

# Orascom Development Egypt (ODE) Prepared for the Future

*Investor Relations Presentation*

**Built on Strength, Prudence & Resilience  
2026**



## AGENDA

**ODE AT A GLANCE**

**INVESTMENT IN ODE**

**FINANCIAL PERFORMANCE**

**ODE STRATEGY**

**SUSTAINABILITY JOURNEY**

**IR CONTACT AND BOARD OF DIRECTORS**

**APPENDIX 1: BUSINESS MODEL AND ESG**

**APPENDIX 2: DEEPDIVE BY ODE DESTINATIONS**

**APPENDIX 3: FINANCIAL STATEMENTS**

**APPENDIX 4: MARKET INSIGHTS**

# ORASCOM DEVELOPMENT EGYPT (ODE)

LEADING THE MARKET IN TOWN DEVELOPMENT  
AND REAL ESTATE SINCE 1989



**Founded in 1989**

*More than 36 years of  
excellence in destinations  
development*



**+ 7,400 employees**

at the end of 2025, and  
growing



**5 Operating  
Destinations**

spanning over  
51mn sqm of land

## OUR BUSINESS PORTFOLIO INCLUDES..

### Real Estate

**FY25 Revenue: EGP 13.3bn**  
(53% of total R)

### Hospitality

**FY25 Revenue: EGP 5.8bn**  
(23% of total R)

### Commercial Assets

**FY25 Revenue: EGP 4.3bn**  
(18% of total R)

### Land

**FY25 Revenue: EGP 1.6bn**  
(6% of total R)

**EGP 28.7B**  
2025 Market  
Cap

**EGP 25.0B**  
FY 2025 Revenue

**EGP 10.0B**  
FY 2025 Cash  
Includes **126M**  
USD

**EGP 5.4B**  
FY 2025  
Net Profit

**EGP 8.5B**  
FY 2025  
Cash From  
Operation

All figures as of FY 2025

# ODE DESTINATIONS PORTFOLIO - EGYPT

*Creating Fully Integrated Destinations that Combines Real Estate, Hospitality and Award-winning Leisure & Commercial Amenities, Including Golf Courses, Marinas, and Sports Facilities.*

**950**

real estate units  
sold in 2025

**+1.5**

million hotel guests  
served across our destinations

**+10.1**

billion EGP Recurring Revenues  
highest ever revenues

**1,964**

delivered units  
across our destinations in 2025



# ODE IS MAJORITY OWNED AND CONTROLLED BY ORASCOM DEVELOPMENT HOLDING (ODH)\* A LEADING FULLY INTEGRATED DEVELOPER WITH PROVEN TRACK RECORD INTERNATIONALLY



ODH is a leading developer of fully integrated destinations with a diverse portfolio of worldwide destinations



A leading **fully integrated developer** with **36 years of experience**



Land bank of more than **101mn m<sup>2</sup>** across **7 countries**



**11 operating destinations** with **34 Hotels** and more than **7,000 rooms**

							
1986	2026	2006	2026	2009	2026	2007	2026
El Gouna		Hawana Salalah		Lustica Bay		Andermatt	
Egypt		Oman		Montenegro		Switzerland	

\* LPSO is an entity owned by Samih Sawiris family

# COMPANY VISION AND MISSION

*Our Vision, Mission, And Values, Are Carefully Designed To Support The Right Culture That Ensures Realizing Fast Growth Rates, While Maintaining The Highest Level Of Quality, Integrity, And Customer Satisfaction*

## VISION



We aim to become a global leader in destination development and a partner of choice for transforming land into thriving centers of life

## MISSION



We create integrated destinations and build vibrant communities where people are inspired to live, play, and work with passion and purpose

## VALUES



- **Customer Obsessed** putting our customers and communities at the center of everything we do
- **Team Oriented** recognizing that we win when we work as one team
- **Unwavering in our Integrity**, aiming to do what is right, always
- **Driven & Resourceful**, creating positive impact by being relentless in our determination

## AGENDA

**ODE AT A GLANCE**

**INVESTMENT IN ODE**

**FINANCIAL PERFORMANCE**

**ODE STRATEGY**

**SUSTAINABILITY JOURNEY**

**IR CONTACT AND BOARD OF DIRECTORS**

**APPENDIX 1: BUSINESS MODEL AND ESG**

**APPENDIX 2: DEEPCIVE BY ODE DESTINATIONS**

**APPENDIX 3: FINANCIAL STATEMENTS**

**APPENDIX 4: MARKET INSIGHTS**

# ODE WINS AND INVESTMENT HIGHLIGHTS

*Orascom Development Egypt (ODE) is a leading fully integrated developer with more than 36 years of experience and A proven track record of creating iconic masterplans and developing unique destinations.*



## Leading International Developer

Specializing in creating vibrant, integrated communities in Egypt. **ODE is majority-owned and controlled by Orascom Development Holding (ODH)**, a leading fully integrated developer with a proven track record internationally.



## Market Leadership for 36+ Years

**ODE has been a pioneer in creating Integrated destinations & Hospitality Portfolio** that includes 24 premium and luxury hotels including prime brands such as Sheraton, Chedi, Movenpick and Steigenberger with 4,980 rooms.



## Landbank of 51Mn sqm

**More than 59% developed or under development** into thriving communities. The undeveloped land holds significant value & provides ODE with strong prospects for profitability & cash flows.



## Highly Scalable & Vertically Integrated Business Model

Integrated operations enable ODE to benefit at every level of the value **chain providing better cost control, efficient resource deployment,** & improved understanding of customer needs, while streamlining project timing & investment decisions.



## Listed in EGX

ODE is listed on the Egyptian Stock Exchange (EGX) since 2015 with **25% Free Float and 75% Owned by ODH**.

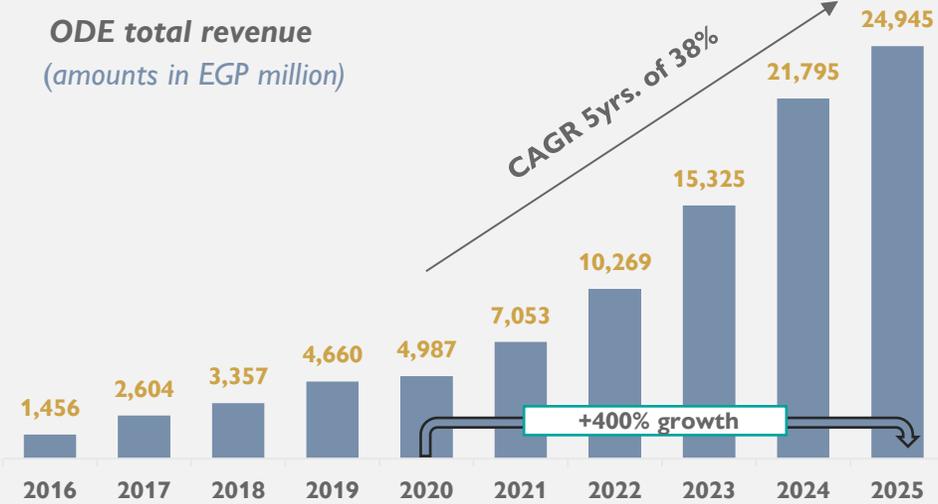


## Long-Term Shareholder Management

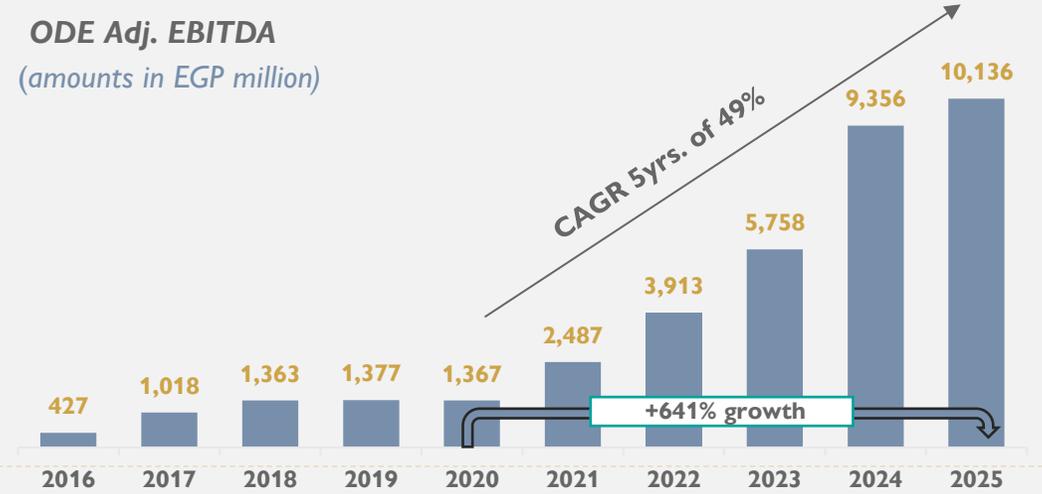
Backed by experienced management. **ODH's main shareholder, the Sawiris family,** demonstrates belief in ODE's long-term investment case & their top-tier executive management team with long-standing industry & management experience steers ODE.

# SUSTAINED COMPOUNDING GROWTH ACROSS ALL FINANCIALS THROUGH THE YEARS

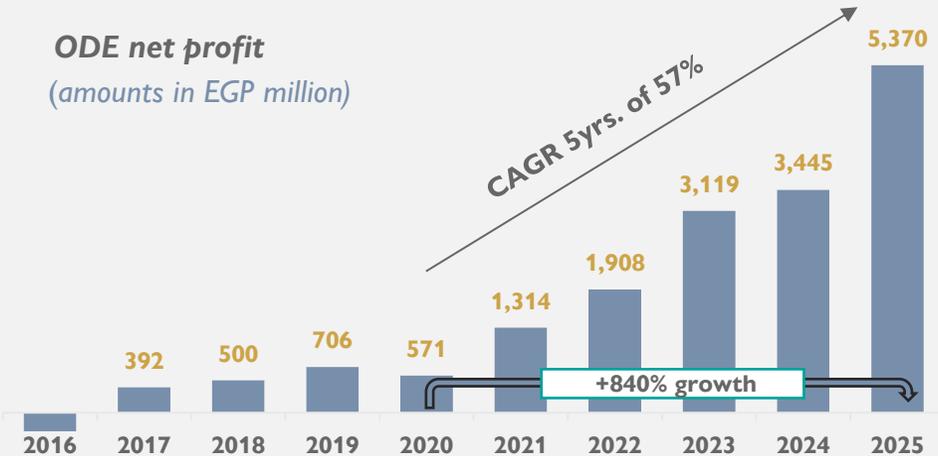
**ODE total revenue**  
(amounts in EGP million)



**ODE Adj. EBITDA**  
(amounts in EGP million)



**ODE net profit**  
(amounts in EGP million)



**ODE cash flow from operation**  
(amounts in EGP million)



# ODE TREATMENT OF A UNIT SALE



## UNIT SALE

ODE RECOGNIZES THE LAND PORTION OF A UNIT SALE AS REVENUE IMMEDIATELY UPON COMPLETING A SALE



## DELIVERY

REMAINING OF REVENUE IS RECOGNIZED AS PERCENTAGE OF COMPLETION AS PER CONSTRUCTION SCHEDULE

# PAYMENT PLANS

	 <b>GOUNA</b>	<b>O WEST</b>	<b>MAKADI</b>
<b>Payment Plan</b>	<b>5 Years</b>	<b>9 Years</b>	<b>7-8 Years</b>
<b>Delivery</b>	<b>2 Years</b>	<b>4 Years</b>	<b>3.5 Years</b>
<b>Down Payments</b>	<b>15% down payment with 10% upon delivery</b>	<b>5% 6% Maintenance</b>	<b>10% down payment with 10% upon delivery</b>
<b>Instalments</b>	<b>Equal Instalments</b>	<b>Backloaded/Frontloaded Equal Instalments/Bullet Payments</b>	<b>Backloaded/Frontloaded Equal Instalments/Bullet Payments</b>
<b>Finishing</b>	<b>Fully Finished</b>	<b>Fully Finished/Semi finished, core &amp; shell</b>	<b>Fully Finished</b>
<b>Contract Currency</b>	<b>USD</b>	<b>EGP</b>	<b>EGP</b>

## AGENDA

**ODE AT A GLANCE**

**INVESTMENT IN ODE**

**FINANCIAL PERFORMANCE**

**ODE STRATEGY**

**SUSTAINABILITY JOURNEY**

**IR CONTACT AND BOARD OF DIRECTORS**

**APPENDIX 1: BUSINESS MODEL AND ESG**

**APPENDIX 2: DEEPDIVE BY ODE DESTINATIONS**

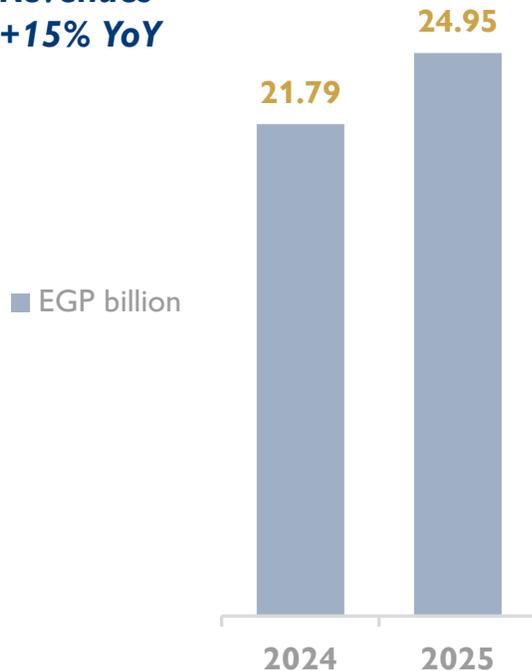
**APPENDIX 3: FINANCIAL STATEMENTS**

**APPENDIX 4: MARKET INSIGHTS**

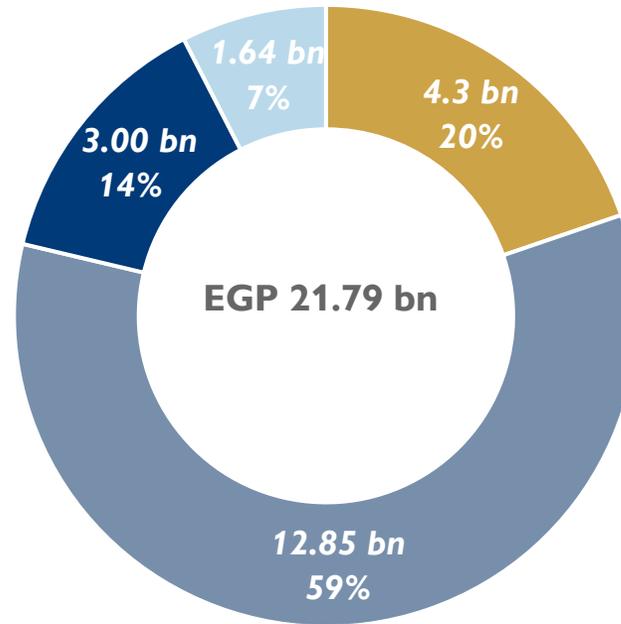
# FY 2025 – YoY Revenue Breakdown by Business Segment

Revenues from recurring business in FY 2025 increased by 39% to EGP 10.1 billion compared to FY 2024. While contribution from recurring business increased from 34% in FY 2024 to reach 41% in FY 2025

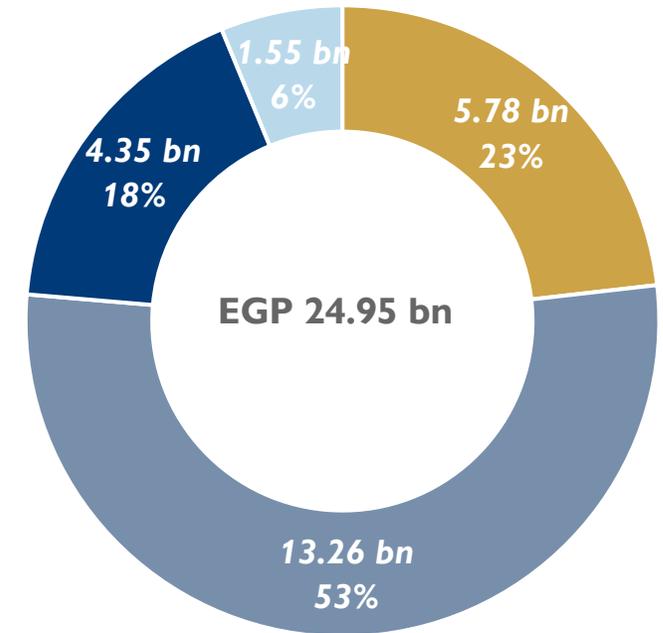
Revenues  
+15% YoY



Revenues by Segment FY 2024



Revenues by Segment FY 2025



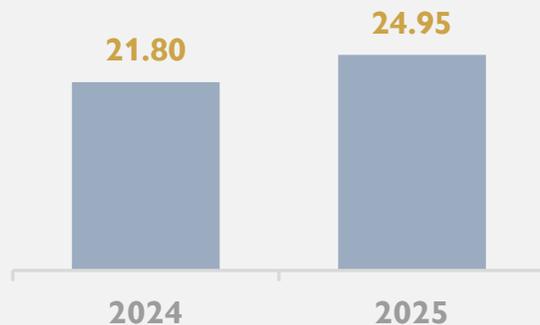
Hotels Real Estate Commercial assets Land

## FY 2025 – P&L HIGHLIGHTS

Strong increase across all metrics, including EBITDA and Net Profit, accompanied by a significant rise in Earnings Per Share (EPS)

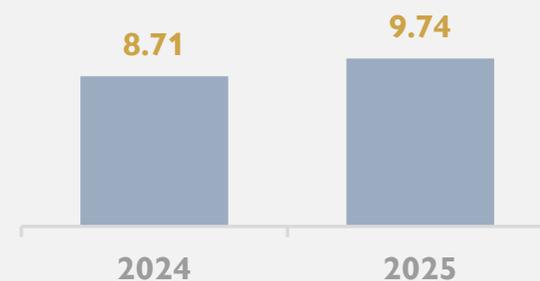
**Revenues**  
**+15%**

■ EGP billion



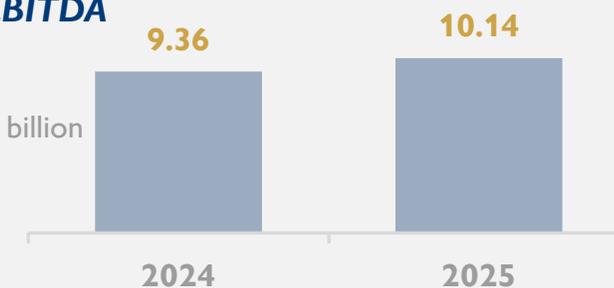
**Gross Profit**  
**+12%**

■ EGP billion



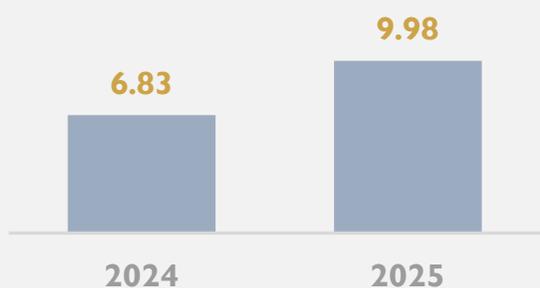
**Adj. EBITDA**  
**+8%**

■ EGP billion



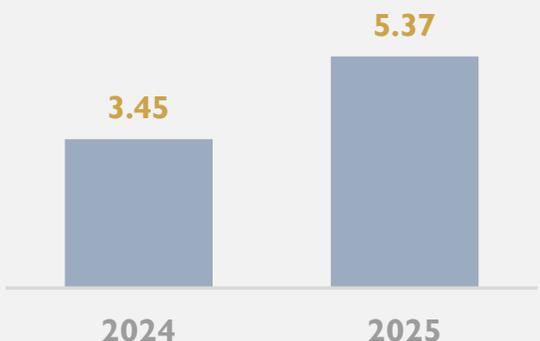
**EBITDA**  
**+46%**

■ EGP billion



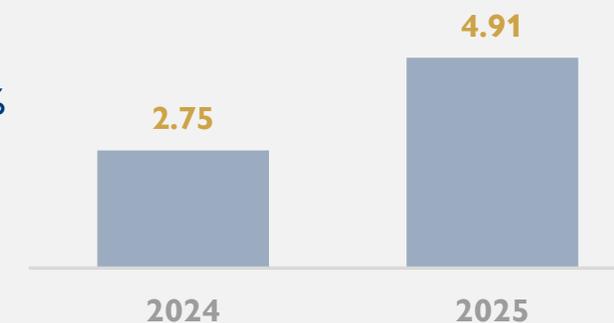
**Net Profit**  
**+56%**

■ EGP billion



**EPS**  
**+79%**

■ EGP



## FY 2025 – BALANCE SHEET HIGHLIGHTS

Continued balance sheet expansion with disciplined leverage and equity growth while improving shareholder value

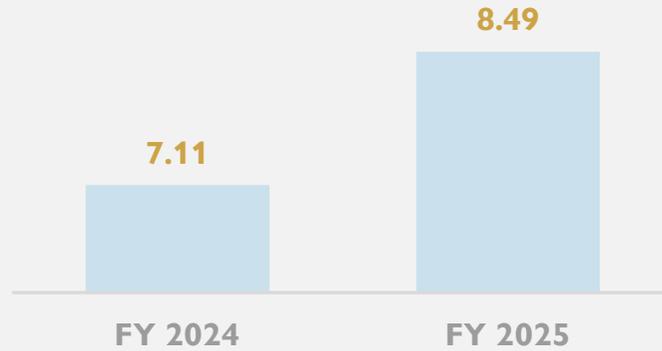


# FY 2025 – CASH FLOW STATEMENT HIGHLIGHTS

Consistently positive free cash flow while accelerating capital investment for growth

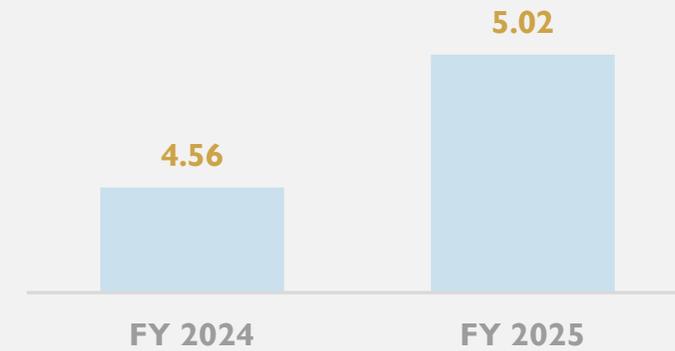
**Cash from Operations**  
+19% YoY

EGP billion



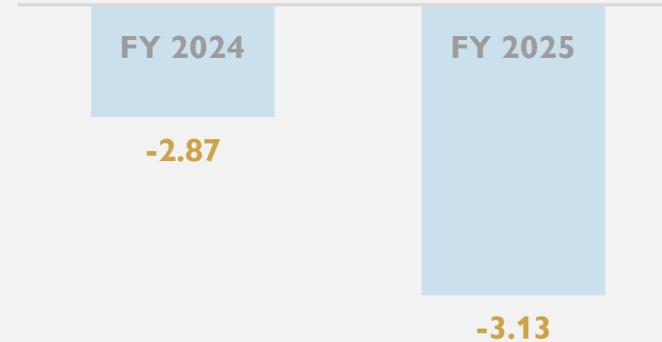
**Operating Cash Flow**  
+10% YoY

EGP billion



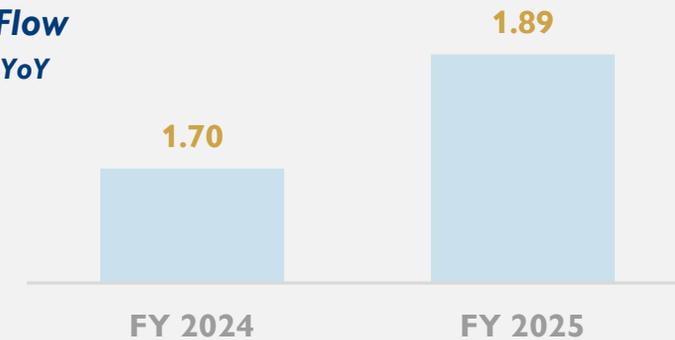
**(CAPEX)**  
+9% YoY

EGP billion



**Free Cash Flow (FCF)**  
+12% YoY

EGP billion



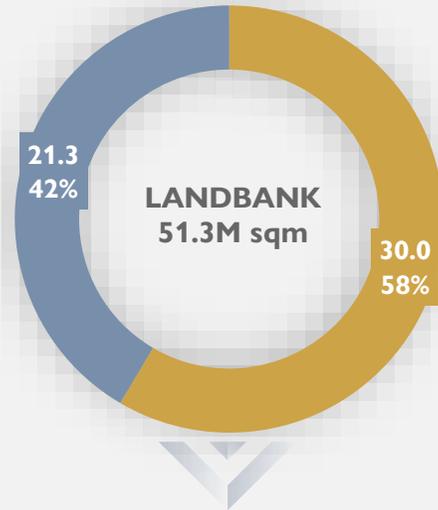
# EQUITY VALUE – LANDBANK

## El Gouna is Our Largest Remaining Undeveloped Land Bank Portfolio



### ODE Land Bank Facts:

- Developed
- Undeveloped



15.2M sqm

### Undeveloped Land in El Gouna

- Our Land bank is booked at cost and never revalued, the book value for El Gouna is USD 55M.
- El Gouna CBRE's land valued at ~USD 80/sqm back in Sep. 2018. for the underdeveloped land area (~**USD 1.2 billion**).
- Implied hidden value: ~USD 1.16bn.

### Latest Gouna Land Sale Transactions

Transaction Date	Location / Use	Sold Area (sqm)	Transaction Value (EGP mn)	USD / sqm
Dec 2025	Backend (Extension of prior sale)	26,848	~387M EGP	305
Dec 2024	Backend (Extension of prior sale)	26,532	~370M EGP	274
Nov 2024	Sold to Hassan Allam Properties (Mid-Gouna)	110,000	~1,900M EGP	341
May 2024	Backend Land plot of El Gouna	145,266	~1,600M EGP	225
Q3 2023	Entrance of El Gouna (School development)	45,350	~390M EGP	278



# FINANCING PROFILE

*Solid credit profile with comfortable leverage metrics and strong debt coverage, providing significant headroom for growth and capital optimization*

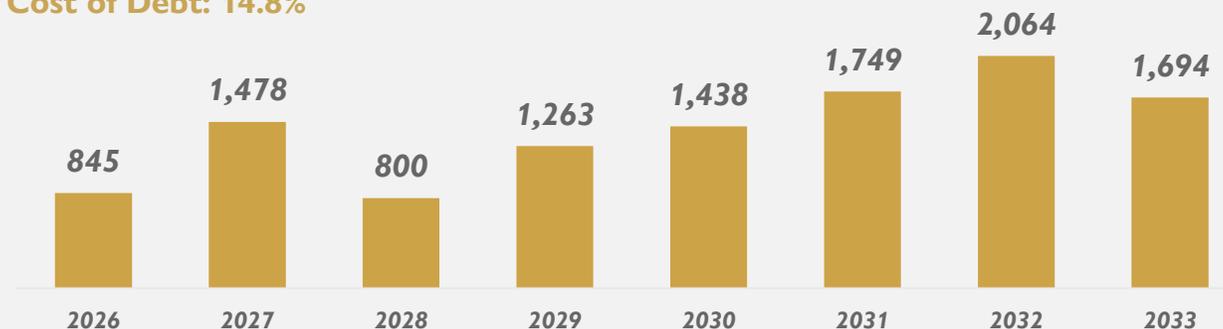
(EGP mn)	FY 2025	FY 2024
Banks Debt	11,330.2	11,032.0
Cash	9,960.8	7,414.7
Net Debt	1,369.3	3,617.2
Equity	17,642.4	13,135.5
Total Assets	59,021.2	50,700.4

Key Ratios	FY 2025	FY 2024
Debt / Equity	0.64x	0.84x
Debt / Total Assets	0.19x	0.22x
Net Debt / Adj. EBITDA	0.14x	0.39x

## Debt Maturity Profile – December 2025

FY 25 Balance: EGP 11,330.2mn

Cost of Debt: 14.8%



## Current Debt by Currency



# FINANCING PROFILE

Total foreign currency cash in banks reached c. USD 126mn as of the end of 2025, which covers currently scheduled foreign debt amortizations until mid-2032 based on existing repayment profile

Debt Payments by Currency



Debt per Currency (mn)	Total debt amount per currency end of December 25	Total debt In EGP (mn)	Total Cash by currency end of December 25 (mn)	Total Cash in EGP mn December 25
EGP	5,126	5,126	4,017	4,017
USD	68	3,262	60	2,879
Euro	52	2,942	55	3,065
<b>Total</b>		<b>11,330</b>		<b>9,961</b>

## AGENDA

**ODE AT A GLANCE**

**INVESTMENT IN ODE**

**FINANCIAL PERFORMANCE**

**ODE STRATEGY**

**SUSTAINABILITY JOURNEY**

**IR CONTACT AND BOARD OF DIRECTORS**

**APPENDIX 1: BUSINESS MODEL AND ESG**

**APPENDIX 2: DEEPCIVE BY ODE DESTINATIONS**

**APPENDIX 3: FINANCIAL STATEMENTS**

**APPENDIX 4: MARKET INSIGHTS**

*Over the past four years, we have identified a clear strategy to accelerate profitable growth, creating a more agile and cost-efficient business with the aim of creating additional shareholder value via four main focus items*

**1 Monetization acceleration:**

Enhancement of free cash flow to equity through monetization of assets, such as land sales, divestitures, co-developments, and joint ventures.

**2 Commercial and operational uplift:**

The focus on commercial uplift will continue, with an aggressive push on real estate sales with healthy margins across all destinations. Focus on increasing profitability across all business lines in all destinations, leveraging our cross-destination platforms for cost controls.

**3 Growing recurring income base:**

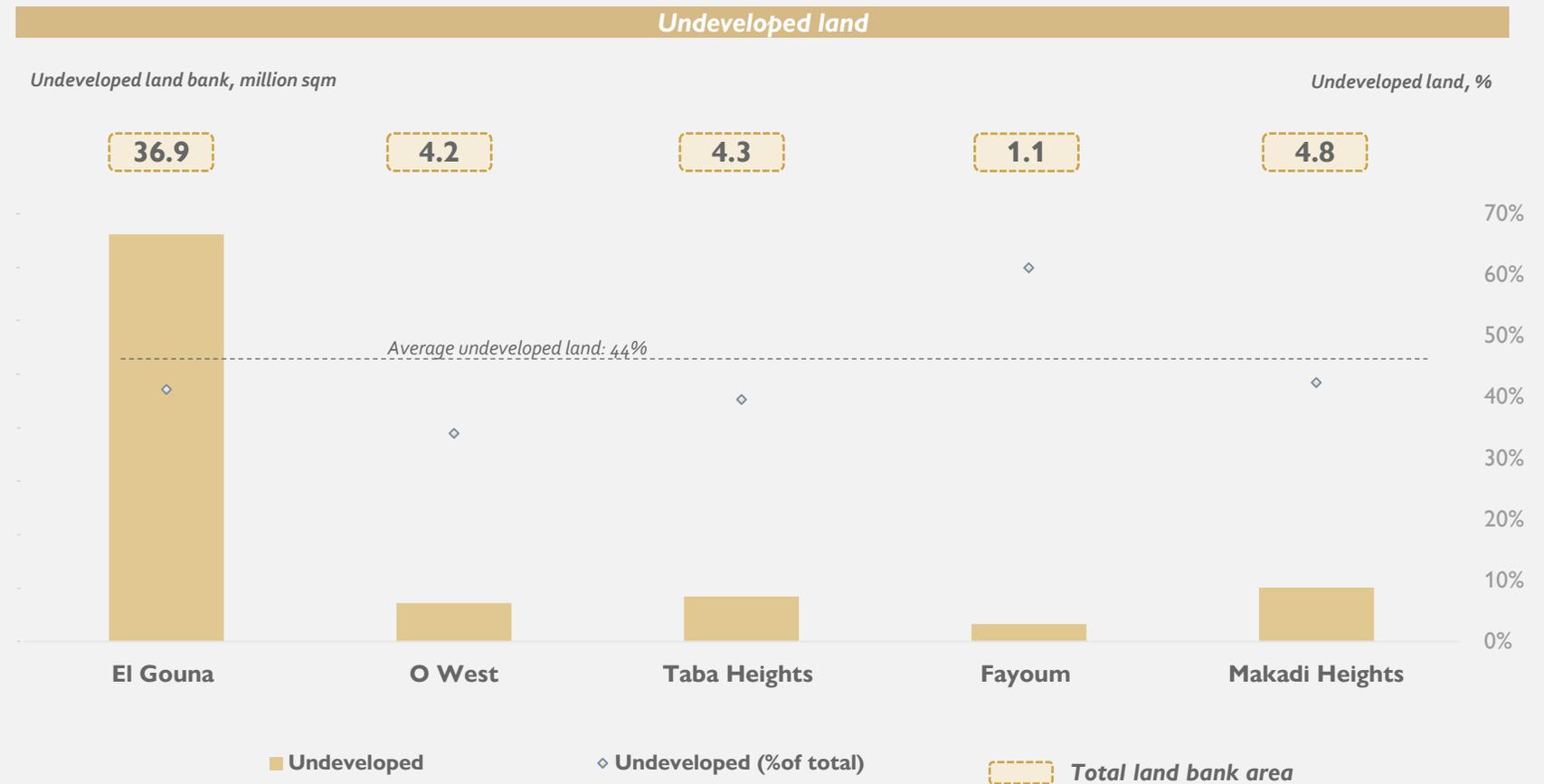
Investment in high-margin recurring income assets across destinations to capture sticky and long-term cash flow streams.

**4 Capital optimization along with human capital:**

Exploration of removing structural impediments in credit agreements. Focus on alleviating performance and promoting culture change through re-assignments and key hirings in the executive team.

**1 Well positioned to deliver massive cash flows through monetization of large undeveloped land banks...**  
**ODE has secured decades-long property rights over 51 million square meters of land bank, of which 41% is still undeveloped offering the company a strong potential for monetization**

- The majority of land bank is linked to projects with existing infrastructure and the main capital expenditure already disbursed
- The undeveloped land, strategically located close to developed areas, holds high value and offers
- This allows us to enhance free cash flow to equity through land sales, divestitures, co-developments, and joint ventures
- Example for that, we sold around 354k sqm of land in El Gouna for c. EGP 4.7bn, providing the necessary cash flows to the Group over the past three years



# 1 Monetization acceleration

**ODE Group** | Successfully realized c. EGP 5.1bn from the monetization program started three years ago with more to come



Ashgar City Housing Co.	El Gouna 45k land sale	El Gouna 145k land sale (backend)	O West Seoudi Super Market	HASSAN ALLAM PROPERTIES	El Gouna 26.5k land sale deal (backend)	El Gouna 26.8k land sale deal (backend)
EGP 50mn	EGP 390mn \$280/m <sup>2</sup>	EGP 1.6bn \$225/m <sup>2</sup>	EGP 332mn	EGP 1.9 bn \$341m <sup>2</sup>	EGP 370mn \$275m <sup>2</sup>	EGP 387mn \$305m <sup>2</sup>

- ✓ Successfully realized EGP c. 5.1bn from the monetization program
- ✓ Successful implementation of ODE's strategy of divesting non-core assets and recycling capital for value optimization
- ✓ Identifying strategic uses for our land bank while accelerating its monetization and unlocking its hidden value to the market. Reiterating that our Group owns many assets with substantial hidden values kept at book value in our financial statements

## 2 Commercial and operational uplift

### *How do we mitigate unforeseen cost increases?*

**Major global events, such as the COVID-19 pandemic, rising commodity prices, EGP devaluation, geopolitical tensions, and interest rate hikes, have impacted the business environment in Egypt and worldwide.**

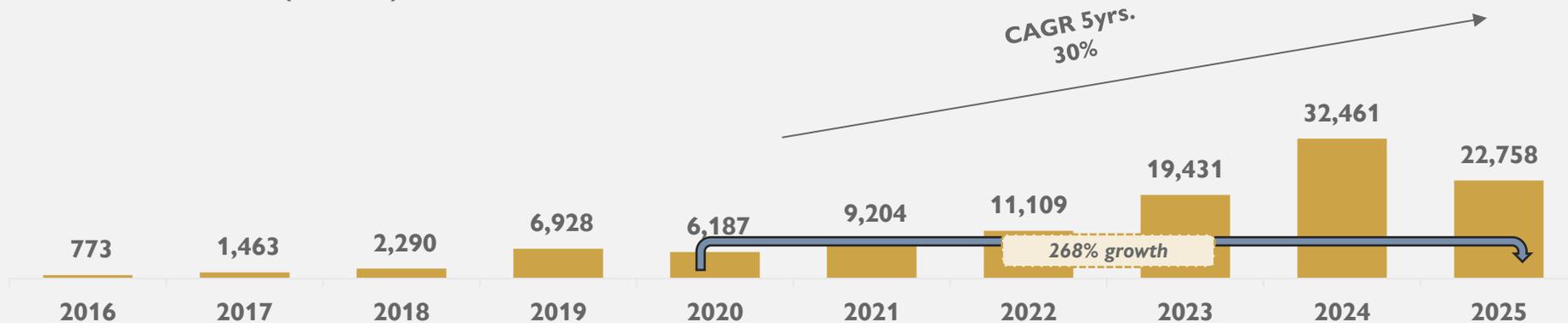
#### We mitigate such risks in the following manner:

- ✓ The Group enjoys a very low historical cost of land, which provides a solid cushion to ongoing sales' profitability. Additionally, the Group has already deployed many infrastructure expenses in cities such as El Gouna, which also improves profitability as end-product sales prices increase.
- ✓ We sign turn-key contracts with qualified contractors before announcing sales prices. Expected cost inflation is considered while determining sales prices, which are adjusted according to market dynamics. Contracts include inflation ceilings, reflected in the initial and future price increases to maintain the target profit margin.
- ✓ Our high-quality projects and diverse residential products attract affluent populations, increasing the value of our investment lands. These lands are available for development or strategic monetization, requiring minimal liabilities, licensed, and connected to the main infrastructures. This value helps us absorb unpredictable cost increases.
- ✓ The implicit interest rate built into our extended payment plans carries a premium over anticipated official interest rates.

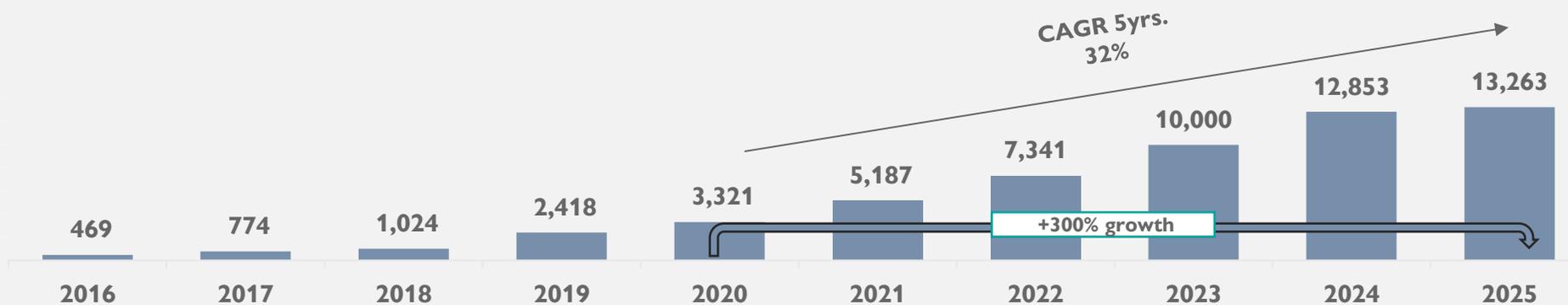
## 2 Commercial and operational uplift

*Displayed strong sales traction*

ODE real estate sales (EGP bn)



ODE real estate revenues (EGP bn)

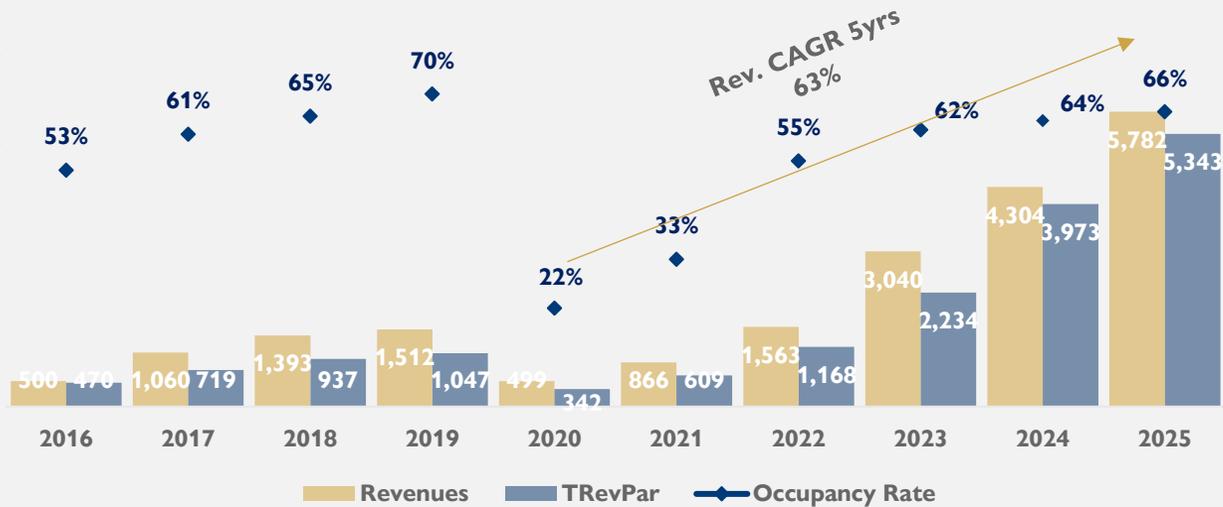


### 3 Growing recurring income base

*Which is a reliable source of cash flow, essential to finance ODE's growth and shield our operations from the cyclical slowdowns*

*A spectacular recovery with further upside despite headwinds*

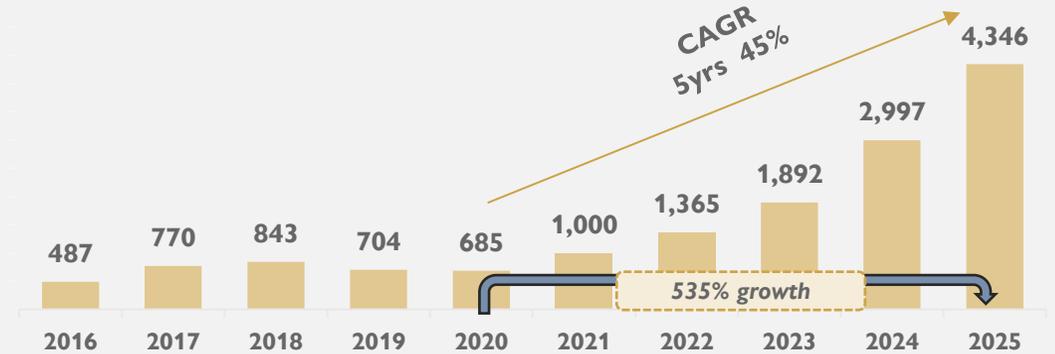
ODE Hospitality KPIs (EGP mn)



- ✓ Resilient and profitable despite challenging market environment
- ✓ Approaching the completion of the full renovation process for El Gouna hotels (the biggest renovation in the last 20 years), allowing us to increase our ARR's

*A reliable source of cash flow, essential to finance ODE's growth and shield our operations from the cyclical slowdowns*

ODE Recurring Income Commercial Assets (EGP mn)



- ✓ Recurring income commercial assets; continual improvement in operations, reaping the benefits of the successful restructuring implementation

#### 4 Strong leverage metrics

*A robust balance sheet with low leverage, despite high inflationary market condition*

Net debt / Adj. EBITDA  
0.14x

Cash and Cash Equivalent

EGP 10.0 BN  
as of FY 2025

Foreign currency cash of USD 126 million as of the end of FY 2025, which covers our foreign debt payments until mid of 2032

Debt / Equity  
0.64x

## AGENDA

**ODE AT A GLANCE**

**INVESTMENT IN ODE**

**FINANCIAL PERFORMANCE**

**ODE STRATEGY**

**SUSTAINABILITY JOURNEY**

**IR CONTACT AND BOARD OF DIRECTORS**

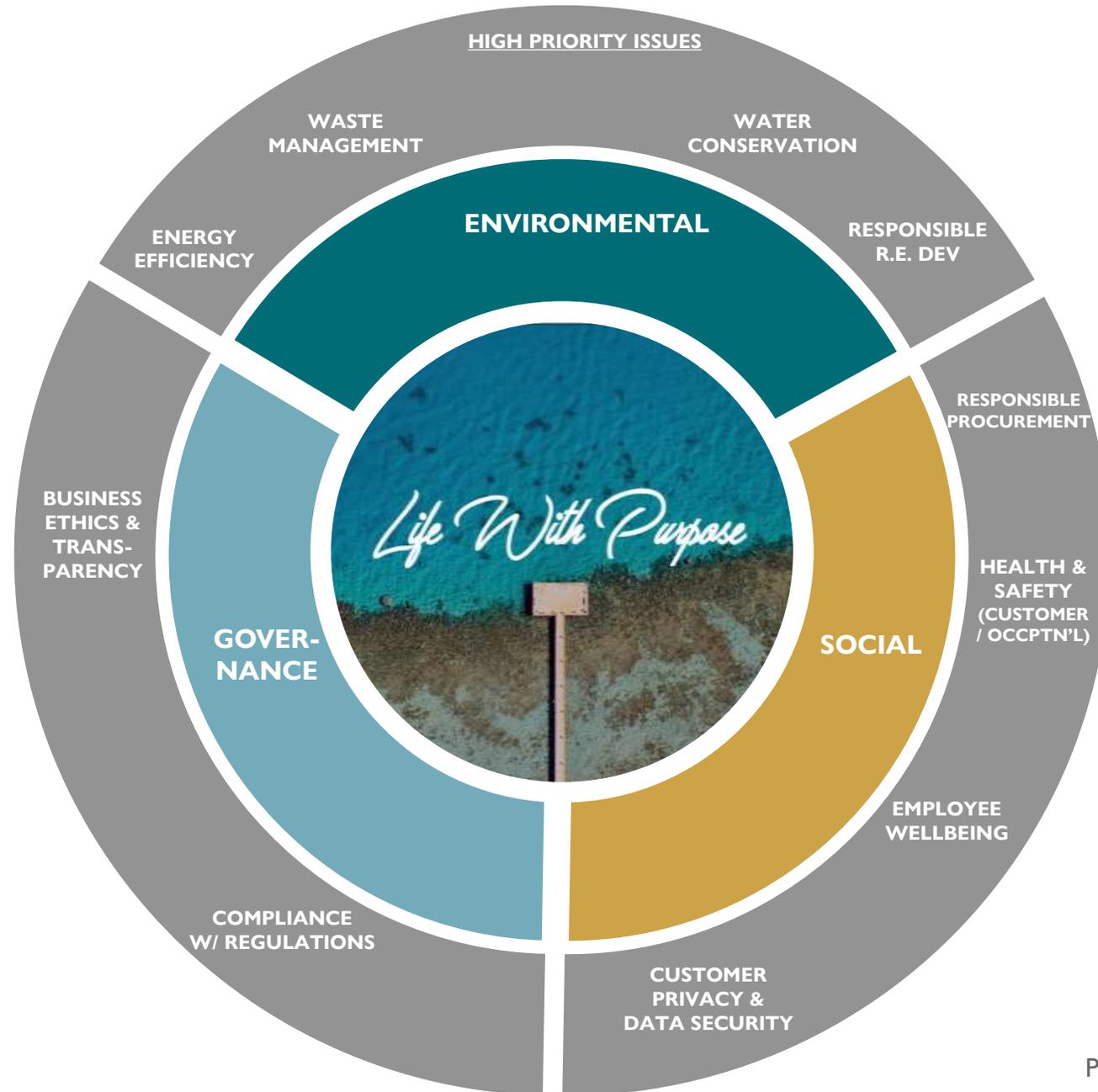
**APPENDIX 1: BUSINESS MODEL AND ESG**

**APPENDIX 2: DEEPDIVE BY ODE DESTINATIONS**

**APPENDIX 3: FINANCIAL STATEMENTS**

**APPENDIX 4: MARKET INSIGHTS**

# Our ESG strategy



## OUR SUSTAINABILITY JOURNEY – Key milestones

*Our environmental commitment is reflected in our continued proactive measures towards enhancing energy efficiency and water conservation across our destinations*



### IFC Sustainability Linked Loan

In 2024, IFC SLL amounting to \$155mn was secured supporting ODE strategy to achieve sustainability performance targets by providing appropriate long-term financing to help implement energy renovations, CapEx program, renovation of select EG hotels



### Enhancing ESG policies and Governance framework

Roll out of **Environmental and Social (E&S) Policy** , and strengthening our existing **HR policies** to include non-discrimination and equal opportunity, anti-sexual harassment and gender-based violence aligned with internationally recognized standards and best practices, including the International Finance Corporation (IFC) Environmental ,



### 10 EDGE Certified Hotels

10 out of 13 Hotels in El-Gouna are now EDGE certified – please refer to the appendix for more details



### Expanding ESG capacity

- Building up and expanding our existing **ESG team capacity** whilst embedding sustainability through an army of Environmental & Social allies across other teams



### Progressing towards our Environmental responsibility

- 42% of total waste across our destinations are recycled
- 18% of Our Water consumption is recycled and reused
- 10% of our energy are sourced from renewable energy



### Published our third ESG Report

For **three** consecutive years, ODH has published our ESG reports in alignment with internationally recognized standards

# 2025 SUSTAINABILITY JOURNEY – Our Destinations at a Glance

## Sustainability practices are embedded across our destinations

### 1) El Gouna



El Gouna's urban development is systematically designed to address key climate & environmental risks

- ✓ Doubled solar farm capacity from 7.2 MW to 15.8 MW, with an additional 8.9 MW expansion in 2026
- ✓ 100% of wastewater recycled for irrigation and full desalination for sweet water.
- ✓ Towards zero waste: 100% MSW sorting; organic waste & soft plastics recycled locally.

### 2) O West

Land stewardship at O West is focused on soil stability, ecosystem preservation, and sustainable landscape planning. Land-management approach integrates engineering controls, responsible planting strategies, and continuous monitoring to mitigate environmental risks throughout the development lifecycle.



### 3) Taba Heights

Given the water-stressed locations of several destinations, water supply is primarily secured through on-site reverse osmosis (RO) desalination plants:



### 4) Makadi Heights



Landscape and material selections aligned with Red Sea ecological conditions, prioritizing low-water-demand species and locally sourced materials to reduce biodiversity impacts and transport emissions.

## AGENDA

**ODE AT A GLANCE**

**INVESTMENT IN ODE**

**FINANCIAL PERFORMANCE**

**ODE STRATEGY**

**SUSTAINABILITY JOURNEY**

**IR CONTACT AND BOARD OF DIRECTORS**

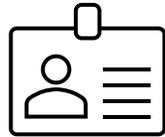
**APPENDIX 1: BUSINESS MODEL AND ESG**

**APPENDIX 2: DEEPDIVE BY ODE DESTINATIONS**

**APPENDIX 3: FINANCIAL STATEMENTS**

**APPENDIX 4: MARKET INSIGHTS**

# CONTACT US



**Ahmed Abou El Ella – Group Head of Investor Relations & ESG**



**Ahmed.abouelella@orascomdh.com**  
**IR@orascomdh.com**



**+20 122 129 55 55**  
**+20 224 61 89 61**

# BOARD OF DIRECTORS – WITH STRONG TRACK RECORD



**Dr. Eskandar Tooma**  
*Chairman, non-executive*



**Ashraf Nessim**  
*Chief Executive Officer*



**Mohamed Amer**  
*MD for Commercial Activities*



**Tarek Gadallah**  
*Executive Board Member*



**Dr. Reda Farahat**  
*Member, non-executive*



**Said Hanafi**  
*Member, non-executive*



**Dr. Alia Bassiouny**  
*Member, non-executive*



**Aya Ateya**  
*Member, non-executive*

## **BOARD COMMITTEES**

**AUDIT AND RISK MANAGEMENT COMMITTEE**

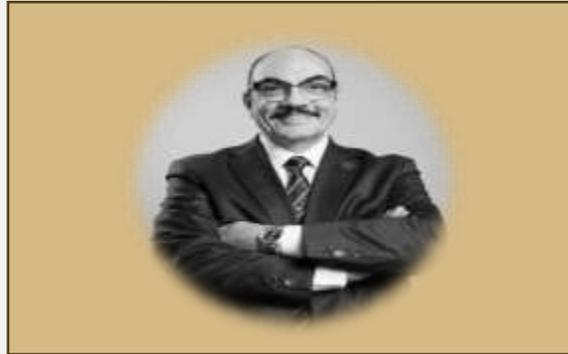
**INVESTMENT AND FINANCING COMMITTEE**

**NOMINATION AND REMUNERATION COMMITTEE**

# AUDIT AND RISK MANAGEMENT COMMITTEE



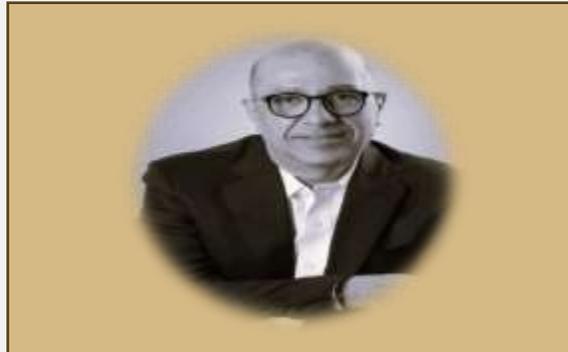
**Dr. Alia Bassiouny**  
*Chairman of the Committee*



**Dr. Reda Farahat**  
*Member of the Committee*



**Said Hanafi**  
*Member of the Committee*



**Waheeb Fawzy**  
*Member of the Committee*



**Aya Ateya**  
*Member of the Committee*

# INVESTMENT AND FINANCING COMMITTEE



**Dr. Eskandar Tooma**  
*Chairman of the Committee*



**Ashraf Nessim**  
*Member of the Committee*



**Dr. Alia Bassiouny**  
*Member of the Committee*



**Ahmed Dessouky**  
*Member of the Committee*

# NOMINATION AND REMUNERATION COMMITTEE



**Dr. Eskandar Tooma**  
*Chairman of the Committee*



**Dr. Alia Bassiouny**  
*Member of the Committee*



**Said Hanafi**  
*Member of the Committee*

# Disclaimer

THESE MATERIALS ARE BEING PROVIDED TO YOU SOLELY FOR YOUR INFORMATION AND ARE STRICTLY CONFIDENTIAL AND MUST NOT BE REPRODUCED, DISCLOSED OR FURTHER DISTRIBUTED TO ANY OTHER PERSON OR PUBLISHED, IN WHOLE OR IN PART, FOR ANY PURPOSE.

IN PARTICULAR, NEITHER THIS DOCUMENT NOR ANY PART OR COPY OF IT MAY BE TAKEN OR TRANSMITTED INTO THE UNITED STATES OF AMERICA (THE "UNITED STATES") OR TO U.S. PERSONS OR DISTRIBUTED, DIRECTLY OR INDIRECTLY, IN THE UNITED STATES OR TO U.S. PERSONS. NEITHER THIS DOCUMENT NOR ANY PART OR COPY OF IT MAY BE TAKEN OR TRANSMITTED INTO, OR DISTRIBUTED OR REDISTRIBUTED, DIRECTLY OR INDIRECTLY, IN AUSTRALIA, CANADA OR JAPAN, OR TO ANY RESIDENT THEREOF. ANY FAILURE TO COMPLY WITH THESE RESTRICTIONS MAY CONSTITUTE A VIOLATION OF UNITED STATES, AUSTRALIAN, CANADIAN OR JAPANESE SECURITIES LAWS. THE DISTRIBUTION OF THIS DOCUMENT IN OTHER JURISDICTIONS MAY BE RESTRICTED BY LAW, AND PERSONS INTO WHOSE POSSESSION THIS DOCUMENT COMES SHOULD INFORM THEMSELVES ABOUT AND OBSERVE ANY SUCH RESTRICTIONS.

THIS DOCUMENT DOES NOT CONTAIN OR CONSTITUTE AN OFFER TO SELL OR A SOLICITATION OF ANY OFFER TO BUY SECURITIES IN THE UNITED STATES, AUSTRALIA, CANADA OR JAPAN OR IN ANY OTHER JURISDICTION IN WHICH SUCH OFFER OR SOLICITATION IS NOT AUTHORIZED OR TO ANY PERSON TO WHOM IT IS UNLAWFUL TO MAKE AN OFFER OR SOLICITATION. THE SECURITIES OF ORASCOM DEVELOPMENT HOLDING AG (THE "COMPANY") HAVE NOT BEEN AND WILL NOT BE REGISTERED UNDER THE UNITED STATES SECURITIES LAWS AND MAY NOT BE OFFERED OR SOLD IN THE UNITED STATES OR TO OR FOR THE ACCOUNT OR THE BENEFIT OF "U.S. PERSONS" (AS SUCH TERM IS DEFINED IN REGULATIONS UNDER THE U.S. SECURITIES ACT OF 1933, AS AMENDED) ABSENT REGISTRATION OR AN EXEMPTION FROM REGISTRATION UNDER THE U.S. SECURITIES ACT OF 1933, AS AMENDED..

THIS DOCUMENT IS DIRECTED ONLY AT PERSONS (i) WHO ARE OUTSIDE THE UNITED KINGDOM OR (ii) WHO HAVE PROFESSIONAL EXPERIENCE IN MATTERS RELATING TO INVESTMENTS FALLING WITHIN ARTICLE 19(5) OF THE FINANCIAL SERVICES AND MARKETS ACT 2000 (FINANCIAL PROMOTION) ORDER 2005 (AS AMENDED) (THE "ORDER") OR (iii) HIGH NET WORTH ENTITIES FALLING WITHIN ARTICLE 49(2)(a) TO (d) OF THE ORDER (ALL SUCH PERSONS TOGETHER BEING REFERRED TO AS "RELEVANT PERSONS"). IT IS A CONDITION OF YOU RECEIVING THIS PRESENTATION THAT YOU REPRESENT AND WARRANT TO THE COMPANY THAT (i) YOU ARE A RELEVANT PERSON; AND (ii) YOU HAVE READ AND AGREE TO COMPLY WITH THE CONTENTS OF THIS NOTICE, INCLUDING THE OBLIGATION TO KEEP THIS PRESENTATION AND ITS CONTENTS CONFIDENTIAL. ANY PERSON IN THE UNITED KINGDOM WHO IS NOT A RELEVANT PERSON SHOULD NOT ACT OR RELY ON THIS PRESENTATION OR ANY OF ITS CONTENTS.

IN ANY MEMBER STATE OF THE EUROPEAN ECONOMIC AREA, THIS DOCUMENT IS ONLY ADDRESSED TO AND IS ONLY DIRECTED AT "QUALIFIED INVESTORS" IN THAT MEMBER STATE WITHIN THE MEANING OF THE PROSPECTUS REGULATION (REGULATION (EU) 2017/1129).

THIS DOCUMENT CONSTITUTES NEITHER AN OFFER TO SELL NOR A SOLICITATION TO BUY ANY SECURITIES. IT IS NOT A PROSPECTUS PURSUANT TO ARTICLES 652a AND/OR 1156 OF THE SWISS CODE OF OBLIGATIONS NOR IS IT A LISTING PROSPECTUS WITHIN THE MEANING OF THE LISTING RULES OF THE SIX SWISS EXCHANGE OR THE RULES OF ANY OTHER EXCHANGE OR REGULATED TRADING VENUE. INVESTORS SHOULD NOT SUBSCRIBE FOR OR PURCHASE ANY SECURITIES REFERRED TO IN THIS DOCUMENT EXCEPT BASED ON INFORMATION IN ANY PROSPECTUS AND ANY SUPPLEMENT(S) THERETO (COLLECTIVELY THE "OFFERING MEMORANDUM"), IF ANY, PUBLISHED IN SWITZERLAND BY THE COMPANY.

THIS DOCUMENT CONSTITUTES NEITHER AN OFFER TO SELL NOR A SOLICITATION TO BUY ANY SECURITIES. IT IS NOT A PROSPECTUS PURSUANT TO ARTICLES 652a AND/OR 1156 OF THE SWISS CODE OF OBLIGATIONS NOR IS IT A LISTING PROSPECTUS WITHIN THE MEANING OF THE LISTING RULES OF THE SIX SWISS EXCHANGE OR THE RULES OF ANY OTHER EXCHANGE OR REGULATED TRADING VENUE. INVESTORS SHOULD NOT SUBSCRIBE FOR OR PURCHASE ANY SECURITIES REFERRED TO IN THIS DOCUMENT EXCEPT ON THE BASIS OF INFORMATION IN ANY PROSPECTUS AND ANY SUPPLEMENT(S) THERETO (COLLECTIVELY THE "OFFERING MEMORANDUM"), IF ANY, PUBLISHED IN SWITZERLAND BY THE COMPANY.

THE INFORMATION CONTAINED IN THIS DOCUMENT IS NOT INTENDED TO LEAD TO THE CONCLUSION OF ANY CONTRACT OF WHATSOEVER NATURE, IN PARTICULAR WITHIN THE TERRITORY OF EGYPT, THE UNITED ARAB EMIRATES, KUWAIT, MOROCCO, OMAN AND SAUDI ARABIA.

THESE DOCUMENTS MAY CONTAIN CERTAIN FORWARD-LOOKING STATEMENTS AND INFORMATION CONCERNING THE COMPANY, WHICH REFLECT THE CURRENT VIEWS AND/OR EXPECTATIONS OF THE COMPANY AND THE COMPANY'S MANAGEMENT REGARDING THE COMPANY'S PERFORMANCE, ACTIVITIES, AND FUTURE EVENTS. SUCH FORWARD-LOOKING STATEMENTS INCLUDE, AMONG OTHERS, STATEMENTS THAT MAY PREDICT, FORECAST, SIGNIFY OR IMPLY FUTURE RESULTS, PERFORMANCE OR ACHIEVEMENTS AND MAY CONTAIN WORDS SUCH AS "UNDERSTANDS", "ANTICIPATES", "EXPECTS", "ESTIMATES", "IT IS LIKELY" OR OTHER TERMS OR EXPRESSIONS WITH SIMILAR MEANING. THESE STATEMENTS ARE SUBJECT TO A NUMBER OF RISKS, UNCERTAINTIES AND ASSUMPTIONS. THE COMPANY CAUTIONS READERS THAT CERTAIN RELEVANT FACTORS MIGHT BE THE CAUSE FOR ACTUAL RESULTS TO MATERIALLY DIFFER FROM THE PLANS, GOALS, EXPECTATIONS, ESTIMATES AND INTENTIONS EXPRESSED IN THIS DOCUMENT. NEITHER THE COMPANY NOR ANY RELATED COMPANIES, DIRECTORS, OFFICERS, REPRESENTATIVES OR EMPLOYEES THEREOF SHALL, IN ANY EVENT, BE LIABLE AS TO THIRD PARTIES (INCLUDING INVESTORS) FOR ANY INVESTMENTS OR BUSINESS DECISIONS ADAPTED OR ACTS PERFORMED BY THEM ON THE BASIS OF THE INFORMATION AND STATEMENTS CONTAINED HEREIN.

ANY MARKET INFORMATION AND COMPETITIVE POSITION DATA, INCLUDING MARKET PROJECTIONS USED IN THIS DOCUMENT, HAVE BEEN DERIVED FROM STUDIES, MARKET RESEARCH REPORTS, PUBLICLY AVAILABLE DATA AND INDUSTRY PUBLICATIONS. ALTHOUGH THE COMPANY HAS NO REASON TO BELIEVE THAT THIS INFORMATION IS INACCURATE IN ANY MATERIAL RESPECT, THE COMPANY HAS NOT INDEPENDENTLY CHECKED ANY SUCH INFORMATION.

NUMBERS PRESENTED THROUGHOUT THIS PRESENTATION MAY NEED TO ADD MORE PRECISELY TO THE TOTALS IN THE TABLES AND TEXT. FOR PRESENTATION PURPOSES, FIGURES ARE ROUNDED TO THE NEAREST DECIMAL PLACE. PERCENTAGES, PERCENT CHANGES AND ABSOLUTE VARIANCES, HOWEVER, ARE CALCULATED BASED ON THE EXACT FIGURES AS SHOWN IN THE FINANCIAL STATEMENTS.

THE INFORMATION CONTAINED IN THE PRESENTATION IS NOT INTENDED TO CONSTITUTE AND SHOULD NOT BE CONSTRUED AS INVESTMENT ADVICE. YOU SHOULD SEEK YOUR OWN INDEPENDENT FINANCIAL, LEGAL AND TAX ADVICE. YOU SHOULD NOT BASE A LEGAL DECISION OR ACTION ON ANY INFORMATION CONTAINED IN THIS PRESENTATION.

BY ATTENDING THIS PRESENTATION AND/OR BY ACCEPTING THIS DOCUMENT AND/OR ANY RELATED MATERIALS, YOU AGREE (i) TO BE BOUND BY THE RESTRICTIONS SET OUT HEREIN AND (ii) THAT YOU WILL NOT AT ANY TIME HAVE ANY DISCUSSION, CORRESPONDENCE OR CONTACT CONCERNING THE INFORMATION GIVEN AT THE PRESENTATION AND/OR IN THIS DOCUMENT WITH ANY OF THE DIRECTORS OR EMPLOYEES OF THE COMPANY NOR WITH ANY OF ITS PARTNERS, OR ANY GOVERNMENTAL OR REGULATORY BODY WITHOUT THE PRIOR WRITTEN CONSENT OF THE COMPANY.

**THANK YOU**



## AGENDA

**ODE AT A GLANCE**

**INVESTMENT IN ODE**

**FINANCIAL PERFORMANCE**

**ODE STRATEGY**

**SUSTAINABILITY JOURNEY**

**IR CONTACT AND BOARD OF DIRECTORS**

**APPENDIX 1: BUSINESS MODEL AND ESG**

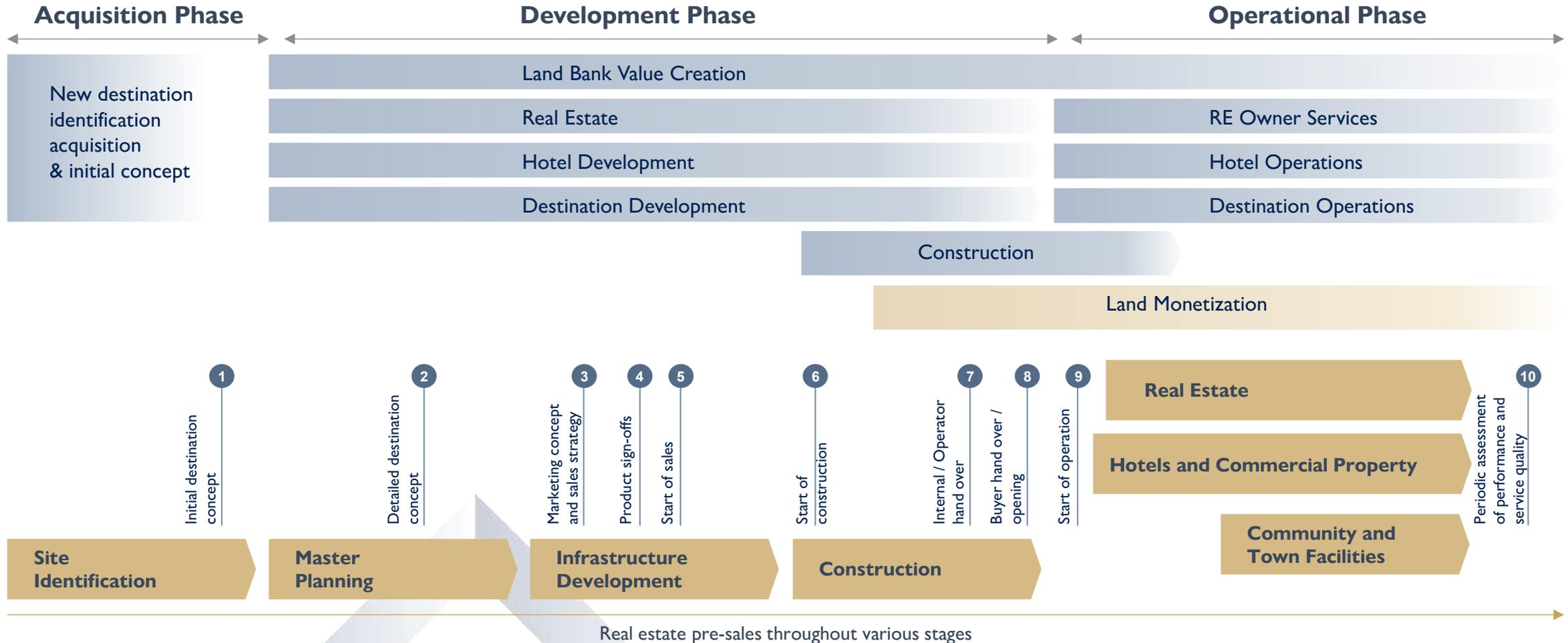
**APPENDIX 2: DEEPDIVE BY ODE DESTINATIONS**

**APPENDIX 3: FINANCIAL STATEMENTS**

**APPENDIX 4: MARKET INSIGHTS**

# ODE BUSINESS MODEL

## Business Model – Evolution of a new destination



# WE HAVE A CLEAR STRATEGIC VISION TO GUIDE OUR GROWTH AMBITIONS

## ODE Masterplan Framework



- ✓ We have a model built on unique and proven know-how
- ✓ We have a sharp understanding of value drivers in our business
- ✓ We have a clear vision and strategic focus
- ✓ We have material reserves for growth
- ✓ We have a diversified portfolio that supports our resilience

# OUR Materiality assessment

IMPORTANCE TO OD & STAKEHOLDERS

HIGH

MEDIUM

LOW

ENVIRONMENTAL		
#	TOPIC	DESCRIPTION
1	<b>Water Conservation</b>	Efficient use and management of water resources
4	<b>Energy Efficiency</b>	Reducing energy use for greater sustainability
7	<b>Waste Management</b>	Reducing, reusing, and properly disposing waste
9	<b>Responsible R.E. Dev</b>	Sustainable planning and construction practices

11	<b>Greenhouse Gas Emissions</b>	Reducing greenhouse gases from operations
12	<b>Renewable Energy Use &amp; Expansion</b>	Increasing use of solar, wind, or other renewables

16	<b>Climate Change Risk &amp; Resilience</b>	Preparing for and adapting to climate impacts
18	<b>Biodiversity &amp; Ecosystem Protection</b>	Protecting ecosystems and natural habitats

SOCIAL		
#	TOPIC	DESCRIPTION
5	<b>Data Privacy &amp; Cybersecurity</b>	Protecting customer data from misuse
6	<b>Customer Health &amp; Safety</b>	Ensuring safe products and services
8	<b>Sustainable &amp; Ethical Sourcing</b>	Ethical and sustainable sourcing of materials
10	<b>Occupational Health &amp; Safety</b>	Providing a safe and healthy workplace
13	<b>Employee Wellbeing</b>	Supporting physical, mental, and financial health

14	<b>Talent Attraction &amp; Retention</b>	Hiring and keeping top talent
15	<b>Human Rights &amp; Fair Labor Practices</b>	Ensuring fair treatment of workers
17	<b>Employee Learning &amp; Development</b>	Providing training and growth opportunities

19	<b>Community Investment &amp; Dev.</b>	Supporting local social and economic growth
20	<b>Diversity, Equity &amp; Inclusion</b>	Promoting inclusion and fair treatment

GOVERNANCE		
#	TOPIC	DESCRIPTION
2	<b>Business Ethics &amp; Transparency</b>	Operating with integrity and accountability
3	<b>Regulatory Compliance</b>	Adhering to laws and industry standards

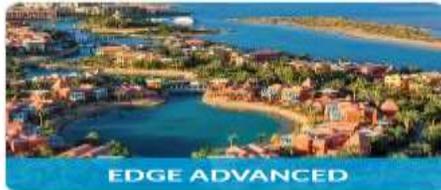
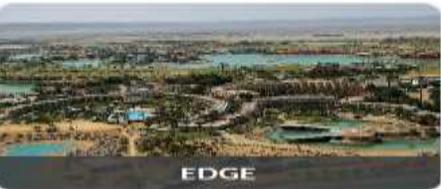
### Key Considerations:

- **Assessment Input:** Based on 2023 Materiality Assessment (many companies use the same across 2-3 years), reflecting GRI framework and inputs from the BoD, ExCom and external trend monitoring
- **Scoring Approach:** ESG topics were scored based on importance to 1) OD and 2) OD's stakeholders
- **Final Ranking:** The total scores determined the priority order of ESG topics

## 2025 SUSTAINABILITY JOURNEY – EDGE certification

10 of our Hotels are now granted the EDGE certifications, 9 are classified as EDGE advanced



 <p><b>EDGE ADVANCED</b></p> <p><b>The Chedi</b> Resort in Egypt, Arab Rep.</p>	 <p><b>EDGE ADVANCED</b></p> <p><b>Steigenberger Golf Resort - El Gouna</b> Resort in Egypt, Arab Rep.</p>	 <p><b>EDGE ADVANCED</b></p> <p><b>Casa Cook</b> Resort in Egypt, Arab Rep.</p>	 <p><b>EDGE ADVANCED</b></p> <p><b>Sheraton Miramar Resort - El Gouna</b> Resort in Egypt, Arab Rep.</p>
 <p><b>EDGE ADVANCED</b></p> <p><b>Ali Pasha Hotel - El Gouna</b> Hotel in Egypt, Arab Rep.</p>	 <p><b>EDGE ADVANCED</b></p> <p><b>Mosaïque Hotel - El Gouna</b> Hotel in Egypt, Arab Rep.</p>	 <p><b>EDGE</b></p> <p><b>Club Paradisio Hotel</b> Hotel in Egypt, Arab Rep.</p>	 <p><b>EDGE ADVANCED</b></p> <p><b>Captain's Inn Hotel</b> Hotel in Egypt, Arab Rep.</p>
 <p><b>EDGE ADVANCED</b></p> <p><b>Hotel in Egypt, Arab Rep.</b></p>	 <p><b>EDGE ADVANCED</b></p> <p><b>Hotel in Egypt, Arab Rep.</b></p>	 <p><b>EDGE</b></p> <p><b>Club Paradisio Hotel</b> Hotel in Egypt, Arab Rep.</p>	

## AGENDA

**ODE AT A GLANCE**

**INVESTMENT IN ODE**

**FINANCIAL PERFORMANCE**

**ODE STRATEGY**

**SUSTAINABILITY JOURNEY**

**IR CONTACT AND BOARD OF DIRECTORS**

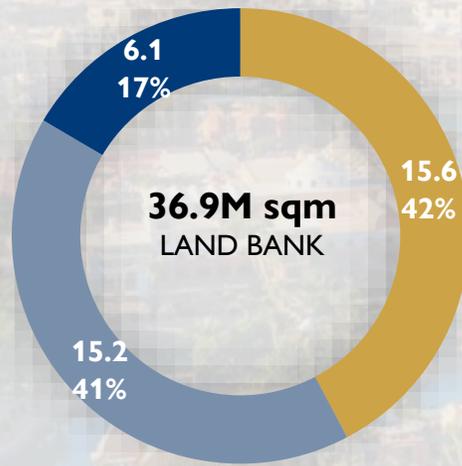
**APPENDIX 1: BUSINESS MODEL AND ESG**

**APPENDIX 2: DEEPCIVE BY ODE DESTINATIONS**

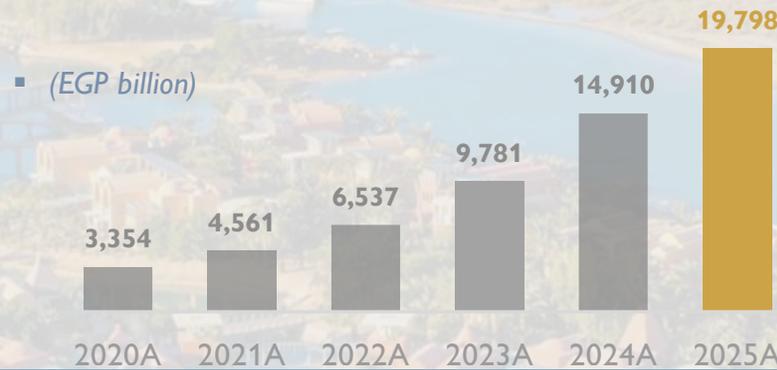
**APPENDIX 3: FINANCIAL STATEMENTS**

**APPENDIX 4: MARKET INSIGHTS**

# GOUNA KEY FACTS



**El Gouna Total Revenue**  
**+43% CAGR**



**El Gouna Real Estate Sales**  
**+39% CAGR**



~25,000 Residents

~10,000 Delivered Residential Units

4 Schools

1 7.2 MW Solar Plant

1 Higher Education Institution

4 Marinas

800 Retail & F&B Outlets

9 Water Treatment Plants

18 Hotels

2,680 Keys

~40,000 sqm Gross Leasable Area

19 Water Desalination Plants

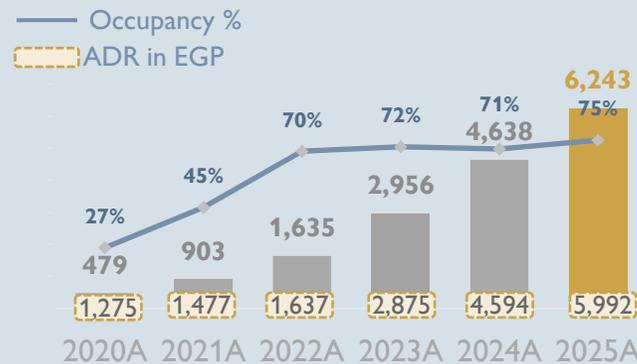
1 Hospital

~700 Berths

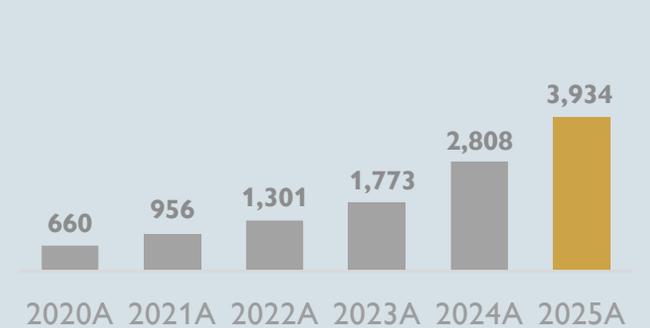
2 Golf courses

1 Cultural & Conferences Center

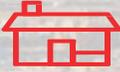
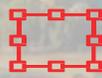
**El Gouna TRevPAR (EGP)**  
**+67% CAGR**



**El Gouna Recurring Income Commercial Assets Revenue (EGP)**  
**+43% CAGR**



# GOUNA KEY FACTS

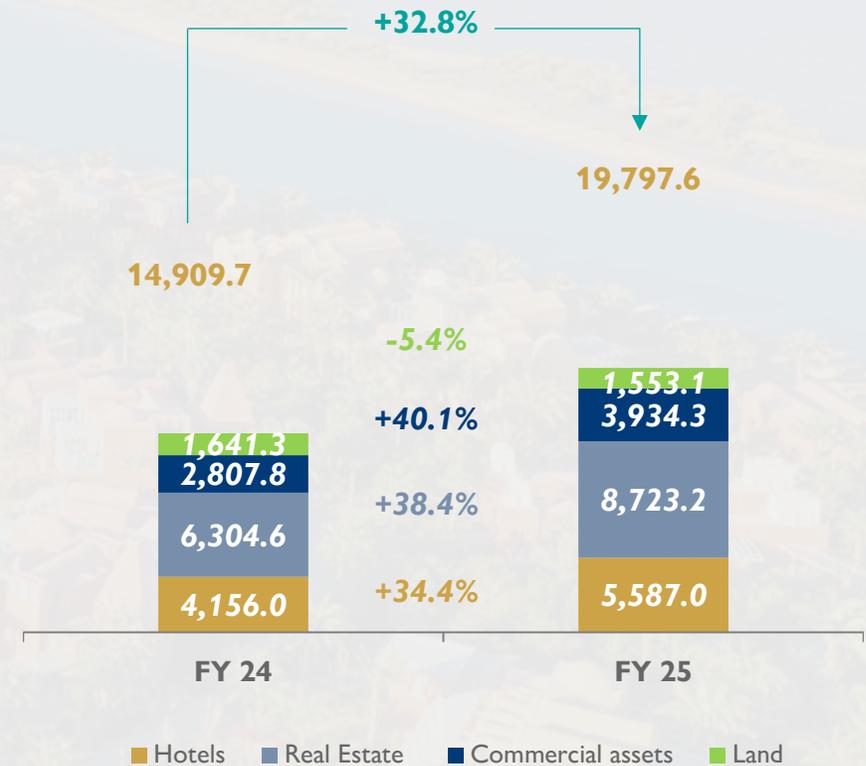
<p><b>25K PERMENANT RESIDENTS</b></p> 	<p><b>MORE THAN 10 K RESIDENTIAL KEY DELIVERED</b></p> 	<p><b>50+ RESIDENTS FROM DIFF. NATIONALITIES</b></p> 	<p><b>4 MARINAS WITH 650 BERTHS +150 BERTH DRY DOCK</b></p> 	<p><b>1MN+ VISITORS ANNUALLY</b></p> 
<p><b>05 SCHOOLS</b></p> 	<p><b>36 MIL. SQM TOTAL AREA</b></p> 	<p><b>G-SPACE CO-WORKING SPACE</b></p> 	<p><b>08 CERTIFIED DIVING CENTERS</b></p> 	<p><b>6 KITE-SURFING CENTERS</b></p> 
<p><b>CABLE PARK</b> ONE OF THE LARGEST OLYMPIC STANDARD CABLE PARKS IN THE MIDDLE EAST</p> 	<p><b>INTERNAL TRANSPORTATION</b> INCLUDES BUS &amp; SHUTTLE BUS, BOAT, LIMOUSINES E-BIKES AND TOK-TOKS</p> 	<p><b>AIRSTRIP FOR PRIVATE JETS</b></p> 	<p><b>ELGOUNA FOOTBALL CLUB</b></p> 	<p><b>01 STADIUM SEATING 12K SPECTATORS</b></p> 
<p><b>BANKS &amp; ATMS</b></p> 	<p><b>GOUNA CONFERENCE AND CULTURE CENTER</b></p> 	<p><b>18 HOTELS WITH 2,680 KEY</b></p> 	<p><b>46+ RESIDENTIAL NEIGHBORHOODS</b></p> 	<p><b>EL GOUNA WINERY</b></p> 
<p><b>CINEMA</b></p> 	<p><b>SPORTS DISTRICT</b> (SQUASH,PADDLE, PICKLEBALL, TENNIS COURTS, GO-CARTS, KIDS' AREA...)</p> 	<p><b>HOSPITAL</b> WITH 40 BEDS, A 24/7 EMERGENCY, CLINICS ETC..</p> 	<p><b>PROPERTY MANAGEMENT, HOME SERVICES ETC..</b></p> 	<p><b>02 GOLF COURSES 18 HOLES GOLF COURSES</b></p> 
<p><b>12 KM SHORELINE</b></p> 	<p><b>OVER 600 DIFFERENT DINING, RETIAL &amp; NIGHTLIFE SPOTS</b></p> 	<p><b>+64 EVENTS IN 2024</b> (ARTS, CULTURE, CHILDREN'S ACTIVITIES, EDUCATION, WELLNESS, SPORTS &amp; ENTERTAINMENT)</p> 	<p><b>7.2 MW solar plant with plans to be 10 MW</b></p> 	<p><b>GLOBAL GREEN TOWN AWARD BY THE UN, BECOMING THE 1<sup>ST</sup> MENA TO EARN A GREEN AWARD</b></p> 

# FY 2025 - GOUNA

- KPIs

	FY 2025	FY 2024	% Chg.
<b>Hotels</b>			
Total number of rooms	2,528	2,528	–
Occ. for total no. rooms	75%	71%	5.8%
TRevPAR (EGP)	6,243	4,638	34.6%
GOP (EGPmn)	3,249.2	2,259.9	43.8%
GOP PAR (EGP)	3,615	2,506	44.2%
<b>Real Estate</b>			
Net sales excluding land sales (EGPmn)	12,012.8	10,509.8	14.3%
Land sales (EGPmn)	385.0	1,910.0	(79.8%)
No. of contracted units	258	289	(10.7%)
Avg. selling price (EGP/m <sup>2</sup> )	302,691	233,250	29.8%

## REVENUES PER SEGMENT FY 2025 (EGP mn)

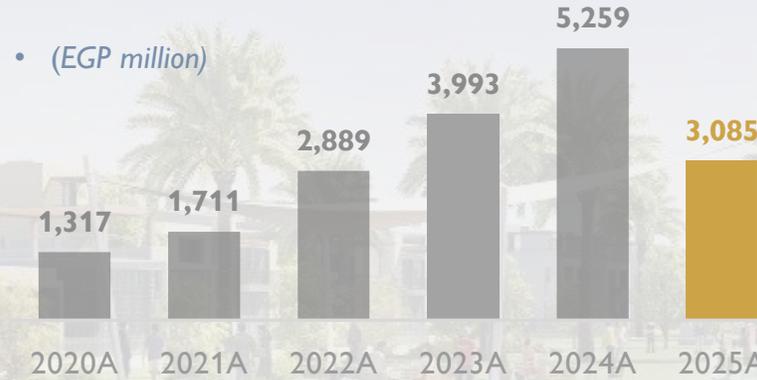


# OWEST KEY FACTS



## O West Total Revenue +19% CAGR

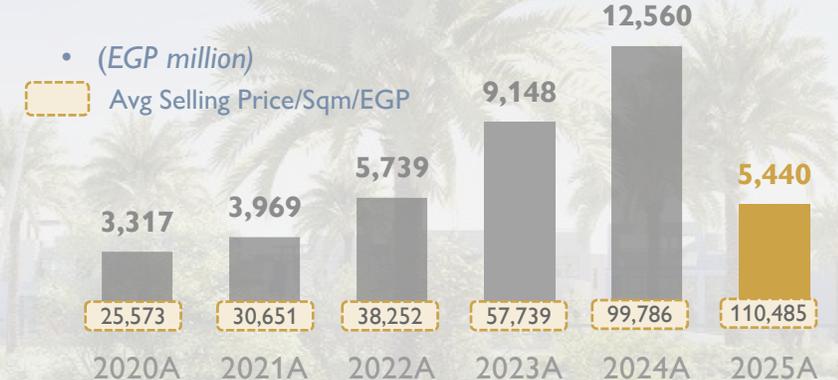
(EGP million)



## O West Real Estate Sales +10% CAGR

(EGP million)

Avg Selling Price/Sqm/EGP



~1,007 Feddans	4.2m Sqm Total Land Area	6.3m Sqm Total Permissible BUA
~1.7m Sqm Undeveloped Land Area	37 Feddans Sports Club Biggest In West Cairo	+ 5,000 Sports Club Memberships
4 Top Tier Schools	190,000 M2 Business District	+ 1,500 Unit Delivered

- **O West** is ODE's flagship development in West Cairo and marks the Group's entry into the **primary residence (first-home) market**, offering a fully integrated, town-style living experience in the heart of **6th of October City**.
- The project spans **1,007 feddans** and is master-planned by **HOK**, a globally renowned architectural firm, ensuring best-in-class design and urban planning.
- The land was acquired in 2018 from **NUCA** under a structured joint development model, with a **fixed cash payment schedule equivalent to 26% of projected sales collections**, in addition to an **in-kind component (~280k sqm BUA)**.
- Since launch in 2019, **O West has been a key growth driver for ODE in West Cairo**, generating **c. EGP 45 billion in cumulative sales as of 2025**, positioning it as one of the leading developments in the market.

# OWEST KEY FACTS

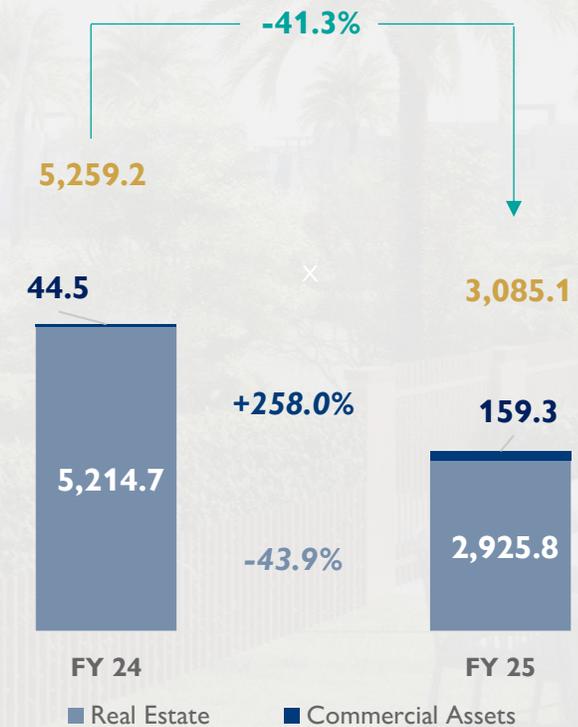
O WEST  
6<sup>TH</sup> OF OCTOBER

<p><b>4.2 MIL. SQM</b> TOTAL AREA OVER 11,000 UNITS</p> 	<p><b>+5,000 (EGP 45BN)</b> CONTRACTED UNITS OF WITH MORE THAN 1,500 DELIVERED UNITS</p> 	<p><b>LOCATED</b> HEART OF WEST CAIRO</p> 	<p><b>3.2 MIL. SQM</b> RESIDENTIAL UNITS SPREAD</p> 	<p><b>EDUCATION HUB</b> 4 TOP TIER INTERNATIONAL SCHOOLS</p> 
<p><b>DESIGNED BY HOK</b> LEADING ARCHITECTURE DESIGN FIRM WORLDWIDE</p> 	<p><b>190,000 M2</b> O BUSINESS DISTRICT</p> 	<p><b>LANDSCAPE DESIGNED BY EDSA</b> GLOBAL LANDSCAPING FIRM</p> 	<p><b>LARGEST SPORTS CLUB</b> IN WEST CAIRO 37 ACRES</p> 	<p><b>COMMERCIAL STRIP</b></p> 
<p><b>ATMS</b></p> 	<p><b>KIDS AREAS</b></p> 	<p><b>COMMUNITY CENTERS</b></p> 	<p><b>SPECIALIZED &amp; DEDICATED CLINICS</b></p> 	<p><b>FAMILY ACTIVITIES</b></p> 
<p><b>DIFFERENT F&amp;B OUTLETS AND DINING SPOTS</b></p> 	<p><b>+40 RETAIL SHOPS</b></p> 	<p><b>BEAUTY SALON</b></p> 	<p><b>24 HOURS SECURITY AND MAINTENANCE SERVICES</b></p> 	<p><b>SUPERMARKET</b></p> 
<p><b>INTERNAL TRANSPORTATION</b> INCLUDES SHUTTLE BUSES, E-BIKES &amp; GOLF CARS</p> 	<p><b>19% FOOTPRINT</b></p> 	<p><b>GREEN FINGERS CIRCULATING THE TOWN</b></p> 	<p><b>O SETUP MULTI-PURPOSE VENUE</b></p>	<p><b>+ 500 LIVING UNITS</b></p> 
<p><b>+ 45 BILLION EGP</b> SALES TILL END OF 25</p> 	<p><b>+ PAYMENT PLAN</b> 5% / 9 YEARS EQUAL INSTALLMENT</p> 	<p><b>4 YEARS DELIVERY</b></p> 		

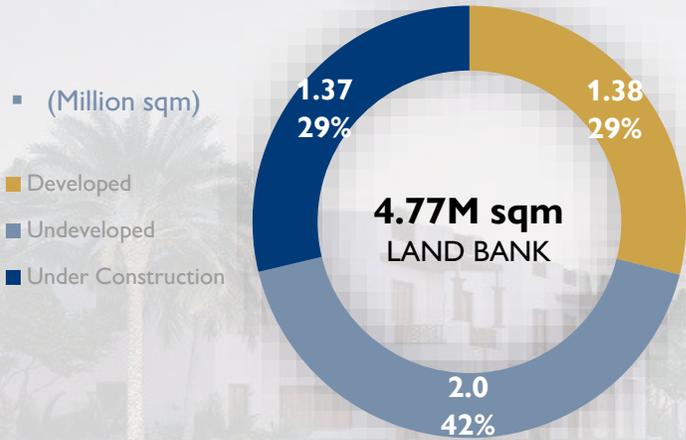
## KPIs

	FY 2025	FY 2024	% Chg.
<b>Real Estate</b>			
Net sales (EGPmn)	5,440.4	12,559.6	(56.7%)
No. of contracted units	345	817	(57.8%)
Avg. selling price (EGP/m <sup>2</sup> )	110,485	99,786	10.7%

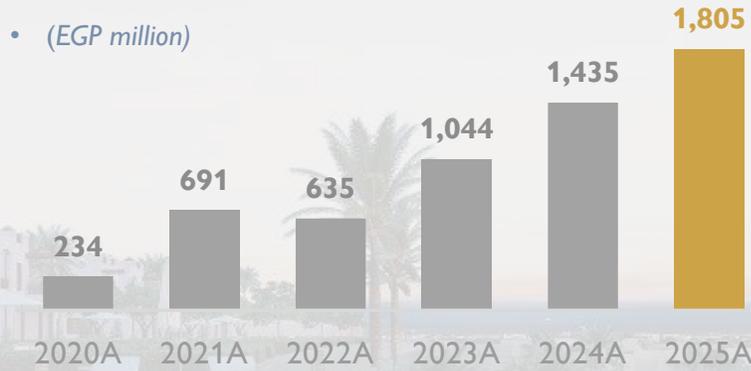
## REVENUES PER SEGMENT FY 2025 (EGP mn)



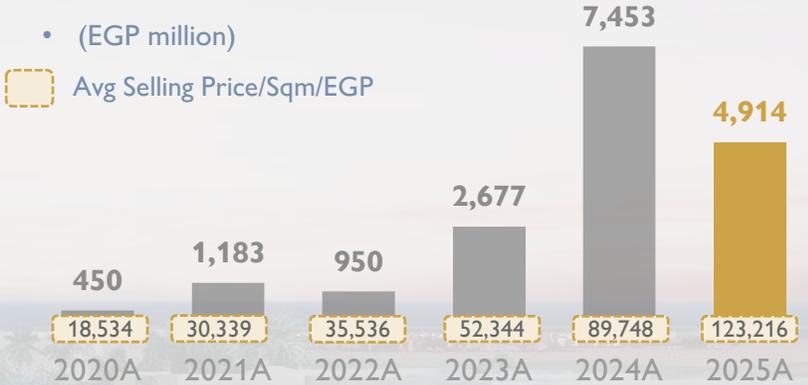
# MAKADI HEIGHTS KEY FACTS



## Makadi Heights Total Revenue +51% CAGR



## Makadi Heights Real Estate Sales +61% CAGR



**~4.8m Sqm**  
Total Land Area

**~1.7m Sqm**  
Undeveloped  
Land Area

**+EGP 18.4bn**  
of Real Estate Sales Since  
Relaunch In 2018

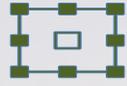
**~4,200**  
Unit Sold

**~ 2,900**  
Units Delivered

**+1,400**  
Permanente Residence

- **Makadi Heights** is a fully integrated mixed-use development offering a diverse range of residential and lifestyle products. Strategically located **78 meters above sea level**, Makadi Heights sits at the highest point of Makadi Bay, offering **uninterrupted panoramic views of the Red Sea**.
- The project spans a total land area of **4.8 million sqm**, with over **85% dedicated to green areas, water features, and open spaces**, in addition to **~1.0 million sqm of beachfront land** acquired in 2025.
- The development features a comprehensive mix of amenities and facilities catering to multiple customer segments, while benefiting from its proximity to **Hurghada International Airport**.
- Since its relaunch in 2018, the project has generated **total sales exceeding EGP 18.4 billion** as of 2025, with **~70% of sales driven by international buyers**, highlighting its strong global appeal.

# MAKADI HEIGHTS KEY FACTS

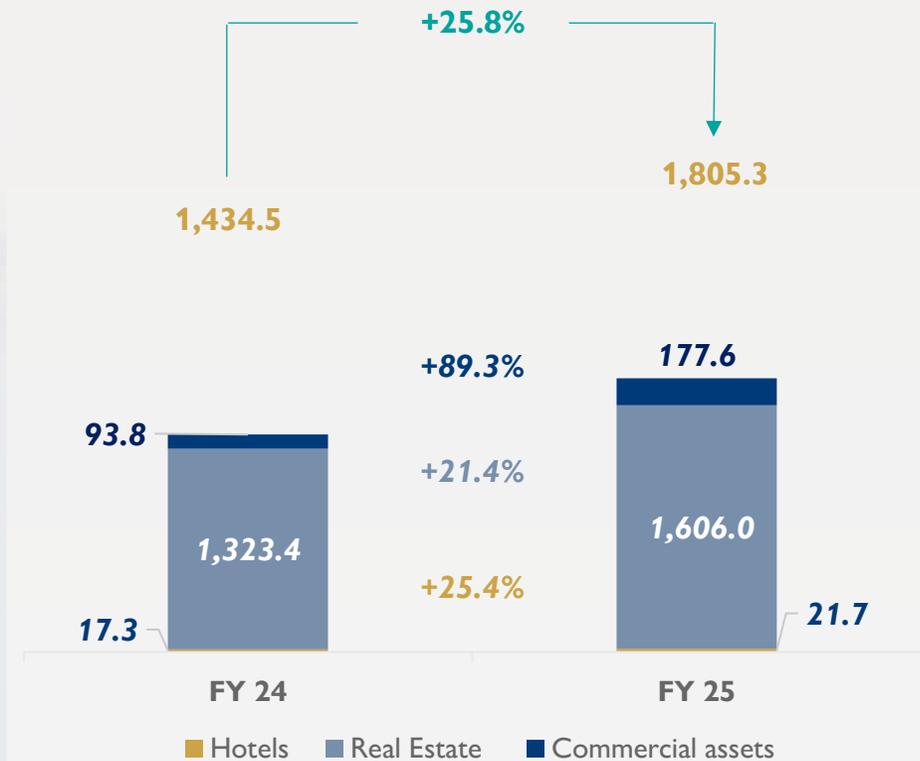
<p><b>4.77 MIL. SQM</b> 1.7 MN SQM UNDEVELOPED</p> 	<p><b>+2,900</b> RESIDENTIAL UNITS DELIVERED</p> 	<p><b>+40 NATIONALITIES</b> 70% INTERNATIONAL SALES</p> 	<p><b>+ 17 REAL ESTATE</b> <b>NEIGHBORHOOD</b> LAUNCHED</p> 	<p><b>NURSERY</b> &amp; <b>KIDS AREA</b></p> 
<p><b>AQUA PARK</b></p> 	<p><b>1.7 MIL. SQM</b> RAW LAND TO DATE WITH 19% FAR</p> 	<p><b>1 HOTEL</b> 288 ROOMS IN LEMON &amp; SOUL 16 ROOMS IN PLAYA</p> 	<p><b>SWIMMING POOLS</b></p> 	<p><b>MALL</b></p> 
<p><b>SPORTS COURTS</b> FOOTBALL, PADEL, TENNIS &amp; MULTIPURPOSE COURT</p> 	<p><b>ENTERTAINMENT</b> <b>HUB</b></p> 	<p><b>GYM</b></p> 	<p><b>+ 1,400 PERMENANT</b> <b>HOMEOWNERS</b> (700 UNITS) 43% INTERNATIONAL</p> 	<p><b>+4,500 UNITS SOLD</b> DELIVERED 2,829 UNDER CONS. 823 SOLD/COMMITTED 812</p> 
<p><b>+ PAYMENT PLAN</b> <b>5% / 6-7 YEARS</b> EQUAL INSTALLMENT &amp; 3.5 YRS. DELIVERY</p> 	<p><b>ATMS</b></p> 	<p><b>LAGOONS</b> 34,000 M2</p> 	<p><b>CLINIC AND A</b> <b>PHARMACY</b></p> 	<p><b>FAMILY PARK</b> 6,700 M2</p> 
<p><b>+40 OPERATING</b> <b>COMMERCIAL OUTLETS</b></p> 	<p><b>RETAIL SHOPS</b></p> 	<p><b>BEAUTY SALONS</b></p> 	<p><b>CAR WASH &amp;</b> <b>LIMOUSINE SERVICES</b></p> 	<p><b>SUPERMARKET</b></p> 
<p><b>SCHOOL</b> METROPOLITAN SCHOOL</p> 	<p><b>HORSE RIDING</b></p> 	<p><b>CLUBHOUSE</b></p> 	<p><b>+ 1,635 UNITS</b> UNDER CONSTRUCTION WITH 186K BUA</p> 	<p><b>TURNKEY</b> <b>PACKAGES</b></p> 

# FY 2025 - MAKADI HEIGHTS

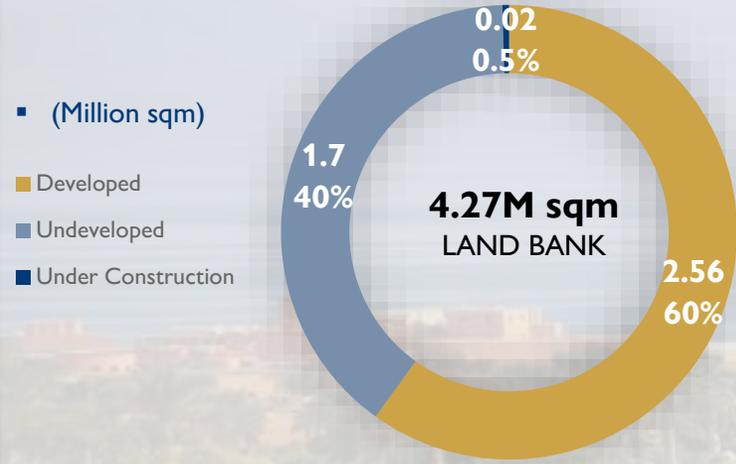
## KPIs

	FY 2025	FY 2024	% Chg.
<b>Real Estate</b>			
Net sales (EGPmn)	4,914.4	7,453.1	(34.1%)
No. of contracted units	346	731	(52.7%)
Avg. selling price (EGP/m <sup>2</sup> )	123,216	89,748	37.3%

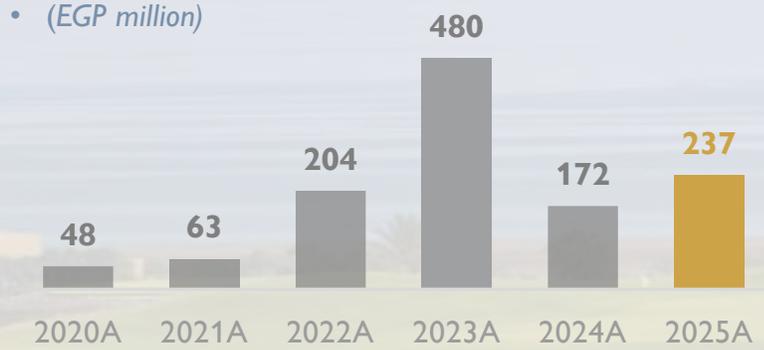
## REVENUES PER SEGMENT FY 2025 (EGP mn)



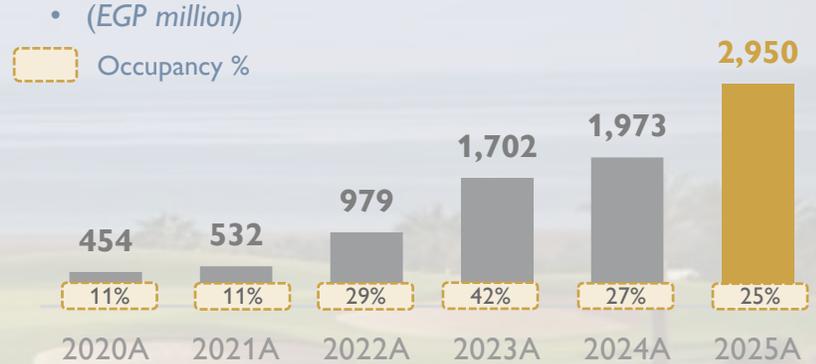
# TABA HEIGHTS KEY FACTS



## Taba Heights Total Revenue +38% CAGR



## Taba Heights ARR & Occupancy Rate +46% CAGR



~4.27M Sqm Total Land Area	~1.7M Sqm Undeveloped Land Area	6 Hotels
~2,349 Keys	~ 40 Nationalities as of 2025	1 Marina

- **Strategically located** between the Red Sea coastline and the Sinai Mountains, *Taba Heights* was developed as a fully integrated beachfront resort destination..
- Since the outbreak of the Gaza conflict in October 2023, the destination has faced prolonged operational disruption, with only **one of six hotels currently operational**.
- Management's priority remains **strict cash preservation and cost optimization**, while maintaining operational readiness to ensure a swift ramp-up once tourism flows normalize. The Group continues to adopt a prudent and disciplined approach to navigating the current environment.
- The peace agreement signed in **Q4 2025** has improved sentiment and visibility, representing an important step toward stabilizing the destination and supporting a **gradual recovery trajectory over the medium term**.

# TABA HEIGHTS KEY FACTS



<p><b>4.3 MIL. SQM</b> TOTAL AREA</p> 	<p><b>200KM</b> NORTH SHARM EL-SHEIKH</p> 	<p><b>40+</b> NATIONALITIES CAME TO VISIT IN 2025</p> 	<p><b>6 HOTELS</b> 2,349 ROOMS</p> 	<p><b>YACHT MARINA</b> CAPACITY OF 50 YACHTS</p> 
<p><b>TENNIS COURTS</b></p> 	<p><b>FARM</b></p> 	<p><b>WATER SPORTS CENTER</b></p> 	<p><b>25 SWIMMING POOLS</b></p> 	<p><b>MAN MADE SALT CAVE</b></p> 
<p><b>SQUASH COURTS</b></p> 	<p><b>18 HOLE CHAMPIONSHIP GOLF COURSE</b></p> 	<p><b>GYM</b></p> 	<p><b>FOOTBALL COURT</b></p> 	<p><b>CHILDCARE SERVICES</b></p> 
<p><b>ATMS</b></p> 	<p><b>KIDS AREA</b></p> 	<p><b>WELNNESS AND SPA CENTER</b></p> 	<p><b>MEDICAL CENTER</b></p> 	<p><b>FAMILY ACTIVITIES</b></p> 
<p><b>DIFFERENT RESTAURANTS, CAFES AND BARS</b></p> 	<p><b>RETAIL SHOPS 111 OUTLETS</b></p> 	<p><b>BEAUTY SALONS</b></p> 	<p><b>MEETING ROOMS &amp; BUSINESS CENTERS</b></p> 	<p><b>SUPERMARKET</b></p> 

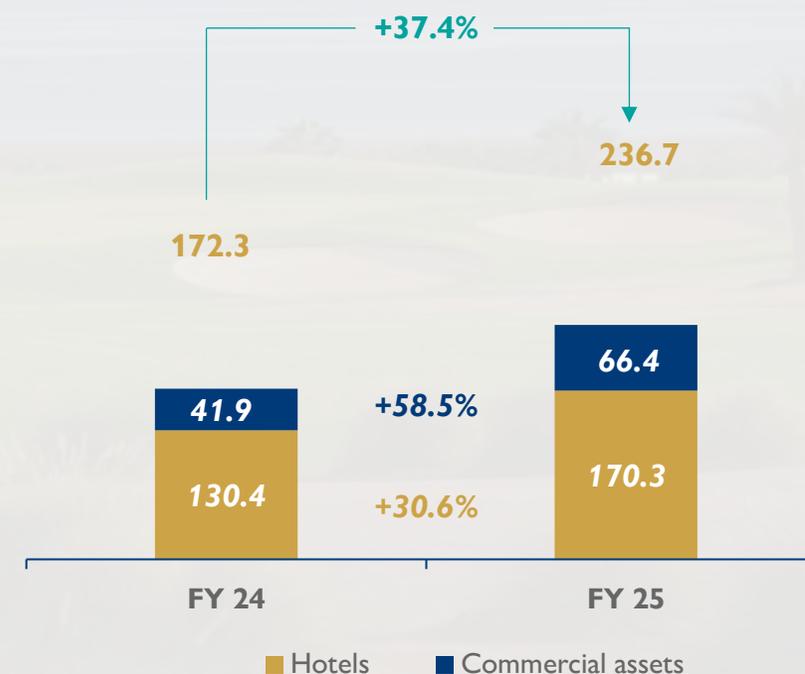
# TABA HEIGHTS KEY FACTS



## KPIs

	FY 2025	FY 2024	% Chg.
<b>Hotels</b>			
Total number of rooms	2,349	2,349	–
Occ. for total rooms (%)	25%	27%	(8.6%)
TRevPAR (EGP)	938	717	30.9%
GOP (EGPmn)	25.5	(7.4)	446.1%
GOP PAR (EGP)	139	(40)	447.0%

## REVENUES PER SEGMENT FY 2025 (EGP mn)



## AGENDA

**ODE AT A GLANCE**

**INVESTMENT IN ODE**

**FINANCIAL PERFORMANCE**

**ODE STRATEGY**

**SUSTAINABILITY JOURNEY**

**IR CONTACT AND BOARD OF DIRECTORS**

**APPENDIX 1: BUSINESS MODEL AND ESG**

**APPENDIX 2: DEEPDIVE BY ODE DESTINATIONS**

**APPENDIX 3: FINANCIAL STATEMENTS**

**APPENDIX 4: MARKET INSIGHTS**

# FY 2025

## Revenue Analysis

Delivering robust growth despite difficult market conditions

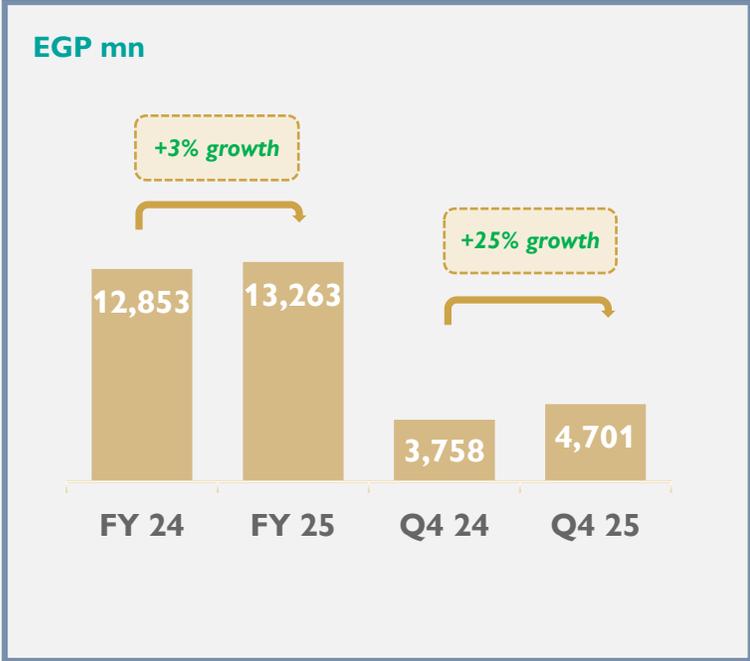
(EGP mn)	Revenue			EBITDA			Adj. EBITDA <sup>1</sup>		
	FY 2025	FY 2024	Δ in %	FY 2025	FY 2024	Δ in %	FY 2025	FY 2024	Δ in %
Hotels	5,782.3	4,303.7	34.4%	2,929.8	2,009.7	45.8%	2,903.0	2,074.5	39.9%
Real Estate	13,263.3	12,852.8	3.2%	4,822.6	5,476.4	(11.9%)	5,124.4	5,061.8	1.2%
Land	1,553.1	1,641.3	(5.4%)	1,713.7	785.6	118.1%	1,692.4	1,516.3	11.6%
Commercial Assets <sup>2</sup>	4,346.4	2,997.0	45.0%	1,161.7	1,083.9	7.2%	1,176.3	1,003.3	17.2%
Corporate & Unallocated Items	—	—	—	(636.0)	(2,526.1)	(74.8%)	(768.7)	(299.7)	156.5%
<b>ODE Group</b>	<b>24,945.1</b>	<b>21,794.8</b>	<b>14.5%</b>	<b>9,991.8</b>	<b>6,829.5</b>	<b>46.3%</b>	<b>10,127.4</b>	<b>9,356.2</b>	<b>8.2%</b>

<sup>1</sup> Adj. EBITDA: EBITDA is adjusted for non-cash items (which include provisions and impairments, other gains and losses, FX gains, and shares in associates).

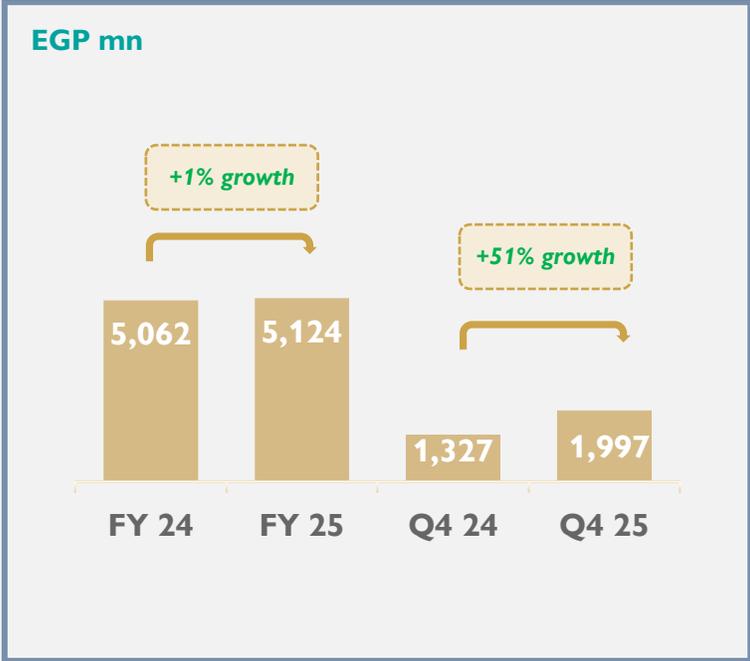
<sup>2</sup> Commercial assets include revenues from utilities and services, hospitals, marinas, golf courses, rentals, educational services, limousines, and other town amenities.

Real Estate Segment: Revenues reached EGP 13.3bn, up 3% y-o-y. Q4 25 revenues increased by a strong 25% to EGP 4.7bn, driven by an acceleration in construction progress, which supported higher revenue recognition during the quarter.

## Revenue



## Adj. EBITDA



## Commentary

### Revenue

- ✓ Resilient performance despite moderated launches, reflecting a disciplined supply strategy focused on execution, margin protection, and cash conversion rather than volume expansion. FY 25 revenues increased by 3% to EGP 13.3bn, while Q4 25 revenues accelerated by 25% to EGP 4.7bn, supported by construction progress and enhanced revenue recognition.
- ✓ El Gouna remains the Group's largest revenue contributor, followed by O West and Makadi Heights.

### Adj. EBITDA

- ✓ Adj. EBITDA margin stood at 39% in FY 25, in line with FY 2024, while Q4 25 margin expanded meaningfully to 43%, compared to 35% in Q4 24.

Hospitality Segment: Revenues during FY 25 grew 34% to EGP 5.8bn, with EGP 2.9bn in adj. EBITDA and a 50% margin, driven by the tourism rebound and sustained operational efficiencies.

## Revenue

EGP mn



## Adj. EBITDA

EGP mn



## Commentary

### Revenue

✓ Our hotels delivered a standout performance, successfully navigating geopolitical challenges while fully capitalizing on the continued surge in Egyptian tourism. This resulted in strong revenue growth of 34% in FY 25 and 26% in Q4 25.

### GOP

✓ GOP increased by 45% to EGP 3.3bn in FY 25, with Q4 25 up 28% to EGP 1.0bn, reflecting strong operating leverage.

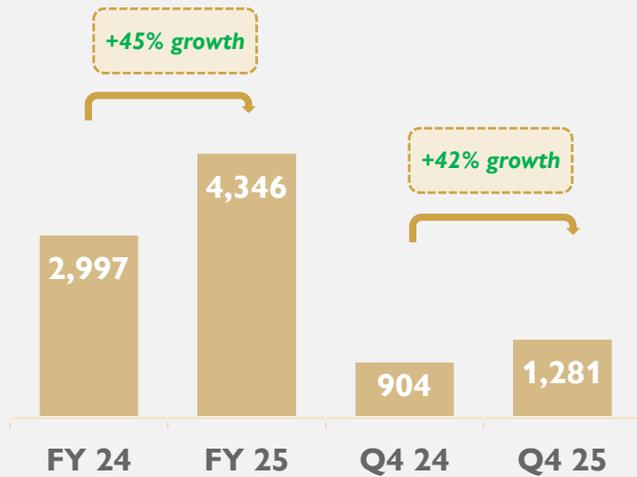
### Adj. EBITDA

✓ Adj. EBITDA outperformed revenue growth, supported by pricing discipline, an optimized channel mix, and efficiency gains. Margins expanded to 50% in FY 25 and 51% in Q4 25, confirming structural profitability improvement

Commercial Assets Segment: delivered robust revenue growth of 45% during FY 25, reaching EGP 4.4bn, supported by an Adj. EBITDA of EGP 1.2bn, implying a solid 27% margin. These results reaffirm the segment's role as a consistent and scalable growth engine, enhancing visibility on future cash flows and underpinning long-term shareholder value.

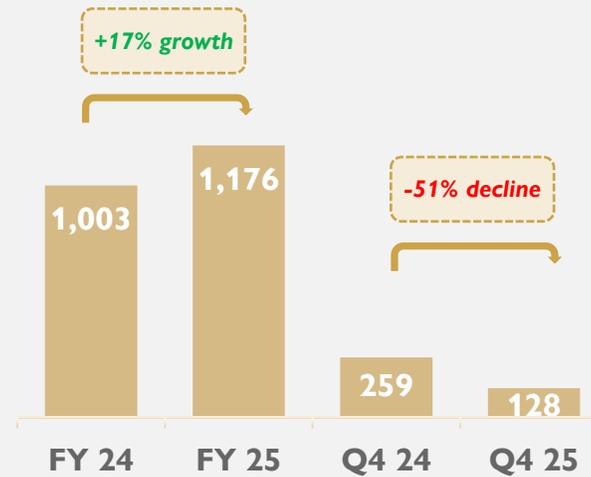
## Revenue

EGP mn



## Adj. EBITDA

EGP mn



## Commentary

### Revenue

- ✓ El Gouna generated 91% of segment revenue, highlighting its outsized contribution to the portfolio's performance, with other destinations still ramping up and set to contribute more meaningfully over time.

### Adj. EBITDA

- ✓ Adj. EBITDA grew by a solid 17% during FY 25 vs. FY 24, reflecting clear operational excellence driven by stronger service quality, tighter cost discipline, and enhanced profitability.
- ✓ Adj. EBITDA margin reached 27% in FY 25.

## Deferred revenue balance

Up by a solid 17.2% to EGP 43.7 billion, providing strong visibility on our real estate revenue over the next 5 to 6 years.

(EGP mn)

Country	Destination	Total deferred revenue balance	2026	2027	2028	2029	2030	2031
Egypt	El Gouna	13,776.4	6,782.4	6,219.6	774.4	–	–	–
	Byoum	23.9	22.1	1.7	–	–	–	–
	Makadi Heights	9,699.0	3,241.9	3,823.4	2,401.6	232.1	–	–
	O West	20,250.1	3,938.8	4,433.1	4,860.9	3,453.8	2,311.8	1,251.7
<b>ODE Group</b>		<b>43,749.3</b>	<b>10,046.5</b>	<b>10,044.7</b>	<b>8,036.9</b>	<b>3,685.9</b>	<b>2,311.8</b>	<b>1,251.7</b>

- Figures are rounded to the nearest decimal point.

## FY 2025 – P&L

(EGP million)	FY 2025	FY 2024
<b>Revenue</b>	<b>24,945.1</b>	<b>21,794.8</b>
Cost of sales	(15,202.3)	(13,083.7)
<b>Gross profit</b>	<b>9,742.8</b>	<b>8,711.1</b>
Gross profit margin, (%)	39.1%	40.0%
Investment income	1,240.6	1,151.1
Administrative expenses	(847.8)	(506.0)
<b>Adjusted EBITDA</b>	<b>10,135.6</b>	<b>9,356.2</b>
Adj. EBITDA margin, (%)	40.6%	42.9%
Other gains & losses	(303.5)	(2,658.9)
Share of associates gains	148.5	132.2
<b>EBITDA</b>	<b>9,980.6</b>	<b>6,829.5</b>
Depreciation	(508.0)	(376.4)
Finance costs	(1,834.3)	(1,676.2)
Income tax expense	(2,268.2)	(1,331.6)
<b>Net profit/loss</b>	<b>5,370.1</b>	<b>3,445.3</b>
<b>Attributed as follows:</b>		
<b>ODE shareholders</b>	<b>5,549.7</b>	<b>3,108.5</b>
Non-controlling interest	(179.6)	336.8
<b>Basic EPS (EGP)</b>	<b>4.91</b>	<b>2.75</b>

## FY 2025 – BALANCE SHEET

(EGP million)	FY 2025	FY 2024
Property, plant and equipment	13,506.2	10,980.7
Inventory	14,881.4	13,932.5
Receivables	15,173.8	12,785.4
Cash and bank balances	9,435.5	7,351.6
Treasury bills	525.3	63.2
Investments in associates	425.4	437.6
Other assets	5,073.6	5,149.4
<b>Total assets</b>	<b>59,021.2</b>	<b>50,700.4</b>
Borrowings	11,330.2	11,032.0
Payables	8,473.5	9,762.7
Provisions	3,936.9	2,517.6
Other liabilities	17,638.3	14,252.7
<b>Total liabilities</b>	<b>41,378.9</b>	<b>37,564.9</b>
Non-controlling interests	1,177.9	1,558.0
Equity to ODE shareholders	16,464.4	11,577.5
<b>Total liabilities and equity</b>	<b>59,021.2</b>	<b>50,700.4</b>

## FY 2025 – CASH FLOW

(EGP million)	FY 2025	FY 2024
<b>Cash from operations</b>	<b>8,491</b>	<b>7,113</b>
Interest paid	(1,775)	(995)
Taxes paid	(1,696)	(1,556)
<b>Operating Cash Flow</b>	<b>5,020</b>	<b>4,562</b>
Payments for PP&E	(3,126)	(2,865)
Other items	349	1,145
<b>Investing Cash Flow</b>	<b>(2,778)</b>	<b>(1,720)</b>
Change in Borrowings	443	(963)
Others	(601)	–
<b>Financing Cash Flow</b>	<b>(158)</b>	<b>(963)</b>
Net change in cash/equivalents	2,084	1,879
Cash & bank balances beginning of period	7,352	5,472
<b>Cash &amp; bank balances end of period</b>	<b>9,436</b>	<b>7,352</b>

# HISTORICAL – INCOME STATEMENT

(EGP million)	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
Revenue	4,986.7	7,053.5	10,269.3	15,326.2	21,794.8	24,945.1
Cost of sales	(3,572.2)	(4,659.2)	(6,504.6)	(9,841.6)	(13,083.7)	(15,202.3)
<b>Gross profit</b>	<b>1,414.5</b>	<b>2,394.3</b>	<b>3,764.7</b>	<b>5,484.6</b>	<b>8,711.1</b>	<b>9,742.8</b>
Gross profit margin, (%)	28.4%	33.9%	36.7%	35.8%	40.0%	39.1%
Investment income	86.7	247.6	364.0	570.6	1,151.1	1,240.6
Administrative expenses	(134.3)	(154.5)	(215.4)	(297.0)	(506.0)	(847.8)
<b>Adjusted EBITDA</b>	<b>1,366.9</b>	<b>2,487.4</b>	<b>3,913.3</b>	<b>5,758.2</b>	<b>9,356.2</b>	<b>10,135.6</b>
Adj. EBITDA margin, (%)	27.4%	35.3%	38.1%	37.6%	42.9%	40.6%
Other gains & losses	(213.1)	(276.0)	(885.5)	(336.9)	(2,658.9)	(303.5)
Share of associates gains	136.3	130.1	135.0	142.6	132.2	148.5
<b>EBITDA</b>	<b>1,290.1</b>	<b>2,341.5</b>	<b>3,162.8</b>	<b>5,563.9</b>	<b>6,829.5</b>	<b>9,980.6</b>
Depreciation	(184.5)	(186.7)	(204.4)	(275.2)	(376.4)	(508.0)
Finance costs	(324.5)	(269.5)	(388.2)	(1,123.0)	(1,676.2)	(1,834.3)
Income tax expense	(209.8)	(571.2)	(662.3)	(1,046.5)	(1,331.6)	(2,268.2)
<b>Net profit for the period</b>	<b>571.3</b>	<b>1,314.1</b>	<b>1,907.9</b>	<b>3,119.2</b>	<b>3,445.3</b>	<b>5,370.1</b>

## HISTORICAL – BALANCE SHEET

(EGP million)	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
Property, plant and equipment	4,709.6	5,133.8	6,271.1	8,471.1	10,980.7	13,506.2
Inventory	7,721.9	8,368.4	9,221.7	12,807.0	13,932.5	14,881.4
Receivables	2,836.7	4,028.0	6,233.5	8,892.9	12,785.4	15,173.8
Cash and bank balances	1,671.7	1,825.6	3,059.6	5,164.1	7,351.6	9,435.5
Treasury bills	374.9	1,271.1	766.3	308.4	63.2	525.3
Investments in associates	285.0	353.6	409.0	450.2	437.6	425.4
Other assets	1,295.1	1,660.4	2,309.8	3,142.3	5,149.4	5,073.6
<b>Total assets</b>	<b>18,894.9</b>	<b>22,640.9</b>	<b>28,271.0</b>	<b>39,236.0</b>	<b>50,700.4</b>	<b>59,021.2</b>
Borrowings	3,551.5	3,419.5	5,632.5	8,633.0	11,032.0	11,330.2
Payables	6,367.4	7,012.3	7,181.9	8,518.7	9,762.7	8,473.5
Provisions	383.5	966.4	1,226.2	1,477.5	2,517.6	3,936.9
Other liabilities	4,922.3	6,248.2	7,415.6	10,641.0	14,252.7	17,638.3
<b>Total liabilities</b>	<b>15,224.7</b>	<b>17,646.4</b>	<b>21,456.2</b>	<b>29,270.2</b>	<b>37,564.9</b>	<b>41,378.9</b>
Non-controlling interests	719.4	824.7	1,056.4	1,347.0	1,558.0	1,177.9
Equity attributable to ODE shareholders	2,950.8	4,169.8	5,758.4	8,618.8	11,577.5	16,464.4
<b>Total liabilities and equity</b>	<b>18,894.9</b>	<b>22,640.9</b>	<b>28,271.0</b>	<b>39,236.0</b>	<b>50,700.4</b>	<b>59,021.2</b>

# HISTORICAL – CASH FLOW

(EGP million)	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
<b>Cash from operations</b>	<b>1,179</b>	<b>1,647</b>	<b>1,921</b>	<b>2,828</b>	<b>7,113</b>	<b>8,491</b>
Interest paid	(302)	(232)	(298)	(825)	(995)	(1,775)
Taxes paid	(129)	(152)	(577)	(719)	(1,556)	(1,696)
<b>Operating Cash Flow</b>	<b>748</b>	<b>1,263</b>	<b>1,046</b>	<b>1,284</b>	<b>4,562</b>	<b>5,020</b>
Payments for PP&E	(361)	(436)	(1,347)	(2,458)	(2,865)	(3,126)
Other items	205	64	468	785	1,145	349
<b>Investing Cash Flow</b>	<b>(156)</b>	<b>(372)</b>	<b>(879)</b>	<b>(1,673)</b>	<b>(1,720)</b>	<b>(2,778)</b>
Change in Borrowings	323	(50)	740	1,904	(963)	443
Others	(8)	8	2	154	–	(601)
<b>Financing Cash Flow</b>	<b>315</b>	<b>(42)</b>	<b>742</b>	<b>2,058</b>	<b>(963)</b>	<b>(158)</b>
Net change in cash/equivalents	907	848	908	1,670	1,879	2,084
Cash & bank balances beginning of period	1,139	2,047	2,895	3,803	5,472	7,352
<b>Cash &amp; bank balances end of period</b>	<b>2,046</b>	<b>2,895</b>	<b>3,803</b>	<b>5,473</b>	<b>7,352</b>	<b>9,436</b>

# HISTORICAL – REAL ESTATE SALES AND HOSPITALITY KPIS

## REAL ESTATE

Destination	Net value of contracted units (EGP mn)						Number of contracted units						Average selling price (EGP/m <sup>2</sup> )					
	FY 20	FY 21	FY 22	FY 23	FY 24	FY 25	FY 20	FY 21	FY 22	FY 23	FY 24	FY 25	FY 20	FY 21	FY 22	FY 23	FY 24	FY 25
El Gouna	2,410	4,047	4,430	7,583	12,420	12,398	235	381	389	377	289	258	56,581	61,193	72,039	128,697	233,250	302,691
Makadi Heights	450	1,183	950	2,677	7,453	4,914	164	342	224	434	731	346	18,534	30,339	35,536	52,344	89,748	123,216
Byoum	11	5	–	22	28	6	2	2	–	7	3	1	15,310	12,942	–	10,050	66,416	58,278
O West	3,316	3,969	5,730	9,148	12,560	5,440	547	730	831	1,059	817	345	25,573	30,651	38,252	57,739	99,786	110,485
<b>Total ODE</b>	<b>6,187</b>	<b>9,204</b>	<b>11,110</b>	<b>19,431</b>	<b>32,460</b>	<b>22,758</b>	<b>948</b>	<b>1,455</b>	<b>1,444</b>	<b>1,877</b>	<b>1,840</b>	<b>950</b>						

## HOSPITALITY

Destination	Occupancy Rate %						TRevPAR (EGP)						ARR (EGP)						GOP PAR (EGP)					
	FY 20	FY 21	FY 22	FY 23	FY 24	FY 25	FY 20	FY 21	FY 22	FY 23	FY 24	FY 25	FY 20	FY 21	FY 22	FY 23	FY 24	FY 25	FY 20	FY 21	FY 22	FY 23	FY 24	FY 25
El Gouna	27	45	70	72	71	75	479	903	1,635	2,956	4,638	6,243	1,275	1,476	1,637	2,922	4,535	5,992	52	411	823	1,661	2,496	3,615
Taba Heights	11	11	29	42	27	25	85	88	374	906	717	938	454	532	979	1,702	1,973	2,950	(94)	(59)	67	238	(40)	139

# ODE LAND BANK

Destination Name	Total Land Bank	Completed	Under construction	Under development	Undeveloped	Number of Hotels	Number of Rooms
El Gouna	36.92	15.60	3.00	3.10	15.22	17	2,528
O West	4.23	1.06	0.83	0.90	1.44	–	–
Taba Heights	4.27	2.56	0.00	0.02	1.69	6	2,349
Byoum	1.08	0.34	0.02	0.06	0.66	1	53
Makadi Heights	4.77	1.38	0.47	0.90	2.02	–	–
<b>Total ODE</b>	<b>51.27</b>	<b>20.94</b>	<b>4.32</b>	<b>4.98</b>	<b>21.03</b>	<b>24</b>	<b>4,930</b>

\* Land bank development data is as of FY 2025, while number of Hotels are as of FY 2025.

## ANALYST COVERAGE & SHAREHOLDING STRUCTURE

### Item Type

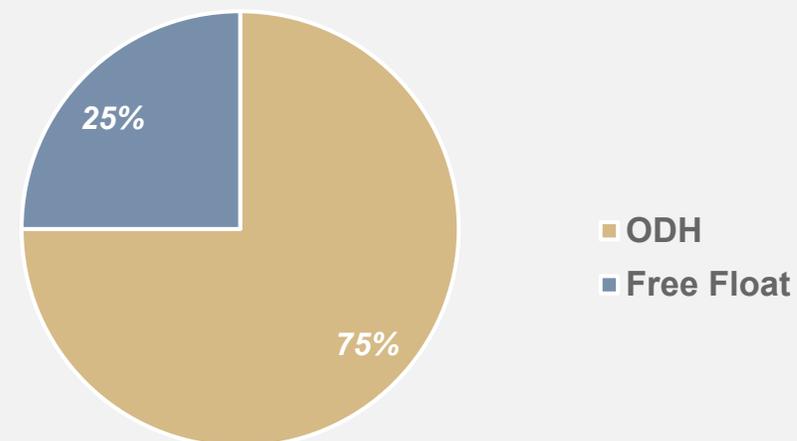
Name	Orascom Development Egypt (ODE)
Free Float	25.0%
ISIN Code	ORHD:CA
Total outstanding shares	1,130,473,523

### Company

### Analyst Name

Arqaam Capital	Mohamed Haidar
Arab African Securities	Mahmoud Gad
Beltone Financial	Ahmed Hafez
CI Capital	Sara Boutros
EFG-Hermes	Mai Attia
HC Capital	Mariam El Sadany
Naeem Holding	Salma Taha
Al Ahly Pharos Holding	Hany Gennah
Thundr	Ahmed Shams
Sigma Capital	Mahmoud Riyad

### Shareholding Structure as of March 2026



## AGENDA

**ODE AT A GLANCE**

**INVESTMENT IN ODE**

**FINANCIAL PERFORMANCE**

**ODE STRATEGY**

**SUSTAINABILITY JOURNEY**

**IR CONTACT AND BOARD OF DIRECTORS**

**APPENDIX 1: BUSINESS MODEL AND ESG**

**APPENDIX 2: DEEPCIVE BY ODE DESTINATIONS**

**APPENDIX 3: FINANCIAL STATEMENTS**

**APPENDIX 4: MARKET INSIGHTS**

# MARKET INSIGHTS — TOURISM SECTOR IN EGYPT & HOSPITALITY

UN Tourism ranked Egypt 10th globally among top-performing destinations in Q1 2025, with the number of tourist arrivals rising 21% YoY.



**13.2%**  
GROWTH

## Tourism Sector Is The Fastest Growing Sector In Egypt

- While GDP growth rate was 3.9% in H1 2024/25, **Tourism growth recorded 13.2% at the time.**



**19M**  
VISITORS'25

## Exceeding Growth Momentum

- Egypt has a **record-high of 15.7M visitors as of 2024.** and exceeded that number to **19M visitors as of 2025**
- **Visitors spending recorded EGP 768B as of 2025,** reaching ~37% growth from 2019.
- Government's Strategy for Sustainable Tourism 2030 sets a goal of attracting **30M visitors by 2028.**



**6B USD**  
FDI

## Attracting Foreign Direct Investment (FDI)

- In H1 2024/25, total **FDI flows reached USD 6 billion** (3x growth over the last 2 years) with expectations to reach USD 12 billion in FY 2025. Key drivers include landmark real estate transactions, public-private partnerships, and reforms streamlining investor access.



**+2.7M**  
Jobs

## Creating Job Opportunities

- Egypt's travel and tourism sector also generated significant employment in 2024, **supporting more than 2.7 million jobs,** surpassing pre-pandemic levels.

# MARKET INSIGHTS — REAL ESTATE SECTOR IN EGYPT

UN Tourism ranked Egypt 10th globally among top-performing destinations in Q1 2025, with the number of tourist arrivals rising 21% YoY.



**2.9%**  
GROWTH

## Real Estate Sector Contribution Is Still Growing

- RE sector *in H1 2024/25*, marking growth of 2.9% YoY, representing ~10.5% of total GDP.



**\$8.9B**  
Cont. in GDP

## RE Sector Highest Ever Contribution In 2024

- RE sector **contributed EGP 441.4 billion (USD 8.9 billion) to GDP in H1 2024/25.**
- Based on data from the CBE and sectoral reports, in Q1 25/26, foreign investment in real estate by non-residents contributed **\$520.2 million** in net inflows.



**\$1.3B**  
Existing Inv.

## RE Market in Egypt is Attractive For Local & Foreign Investments

- Implemented investments in the sector reached **EGP 65.7 billion (USD 1.3 billion)**
- RE Market is preparing to adapt to the Government's Strategy for Sustainable Tourism 2030 goal of attracting **30M visitors by 2028.**



**\$730M**  
FDI

## Attracting Foreign Direct Investment (FDI)

- During H1 2024/25, total inflows of FDI in the real estate market **reached USD 730 million.**



**12%**  
employed pop.

## RE Market is One of the Main Contributors to Job Market

- CAPMAS reports that the sector, including construction and building activity, accounts for nearly **12% of the employed population aged 15 years and above.**

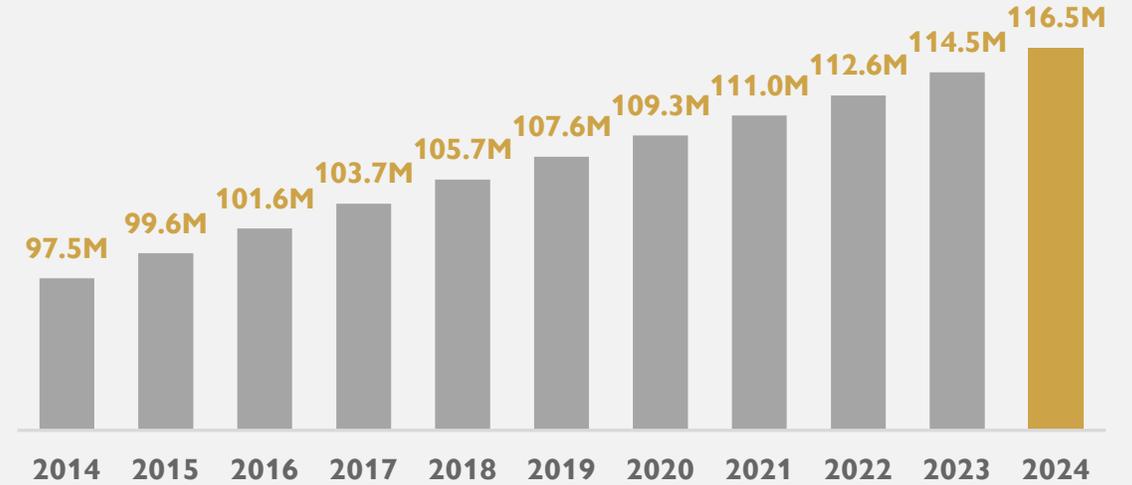
# EGYPT MARKET STRONG DEMOGRAPHICS & ECONOMIC FUNDAMENTALS

## Facts about the Egyptian Market

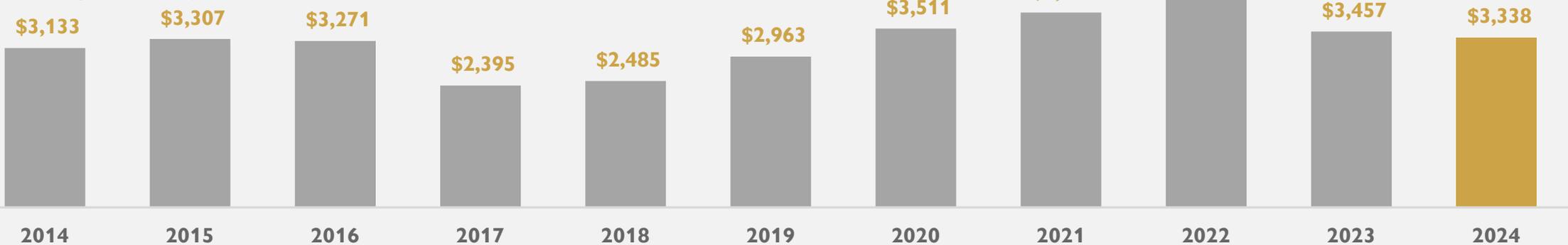
**REMITTANCES RECEIVED**  
(current US\$)



**POPULATION**



**GDP (current US\$)**



**THANK YOU**

