

Investor Presentation FY 2022-23



Alexandria
Mineral
Oils Co.

Alexandria Mineral Oils Co.

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Alexandria
Mineral Oils Co.
شركة الاسكندرية
للزيوت المعدنية



IR

H1.2022-2023

Presentation



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CEO & Chairman Message



Alexandria
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We seek ever-further insight into markets and energy industry in order to leverage opportunity. We pride ourselves on the professionalism of our teams, who provide us with a mix of considered analysis and deep insight. This requires us to continually evaluate our performance and evolve our standards to remain ahead of the market, as a refinery that builds on continuous innovation and growth through sustainable business strategy conducted towards higher energy preservation ,Aspiring to create value to our customers , shareholders , society and environment .



ENG. Amr Lotfy
CEO & Chairman
2022 - 2023

OUR VISION

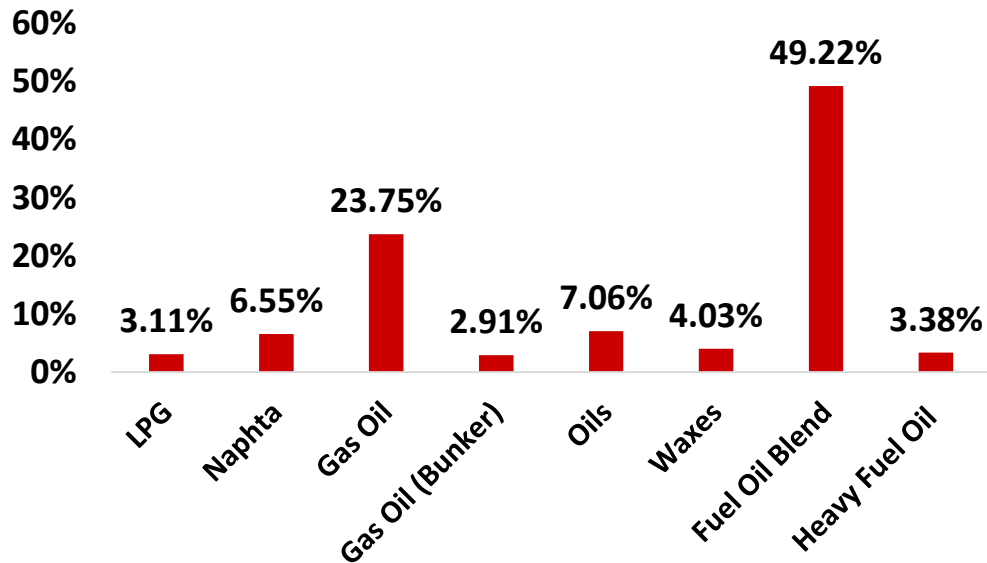
To achieve excellence in our industry as a leader and a partner of choice, focused on continuous improvement, maximizing income, facilitating the sustainability, and bringing value to our industry, shareholders, and community

OUR MISSION

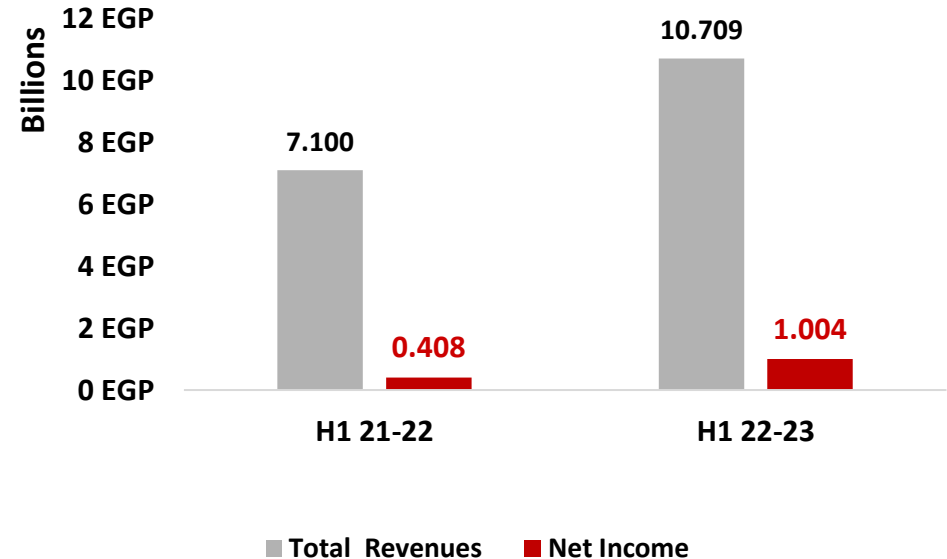
AMOC aims to be the reliable source of supplying different highly graded products to the Local and International vibrant markets through applying all relevant strict standards needed to achieve the optimal products' specifications that fulfill our customers' requirements and align with sustainability needs in a safe and fertile environment.

- ❑ Amoc is a second stage refinery operating 2 complexes in Alexandria , with designed capacity of **1.35** Mln/tons producing LPG, Naphta, Gasoil, Fuel oil, Lube base oils, and Wax .
- ❑ An Egyptian joint stock company with paid-in capital of EGP **1,291** B , listed in the Egyptian Stock Exchange at ticker (AMOC.CA) , current market cap. EGP **9.647** B Stock price EGP (**7.47**).

Products Mix 2022-2023



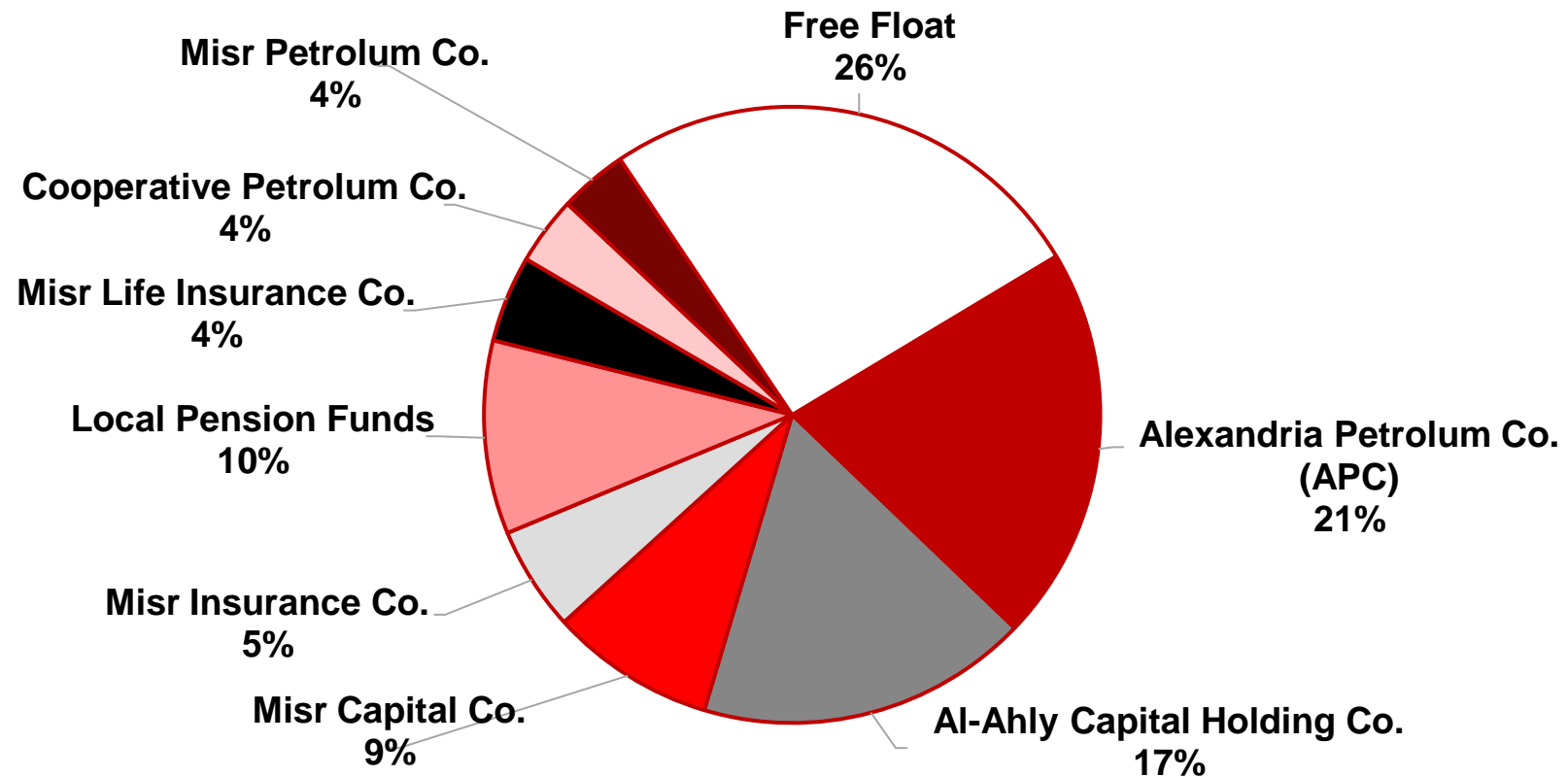
Total Sales Revenues and Net Income



Shareholder Structure

Experienced & Dynamic Leadership

- ❑ Management structure facilitates quick decision-making and the careful monitoring.
- ❑ The board performance ensures that the highest level of management remains in touch with our core activities.



Investments Highlights :

- ❑ AMOC owns **86.45%** of Alexandria Waxes Co., a joint venture with EGPC and PBM , as a trading arm to conquer new European markets segments , which leads to achieve about **82.16** Mln actual profit in 2021-2022 .
- ❑ In addition to that AMOC has **5.2%** of Alexandria Specialized Petroleum company (ASPPC) , this investment let her attains profits about **6.5** Mln in 2021-2022.



ALEXANDRIA WAX

Alexandria Wax Products Company
شركة الإسكندرية للمنتجات الشمعية



أسبك
ASPPC

Prestigious clients



Prestigious Client Base

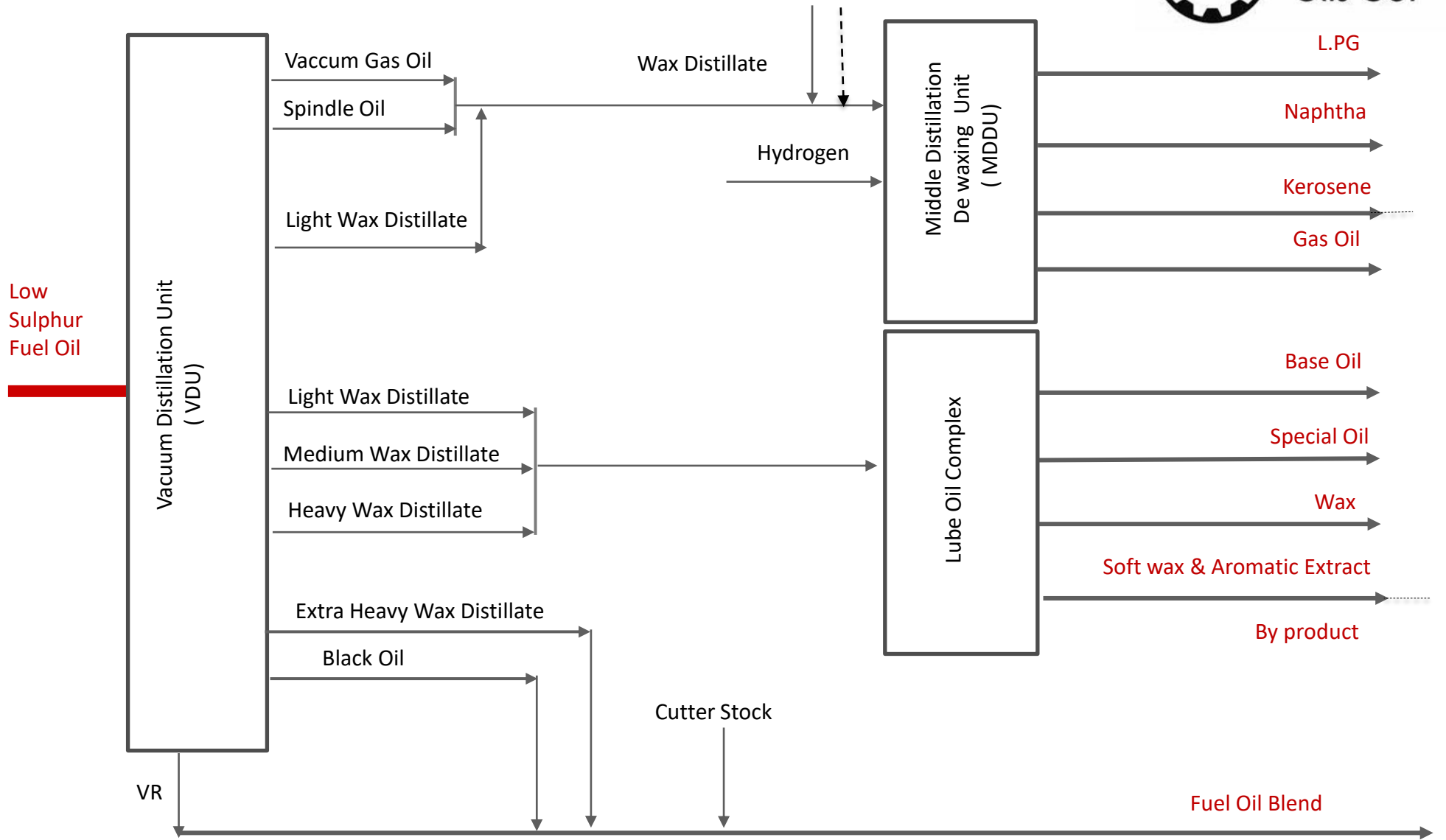
- ❑ Boasts an impressive list of both global and regional clients.
- ❑ The repeat business of large regional government entities and global industry giants is testament to the exceptional quality, speed and service provided by AMOC to its clients



Our Production Process: One Basic Feed, Many Products



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5th sustainability report in row

AMOC sustainability report's methodology is based on the Global Reporting Initiative (GRI) as a main option.



Excellence Pioneers Cert.

AMOC has received a certificate of appreciation from the Regional Center for Finance for its efforts in the application of sustainable development practices.

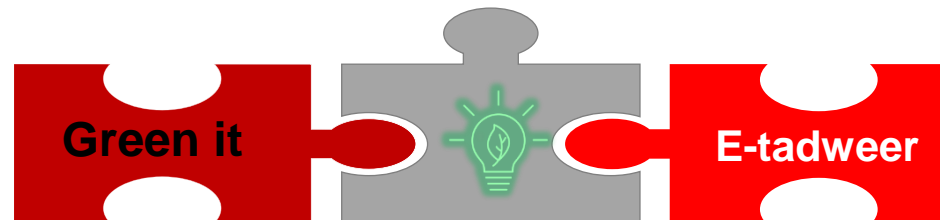


Carbon Footprint Report

Approval of AMOC's carbon footprint report from the Engineering Center - Faculty of Engineering - Alexandria University.



We aim to develop plans to find solutions & initiatives to reduce the carbon footprint



AMOC complied with the environmental , social reporting guidelines, and governance principles issued by the United Nations Sustainable Exchange Initiative (ESG), which the EGX co-prepared in 2016.

AMOC has committed to submit a quarterly report that includes all the company's information to ensure an in-depth investment decision on the company's business model , In accordance with the Financial Regulatory.

ENVIRONMENTAL

Company's commitment as a steward of nature

- Climate Risks & Opportunities
- Portfolio Sustainable Solutions
- Environmental reporting

SOCIAL

Company's relationship with employees , suppliers ,customers , communities

- Diversity m Equity & inclusiveness
- Human Rights Story
- Engage CSR & Local Content
- Talent Attraction , Development & Retention

GOVERNANCE

Simple PowerPoint Presentation

- Enhance Corp. Gov. Standards
- Drive to ESG matters :
- ✓ Supplier Mgmt. ESG – attributes
- ✓ Sustainable & Innovation investment
- ✓ Ethical business conduct , It security , Tax reporting

 **Continues success in Product mix to align with best prices regarding local and global demand and higher refining margins.**

 **Energy savings and consistent support received from EGPC achieve and activate integration with Egyptian Oil Companies which had a positive return on our revenues**

Financial Highlights H1 2022-23*



Total Revenue
EGP 11.14 B

Total Production
707 K. tons

Total Feed
730 K. tons

Gross Profit
EGP 1.153 B

EBIT
EGP 1.282 B

Net Profit
EGP 1.004 B

Gross Margin
11 %

EBIT Margin
12 %

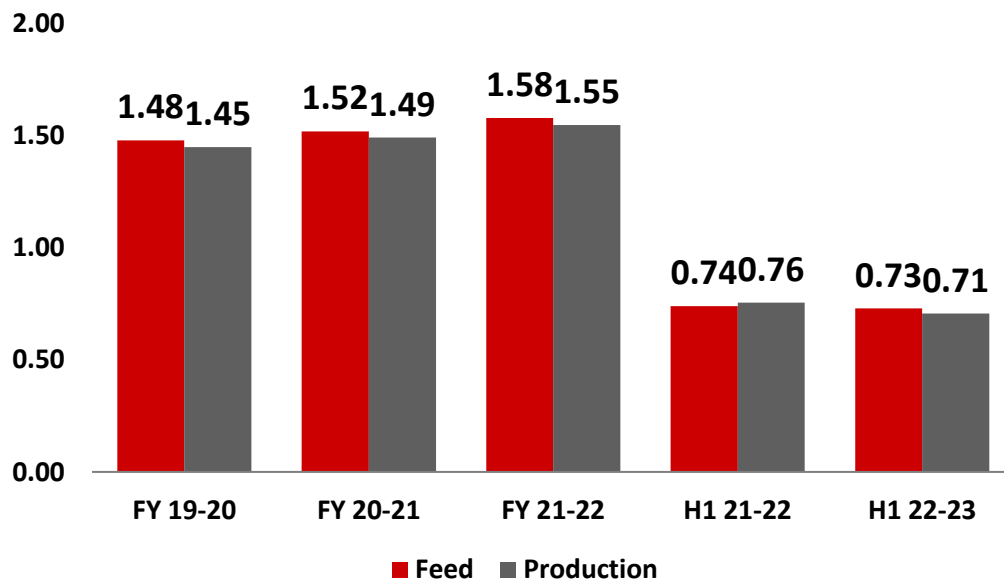
Net Profit Margin
9 %

Financial Highlights



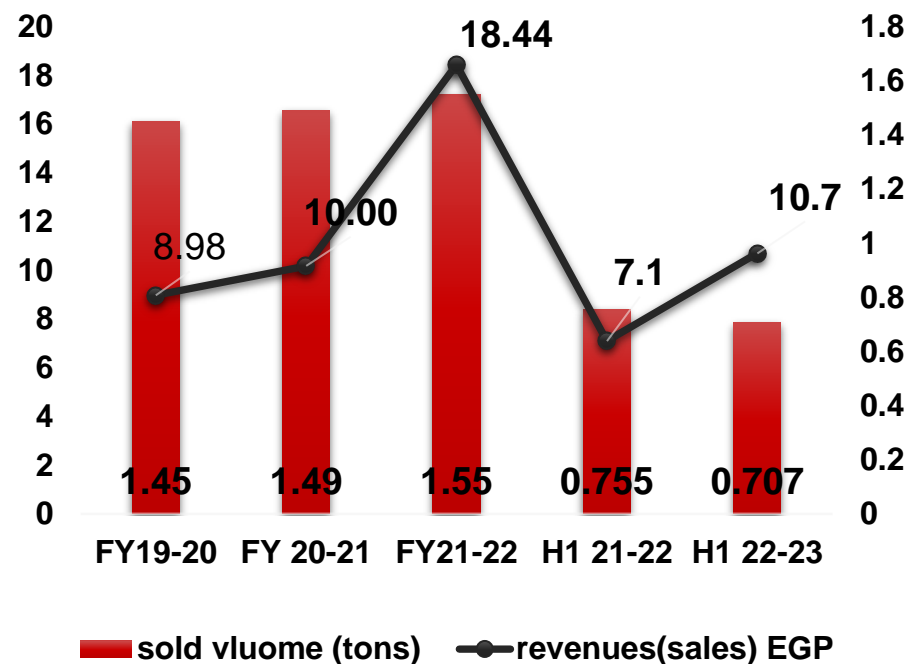
AMOC's Total Production Vs. Feed

MM Tons



Sold volumes & Revenues

MM Tons



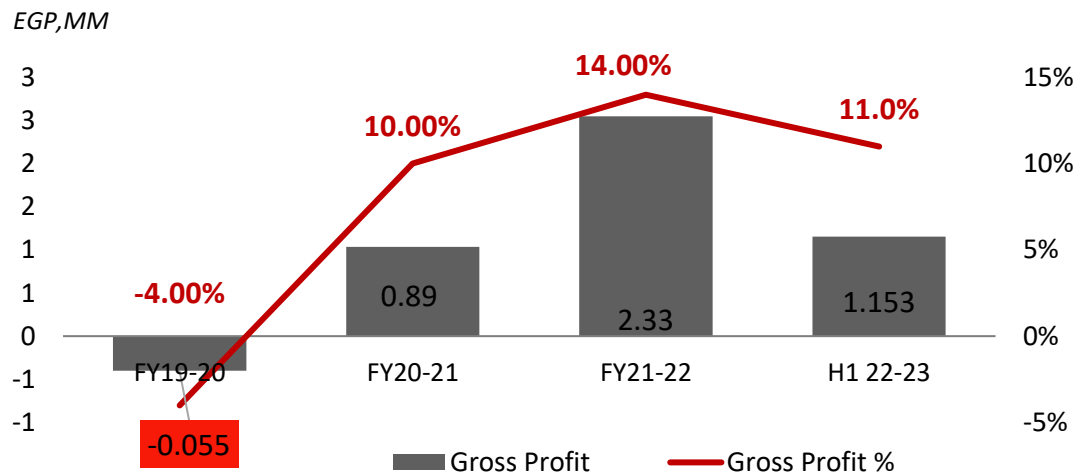
() compared to previous fiscal year

*Based on unaudited financial statements ; exchange rate H1 22-23 : , FY 21-22 :

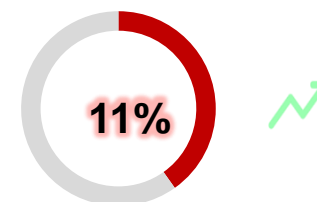
Financial Highlights



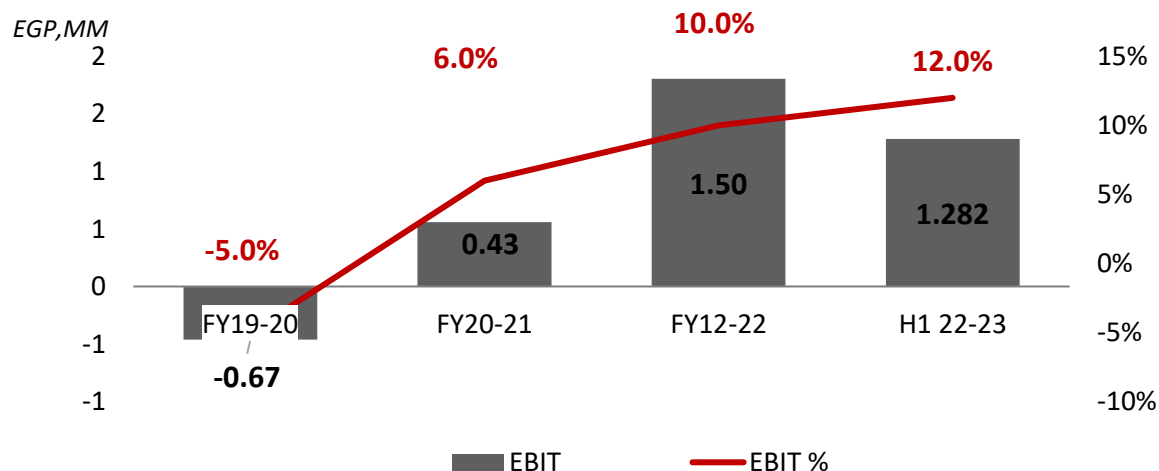
Gross Profit and Gross Profit Margin



AMOC attain gross profit 1 billion H1 22-23 with gross profit margin around 11% compared to the corresponding quarter .



EBIT and EBIT Margin



() compared to previous fiscal year

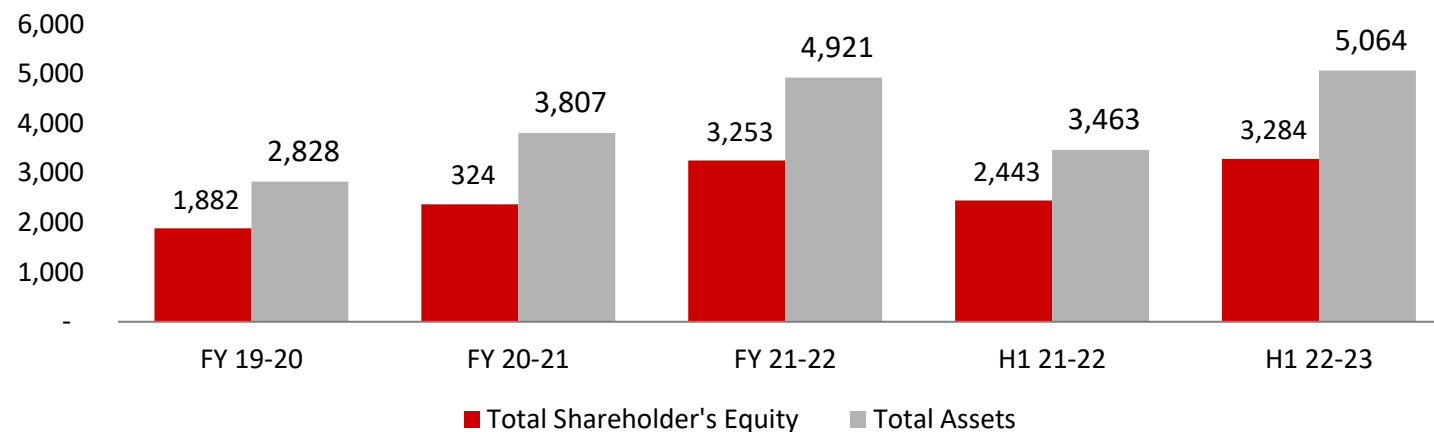
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Financial Highlights

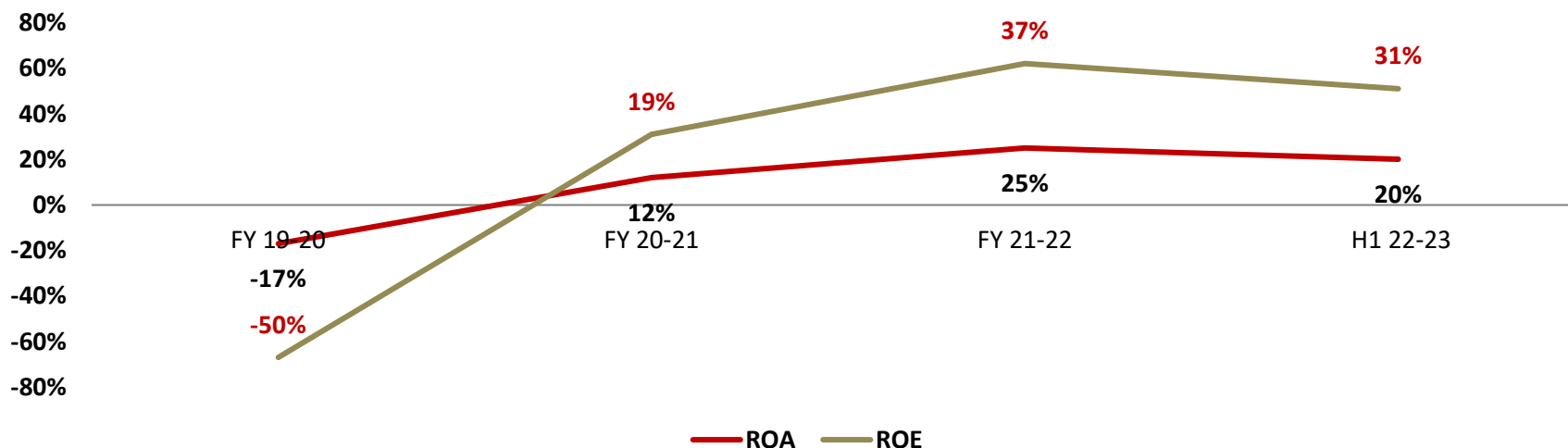


AMOC's Total Shareholder Equity & Total Assets

EGP Millions



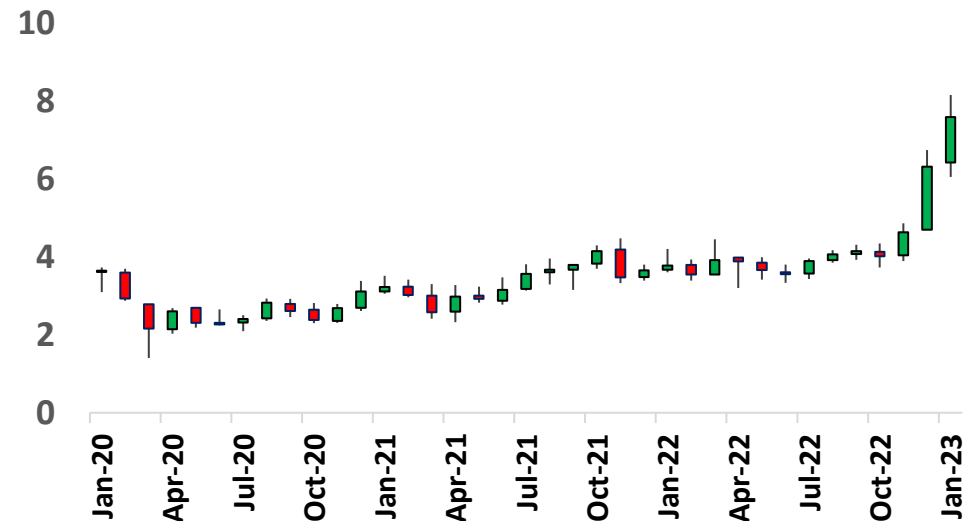
ROE & ROA%



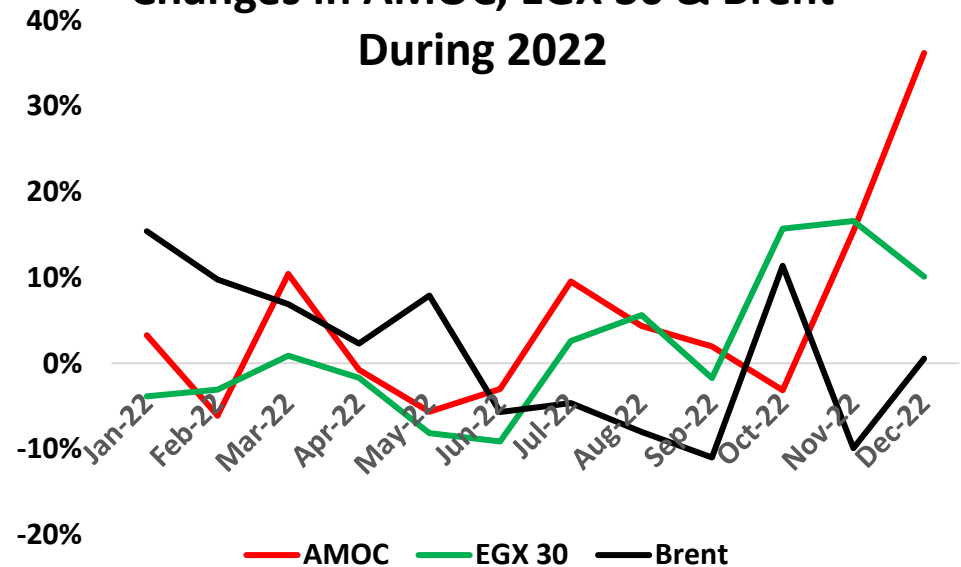
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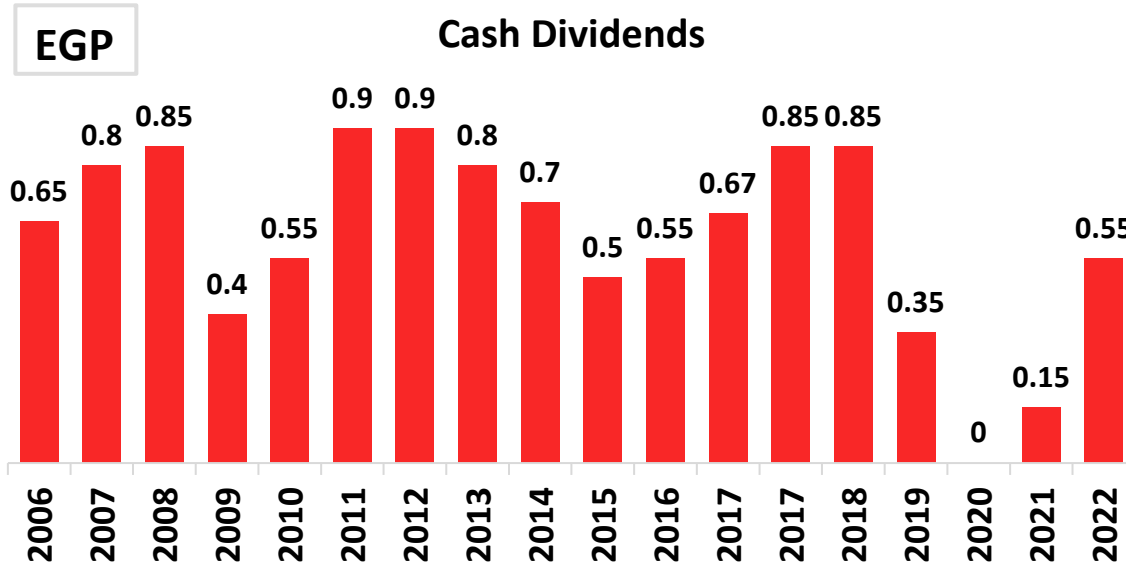
AMOC share



Changes in AMOC, EGX 30 & Brent During 2022



- ❑ Despite Downside trends affecting EGX 30 and Brent, AMOC share maintain secure performance for Egyptian and Foreigner Investors, Such performance led foreigner investors to increase their share structure by 56% of the free float during 2022.
- ❑ Share Earnings had been raised by 462% since breaking the Downside trend in March 2020 due to the Pandemic.



- Our dividends policy is related to the goal of maximizing the wealth of shareholders also it must be related to the presence of great investment opportunities in front of the company , as well as the shareholders view of cash distributions and capital gains that's are achieved after a period also because dividends are a vital source of income for investors . In addition to adapting a constant dividend policy since its registration and listing on EGX , whether cash dividends or bonus shares.

In this (Investor Relation presentation) Alexandria Mineral Oils Company (“AMOC” or the “Company”) may make forward-looking statements, including, for example, statements about future new product launches, future investments or expansions and the overall business strategy of the Company. Such forward looking statements by their nature may involve a number of risks, uncertainties and assumptions that could cause actual results or events to differ materially from those expressed or implied by these statements. Examples may include oil & gas market volatility; actions and initiatives taken by current and potential competitors; general economic conditions; and the effect of current, pending and future legislation, regulations and regulatory actions. Furthermore, forward looking statements contained in this document that reference past trends or activities should not be taken as a representation that such trends or activities will continue. AMOC does not undertake any obligation to update or revise any forward looking statements. Accordingly, readers are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date on which they are made. This document is provided for informational purposes only. It does not constitute an offer to sell or a solicitation of an offer to buy any securities or interests described within it in any jurisdiction.



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