



**C O N C R E T E**

**F A S H I O N G R O U P**

Offering customers World-Class Quality and Global  
Competitiveness for more than 100 years



# Overview

Publicly listed company with a

39%

free float and the rest is owned by Arafa Family.

Free zone company



Financials, Stock traded in USD.

5%

of Egypt's total garment exports.

81%

Exports of the manufacturing business.

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# Overview

+8,000

**Skilled employees and  
trained workers.**



**Manufacturing home for  
luxury garments.**

**Homegrown luxury brand  
"CONCRETE" with**

+50

**retail stores  
across Egypt.**

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## Ermenegildo Zegna

50:50

**Partnership With Zegna for shirt  
factory in Beni Suef from 2012 till 2020**

## PAL ZILERI

35%

**Owners Of Pal Zileri along with Mayhoola  
the owner of Valentino and Balmain from  
2008 till 2016**

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**We manufacture for**

Massimo Dutti Brooks Brothers

RALPH  LAUREN

UNITED 

RAMSEY

Calvin Klein

TED BAKER  
LONDON

CONCRETE  
EST. 1989

JOOP!

MANGO

Ermenegildo Zegna

 the magic of  
macy's

MICHAEL KORS

VRG  
VISTULA RETAIL GROUP

BOGGI  
M I L A N O

TOMMY  HILFIGER

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# Egypt's Unique Value Proposition

## Proximity to End Markets

- Egypt's location allows a **competitive lead time** on shipments and relatively **low transportation costs**.
- Geographical location of Egypt enables Concrete Fashion Group to **respond quickly** to seasonal shifts “market trends” and consumer taste.

## Low-Cost Environment

- Egypt offers a **sizeable young labor force**, with over 50% of the population under the age of 30, at a relatively low cost compared to other emerging markets that operate in the labor-intensive Apparel & Tailoring segment.
- Costs of inputs for **infrastructure** and **utilities** are among the least expensive in the region.



Egypt offers **advantages** including **proximity & low-cost to end markets** and a basket of **beneficial trade agreements**

## Preferential Trade Agreements

- A number of preferential trade agreements — including agreements with the United States (QIZ), the European Union (EUR), COMESA, Turkey and the GCC countries — position Egypt as a **prominent hub for export-oriented companies**.

## Government Incentive Programs

- Egypt's free zones offer **tax incentives to export-oriented manufacturers**; CFG's manufacturing facilities in free zone areas allow it to benefit from these incentives (**Duty free zones**).
- The government maintains the long-encouraged export activity through offering **incentives programs** in support of **export-oriented manufacturers**.



Egypt offers **advantages** including **proximity & low-cost to end markets** and a basket of **beneficial trade agreements**



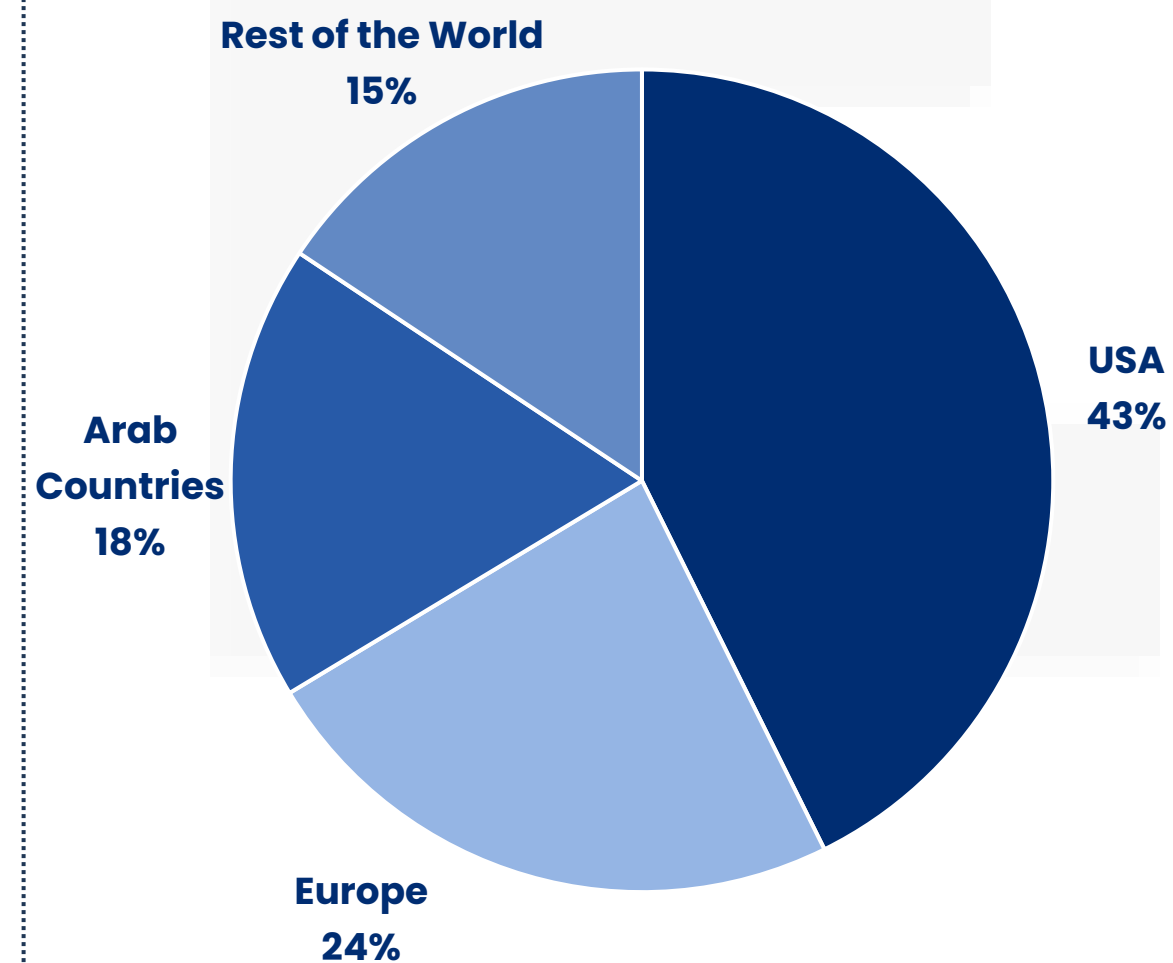
# Overview on Egypt's Ready-Made Garments (RMG) Industry

- Main export regions include **USA & Europe** contributing **43% & 24%** respectively of total RMG exports as of **September 2024**.
- The **RMG sector** plays a crucial role in the **textile** and **apparel industry**, mostly owned by private entities.
- **Swiss Garment Company (SGC)** – Concrete Fashion Group subsidiary for exporting formal menswear – is one of the largest Egyptian exporters of ready-made garments to **USA & Europe**.
- Sector benefits from government support due to being a labor-intensive sector and a **source of foreign currency** inflows.

RMG Sector Contribution (USD in millions)	2018	2019	2020	2021	2022	2023	2024*
RMG Exports	1,604	1,697	1,456	2,080	2,499	2,437	2,043
Growth Rate %	10%	6%	-14%	43%	20%	-2%	-

\*2024 exports are as of September 2024 with a growth rate 18% compared to September 2023

Source: Apparel Export Council of Egypt Report dated September 2024



Regional Breakdown of RMG export, September 2024





## Business Model

### Concrete Fashion Group has two business divisions

RMG Export Business

Jackets

Formal  
Casual

SHIRTS

TROUSERS

Formal  
Casual

Retail Business

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eunomeo

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# Operating World-Class Manufacturing and Exporting Capacities

**+1.5  
Million**

**Jackets**

Formal  
Casual

**+4  
Million**

**Trousers**

Formal  
Casual

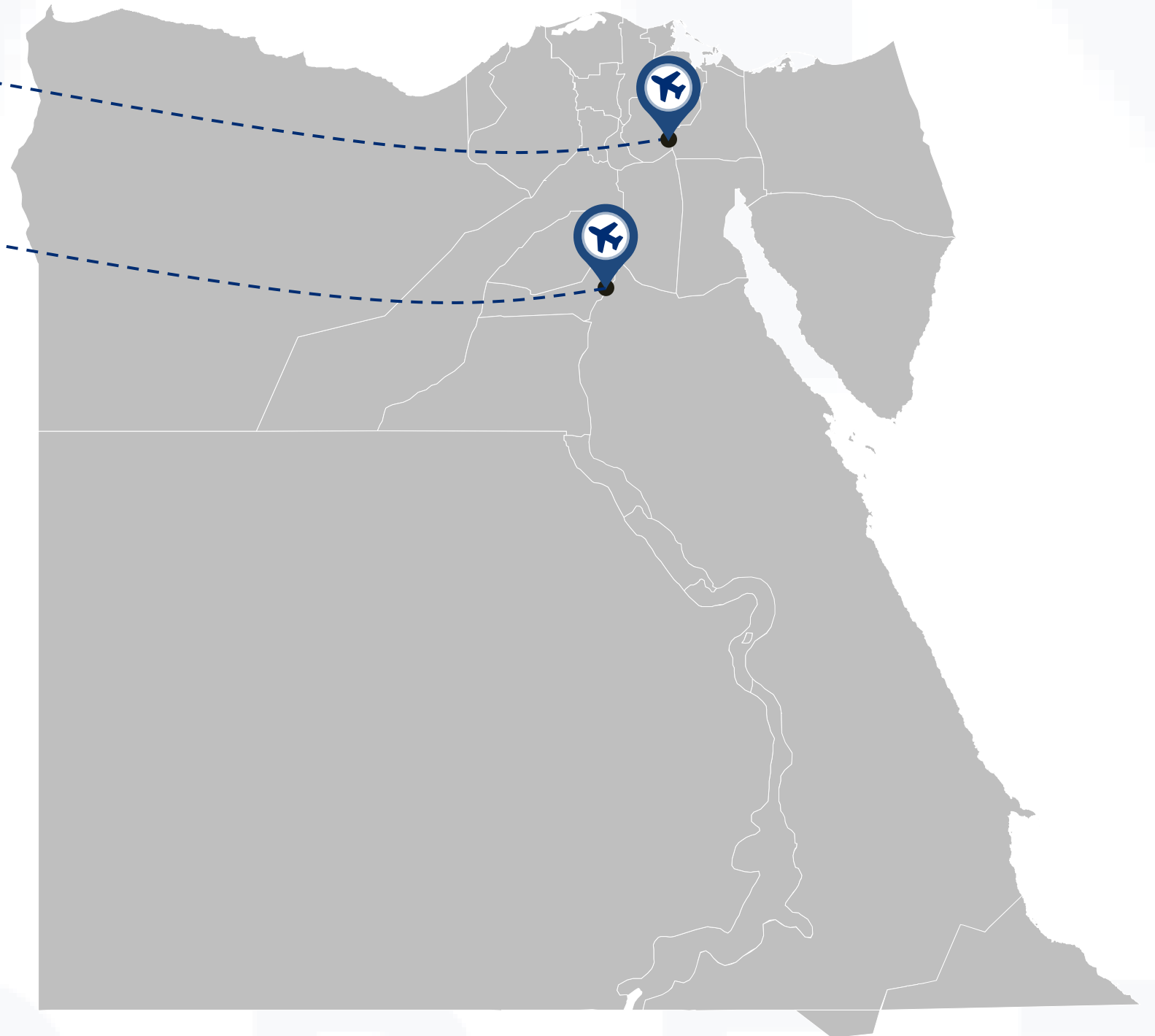
**+1  
Million**

**Shirts**

## Production Facilities

10<sup>th</sup> of Ramadan

Beni Suef



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**Strong Retail business with substantial market share**

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- **53 stores** in Egypt.
- **Homegrown luxurious** brand in Egypt inspired by **Italian designs** and **materials**.
- Offering **Made to Measure service** with exclusive Italian fabrics.
- Turnover **USD 23.0 million** in **FY 2023**.

**eunomeo**

- **9 stores** in Egypt.
- **Homegrown wholesale** and **uniform** business in Egypt.
- Turnover **USD 7.0 million** in **FY 2023**.

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# FY-2023 CFG Income Statement

(CONSOLIDATED FIGURES)

- The Group reported consolidated **net sales** of **USD 150.8 million**, up 3.4% y-o-y.
- The group also reported **EBITDA** y-o-y growth of 35.2% to **USD 37.4 million** on the back of improving profitability across both its manufacturing and retail segments.
- Consolidated **net profit** reached **USD 12.8 million**, up 3.2% versus the previous year.

USD M	2022	2023	Change
Net Sales	145.9	150.8	3.4%
COGS	(96.5)	(96.3)	-0.2%
Gross Profit	49.3	54.5	10.4%
<b>GP Margin</b>	<b>33.8%</b>	<b>36.1%</b>	<b>2.3 pts.</b>
EBITDA	27.7	37.4	35.2%
<b>EBITDA Margin</b>	<b>19.0%</b>	<b>24.8%</b>	<b>5.8 pts.</b>
EBIT	20.6	32.2	56.9%
<b>EBIT Margin</b>	<b>14.1%</b>	<b>21.4%</b>	<b>7.3 pts.</b>
Net Income	12.4	12.8	3.2%
<b>NP Margin</b>	<b>8.5%</b>	<b>8.5%</b>	<b>5.8 pts.</b>



# 9M-2024 CFG Income Statement

(CONSOLIDATED FIGUERS)

- The Group reported consolidated **Net Sales** of **USD 102.0 million** in 9M 2024 compared to USD 103.2 million in 9M 2023.
- The group also reported **EBITDA** y-o-y growth of 64.2% to **USD 29.2 million** on the back of improving profitability, along with COGS and SG&A efficiency enhancement.
- Consolidated **Net Profit** reached **USD 11.7 million** in **9M 2024**, with a margin of 11.5% compared to **USD (0.5) million in 9M 2023**, with a margin of -0.5%.

USD M	9M 2023	9M 2024	Change
Net Sales	103.2	102.0	-1.1%
COGS	(71.3)	(62.0)	-13.1%
Selling Investments at FVTPL	-	1.8	-
Gross Profit	31.8	41.8	31.2%
<b>GP Margin</b>	<b>30.9%</b>	<b>41.0%</b>	<b>10.1 pts.</b>
EBITDA	17.8	29.2	64.2%
<b>EBITDA Margin</b>	<b>17.3%</b>	<b>28.7%</b>	<b>11.4 pts.</b>
EBIT	14.2	24.4	71.4%
<b>EBIT Margin</b>	<b>13.8%</b>	<b>23.9%</b>	<b>10.1 pts.</b>
Net Income	(0.5)	11.7	-
<b>NP Margin</b>	<b>-0.5%</b>	<b>11.5%</b>	<b>12.0 pts.</b>



# CFG Balance Sheet

(CONSOLIDATED FIGURES)

- **Receivables** stood at **USD 48.9 million** in 9M 2024 compared to USD 40.2 million in FY 2023.
- **Inventory** balances recorded **USD 92.6 million** in 9M 2024 a decrease from the USD 95.6 million in inventories booked in FY 2023.
- On the Liabilities front, **Net Debt to Annualized EBITDA** recorded **3.1x** at the end of 9M 2024.

USD M	FY 2023	9M 2024
Cash & Cash Equiv.	10.5	6.1
Net Receivables	40.2	48.9
Inventory	95.6	92.6
Fixed Assets	54.6	51.3
<b>Total Assets</b>	<b>203.1</b>	<b>201.8</b>
<b>Total Liabilities</b>	<b>174.5</b>	<b>175.8</b>
<b>Total Equity</b>	<b>28.5</b>	<b>26.0</b>
<b>Total Liab. &amp;Equity</b>	<b>203.1</b>	<b>201.8</b>



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THANK YOU

**For further inquiries please contact:  
Investor Relations  
[investorrelations@concretefashiongroup.com](mailto:investorrelations@concretefashiongroup.com)  
[www.concretefashiongroup.com](http://www.concretefashiongroup.com)**

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