

EAST-EG

Eastern Company SAE

Eastern Company – Earnings and Business Results Report (H1 | Q2 2024/25)
Date: February 15, 2025

Eastern Company has reported stable performance during the second quarter of the 2024/25 fiscal year, supported by sales volume growth and revenue expansion. However, inflationary pressures on raw materials, including tobacco and other production inputs, present challenges that affect profitability sustainability and the continuation of high performance.

Key Highlights

- **gross sales growth:** Reached EGP 53.5 billion, marking a 103% year-on-year increase.
- **Net revenue:** Increased to EGP 18.5 billion, a 133% YoY growth.
- **Operating profit (EBIT):** Increased by 82% YoY, reaching EGP 6.6 billion.
- **Net profit:** Rose by 86% YoY to EGP 5.38 billion.
- **growth in local cigarette sales volumes:** Sales volume grew by 48% YoY, with net revenue for this segment increasing by 147% YoY.
- **Export performance:** Revenue from cigarette and molasses tobacco exports grew by 68% and 96% YoY, respectively.

Financial Highlights

"In light of ongoing challenges and rising costs, Eastern Company adopts a cautious approach while focusing on sustainable performance."

(All values in million EGP)

Q2 Performance

Indicator	Q2 24/25	Q2 23/24	YoY Change	QoQ Change
Total Sales	29,552	16,164	+83%	+24%
Net Revenue	10,330	4,823	+114%	+27%
Gross Profit	3,301	1,783	+85%	+38%
Gross Profit Margin (%)	32%	37%	-	-
EBIT	4,413	2,247	+96%	+98%
EBIT Margin (%)	43%	47%	-	-
Earnings Before Tax (EBT)	4,476	2,266	+98%	+90%
Net Profit	3,558	1,773	+101%	+95%
Net Profit Margin (%)	34%	37%	-	-

H1 Performance

Indicator	H1 24/25	H1 23/24	YoY Change
Total Sales	53,463	26,453	+102%
Net Revenue	18,455	7,921	+133%
Gross Profit	5,701	2,733	+109%
EBIT	6,643	3,568	+82%
EBT	6,827	3,687	+85%
Net Profit	5,382	2,896	+86%
Net Profit Margin (%)	29%	37%	

Financial Performance Overview

1. Sales Volume Trends

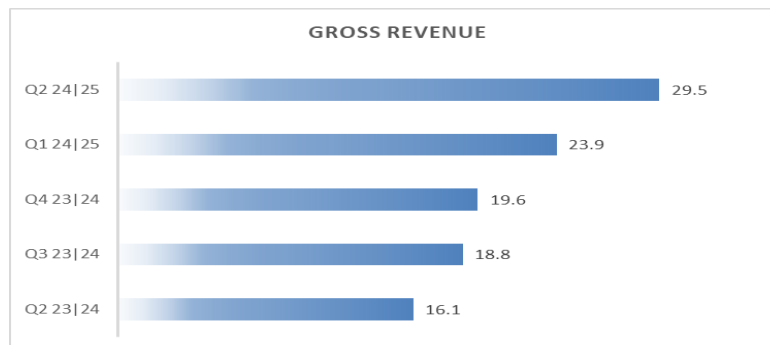
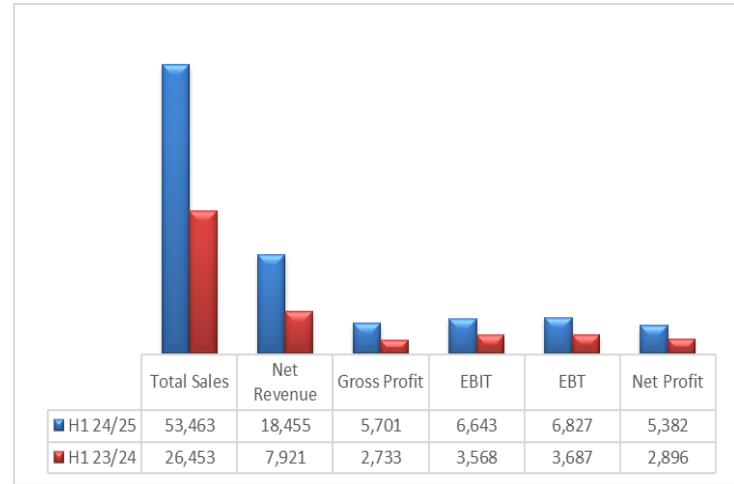
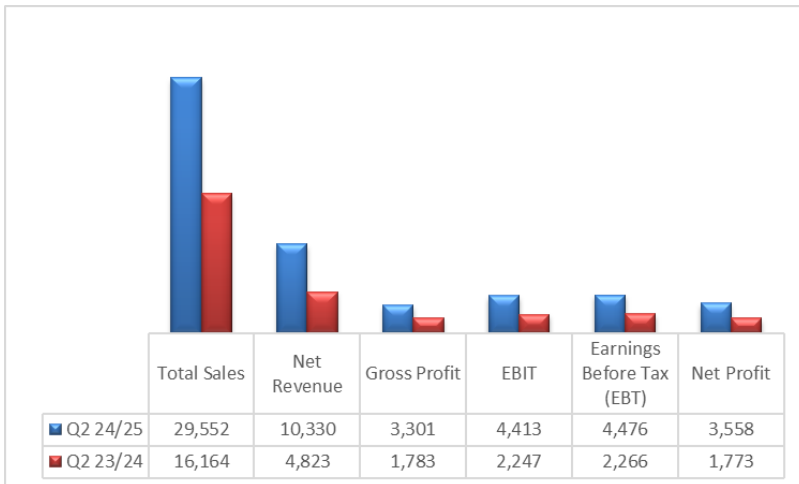
Product	H1 2024/25	H1 2023/24	Change (%)
Local Cigarettes (thousand units)	28,827,314	19,500,168	+48%
Molasses Tobacco (tons)	3,520	3,449	+2%
Cigars (thousand units)	334	557	-40%
Cigarette Exports (thousand units)	72,950	91,320	-20%
Molasses Tobacco Exports (tons)	450	375	+20%

2. Revenue Growth Thousand EGP

Product	H1 2024/25	H1 2023/24	Change (%)	H1 2022/23	Change (%)
Local Cigarettes	17,507,647	7,076,909	+147%	9,116,250	+92%
Local Molasses Tobacco	228,684	143,151	+60%	94,174	+143%
Cigarette Exports	70,981	42,172	+68%	20,360	+249%
Molasses Tobacco Exports	85,616	43,778	+96%	31,130	+175%

3. Profitability Trends Million EGP

Metric	Q2 2024/25	Q2 2023/24	Change (%)	Q2 2022/23	Change (%)
Gross Profit	5,701	2,733	+109%	4,902	+17%
Operating Profit (EBIT)	6,643	3,658	+82%	4,443	+50%
Net Profit	5,382	2,896	+86%	3,489	+54%



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