

A man with glasses and a blue polo shirt is standing in a factory, operating a large industrial machine. He is looking at a computer monitor. The machine has various control panels and buttons. The background shows more industrial equipment and a factory setting.

E7 Group

An Industrial Leader Embarking On A
Transformational Growth Story

March 2024



No statement in this document is intended to be nor may be construed as a profit forecast. Any statements made in this document which could be classed as “forward-looking” are based upon various assumptions, including management’s examination of historical operating trends, data contained in the Company’s records and other data available from third parties. Although the Company believes that these assumptions were reasonable when made, these assumptions are inherently subject to significant risks, uncertainties and contingencies. Forward-looking statements are not guarantees of future performance. Risks, uncertainties, and contingencies could cause the actual results of operations, financial condition and liquidity of the Company to differ materially from those results expressed or implied in the document by such forward-looking statements. No representation or warranty is made that any of these forward-looking statements or forecasts will come to pass or that any forecast result will be achieved. No reliance should be placed on any forward-looking statement.

E7 Group Today

E7 Group is a diversified industrial player within the UAE



Diversified revenue streams...



State of the art infrastructure



Exceptional FY 2023 performance

4 distinct business segments

10 industry certifications for security

631.9mn
Revenue (CAGR: 27% FY20-FY23)

40+ custom products and solutions portfolio

20mn school textbooks delivered annually

171.1mn
EBITDA (CAGR: 43% FY20-FY23)

10 industry sectors

450+ vehicle fleet serving the UAE

140.3mn
NP before non-cash listing expense
(CAGR: 79% FY20-FY23)

1200 schools

19,000 tons installed capacity for sustainable packaging

Stable working capital

25 countries served

1300+ staff

65%+ revenue recurring in nature from long term contracts



Portfolio of 40+ custom product and solutions to meet clients needs

SECURITY



Passport Solutions



Identity Solutions



Certificate and stickers



Ballot Paper



Banking Cards and
Solutions



Transportation Cards



Telecom Cards



PRINTING



School Textbooks



Marketing Collaterals



Digital Printing



Outdoor Printing



Newspapers &
publications



Educational solutions



Custom books



PACKAGING



Folding Cartons



Paper Cups



Flexible Labels



Shipment distribution



Reverse Logistics



Publications distribution



Mailroom



E-commerce



Serving marquee clients across diverse sectors and 25 countries

Serving clients across 25 countries and 3 continents



across various sectors and a diverse marquee client base

شبكة أبوظبي للإعلام
ABU DHABI MEDIA NETWORK



الهيئة الاتحادية للهوية
والجنسية والجمارك وأمن المنافذ
FEDERAL AUTHORITY FOR IDENTITY,
CITIZENSHIP, CUSTOMS & PORT SECURITY



UNITED ARAB EMIRATES
MINISTRY OF EDUCATION



AGC
Alokozay
TEA

The
National



etisalat and



IFFCO

ITP MEDIA
GROUP



NPI



SEHA
شركة أبوظبي للخدمات الصحية
Abu Dhabi Health Services Co. P.S.C.



مصرف عجمان
Ajman Bank
شرطة أبوظبي
ABU DHABI POLICE



Qwien

الاتحاد
ETIHAD
AIRWAYS



Stable long-term recurring revenue, state-of-the-art facilities and a unique 'one-stop-shop' portfolio



Diversified business portfolio – “One-Stop-Shop” with a strong reputation

65%+ **revenue is recurring** in nature through **long-term contracts** with anchor government clients, providing high revenue visibility

One of the **largest** security and educational printing and solutions players in the region

Industry **leading margin profile** with continuous focus on realization improvement initiatives

Ease of doing business across Europe, Asia and Africa, **leveraging UAE's strategic location** and trade relations

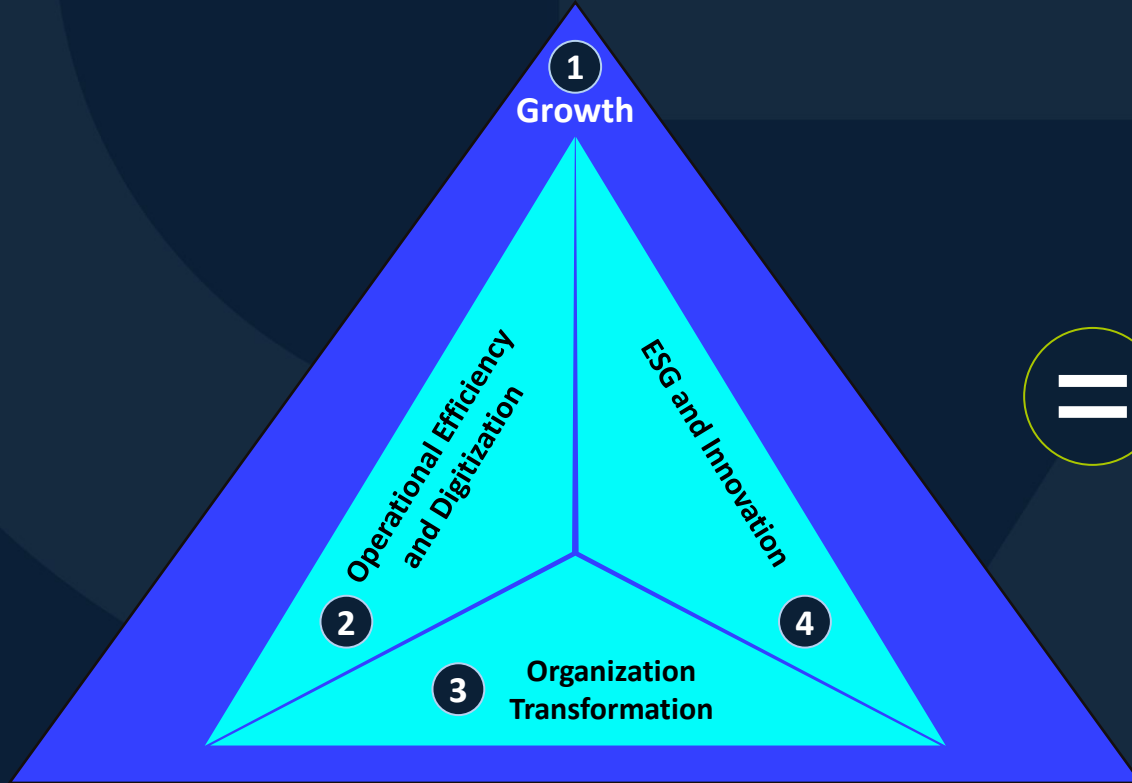
Strong financial performance with class-leading record of growth and profitability

High barriers to entry in the security segment owing to stringent security certification requirements. E7 possesses the required expertise across a range of security features and excellent client credentials



Our Strategy : Accelerating Growth

E7 Group's strategy is to accelerate future growth with the right enablers



To be a leading industrial champion of Abu Dhabi by pursuing sustainable profitable growth, provide high quality customer service as a one-stop-shop for customised solutions

E7 Security aims to capture a larger share of the security solutions value chain

 Current offerings  Growth focus

Industry landscape

Component	Planning & Design	Infra Deployment	Digital Identity	System Integration
Physical Documents	Security Assessment	Enrolment Platform Design	Enrolment	E2E System management
Scanners	System (PKI) design	Enrolment Platform Design	Authentication	IoT Connectivity
eSIMs	Software platform design	Hardware integration	Verification	Digital transformation
Fingerprint readers	Modular identity management system	Compliance and Security	Biometrics database	E-services infrastructure
Iris scanner	Personalization	Infrastructure consulting	Liveness solutions	Consulting solutions
Security Features	Credential Management	Testing and validation	Digital Wallets/KYC	Training services

Hardware

Software

Ambition: To be the leading diversified E2E security solutions player globally

Organic Growth

- 1 Drive growth in core offerings of IDs, Passports, Banking solutions through new contracts acquisition
- 2 Enter adjacent security products categories

Inorganic Growth

- 1 Partner with system integrators and other security players
- 2 Acquire new capabilities of digital identity management and system integration capabilities

Focus Geographies

Middle East, Africa, Asia, LATAM

E7 Packaging is on a path to accelerate its growth within sustainable packaging

Industry landscape

Packaging Type	Glass, Plastic Metal	Non focus segments		
	Flexible	- Films - Caps and closures Labels - General Flexible	- Laminate food grade pouches - Capsules	- Aseptic - Food based - Biodegradables - Mono-materials
	Paper	Paper cups - Paper bags Folding cartons	- Litho Laminate corrugated boxes Special food packaging	Luxury packaging Pharma packaging - Digital corrugation boxes
		Mass Volume	Premium	Niche
Nature of Market				

 Current offerings  Growth focus

Ambition: To be the leading sustainable packaging solutions player regionally

Organic Growth

- 1 Increase market share in existing core offerings of paperboard products and flexible labels
- 2 Access opportunities to grow in adjacent packaging segments to cover whole spectrum of client needs

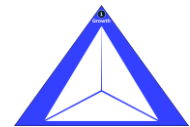
Inorganic Growth

- 1 Expand product offerings in the premium and niche segments
- 2 Penetrate new geographies

Focus Geographies

Middle East, Africa, Asia, LATAM

Prioritize customer retention, operational efficiency and profitable growth expansion



Priorities

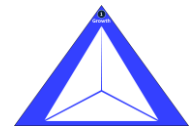
- Retain **preferred printing partner** status and **market share**
- Focus on building **long-term resilient relationships with key customers**
- Selectively pursue growth by **expanding reach in GCC and Africa**, acquiring large government and institutional contracts
- Focus on enhancing **internal operational efficiencies**



Priorities

- Continued focus on customer retention, **maximizing operational utilization** and selective expansion in banking, health and government sectors to maintain **profitable growth**
- Strengthen E7 Group's value proposition through **value-added services** (logistics and distribution)
- Continue to identify and implement initiatives to **reduce environmental impact**

E7 Group's funnel approach to identify and execute M&A opportunities



Strategic Objectives

- **Acquire capabilities** in digital identity management and system integration
- **Access to new contracts and markets**

- **Scale up of packaging business**
- **Support sustainability goals**, revenue diversification, access to new clients

Market Position and Operating Segments

- **Long term recurring revenue** orderbook
- Complements E7 Security's strengths
- Leading industry solutions or significant market player across regions

- Focus on GCC, MENA, Asia, Europe
- Niche, premium and sustainable products
- Significant market share

Operational Considerations

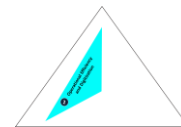
- Synergy potential
- R&D and technology IP
- Management and technical team expertise

- Synergy potential
- Installed capacity and utilization
- Management team
- Quality of assets

Investment Parameters

- Outright acquisition, JV or Technical collab
- Industry benchmark multiples
- Controlling or full stake
- Target family or PE owned
- Mid-size player, industry benchmark profitability

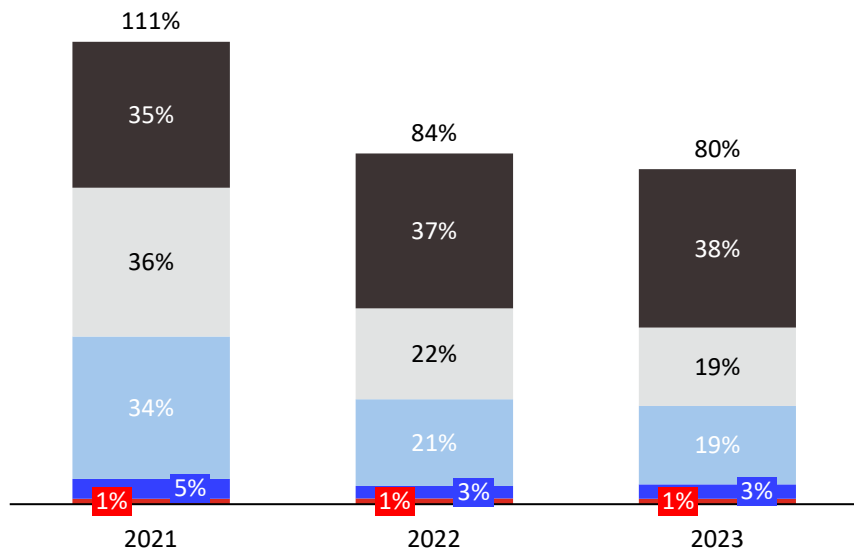
Significant progress made on enhancing operational efficiency



Performance on major cost heads has consistently improved

Major cost heads as % of revenue

Raw Materials Staff Cost S&M Other Direct Costs G&A



aim to continue momentum on operational efficiency via

1

Index-based commodity negotiations

2

Supplier diversification

3

Working capital improvement

4

Synergies through M&A

5

Business simplification

6

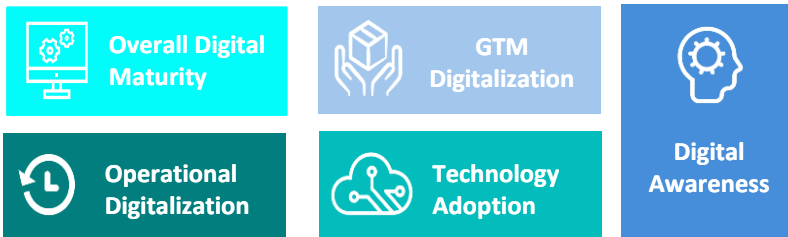
Labor productivity

Enterprise-wide digital transformation has been identified as a key priority to unlock value and increase agility



Group initiated digital transformation journey in 2023

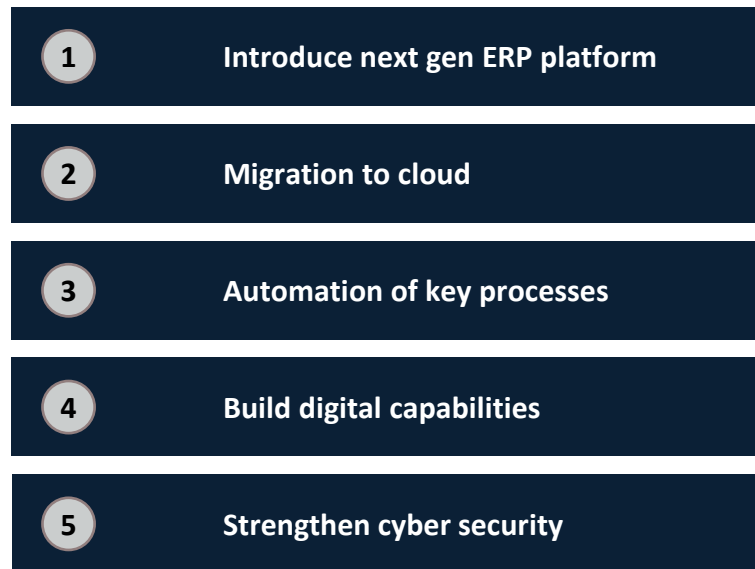
E7 initiated its transformation journey in 2023 with a focus on a few key foundational improvements:



Multiple actions undertaken to boost digitization

- Select use case-based processes automation
- Introduced tracking of Digital and IT performance in 2023 across 10+KPIs
- Strengthened digital offerings and existing channels
- Initiatives to improve employee capabilities on digital topics

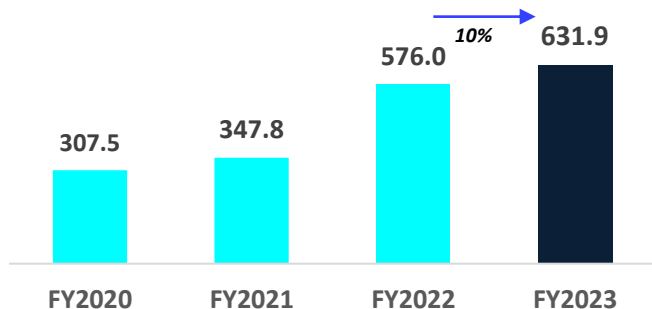
with a plan in place to improve digital maturity



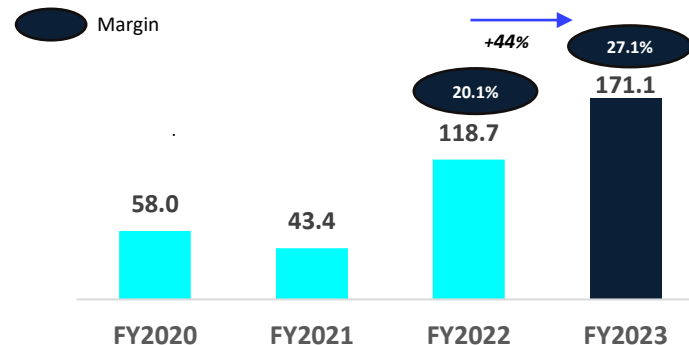
Financial Performance

Key Business Highlights – A Strong Financial Profile

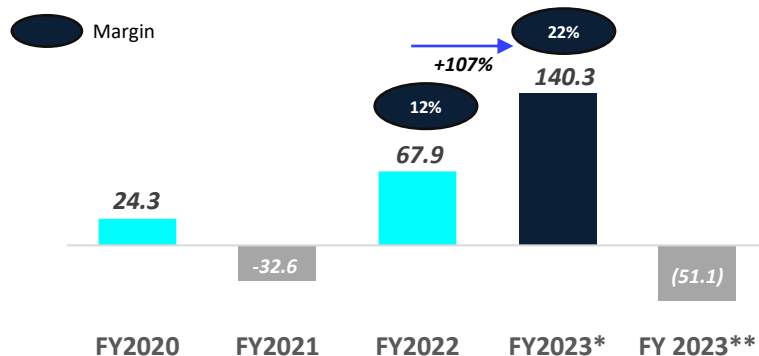
REVENUE (AED Millions)



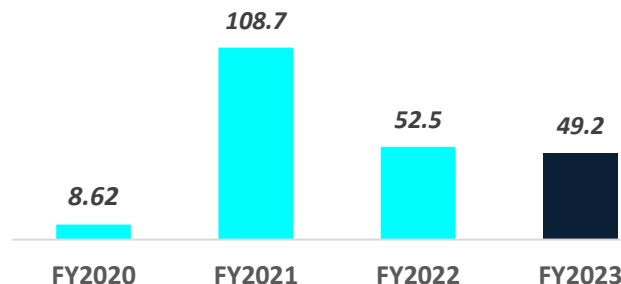
EBITDA (AED Millions)



NET PROFIT (AED Millions)



CAPEX (AED Millions)



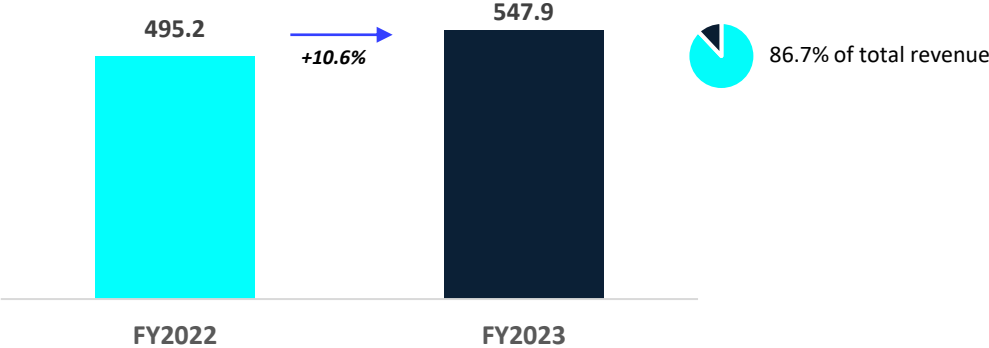
*Net profit before non-cash listing expense

**Net Loss including non-cash listing expense

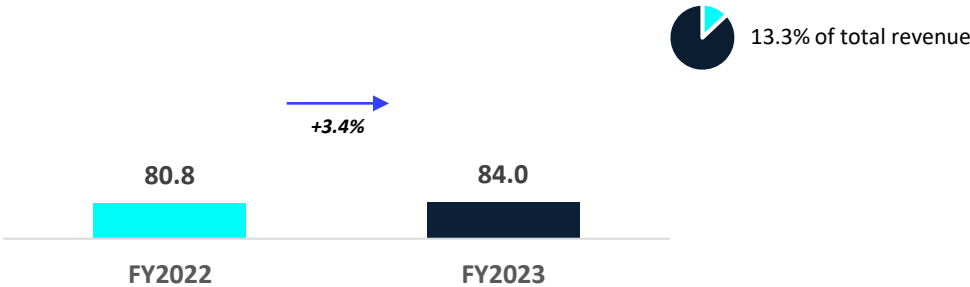
Revenue Performance



PRINTING (AED Millions)



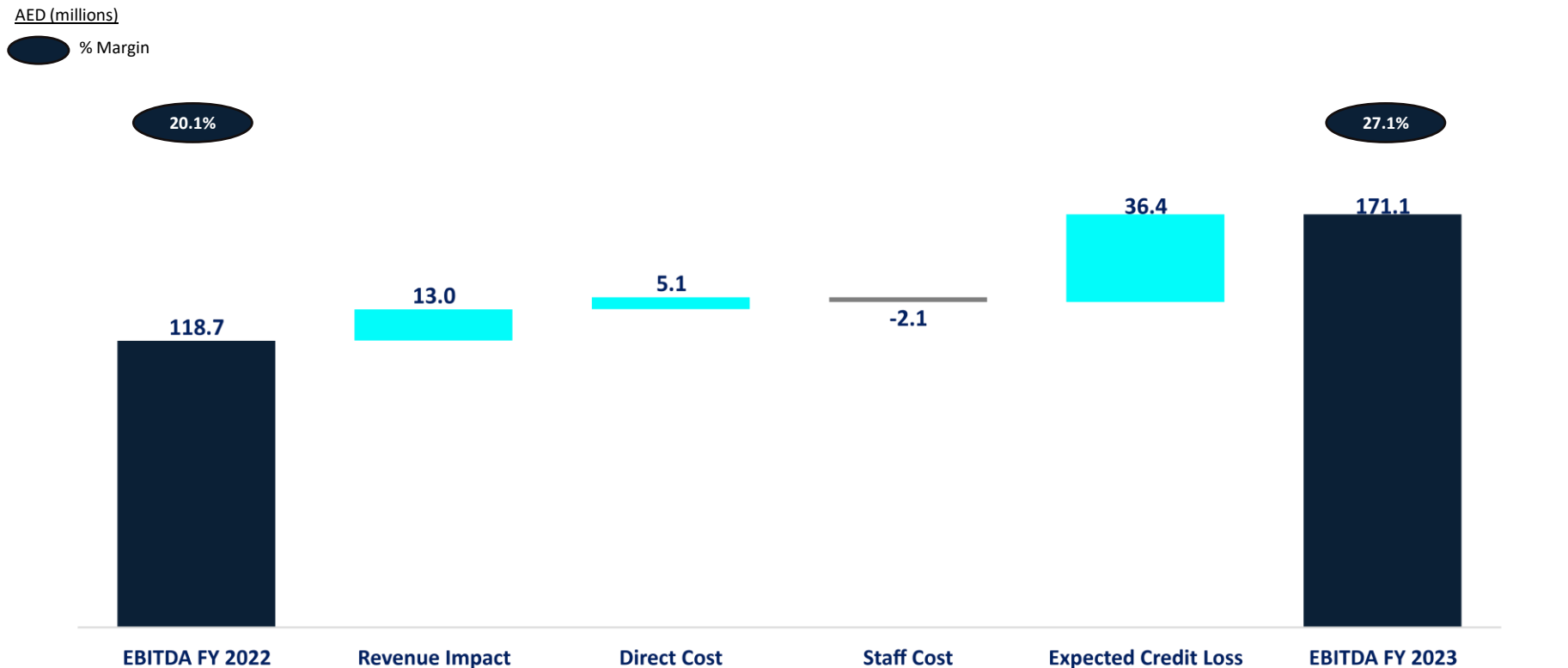
DISTRIBUTION (AED Millions)



E7 Group 2023 revenue highlights

- Group revenue improvement primarily driven by new customer wins in the **sustainable packaging** and **security solutions** segments.
- Additional markets added during FY 2023, including **Middle East, Northwestern Europe, Central Asia, Western and Eastern Africa.**
- UAE Government contract in commercial printing segment provides **stable, long-term revenue** in this traditional segment.
- **Diversification strategy** continues to ensure steady revenue growth.

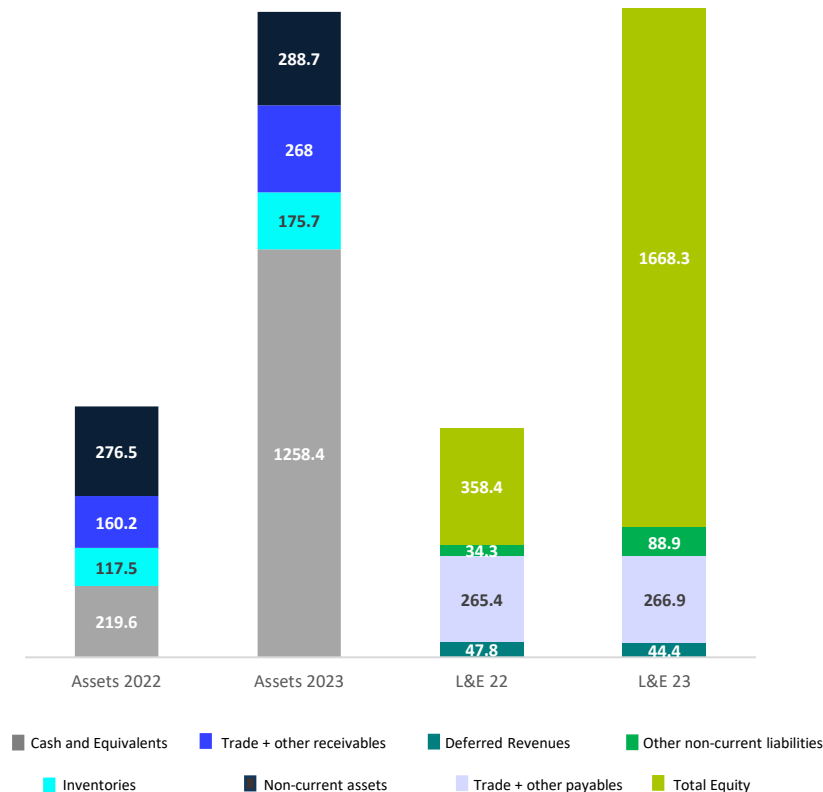
Strong YoY EBITDA Growth of 44% in 2023



Strong Balance Sheet



E7 GROUP ASSETS, LIABILITIES + EQUITY: 2022-2023



E7 Group Balance Sheet Highlights

- Cash & equity increase driven by PIPE funding
- Inventory increase due to growth in packaging and security business
- Receivables increase in line with sales growth
- Deferred revenue representative of advances received from key customers.



Robust Financial Growth

- FY23 Operational Net Profit up 106% YoY
- FY23 EBITDA increased by 44% YoY
- Cash position of AED 1.29 bn
- Growth in high-margin security sector supporting profitability



Positive Macro Environment

- Regional GDP and population growth driving inbound investment and industry expansion
- GCC Commercial Printing Market expected to grow at a CAGR of 2.5%, with UAE as a dominant player
- Improved compliance landscape requiring enhanced security features across identity cards and other products



Diversified Portfolio

- Positive brand reputation supported by high quality and reliability of products
- Ongoing product diversification allows E7 to take more value from existing customer base
- Diversification de-risks E7 while broadening opportunity for inorganic expansion and M&A



Strong Balance Sheet

- Good revenue visibility supported by long-term contracts
- Substantial EBITDA and Net Income margins in FY2023, enabled by growth of higher margin segments
- Sustainable targeting positive EBITDA in FY24



E7 Group
Thank you

