

Fawry Releases 9M2024 Results:

Record breaking results across all financial KPIs

Fawry continues to surpass expectations, achieving outstanding growth with year-over-year revenue increases of 65.9% for 9M2024 and 77.0% for 3Q2024. Bottom-line growth has been even more impressive, with profits rising by 127.4% y-o-y for 9M2024 and 134.8% for 3Q2024. This performance reflects the highest EBITDA and net income margins since the company's inception, driven by Fawry's success in diversifying revenue streams and effectively leveraging its infrastructure and client base.

9M2024 Highlights

Revenues

EGP 3,845.2 MN

▲ 65.9% y-o-y

Gross Profit

EGP 2,542.3 MN

▲ 75.4% y-o-y / 66.1% margin

Throughput Value

EGP 418,615 MN

▲ 72.2% y-o-y

EBITDA¹

EGP 1,879.4 MN

▲ 106.2% y-o-y / 48.9% margin

Net Profit

EGP 1,106.6 MN

▲ 127.4% y-o-y / 28.8% margin

Number of Transactions

1,451.1 MN

▲ 23.9% y-o-y

17 November 2024 – (Cairo, Egypt) Fawry (the “Company”, FWRY.CA on the Egyptian Exchange), Egypt’s leading provider of e-payments and digital finance solutions, announced today its consolidated results for the quarter ended 30 September 2024. The Company booked revenues of EGP 3,845.2 million in 9M2024, up by 65.9% year-on-year (y-o-y). Strong top-line performance was driven by the expansion and diversification of the Company’s business offerings, which alongside effective cost control measures resulted in robust profitability margins leading to a net profit growth of 127.4% to reach EGP 1,106.6 million. Net profit for the quarter stood at EGP 477.8 million, up by an impressive 134.8% y-o-y yielding an associated net profit margin (NPM) of 30.9%.

Summary Profit & Loss Statement – Third Quarter

(EGP 000s)	3Q2023	2Q2024	3Q2024	Y-o-Y Change	Q-o-Q Change
Total Revenues	873,155	1,212,174	1,545,882	77.0%	27.5%
Alternative Digital Payments (ADP)	349,406	410,266	481,996	37.9%	17.5%
Banking Services	329,264	475,162	662,052	101.1%	39.3%
Acceptance	164,782	249,021	312,428	89.6%	25.5%
Agent Banking	164,482	226,141	349,623	112.6%	54.6%
Financial Services ²	106,828	203,501	277,169	159.5%	36.2%
Supply Chain Solutions	65,438	84,433	93,277	42.5%	10.5%
Technology & Others	22,219	38,812	31,389	41.3%	-19.1%
Gross Profit	556,701	801,545	1,025,105	84.1%	27.9%
Gross Profit Margin	63.8%	66.1%	66.3%	2.6 pts	0.2 pts
EBITDA¹	366,201	570,176	802,612	119.2%	40.8%
EBITDA Margin	41.9%	47.0%	51.9%	10.0 pts	4.9 pts
Net Profit Before NCI	231,363	352,193	519,473	124.5%	47.5%
Net Profit After NCI	203,484	321,682	477,775	134.8%	48.5%
Net Profit Margin	23.3%	26.5%	30.9%	7.6 pts	4.4 pts

¹ EBITDA - The Company defines EBITDA as its EAS operating profit, excluding: (a) depreciation, amortization, provisions; (b) noncash ESOP expense included in EAS net profit; (c) interest income not related to the operating cycle; (d) taxes; (e) leasing charges; and certain other non-operating costs including provisions.

² Financial services Revenue – Include MSME lending, Consumer finance, Insurance brokerage, Prepaid Card and Money market fund revenues. All except for Microfinance have been reallocated from Others.

Press Release

17 November 2024

Summary Profit & Loss Statement – Nine Months

(EGP 000s)	9M 2023	9M 2024	Y-o-Y Change
Total Revenues	2,317,325	3,845,247	65.9%
<i>Alternative Digital Payments (ADP)</i>	<i>932,044</i>	<i>1,247,099</i>	<i>33.8%</i>
<i>Banking Services</i>	<i>876,931</i>	<i>1,594,154</i>	<i>81.8%</i>
<i>Acceptance</i>	<i>420,767</i>	<i>788,882</i>	<i>87.5%</i>
<i>Agent Banking</i>	<i>456,164</i>	<i>805,272</i>	<i>76.5%</i>
<i>Financial Services²</i>	<i>284,106</i>	<i>654,857</i>	<i>130.5%</i>
<i>Supply Chain Solutions</i>	<i>161,397</i>	<i>253,349</i>	<i>57.0%</i>
<i>Technology & Others</i>	<i>62,847</i>	<i>95,787</i>	<i>52.4%</i>
Gross Profit	1,449,095	2,542,269	75.4%
<i>Gross Profit Margin</i>	<i>62.5%</i>	<i>66.1%</i>	<i>3.6 pts</i>
EBITDA¹	911,561	1,879,403	106.2%
<i>EBITDA Margin</i>	<i>39.3%</i>	<i>48.9%</i>	<i>9.5 pts</i>
Net Profit Before NCI	556,212	1,205,385	116.7%
Net Profit After NCI	486,541	1,106,547	127.4%
<i>Net Profit Margin</i>	<i>21.0%</i>	<i>28.8%</i>	<i>7.8 pts</i>

¹ EBITDA - The Company defines EBITDA as its EAS operating profit, excluding: (a) depreciation, amortization, provisions; (b) noncash ES OP expense included in EAS net profit; (c) interest income not related to the operating cycle; (d) taxes; (e) leasing charges; and certain other non-operating costs including provisions.

² Financial services Revenue – Include MSME lending, Consumer finance, Insurance brokerage, Prepaid Card and Money market fund revenues. All except for Microfinance have been reallocated from Others.

Financial & Operational Highlights

- Throughput value maintained its upward momentum, up 72.2% year-on-year to EGP 418.6 billion in 9M2024, supported by the company's ability to broaden its portfolio to address a diverse user base in Egypt.
- Fawry's top-line increased by 65.9% year-on-year, marking its highest growth rate since 2015, reaching EGP 3,845.2 million in 9M2024. While for 3Q2024, topline year-on-year growth recorded a whopping 77.0%. This robust performance was driven by strong results across the company's business lines.
- The ADP segment experienced substantial year-on-year growth of 33.8%, fueled by the continuous addition of new billers, expansion of Point of Sale (POS) services, increased engagement with customers and merchants, and a rise in average ticket sizes driven by price increases in select industries. Despite this growth, ADP's contribution decreased to 32.4% in 9M2024 from 40.2% in 9M2023 as other revenue streams continued to grow.
- As a testament for the company's success in its revenue diversification strategy, Banking services saw revenues increase by 81.8% year-on-year, financial services surged by 130.5% year-on-year, supply chain solutions experienced a notable year-on-year increase of 57.0%, and the technology and other sectors grew by 52.4% year-on-year.
- EBITDA more than doubled in 9M2024 to EGP 1,879.4 million, reaching an EBITDA margin of 48.9%, with an EBITDA margin expansion of 9.5 pts year over year, reflecting the company's success in growing its revenue streams while capitalizing on service synergy and improving operational cost efficiency. It is worth mentioning that the EBITDA margin has gone up by 20.5% vs. 9M2022.
- Fawry's bottom-line increased by an impressive 127.4% year-on-year to EGP 1,106.5 million in 9M2024, reflecting both revenue growth and EBITDA margin enhancement.

Chief Executive's Review

I am excited to report our 3Q2024 results, where we once again exceeded market expectations, delivering record-breaking growth across both the top and bottom lines. Our continued success comes as we expand and develop our offerings across diverse verticals, advancing our long-term strategy for value creation and revenue diversification.

Overall, Fawry's top-line recorded a solid 77.0% year-on-year increase in 3Q2024, while profitability remained robust with an impressive EBITDA margin of 51.9% (+10.0 points) the highest since the company's inception, and bottom-line growth of 134.8%, with an associated margin enhancement of 7.6 percentage points to 30.9%, again the highest since the company's inception. This was achieved despite the challenging macroeconomic environment – characterized by soaring inflation, interest rate hikes, and supply chain disruption, through rigorous cost control measures and a synergistic approach to business development.

Expanding our offerings to MSMEs, larger corporates, and banks, our Banking Services division was the primary driver of top-line growth, with revenue doubling year-over-year in 3Q2024, underscoring our commitment to diversifying revenue streams. Our Supply Chain Solutions division also saw a 42.5% increase in revenue, marking our transformation into an ecosystem with a broad range of value-added services.

In our financial services for MSMEs and consumers, we are reaping the rewards of our neobanking expansion, with this nascent venture generating a substantial 159.5% year-on-year increase in financial services revenue in 3Q2024. This success follows the launch of our new SME lending business and the Overdraft (BNPL for Business) product in 2024, which led to a 97.8% increase in the MSME gross loan portfolio, now totaling EGP 1.7 billion. On the consumer side, the BNPL gross loan portfolio reached EGP 653 million as of 30 September 2024, with cumulative disbursements exceeding EGP 1 billion by the end of September. This growth is supported by the expanding capabilities of the myFawry app, which serves as a comprehensive platform for bill payments, promotions, and a range of services, achieving an annualized throughput increase of 186.8% year-on-year to EGP 19.2 billion. This surge is further bolstered by the integration of the Prepaid Card, BNPL services, and the Money Market Fund "Fawry Yawmy," as well as the recent addition of Emergency and Medical insurance options on the card and app. This strategic shift enables us to provide users with an expansive suite of financial services covering payments, lending, savings, and investments.

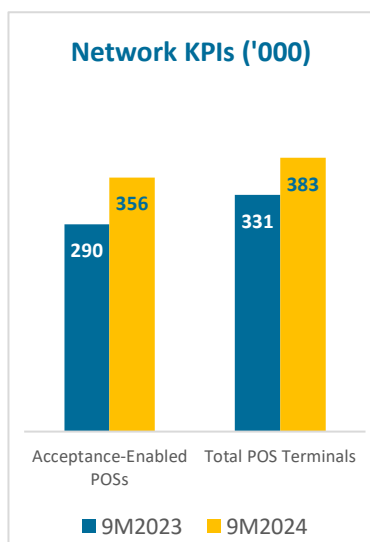
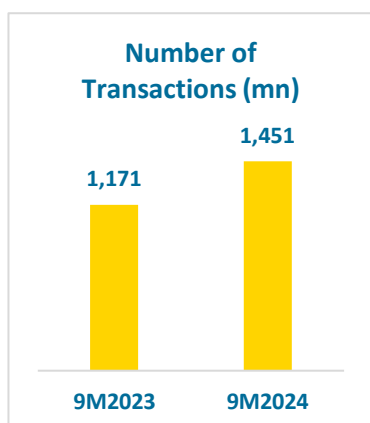
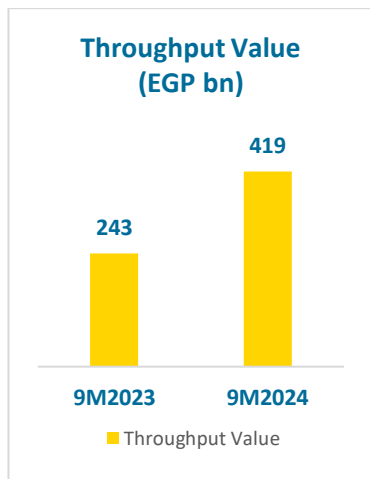
Our Alternative Digital Payments segment demonstrated solid year-on-year growth of 37.9%, highlighting its crucial role as the foundation of our interconnected platform and maturing alongside our other expanding business lines.

Operationally, Fawry delivered exceptional performance in 3Q2024, with mobile wallet transactions up by 54.1% year-on-year and total processed value via mobile wallets more than tripling to EGP 152.9 billion.

Additionally, we recently announced that our fully in-house developed Soft POS solution, "Tap N Pay," has successfully completed the MPoC certification cycle, making Fawry the first company in the MENA region and the 10th globally to achieve both CPoC and MPoC certifications. This dual certification enhances our capability to provide secure, compliant, and cutting-edge payment solutions in the MENA region. Holding both certifications underscores our commitment to the highest standards of contactless payment security.

Looking ahead, we remain focused on building a multi-sided platform that facilitates seamless interactions across our network. Through ongoing innovation and service expansion, we are addressing the diverse needs of our customer base and furthering financial inclusion by reaching Egypt's unbanked and underserved communities.

Eng. Ashraf Sabry
Chief Executive Officer



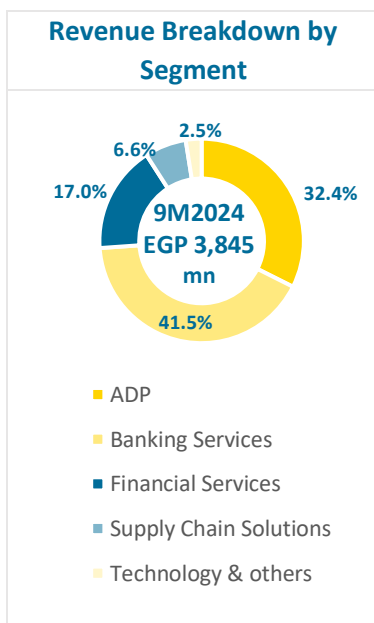
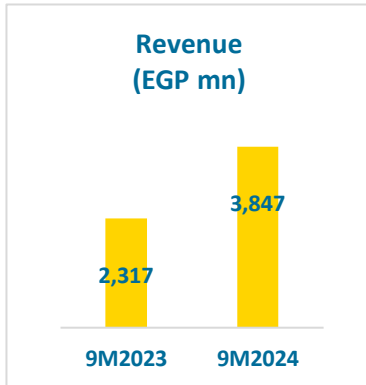
Operational Developments

Operational KPIs	9M2023	9M2024	Change %
Active Network Customers (mn)	51.2	52.9	3.3%
Total POS Terminals ('000)	330.9	382.6	15.7%
Acceptance Enabled POSs ('000)	290.1	355.5	22.6%
Banks Active and Contracted	36	36	n/a
myFawry App Total Downloads ('000)	11,257	15,851	40.8%
Services Provided	2,986	3,559	19.2%
Transactions (mn)	1,171	1,451	23.9%
Mobile Wallet Transactions (mn)	109	166	51.8%
Mobile Wallet Processed Value (EGP mn)	130,286.3	324,137.0	148.8%
Total Throughput Value (EGP mn)	243,107.3	418,615.1	72.2%

Fawry's total throughput value reached EGP 418.6 billion in 9M2024, up by a significant 72.2% from the EGP 243.1 billion booked in 9M2023.

- Fawry's completed transactions during the first 9M2024 reached 1,451 million **transactions**, up by 23.9% y-o-y from the 1,171 million handled in the same period in the previous year.
- Fawry saw a 15.7% y-o-y growth in its retail network, reaching 382.6 thousand **POS terminals** by end of 9M2024, up from the 330.9 thousand by end of 9M2023. This expansion underscores the success of the Company's efforts to provide POS technology to its partners.
- Acceptance-enabled POSs** throughout the Company's network stood at 355.5 thousand by end of September 2024, up by 22.6% y-o-y from the 290.1 thousand by end of September 2023. Acceptance-enabled POS terminals allow merchants and small businesses to embrace a wider range of payment methods, including but not limited to debit and credit cards.
- Fawry processed a total of 166 million **mobile wallet** transactions during 9M2024, up by an impressive 51.8% y-o-y from the 109 million transactions recorded in 9M2023. In value terms, the total mobile wallet processed value increased 148.8% y-o-y to reach EGP 324.1 billion compared to the EGP 130.3 billion booked in 9M2023.¹
- Cumulative downloads of Fawry's consumer-facing **myfawry mobile application** rose by 40.8% y-o-y to 15.9 million as of 9M2024 compared to the 11.3 million downloads as of 9M2023. The myFawry app continues to serve as a unified hub for bill payments, promotions, and diverse services. With the incorporation of Prepaid card, BNPL and Money Market Fund services last year, and the introduction of Emergency and Medical Insurance, Fawry has been progressing towards becoming a comprehensive

¹ These figures reflect total processed value and transactions from bank and operators' wallets processed on the Fawry Network and not included in the company's total throughput.

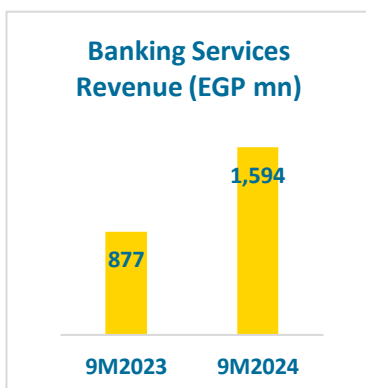
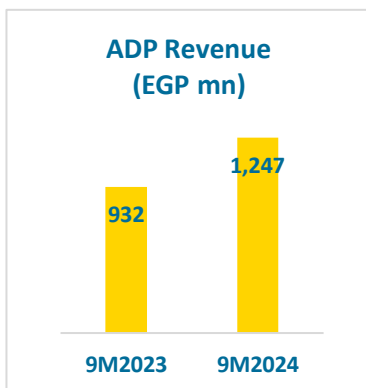
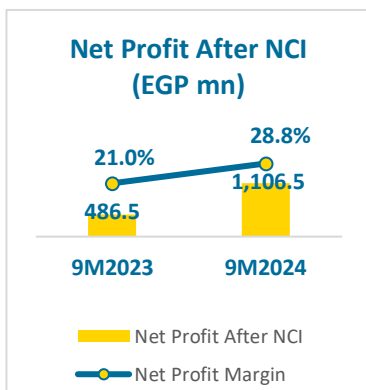
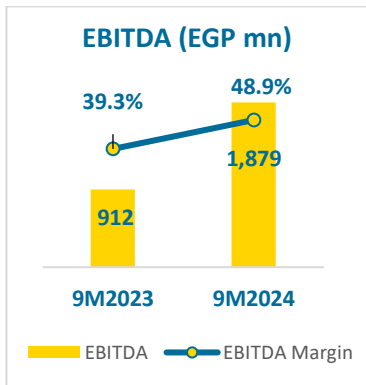


Neobank, enhancing the app's offerings, by providing users with an extensive array of financial services. This expansion aims to diversify its offerings and cater to the evolving demands of Egyptian consumers.

- **myfawry's annualized throughput** stood at EGP 19.3 billion in 9M2024, a notable y-o-y increase of 186.8% from the EGP 6.7 billion reached in 9M2023. The growth in annualized throughput reflects the accelerated adoption of digital payment methods among Egyptian consumers.
- Fawry maintains its dedication to expanding its portfolio to cater to the varied needs of its user base in Egypt, encompassing Small and Medium Enterprises (SMEs). This diversification encompasses offerings such as Yellowcard, employee insurance packages, Payout and Payroll solutions and HR and Accounting solutions, broadening its lending capabilities beyond the microfinance scope.

Consolidated Financial Performance

- **Fawry** reported **total revenues** of EGP 3,845.2 million in 9M2024, a significant increase of 65.9% from the EGP 2,317.3 million recorded during 9M2023. This growth is primarily attributed to the expansion of all key business segments, particularly the Banking Services segment, as well as the Financial Services and Supply Chain Solutions, underscoring the Company's success in broadening its revenue streams. On a quarterly basis, Fawry recorded total revenue growth of 77.0% year-on-year, reaching EGP 1,545.9 million in 3Q2024.
- The **Banking Services** segment, was Fawry's primary revenue contributor, witnessed significant growth, with revenues up by 81.8% y-o-y in 9M2024. Simultaneously, the growth served as the primary driver of top-line growth, contributing to 46.9% of the total revenue growth for 9M2024. While for **Alternative Digital Payments (ADP)**, the segment delivered growth of 33.8% y-o-y in 9M2024, and contributing 32.4% of Fawry's total top-line in 9M2024.
- During the first nine months of 2024, Fawry reported **gross profit** of EGP 2,542.3 million, up by 75.4% compared to the EGP 1,449.1 million recorded in the corresponding period last year, resulting in a gross profit margin (GPM) of 66.1% vs. 62.5% in 9M2023. The improved profitability margins stem from accelerated revenue growth and extensive expansion across high margin segments, delivering on the company's revenue diversification strategy, coupled with effective revenue management and cost synergies among Fawry's business lines. As for 3Q2024, **gross profit** came at EGP 1,025.1 million up by 84.1% y-o-y and resulting into a gross profit margin of 66.3% for the period compared to 63.8% recorded in 3Q2023.
- **EBITDA** for the nine months stood at EGP 1,879.4 million, up by an impressive 106.2% from the EGP 911.6 million recorded during 9M2023. Fawry booked an EBITDA margin of 48.9% during the period, up by 9.5



percentage points y-o-y, the highest since the company’s inception, highlighting the resulting benefits from the Company’s strategic cost control measures and enhanced operational efficiency. Similarly on Quarterly basis EBITDA margin reached 51.9%, with EBITDA growing by 119.2% on a y-o-y basis to reach EGP 802.6 million.

- **Net profit after NCI** recorded EGP 1,106.5 million in 9M2024, a 127.4% y-o-y increase from the EGP 486.5 million reported in the previous year. Fawry’s NPM stood at 28.8% in 9M24, showing a 7.8 percentage point improvement from the 21.0% booked the previous year. While for 3Q2024, net income doubled reaching EGP 477.8 million from EGP 203.5 million recorded in 3Q2023, this led to a net income margin expansion by 7.6 percentage points y-o-y for the quarter to reach 30.9%.

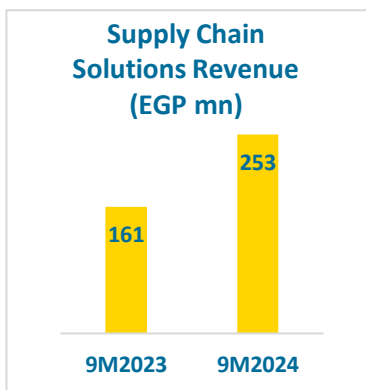
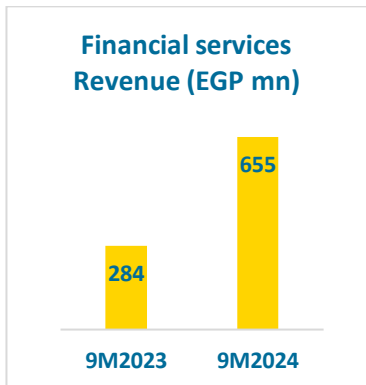
Segments Overview

Alternative Digital Payments

- Fawry's **Alternative Digital Payments (ADP)** segment recorded revenues of EGP 1,247.1 million in 9M2024, up by 33.8% y-o-y from the EGP 932.0 million in 9M2023. While for 3Q2024, ADP revenue grew by 37.9% y-o-y to reach EGP 481.9 million.
- The growth witnessed in 9M2024 and 3Q2024 marks ADP's highest year-on-year growth rate since 2019. This surge is attributed to Fawry's continuous addition of new billers, expansion of Point of Sale (POS) services, increased engagement with customers and merchants to enhance existing POS activity, and the rise in average ticket sizes, driven by price increases in select industries.
- ADP is no longer the largest contributor to Fawry’s top line, with the shift underscoring the growth of other segments and further emphasizing the ongoing successful evolution of the business towards an ecosystem model that integrates a diverse range of value-added services beyond ADP. The segment's growth accounted for 20.6% of the y-o-y increase in Fawry's overall top-line for 9M2024.

Banking Services

- **Banking Services** booked revenues of EGP 1,594.2 million in 9M2024, a notable increase of 81.8% y-o-y from the EGP 876.9 million booked in 9M2023. This growth was fueled by expansions in both the Agent Banking and Acceptance segments. Banking services throughput value increased by 98.9% y-o-y amounting to EGP 251.0 billion in 9M2024. 3Q2024 revenue figures came at EGP 662.1 million up by 101.1% y-o-y, while throughput went up by 132.0% y-o-y.
 - The **Agent Banking** business reported revenues of EGP 805.3 million in 9M2024, up by a significant 76.5% y-o-y. The Agent Banking



business recorded a throughput value of EGP 143.9 billion during the period, an increase of 93.2% y-o-y.

- Fawry's **Acceptance** business booked revenues of EGP 788.9 million in 9M2024, up by 87.5% y-o-y from the EGP 420.8 million booked during 9M2023. In parallel, Acceptance throughput doubled to EGP 107.1 billion in 9M2024 from the EGP 51.4 billion booked in the same period of the previous year. The increase of the quantity of acceptance-enabled POS terminals contributed to the growth of the business, yet equally as important was the surge in acceptance throughput per POS and online transactions.

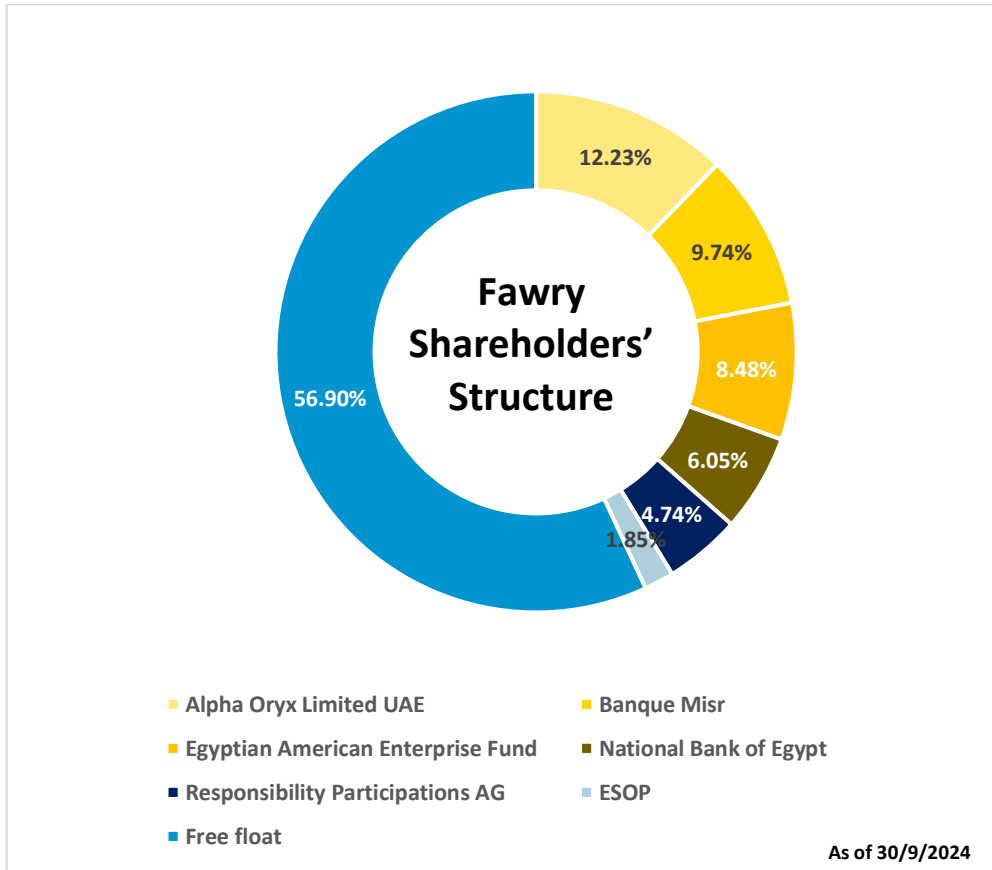
Financial Services

- Fawry has expanded its service portfolio to include a variety of **Financial Services**, such as SME lending, microfinance, BNPL for Business, consumer finance (BNPL), insurance brokerage, and the myFawry prepaid card.
- **The Financial Services** segment's top-line revenue doubled in 9M2024, reaching EGP 654.9 million, compared to EGP 284.1 million in 9M2023. This growth was driven by the nearly twofold increase in the MSME lending business and strategic expansions in consumer finance, insurance brokerage, prepaid cards, and money market funds (MMF).
- In 2024, Fawry launched SME lending after securing an SME lending license to meet the financing needs of the SME sector. This initiative builds on the January introduction of Overdraft facilities (BNPL for Business), tailored for Fawry merchants requiring small-ticket loans with short tenures. By the end of 3Q2024, the number of merchants with active credit limits reached 35k.
- Outstanding loans in **Fawry's MSME** portfolio surpassed EGP 1,725 million as of 30 September 2024, marking a 97.8% increase from EGP 872 million in the same period the previous year.
- **Insurance Brokerage** revenue rose to EGP 24.3 million in 9M2024, representing a 69.7% year-over-year increase. Notably, the company launched the "Sehetak Fawry" medical insurance product in October 2024, having issued over 700k policies since inception.
- The **Consumer Finance (BNPL)** services have continued their upward trajectory since launch, with the loan portfolio reaching EGP 653.1 million as of 30 September 2024.

Supply Chain Solutions

- Leveraging strong synergies between its retail network and the merchant bases of FMCG, manufacturing, and e-commerce companies, Fawry offers **Supply Chain Solutions** that digitize B2B transactions and payments among merchants, sales agents, and suppliers. The Supply Chain Solutions segment generated revenues of EGP 253.4 million in 9M2024, a 57.0% increase from EGP 161.4 million in 9M2023. Quarterly, revenues for Supply Chain Solutions rose to EGP 93.3 million in 3Q2024, up 42.6% from EGP 65.4 million in the same period the previous year.

About Fawry for Banking Technology and Electronic Payments



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Building 221 – F12 – Financial district – Smart Village

Founded in 2008, Fawry is the largest e-payment platform in Egypt serving the banked and unbanked population. Fawry's primary services include enabling electronic bill payments, mobile top-ups and provisions for millions of Egyptian users. Other digital services also include e-ticketing, cable TV, and variety of other services. Through its peer-to-peer model, Fawry is enabling corporates and SMEs to accept electronic payments through a number of platforms including websites, mobile phones, and POSs. With a network of 36 member banks, its mobile platform and more than 382 thousand agents, Fawry processes more than 6 million transactions per day, serving an estimated customer base of 52.9 million users monthly. Learn more at www.fawry.com.

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