

e7 Group FY 2024 Financial Results

8 April 2025



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.

Agenda and Presenters

1 Overview

2 Operational Highlights

3 Financial Performance

4 Q+A



Esteban Gomez Nadal

Group Chief Executive Officer



Faizal Amod

Group Chief Financial Officer



Moulik Kumar

*Chief Strategy and
Transformation Officer*

Overview



Diversified revenue streams



4 Integrated solutions

40+ custom products and solutions

25 Serving clients in 25 countries and 8 regions globally

70%+ revenue recurring in nature from long-term contracts

49% of total revenue generated by security solutions



State of the art operations



10+

industry certifications enabling partnerships with key identity eco-system players

High barriers to entry due to certification requirements, data privacy standards, and security standards

450+

Vehicle fleet serving the UAE

50 mn capacity to print cards



Stellar 2024 financial performance



Revenue

FY 2024

AED 701.2 Mn

↑ 11.0% YoY

Q4 2024

AED 209.5 Mn

↑ 24.4% YoY

EBITDA

FY 2024

AED 190.6 Mn

↑ 11.6% YoY

27.2% Margin

Q4 2024

AED 60.8 Mn

↑ 28.9% YoY

29.0% Margin

Net Profit before tax

FY 2024

AED 256.7 Mn

↑ 602.2% YoY

36.6% Margin

Q4 2024

AED 75.9 Mn

↑ 150.4% YoY

36.2% Margin

Operational Highlights



e7 Group: Key operational highlights by segment in 2024



Secured over AED 120 million in new contracts from clients in Latin America, Africa and the Middle East for electronic identity cards and passports.

Partnered with Germany-based Diletta GmbH for the printing of high-security travel and identity documents.

New industry certifications and launches

- *Secured MasterCard Card Eco Certification (CEC), accelerating efforts towards sustainable card, incorporating 78% recycled PVC in cards.*
- *Qualification to produce China Union Pay Cards*

Served as the Security Printing Partner for MEBIS 2024, the largest Middle East Banking Innovation Summit so far.



Increased market share in core offerings of folding cartons and paper cups with existing customers.

New industry certifications and launches

- *Renewed BRC certification for packaging materials, with an upgraded rating of AA+*
- *Obtained BRCGS Gluten Free Certification, a crucial certification to serve the food industry.*

New capabilities through launch of new flexo label line, adding to its diverse mix of capabilities and offerings for clients.



Solidified positioning as a market leader and trusted partner, having renewed key contracts in commercial and educational solutions with private and government entities.

Secured two key new partnerships with Kutubee and School Voice at GESS Dubai 2024, reinforcing e7's commitment to delivering innovative, secure, and efficient educational solutions

Expanded e7 Group's literacy platform to offer English and French literacy programmes, in addition to Arabic, serving both public and private education sectors across the UAE.



Increased market share in the secure shipments category by acquiring additional shipments from existing customers and acquiring new clients in focus segments

c. 23% increase in shipments y-o-y.

Sustained a high customer satisfaction score of 99.8%, reflecting consistent service excellence.

Introduced additional solutions such as same day and next day express delivery for large institutional customers.

Obtained ISO 9001, 45001 and 140001, demonstrating commitment to business excellence.



Partnered with SAP to facilitate a unified cloud-based Enterprise-wide Digital Transformation (ERP) solution

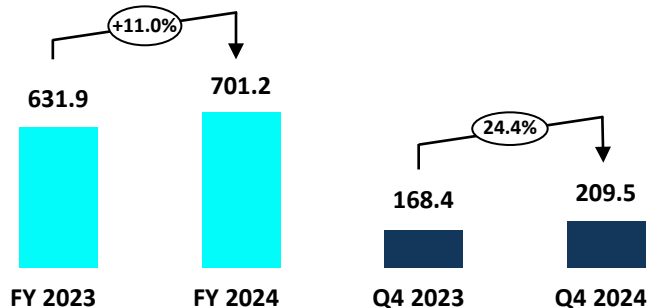
100% coverage of all e7 Group operations under the ISO 14001 – environmental management systems

Created a robust merger and acquisitions (M&A) pipeline to explore global opportunities in security, packaging and education segments.

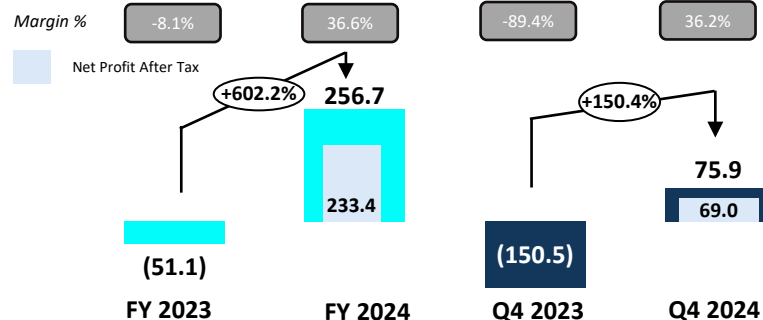
Financial Performance

FY 2024 financial highlights: Double-digit year-on-year increase in revenue and EBITDA

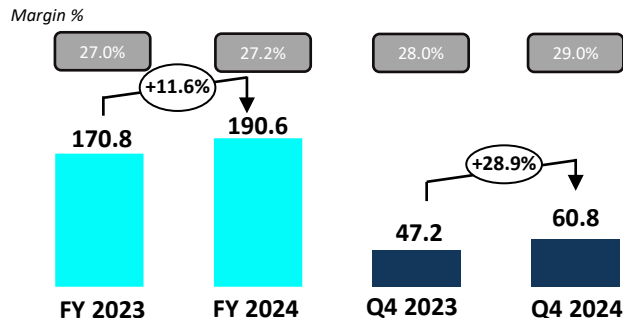
Revenue (AED Millions)



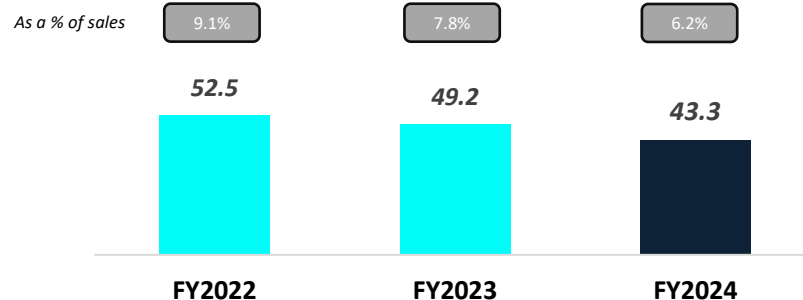
Net Profit Before Tax (AED Millions)



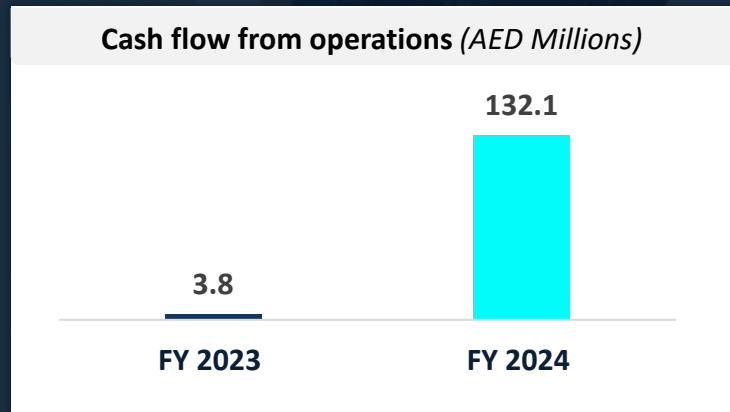
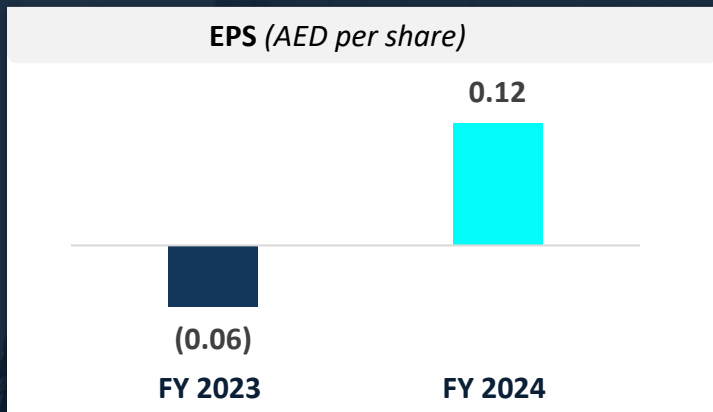
EBITDA (AED Millions)



CAPEX (AED Millions)



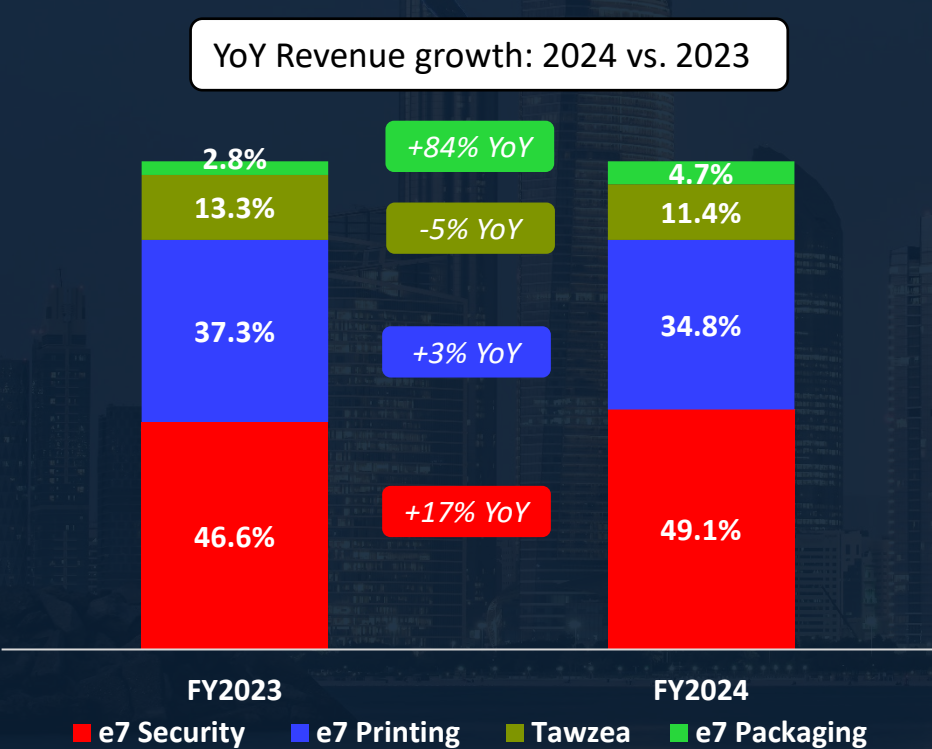
FY 2024 financial highlights: EPS growth alongside healthy free cash flow



Key takeaways

- **Earnings Per Share significantly improved in 2024**, following a loss per share in 2023 due to a one-off non-cash expense.
- **Strong cash flow generation, with cash from operations of AED 132.1 million in 2024**, an improvement versus 2023 due to improved profits and e7's efforts in working capital management.

Revenue contribution by business segment



- **Solid 2024 revenue performance**, reflecting expansion and market share gains across key business segments, further supported by buoyant macroeconomic conditions in the UAE



- **Sustainable Packaging** revenue increased significantly YoY, up over 80%. Significant whitespace opportunity exists to further grow packaging overall and as a contributor to total Group revenue growth



- **Security Solutions** revenue grew 17% in 2024 versus the prior year, driven by continued strength in UAE government contracts and the signing of new international contracts

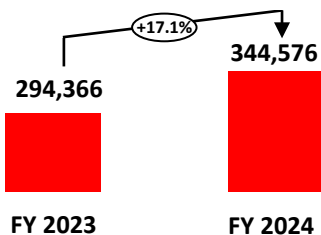


- **Stable, long-term client agreements** in printing and distribution provide robust recurring revenue. Packaging and security will continue to drive overall growth as we invest in capacity expansion and continue to explore acquisition and partnership opportunities

e7 Group: FY 2024 segmental performance



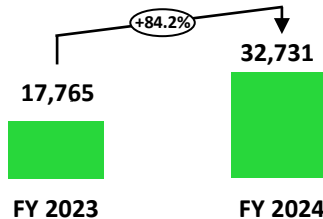
Revenue (AED 000's)



- Revenue grew 17.1% in FY24, driven by continued strength in contracts
- Q4 2024 revenue was up 48% YoY
- Secured over AED 120 million worth of new contracts
- Partnered with Germany-based Diletta Maschinentechnik GmbH



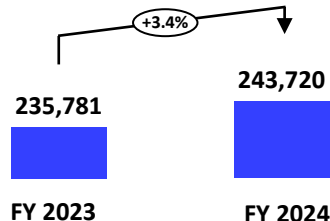
Revenue (AED 000's)



- Revenue grew 84.1% in FY24; high growth momentum expected to continue
- Q4 2024 was up 42% YoY driven by new client wins.
- Onboarded several new clients in 2024
- Awarded and renewed key industry certifications



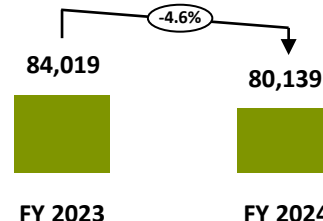
Revenue (AED 000's)



- Revenue increased 3.4% YoY to AED 243.3 million in 2024
- Q4 2024 revenue totaled AED 74.1 million, up 10% YoY.
- Several new client wins across private and government entities
- Expanded literacy programs and partnered with Kutubee and School Voice



Revenue (AED 000's)

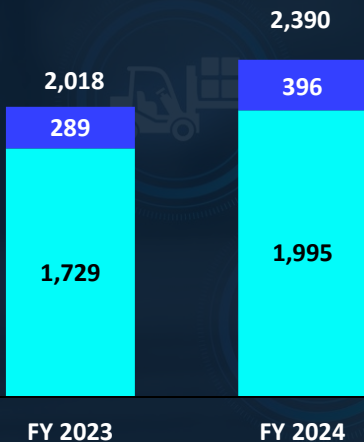


- Total revenue reached AED 80.2 million in 2024
- Several contract wins in the year, with future revenue potential
- c.23% YoY increase in commercial shipments
- Customer satisfaction score of 99.8%

Strong balance sheet to fund future growth

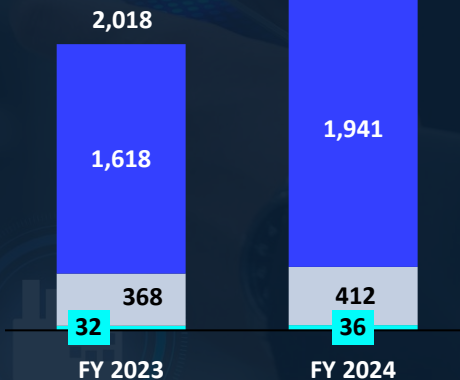
Assets (AED Millions)

- Non current assets
- Current Assets



Liabilities and Equity (AED Millions)

- Total Equity
- Current liabilities
- Non current liabilities



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



Non-current assets increased in the year due to the transfer of land for E7 Group's HQ, completed at zero cost in H1 2024



Trade receivables reduced by 6.5% YoY from AED 280 Mn in 2023 to AED 262 Mn in 2024, despite the increase in sales, due to concerted efforts in debt collection

e7's Dividend Policy: Proposed maiden dividend of AED 147.1 million

Maiden Dividend Payment



- Proposed maiden dividend of AED 147.1 million, 70% of annual distributable net profit
- Subject to shareholders approval

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 positions*

FY 2025 Guidance: Double-digit revenue growth coupled with single-digit YoY EBITDA growth

FY 2024 revenue and EBITDA performance came in ahead of expectations

- Revenue growth of 11.0% was ahead of 'low single-digit' growth guidance. FY25 year-on-year revenue growth expected to increase by 'double-digits'.
- EBITDA growth of 11.6% came in ahead of 'low single-digit' growth guidance. FY25 year-on-year EBITDA growth expected to increase by 'single-digits'.

	2024 Guidance	2024 Actual	2025 Guidance
Year-on-year revenue growth (%)	Low single-digit growth	✓ Double-digit growth (+11%)	Double digit
Year-on-year EBITDA growth (%)	Low single-digit growth	✓ Double-digit growth (+11.6%)	Single digit
EBITDA Margins (%)	–	Stable YoY	Adj. to combined growth
Maintenance Capex (%)	Similar to prior years (1.5%)	✓ 1.7%	Stable

Q&A

Appendix

e7 Group: Summary P&L

AED million	2023	2024
Revenues from contracts with customers	631,931	701,167
Direct costs	(432,017)	(470,933)
Gross profit	199,914	230,234
General and administrative expenses	(67,215)	(79,880)
Selling and marketing expenses	(8,585)	(10,009)
Other income	7,288	7,847
Impairment loss on trade receivables	1,156	4,654
Operating profit for the year	132,558	152,846
Finance cost	(4,135)	(2,528)
Finance income	11,833	106,374
Profit for the year before non-cash listing expense	140,256	256,692
Non-cash listing expense	(191,366)	-
Profit for the year before taxation	(51,110)	256,692
Income tax expense	-	(23,255)
Profit for the year after taxation	(51,110)	233,437

e7 Group: Summary Balance Sheet

AED million	2023	2024
Assets		
Total non-current assets	288,718	395,525
Total current assets	1,729,325	1,994,647
Total assets	2,018,043	2,390,172
Liabilities		
Total non-current liabilities	32,364	35,970
Total current liabilities	368,040	412,372
Total liabilities	400,404	448,342
Total equity	1,617,639	1,941,831
Total liabilities and equity	2,018,043	2,390,172