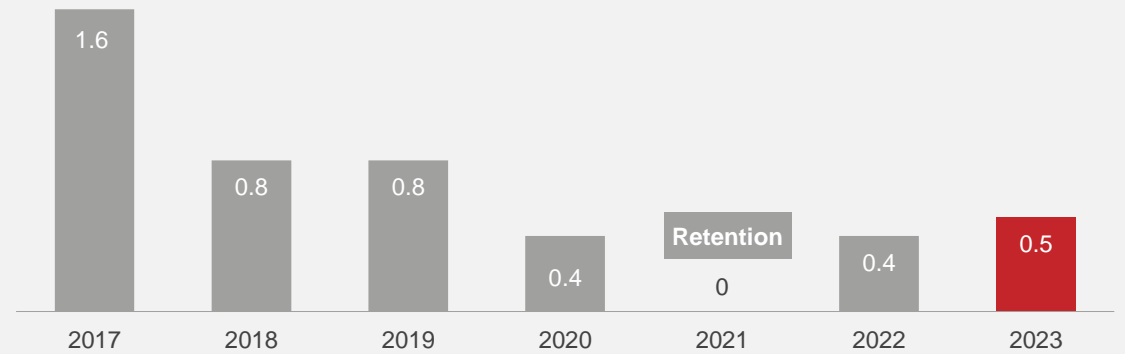


Balance Sheet Highlights

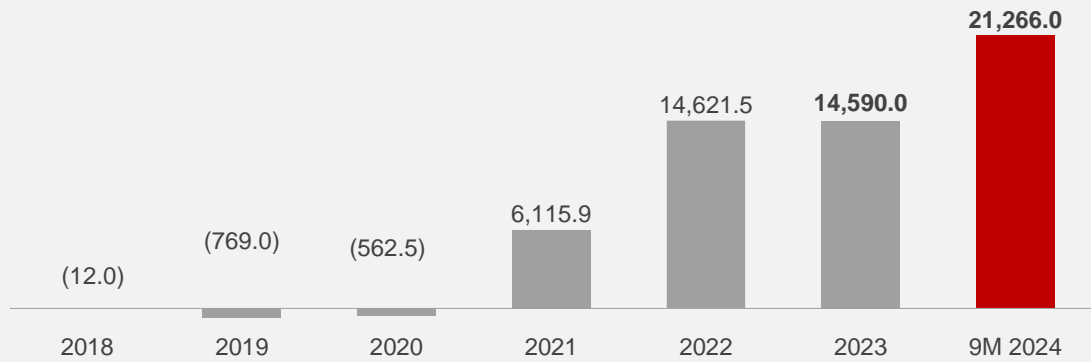
CAPEX (EGP bn)



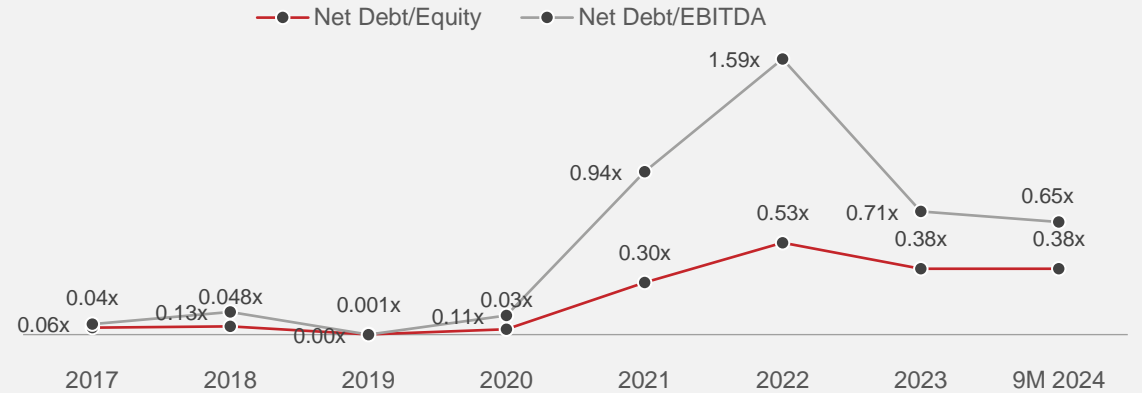
Dividend Per Share ("DPS") (EGP)



Net Debt (EGP mn)



Net Debt Ratios



Consolidated Income Statement

EGP 000	Q3 2024	Q3 2023	Change	9M 2024	9M 2023	Change
Revenue	62,195,835	39,166,297	58.8%	164,822,041	108,804,085	51.5%
Costs	(51,825,626)	(31,481,974)		(131,764,346)	(88,242,493)	
Gross Profit	10,370,209	7,684,323	35.0%	33,057,694	20,561,592	60.8%
Other income	1,222,389	319,934		1,938,630	481,668	
Selling and distribution expenses	(1,052,171)	(622,261)		(2,978,942)	(1,832,464)	
Administrative expenses	(1,817,366)	(1,406,673)		(5,541,926)	(3,951,975)	
Impairment loss on trade and other receivables	(104,361)	(135,527)		(587,749)	(223,493)	
Other expenses	(745,032)	(738,464)		(4,263,857)	(2,257,699)	
Operating profit	7,873,669	5,101,369	54.3%	21,623,850	12,777,628	69.2%
Finance income	545,340	79,671		4,052,425	3,068,901	
Finance costs	(1,751,724)	(1,347,906)		(5,251,037)	(3,519,489)	
Net finance Costs	(1,206,384)	(1,268,235)		(1,198,612)	(450,588)	
Share of profit of equity-accounted investees	334,746	145,720		785,306	338,327	
Profit before tax	7,002,030	3,978,819		21,210,544	12,665,367	
Income tax expense	(1,757,670)	(1,230,257)		(6,856,748)	(3,759,193)	
Profit for the period	5,244,361	2,748,562		14,353,797	8,906,175	
Profit attributable to:						
Owners of the company	4,816,282	2,506,045		13,252,179	8,070,305	
Non-controlling interests	428,079	242,517		1,101,618	835,834	

Consolidated Balance Sheet

EGP 000	30/09/2024	31/12/2023
Assets		
Property, plant, and equipment	26,472,729	18,009,166
Right of use assets	1,282,188	880,980
Real Estate Investments	60,395	61,033
Equity accounted investees	6,601,911	3,802,844
Due from related parties	173,494	111,110
Trade receivables	2,311,468	2,770,746
Intangible assets and goodwill	1,139,778	1,261,762
Deferred tax assets	1,434,677	726,285
Non-current assets	39,476,638	27,623,927
Inventories	53,486,250	30,881,822
Contract assets	18,288,595	16,179,634
Work in progress (Real Estate Development lands)	1,782,812	1,218,261
Trade, notes, and other receivables	80,622,440	46,591,885
Due from related parties	1,868,041	2,553,916
Financial assets at amortized cost	1,205,045	847,166
Cash & Cash Equivalents	33,279,491	25,552,045
Current assets	190,532,674	123,824,728
Total assets	230,009,312	151,448,655
Equity		
Issued and Paid-up Capital	2,140,778	2,170,778
Share-based payment	(1,422)	(1,422)
Reserves	8,761,224	3,942,000
Treasury shares		(254,138)
Retained Earnings	41,172,418	29,867,248
Equity attributable to owners of the parent company	52,072,998	35,724,466
Non-controlling interests	4,486,840	2,384,013
Total equity	56,559,838	38,108,480
Liabilities		
Loans and borrowings	7,535,218	6,815,682
Deferred tax liabilities	3,238,996	1,809,917
Due to related parties	122,068	81,722
Provisions	1,159,662	752,369
Other non-current liabilities	1,347,502	774,053
Non-current liabilities	13,403,446	10,233,743
Loans and borrowings	49,495,701	34,950,810
Trade, notes, and other payables	50,985,906	31,938,122
Contract liabilities	45,726,025	25,060,328
Due to related parties	1,850,530	3,106,747
Provisions	11,987,866	8,050,425
Current liabilities	160,046,028	103,106,432
Total liabilities	173,449,475	113,340,175
Total liabilities & equity	230,009,312	151,448,655

Stock Information

SWDY.CA/SWDY.EY (30/09/2024)

Issued Shares

2,140,777,876
Shares

Share Price

EGP **72.5**

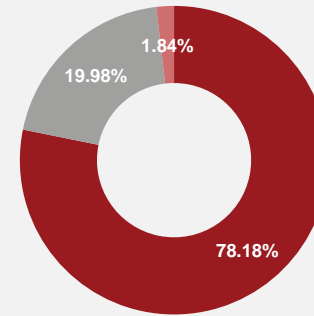
Listing Venue

The Egyptian Stock Exchange

Market Cap Shares

EGP **155.2** bn

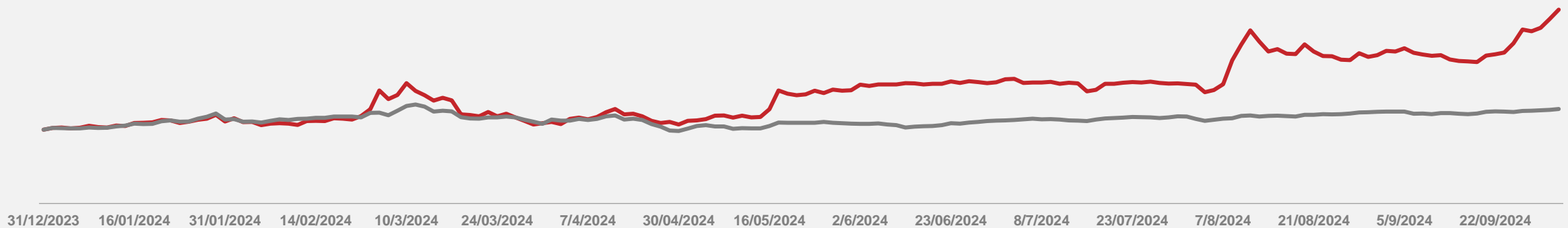
Ownership Structure



- El Sewedy Family
- Electra Investment Holding
- Free Float

Elsewedy Electric Stock Performance

— SWDY — EGX 30



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