



4Q 2025 Earnings Call

March 16, 2026

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4Q 2025

Financial

Results Highlights

Financial KPIs

56%

Y-o-Y revenue growth
for 4Q25

58.2%

EBITDA margin
for 4Q25

32.9%

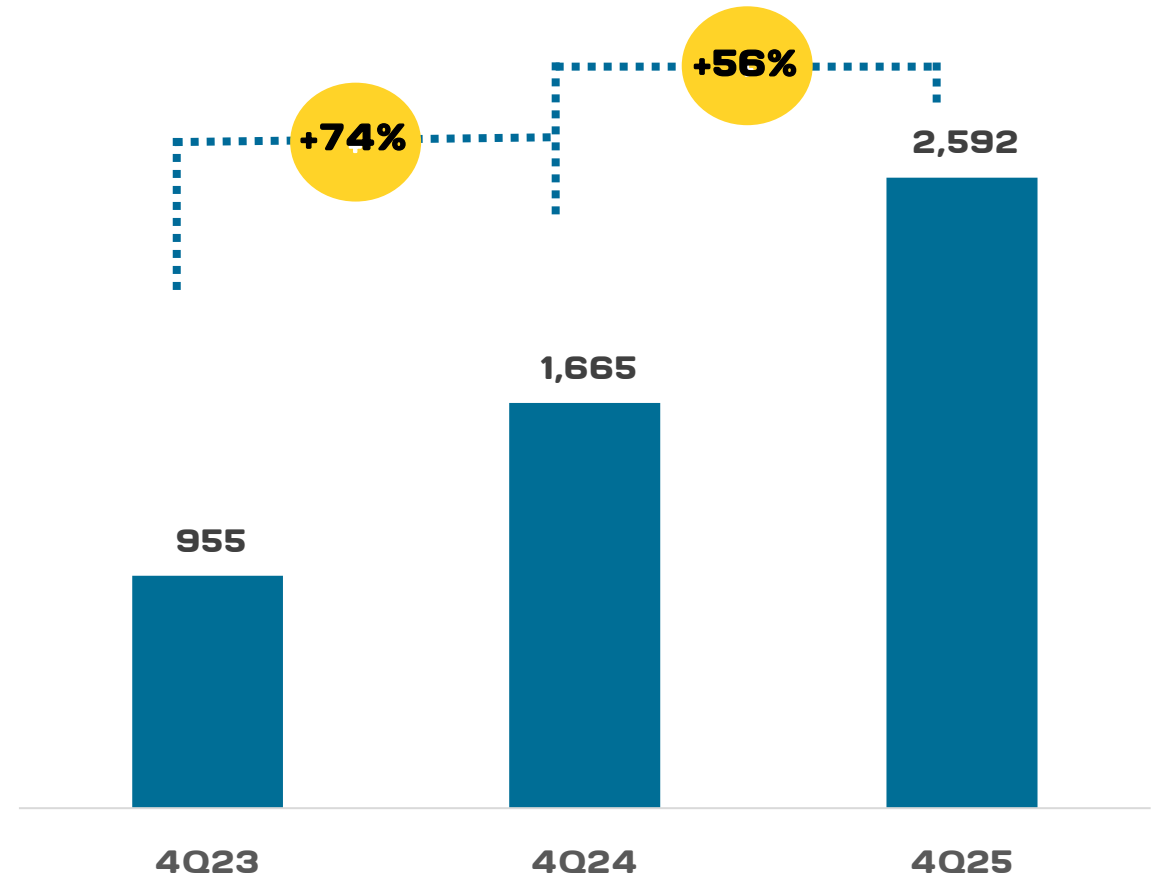
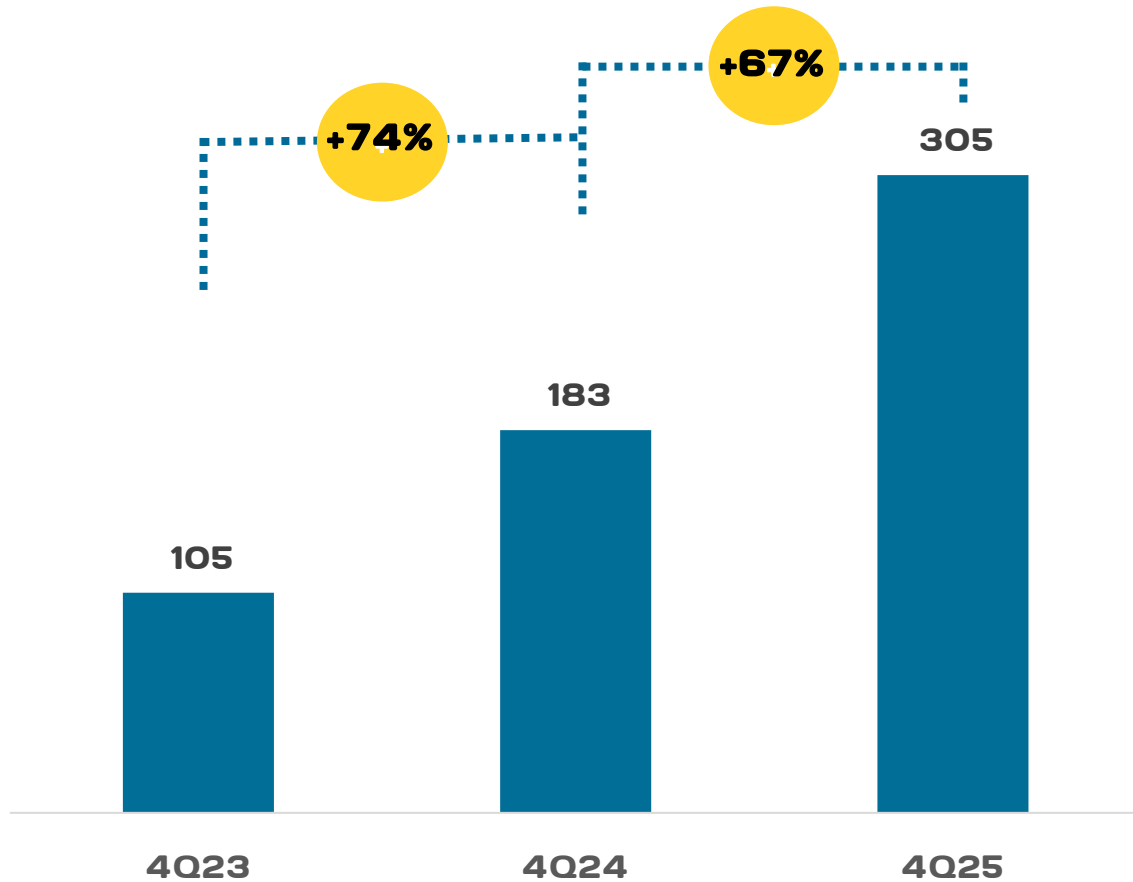
Net income margin for
4Q25

- Revenue growth came at 56% y-o-y in 4Q25
- In 4Q25, Agent Banking revenue grew 113% year-on-year, driven by seasonal promotional campaigns that generated EGP 287 mn during the quarter
- Acceptance business throughput reached EGP 80.5 billion in 4Q25
- Total loan portfolio almost reached EGP 5.7bn, up by 83% y-o-y
- Total prepaid card issued reached 2.7mn launch to date, up by 172% y-o-y
- EBITDA grew by 74%, with EBITDA margin reaching 58% in 4Q25.
- Net income for 4Q25 grew by 71% y-o-y, while Net income margin came at 32.9%
- NCI contribution to EBT decreased to 6.0% in 4Q 25 vs. 6.3% in 4Q 24

Quarterly throughput reached EGP 305 billion, up 67% y-o-y, with revenue EGP 2.6 billion, 56% up vs. last year

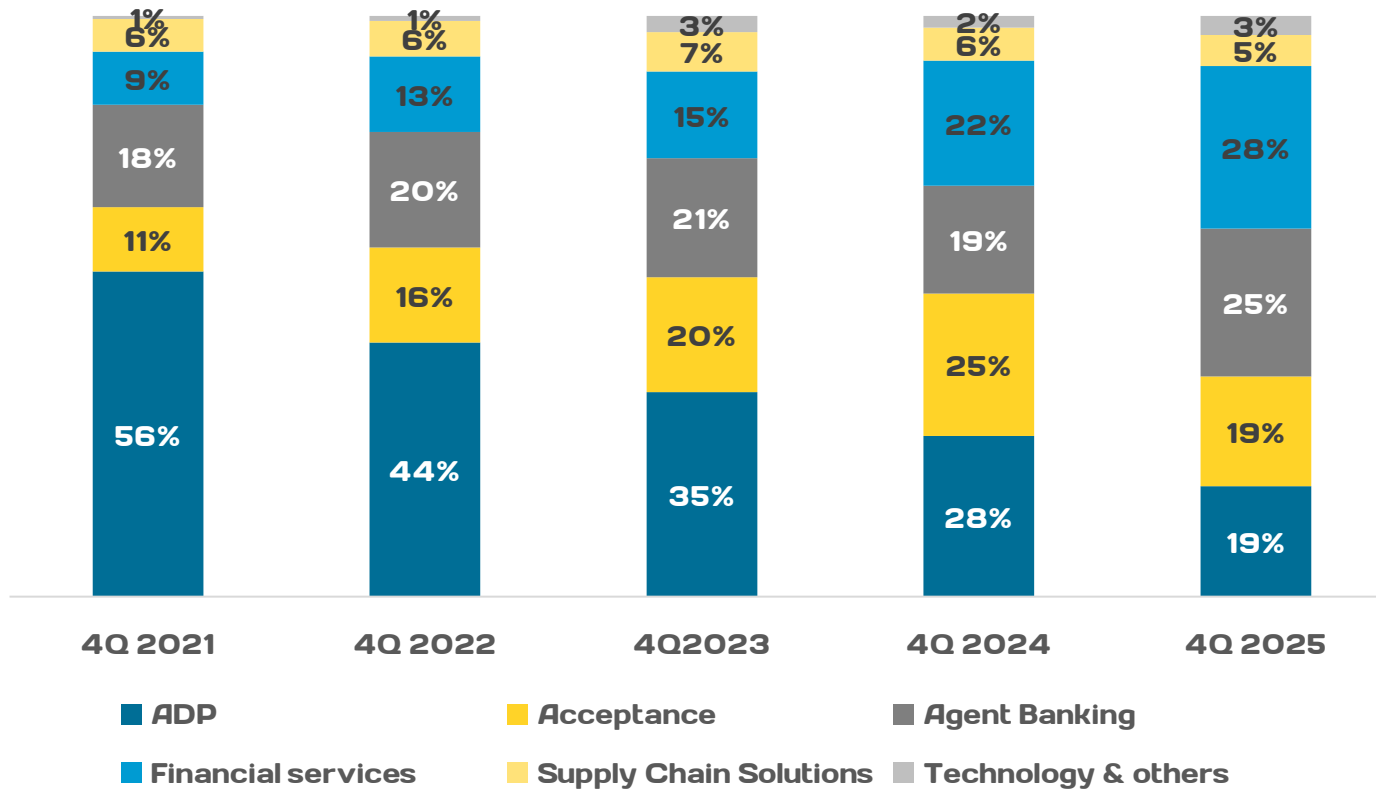
Throughput (EGP bn)

Quarterly revenue (EGP mn)

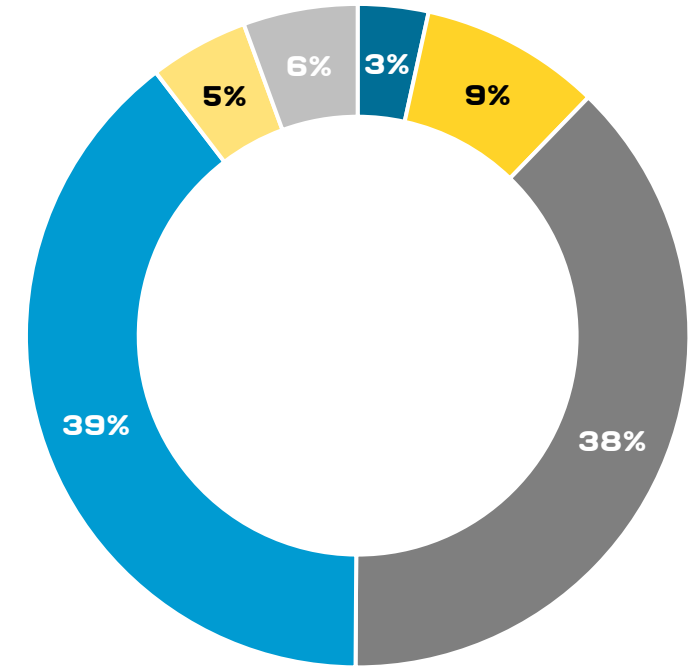


Financial Services segment and Agent Banking continue to lead the y-o-y revenue growth

Revenue contribution by quarter



Contribution to y-o-y growth for 4Q 2025

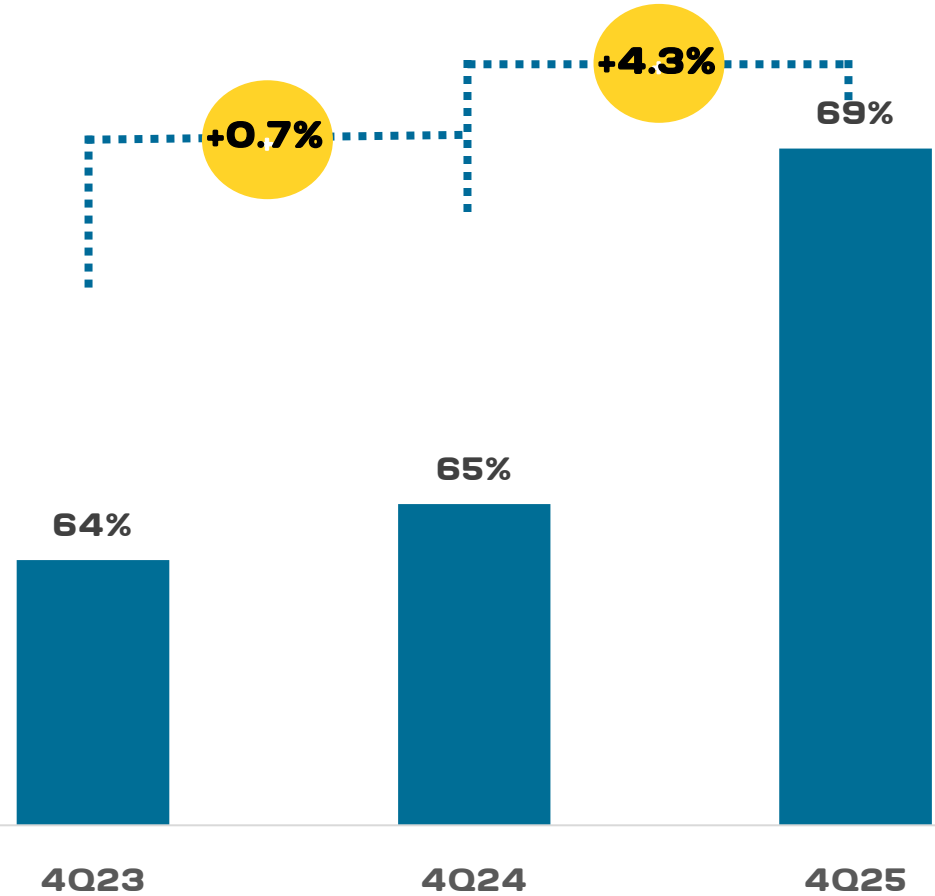
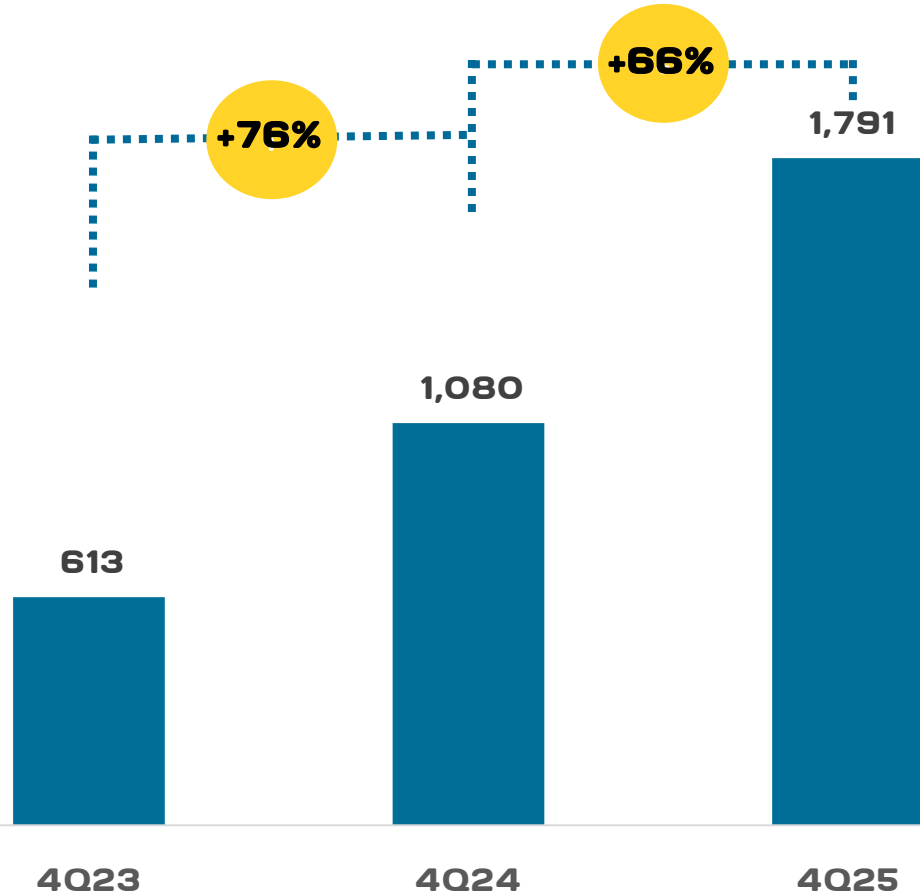


Continuous upselling drove gross profit margins up 4.3% vs. last year

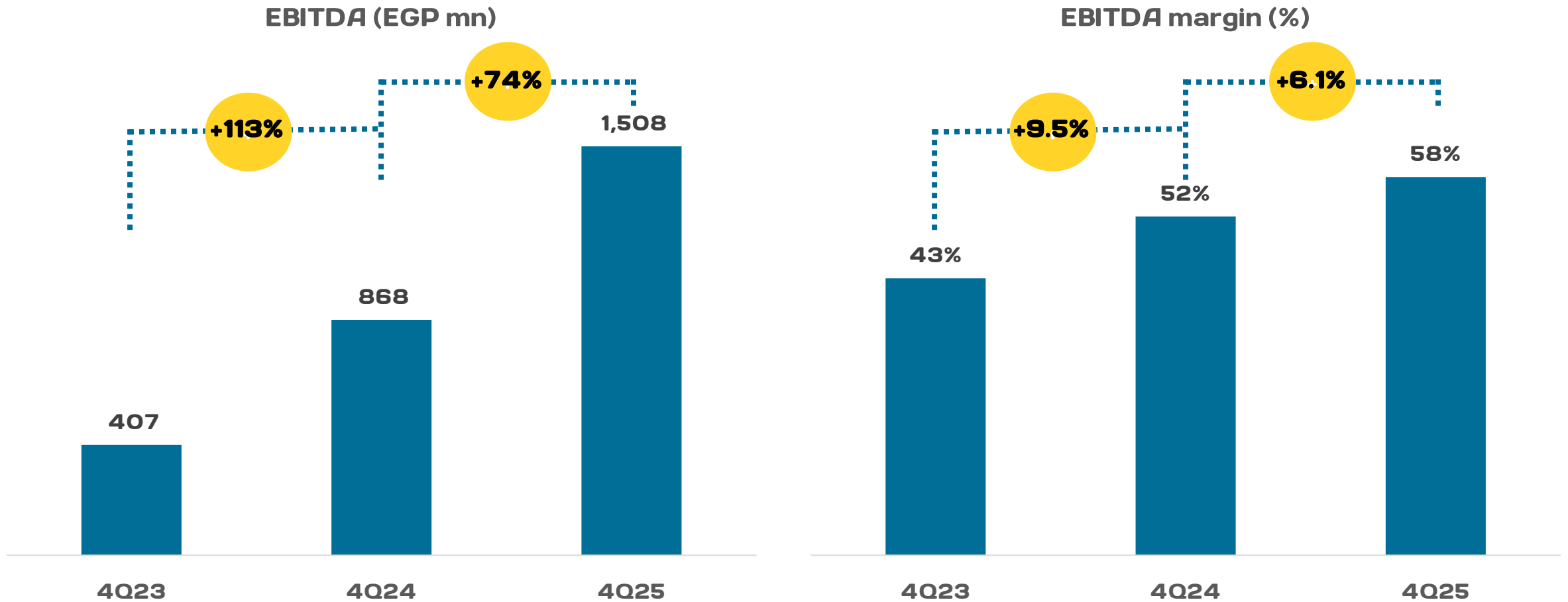


Gross profit (EGP mn)

Gross profit margin (%)

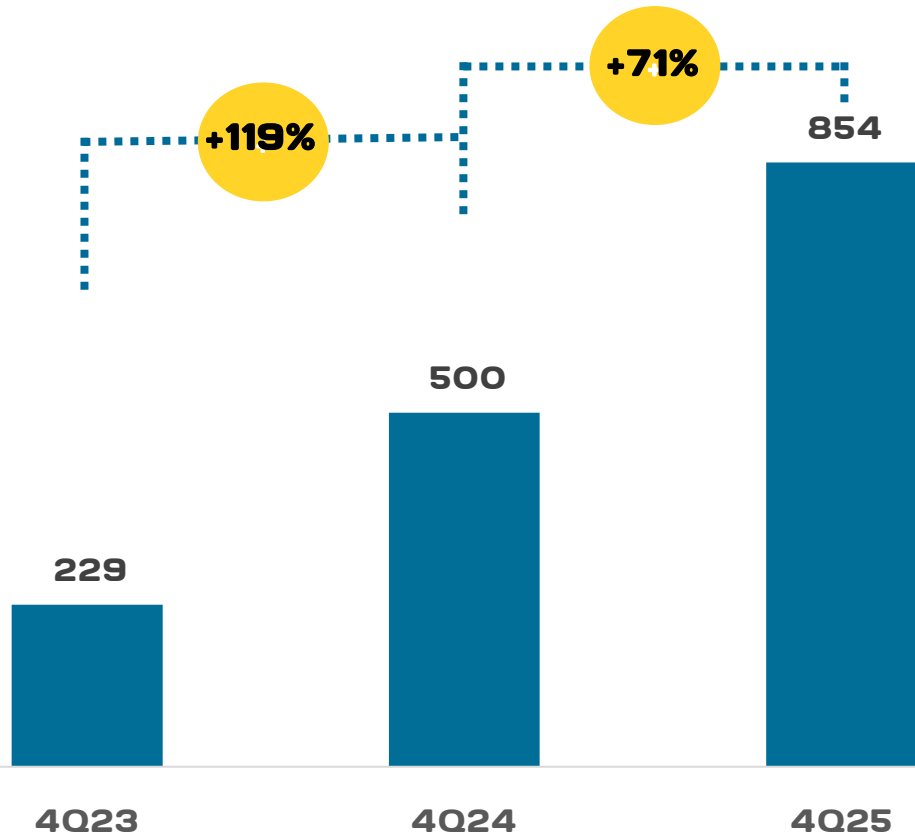


...leading to improvement in EBITDA margins

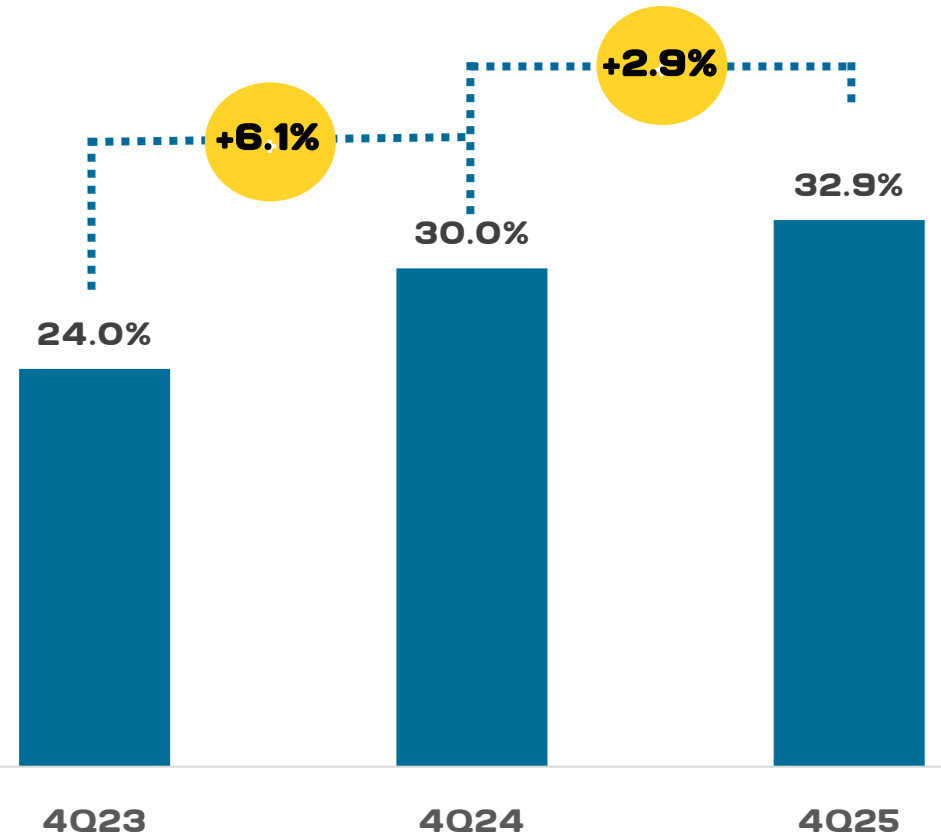


Net income reached EGP 854 Mn , up 71% y-o-y, with Net income margin reaching 32.9%

Net income (EGP mn)



Net income margin (%)





Dive into 4Q 2025 payments business figures

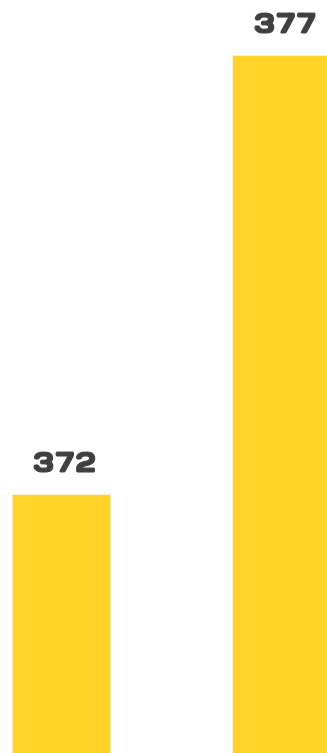
Operational KPIs achieved healthy growth, with customers reaching 54.8mn



Number of Services
+22%



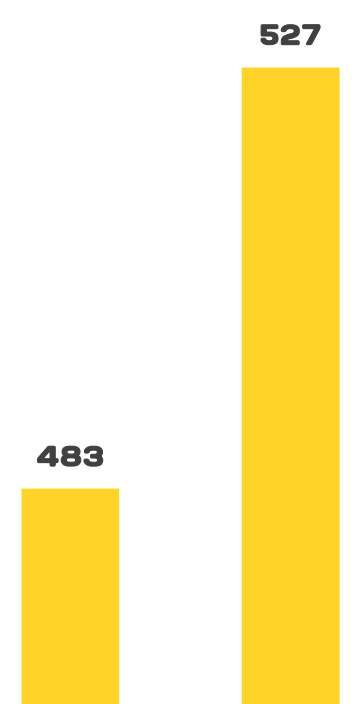
Total POS +1%
(000s)



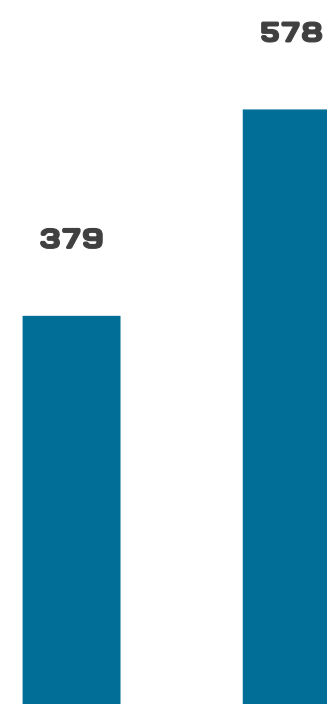
Average Revenue
per Trx +28%
(EGP)



Total Transactions
+9% (mn)



Average Transaction
Value +53%



4Q 2024

4Q 2025

4Q 2024

4Q 2025

4Q 2024

4Q 2025

4Q 2024

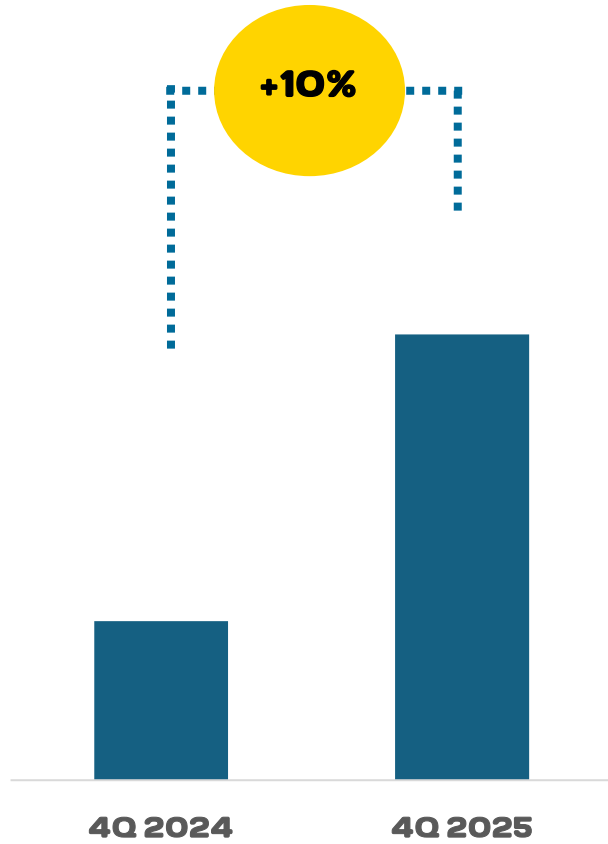
4Q 2025

4Q 2024

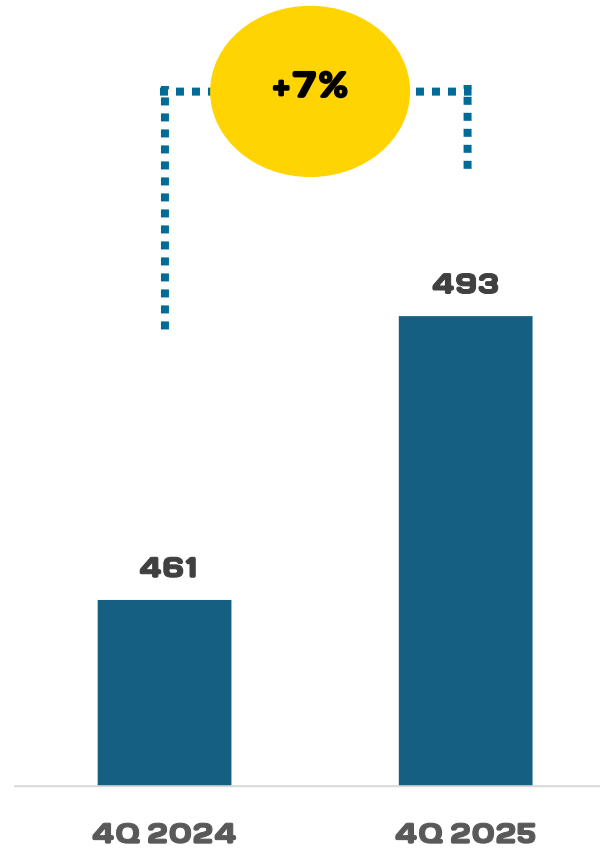
4Q 2025

ADP continue to grow

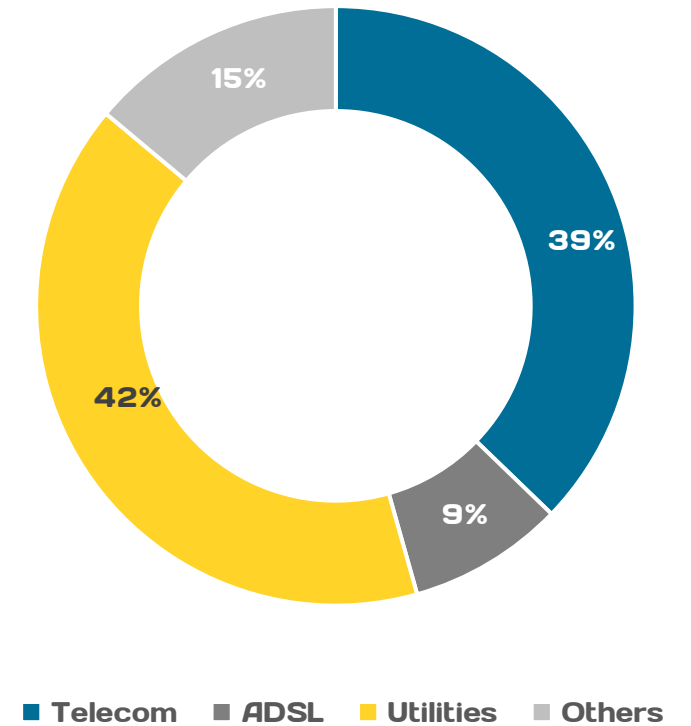
ADP Throughput



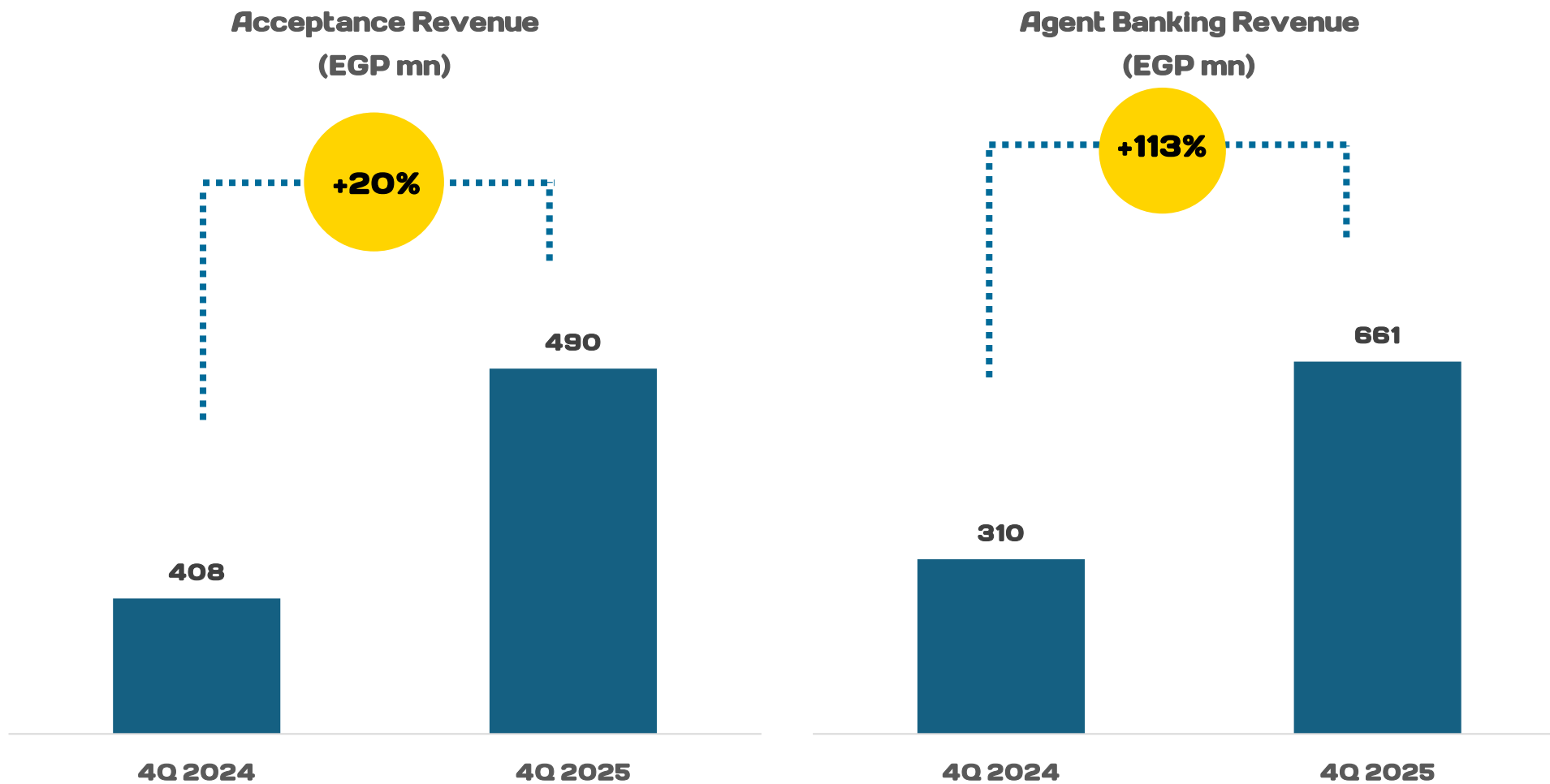
ADP Revenue (EGP mn)



Contribution to ADP y-o-y revenue growth



Acceptance and Agent Banking continue to surpass guidance

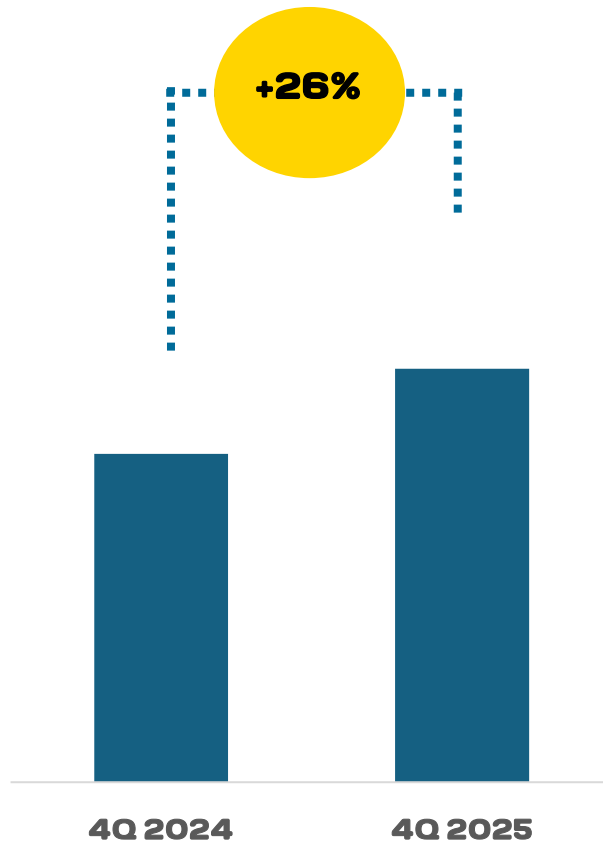


In 4Q 2025, Fawry recorded EGP 287mn in revenue from seasonal promotional campaigns in the Wallets segment, impacting Agent Banking Business positively.

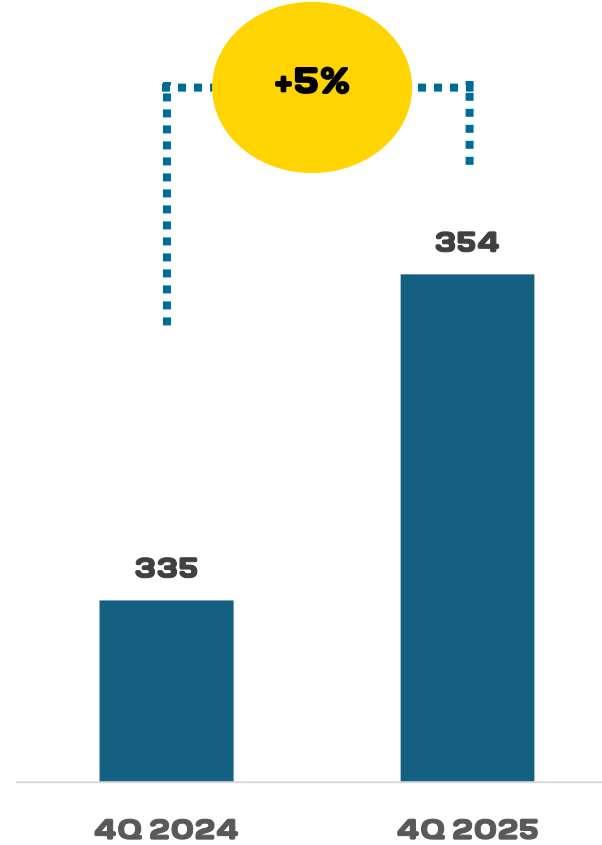
Acceptance business continued strong trajectory with Instore and online acceptance growing at high double digits



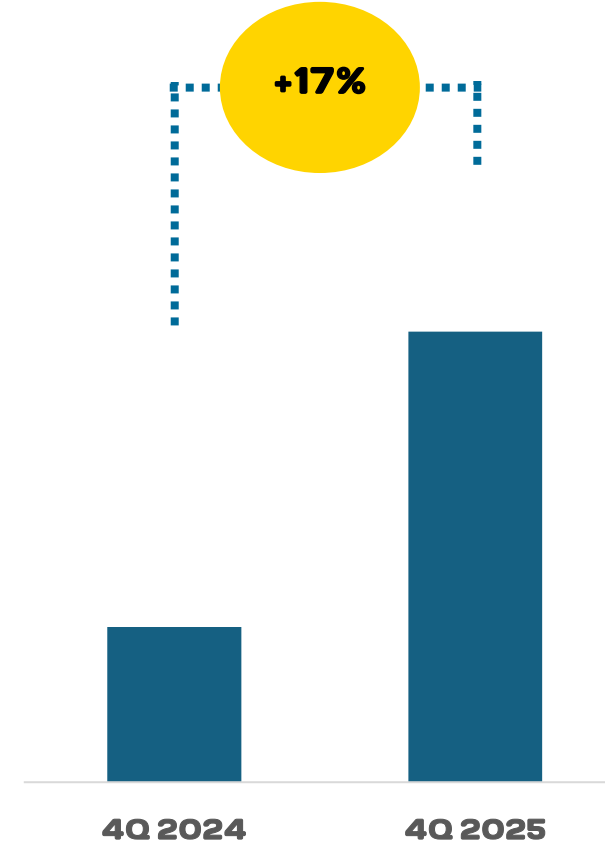
Revenue from instore acceptance



Acceptance enabled POS (000s)

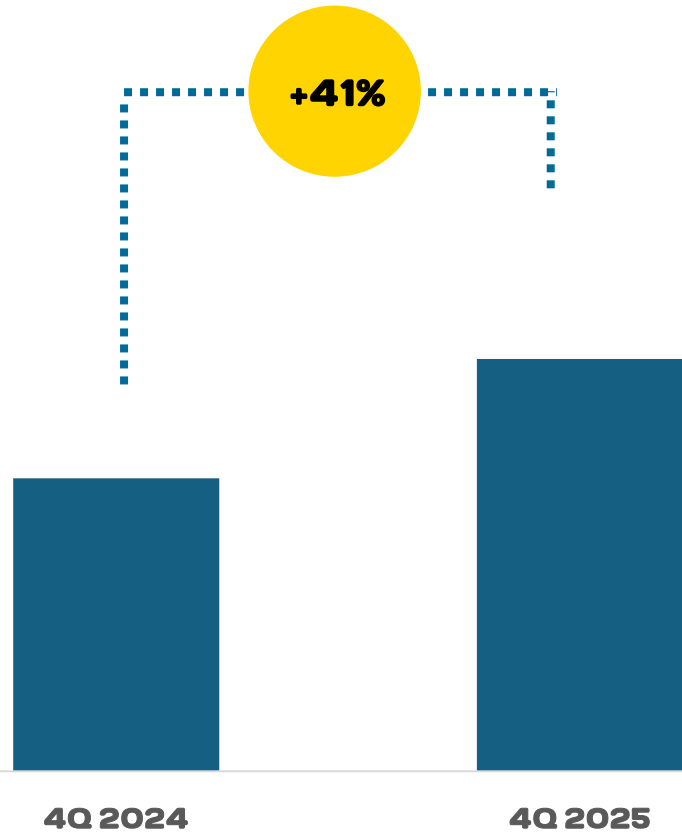


Revenue from Online acceptance

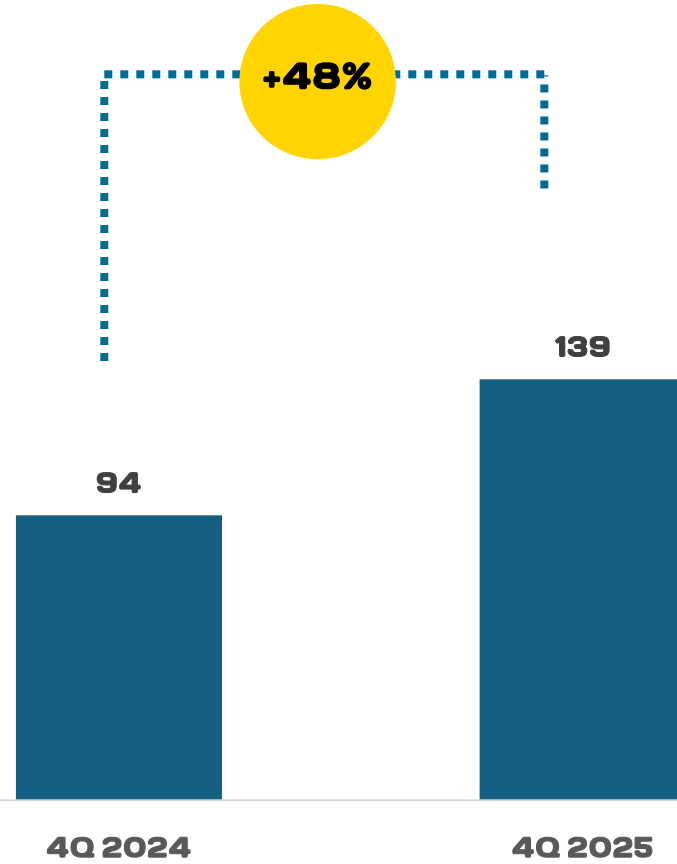


Supply Chain revenue grew on the back of increased adoption

Supply Chain Throughput



Supply Chain Revenue (EGP mn)



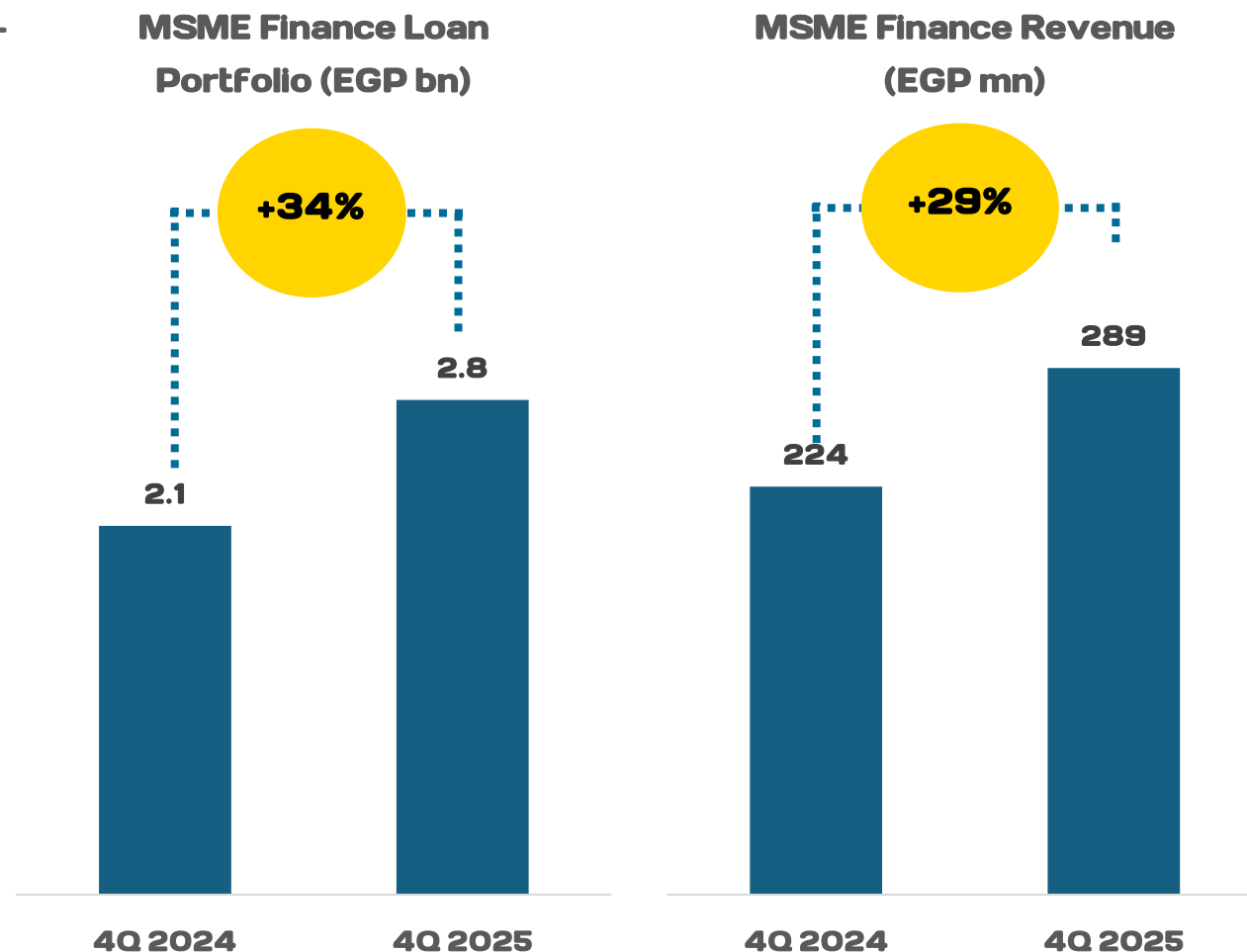


**Dive into 4Q 2025 financial
services figures**

MSME lending continued strong performance



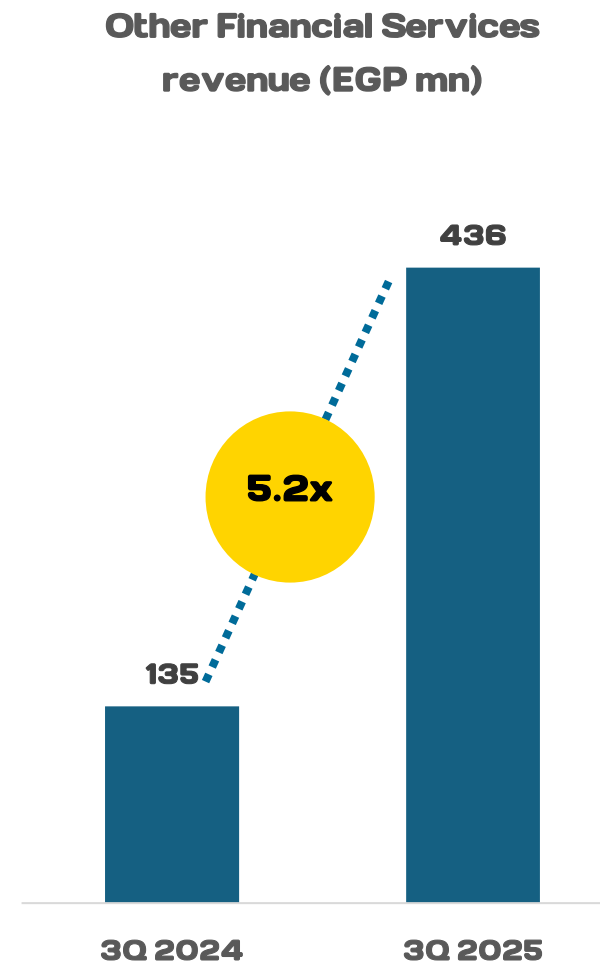
- The company has onboarded 120k merchants to its BNPL for Business (AI-Nota), with credit limits exceeding EGP 1 billion.
- Number of MSME loans granted in 4Q25 reached 29.3k, down 11% y-o-y from 33k in 4Q24, as the company focused more on growing its AI-Nota clients.
- Disbursements for MSME loans for 4Q25 reached EGP 1,062 mn, up by 26% y-o-y from 840mn in 4Q24.
- Average loan portfolio per staff member increased by 10% y-o-y, showing higher efficiency
- Average number of monthly processed online applications in 4Q25 came at 23.7k, 67% higher than that of 4Q24 which stood at 14.2k
- Provisions ratio as of end of 4Q25 stood at 3.7% vs. 4.9% as of end of 4Q24



Other financial services continued to grow, fueled by momentum in BNPL, Prepaid Card and Insurance Brokerage



- Consumer finance (BNPL) gross loan portfolio exceeded EGP 2.88 bn by end of 4Q25, up from EGP 1.02 bn at end of 4Q24.
- Total spend for the quarter exceeded EGP 2,072 mn vs. EGP 732 mn in 4Q24
- Average tenure for BNPL transactions is 6.7 months for 4Q25
- The average value per transaction came at EGP 2.3k for 4Q25, with an average of 5.2x transactions per customer monthly
- In 4Q25, collection efficiency in the first month reached 94%, 97% after month 2 and 98% after month 3.
- Provisions ratio for consumer finance business as of end of 4Q25 stood at 4.0% vs. 5.6% as of end of 4Q24
- Insurance brokerage revenue grew by 64% y-o-y to EGP 18.1 mn for 4Q25



The background features a vibrant yellow color with several flowing, white, wavy lines that create a sense of movement and depth. These lines are composed of many thin, parallel strokes, giving them a ribbon-like appearance. The overall composition is clean and modern.

Digital growth

Double digits growth achieved on annualized throughput with total cumulative downloads exceeding 24 million

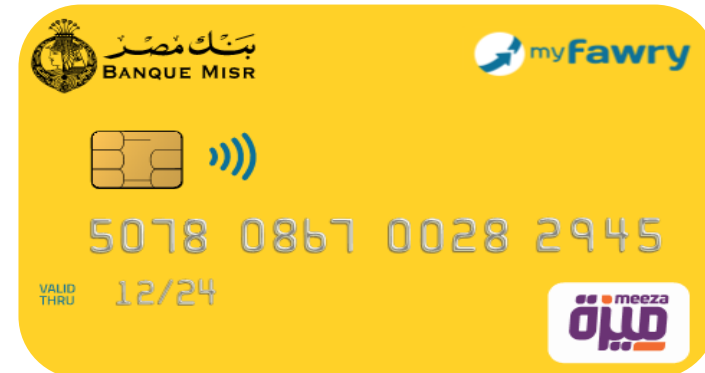
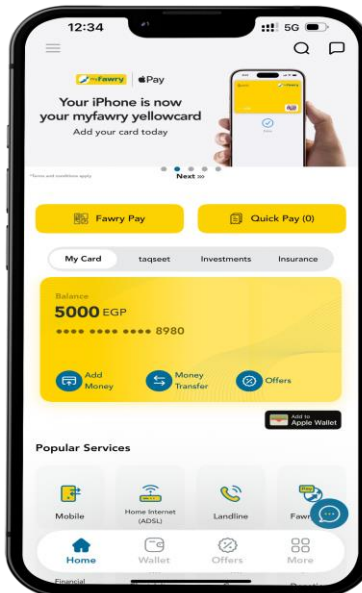
40.2 EGP Bn
Annualized December 2025
myFawry app throughput
Up 50.2% y-o-y

c. **24.2** Mn
Downloads since
June 2019
Up 39% y-o-y

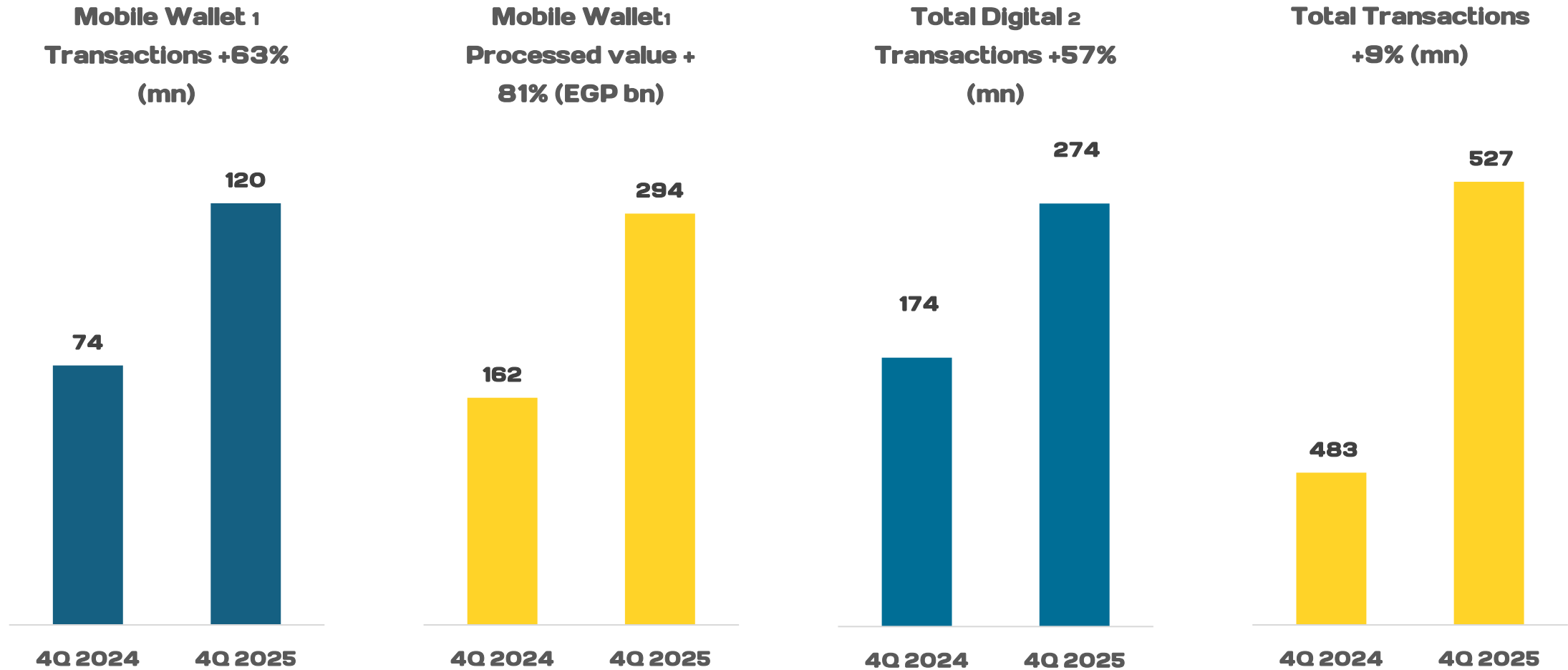
2.7 EGP Mn
Prepaid Cards Issued as
of December 2025
Up 172% y-o-y

We expanded investment options with EGX30, gold, and Sharia-compliant Funds, and enhanced the Yellow Card with richer rewards during the year.

AI-driven personalization and intuitive design continue to boost engagement and loyalty.



Growth in digital transactions was led by mobile wallets, boosting technology-related revenues



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

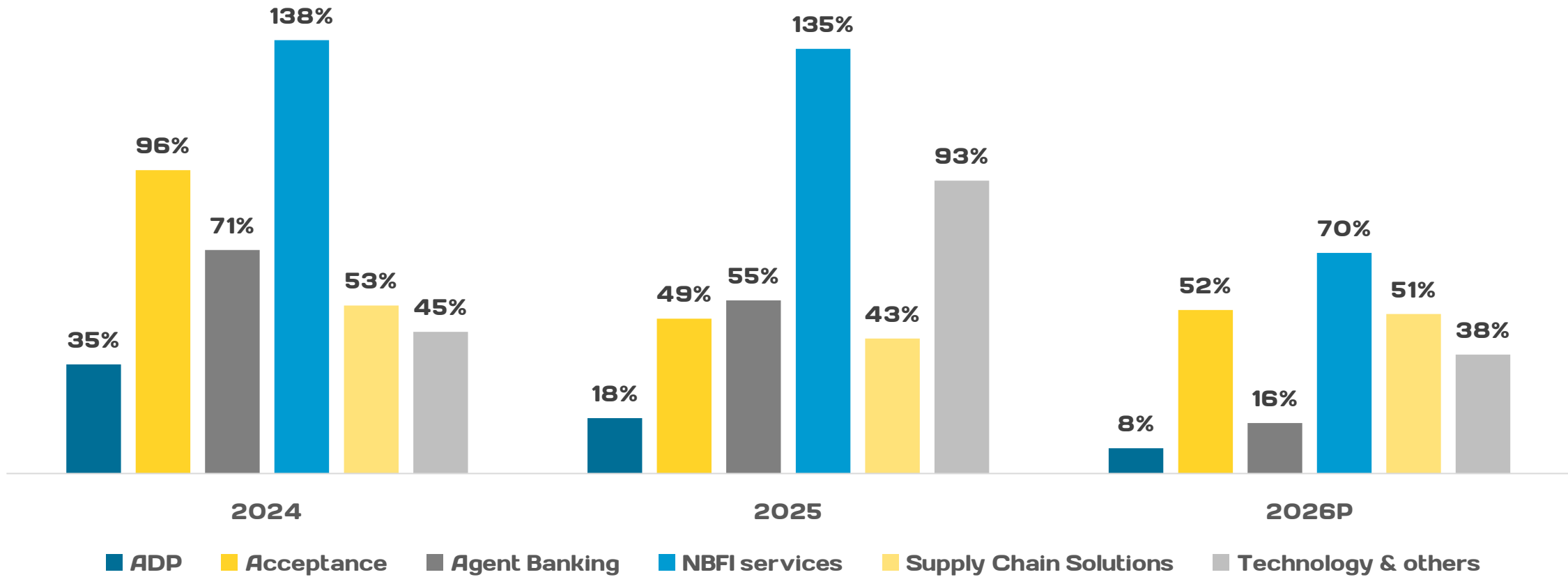


FY 2026

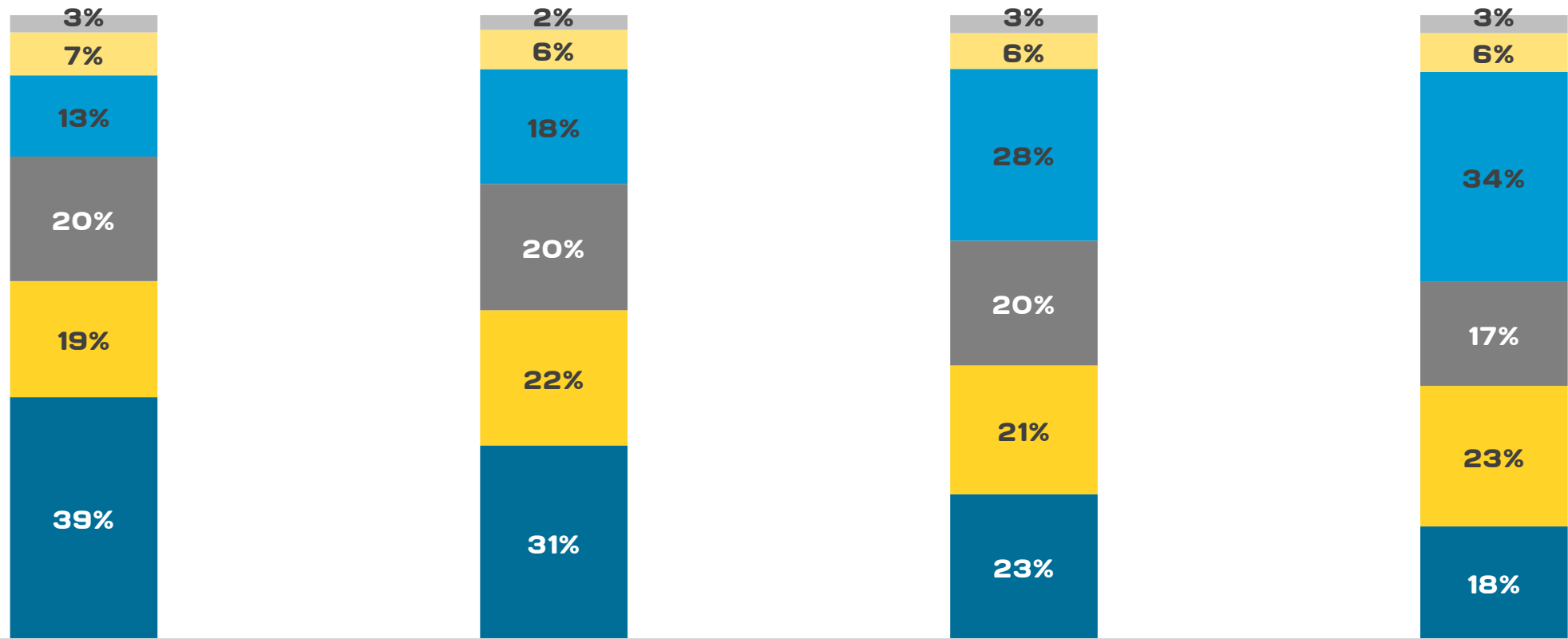
Guidance

Revenue growth guidance by offering...

Revenue growth by offering (y-o-y)



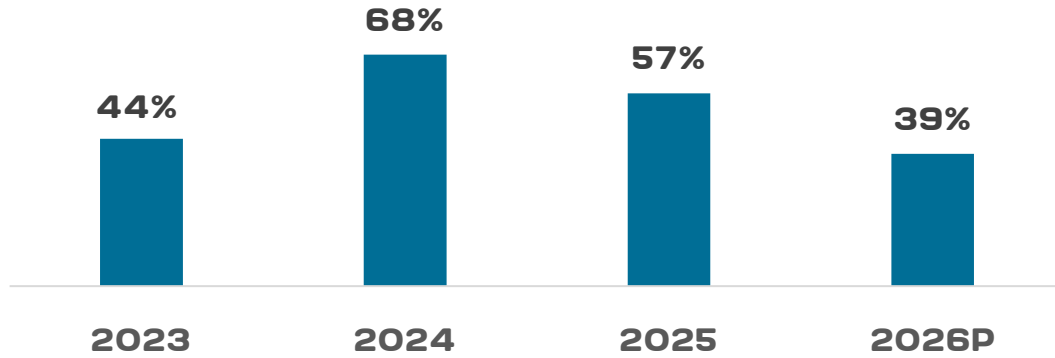
Driving diversification further and growing more into financial services



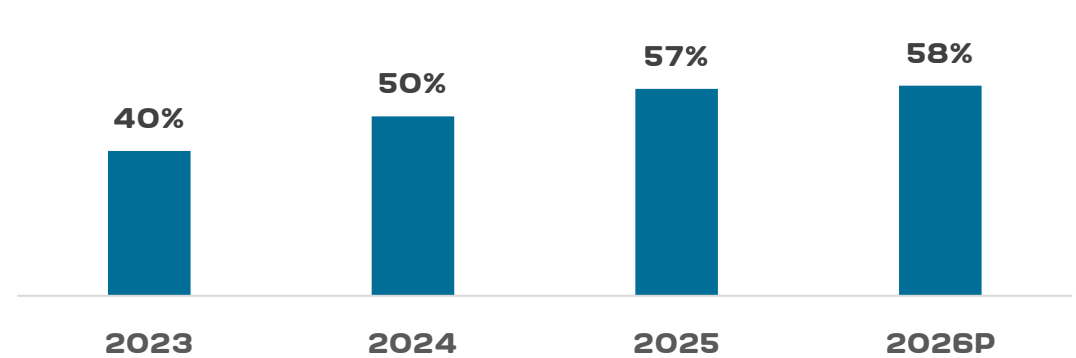
■ ADP ■ Acceptance ■ Agent Banking ■ NBFi services ■ Supply Chain Solutions ■ Technology & others

Company to keep margins relatively stable with revenue growth at 39%

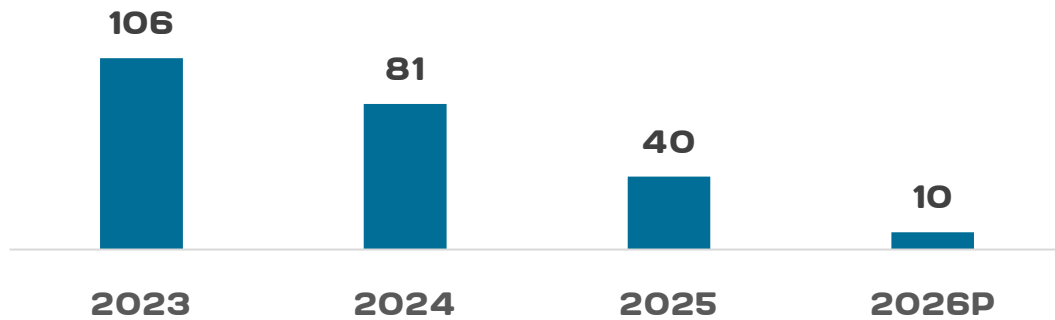
Revenue y-o-y growth



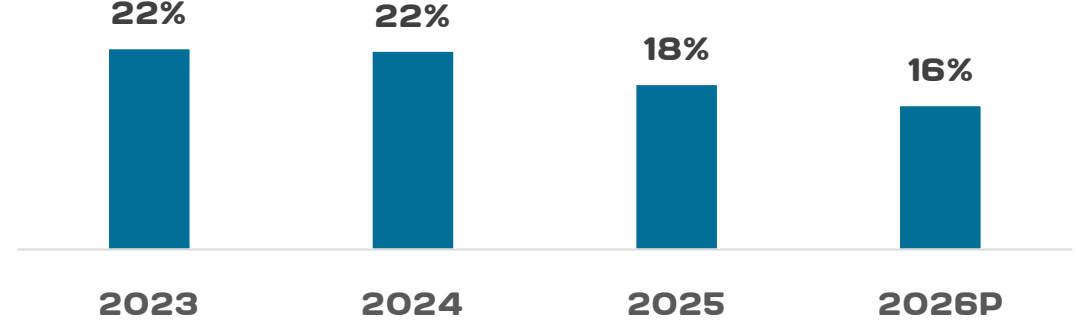
EBITDA margin



ESOP expense in EGP mn



Capex to sales





Q&A

