



Earnings Release

FY-2023

Cairo, March 9, 2024 - Arab Developers Holding (listed under code ARAB on the Egyptian Stock Exchange) presents a statement regarding the business results of the year 2023.

Arab Developers Holding witnessed a continued rise in its growth and development trajectory, thanks to its strong performance during the fourth quarter of 2023. The company achieved excellent increases in qualitative sales, revenues, gross, operating, and net profits compared to the same period last year. The company managed to sell 416 units with a total area of about 50,000 square meters compared to 520 units with a total area of about 61,000 square meters in the same period of the previous year. Additionally, the company delivered 203 units with a total area of about 17,000 square meters compared to 120 units with a total area of about 13,000 square meters in the same period last year.

Overall, the results of the fiscal year also showed record performance rates in sales, revenues in addition to gross, operating, and net profits compared to the previous year. Thanks to the flexible and diverse sales plans as well as the policies mitigating the negative impact of inflation and its effect on all activities.

Total Sales amounted to EGP 5.27 billion in the form of 1,819 units with a total area of approximately 220,000 square meters. Compared to EGP 2.59 billion in the form of 1,363 units with a total area of approximately 150,000 square meters in the previous year, with an increase of 103%. The company succeeded in delivering 654 units with a total area of approximately 75,000 square meters compared to 658 units with a total area of approximately 73,000 square meters in 2022.



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Millions (EGP)	Q4		%	12M		%
	2023	2022	23/22	2023	2022	23/22
Sales	1,455	1,199	121%	5,273	2,594	203%
Revenues	392	159	246%	1,265	849	149%
Gross Profit	93	28	333%	402	248	162%
Operating Profit (EBIT)	62	(29)	314%	77	(23)	442%
Net Profit	10	(37)	127%	100	(18)	649%
Earnings per Share	0.01	(0.03)		0.08	(0.01)	

Key Financial Indicators:

Ratios	Q4		12M	
	2023	2022	2023	2022
Cost of Revenues to Revenues	76%	82%	68%	71%
Gross Profit to Revenues	24%	18%	32%	29%
Operating Profit Margin	16%	-18%	6%	-3%
Net Profit Margin	3%	-23%	8%	-2%

Future Outlook

- Arab Developers Holding aims to adopt policies and measures that enhance the concept of sustainable development, aligning growth rates and investment activities with environmental and climate priorities.
- The company focuses on accelerating execution and delivery rates, as well as maintaining project timelines. Additionally, it aims to complete the development of the Porto Dead Sea project and commence the Porto Agadir project upon completing the official procedures for this promising project.
- The company closely monitors the rise in inflation rates and measures taken to mitigate its risk, as we believe this to be among the most important factors affecting the state of the economy and its growth rates.



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Capital:

- The issued and paid-up capital as of March 9, 2024, amounted to EGP 772,386,855, distributed over 1,287,311,425 shares, with a PAR value of EGP 0.6 per share.
- The total equity of the group as of December 31, 2023, amounted to EGP 1,285,843,818, with a book value per share of EGP 1.00.

Investor Relations

