



e7 Group Q1 2025 Results

13 May 2025



IDENTITY
PACKAGING
PRINTING
EDUCATION
LOGISTICS

Disclaimer

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Esteban Gomez Nadal

Group Chief Executive Officer



Faizal Amod

Group Chief Financial Officer




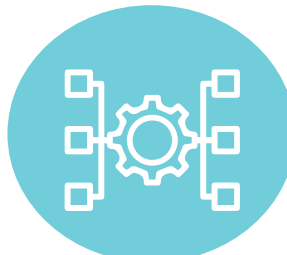

Moulik Kumar

Group Chief Strategy and Transformation Officer

OVERVIEW



e7 Group: Innovation and excellence in every solution

Diversified revenue streams	+	State of the art operations	=	Q1 Financial Performance
				
4 Integrated solutions		10+ industry certifications enabling partnerships with key identity eco-system players		Q1 Revenue: AED 113.7 Mn YoY change: (9.8%)
40+ custom products and solutions		High barriers to entry due to certification requirements, data privacy standards, and security standards		Q1 EBITDA: AED 13.4 Mn Margin: 11.8% YoY change: (29.0%)
25 Serving clients in 25 countries and 8 regions globally				Q1 Net profit before tax: AED 20.9 Mn Margin: 18.4% YoY change: (28.4%)
70%+ revenue recurring in nature from long-term contracts		450+ Vehicle fleet serving the UAE		
56% of total revenue generated by Identity Solutions		50mn capacity to print cards		AED 1.44 Bn cash balance at the end of Q1 2025

OPERATIONAL HIGHLIGHTS



e7 Group: Key operational highlights by segment in Q1 2025

Identity Solutions

- Secured a **new major passport contract**
- **Successfully renewed Visa and MasterCard certifications**, ensuring continued compliance in payment card manufacturing and processing.

Good progress made in 2024:

- **Delivering end-to-end secure identity solutions** for fraud prevention and authentication across diverse local and international clientele.
- **10+ industry certifications**, enabling partnerships with key identity eco-system players.
- **Contracts totaling over AED 120 million at the end of 2024**, including contracts for new passport and ID printing, to be fulfilled over the medium-long term.

Packaging Solutions

- **Secured several new customers** within the division.
- **Won the Silver Award for ‘Carbon Packaging Converter of the year’** at the Prime Packaging Awards, one of the leading industry recognitions in the Middle East and Africa region.

Good progress made in 2024:

- **Continued execution of strategy** to expand market share in core offerings with existing customers (folding cartons and paper cups).
- **Onboarded more than 30 new clients** in 2024.

Printing Solutions

- **Supported major cultural and corporate events** with expert consultancy, providing tailored print solutions and materials throughout Q1 2025.
- **Continued focus on strategic initiatives** to expand into digital and print-on-demand services.

Good progress made in 2024:

- **Solid position as a market leader** and trusted partner, supported by the renewal of key contracts in commercial and educational solutions with private and government entities.

Logistics

- **Launched a pilot e-bike program** as part of e7’s sustainability initiative to reduce carbon emissions.
- **Introduced an AI-powered call center** solution to enhance customer satisfaction and overall service experience

Good progress made in 2024:

- **Sustained focus on expanding client base** having secured contracts within the retail segment and government entities.
- **Strongly positioned to drive revenue growth** and maintain overall momentum over the medium to long-term.

Strengthened leadership team with key appointments having hired a Chief Technology & Digital Officer to lead our efforts in becoming a data-driven organisation, alongside a Chief Commercial Officer to pursue accelerated revenue growth, in line with our strategic priorities to invest in and attract experienced hires.



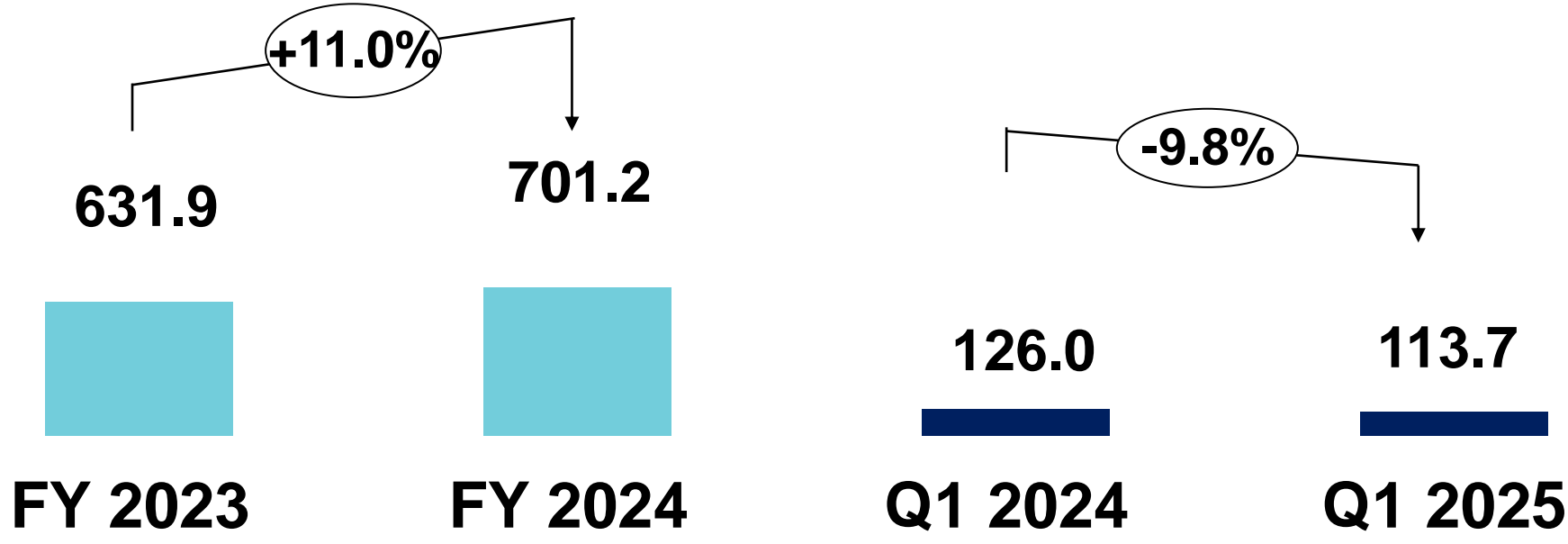
Launched a fully revamped website reflecting e7’s unified brand identity and a refreshed commercial strategy.

FINANCIAL HIGHLIGHTS

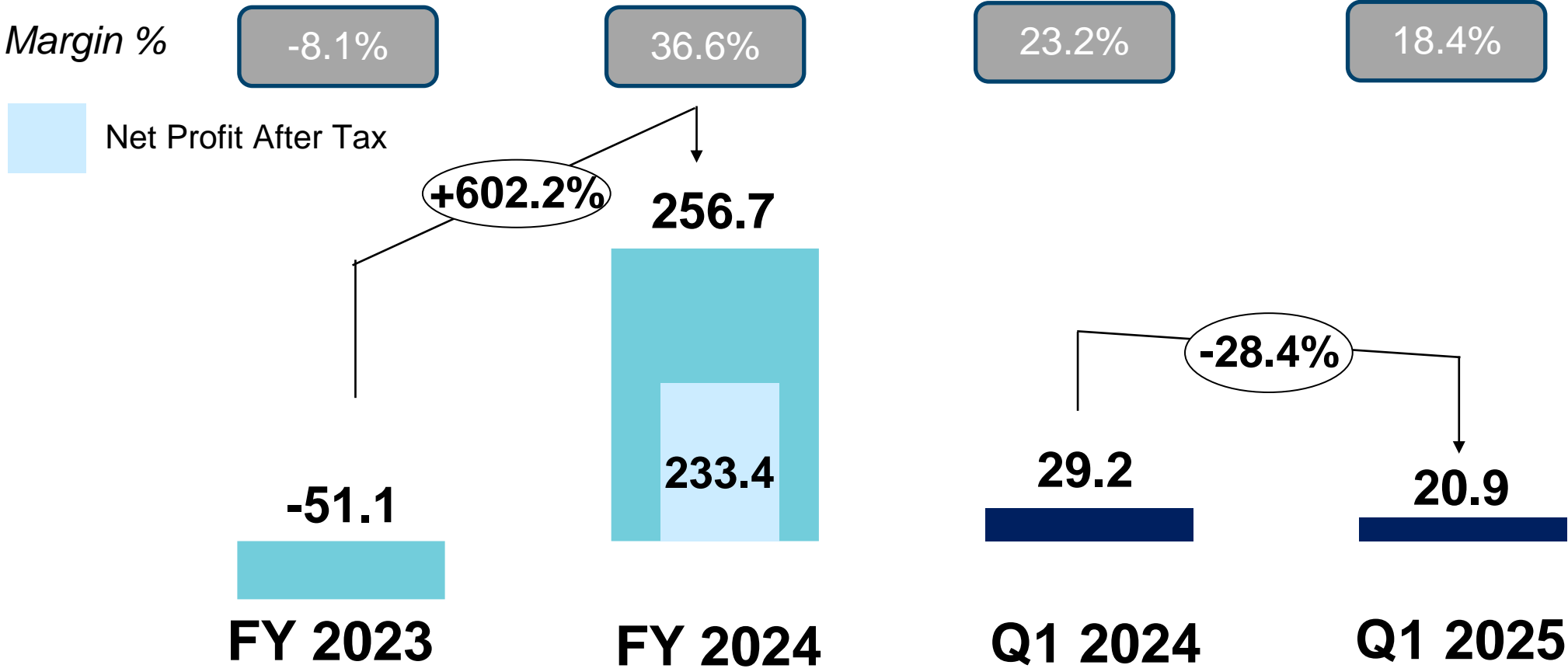


Q1 2025 Financial Highlights

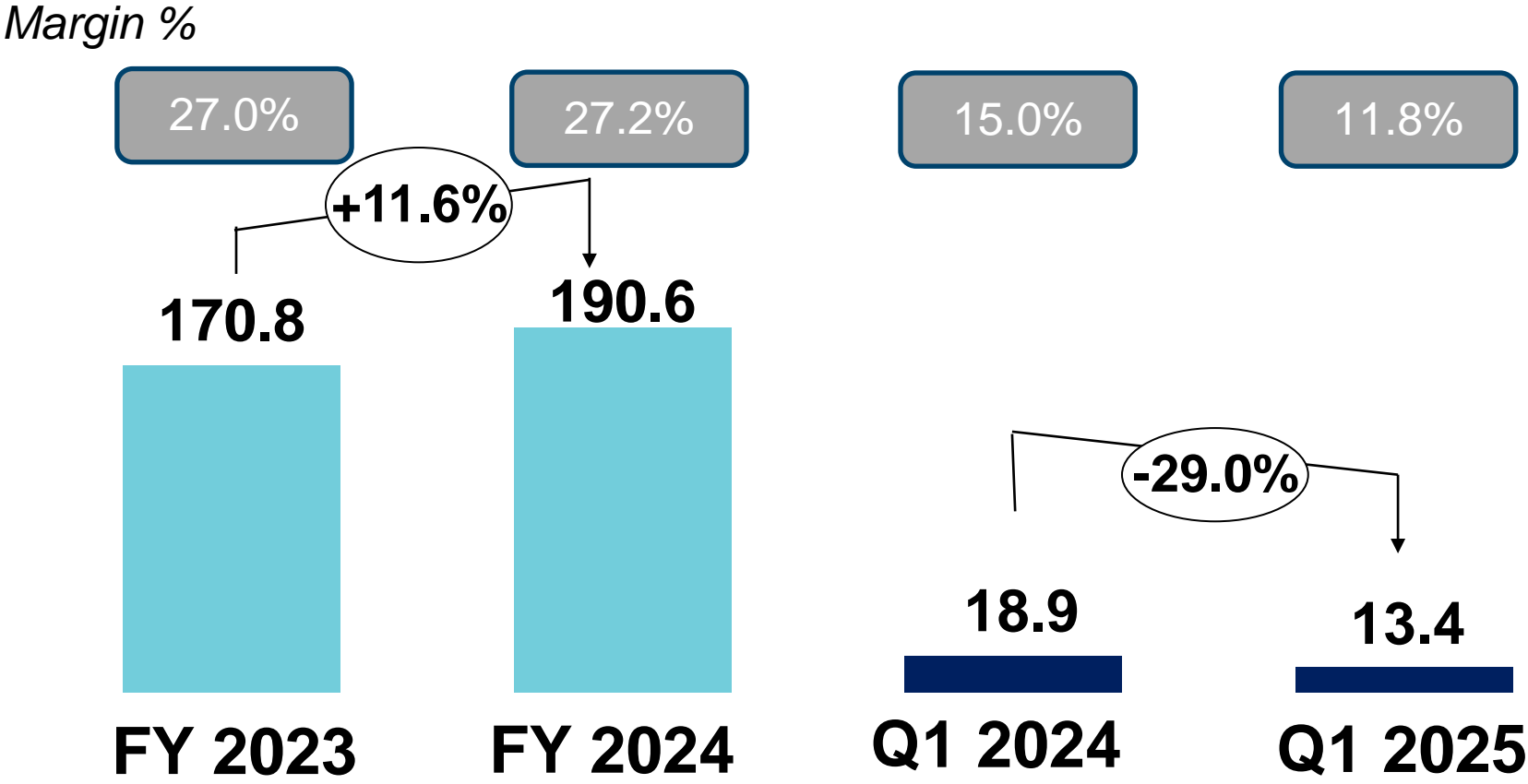
Revenue (AED Mn)



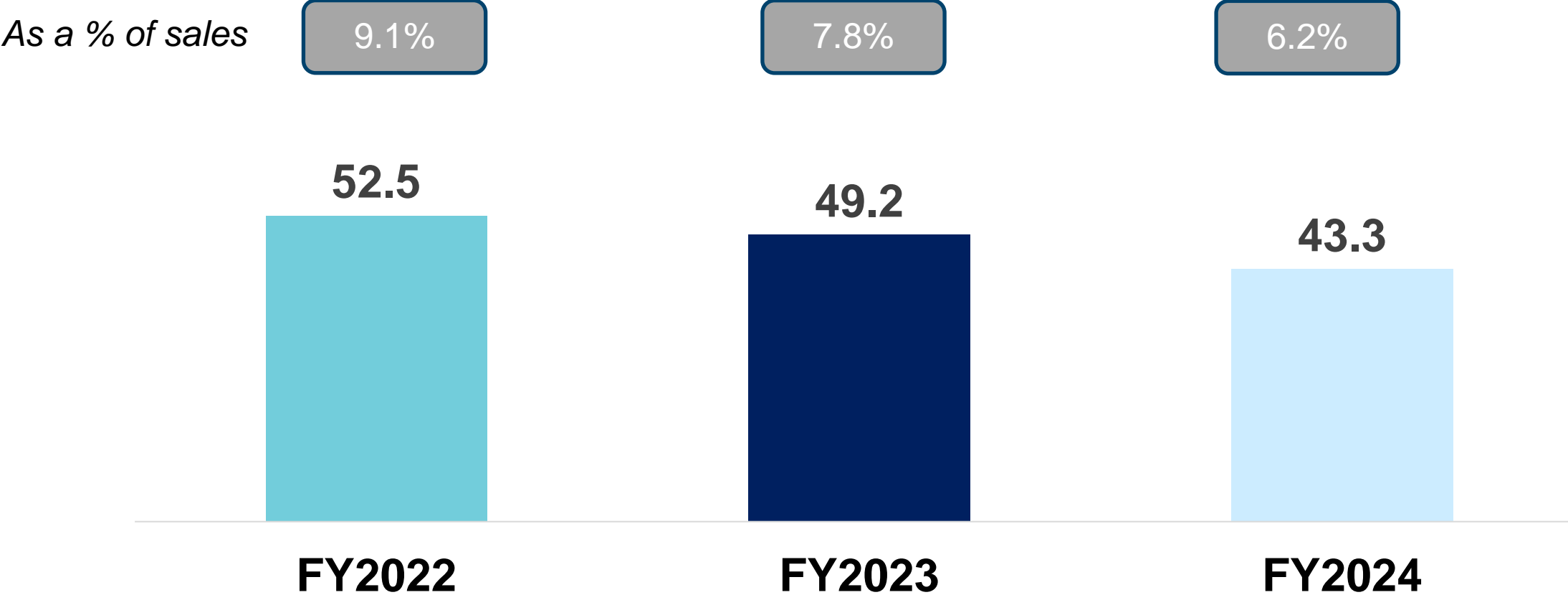
Net Profit Before Tax (AED Mn)



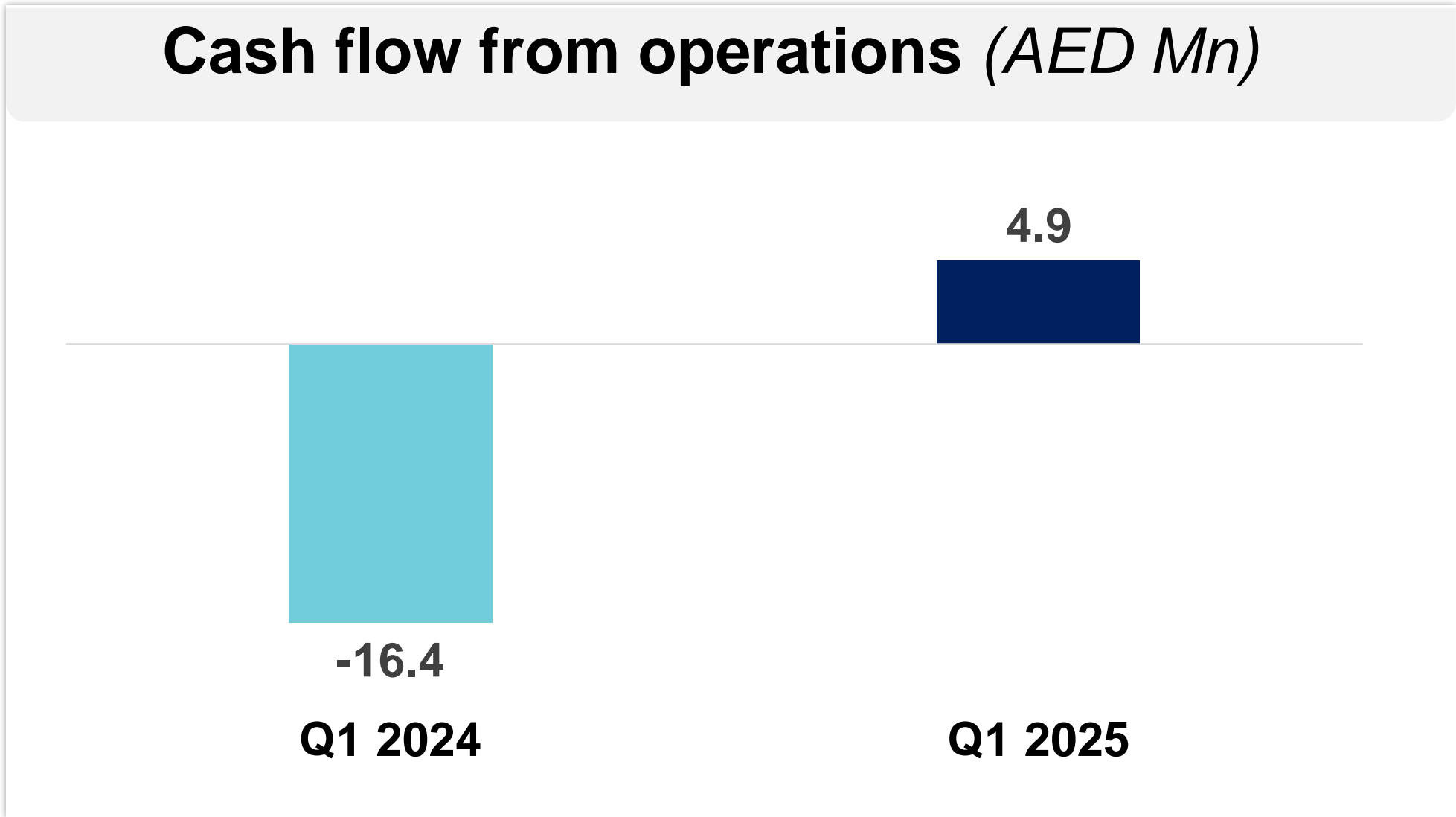
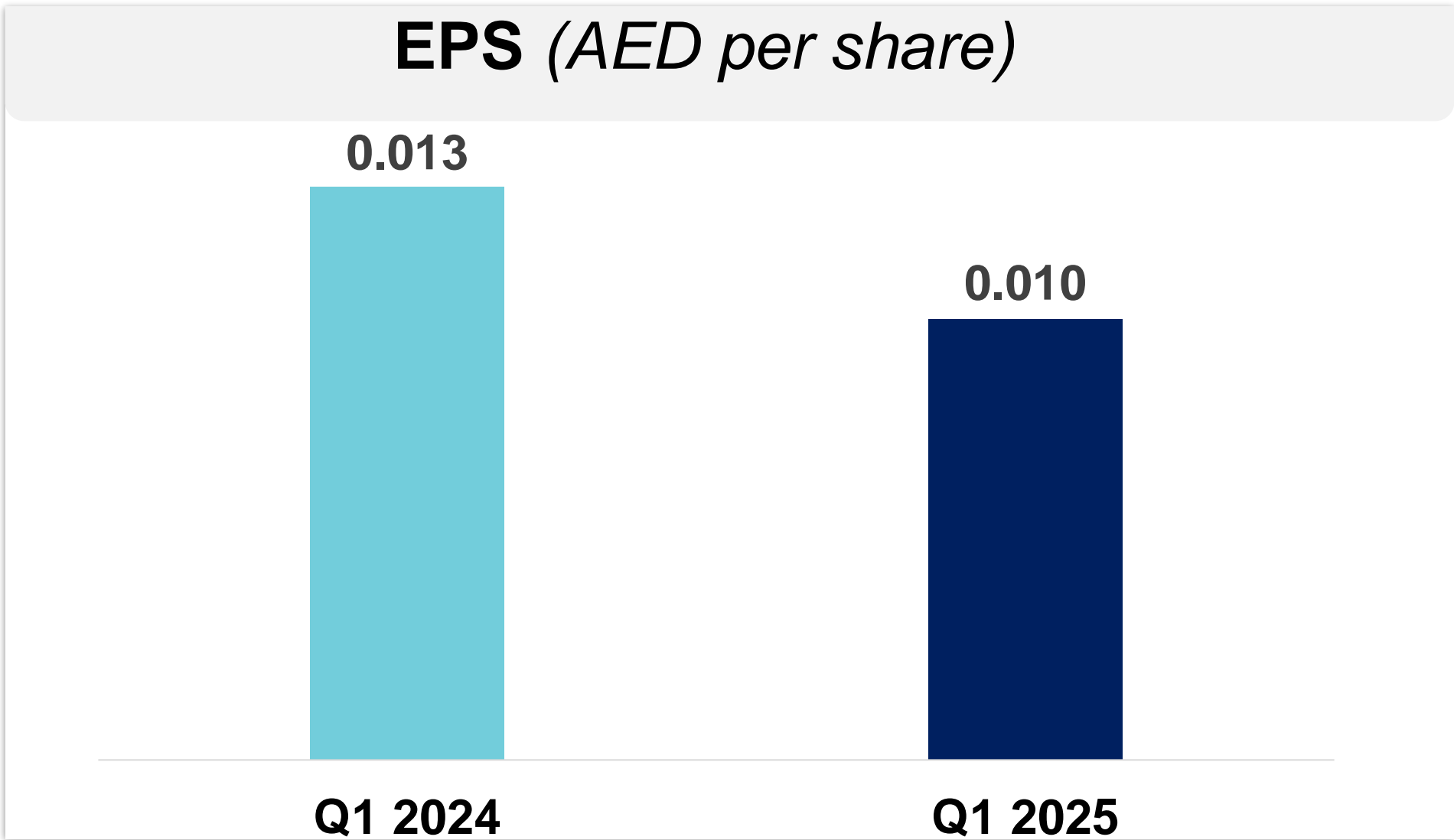
EBITDA (AED Mn)



CAPEX (AED Mn)



Q1 2025 financial highlights: Healthy cash flow from operations

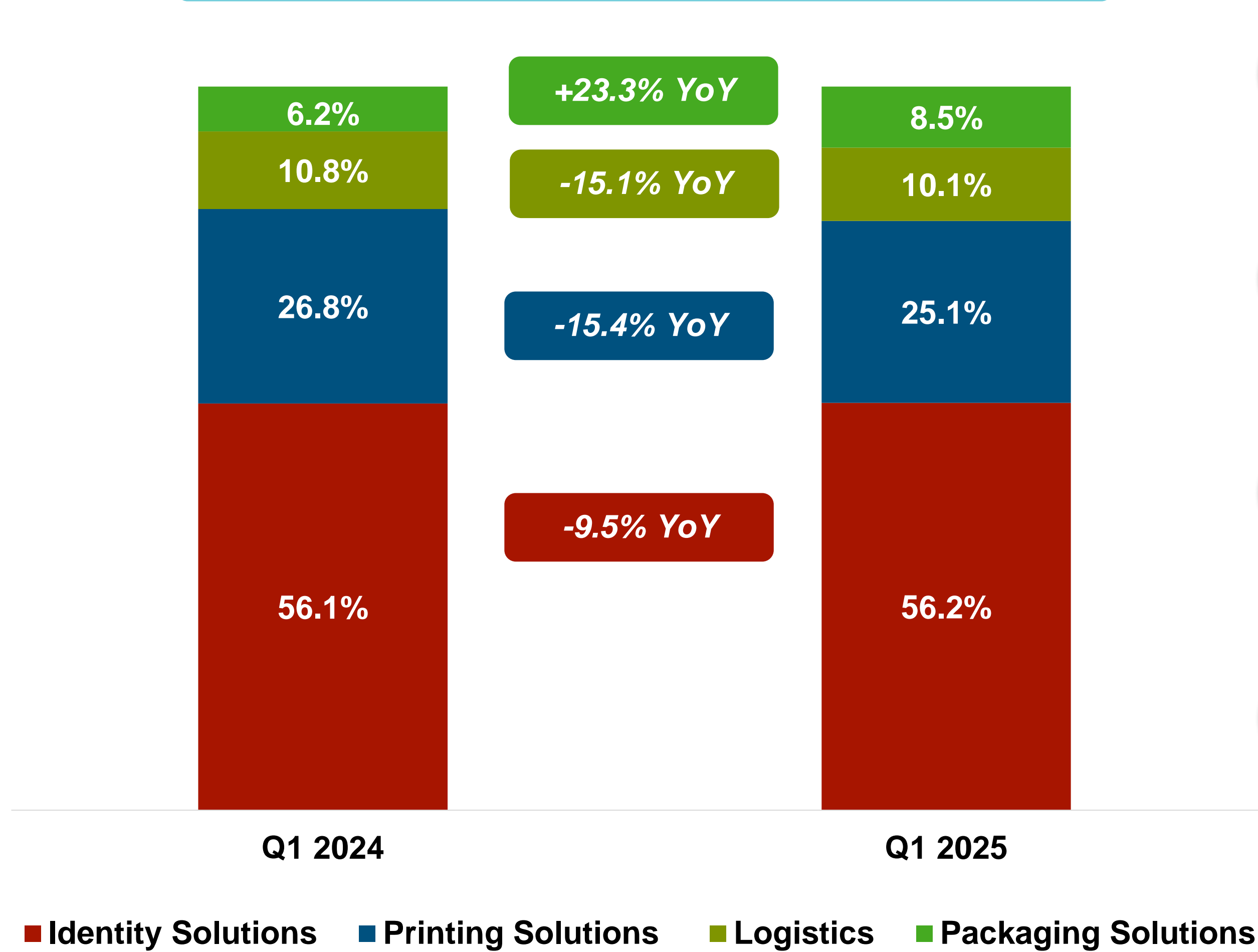


Key takeaways

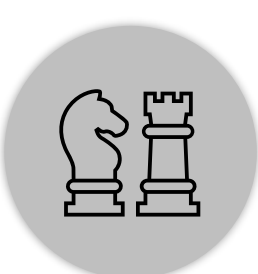
- **Earnings Per Share declined 26.8% year-on-year**, mainly due to lower revenue and profitability as a result of contract delivery schedules.
- **Strong cash flow generation, with cash from operations of AED 4.9 million in Q1 2025**, an improvement versus Q1 2024 due to e7’s ongoing efforts in working capital management.

Revenue contribution by business segment

YoY Revenue growth: Q1 2025 vs. Q1 2024



- **Revenue within packaging solutions** increased significantly, up 23% YoY, driven by an expanding customer base.



- **Identity solutions** revenue declined 9.5% in Q1 2025 versus the prior year as a result of delivery schedules, where revenue is expected to catch up over the coming quarters.



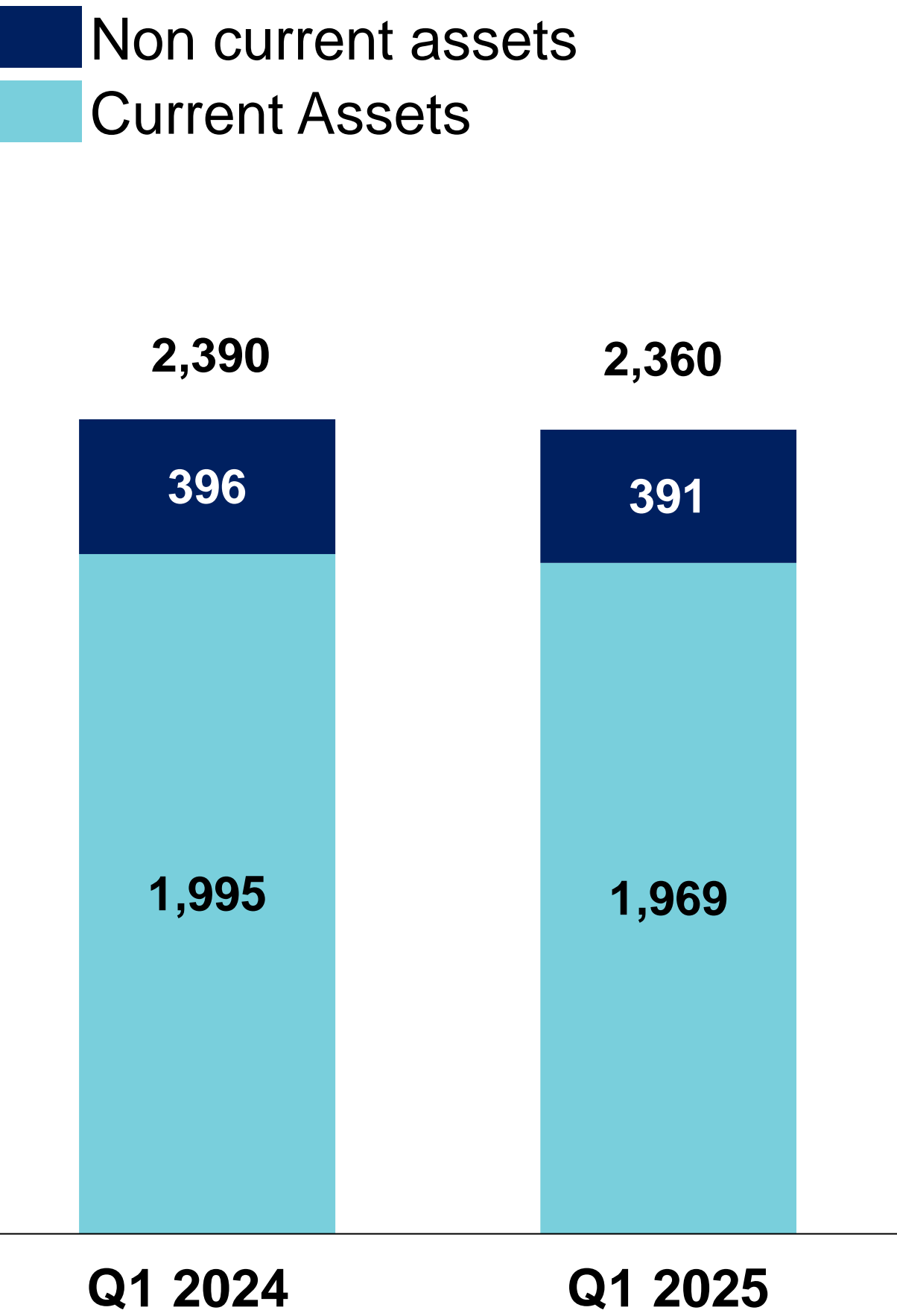
- **Logistics solutions** revenue declined 15% in Q1 2025 compared to the prior year, largely impacted by the performance of other segments.



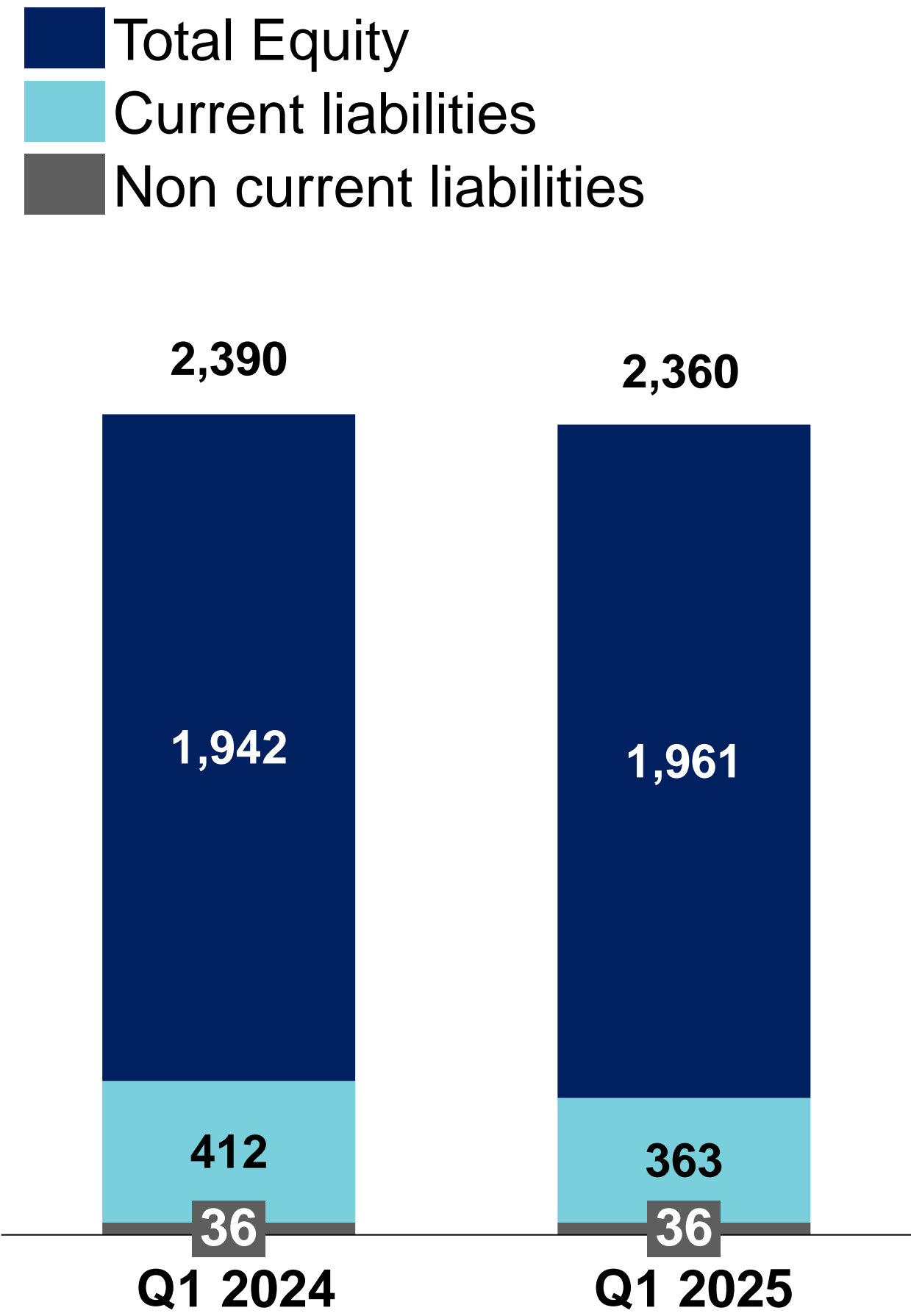
- **Stable, long-term client agreements** in printing solutions continue to contribute to recurring revenue. Ongoing focus on expanding into digital and print-on-demand services to enable hybrid printing and publishing capabilities.

Strong balance sheet to fund future growth

Assets (AED Mn)



Liabilities and Equity (AED Mn)



- **Cash balance of AED 1.44 Bn**, providing a solid foundation to fund future growth opportunities



- **Inventories increased** on the back of strategic material procurement at favorable pricing



- **Current liabilities reduced by 12%** due to lower trade and other payables.

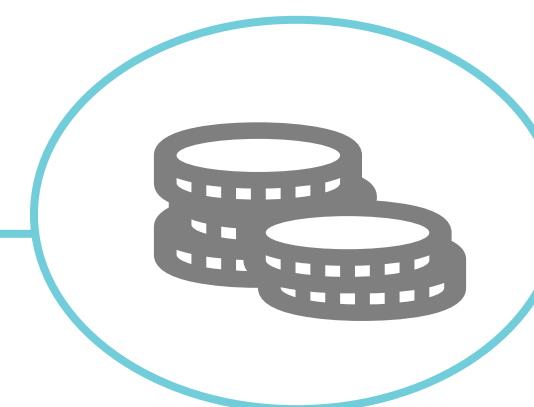
e7's Dividend Policy: Maiden dividend of AED 147.1 million approved in April 2025

Maiden Dividend Payment



- Approved maiden dividend of AED 147.1 million, 70% of annual distributable net profit

Dividend Payout Factors



- Positive distributable net profits
- Availability of reserves & cash for future needs
- Economic conditions & market outlook

CONCLUDING REMARKS



2025 Strategic Priorities: Turbocharge growth with a unified account management approach to deliver innovation and excellence in every solution

Strategic Pivot

e7 has pivoted its value proposition to pursue an integrated account management approach focused on customer centricity, extracting synergies from operations to deliver innovation and excellence in every solution

Strategic Priorities

1 Pursue accelerated revenue growth

- ✓ Leverage UAE's G2G partnerships to provide best in class E2E identity solutions through partnerships, acquisitions in focus markets: Middle East, Africa, LATAM, APAC
- ✓ Scale integrated educational solutions offering
- ✓ Diversify printing solutions business through new hybrid technologies and business models
- ✓ Accelerate packaging and logistics growth in target niche segments for profitable growth
- ✓ Focus on converting current pipeline of M&A opportunities

2 Strengthen our capabilities

- ✓ Activate partnerships across value chain to deliver innovative solutions to clients
- ✓ ERP implementation and cloud migration to transform e7 into a data driven organization
- ✓ Strengthen and align areas of expertise through agile processes to maximize operational synergies
- ✓ Leverage cutting edge innovation, sustainable solutions via R&D partnerships

3 Organizational enablers

- ✓ Significant investments to attract experienced hires- Chief Commercial Officer, Chief Data and Technology Officer etc.
- ✓ New culture to enable teamwork, accountability and push towards results driven synergies maximizing culture
- ✓ Continue momentum on Diversity and Emiratization to grow local talent into management

FY 2025 Guidance Unchanged: Double-digit revenue growth alongside single-digit YoY EBITDA growth

FY 2024 revenue and EBITDA performance came in ahead of expectations, with 2025 guidance of:

- FY25 year-on-year revenue growth expected to increase by ‘double-digits’.
- FY25 year-on-year EBITDA growth expected to increase by ‘single-digits’.

	2024 Actual	2025 Guidance
Year-on-year revenue growth (%)	✓ Double-digit growth (+11%)	Double digit
Year-on-year EBITDA growth (%)	✓ Double-digit growth (+11.6%)	Single digit
EBITDA Margins (%)	Stable YoY	Adj. to combined growth
Maintenance Capex (%)	✓ 1.7%	Stable

Q&A



APPENDIX



e7 Group: Summary P&L

AED '000	Q1 2024	Q1 2025
Revenues from contracts with customers	126,046	113,683
Direct costs	(98,590)	(87,849)
Gross profit	27,456	25,834
General and administrative expenses	(17,623)	(22,642)
Selling and marketing expenses	(1,875)	(2,089)
Other income	1,768	1,772
Operating profit for the period	9,726	2,875
Finance cost	(0.196)	(0.554)
Finance income	19,653	18,564
Profit for the period before taxation	29,183	20,885
Income tax expense	(2,555)	(1,873)
Profit for the period after taxation	26,628	19,013

e7 Group: Summary Balance Sheet

AED ‘000	Q1 2024	Q1 2025
Assets		
Total non-current assets	395,525	391,126
Total current assets	1,994,647	1,968,601
Total assets	2,390,172	2,359,727
Liabilities		
Total non-current liabilities	35,970	35,937
Total current liabilities	412,372	362,948
Total liabilities	448,342	398,884
Total equity	1,941,830	1,960,844
Total equity and liabilities	2,390,172	2,359,727



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