# Q4 24
## EARNINGS RELEASE

# EGYTRANS
[ETRS.CA; ETRS EY EQUITY]

## Navigating Complexity with Strength Revenues Surge **78%** Net Profit Grows **231%**

## KEY HIGHLIGHTS CONSOLIDATED FY24

**Revenues** surged by 78% Y-o-Y to EGP 736.0 million.

**Gross Profit** increased by more than double Y-o-Y to EGP 263.5 million.

**Gross Profit Margin** increased by 851.1 basis points to reach 35.8%.

**SG&A** expenses grew by 45% Y-o-Y to EGP 113.0 million.

**EBIT** increased impressively to reach EGP 122.5 million.

**Net Profits** registered a record-breaking EGP 204.6 million, marking more than 3-fold increase.

**Net Profit Margin** grew by 1,283 basis points to register 27.8%.

# Financial Review

## Strong Performance Amid Market Complexity

In 2024, Egytrans delivered record-breaking financial performance despite an operating environment shaped by inflation, currency volatility, rising fuel prices, and regional trade disruptions. Against this backdrop, consolidated revenues surged by 78% to EGP 736.0 million, reflecting robust growth across freight forwarding, land transport, and the successful execution of the Amunet wind farm project. This growth also included synergistic cooperation with NOSCO's operations, which strengthened project logistics capabilities.

Gross profit more than doubled to EGP 263.5 million, supported by an improved service mix and commercial targeting.

**This resulted in a gross profit margin of 35.8%, one of the highest in recent years.**

While SG&A expenses rose to EGP 113.0 million due to inflationary pressures and internal investments in talent, digital tools, and sales capacity, improved productivity and operating leverage supported a

**708.9% increase in EBIT, reaching EGP 122.5 million.**

## Profitability Enhancement

The company's gross profit increased by over 130%, driven by strategic pricing, strong operational execution, and service diversification. These gains offset rising input costs and enabled EBIT margins to reach 16.6%, demonstrating efficient margin management under external pressure.

## Strengthened Cash Flow and Financial Position

Egytrans strengthened its financial position through prudent treasury management. The deployment of surplus liquidity into high-yield instruments reversed a prior net interest expense and delivered EGP 4.3 million in net interest income. Operating cash flow remained positive at EGP 58 million, while cash balances grew to EGP 246.2 million—providing flexibility for future investments and shielding operations from external shocks such as currency devaluation or trade route volatility.

## Drivers of Net Profit Growth

Net profit after taxes and minority interest reached an all-time high of

**EGP 204.6 million, more than tripling the 2023 figure.**

The key drivers of this growth were:

- **Core Business Expansion:** Strong volume gains in freight and land transport, including a 215% increase in ocean freight and 229% growth in air freight—partly driven by Red Sea disruptions.
- **Project Delivery:** The successful execution of the Amunet Wind Farm project contributed EGP 231.8 million in revenue, highlighting Egytrans' capacity in project logistics. This one-off success underlines the importance of maintaining growth in recurring core business activities.
- **Foreign Exchange Gains:** EGP 83.5 million in gains during the first quarter bolstered profitability, though these are recognized as non-recurring and macro-driven.
- **Investment Income:** Higher returns from securities and placements added further depth to bottom-line performance.

## Subsidiary Contributions

- **ETAL**: Revenues increased by 67% to EGP 36.1 million, driven by participation in the Amunet project. Gross profit rose to EGP 7.6 million, EBIT turned positive at EGP 1.3 million, and net profit reached EGP 598k—marking a turnaround from prior losses.
- **EDS**: Despite a temporary operational slowdown due to depot upgrades (completed in May 2024), EDS recorded a 13.6% revenue increase to USD 800k. Net profit rose by 54% YoY to USD 331.8k, with performance strengthening in the second half of the year.

## Key Takeaways

Egytrans' consolidated performance in 2024 underscores the effectiveness of its diversified strategy in the face of a volatile macroeconomic and geopolitical environment. The company delivered strong growth across its core logistics operations while leveraging project opportunities and financial prudence to drive profitability.
FX tailwinds and treasury gains supported the bottom line but are not assumed to repeat, reinforcing the importance of maintaining momentum in the core business.

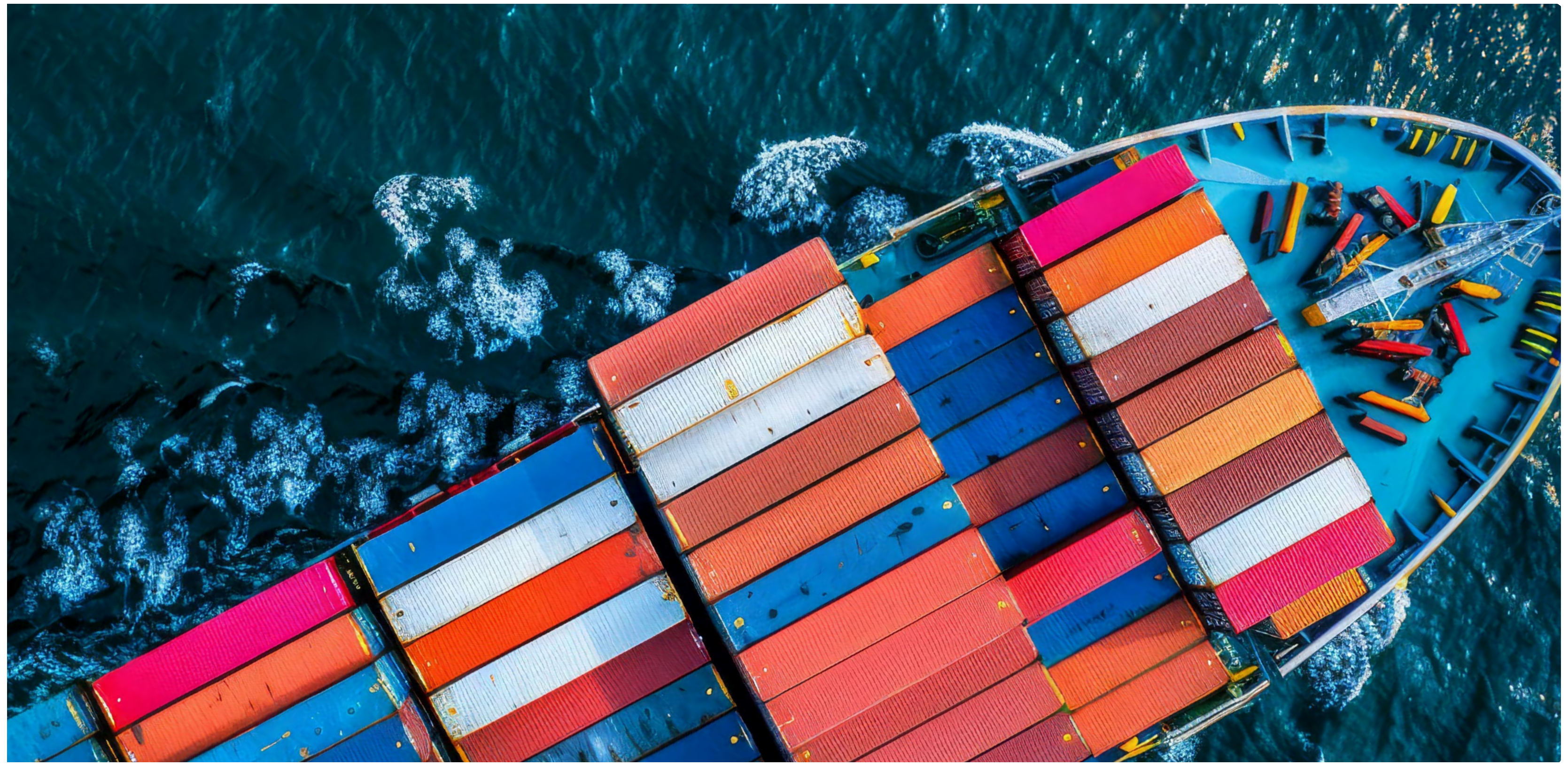
As regional tensions continue to disrupt trade corridors, Egytrans' operational agility, digital investments, and broadened capabilities (through NOSCO integration) provide a resilient platform. With a disciplined approach to growth, the company enters 2025 well-positioned to sustain value creation for its stakeholders.

## I/S Figures In EGP

| Item | 2023 | 2024 | Change YoY |
|---|---|---|---|
| Revenues | 414,124,214 | 736,003,092 | 77.73% |
| Costs | (301,104,173) | (472,499,644) | 56.9% |
| Gross Profit | 113,020,041 | 263,503,448 | 133.1% |
| SG&A | (78,145,951) | (112,902,835) | 44.5% |
| Sundry Expense | (21,372,252) | (30,296,074) | 41.8% |
| Sundry Income | 1,636,077 | 2,142,220 | 30.9% |
| EBIT (Net Operating Profit) | 15,137,915 | 122,446,759 | 708.9% |
| Investment Income | 16,912,244 | 21,059,581 | 24.5% |
| Investment in Securities | 8,819,547 | 40,276,075 | 356.7% |
| Net Interest Income | (2,389,194) | 4,253,499 | |
| FX Gain/Loss | 28,303,845 | 83,524,219 | 195.1% |
| Net Profit Before Taxes | 66,784,357 | 271,560,133 | 306.6% |
| Taxes | (4,822,845) | (66,998,940) | 1289.2% |
| Net Profit After Taxes | 61,961,512 | 204,561,193 | 230.14% |
| Minority Interest | (1,351) | (542) | -59.9% |
| Net Profit After Taxes & Minority Interest | 61,960,161 | 204,560,651 | 230.1% |
| EPS | 0.40 | 1.31 | 230.1% |

## Margins & Ratios

| Item | 2023 | 2024 | Bps |
|---|---|---|---|
| Costs / Revenues Ratio | 72.7% | 64.2% | -851.1 |
| Gross Profit Margin | 27.3% | 35.8% | 851.1 |
| EBIT Margin | 3.66% | 16.64% | 1,298.1 |
| Net Profit Margin | 15.0% | 27.79% | 1,283.1 |
| SG&A/Revenues Ratio | 18.9% | 15.3% | -353.0 |
| RoA | 11.2% | 21.4% | 1,025.6 |
| RoE | 16.4% | 31.58% | 1,514.9 |



# Selected B/S Figures In EGP

| Item | 2023 | 2024 | Growth |
|---|---|---|---|
| Net Fixed Assets | 189,764,532 | 237,773,637 | 25.3% |
| Accounts Receivable | 107,312,878 | 154,398,371 | 43.9% |
| Other Debtors | 47,312,976 | 95,257,617 | 101.3% |
| Projects Under Construction | 57,550,746 | 74,736,539 | 29.9% |
| Cash | 68,592,743 | 246,215,425 | 259.0% |
| Total Assets | 555,055,218 | 955,031,491 | 72.1% |
| Accounts Payable | 27,669,142 | 67,953,935 | 145.6% |
| Other Creditors | 57,823,762 | 92,356,255 | 59.7% |
| CPLTD | 11,483,980 | 12,530,365 | 9.1% |
| LTD | 33,507,610 | 21,284,871 | -36.5% |
| Total Liabilities | 177,861,823 | 307,188,920 | 72.7% |
| Total Shareholders' Equity | 377,193,395 | 647,842,867 | 71.8% |

# Operational Review

## Operational Execution Anchored 2024 Performance

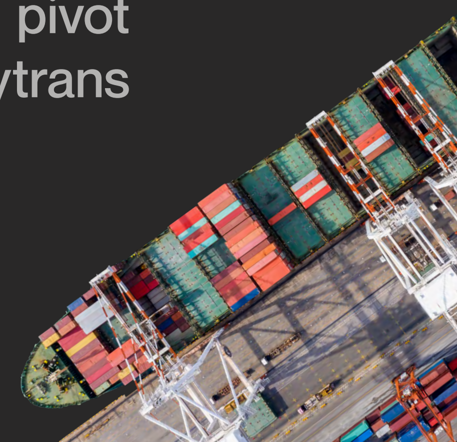
In 2024, Egytrans delivered significant operational advancements that directly supported its strong financial results, despite persistent market volatility and rising cost pressures. These efforts reflected not only resilience, but also the company's deliberate focus on agility, efficiency, and customer-centric execution.

## Enhanced Commercial outreach and Client Targeting

The company continued its CRM transformation, deepening customer segmentation and deploying tailored outreach strategies. These investments led to stronger client acquisition metrics and underpinned a 165% growth in the core logistics business.

## Strategic Operational Adaptations to Market Disruption

In response to the ongoing Red Sea crisis, Egytrans launched a new transit solution connecting Asia and Europe through Egypt, bypassing disrupted maritime routes. This operational pivot generated alternative revenue streams and positioned Egytrans as a reliable provider during supply chain turbulence.



## Execution of Amunet Wind Farm Project

Operationally, the Amunet project marked a high point of the year. Delivered on schedule by September 2024, it required extensive coordination across heavy-lift assets, project management teams, and project logistics. This successful execution reinforced Egytrans' capabilities in complex logistics and strengthened its future project credentials.

## Integration and Optimization through NOSCO

The ongoing integration in preparation for finalization of the acquisition of NOSCO focused on aligning fleets, harmonizing project management tools, and broadening operational reach—particularly in specialized trucking and heavy transport, underscoring the importance of managing operational complexities during the transition.

## Digital Infrastructure and Efficiency Gains

Investments in ERP systems, optimization tools, and cybersecurity were further developed in 2024. These tools are designed to streamlined operation, enabling better tracking and resource allocation, and supported the sales team in real-time pricing and lead conversion.

## Environmental and Governance Actions

On the ESG front, Egytrans formalized several initiatives:

- **Expanded recycling of tires, truck batteries, and office paper.**

Continued its ESG disclosure practices with updated submissions to Egypt's Financial Regulatory Authority.nancial Regulatory Authority.nancial Regulatory Authority.

Issued its second carbon footprint report, which for the first time incorporated EDS into group-wide emissions reporting.
Actively engaged in public forums and industry platforms to advocate for sustainability, share perspectives on climate action, and contribute to the regional dialogue on responsible logistics practices.

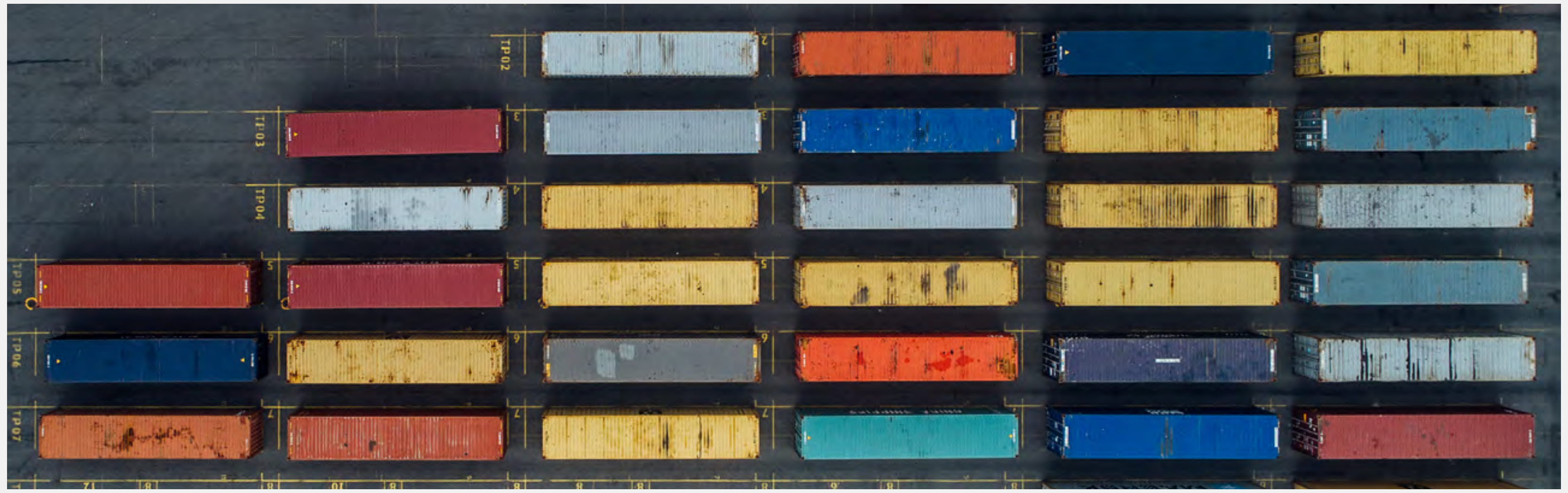
## Key Takeaways

2024 marked a year of operational execution aligned with strategy. Egytrans improved internal systems, client acquisition, and commercial responsiveness while simultaneously executing complex projects and mitigating supply chain volatility. These efforts did not merely support topline growth—they cemented operational foundations critical for long-term, sustainable expansion.


# Egytrans Separate

## Core Logistics Business Delivers Strong Financial Performance

In 2024, Egytrans' core logistics operations delivered solid financial performance, demonstrating resilience and strategic clarity amid challenging market conditions. Revenues increased by 82% year-on-year, reaching EGP 697.9 million, reflecting strong commercial execution and the successful capture of shifting regional trade flows. Gross profit rose significantly to EGP 238.5 million, while EBIT recorded a sharp increase to EGP 121.1 million, up from EGP 11.8 million in the previous year. Net profit after taxes surged to EGP 204.7 million—nearly a fourfold increase—supported by improved margins, currency gains, and operational efficiencies.



This performance was anchored by the company's ability to scale high-performing segments and address emerging disruptions with agility.

## Segment Performance Overview

- Ocean Freight Forwarding grew by 121%, supported by a 125% increase in TEUs handled. This growth reflects both market share gains and strengthened port operations across Alexandria, Port Said, and Sokhna.

- Air Freight Forwarding rose by 183%, benefitting from elevated demand as geopolitical tensions in the Red Sea prompted a shift from sea to air transport for time-sensitive cargo.

- Land Transport posted a 173% revenue increase, underpinned by the expansion of intermodal offerings and new contracts with international shipping lines, enhancing Egytrans' presence in inland transport.

- Customs Clearance revenue grew by 39%, rebounding from the prior year's currency-driven import slowdown, as delayed shipments resumed and client activity stabilized.

- Transit Services recorded nearly a fivefold revenue increase, driven by the rapid deployment of a new Red Sea transit service. This offering leveraged Egypt's strategic geography to connect Asia and Europe while bypassing disrupted maritime routes.

- Free Zone Services experienced a sharp 85% decline in revenue. This was primarily due to new government restrictions on the import of special-needs vehicles, which significantly reduced car sales in this segment. In response, Egytrans will be reorienting its Free Zone strategy toward higher-margin 3PL solutions.

Egytrans' ability to pivot toward high-growth segments while managing regulatory headwinds in others illustrates the strength and flexibility of its core business model. The company continues to prioritize commercial expansion, service diversification, and digital integration as key levers for sustained performance in the years ahead.

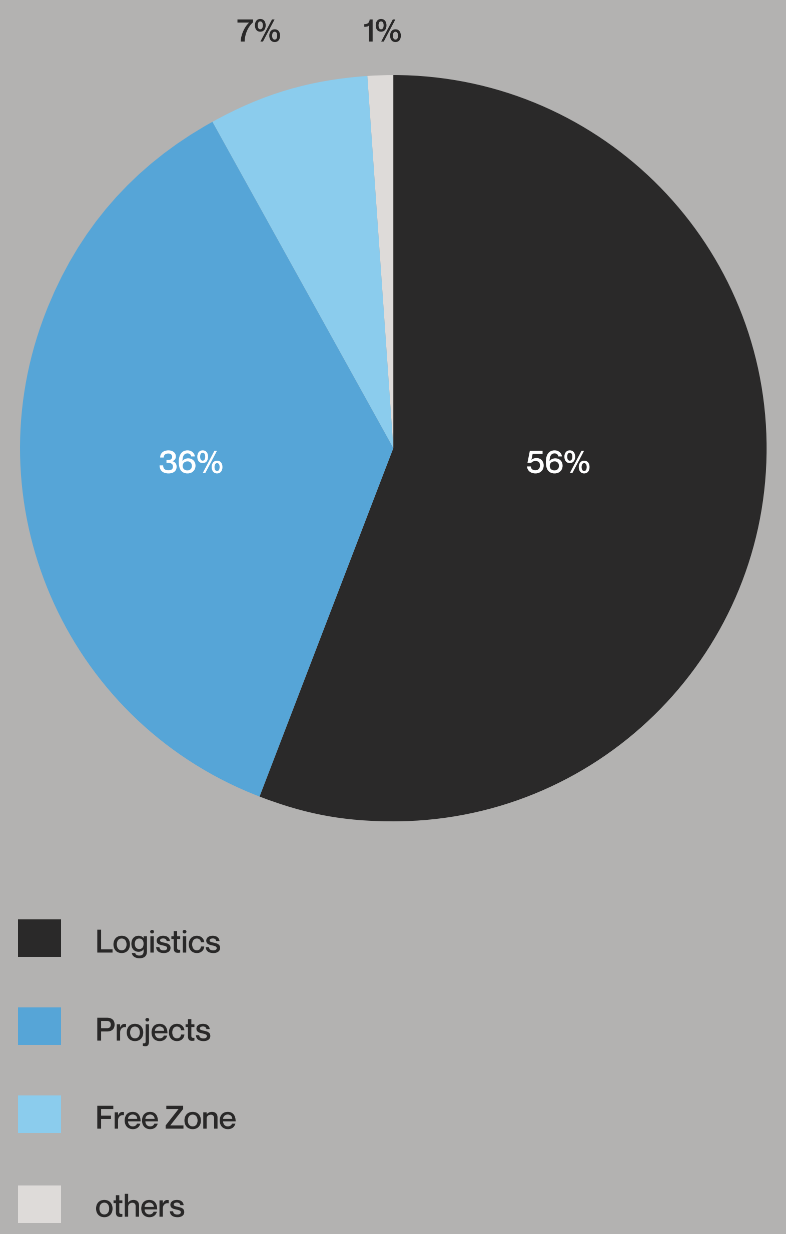
## Revenue Breakdown & GPM per Activity

| Description | 2023 | 2024 | Growth |
|---|---|---|---|
| Revenues - Logistics | 152,099,463 | 403,046,221 | 165% |
| COGS - Logistics | (96,600,807) | (314,210,187) | |
| Contribution Margin - Branches | 55,498,656 | 88,836,034 | |
| Contribution Margin % | 36.49% | 22.04% | |
| Revenues - Projects | 68,929,784 | 261,083,819 | 279% |
| COGS - Projects | (45,641,243) | (94,744,426) | |
| Contribution Margin - Projects | 23,288,541 | 166,339,393 | |
| Contribution Margin % | 33.79% | 63.71% | |
| Revenues - Free Zone | 161,457,577 | 24,518,335 | -85% |
| COGS - Free Zone | (111,310,802) | (11,390,801) | |
| Contribution Margin - Free Zone | 50,146,775 | 13,127,534 | |
| Contribution Margin % | 31.06% | 53.54% | |
| Revenues - Others | - | 9,288,000 | |
| COGS - Others | - | (2,294,692) | |
| Contribution Margin - Others | 0 | 6,993,308 | |
| Contribution Margin % | | 75.29% | |
| Total Revenues | 378,190,854 | 697,936,375 | 82% |

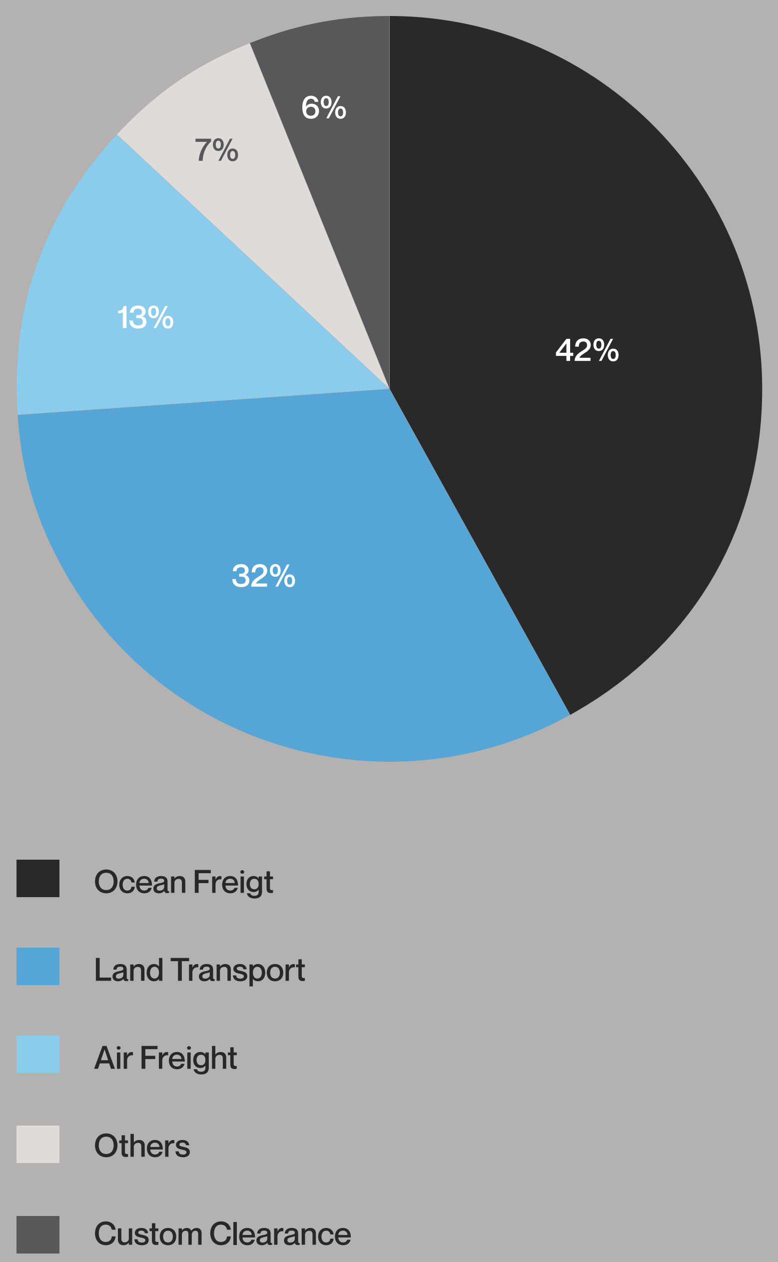
# Income Statement Separate

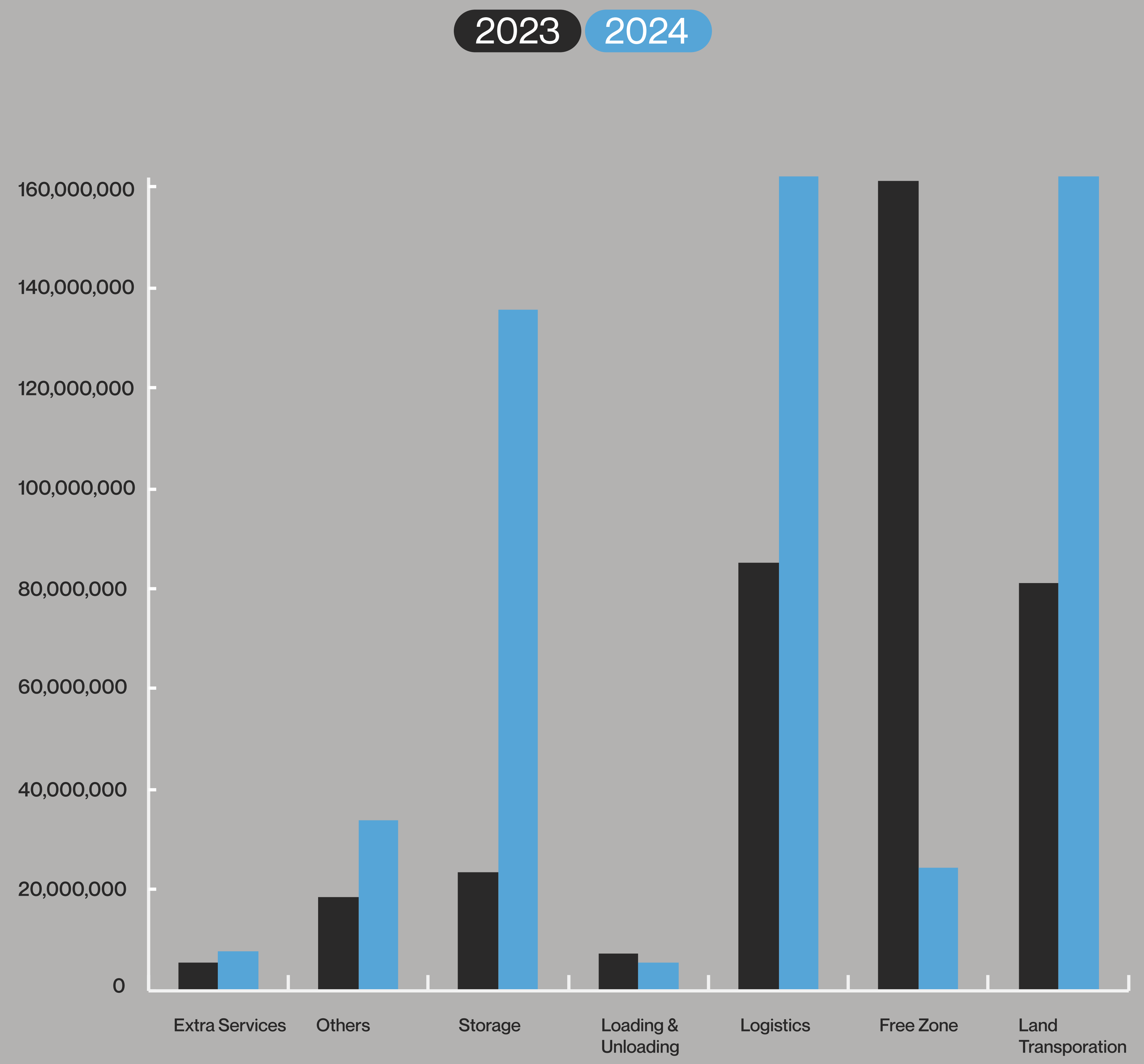
| Item | 2023 | 2024 | Change YoY |
|---|---|---|---|
| Revenues | 382,486,824 | 697,936,375 | 82.5% |
| Costs | (283,134,744) | (459,399,529) | 62.3% |
| Gross Profit | 99,352,080 | 238,536,846 | 140.1% |
| SG&A | (71,726,073) | (101,699,080) | 41.8% |
| Sundry Expense | (21,141,138) | (21,181,785) | 0.2% |
| Sundry Income | 5,320,563 | 5,419,968 | 1.9% |
| EBIT (Net Operating Profit) | 11,805,432 | 121,075,949 | 925.6% |
| Investment Income | 17,913,454 | 25,606,085 | 42.9% |
| Investment in Securities | 8,819,547 | 24,016,900 | 172.3% |
| Net Interest Income | (2,579,465) | 1,916,928 | |
| FX Gain/Loss | 24,160,078 | 92,115,040 | 281.3% |
| Net Profit Before Taxes | 60,119,046 | 264,730,902 | 340.3% |
| Taxes | (2,464,674) | (60,008,144) | 2334.7% |
| Net Profit After Taxes | 57,654,372 | 204,722,758 | 255.1% |
| EPS | 0.37 | 1.31 | #REF! |

## Revenue Breakdowns




## Revenue Breakdowns





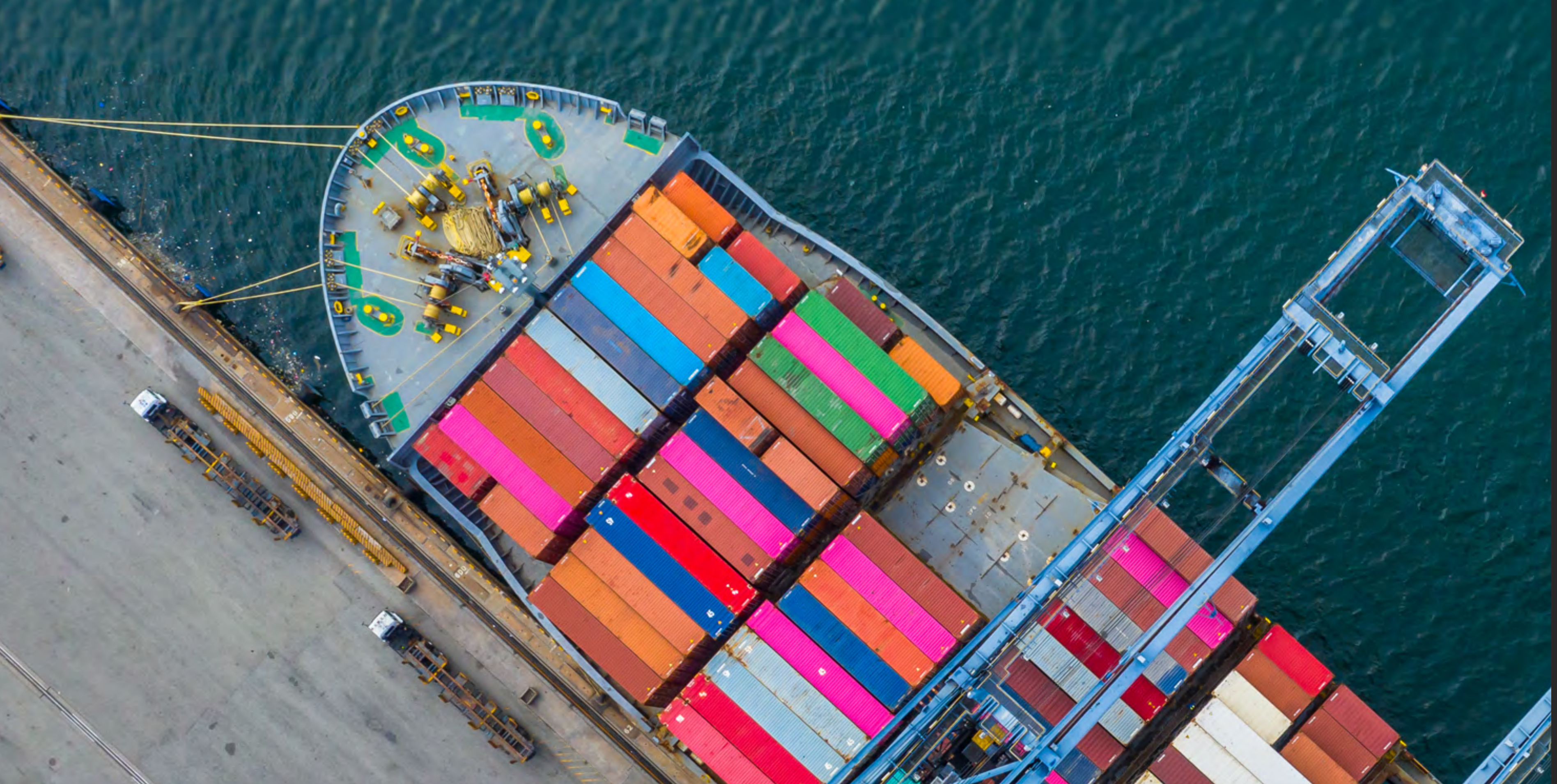

## ETAL Demonstrates Strategic Recovery in a Challenging Heavy Transport Market

ETAL, Egytrans' heavy transport and projects arm, recorded a strong turnaround in 2024 despite persistent challenges in the infrastructure and energy sectors. Revenues rose by 67% year-over-year to EGP 36.1 million, up from EGP 21.6 million in 2023. This growth was driven primarily by project logistics demand—most notably the successful execution of the Amunet Wind Farm project in partnership with Egytrans, which reinforced ETAL's positioning in the specialized renewable energy transport space.

Heavy haul logistics remains a cyclical business, closely linked to national infrastructure investment and large-scale industrial development. In 2024, despite reduced overall infrastructure activity and ongoing economic constraints, ETAL adapted by focusing on high-value, technically demanding assignments. This approach translated into gross profit growth to EGP 7.6 million and a return to positive EBIT of EGP 1.3 million, compared to an operating loss in the prior year. Net profit rose to EGP 597.6k.

The Amunet project, completed on schedule in Q3 2024, involved the transport of oversized wind turbine components—demonstrating ETAL's operational capacity and reinforcing its reputation as a key player in Egypt's energy and industrial logistics chain.

With the ongoing integration with NOSCO, ETAL is well-positioned to capitalize on future infrastructure cycles, leveraging a broader asset base, strengthened engineering capabilities, and a growing pipeline of heavy transport opportunities. While project-based revenue is inherently volatile, ETAL's strategic focus on execution excellence and market responsiveness enables it to navigate these cycles and align with Egytrans' broader ambition to lead in project logistics across the region.

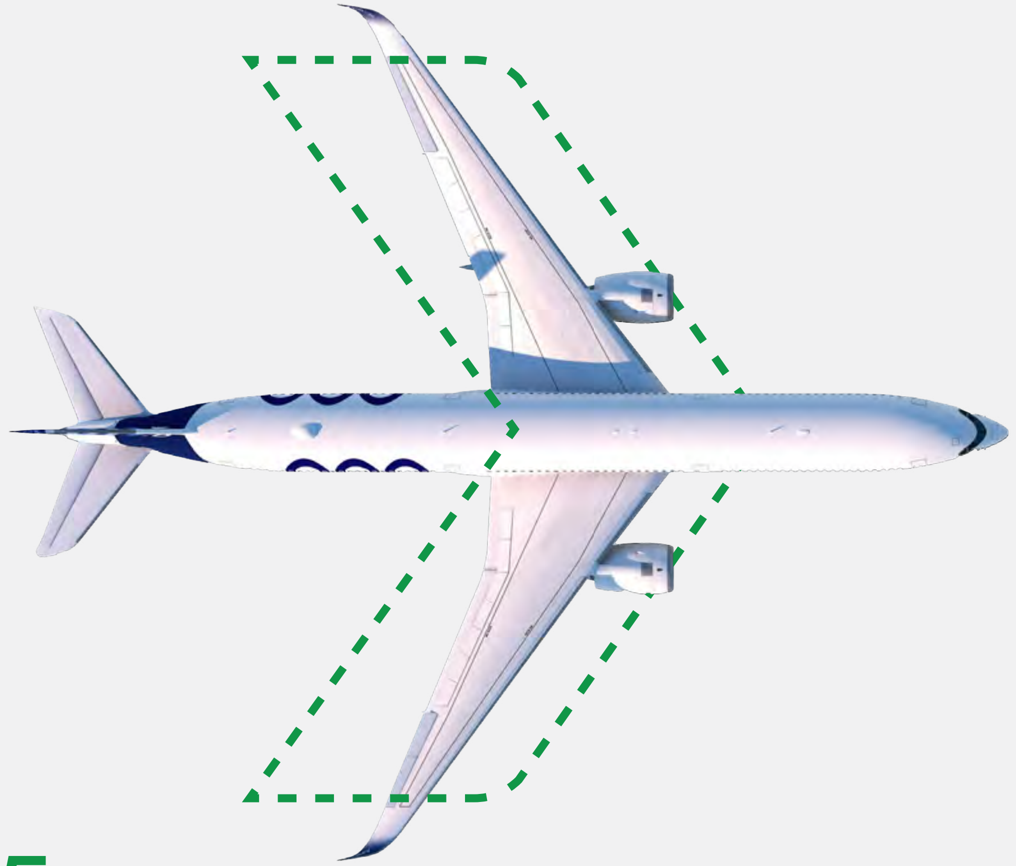


## EDS: Recovery Following Strategic Depot Enhancements

In 2024, EDS underwent a period of strategic transition aimed at strengthening its long-term capabilities. The year began with operational limitations due to ongoing depot upgrades that had been initiated in Q3 2023 and were successfully completed by May 2024. This temporary capacity reduction, combined with a broader market slowdown in liquid bulk movement, placed early pressure on revenues and utilization.

Despite these headwinds, EDS demonstrated a solid recovery in the second half of the year. Revenues grew by 13.6% year-on-year, reaching USD 800,000, up from USD 704,300 in 2023. Gross profit experienced a slight decline of 3.5% to USD 388,500, reflecting the impact of the first-half slowdown. However, the company’s focus on cost control and operational efficiency resulted in a notable improvement in profitability. EBIT rose to USD 166,100, up from USD 115,200 the previous year. Most significantly, net profit after taxes climbed by 54%, reaching USD 331,800, compared to USD 215,700 in 2023.

This performance underscores the strategic nature of EDS’s 2024 transition. While short-term impacts were felt, the depot enhancements have now positioned the company for greater capacity, improved service delivery, and long-term operational resilience. With upgraded infrastructure in place, EDS is entering 2025 well-equipped to capitalize on future growth opportunities.



## Outlook for 2025

As we enter 2025, Egytrans does so with a clear-eyed view of the environment ahead. The external landscape remains complex—defined by intensifying geopolitical risk, shifting trade dynamics, and continued macroeconomic uncertainty.
These conditions are expected to shape the logistics and transport sector in Egypt and the broader region throughout the year.

In the Middle East, geopolitical volatility continues to impact the flow of goods through strategic maritime corridors. Disruptions in the Red Sea and surrounding trade routes have become more than temporary shocks; they are now a structural feature of the operating environment. This requires sustained investment in routing flexibility, risk management protocols, and service models that can adapt in real time.

On the economic front, Egypt enters 2025 still contending with high inflation, elevated interest rates, and a currency environment that remains fragile despite recent stabilization efforts. While certain indicators—such as increased foreign direct investment and international financing agreements—suggest a path to gradual improvement, the recovery remains uneven and exposed to global developments.

In contrast, the Kingdom of Saudi Arabia continues to offer a degree of resilience. Large-scale investment programs tied to Vision 2030 are maintaining momentum, providing opportunities across infrastructure and logistics. Our planned scale-up of operations in KSA is built around this long-term trajectory, with a focus on service alignment, risk mitigation, and commercial execution.

It is important to note that 2024 was an exceptional year in terms of financial performance, largely driven by the Amunet wind farm project. Project-based revenues, while significant, are inherently cyclical and dependent on national infrastructure investment. As such, 2025 is expected to see a natural decline in revenue and profit levels compared to the outlier performance of 2024.

This expected normalization should not be viewed as a retreat, but rather as a return to the underlying steady growth trajectory of our core business. Within this context, Egytrans' priorities for 2025 are clear. We will continue to deepen our presence in KSA while consolidating the operational gains achieved in Egypt in 2024. The launch of Nafith Egypt represents a strategic leap in our digital transformation agenda, designed to bring efficiency, transparency, and capacity optimization to the local freight market.

We also remain focused on strengthening our core business. Diversification across freight modes, expansion of customer relationships, and targeted margin management will be essential in sustaining performance in what is likely to be a slower demand environment. Key sectors such as industrials, renewable energy, and infrastructure remain areas of focus, supported by our proven capabilities in complex logistics and project execution.

Sustainability will take on increasing importance in 2025—not just as a compliance requirement, but as a differentiator. Clients are seeking logistics partners who can deliver on efficiency and environmental responsibility, particularly in sectors tied to international trade. Our efforts will focus on emissions reduction, warehouse energy efficiency, and the integration of environmental risk factors into operational planning.

Talent, too, remains central to execution. As the industry becomes more digitized and more customer-focused, we will continue to invest in attracting and retaining high-caliber professionals, ensuring that Egytrans remains agile and responsive in the face of rapid change.

The year ahead will not be without volatility. Global trade remains exposed to geopolitical friction, consumer demand is uneven, and inflationary pressures are still present across our cost base. But Egytrans enters 2025 from a position of strength: financially disciplined, operationally prepared, and strategically focused.

By continuing to execute against the pillars of Grow, Deliver, and Simplify, we believe we are well positioned to navigate this next chapter—supporting our clients, generating long-term value, and reinforcing our role as a trusted partner in a challenging global logistics environment.

EGYtrans