



Q1 2022 Earnings Call

June 23, 2022



Disclaimer

The information contained in this document is proprietary and confidential to Fawry For Banking Technology And Electronic Payment S.A.E (“Fawry”). You must only use such information for the purposes of discussions with Fawry and you must hold such information in strict confidence and not reproduce it or disclose it to any person, except as may be required by law.

You must not place any reliance for any purpose whatsoever on the information contained in this document. No representation or warranty, express or implied, is given by or on behalf of Fawry or any other person as to the accuracy or completeness of the information or opinions contained in this document and no liability whatsoever is accepted by Fawry or any other person for any loss howsoever arising, directly or indirectly, from any use of such information or opinions or otherwise arising in connection therewith. The information contained in this document has been obtained from sources prepared by other parties and such information may not have been independently verified. The supply of this document does not imply that the information within it is correct now or at any time subsequent to the date of this document.

This document may contain forward-looking statements which, by their nature, involve a number of risks, uncertainties and assumptions that could cause actual results or events to differ materially from those expressed or implied by these statements. These risks, uncertainties and assumptions could adversely affect the outcome and financial effects of the plans and events described within this document. In particular, actual results may be adversely affected by future developments affecting inflation, interest rates, taxation, social instability or other economic, political or diplomatic or other matters. Forward-looking statements contained in this document that reference past trends or activities should not be taken as a representation that such trends or activities will continue.

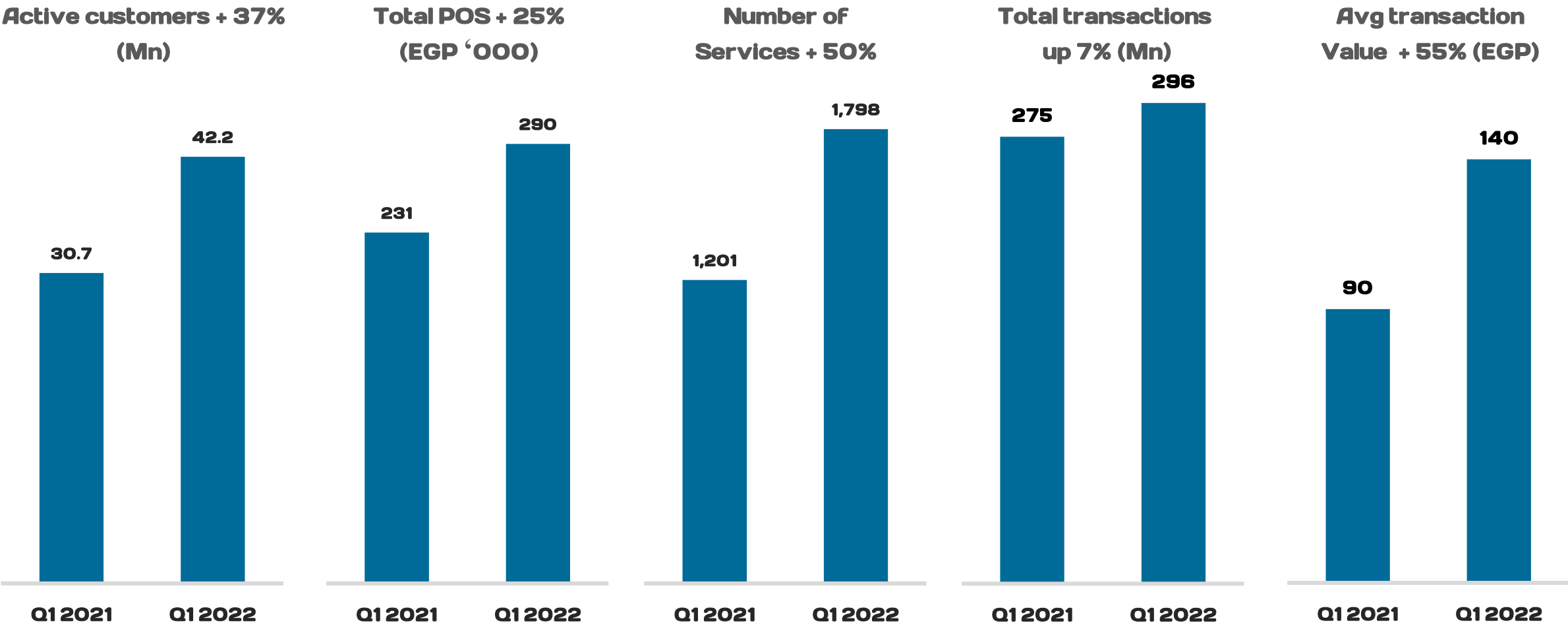
Agenda

- **1Q22 Operating & financial results**
- **Digital growth**
- **Business Updates**
- **Q&A**

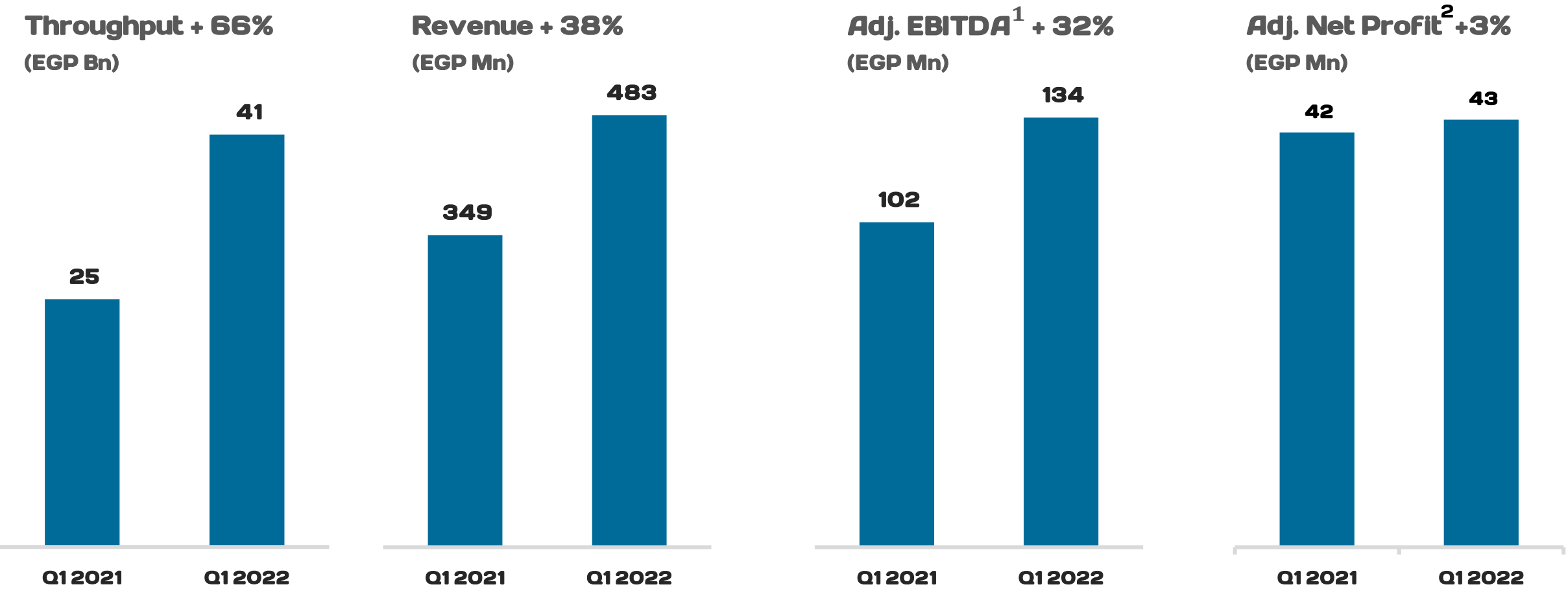
1Q22

Operating & Financial Results Highlights

Growth across all operational KPIs...



...drove growth in key metrics despite challenging market conditions



Total revenue excluding airtime would have grown by 54% y-o-y, as airtime grew by 5% y-o-y

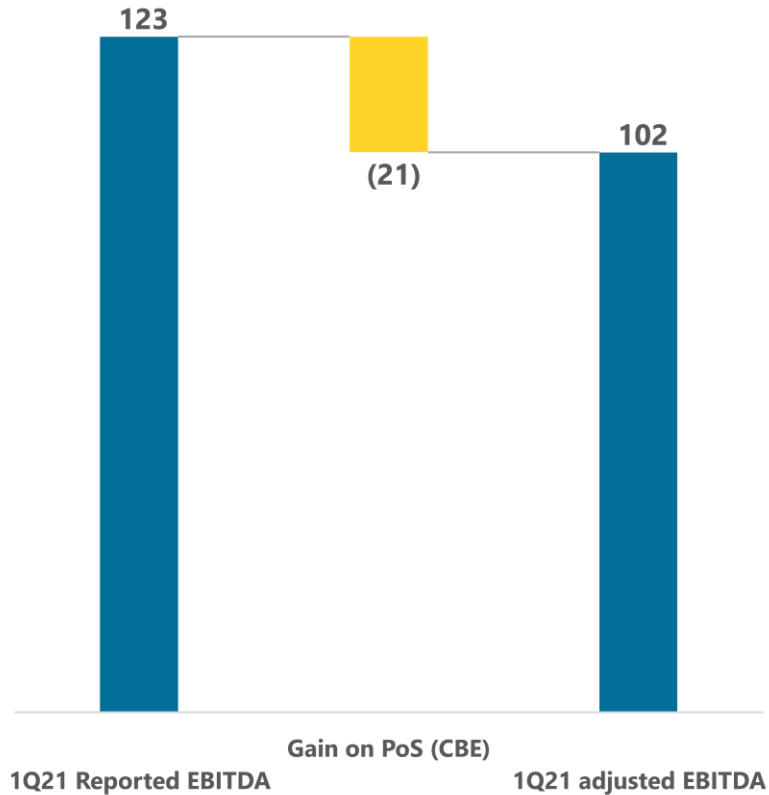


¹ Adjusted EBITDA excludes nonrecurring items such as a gain from devices related to a CBE initiative of EGP 21.7 million in 1Q21.

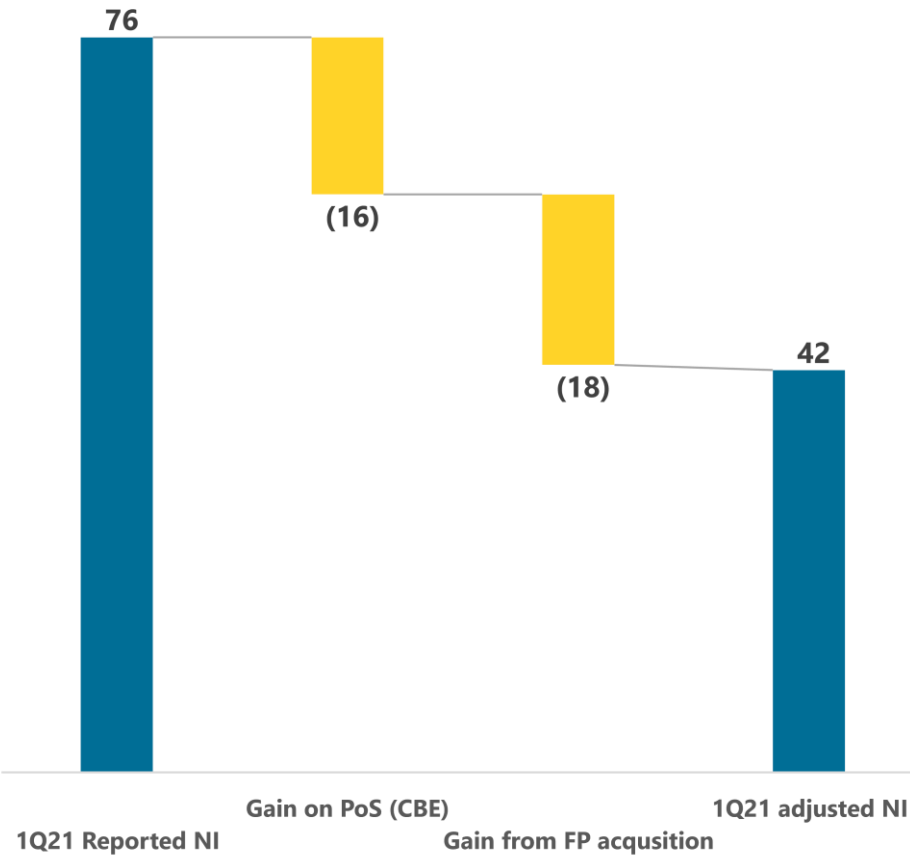
² Adjusted Net Profit reflects EAS Net Profit excluding after tax impact of nonrecurring items such as change from investment in associate to investment in subsidiaries gain of 22.8mn in 1Q21 and a noncash ESOP expense of EGP 19.1 million included in EAS net profit of 1Q22.

Adjusted EBITDA and net income calculation

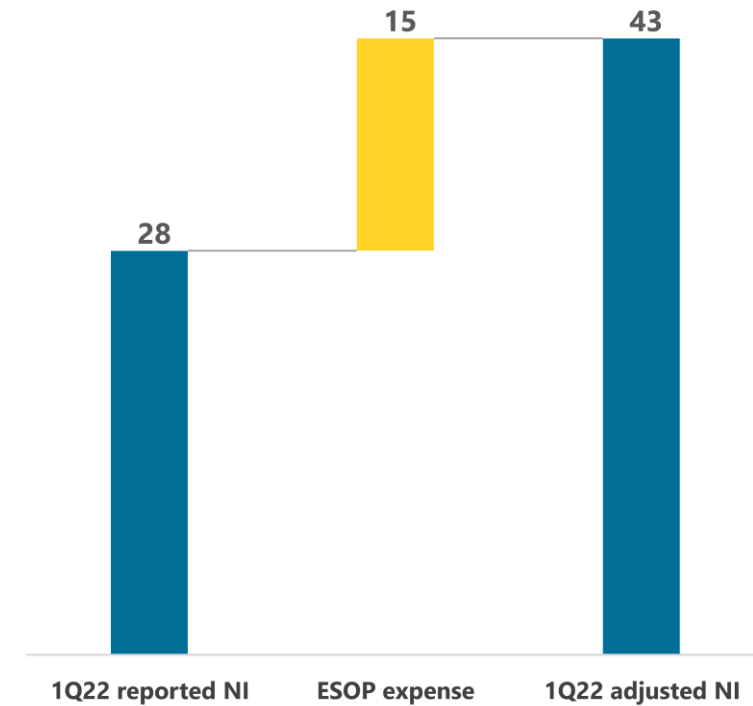
1Q21 adjusted EBITDA



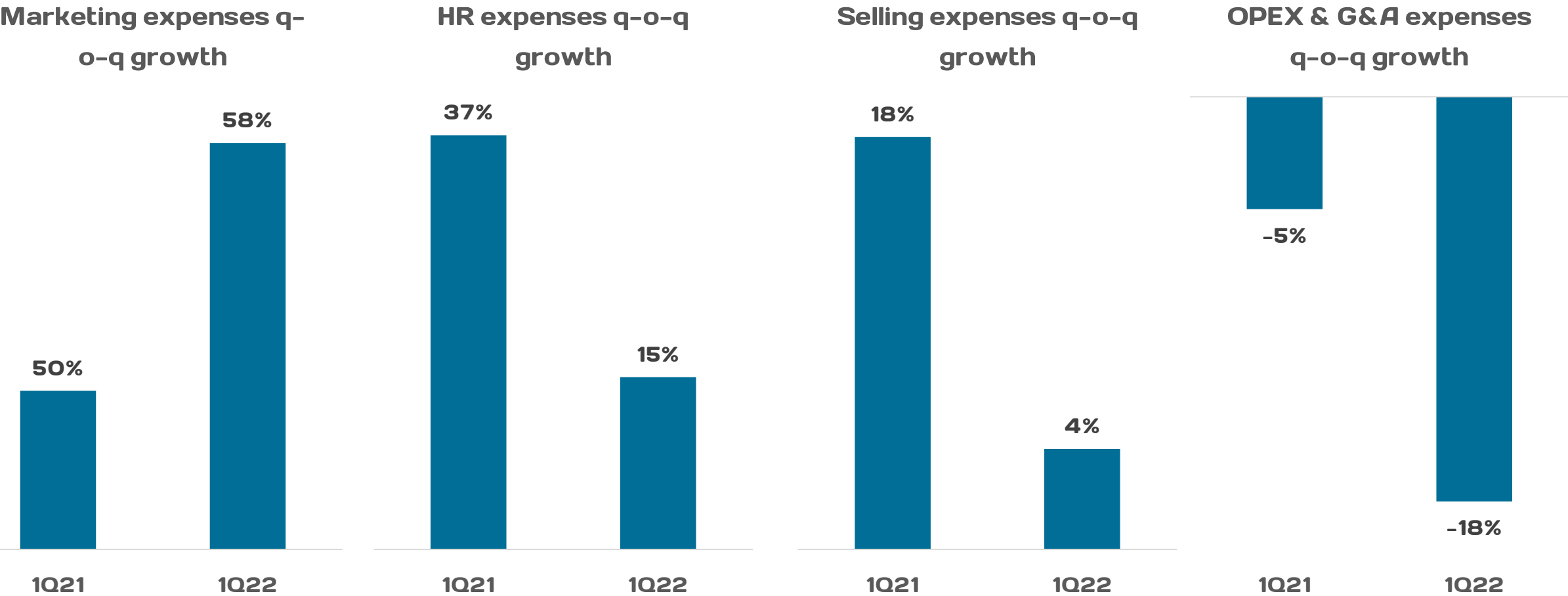
1Q21 adjusted Net income (after tax impact)



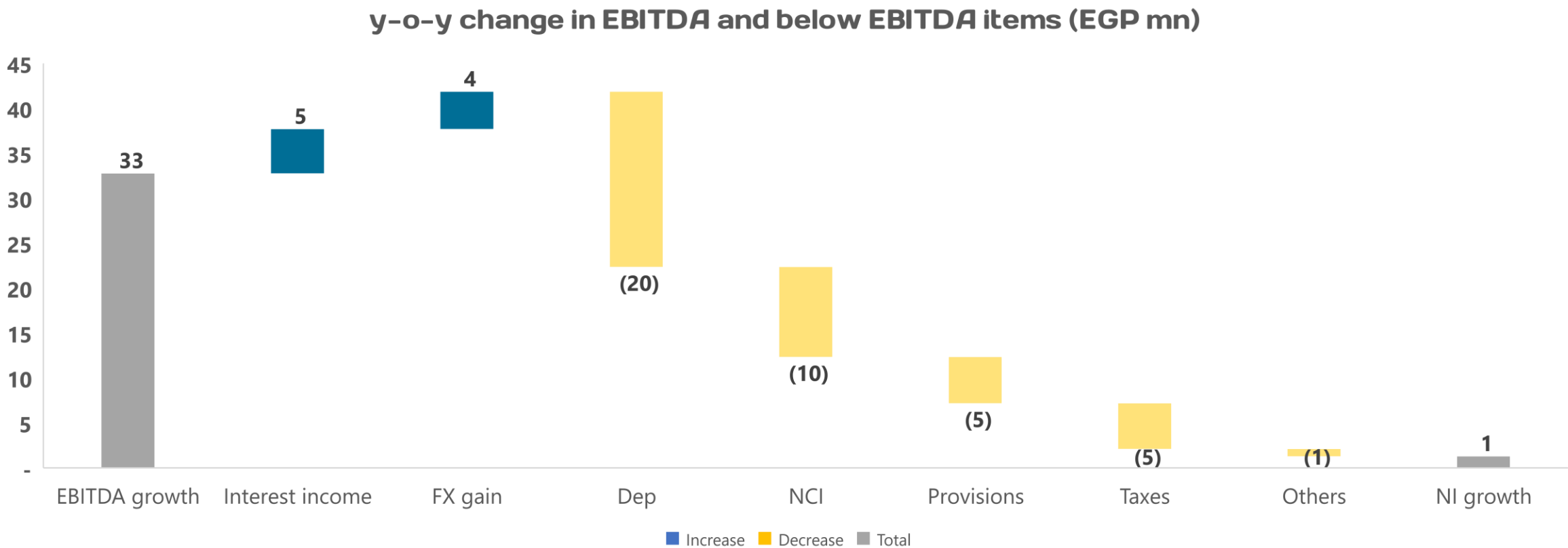
1Q22 adjusted net income (after tax impact)



Normalization of Q1 vs. Q4 growth

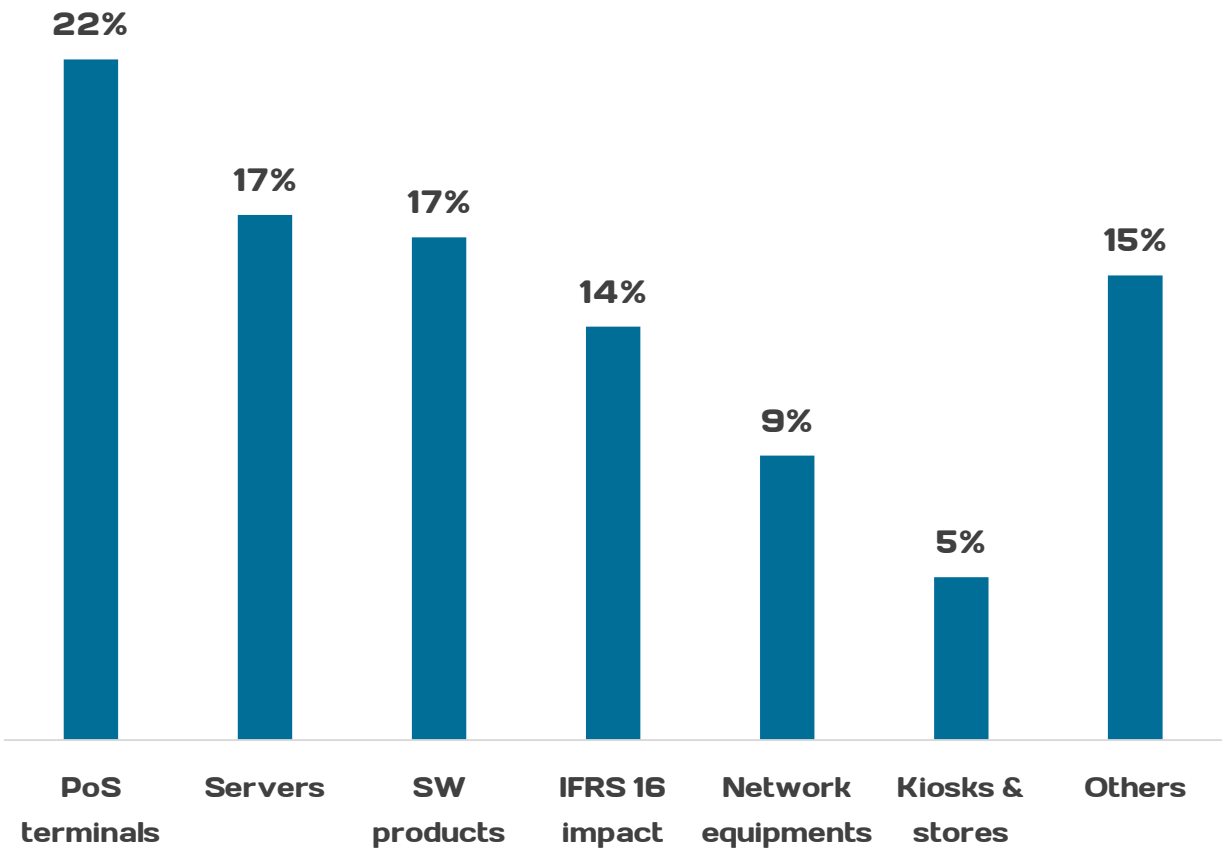


EBITDA y-o-y growth depleted by increase in depreciation, amortization and NCI

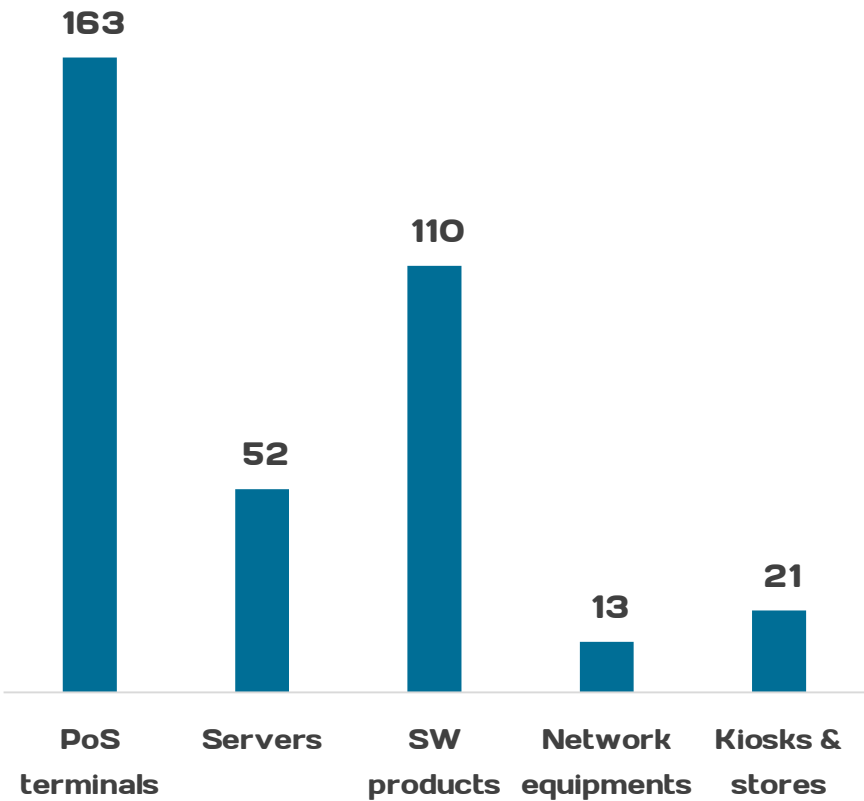


Depreciation growth on investments in PoS, servers & SW prodcuts

Contribution of y-o-y growth in dep & amor

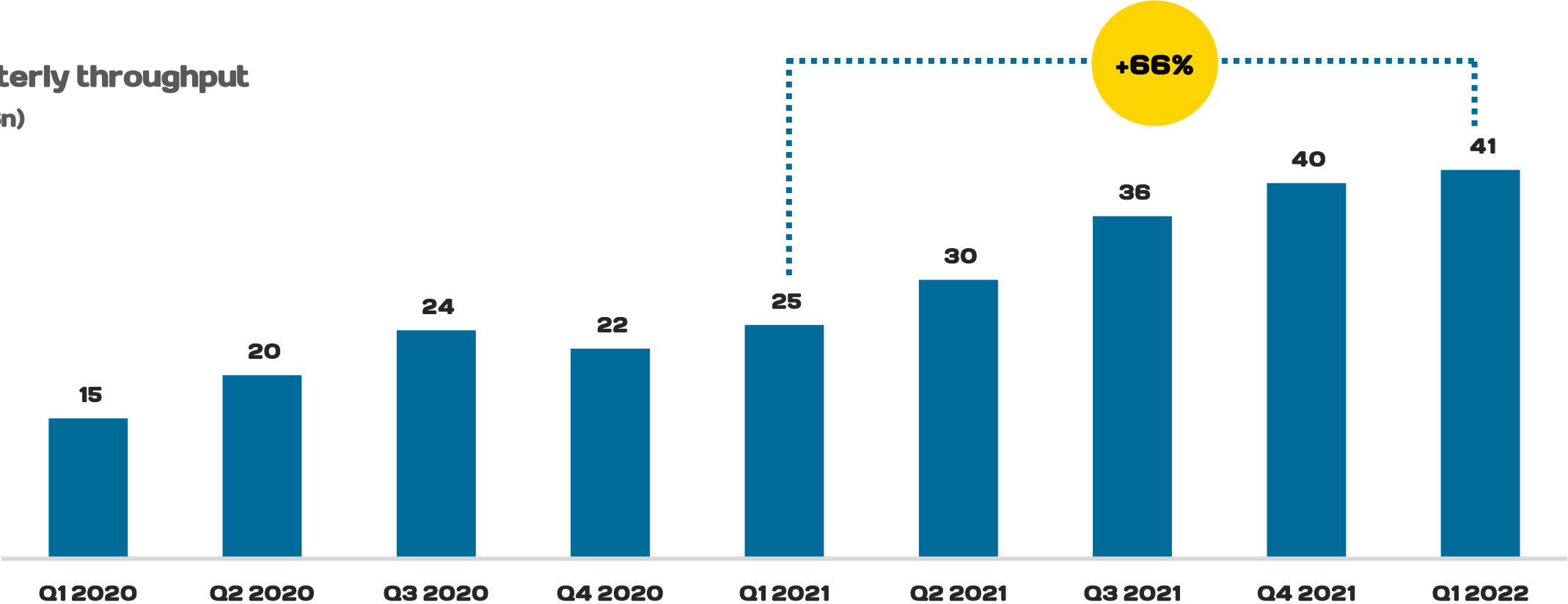


Capex spent in EGP mn since April 2021



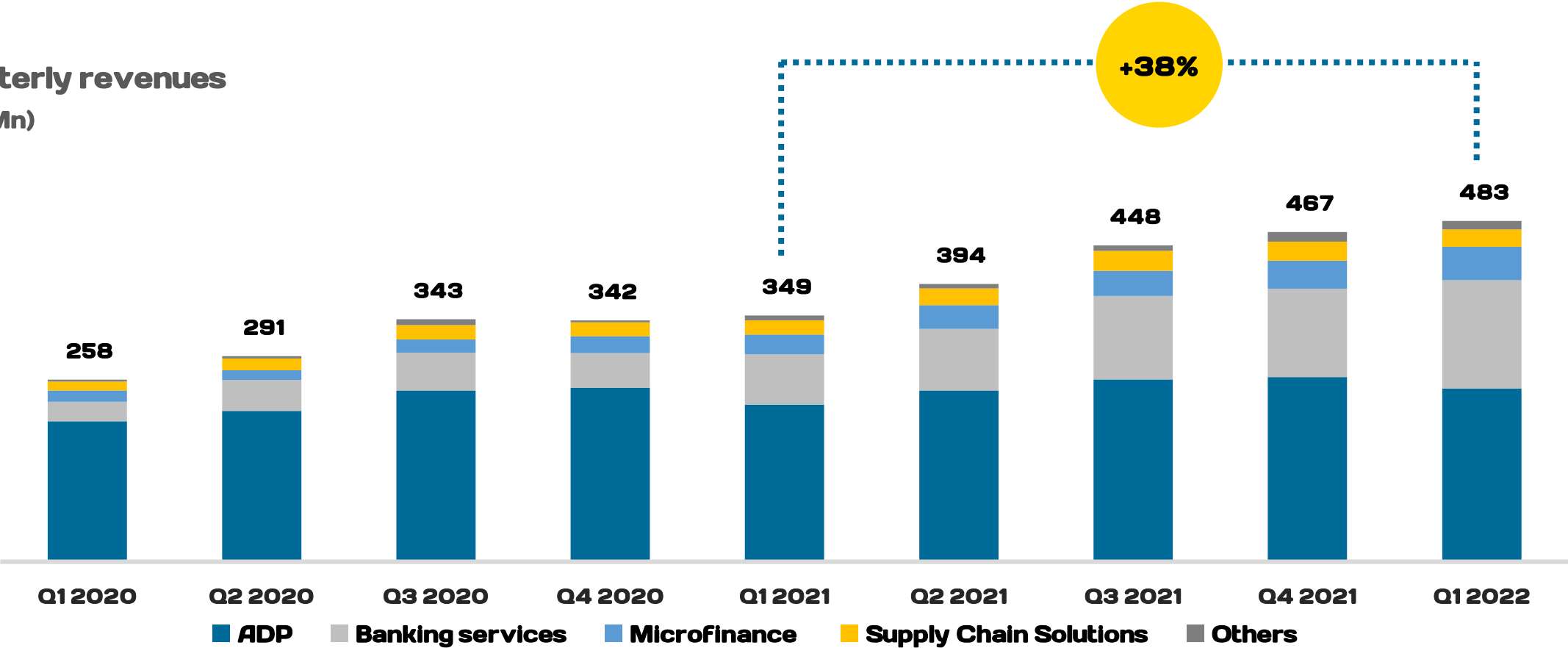
Sustained growth in throughput

Quarterly throughput
(EGP Bn)

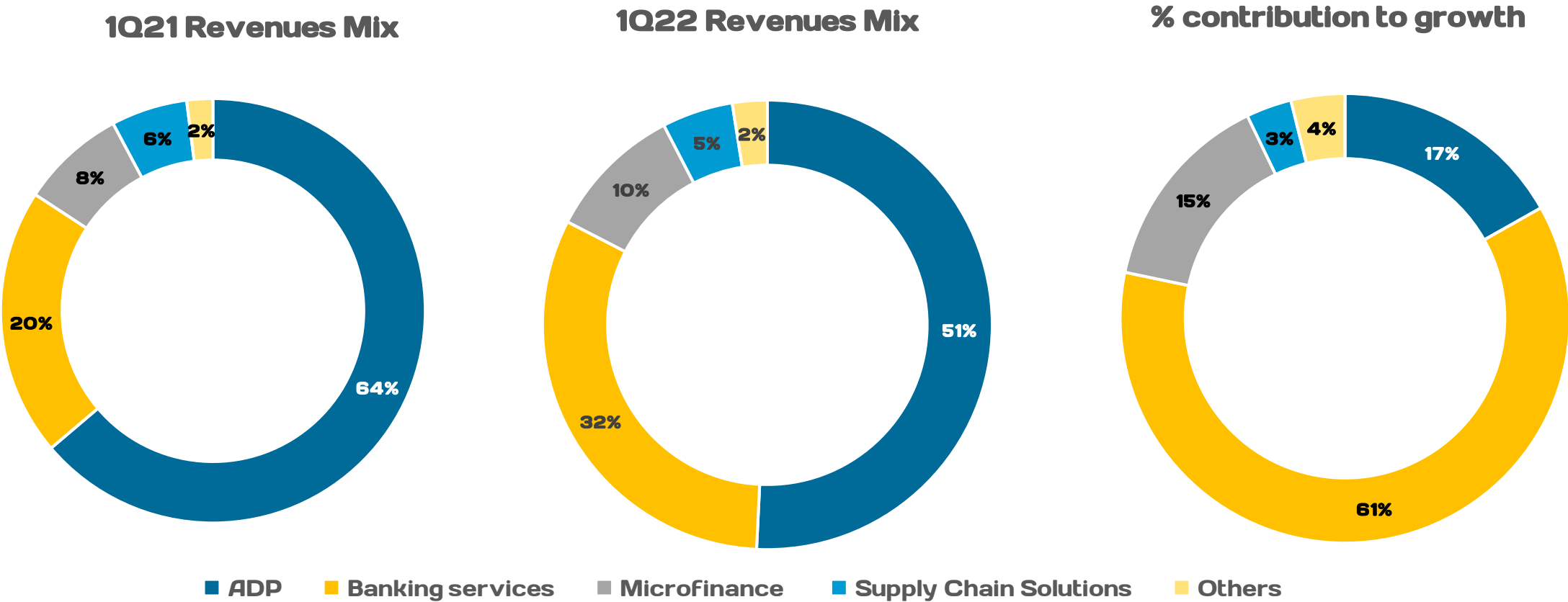


...along with top-line growth

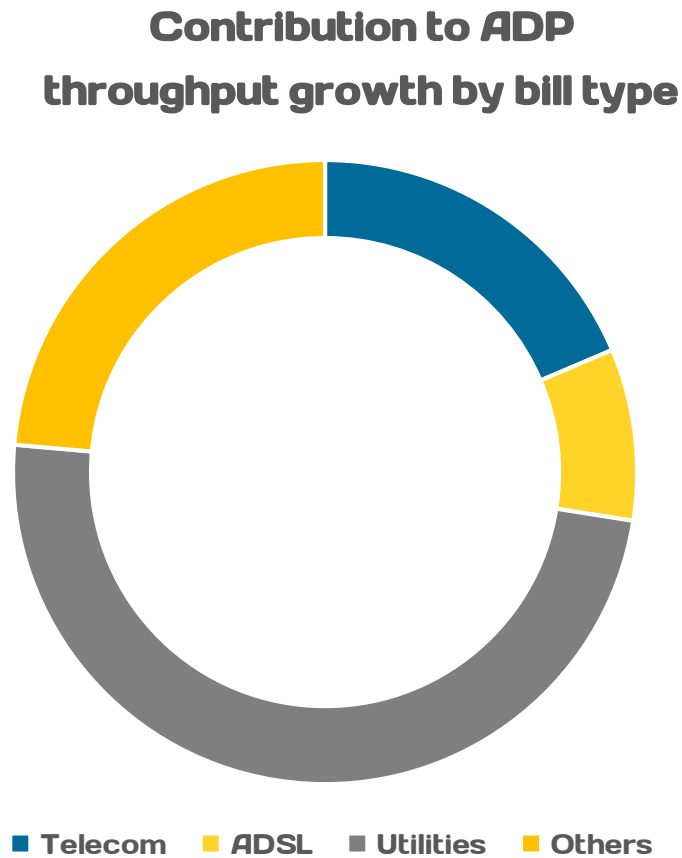
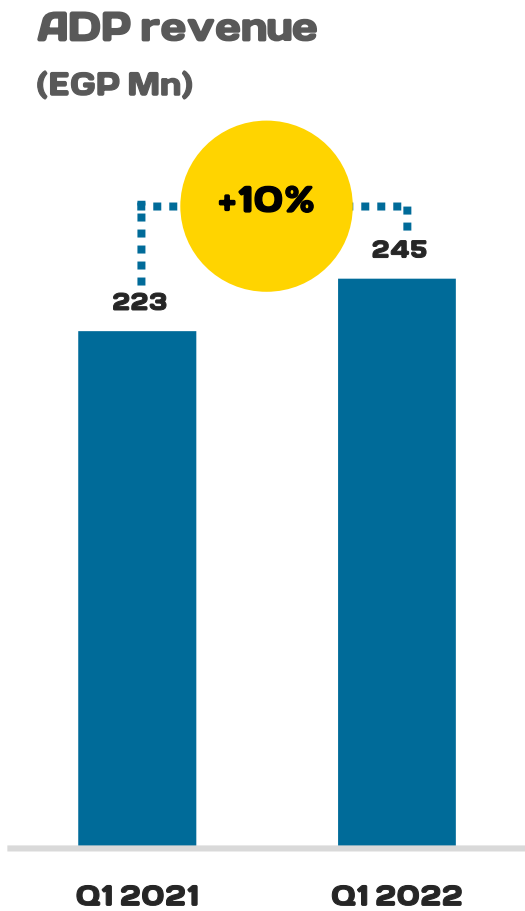
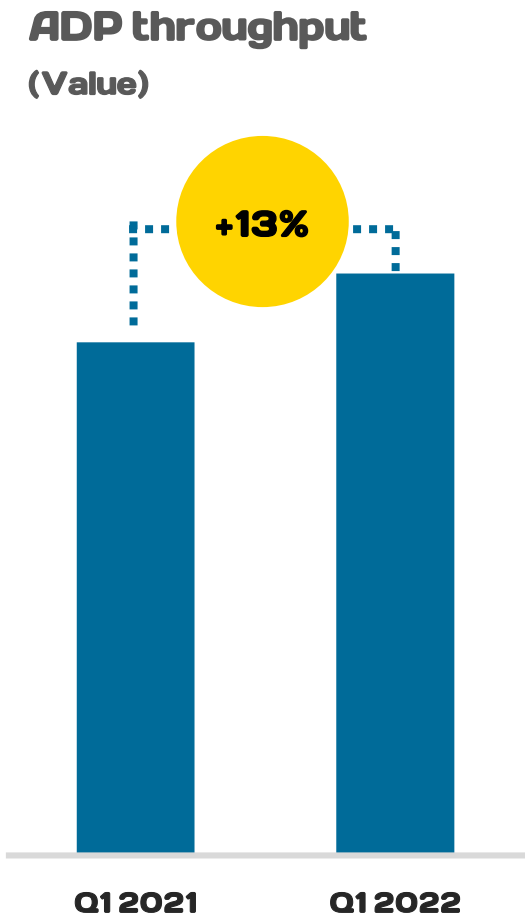
Quarterly revenues
(EGP Mn)



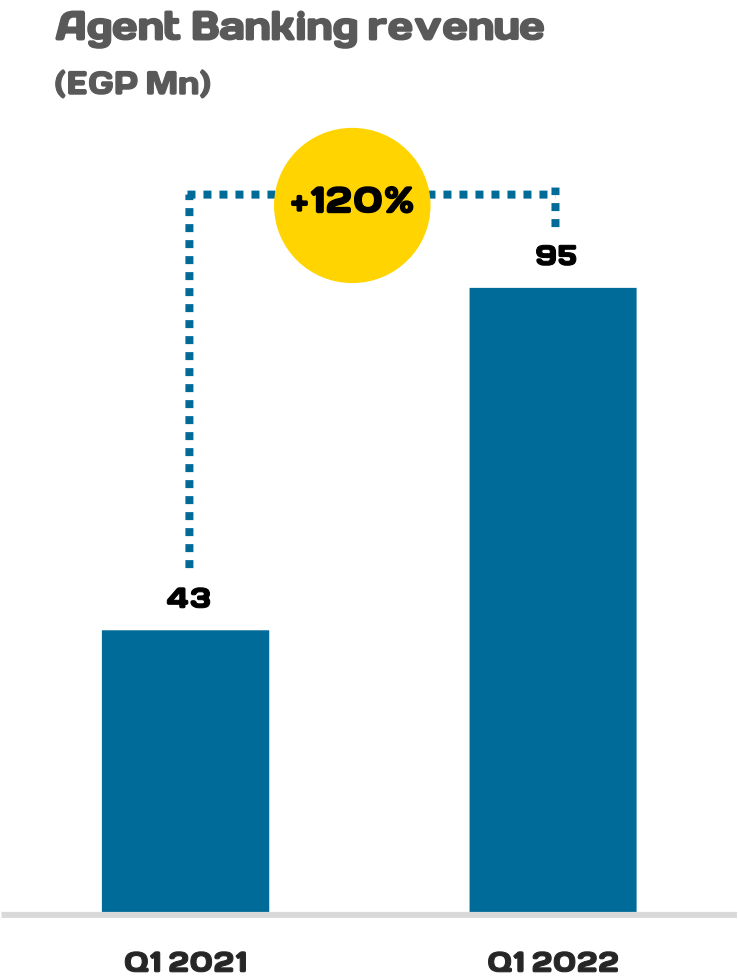
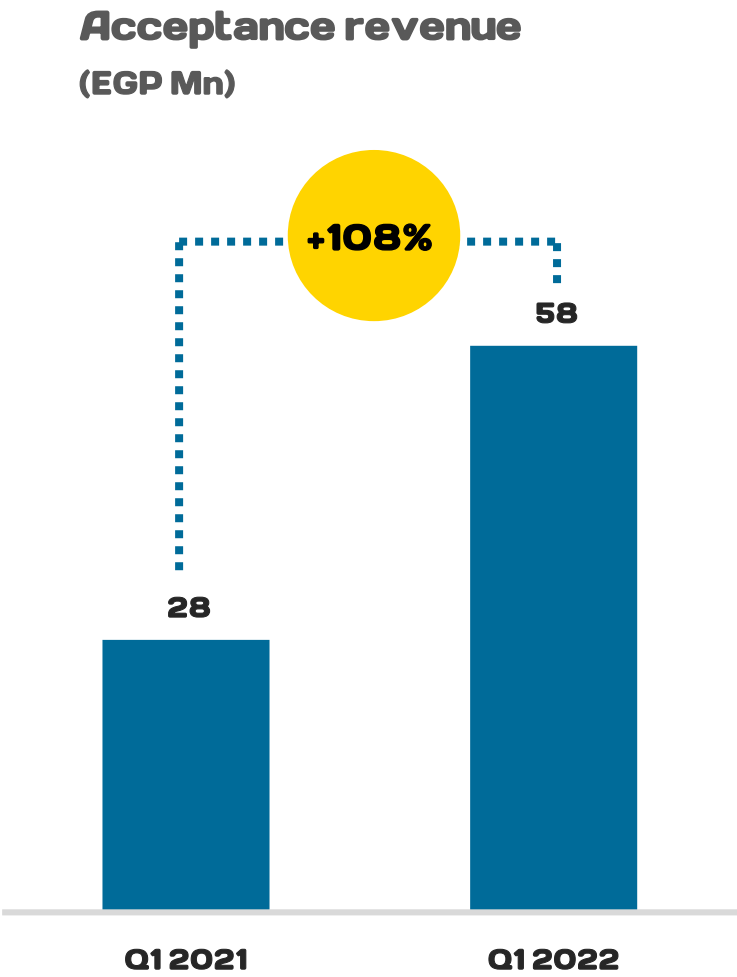
...and a diversifying revenue base



ADP sustaining healthy double-digit growth

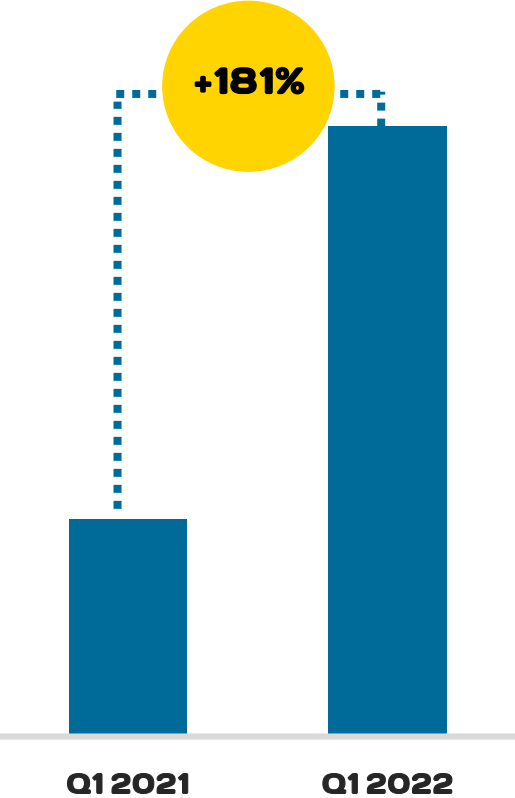


Banking Services growth driven by Agent Banking and Acceptance

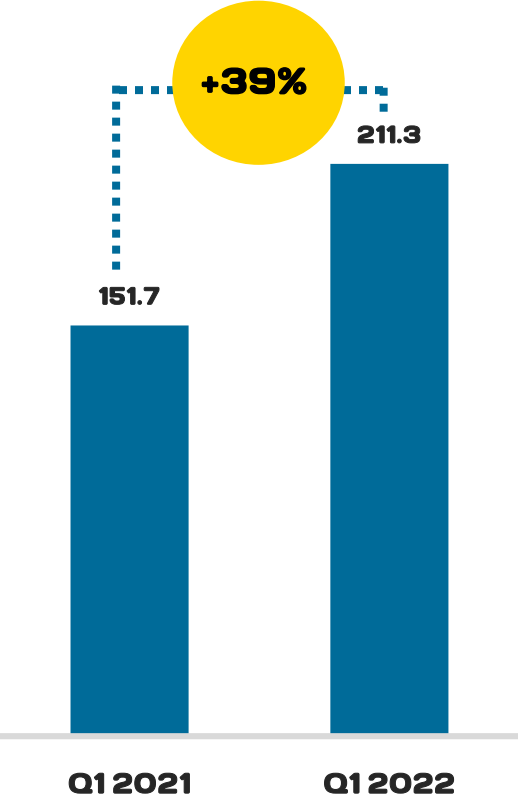


Continued adoption across the *Acceptance* business

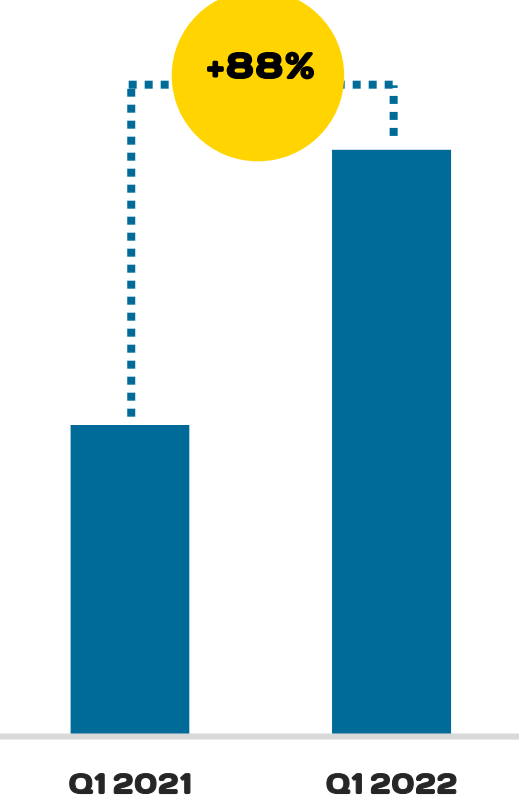
Revenue from instore
Acceptance



Acceptance enabled POS
(‘000)



Revenue from online
acceptance

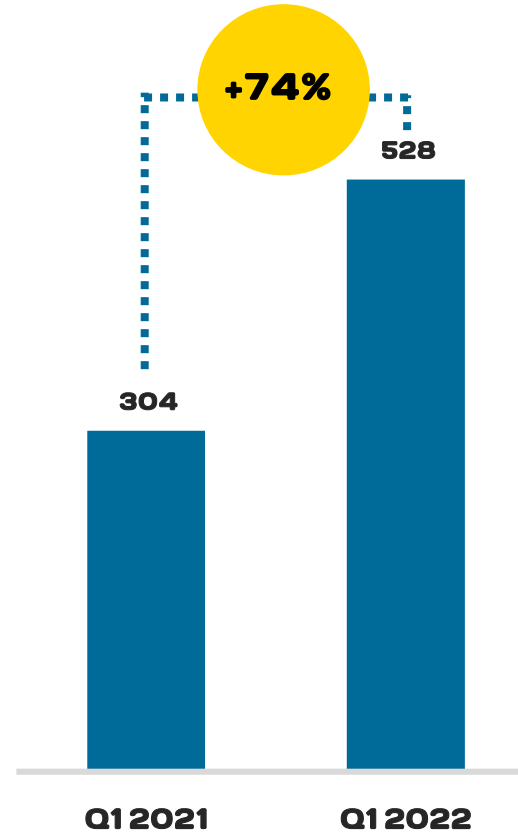


Microfinance: Business Developments & Earnings

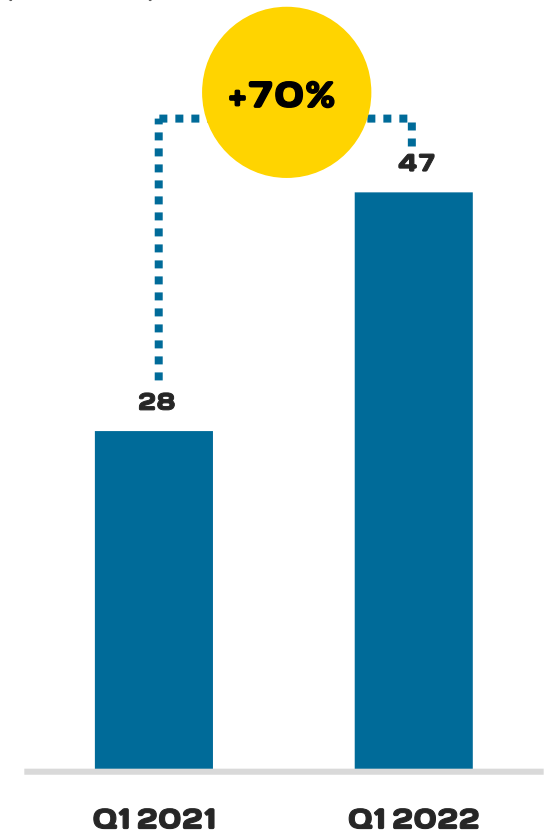
Highlights:

- 22.6k clients (▲ 53% y-o-y)
- Credit limits still at EGP 200k
- EGP 206 Mn disbursed over 5.9 k loans in 1Q22
 - Amount (▲ 89% y-o-y)
 - Loans (▲ 42% y-o-y)
- Average Number of online applications processed monthly 2,850 (1Q22) vs. 1,610 (1Q21)

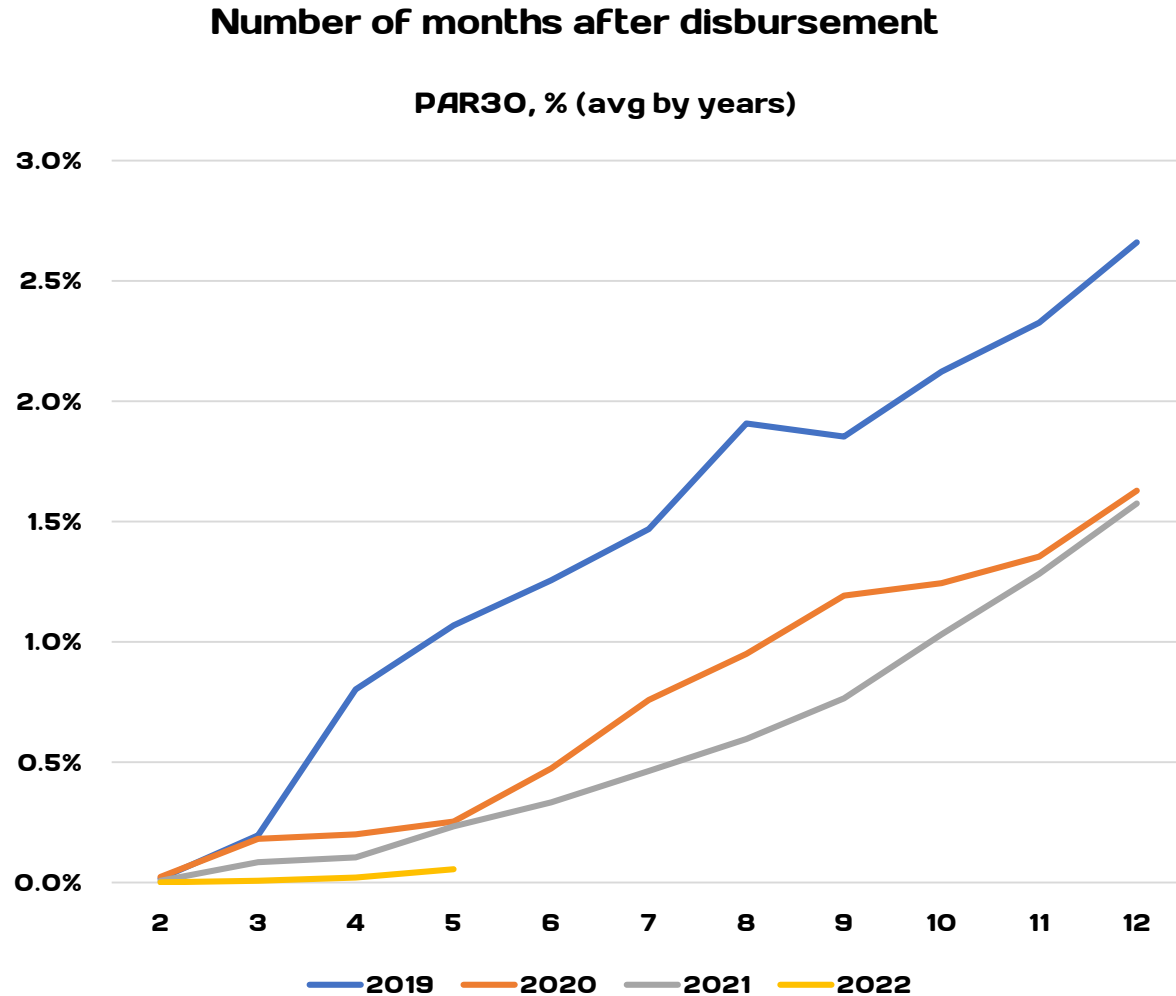
Loan portfolio
(EGP Mn)



Microfinance revenue
(EGP Mn)



Microfinance: PortFolio quality & Earnings



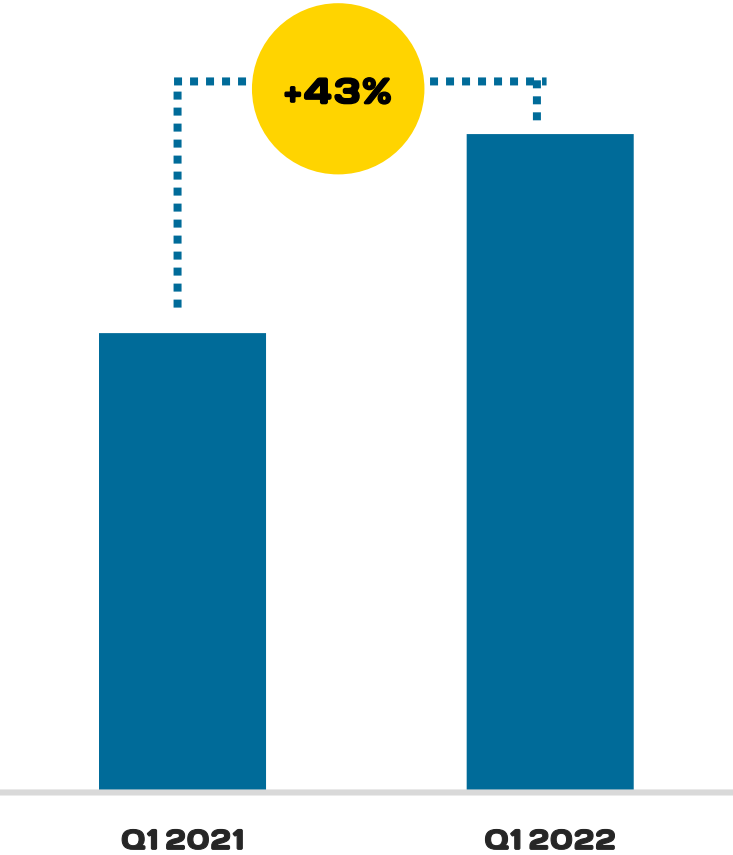
Partnership module for in-house developed Loan Origination platform

- Enable B2B, B2C Partners to send loan applications for their clients and to track loan applications status online
- Feature will facilitate the cooperation with Partners by providing a digital tool to onboard the client and track decision-making status without any need for manual reporting from FMF side.

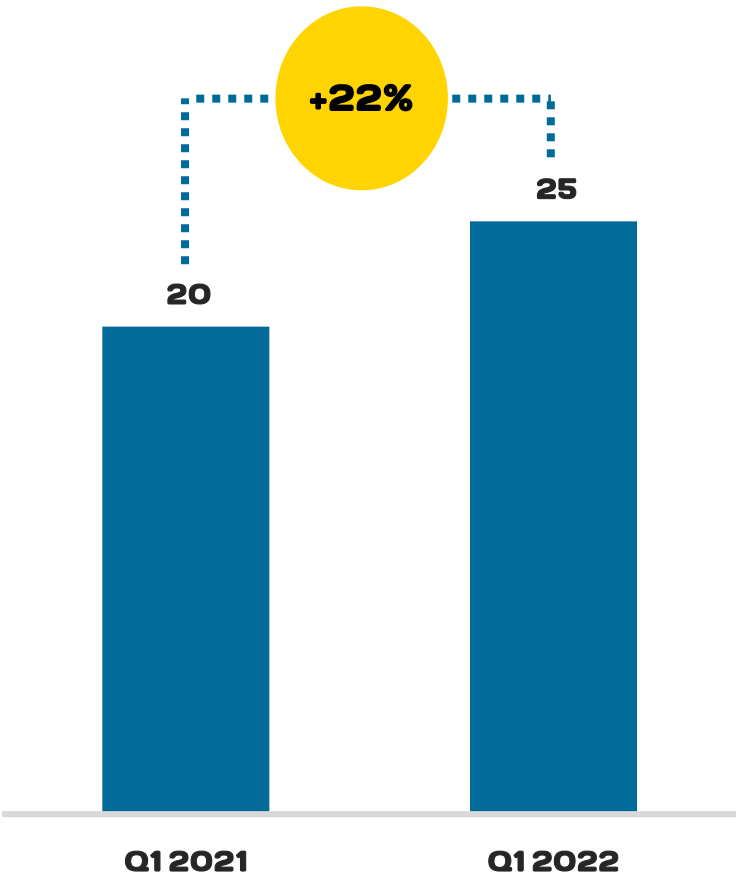
Last 2 years average PAR30 after 12 months of loan disbursements didn't exceed 1.6%

Supply Chain performance

Supply chain throughput

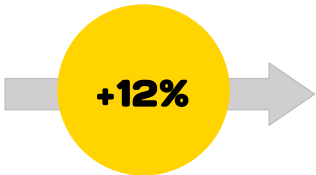


Supply chain revenue
(EGP Mn)



Cash Management

1Q21
73
Active Clients

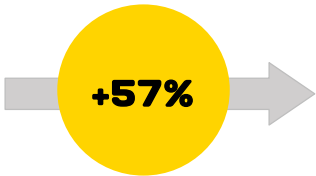


1Q22
82
Active Clients



Fawry Plus Branches

1Q21
112



1Q22
176

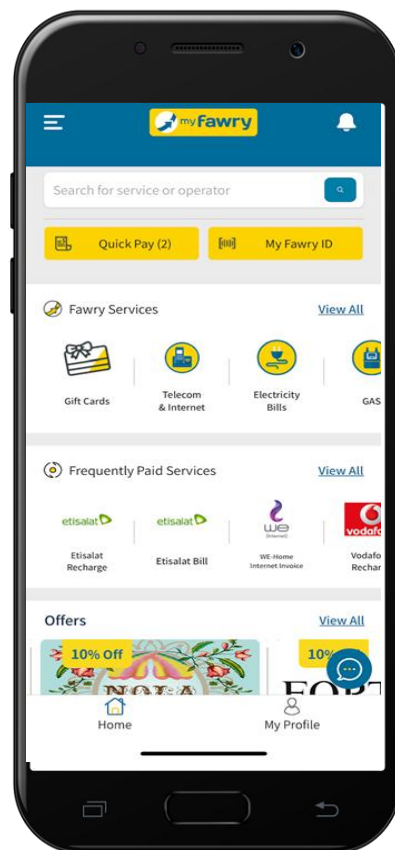
Digital growth

Continuing myFawry growth

1Q22 developments

Triggered push notifications and one click payments for all bills added to customers' quick pay list

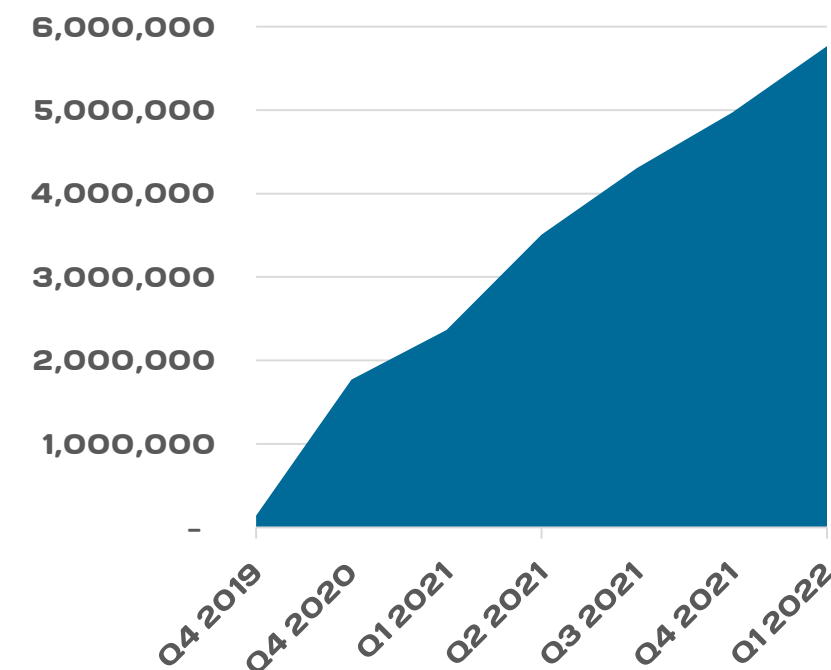
Notify users with telecom bill payments once registered on myFawry



2.4 EGP Bn
Annualized Mar.22
throughput
Up c. 80% y-o-y

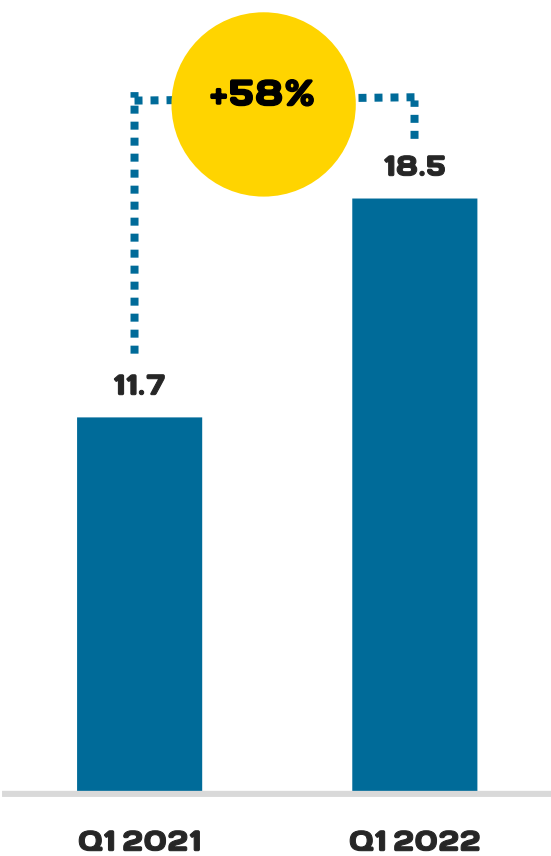
c. **5.8** Mn
Downloads since
June 2019
Up 144% y-o-y

myFawry cumulative downloads

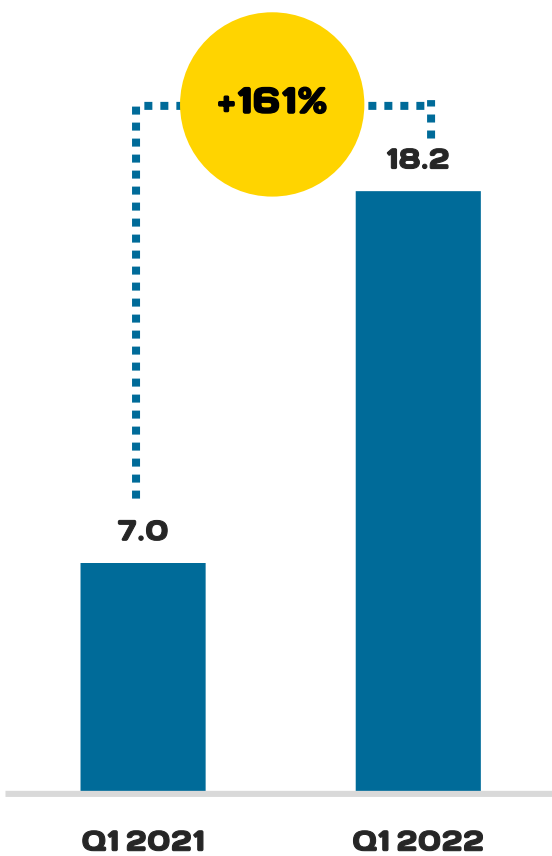


Growing digital transactions activity

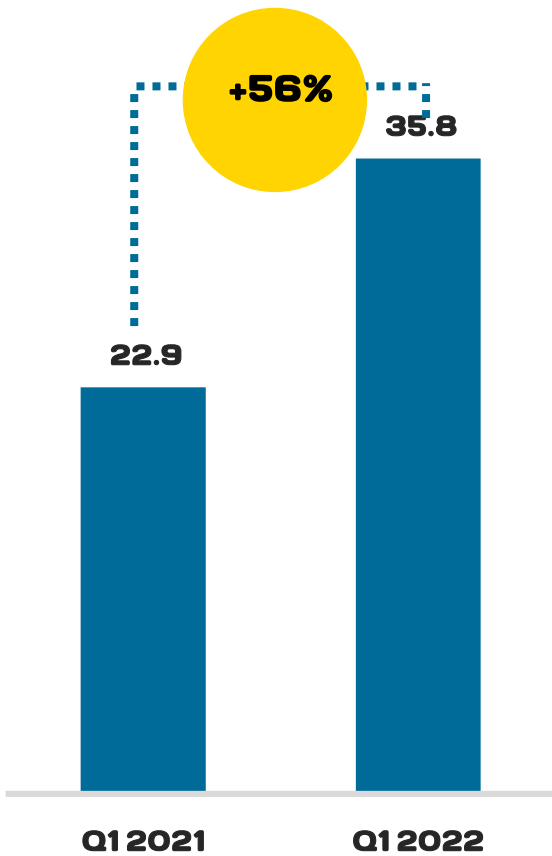
Mobile Wallet¹ Transactions
(Mn)



Mobile Wallet¹ Processed Value
(EGP Bn)



Total digital² Transactions
(Mn)



Total Transactions
(Mn)



1 These figures reflect total processed value and transactions from bank and operators' wallets processed on the Fawry Network.

2 These figures reflect mobile wallet, myFawry, Banking and acceptance transactions

Business Updates

New offerings

Fawry accept, F&B solution

- White Label Solution For the F&B sector
- Customizing a user-friendly mobile app
- Digital Innovation For F&B Industry enabling seamless

- Reservation
- Ordering
- Pick-up
- Dine-in
- Payments



Fawry ATM

- New Cash in/cash out service for all bank cards
- Penetrating an annual +1 trillion EGP market
- Available across all 290 k merchants
- Quick and easy way for our customers to access funds



New Partnerships

Tanmeyah



 **Accepting payment and installment collections from Tanmeyah Clients**

 **Clients can pay through:**

- Merchant Network
- Fawry Plus
- myFawry

B-Tech



 **Payment solutions to B.TECH customers:**

- installment collection through Fawry's network
- Various payment options through FawryPay

 **Fawry customers get access to services:**

- instalment payment solutions
- Mini Cash
- cash vouchers


Inaugurated Fawry Academy

- 📍 A 6 Floors building located in Maadi Area
- 📍 Can accommodate up to 500 trainees per day
- 📍 Part of our capacity development strategy for:
 - Enhancing sales and customer satisfaction and managing a smooth selling process
 - Provide knowledge on adapting to new technologies
- 📍 Utilize the Facility to show case our solutions to our partners and merchants.



Fawry Quantum – new building

 Located in Smart Village

 In Fawry Quantum building, we plan to evolve and transform Fawry into the future, achieving true financial inclusion for both businesses and consumers alike. Making life easier to businesses, merchants and consumers

 It will serve as Fawry Digital Factory by providing employees with a platform to support full transformation to agile delivery



New investments

Mylerz

- 📌 Fawry participated in a funding round of USD 9.6 million in Mylerz, an Egyptian last-mile delivery and fulfillment technology startup.
- 📌 Investment will allow Mylerz to rapidly scale its operations across Egypt and enter the *Algerian, Tunisian, and Moroccan* markets
- 📌 Fawry's participation comes in line with expanding strategic partnerships with high-potential tech companies,
- 📌 Generating synergies with Fawry's growing platform and helping develop Egypt's rapidly evolving digital ecosystem.
- 📌 Fawry will provide Mylerz and its agents with a comprehensive suite of electronic payment and cash collection solutions.



Q&A