



# 1Q 2023 Earnings Call

**May 22, 2023**

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# AGENDA

01

**1Q 2023 Operating & financial results**

02

**Dive into 1Q 2023 results**

03

**Capex investments & digital growth**

04

**Q&A**



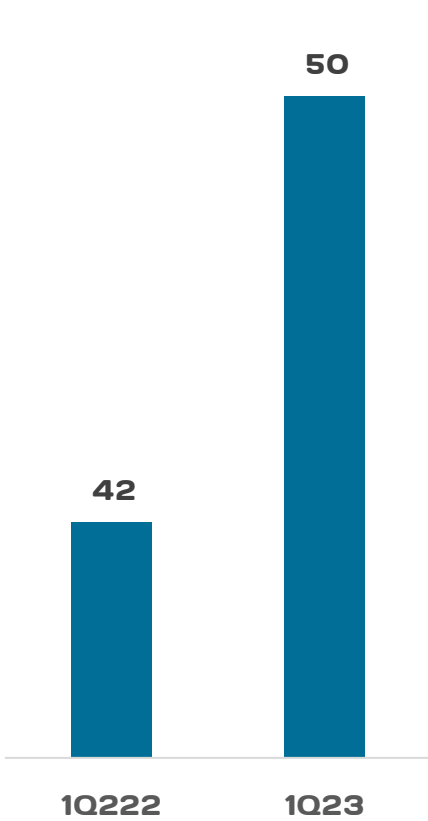
**1Q23**

**Operating & Financial**

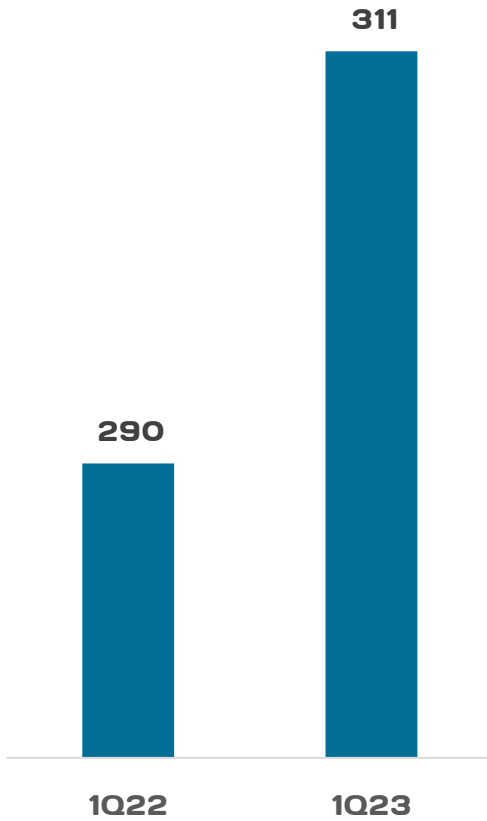
**Results Highlights**

# Operational KPIs continue growth trajectory...

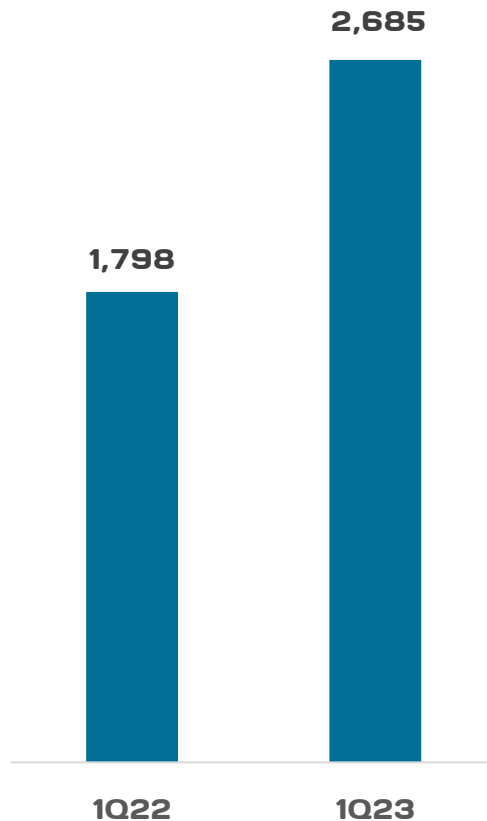
**Active customers + 18%**  
**(Mn)**



**Total POS + 7%**  
**(000)**



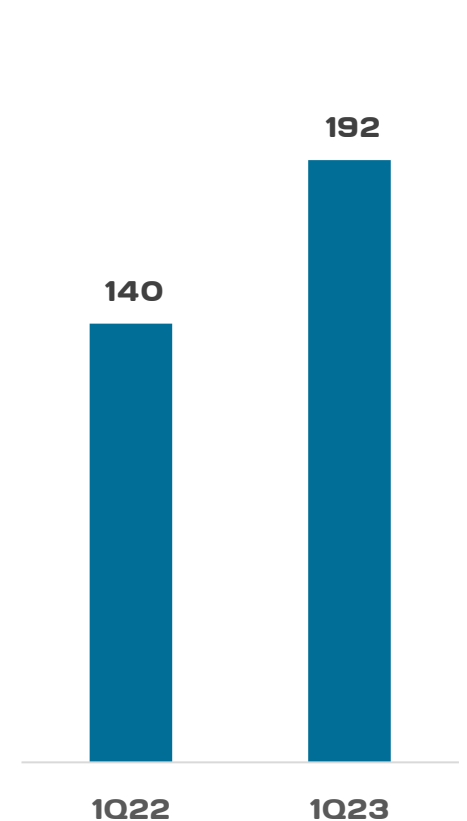
**Number of Services + 49%**



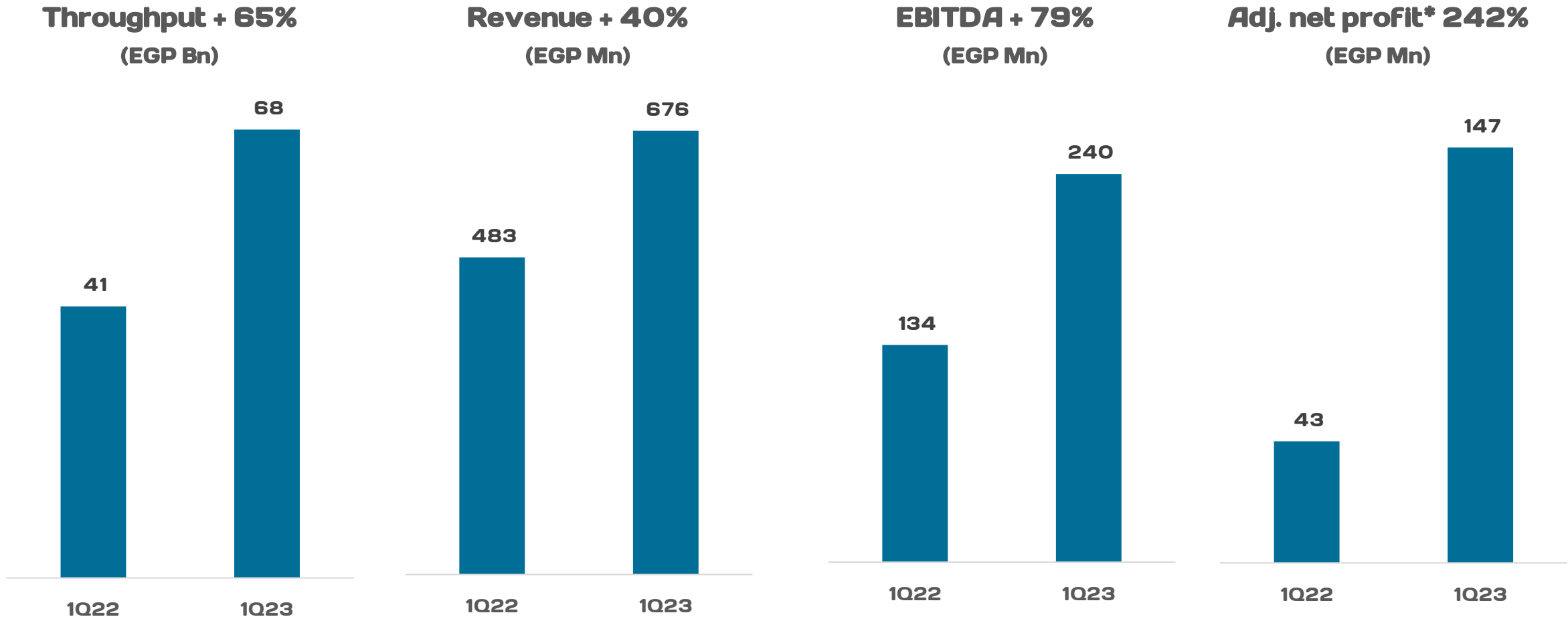
**Total transactions +20% (Mn)**



**Avg transaction Value + 37% (EGP)**



# ...driving triple digit growth on the bottom line

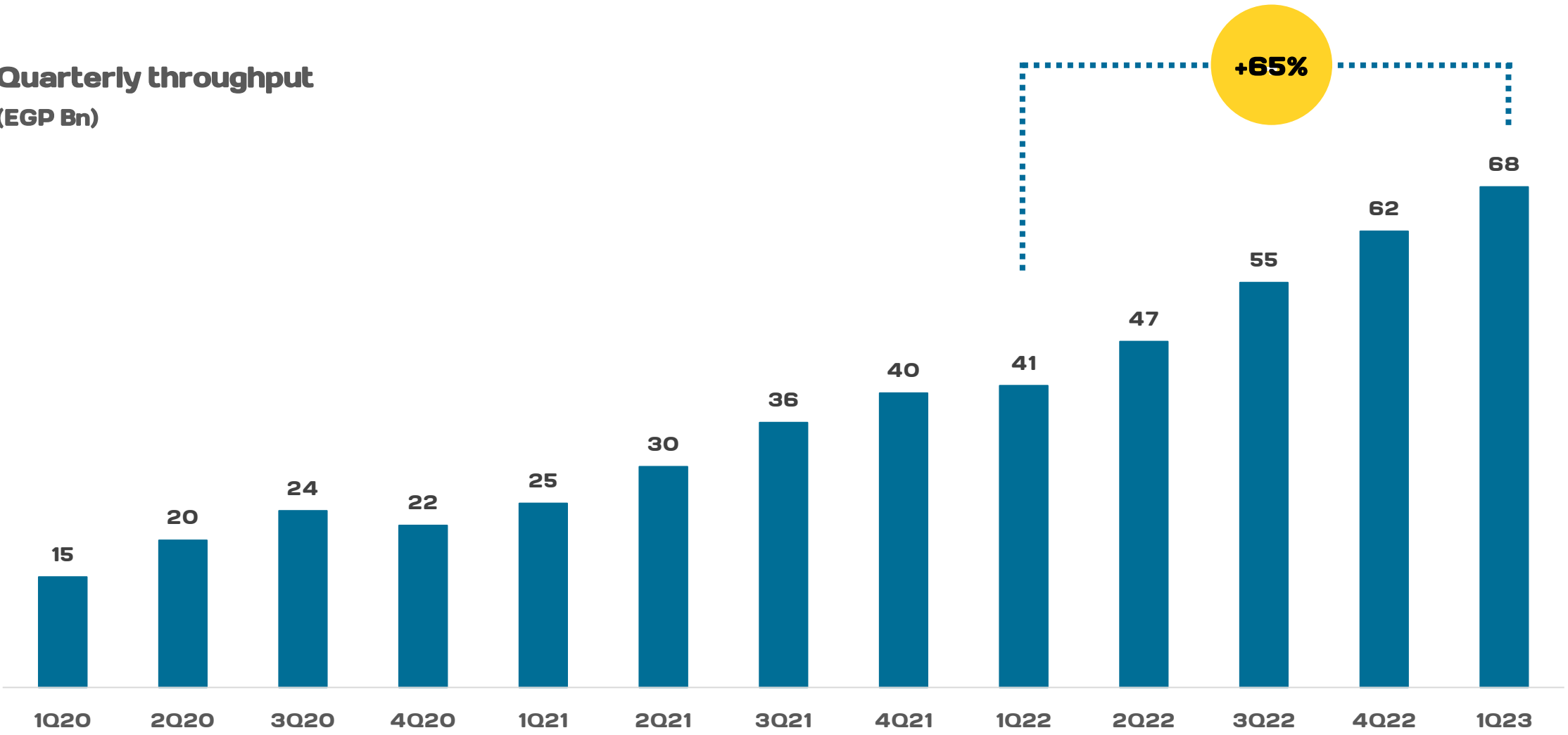


**Total revenue excluding airtime would have grown by 48% y-o-y, as airtime grew by 13% y-o-y**

\*Adjusted Net Profit - The Company presents its Adjusted Net Profit as its EAS Net Profit excluding after tax impact of nonrecurring items such as a noncash ESOP expense of EGP 30.4 million and 19.1 million in EAS net profit of 1Q2023 and 1Q2022, respectively

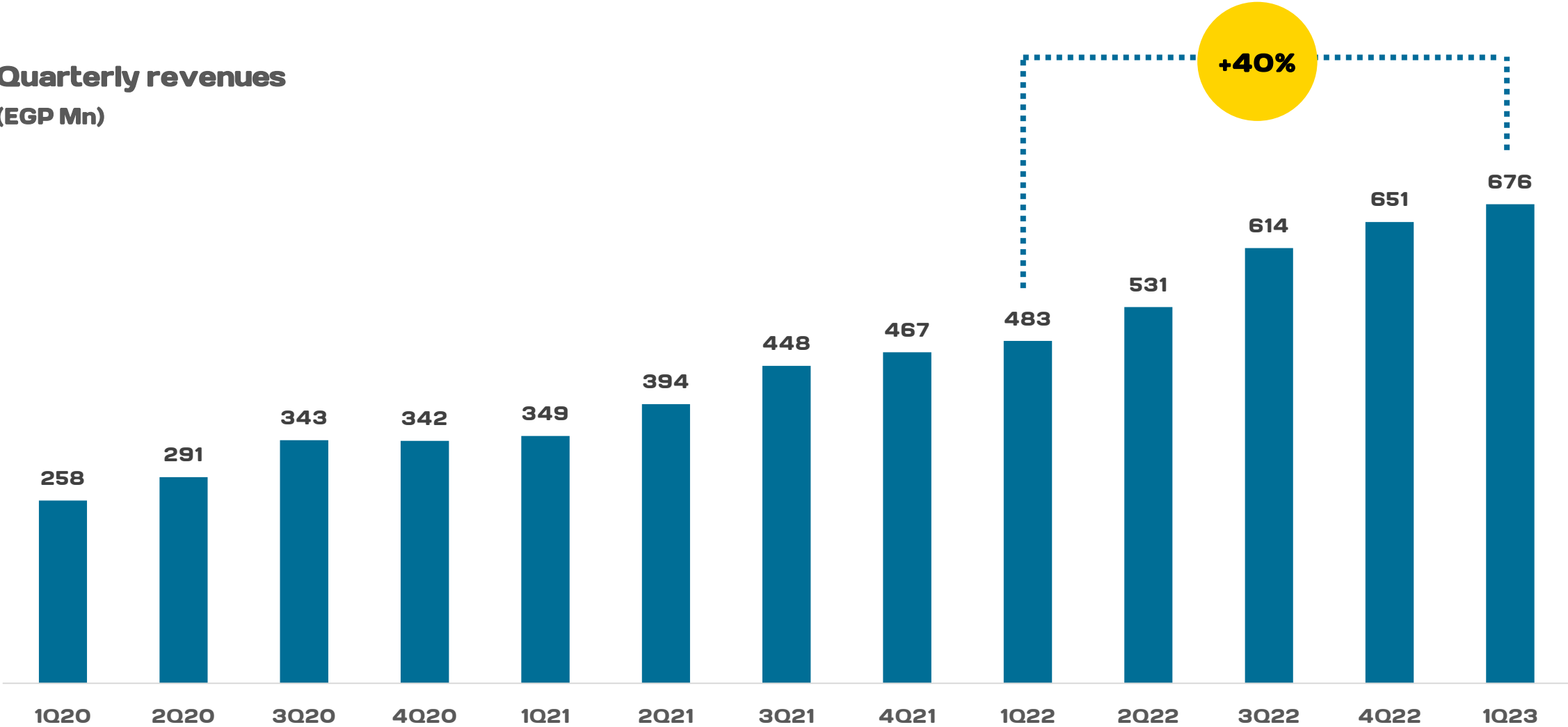
# Company manages to maintain y-o-y growth in throughput

Quarterly throughput  
(EGP Bn)



# ...driving strong growth in revenue

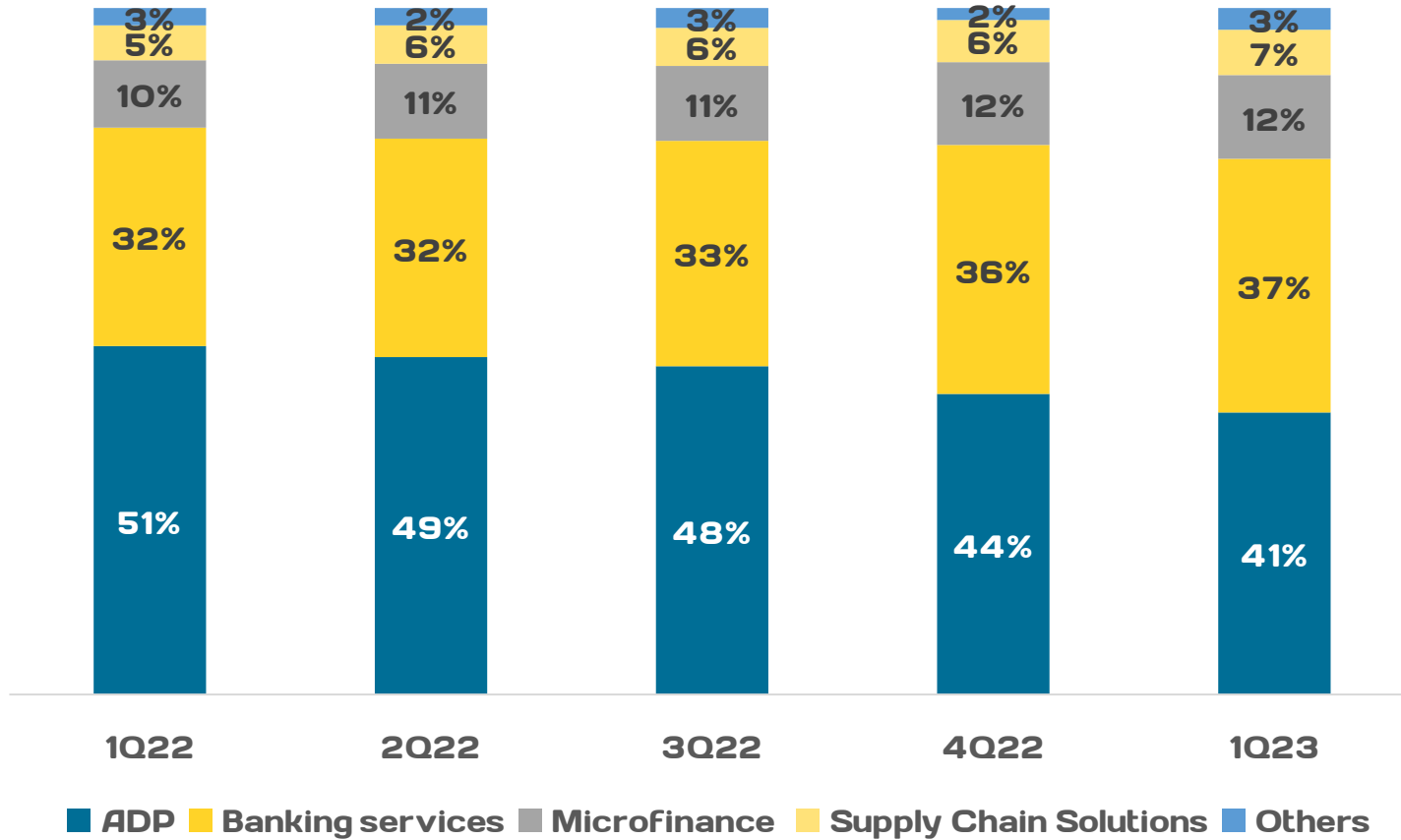
Quarterly revenues  
(EGP Mn)



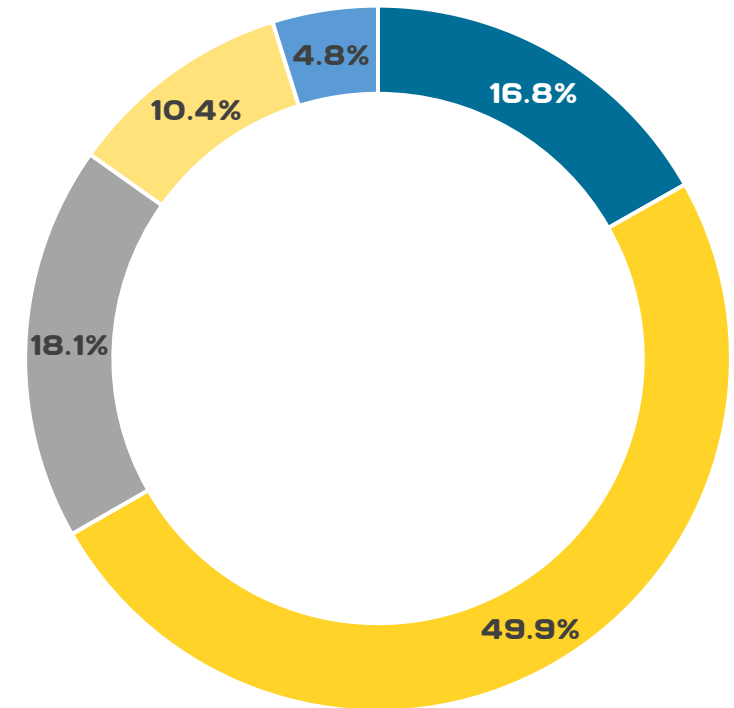


# Successful revenue diversification as the company expands offerings

Revenue contribution by quarter

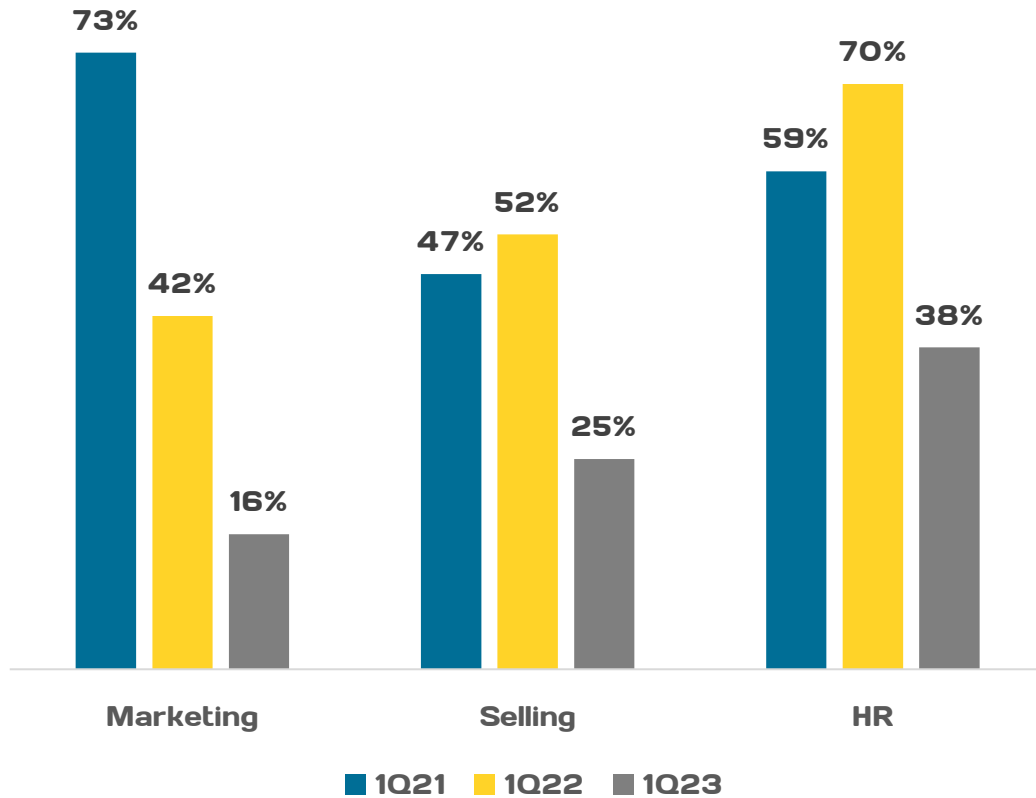


Contribution to y-o-y growth for 1Q23

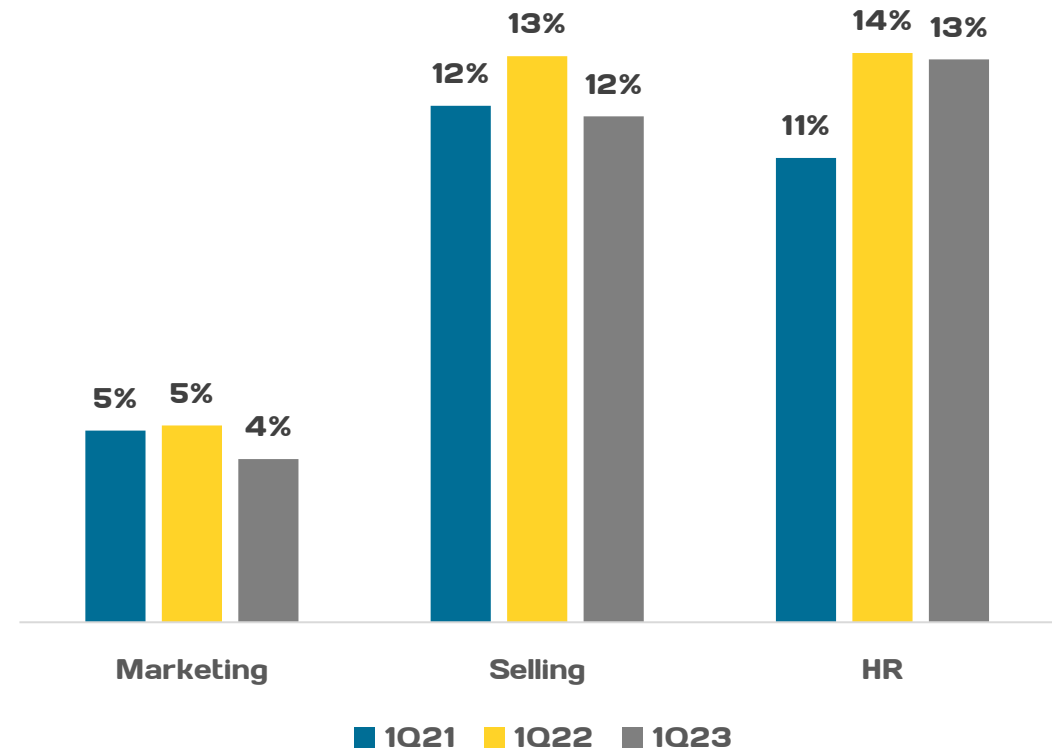


# In addition to cost control measures lead to expenses normalization, minimizing the y-o-y increase and a lower % of revenue

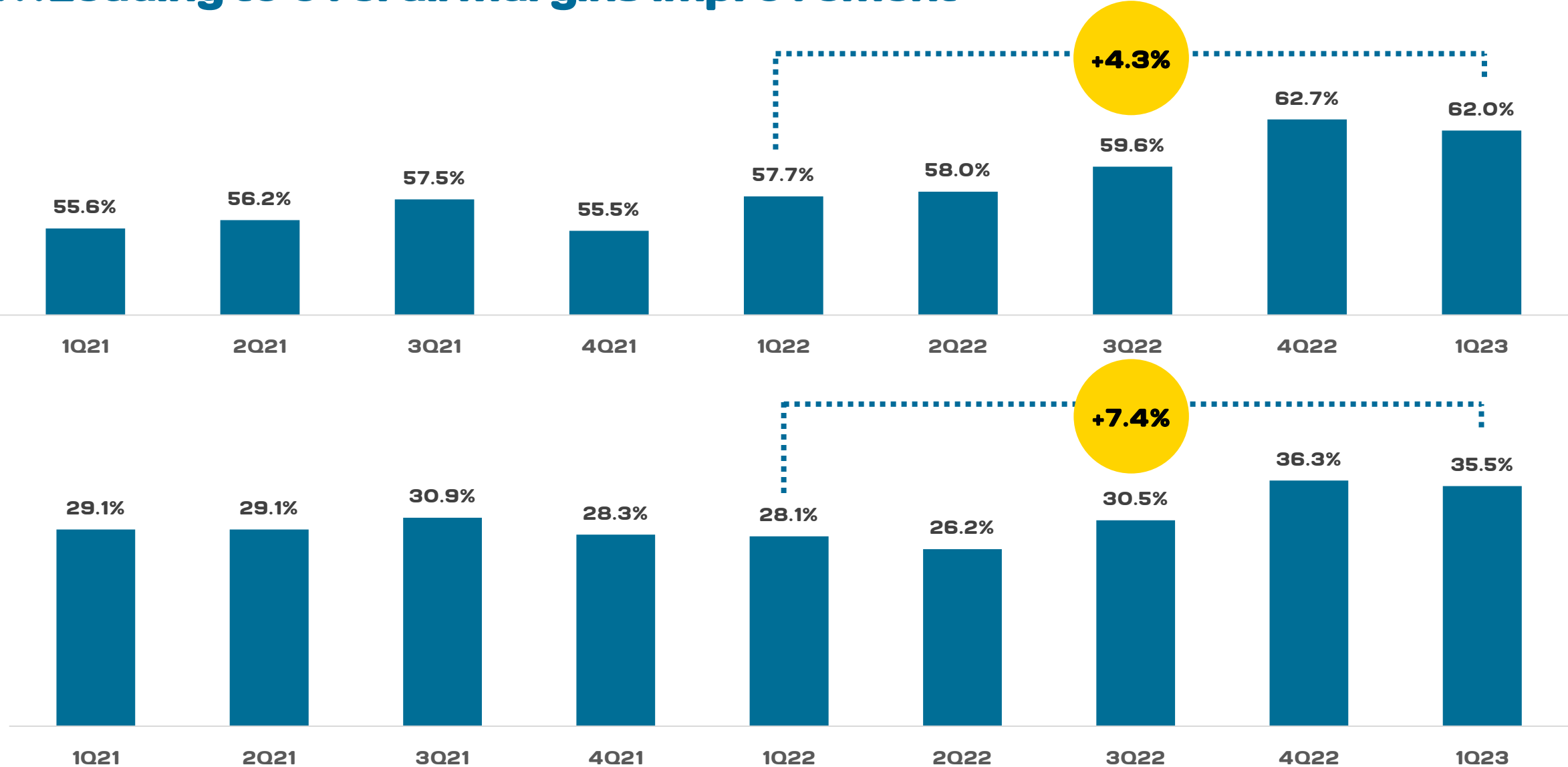
y-o-y expenses increase



Expense items as % of revenue



# ...Leading to overall margins improvement

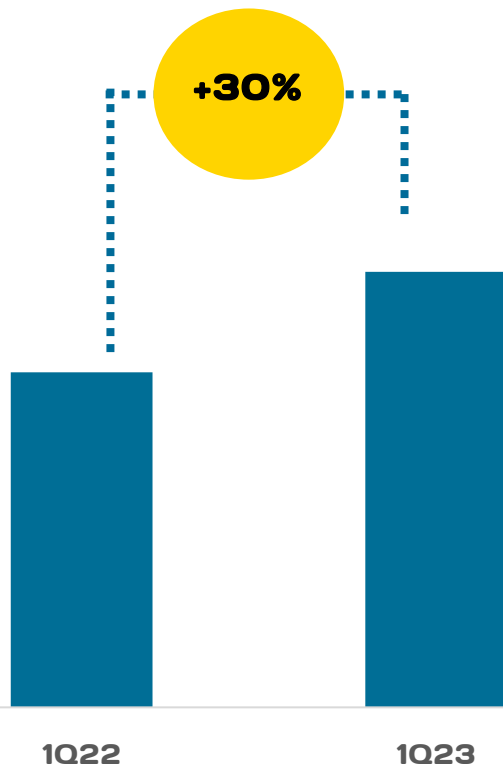


The background is a solid yellow color. Overlaid on this are several thick, white, wavy lines that flow from the top left towards the bottom right. These lines are composed of many thin, parallel white lines, creating a sense of motion and depth. The lines curve and loop, with one large loop on the right side of the page.

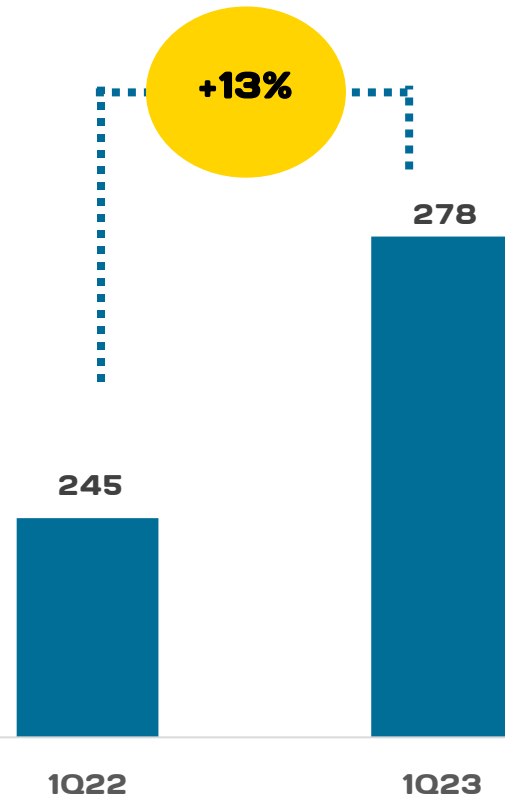
# **Dive into FY 1Q23 figures**

# ADP achieving double digit growth, in-line with guidance

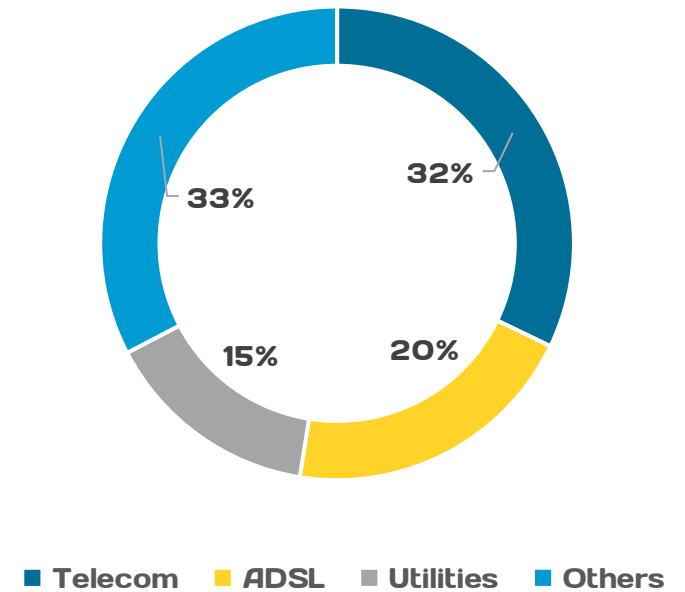
ADP throughput value



ADP revenue (EGP Mn)

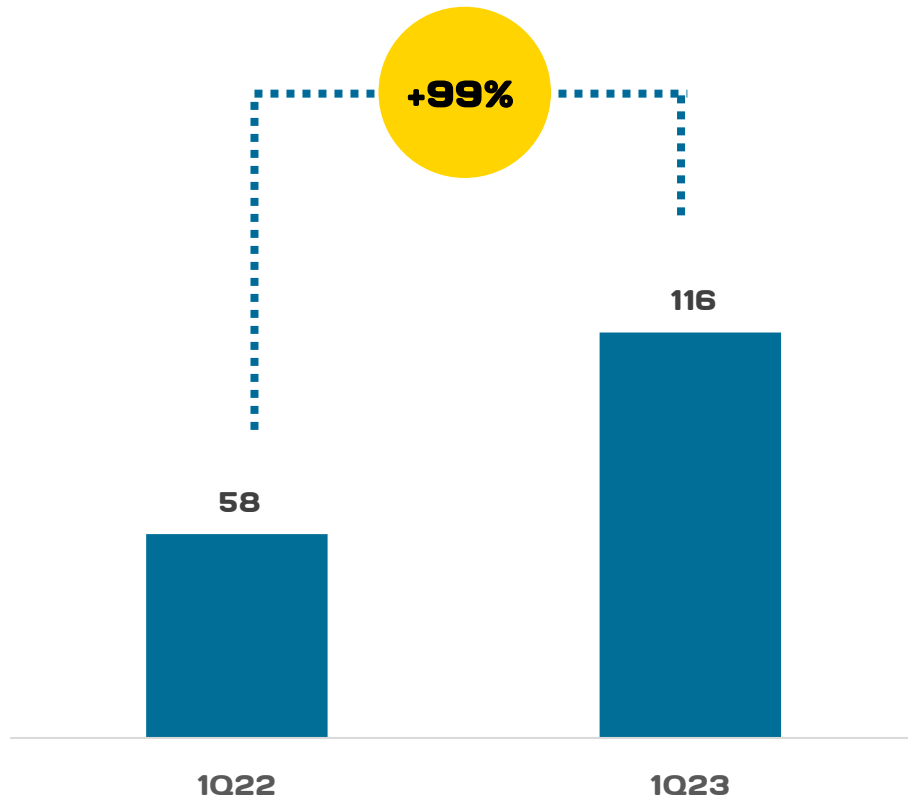


Contribution to ADP revenue growth

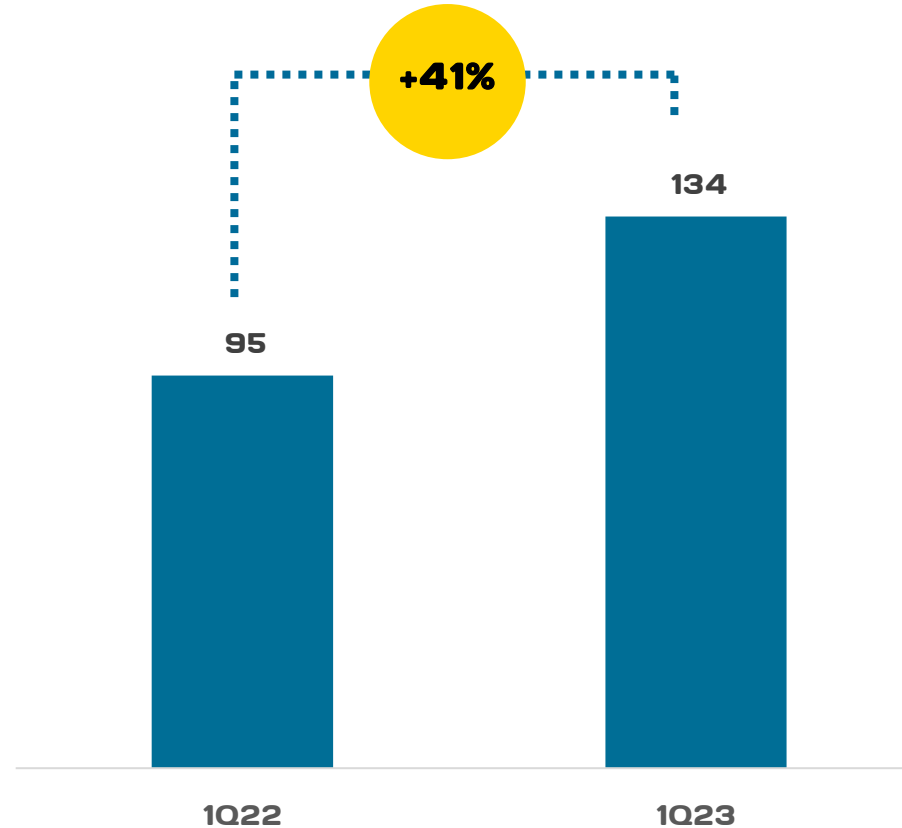


# Acceptance doubling, beating guidance of 65% y-o-y growth, while agent banking services growing by double-digit growth rates

Acceptance revenue  
(EGP Mn)

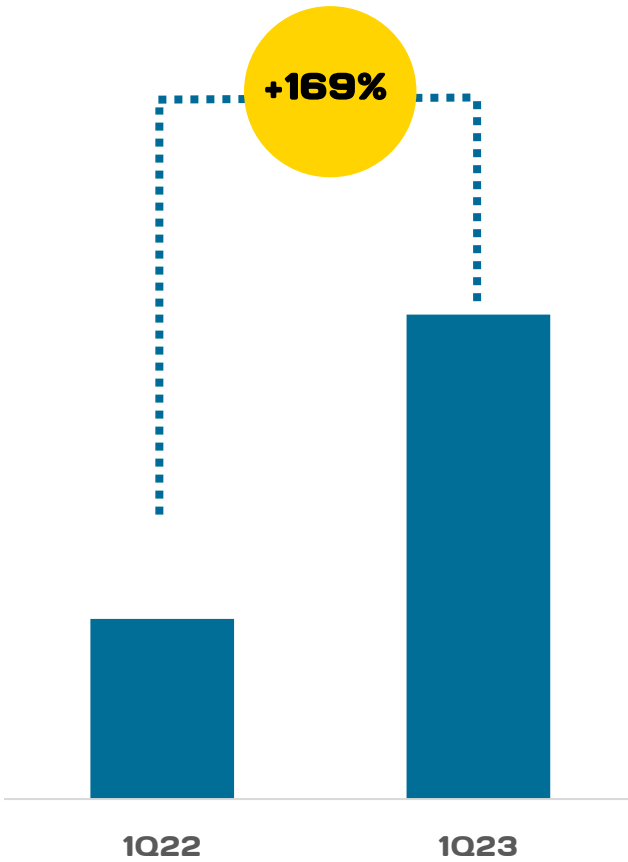


Agent Banking revenue  
(EGP Mn)

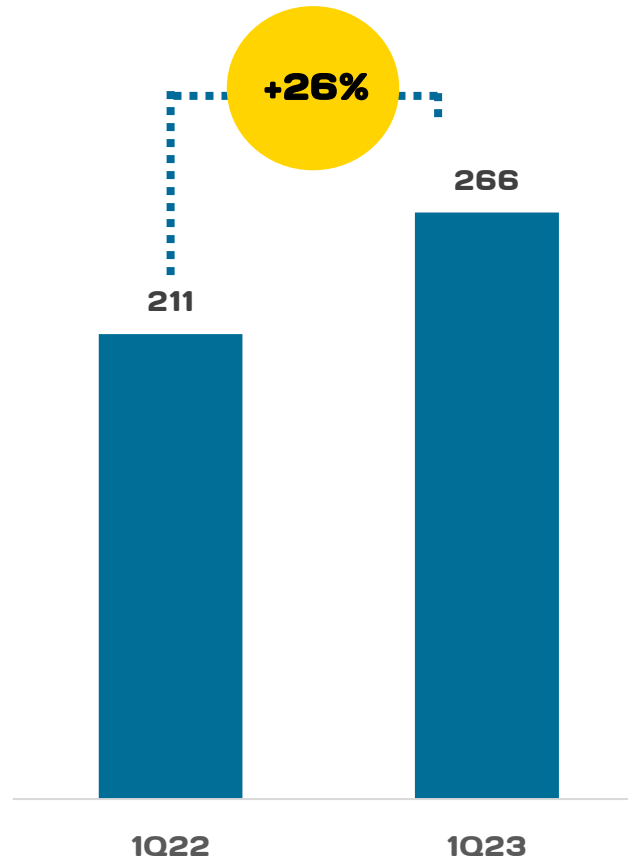


# Instore acceptance continues to grow by triple digit figures

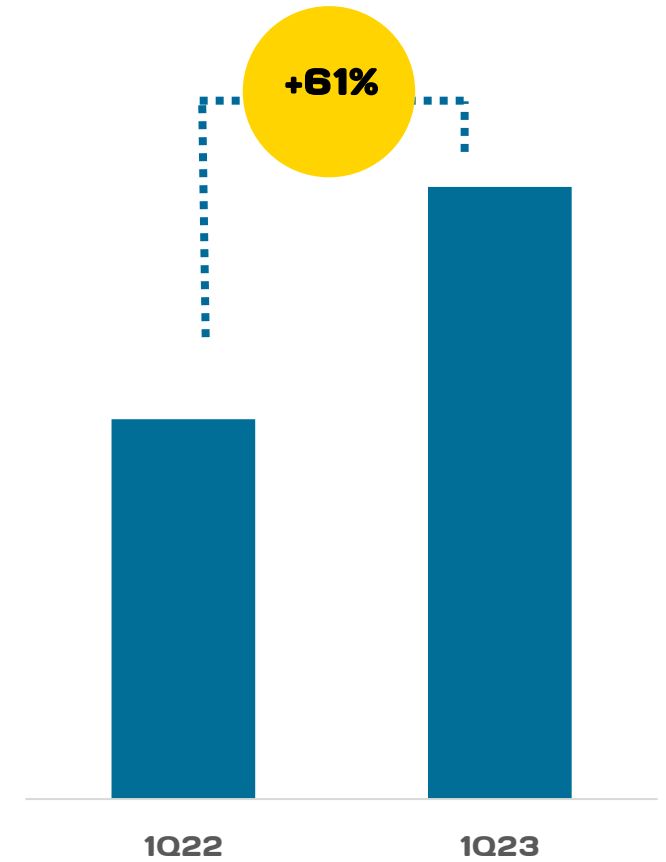
Revenue from instore  
Acceptance



Acceptance enabled POS  
(‘000)

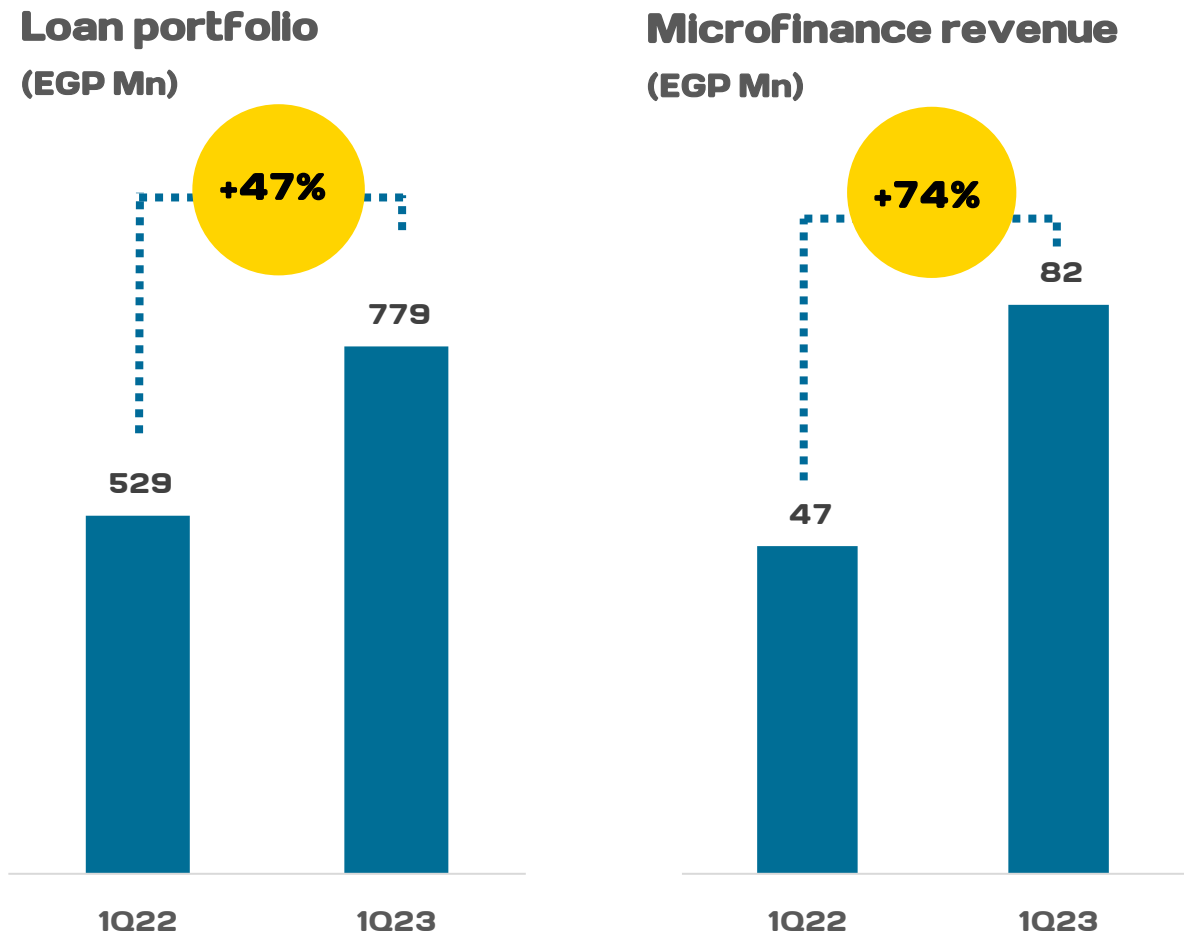


Revenue from online  
acceptance



# Microfinance: Business Developments & Earnings Highlights

- FRA raised credit limits by 10% to EGP 220k in May 2023
- Number of loans grew by 54% y-o-y
- EGP 193 Mn disbursed over 8.5 k loans in 1Q23
- Average loan portfolio per staff member increased by 25% y-o-y, showing higher efficiency
- Average number of online applications processed monthly in 1Q23 came at 4,277, 57% higher than that of 1Q22 which stood at 2,722

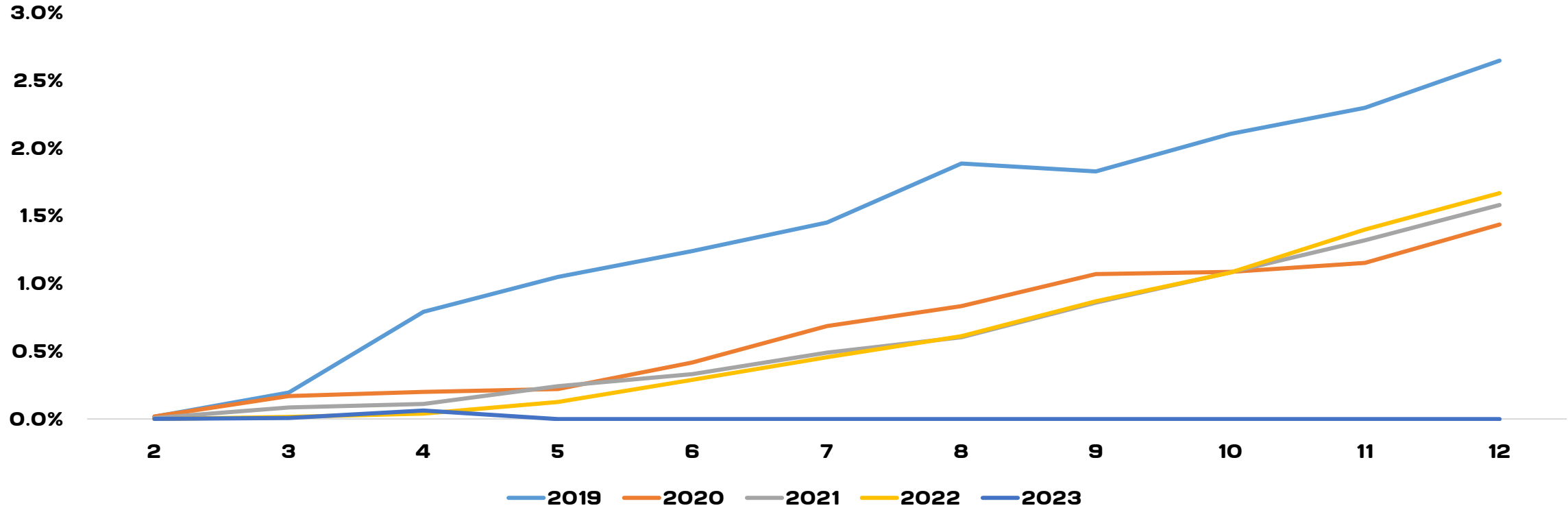




# Microfinance: Portfolio quality & Earnings Highlights

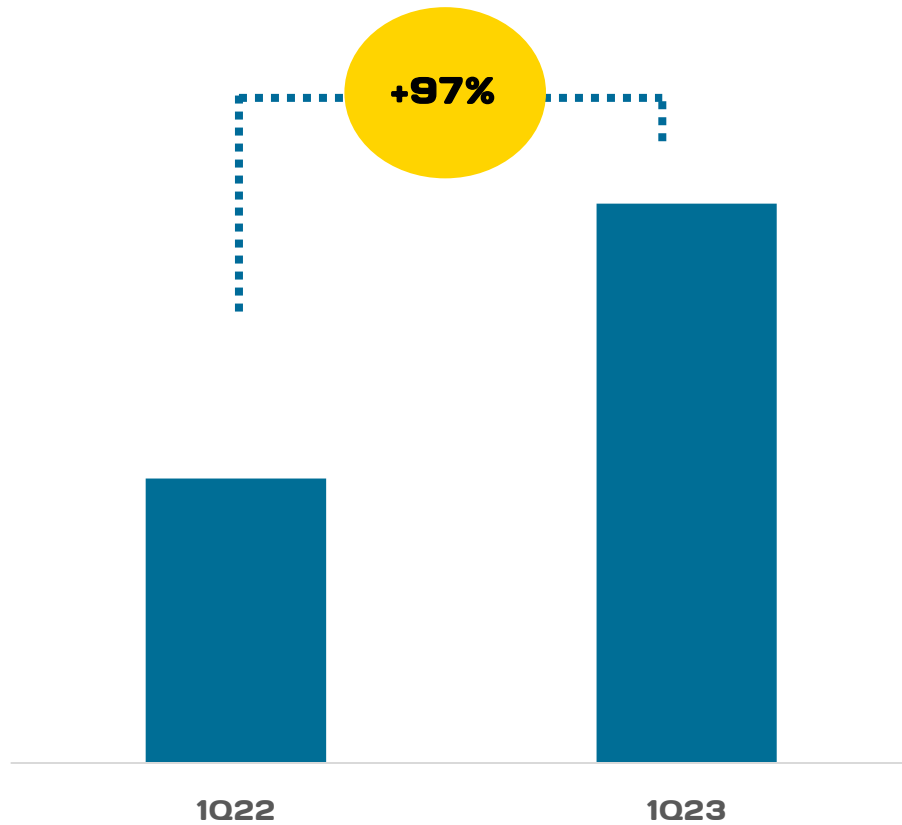
Number of months after disbursement

PAR30, % (by years)

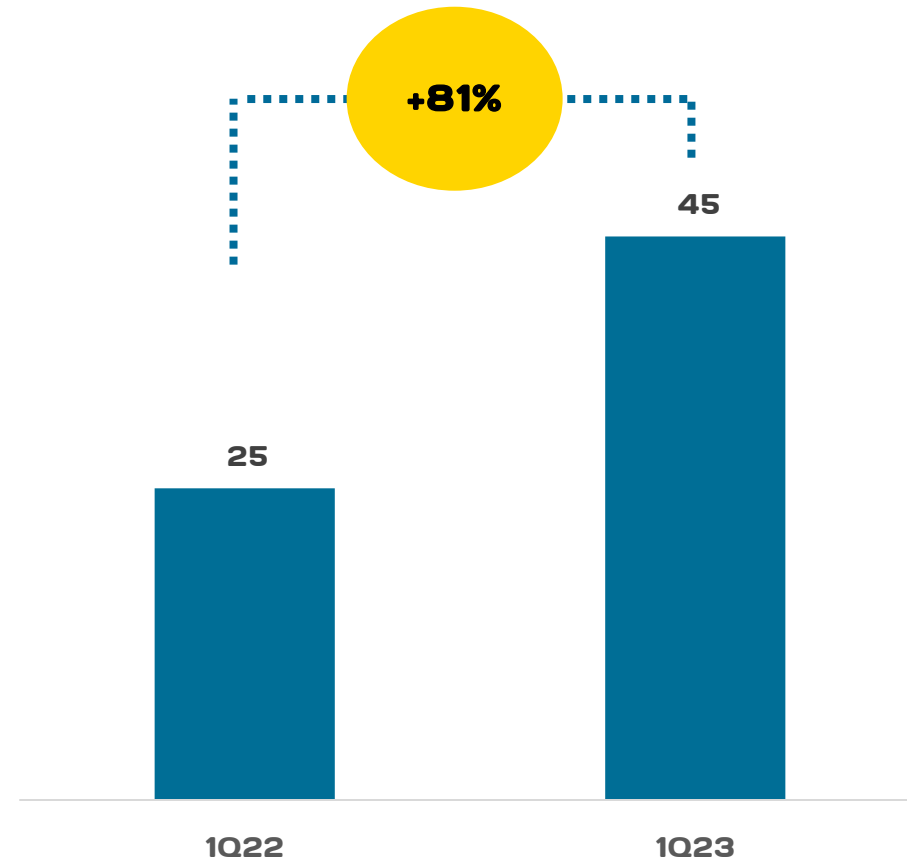


# Supply Chain revenue growing on the back of inflation

## Supply chain throughput



## Supply chain revenue (EGP Mn)

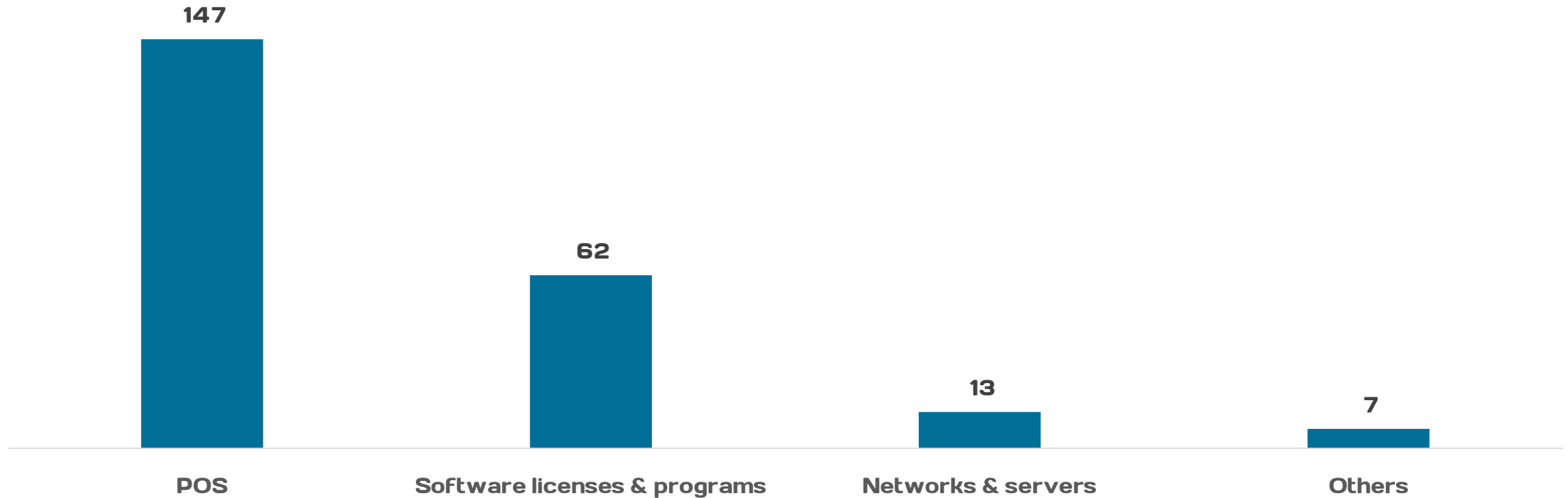


The background is a solid yellow color. Overlaid on this are several thick, white, wavy lines that flow from the top left towards the bottom right. These lines are composed of many thin, parallel white lines, creating a sense of motion and depth. The lines curve and bend, filling most of the frame.

# **Capex Investments & Digital growth**

# Investments in PoS, software license & programs continue to contribute to majority of capex

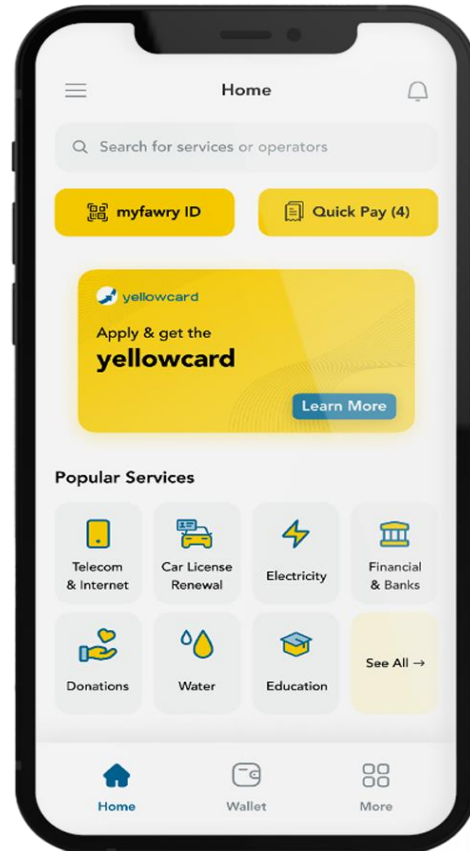
Capex in 1Q23, including PUC



# Financial inclusion lies at the center of the company's strategy in the consumer segment

Lending business in testing phase after the launch of the myFarwy prepaid card that took place in 1Q23

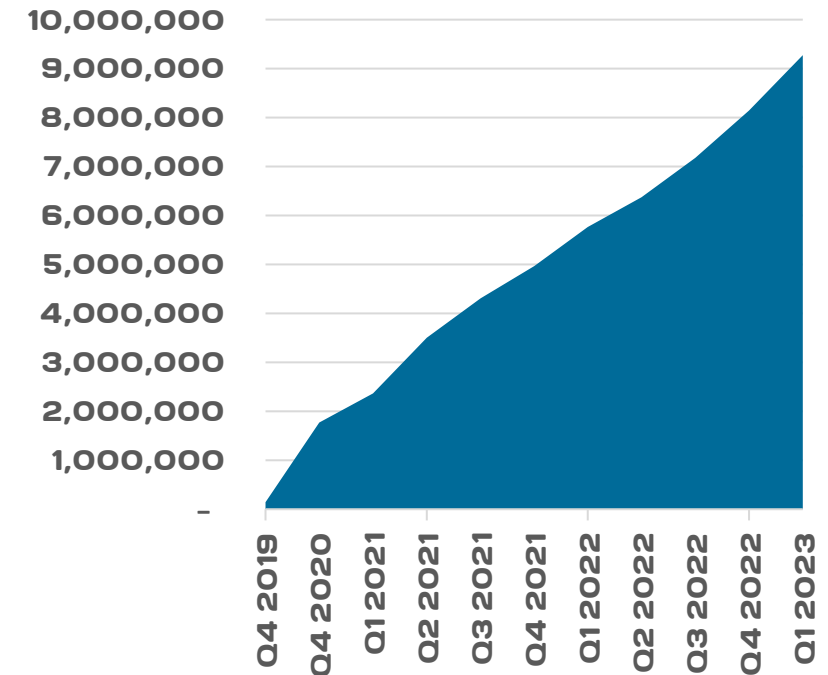
Fawry on course to offer all financial services on the app by 3Q23, offering consumers payments, P2P, lending, loyalty, savings & investments, and insurance products



**4.2** EGP Bn  
Annualized Mar 23  
throughput  
Up c. 78% y-o-y

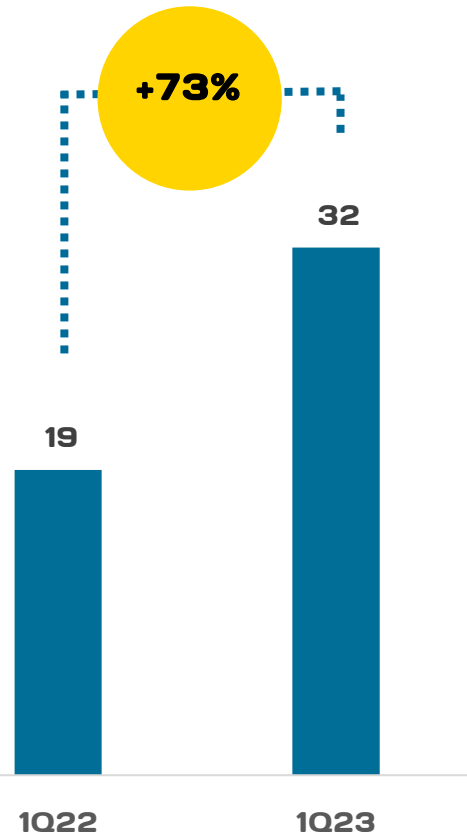
c. **9.3** Mn  
Downloads since  
June 2019  
Up 61% y-o-y

myFawry cumulative downloads

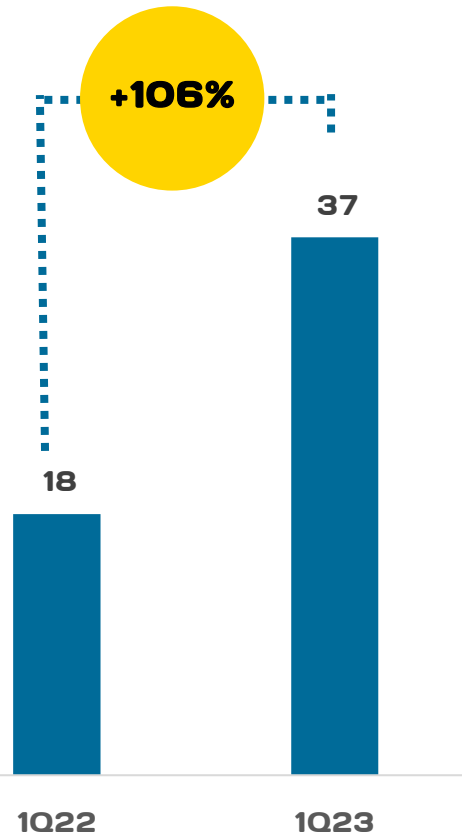


# Growing digital transactions activity

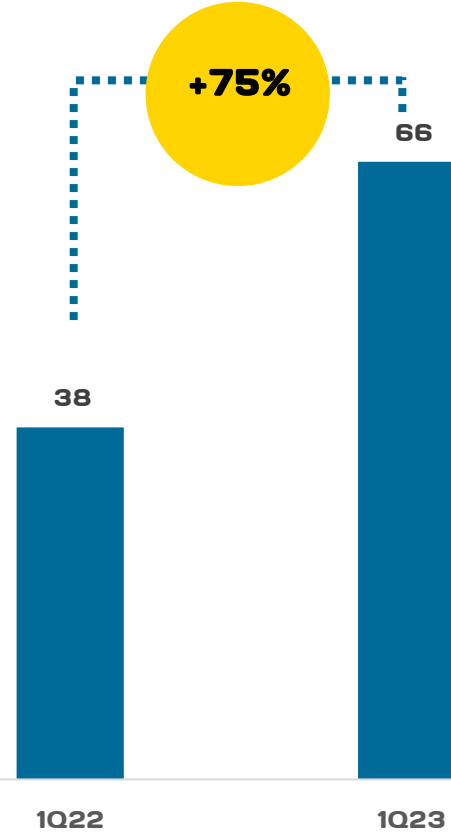
Mobile Wallet<sup>1</sup> Transactions  
(Mn)



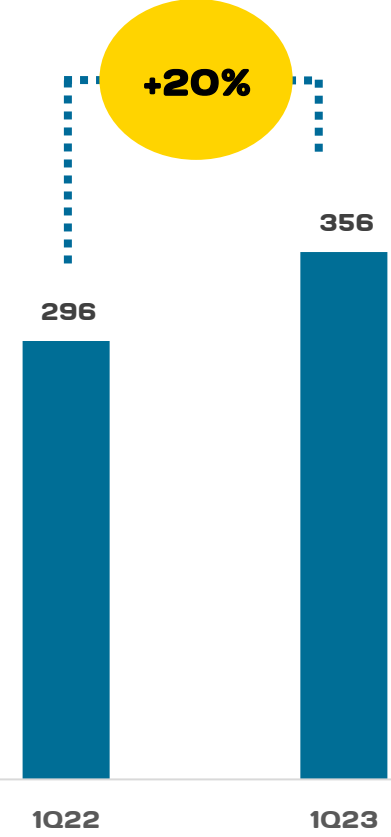
Mobile Wallet<sup>1</sup> Processed Value  
(EGP Bn)



Total digital<sup>2</sup> Transactions  
(Mn)



Total Transactions  
(Mn)



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

<sup>2</sup> These figures reflect mobile wallet, myFawry, Banking and acceptance transactions



**Q&A**

