

Press Release

Orascom Development Egypt (ODE); announces preliminary unaudited KPIs for FY 2022, recording EGP 11.1 billion of net real estate sales, a 20.7% increase over FY 2021.

Cairo, 29 January 2023 – Orascom Development Egypt (ODE) is pleased to announce its preliminary real estate and hotels KPIs for FY 2022.

Real Estate FY 2022 KPIs:

New sales for Q4 2022 reached EGP 3.8 billion, up 28.6% from EGP 3.0 billion in Q4 2021. That brings our FY 2022 net sales value to the highest sales figures in ODE's history at EGP 11.1 billion, a 20.7% increase over FY 2021.

Omar El Hamamsy, Group CEO of Orascom Development, commented: "Despite various macroeconomic challenges in Egypt, our operations continued to progress during Q4 2022, resulting in a record high for ODE's annual sales. The positive momentum in the fourth quarter further reinforces our strong position in the industry. We had a robust quarter with strong demand for O West, complemented by solid sales momentum in El Gouna and Makadi Heights. We adapted our planning to adhere to delivery dates and accelerated certain construction activities to help mitigate the inflationary environment. This exceptional performance is a testament to our team's hard work and our ability to capture existing demand in the local market with well-tailored products and strong customer relationships."

In El Gouna, net real estate sales grew by 9.5% to EGP 4.4 billion in FY 2022 vs. EGP 4.0 billion in FY 2021.

O West continues to expand on its leading position in West Cairo. Net real estate sales increased by 44.3% to EGP 5.7 billion during FY 2022 (FY 2021: EGP 4.0 billion).

Makadi Heights real estate reached EGP 949.8 million (FY 2021: EGP 1.2 billion), as we purposefully slowed real estate sales in the destination until solving the land concern issue with the TDA in mid-2022.

FY 2022 vs. FY 2021 Real Estate KPIs:

Country	Destination	Net value of contracted units (EGP mn)			Number of contracted units			Average selling price (EGP/m ²)		
		FY 2022	FY 2021	Δ in %	FY 2022	FY 2021	Δ in %	FY 2022	FY 2021	Δ in %
Egypt	El Gouna	4,430.1	4,046.6	9.5%	389	381	2.1%	72,039	61,193	17.7%
	Makadi Heights & Byoum	949.8	1,188.4	(20.1%)	224	344	(34.9%)	35,536	30,339	17.1%
	O West	5,729.5	3,969.2	44.3%	831	730	13.8%	38,252	30,651	24.8%
ODE Group*		11,109.4	9,204.2	20.7%	1,444	1,455	(0.8%)			

* Net sales value for FY 2021 includes 2 units sold in Fayoum for EGP 5.3mn.

Q4 2022 vs. Q4 2021 Real Estate KPIs:

Country	Destination	Net value of contracted units (EGP mn)			Number of contracted Units			Average selling price (EGP/m ²)		
		Q4 2022	Q4 2021	Δ in %	Q4 2022	Q4 2021	Δ in %	Q4 2022	Q4 2021	Δ in %
Egypt	El Gouna	1,229.2	992.9	23.8%	97	88	10.2%	84,353	63,413	33.0%
	Makadi Heights	340.4	328.4	3.7%	84	89	(5.6%)	36,439	31,461	15.8%
	O West	2,260.2	1,657.8	36.3%	292	302	(3.3%)	43,905	31,679	38.6%
ODE Group		3,829.8	2,979.1	28.6%	473	479	(1.3%)			

ODE's Hospitality Resilient, Outperforming the Broader Hospitality Market in Egypt

Omar El Hamamsy, Group CEO of Orascom Development, added: "Orascom Development's Hotels' proven business model once again delivered impressive quarterly results, despite a challenging global economic environment. Our hotels exhibited solid growth during the quarter, primarily driven by strong average daily rates and enduring leisure demand. With further room for occupancy to increase, we look forward to it growing steadily in the future."

Our figures reached pre-pandemic metrics, with our ARR's increasing 38.3% when compared to FY 2019 figures. Our hotels in El Gouna and Taba Heights have benefited from the uptick of the Egyptian hospitality segment with occupancies for Q4 2022 reaching 73% and 30% respectively, while FY 2022, occupancies reached 70% and 29%. Foreigners represented 85% of our total hotels' occupancy rates in El Gouna during Q4 2022 and 80% for FY 2022.

FY 2022 vs. FY 2021 Hotels KPIs:

Destination	Occupancy %		ARR (EGP)		TRevPAR (EGP)		GOP PAR (EGP)	
	FY 2022	FY 2021	FY 2022	FY 2021	FY 2022	FY 2021	FY 2022	FY 2021
El Gouna	70%	45%	1,637	1,476	1,635	903	823	411
Taba Heights	29%	11%	979	532	374	88	67	(59)

Q4 2022 vs. Q4 2021 Hotels KPIs:

Destination	Occupancy %		ARR (EGP)		TRevPAR (EGP)		GOP PAR (EGP)	
	Q4 2022	Q4 2021	Q4 2022	Q4 2021	Q4 2022	Q4 2021	Q4 2022	Q4 2021
El Gouna	73%	69%	2,004	1,444	2,056	1,409	1,220	833
Taba Heights	30%	13%	1,246	493	486	105	84	(66)

About Orascom Development Egypt (ODE):

Orascom Development Egypt (ODE) is the largest subsidiary of Orascom Development Holding AG (ODH). ODE is an integrated developer of resort towns in Egypt with a vertically integrated business model involving the development of residential units, hotels, and recreational facilities such as golf courses, town centers, marinas, in addition to supporting infrastructure such as hospitals, schools and utilities. ODE currently owns a land bank of 50.25 million square meters and 24 hotels with a total of 4,934 rooms within four operating destinations: El Gouna, on the Egyptian Red Sea Coast in Hurghada, Taba Heights, on the Sinai Peninsula, Makadi Heights in Hurghada and Byoum in Fayoum. ODE launched O West, the latest addition to its portfolio and its first project in Cairo, Egypt, located in the Sixth of October City.

Contact for Investors:

Ahmed Abou El Ella

Director of Investor Relations

Tel: +202 246 18961

Tel: +201221295555

Email: ahmed.abouelella@orascomdh.com

Email: ir@orascomdh.com

Disclaimer & Cautionary Statement

The information contained in this e-mail, its attachment and in any link to our website indicated herein is not for use within any country or jurisdiction or by any persons where such use would constitute a violation of law. If this applies to you, you are not authorized to access or use any such information. Certain statements in this e-mail and the attached news release may be forward-looking statements, including, but not limited to, statements that are predicated on or indicate future events, trends, plans or objectives. Forward-looking statements include statements regarding our targeted profit improvement, return on equity targets, expense reductions, pricing conditions, dividend policy and underwriting claims improvements. Undue reliance should not be placed on such statements because, by their nature, they are subject to known and unknown risks and uncertainties and can be affected by other factors that could cause actual results and Orascom Development Egypt's plans and objectives to differ materially from those expressed or implied in the forward-looking statements (or from past results). Factors such as (i) general economic conditions and competitive factors, particularly in our key markets; (ii) performance of financial markets; (iii) levels of interest rates and currency exchange rates; and (vii) changes in laws and regulations and in the policies of regulators may have a direct bearing on Orascom Development Egypt's results of operations and on whether Orascom Development Egypt will achieve its targets. Orascom Development Egypt undertakes no obligation to publicly update or revise any of these forward-looking statements, whether to reflect new information, future events, or circumstances or otherwise. It should further be noted that past performance is not a guide to future performance. Please also note that interim results are not necessarily indicative of the full-year results. Persons requiring advice should consult an independent adviser.