



# **3Q 2024 Earnings Call**

**November 21, 2024**

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# AGENDA

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**3Q 2024 Operating & financial results**

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**Dive into 3Q 2024 payments business figures**

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**Dive into 3Q 2024 financial services figures**

04

**Digital growth**



**3Q 2024**

**Operating & Financial**

**Results Highlights**

# Record breaking results for 3Q 2024

## 77%

Y-o-Y revenue growth for 3Q24, highest since 2015

## 51.9%

EBITDA margin for 3Q24, the highest in company's history

## 30.9%

Net income margin for 3Q24, the highest in company's history

- Revenue growth came at 77% y-o-y, the highest the company has witnessed since 2015
- Acceptance business throughput more than doubled to reach EGP 46.8 billion in 3Q24
- BNPL loan portfolio reached EGP 653 mn by end of 30 September 2024 after reaching EGP 1bn in disbursements, while MSME loan portfolio reached EGP 1.7 bn
- GP followed the revenue performance and grew by 84% y-o-y, with GP margin reaching 66.3%, the highest GP margin ever reached
- EBITDA more than doubled, with EBITDA margin for 3Q24 reaching 51.9%, also the highest EBITDA margin recorded since company's inception, including quarters with one-off gains
- Net income for 3Q24 came more than double that of 3Q23, while Net income margin coming at 30.9%

# Operational KPIs achieved double digits growth



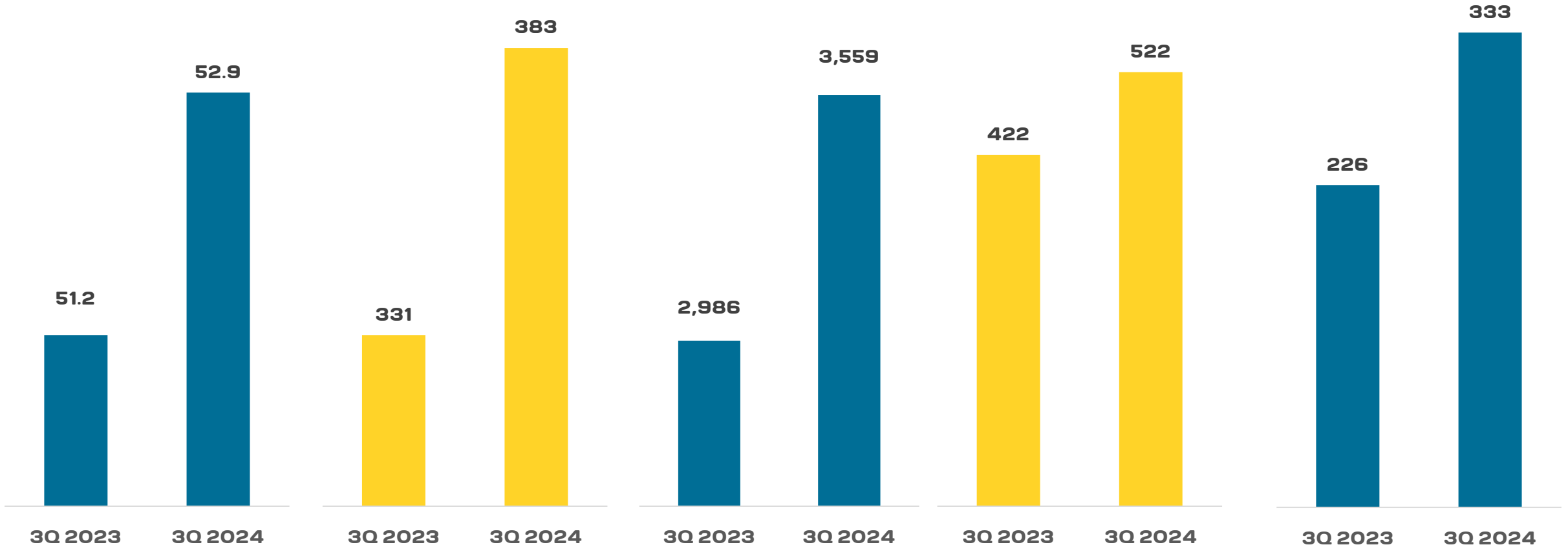
Active Network  
Customers +3% (mn)

Total POS +16%  
(000s)

Number of services  
+19%

Total transactions  
+24% (mn)

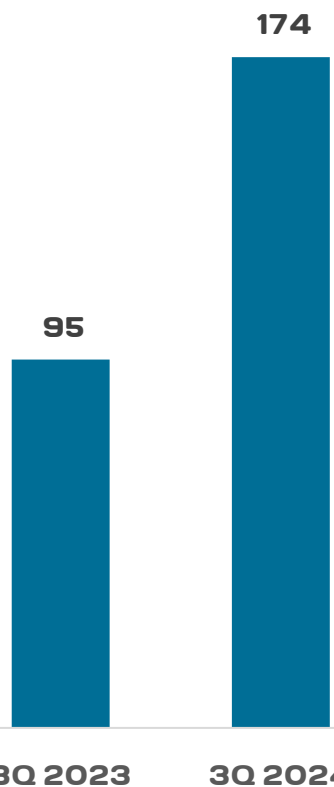
Avg transaction  
value +47% (EGP)



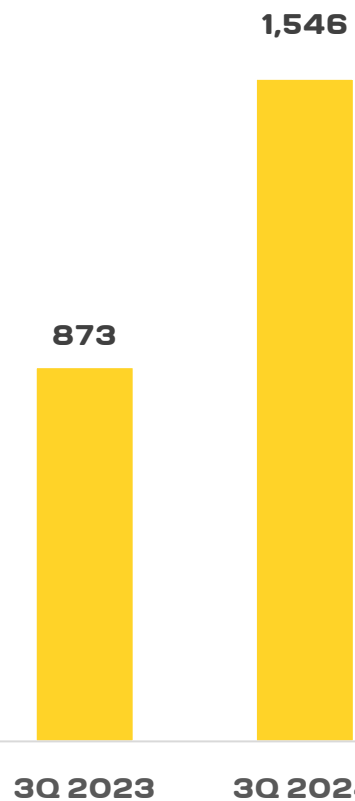
# EBITDA and Net income more than doubled, while reaching the highest margins since inception



Throughput +82%  
(EGP bn)



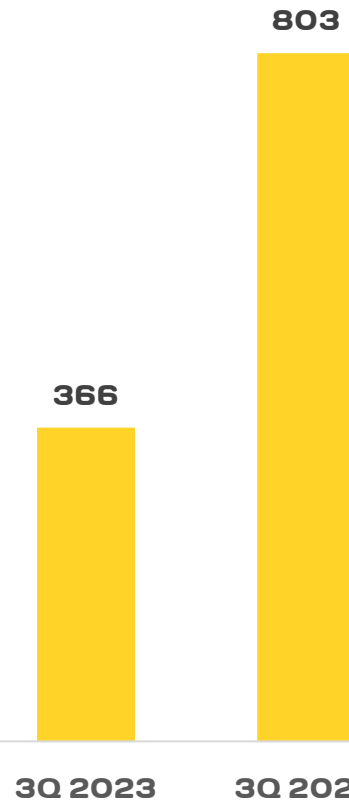
Revenue +77%  
(EGP mn)



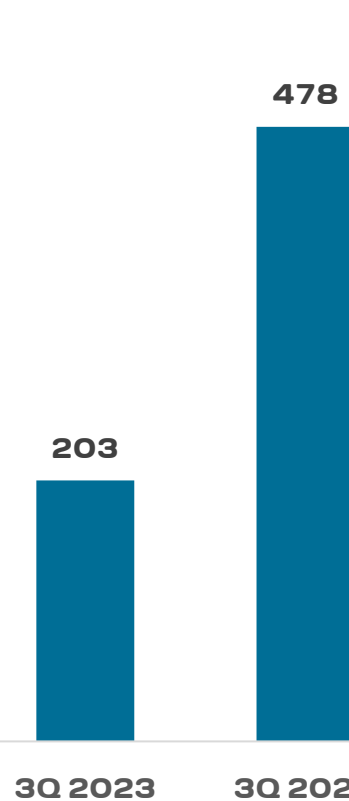
Average revenue per  
trx +34%  
(EGP)



EBITDA +119%  
(EGP mn)



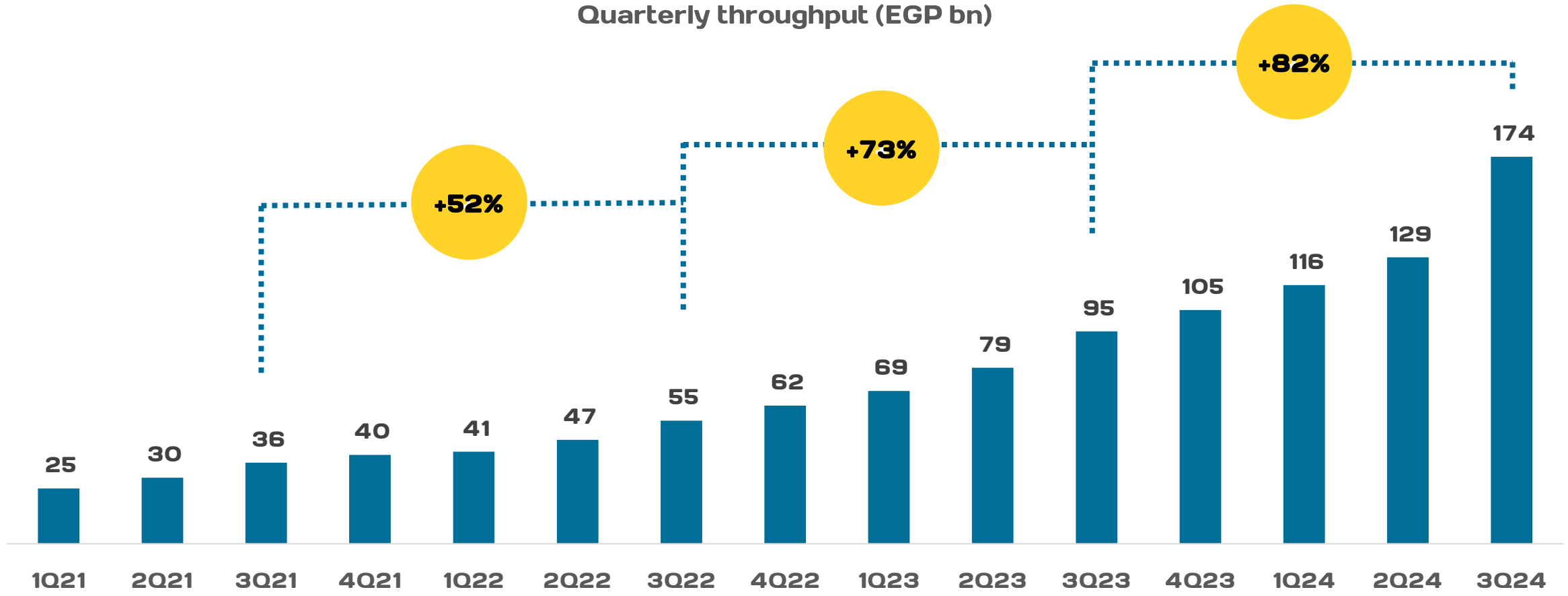
Net profit +135%  
(EGP mn)



Total revenue excluding airtime would have grown by 89% y-o-y, as airtime grew by 22% y-o-y

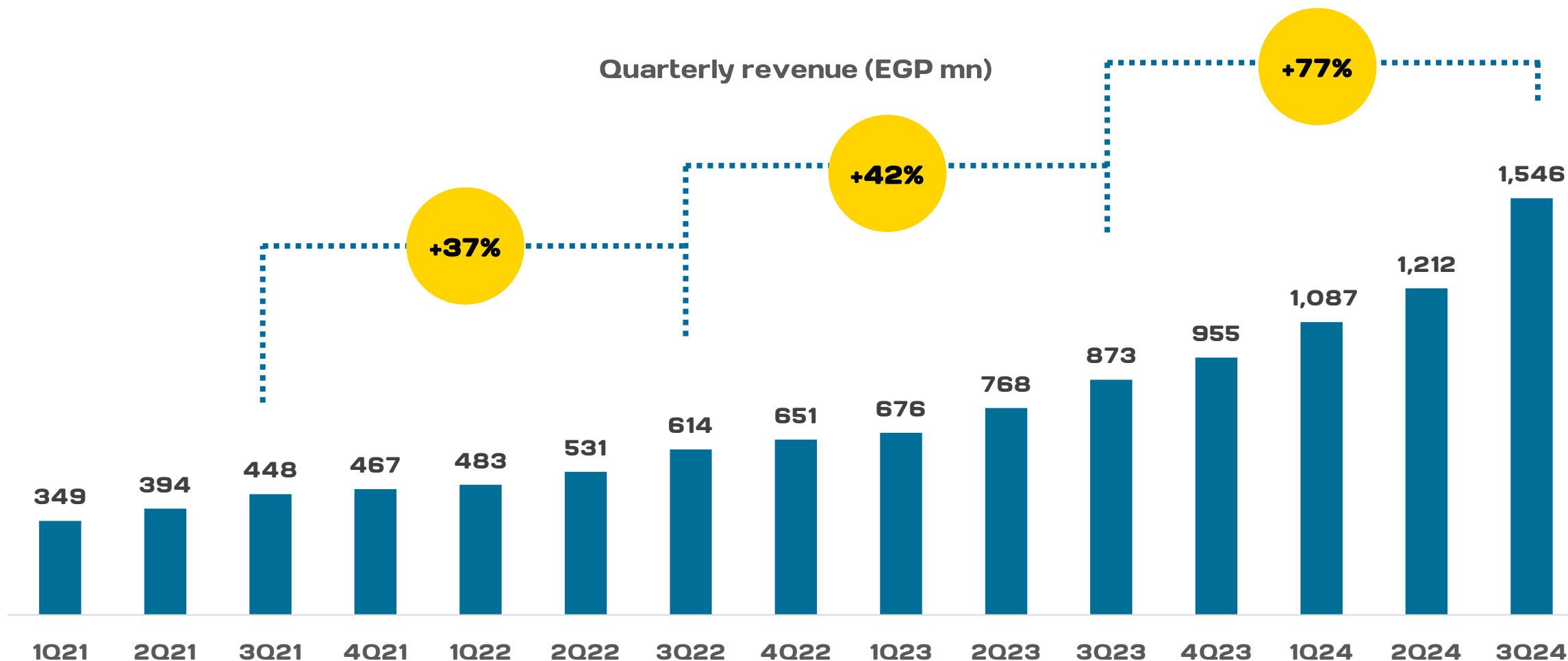
# Quarterly throughput reached EGP 174 bn, up by 82% y-o-y, highest growth rate achieved

Quarterly throughput (EGP bn)



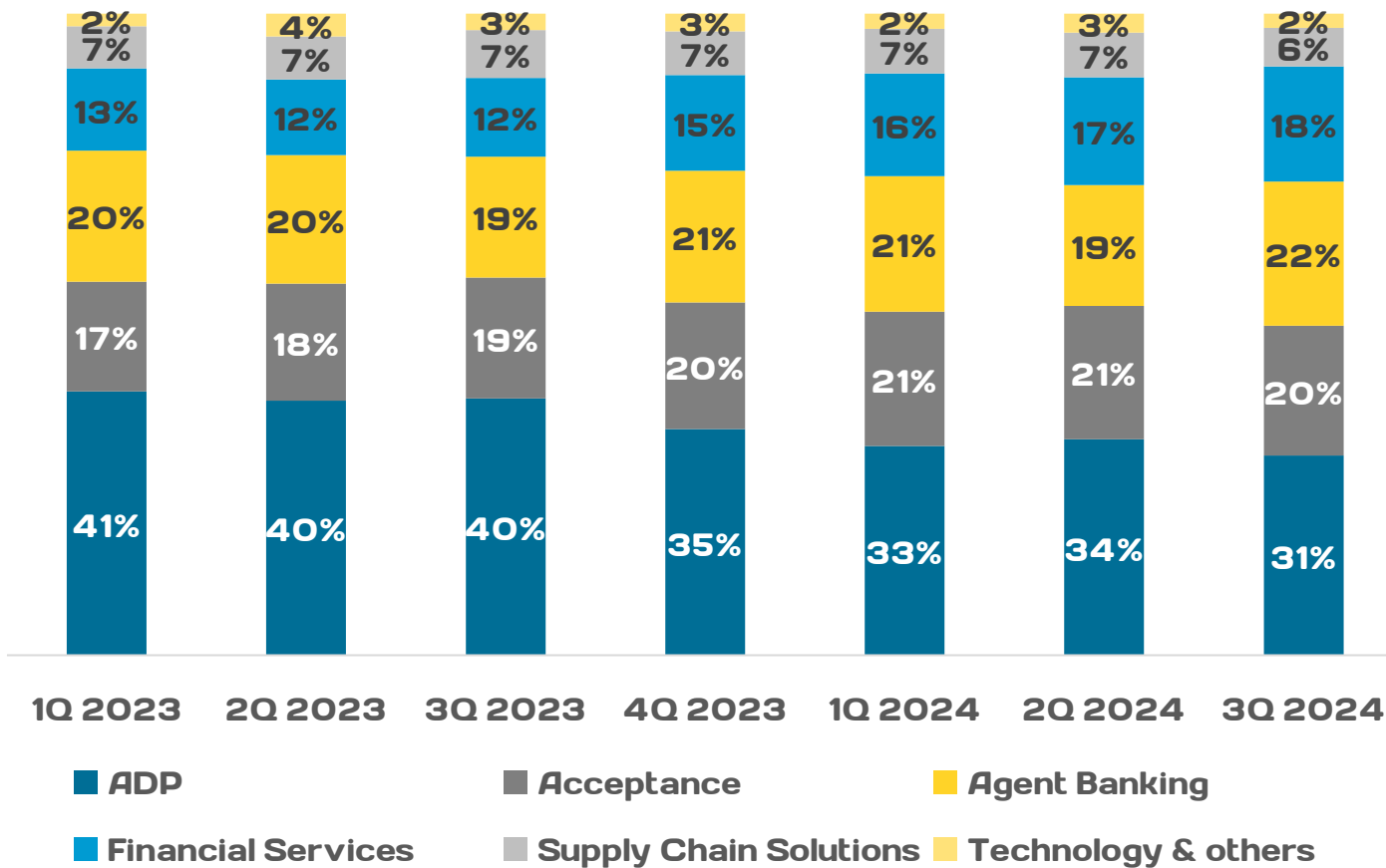


# Quarterly revenue went up by 77% y-o-y, 1.8x that of 3Q 2023 growth

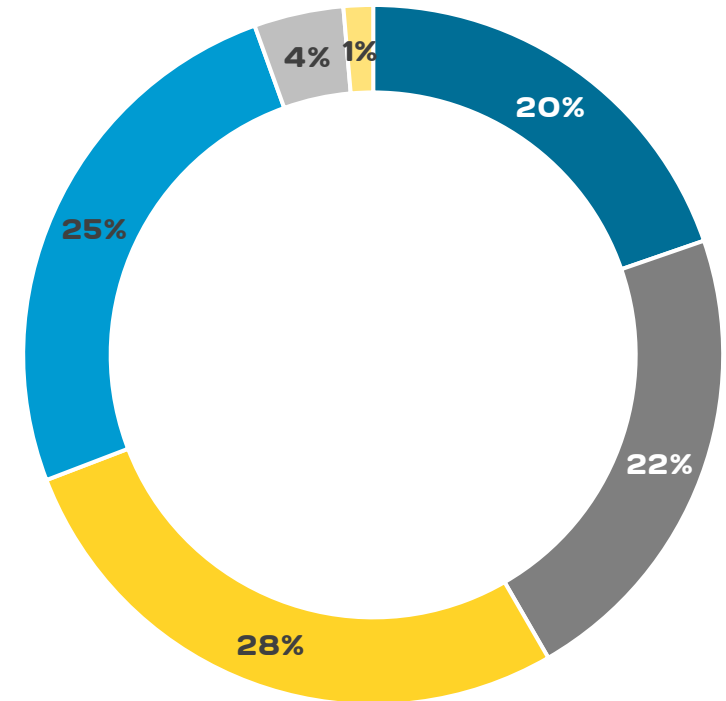


# This is achieved due to the successful revenue diversification, with Banking and financial services growing in contribution

Revenue contribution by quarter

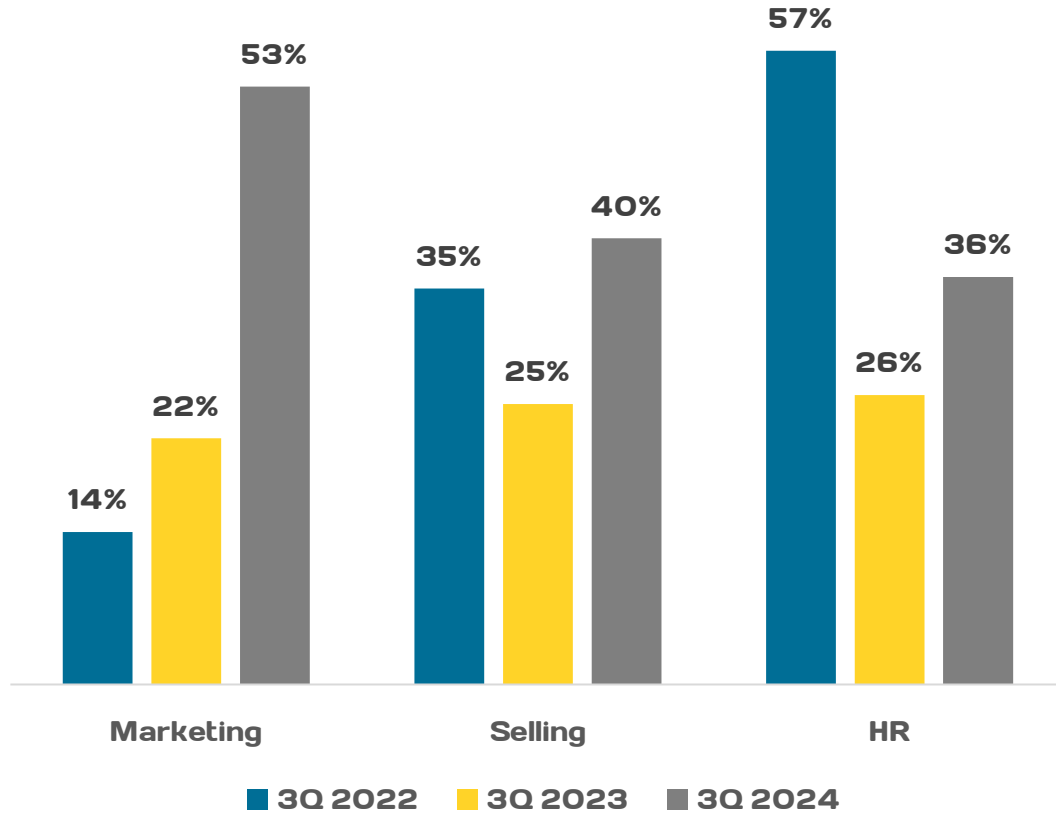


Contribution to y-o-y revenue growth for 3Q 2024

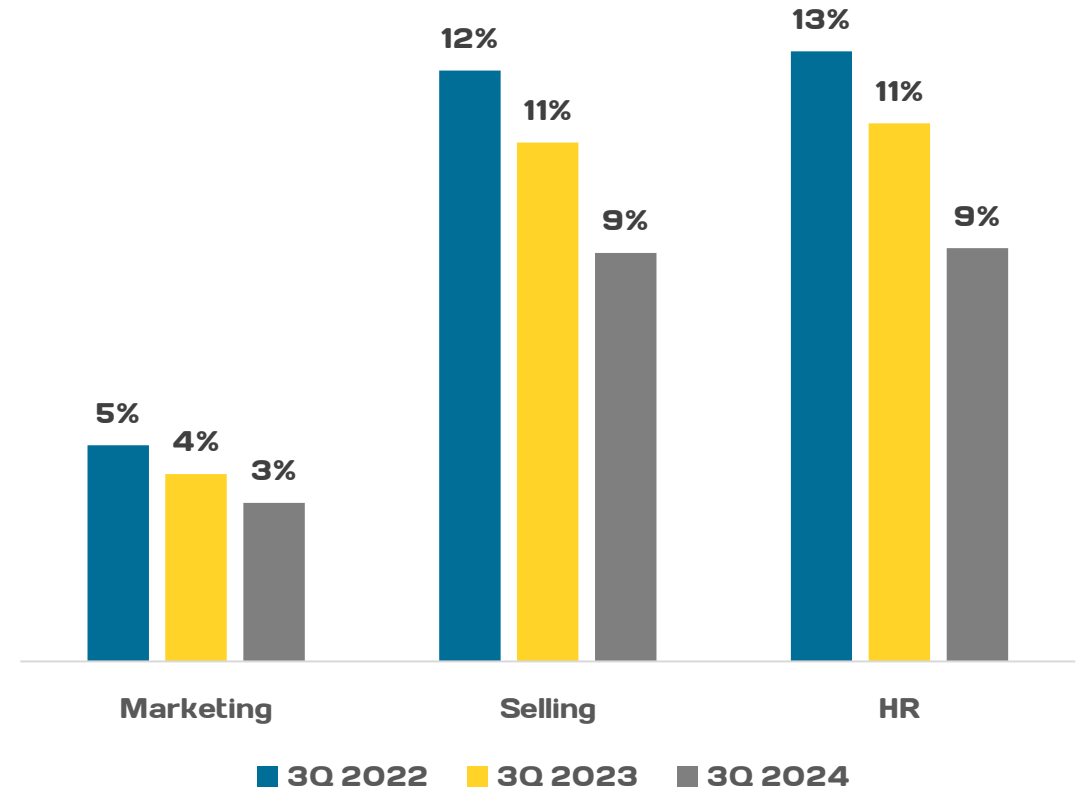


# Despite year-over-year increases, expenses declined against revenue

y-o-y expenses increase

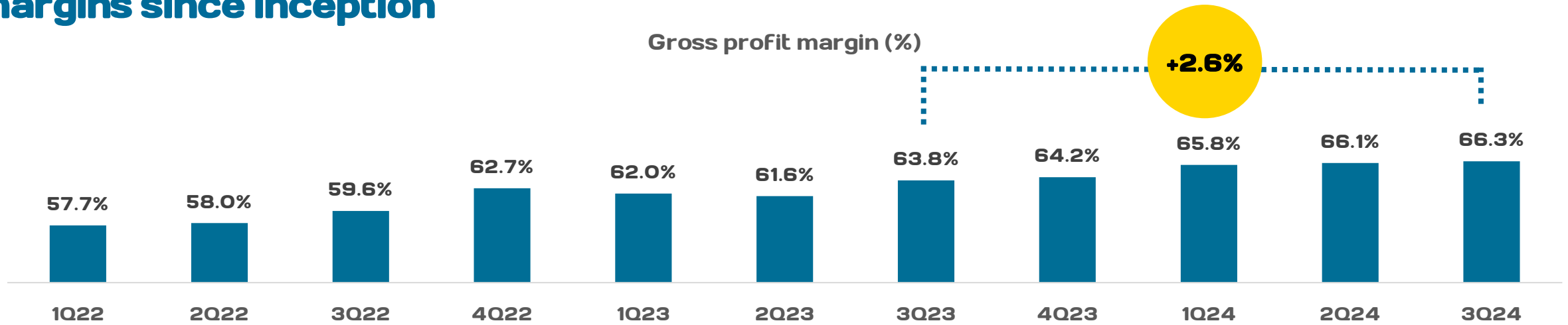


Expense item as % of revenue

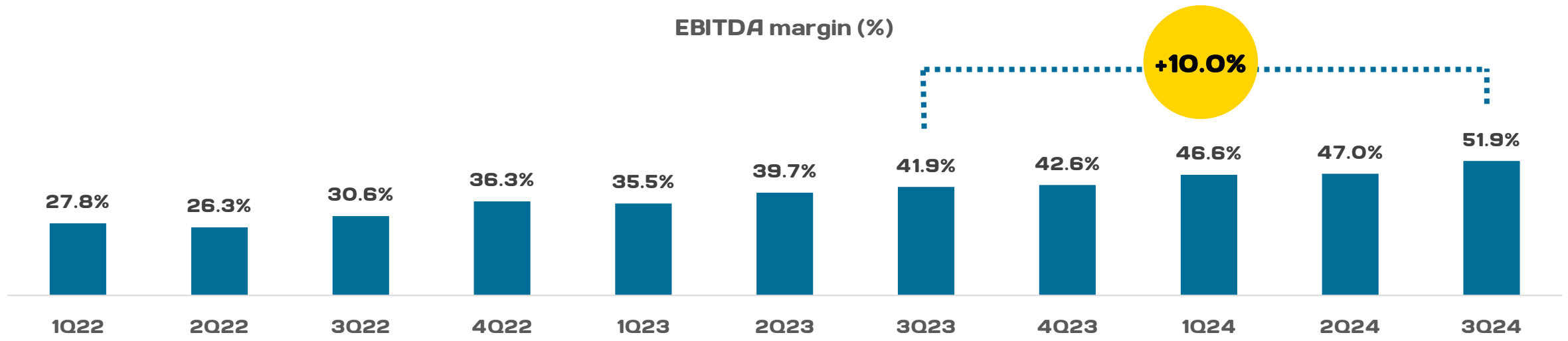


# ...Leading to overall margins improvement, reaching the highest margins since inception

Gross profit margin (%)



EBITDA margin (%)

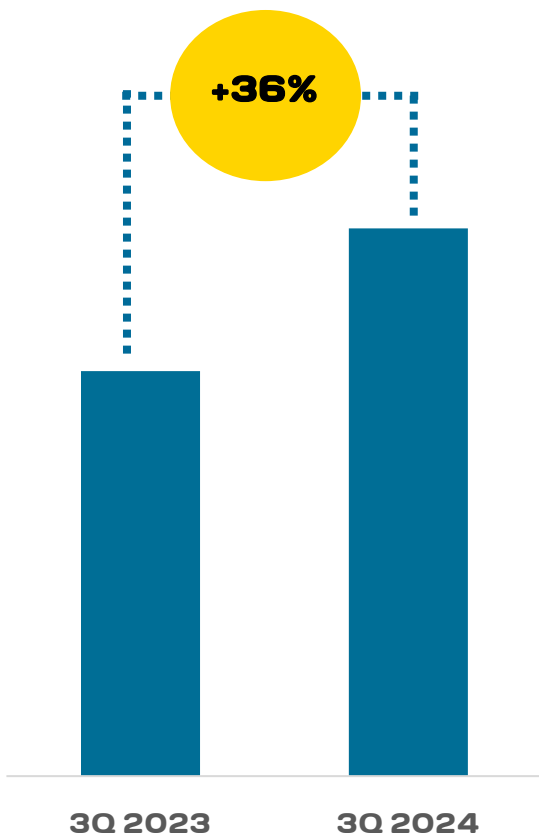




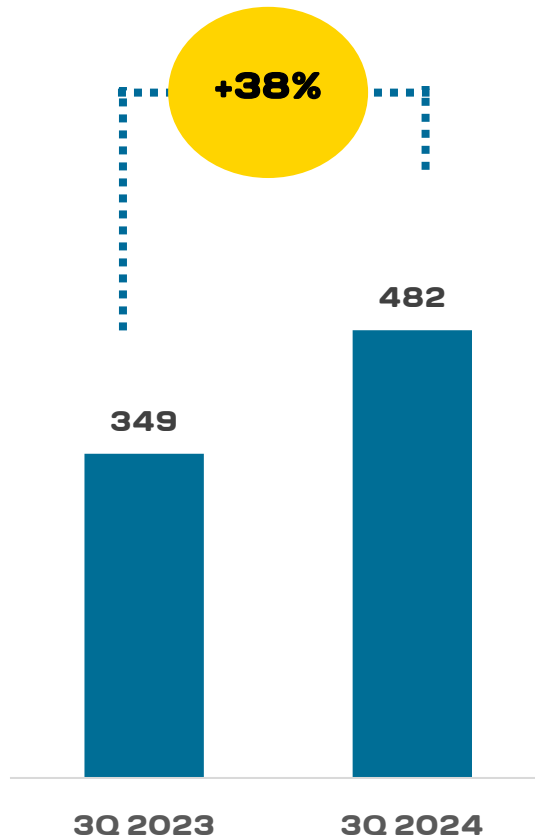
# **Dive into 3Q 2024 payments business figures**

# ADP continued to beat guidance, grew at 38% y-o-y driven by increases in utilities prices

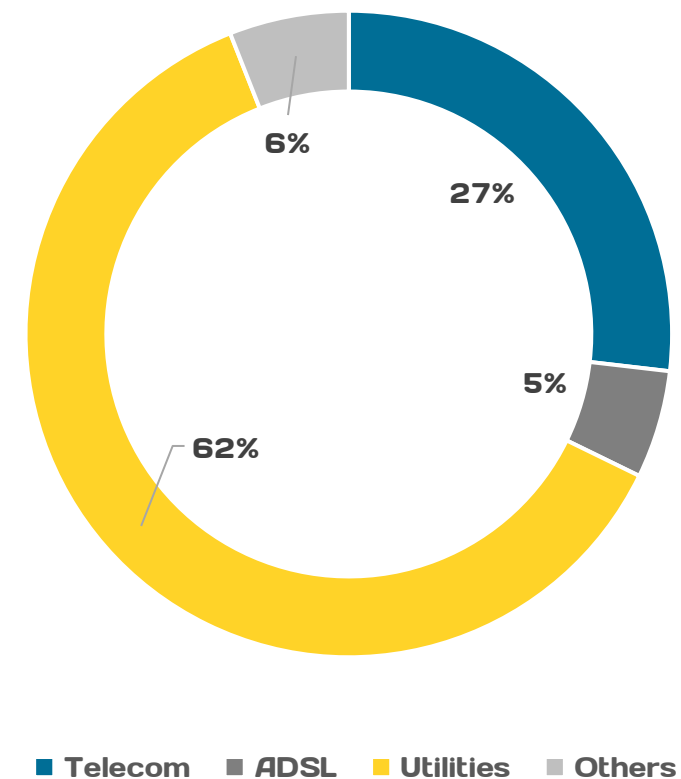
ADP throughput value



ADP revenue (EGP mn)

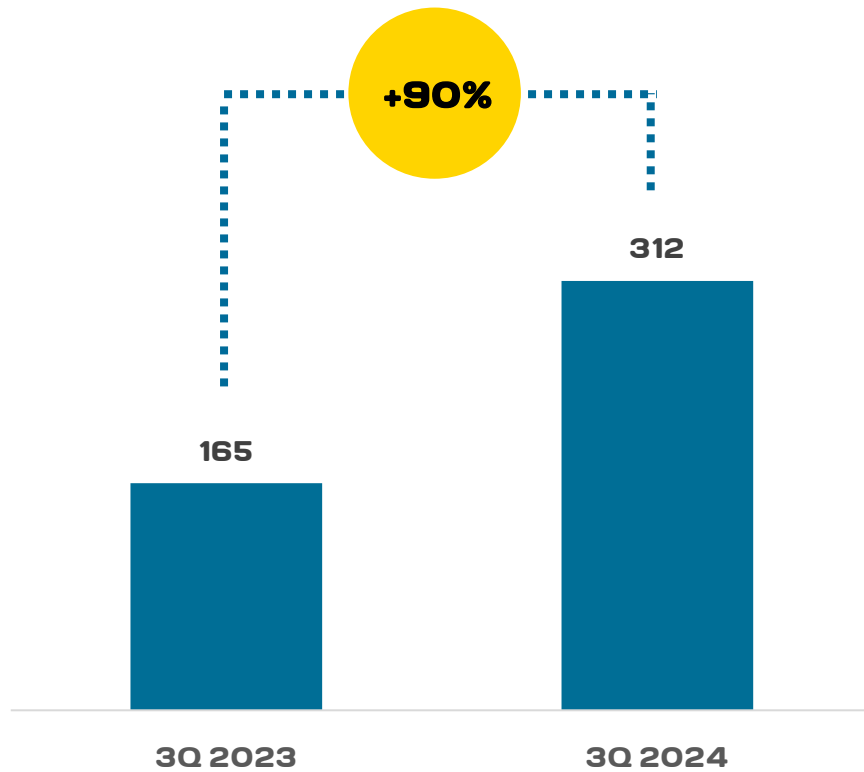


Contribution to ADP revenue growth

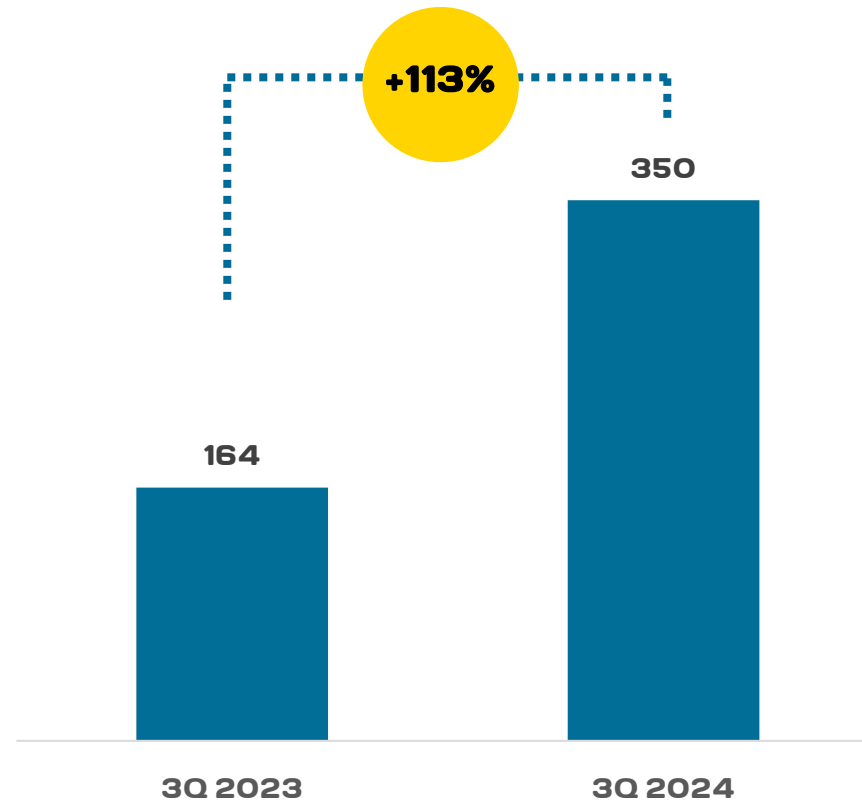


# Agent Banking more than doubled, with acceptance almost reaching double figures

Acceptance revenue (EGP mn)



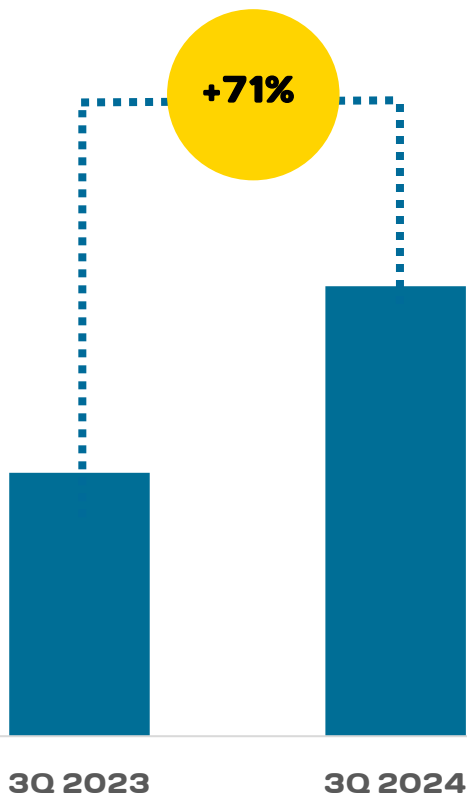
Agent Banking revenue (EGP mn)



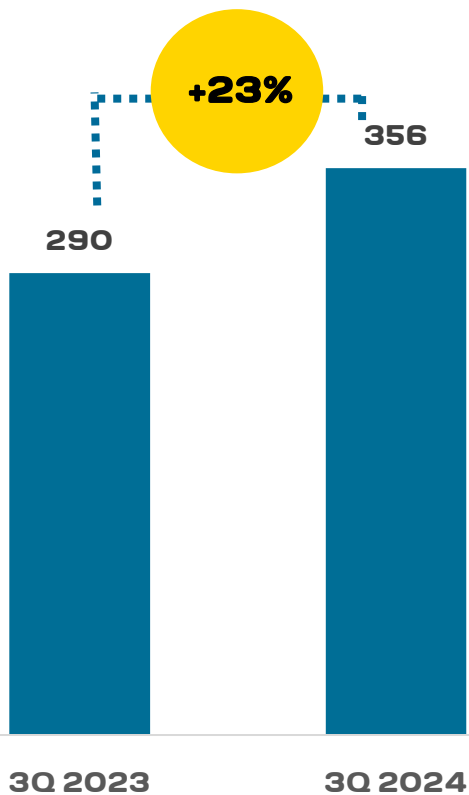
# Both acceptance revenue segments achieved growth, with higher acceptance throughput per POS and online payments



Revenue from instore acceptance



Acceptance enabled POS (000s)



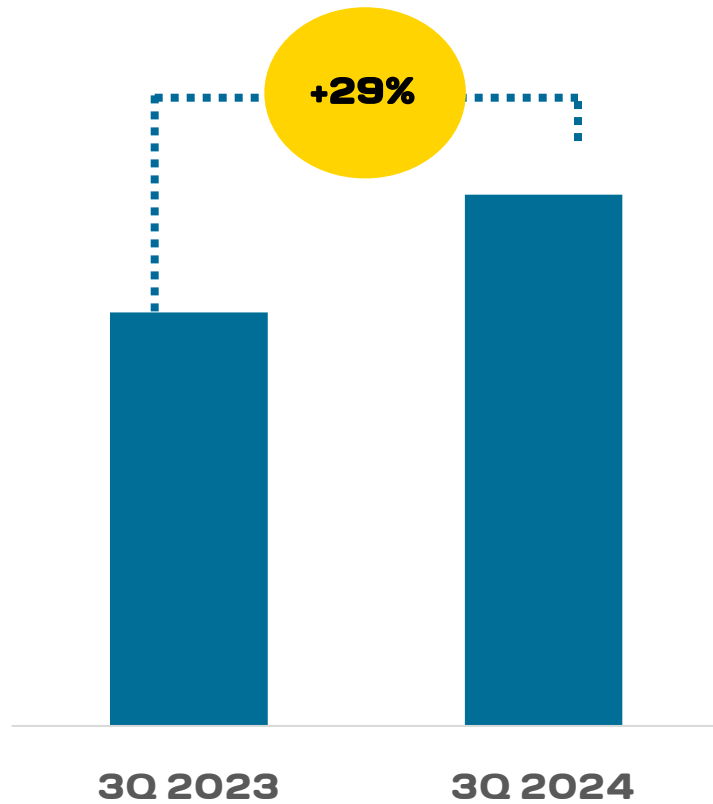
Revenue from online acceptance



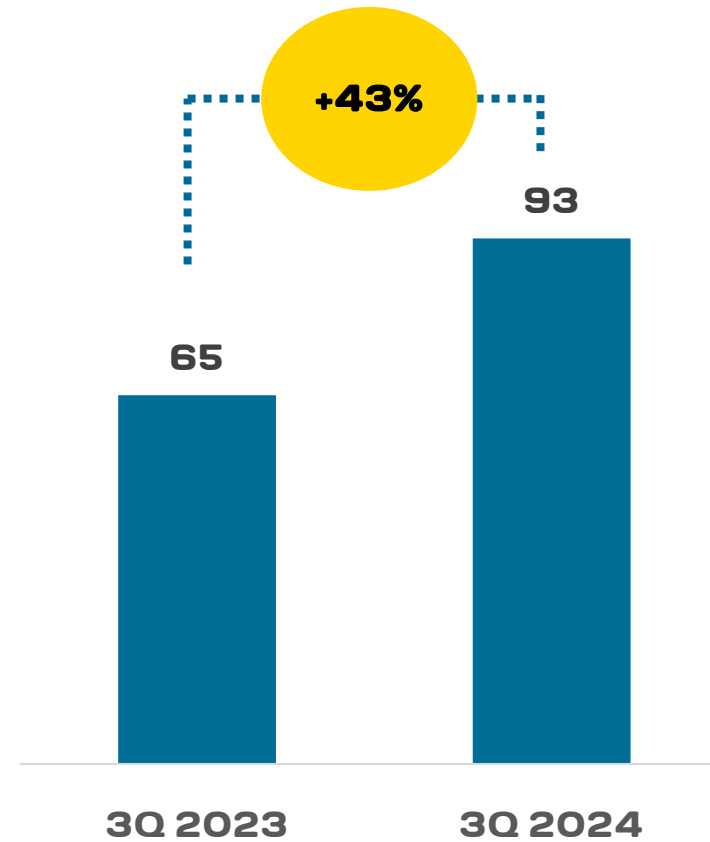


# Supply Chain revenue grew on the back of inflation and increase in adoption

Supply chain throughput



Supply chain revenue (EGPmn)



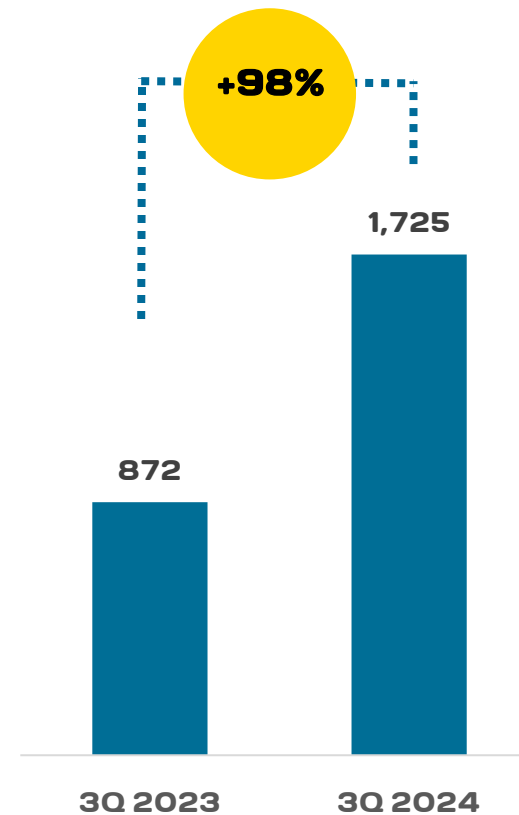


# **Dive into 3Q 2024 financial services figures**

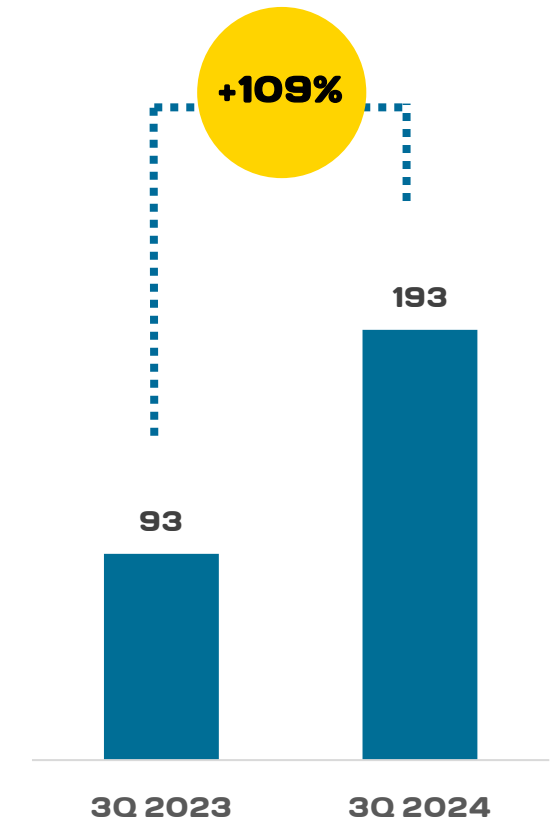
# MSME lending loan portfolio doubled, despite challenging macro economic developments

- Number of MSME loans granted in 3Q24 reached 15.2k, up by 58% y-o-y
- Disbursements for MSME loans for 3Q24 reached EGP 812mn up by 146% from EGP 330mn in 3Q23
- Outstanding MSME gross loan portfolio reached EGP 1.73 bn, up by 98% y-o-y
- Average loan portfolio per staff member increased by 110% y-o-y, showing higher efficiency
- Average number of monthly processed online applications in 3Q24 came at 8.1k, 21% higher than that of 3Q23 which stood at 6.7k
- The company successfully launched **AI Note Financing/BNPL for Business** in 1Q24, achieving significant traction by onboarding 35k clients by end of 3Q 2024

Gross MSME loan portfolio (EGP mn)



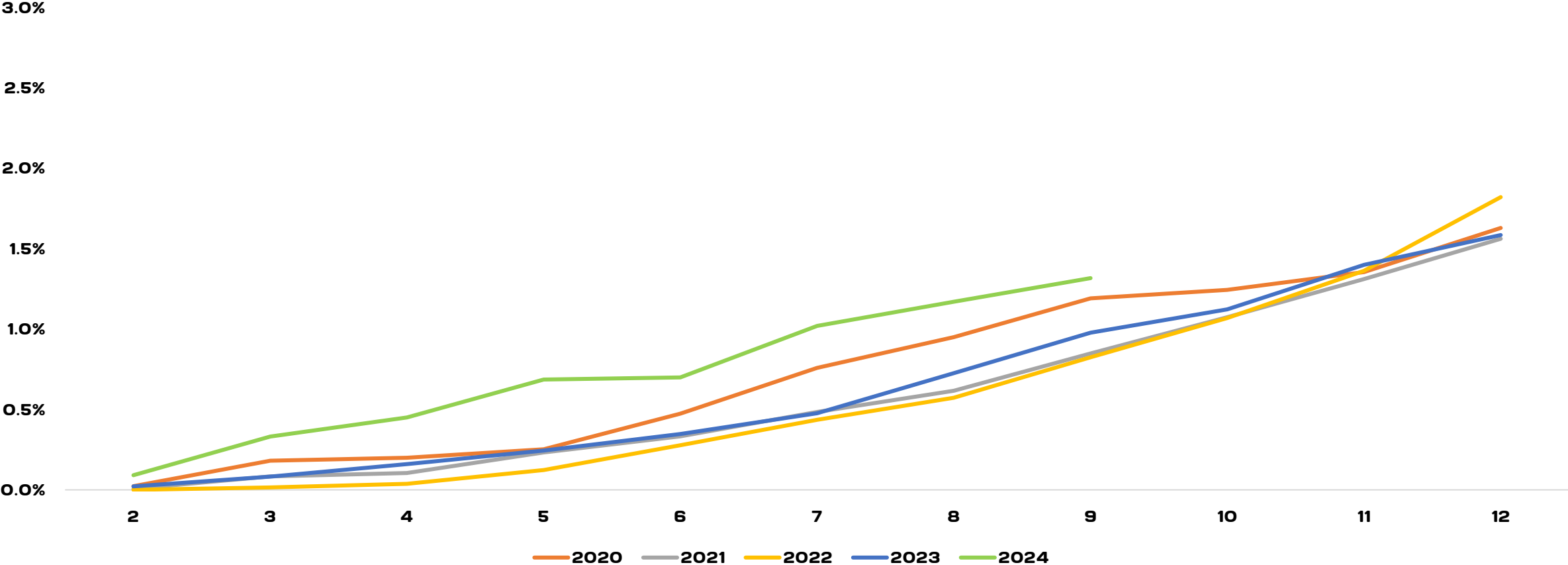
MSME lending revenue (EGP mn)



# ...all while maintaining loan portfolio quality, PAR 30 still below 2%



PAR30, % (avg by years)

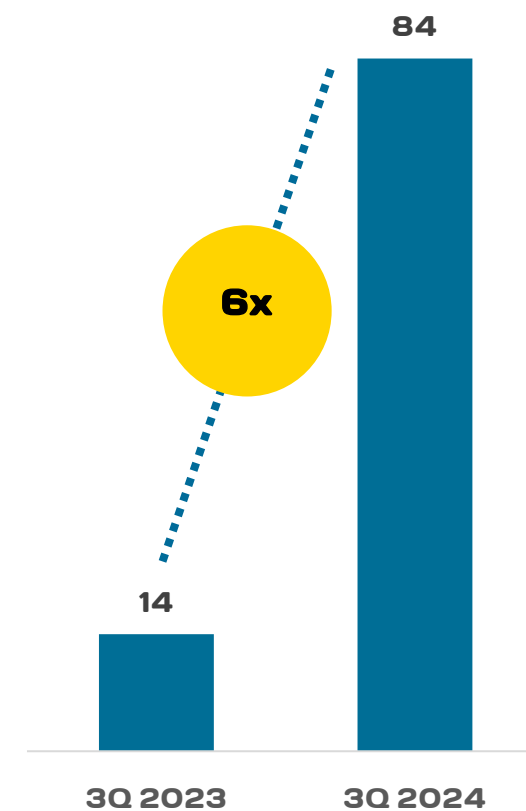


# Other financial services revenue continued its growth trajectory, fueled by BNPL and Insurance Brokerage business



- Consumer finance (BNPL) gross loan portfolio reached 653mn by end of 3Q24
- Total spend by end of Q3 reached EGP 945mn in 2024 and EGP 1.17bn since inception
- Average tenure for BNPL transactions is 6 months as of end 3Q24
- The average value per transaction came at EGP 2.1k for 3Q24, with an average of 5.1x transactions per customer monthly
- In 3Q24, collection efficiency in the first month reached 96%, 98% after month 2 and 99% after month 3.
- Insurance brokerage policies sold reached 541k for 3Q24, with revenue growing by 80% y-o-y to EGP 9.5mn for 3Q24

Other financial services revenue (EGP mn)



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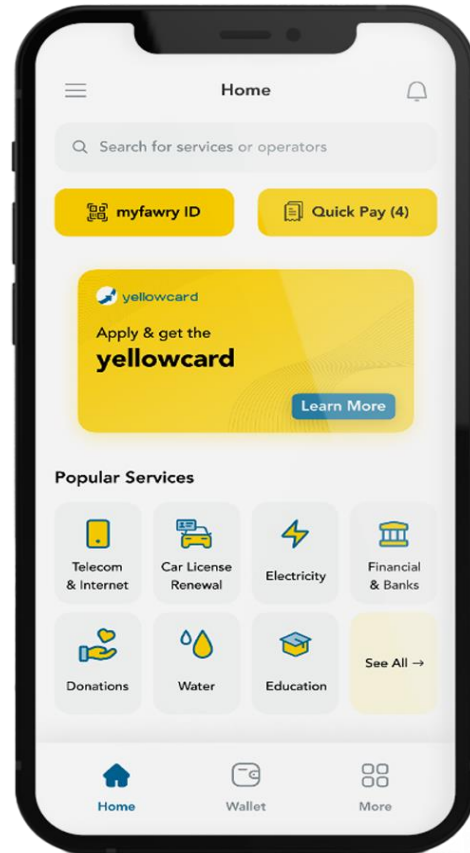
# Digital growth

# myFawry transitions into a fully fledged Neo Banking app

The launch of, i) myFawry prepaid card (Yellow Card), ii) BNPL and iii) the money market fund last year, fueled the myFawry app growth, with throughput nearly tripling y-o-y

By end of 3Q24, through FIB, the company launched its medical insurance product “Sehetak Fawry”, catering for the huge uninsured market

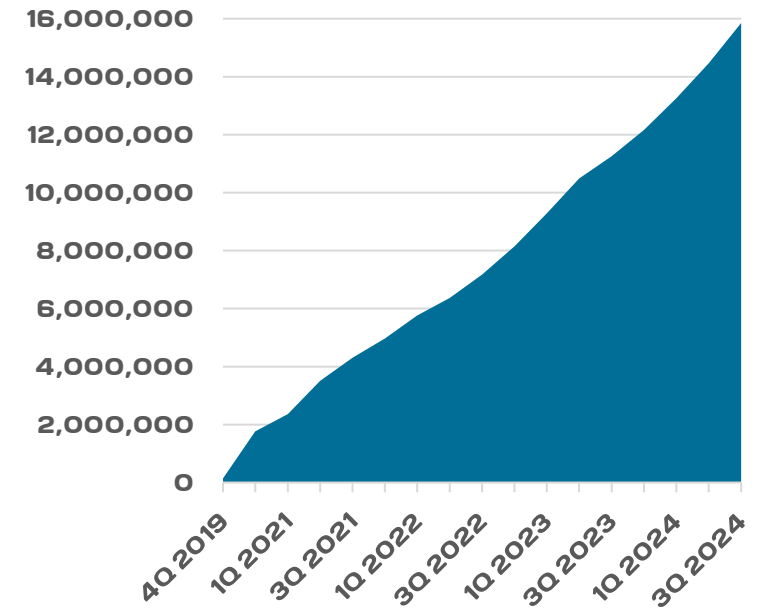
Company is on course to offer P2P and remittances over the same portfolio in 2024



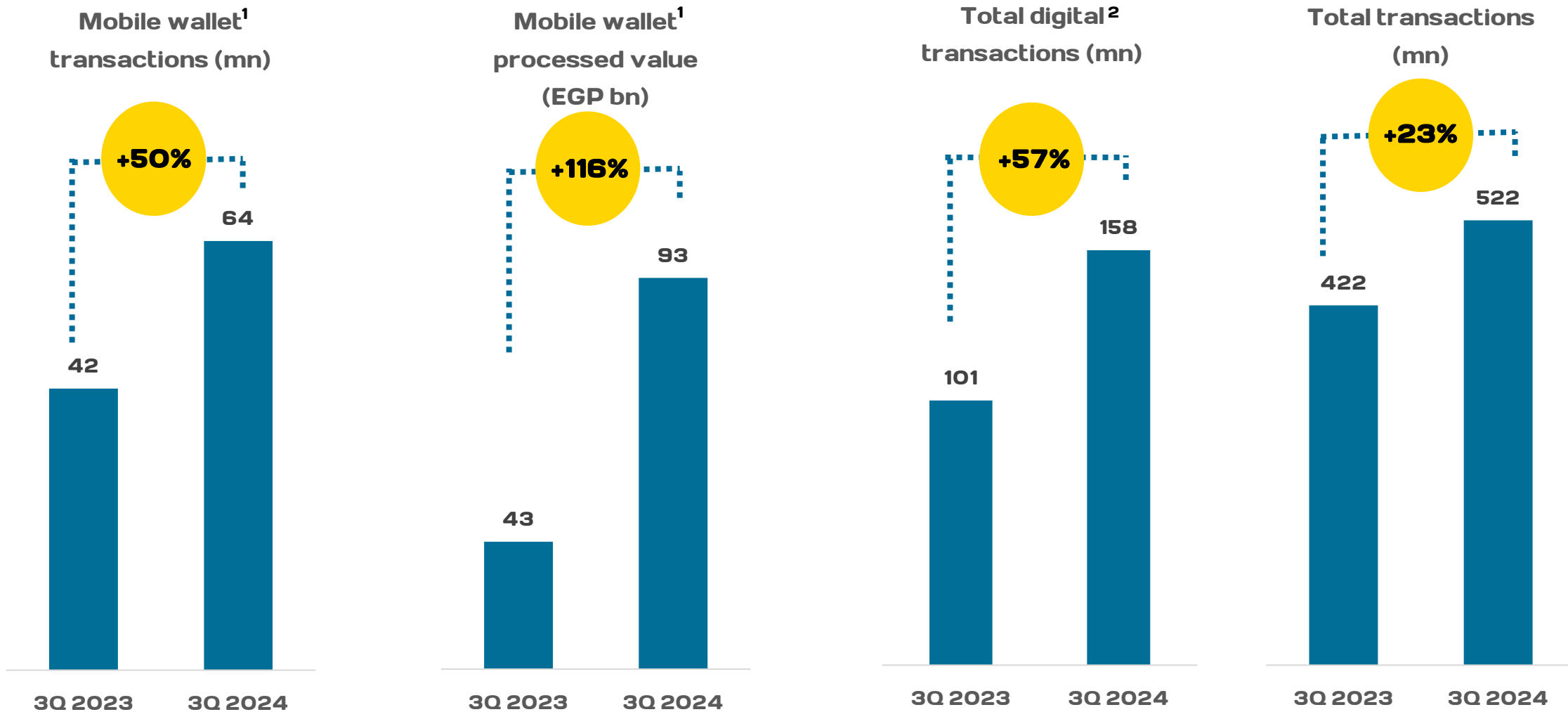
**19.3** EGP Bn  
Annualized Sep 24  
throughput  
Up c. 187% y-o-y

c. **15.9** Mn  
Downloads since  
June 2019  
Up 38% y-o-y

myFawry cumulative downloads



# Digital transactions growth



*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, prepaid card and Banking and acceptance transactions*





**Q&A**

