

## **DICE Sport and Casual Wear Report 2021 Earnings**

- Summary Income Statement**
  
- Results in Nutshell**
  
- Overview of Segmental Performance**
  - **Export Segment**
  
  - **Retail Segment**
  
  - **Dyeing Segment**
  
  - **Printing Segment**
  
  - **Other Local Sales**
  
- Outlook (About DICE Sport and Casual Wear S.A.E).**
  
- Consolidated Income Sheet Statement**
  
- Consolidated Balance Sheet Statement**
  
- Consolidated Cash flow Statement**

## DICE Sport and Casual Wear Report 2021 Earnings

Due to the decrease in the severity of the impact of the Corona virus (COVID-19) pandemic, sales line increased by 29.5% Y-o-Y increasing reach EGP 1596.8 mn in 2021 coupled with 2020 Y-o-Y.

### Highlights for 2021

<p><b>Revenue</b> EGP 1596.8mn ▲ 29.5% y-o-y</p>	<p><b>Gross Profit</b><sup>(1)</sup> EGP 308.7mn ▲ 47% y-o-y 19.3% GP Margin</p>
<p><b>EBITDA</b> EGP 154.76mn ▲ 139% y-o-y 9.7% EBITDA Margin</p>	<p><b>Net Profit / (loss)</b> EGP 34.09mn 2.1% NP Margin</p>

### Highlights for 2020

<p><b>Revenue</b> EGP 1232.8mn ▼ -21.5% y-o-y</p>	<p><b>Gross Profit</b><sup>(1)</sup> EGP 209.4mn ▼ -47% y-o-y 17.0% GP Margin</p>
<p><b>EBITDA</b> EGP 64.8mn ▼ -75% y-o-y 5.3% EBITDA Margin</p>	<p><b>Net Profit / (loss)</b> EGP(54.7)mn -4.4% NP Margin</p>

## Summary Income Statement (EGP mn)

In EGP 000s, unless otherwise stated	Q4-21	Q4-20	2021	2020
<b>Revenue</b>	483.4	401.1	1,596.8	1,232.8
y-o-y growth, %	20.5%	-6.9%	29.5%	-21.5%
<b>Gross Profit</b>	84.3	62.2	308.7	209.4
GPM, %	17.4%	15.5%	19.3%	17.0%
<b>EBITDA</b>	48.24	17.40	154.76	64.8
EBITDA Margin, %	10.0%	4.3%	9.7%	5.3%
<b>Net Profit</b>	15.1	1.8	34.09	(54.7)
NPM, %	3.1%	0.5%	2.1%	-4.4%

Note(1): Gross profit excludes depreciation

### ***The General measures to contain the effect of an outbreak of Corona virus (COVID-19)***

- The company's management formed a teamwork to develop and implement contingency plans to counter the negative effects on the expected business and cash flows of the company in terms of a decrease in revenues and an expected decrease in operating cash receipts and is currently closely monitoring and continuous evaluation of all developments and accordingly the following decisions were taken:
- 1) Providing the necessary raw materials for the continuation of production operations without interruption and with the full production capacity of the company, so that the main raw materials are relied on in production from the local market and try to communicate with external suppliers to provide sufficient quantities for the continuation of production as the company depends on providing the raw materials used in the industry from the two local markets And external.
  - 2) The company resumed export operations for the requirements of external clients, based on official correspondence from clients.
  - 3) The company's plan not to dispense with employees, so that the necessary preventive measures were taken to maintain the health of its employees.
  - 4) The management monitors the cash flows on a monthly basis and concluded that the expected cash flows will be positive during the coming months without any problems in the current cash flow. Accordingly, in the previous year the administration decided to pay all bank loans on time and take advantage of the central bank's initiative to postpone the installments for a period of six months.
- The management evaluation included the following areas in consideration while assessing the impact of the emerging coronavirus.
- The risk of impairment of fixed assets
  - The risk of declining inventory value due to the presence of slow moving items.
  - Risks of not being able to pay the obligations owed to banks, creditors and workers on the due date.
  - Risks that may arise from any claims resulting from lawsuits
- The management concluded that there is no impact on the company's work that could lead to a decrease in the value of fixed assets, as the factory operates as planned to meet customers' demand and the company pays all its obligations on the due date, in the previous year The company has also chosen to benefit from the initiative announced by the Central Bank of Egypt to postpone installments for a period of six months. The company's management also believes that, in the current circumstances, it is able to continue production, sales and purchases, and pay its obligations and cash flows to meet the company's objectives.

## Results in Nutshell

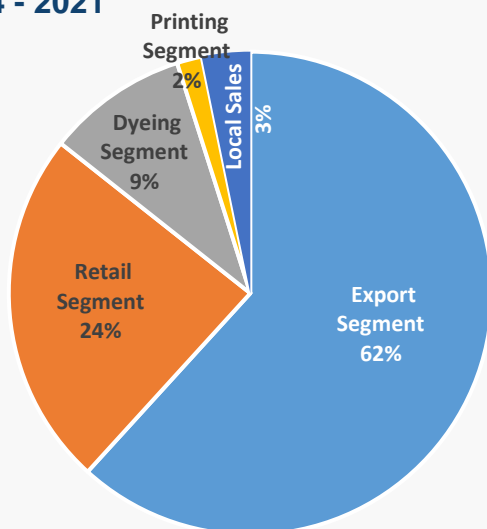
DICE reported revenues of EGP 483.4 mn, for Q4-2021, recording 20.5% y-o-y increasing.

Gross profit margin Q-o-Q, recording 17.4% in Q4-2021 compared to 15.5% in Q4-2020.

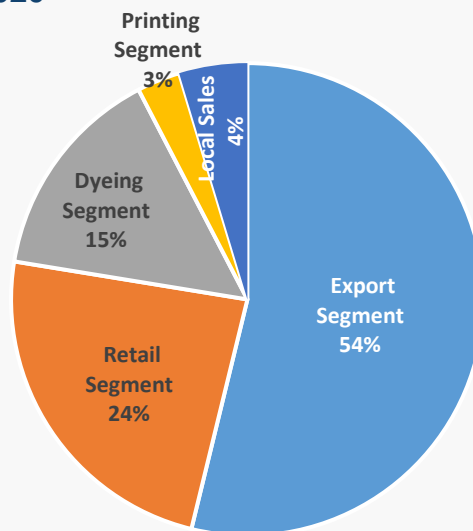
It appears from this graph that the export segment improved compared to the same period last year after the negative effects of the Corona virus decreased.

### Revenue Breakdown by Segment

Q4 - 2021



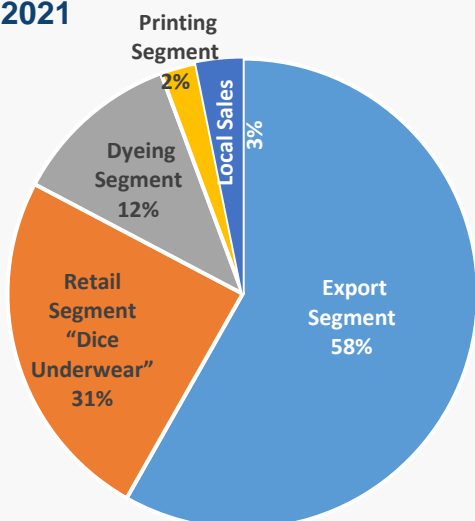
Q4 - 2020



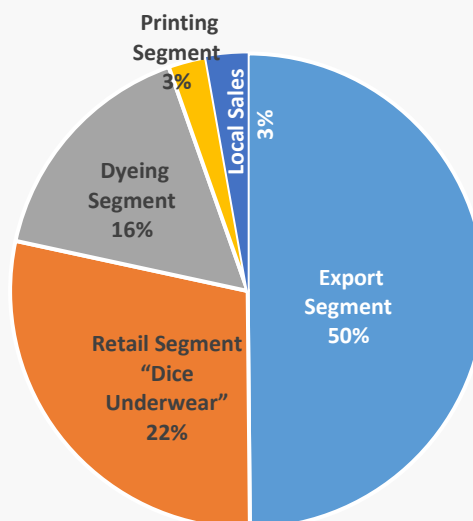
### Revenue Breakdown by Segment

DICE reported revenues of EGP 1596.8 mn for 2021, recording 29.5% y-o-y increasing. Gross profit margin Q-o-Q, recording 19.3% in 2021 compared to 17.0% in 2020.

2021



2020



## Overview of Segmental Performance

### 1 Export Segment



In EGP 000s, unless otherwise stated		Q4-21	Q4 -20	2021	2020
Dice	Sewing Capacity (000s pieces)	5,250	5,250	21,000	21,000
	Utilization, %	75.8%	39.8%	67.0%	43.3%
	<b># of pieces sold (000s)</b>	3,978	2,088	14,076	9,095
	y-o-y growth, %	90.5%	-56.5%	54.8%	-46.6%
	Avg. Price (USD) / piece	4.80	6.44	4.22	4.24
	y-o-y growth, %	-25.4%	96.4%	-0.3%	30.8%
	<b>Revenue (USD '000)</b>	<b>19,100</b>	<b>13,438</b>	<b>59,458</b>	<b>38,544</b>
	y-o-y growth, %	42.1%	-14.6%	54.3%	-30.2%
	Avg. Price (EGP) / piece	75.1	103.4	66.0	67.6
	y-o-y growth, %	-27.4%	100.8%	-2.3%	26.3%
	<b>Revenue (EGP '000)</b>	<b>298,580</b>	<b>215,843</b>	<b>929,660</b>	<b>614,532</b>
	y-o-y growth, %	38.3%	-12.7%	51.3%	-32.6%
	<b>Gross Profit</b>	<b>19,202</b>	<b>28,417</b>	<b>65,588</b>	<b>4,336</b>
	Gross Profit Margin, %	6.4%	13.2%	7.1%	0.7%

- In 2021, export sales, denominated in USD, 54.3% increase over the same period last year beside increasing sales volume a 54.8% stemming. Blended average price per piece in USD terms decreased by 0.3%.

- Export Avg. Price (USD ,EGP) / piece decreased due to change in sales mix ( increase in kids product ) ,in addition the value of the revenues in USD or EGP includes the sale of materials (cloth and elastic) and the number of pieces sold does not show what represents this value, and this also affects the average price of the piece in USD or EGP.

## Overview of Segmental Performance

### 2 Retail Segment

- Refer to the attached file “Dice Retail (Underwear) report”

## Overview of Segmental Performance

### 3 Dyeing Segment

	In EGP 000s, unless otherwise stated	Q4-21	Q4 -20	2021	2020
<b>Master Line</b>	Capacity (tons)	1,875	1,875	7,500	7,500
	Utilization, %	79.8%	46.9%	76.5%	57.3%
	<b>Volume Sold (tons/year)</b>	1,496	879	5,734	4,298
	Avg. Price (EGP) / ton	31.0	44.4	30.3	33.1
	<b>Revenue</b>	<b>46,397</b>	<b>39,051</b>	<b>173,944</b>	<b>142,175</b>
	y-o-y growth, %	18.8%	-15.8%	22.3%	-21.3%
	<b>Gross Profit</b>	<b>14,203</b>	<b>13,623</b>	<b>53,248</b>	<b>47,755</b>
	Gross Profit Margin, %	30.6%	34.9%	30.6%	33.6%
<b>UDI</b>	Capacity (tons)	1,800	1,800	7,200	7,200
	Utilization, %	68.1%	79.3%	66.9%	70.1%
	<b>Volume Sold (tons/year)</b>	1,225	1,428	4,819	5,045
	Avg. Price (EGP) / ton	27.3	27.6	27.1	26.4
	<b>Revenue</b>	<b>33,386</b>	<b>39,351</b>	<b>130,441</b>	<b>133,133</b>
	y-o-y growth, %	-15.2%	-11.2%	-2.0%	-20.5%
	<b>Gross Profit</b>	<b>6,686</b>	<b>11,397</b>	<b>32,520</b>	<b>38,868</b>
	Gross Profit Margin, %	20.0%	29.0%	24.9%	29.2%
<b>ACC</b>	Capacity (tons)	2,700	800	5,400	3,200
	Utilization, %	30.6%	102.2%	63.3%	84.1%
	<b>Volume Sold (tons/year)</b>	826	818	3,419	2,693
	Avg. Price (EGP) / ton	24	23	24	23
	<b>Revenue</b>	<b>19,982</b>	<b>18,636</b>	<b>81,528</b>	<b>61,530</b>
	y-o-y growth, %	7%	3%	33%	-12%
	<b>Gross Profit</b>	<b>3,276</b>	<b>5,723</b>	<b>23,670</b>	<b>14,389</b>
	Gross Profit Margin, %	16.4%	30.7%	29.0%	23.4%
<b>Total Dyeing Segment</b>	Capacity (tons)	6,375	4,475	20,100	17,900
	Utilization, %	55.6%	69.8%	69.5%	67.2%
	<b>Volume Sold (tons/year)</b>	3,547	3,125	13,972	12,036
	Avg. Price (EGP) / ton	28.1	31.1	27.6	28.0
	<b>Revenue</b>	<b>99,765</b>	<b>97,039</b>	<b>385,912</b>	<b>336,838</b>
	y-o-y growth, %	2.8%	-10.8%	14.6%	-19.4%
	Intercompany Sales	54,079	37,641	200,128	136,825
	Intercompany Sales (% of Revenue)	54.2%	38.8%	51.9%	40.6%
	<b>Gross Profit</b>	<b>24,165</b>	<b>30,744</b>	<b>109,438</b>	<b>101,012</b>
	Gross Profit Margin, %	24.2%	31.7%	28.4%	30.0%

As for its dyeing segment, DICE reported EGP 385.9 mn in revenues in 2021, 14.6% y-o-y increasing, third party sales during 2021 contributed 48.1% of all dyeing sales compared to 59.4% in 2020.

## Overview of Segmental Performance

### 4 Printing Segment

	In EGP 000s, unless otherwise stated	Q4-21	Q4-20	2021	2020
TPP Printing	Capacity (piece)	1,000	1,000	4,000	4,000
	Utilization, %	59.4%	28.6%	43.5%	29.6%
	<b>Volume Sold (piece/year)</b>	594	286	1,740	1,186
	Avg. Price (EGP) / ton	7.89	3.75	5.59	4.71
	<b>Revenue</b>	<b>4,685</b>	<b>1,070</b>	<b>9,736</b>	<b>5,580</b>
	y-o-y growth, %	337.6%	-56.7%	74.5%	-30.5%
	<b>Gross Profit</b>	<b>2,452</b>	<b>463</b>	<b>5,041</b>	<b>2,800</b>
	Gross Profit Margin, %	52.3%	43.2%	51.8%	50.2%

NP Printing	Capacity (meter)	1,500	1,500	6,000	6,000
	Utilization, %	56.4%	65.6%	58.5%	44.4%
	<b>Volume Sold (piece/year)</b>	846	983	3,509	2,663
	Avg. Price (EGP) / ton	9.54	12.11	11.23	12.05
	<b>Revenue</b>	<b>8,075</b>	<b>11,912</b>	<b>39,399</b>	<b>32,098</b>
	y-o-y growth, %	-32.2%	28.6%	22.7%	-3.7%
	<b>Gross Profit</b>	<b>977</b>	<b>3,403</b>	<b>9,315</b>	<b>4,210</b>
	Gross Profit Margin, %	12.1%	28.6%	23.6%	13.1%

Total Printing Segment	Capacity (piece / meter)	2,500	2,500	10,000	10,000
	Utilization, %	57.6%	50.8%	52.5%	38.5%
	<b>Volume Sold (piece/year)</b>	1,440	1,269	5,249	3,849
	Avg. Price (EGP) / ton	8.9	10.2	9.4	9.8
	<b>Revenue</b>	<b>12,760</b>	<b>12,982</b>	<b>49,135</b>	<b>37,678</b>
	y-o-y growth, %	-1.7%	-56.2%	30.4%	-8.9%
	Intercompany Sales	4,685	1,132	9,736	5,888
	Intercompany Sales (% of Revenue)	36.7%	8.7%	19.8%	15.6%
	<b>Gross Profit</b>	<b>3,429</b>	<b>3,866</b>	<b>14,356</b>	<b>7,009</b>
	Gross Profit Margin, %	26.9%	29.8%	29.2%	18.6%

With the beginning of 2018 Nadine Print press was Acquired as a fixed asset and added to complete the production internally stages & The revenue figures shown here reflect sales to third-party only, in addition to the existence Textile Print Plus Press and 100% of its production intercompany.



## Overview of Segmental Performance

### 5 Other Local Sales

In EGP 000s, unless otherwise stated	Q4-21	Q4-20	2021	2020
<b>Local Revenue</b>	<b>24,175</b>	<b>30,730</b>	<b>84,526</b>	<b>63,969</b>
y-o-y growth	-21.3%	54.4%	32.1%	-31.4%
<b>Total Intercompany *</b>	<b>8,564</b>	<b>12,024</b>	<b>33,709</b>	<b>29,342</b>
% of Local	35.4%	39.1%	39.9%	45.9%
<b>Net Revenue</b>	<b>15,611</b>	<b>18,707</b>	<b>50,817</b>	<b>34,627</b>
y-o-y growth	-16.5%	11.2%	46.8%	-37.6%
<b>Gross Profit</b>	<b>11,976</b>	<b>1,114</b>	<b>8,910</b>	<b>15,819</b>
GPM, %	49.5%	3.6%	10.5%	24.7%

### □ elastic & cordon Sales

In EGP 000s, unless otherwise stated	Q4-21	Q4-20	2021	2020
<b>Revenue</b>	<b>11,973</b>	<b>13,009</b>	<b>44,739</b>	<b>35,132</b>
y-o-y growth	-8%	49%	27%	100%
Volume Sold (tons/year)	<b>106</b>	<b>108</b>	<b>380</b>	<b>298</b>
<b>Intercompany **</b>	<b>10,307</b>	<b>11,127</b>	<b>36,595</b>	<b>30,356</b>
% of Revenue	86%	86%	82%	86%
<b>Net Revenue</b>	<b>1,666</b>	<b>1,883</b>	<b>8,144</b>	<b>4,776</b>
y-o-y growth	-12%	41%	71%	87%

### Other local sales comprise of :

- i) second tier export products.
- ii) scrap sales.
- iii) elastic & cordon sales

\* Subsidiary company sales by sales invoices.

\*\* Internal operation without sales invoices, but it is evaluated to know the value of the total revenue of elastic and cordon.

## Outlook

DICE remains optimistic about its future growth. Management finalized the acquisition transaction of currently leased assets of Cairo Cotton Centre in Feb 2020. Furthermore, a new expansion in manufacturing elastic & cordon takes a place in 2019, an expansion that would lead to a cost reduction as well as adding a new segment of revenue.

DICE also intends to increase third party sales from its dyeing segment in order to capitalize on the low utilization rates.

Overall, DICE aims to reduce client concentration by attracting new clients; scaling its retail platform to improve revenue mix; and utilizing its dyeing and printing capacities to enhance profit margins.

## About DICE Sport and Casual Wear S.A.E.

DICE Sport and Casual Wear, founded in 1989, is a leading garment manufacturer, serving multiple clients primarily in Europe, from operating facilities in Egypt. The Company offers a manufacturing value chain comprising knitting, sewing, dyeing, printing, and a retail brand. The Company has 13 owned manufacturing facilities, and 333 retail stores distributed across 20 governorates. Learn more about DICE by visiting [www.ir.dicefactory.net](http://www.ir.dicefactory.net)

## For Further Information, Please Contact:

### DICE Sport and Casual Wear

#### Victor Fakhry

Chief Financial Officer

T: +2 01221005471

E: [victor.elmalek@dicefactory.net](mailto:victor.elmalek@dicefactory.net)

#### George Gamal

Member of Investor Relations and Corporate Affairs Department

T: +2 01001510833

E: [george.gamal@dicefactory.net](mailto:george.gamal@dicefactory.net)

## Consolidated Income Sheet Statement

In EGP mn unless otherwise stated	Q4-21	Q4-20	2021	2020
<b>Revenue</b>	<b>483.4</b>	<b>401.1</b>	<b>1,596.8</b>	<b>1,232.8</b>
y-o-y growth, %	20.5%	-6.9%	29.5%	-21.5%
Cost of Sales	(399.2)	(338.9)	(1,288.2)	(1,023.4)
<b>Gross Profit (1)</b>	<b>84.3</b>	<b>62.2</b>	<b>308.7</b>	<b>209.4</b>
Gross Profit Margin, %	17.4%	15.5%	19.3%	17.0%
S&D Expenses	(24.7)	(12.7)	(77.4)	(48.8)
% of Revenue	5.1%	3.2%	4.8%	4.0%
G&A Expenses	(36.0)	(35.4)	(134.1)	(127.0)
% of Revenue	7.4%	8.8%	8.4%	10.3%
Export Rebate	24.7	3.3	57.6	31.2
% of Export Revenue	8.3%	1.5%	6.2%	5.1%
<b>EBITDA</b>	<b>48.24</b>	<b>17.40</b>	<b>154.76</b>	<b>64.79</b>
EBITDA Margin, %	10.0%	4.3%	9.7%	5.3%
Depreciation & Amortization of the right of use leased assets	(12.3)	(9.6)	(47.3)	(39.3)
<b>EBIT</b>	<b>35.9</b>	<b>7.8</b>	<b>107.5</b>	<b>25.5</b>
EBIT Margin, %	7.4%	1.9%	6.7%	2.1%
Net Interest Expense	(16.9)	8.3	(63.2)	(46.2)
Leasing interest Expenses (right of use)	(0.8)	-	(2.4)	-
FX Gain / Loss	0.4	0.8	0.2	4.9
Other Income / Expense	0.4	(10.9)	5.1	(25.1)
<b>EBT</b>	<b>19.0</b>	<b>6.0</b>	<b>47.3</b>	<b>(41.0)</b>
EBT Margin, %	3.9%	1.5%	3.0%	-3.3%
Taxes	(3.9)	(4.1)	(13.2)	(13.8)
Tax Rate, %	20.7%	69.3%	27.9%	-33.6%
<b>Net Profit</b>	<b>15.1</b>	<b>1.8</b>	<b>34.09</b>	<b>(54.7)</b>
Net Profit Margin, %	3.1%	0.5%	2.1%	-4.4%

Note(1): Gross profit excludes depreciation

## Consolidated Balance Sheet Statement

In EGP '000, unless otherwise stated	2021	2020	2019
Net Fixed Assets	489.3	496.3	377.0
right of use -Lease (net)	37.8	-	-
Other Non Current Assets	10.9	9.4	96.5
<b>Total Non Current Assets</b>	<b>537.9</b>	<b>505.6</b>	<b>473.5</b>
Cash & Cash Equivalents	110.9	110.3	28.7
Inventory	644.3	554.5	654.2
Accounts Receivable	312.0	381.6	337.9
Debtors and Other Debit Balances	214.1	158.3	185.9
<b>Total Current Assets</b>	<b>1,281.3</b>	<b>1,205</b>	<b>1,207</b>
<b>Total Assets</b>	<b>1,819.2</b>	<b>1,710</b>	<b>1,680</b>
Overdraft	728.2	806.3	821.6
CPLTD	68.5	27.0	23.3
Accounts Payable	184.1	98.0	102
Provisions	49.3	61.2	47.4
Due to Related Parties	3.0	22.2	21.4
Right of use Liabilities - current	9.3	-	-
leasing Liabilities - current	10.6	10.6	7.9
Creditors and Other Credit Balances	158.3	156.9	134.4
<b>Total Current Liabilities</b>	<b>1,211</b>	<b>1,182.2</b>	<b>1,158.2</b>
Long term Debt	126.5	92.8	35.8
Right of use Liabilities - non current	30.2	-	-
leasing Liabilities - non current	12.1	22.7	18
Deferred Tax Liability	38.2	37.8	36.0
<b>Total Non Current Liabilities</b>	<b>207.0</b>	<b>153.3</b>	<b>89.5</b>
<b>Total Liabilities</b>	<b>1,418.4</b>	<b>1,336</b>	<b>1,248</b>
Paid in Capital	106	106	106
Reserves	21.9	21.9	17.6
Retained Earnings	207.9	281.4	171.9
Net Profit / (loss)	31.8	(56.9)	116.3
Minority Interest	33.1	22.4	20.7
<b>Total Shareholder's Equity</b>	<b>400.8</b>	<b>375</b>	<b>433</b>
<b>Total Liabilities and Shareholder's Equity</b>	<b>1,819.2</b>	<b>1,710</b>	<b>1,680</b>

## Consolidated Cash flow Statement

In EGP '000, unless otherwise stated	2021	2020	2019
EBT	47	(41.0)	159.6
<b>ADD:</b>			
Fixed assets depreciation	38.1	39.3	31.7
Right of use depreciation	9.2	-	-
Impairment provisions	5.0	34.4	30.4
Reversal of provisions	(0.6)	(2.5)	(1.46)
used Impairment	(11.9)	(16.9)	-
provisions	0.4	-	-
Interest - lease Right of use	-	-	-
Interest Income	(0.5)	(0.3)	(0.23)
Financing expense	63.7	46.6	114
Capital gain/(loss)	(0.5)	0.03	0.01
gain /(loss) from leasing	(0.1)	-	-
<b>Operating profit before working capital changes</b>	<b>150</b>	<b>59.7</b>	<b>333.8</b>
(Increase)/Decrease in inventories	(89.8)	99.7	(95.2)
(Increase)/Decrease accounts and notes receivable	77.0	(48.5)	(98.0)
(Increase)/Decrease in debtors and other debit balances	(59.5)	113.8	21.1
Increase/(Decrease) in accounts and notes payable	86.1	(4.2)	(2.0)
Increase/(Decrease) in creditors and other credit balances	3.2	6.4	(23.9)
Increase/(Decrease) in due to related parties	(19.2)	0.8	1.6
Used provisions	(12.19)	(3.2)	(5.5)
Paid taxes	(12.1)	(35.2)	(39.9)
Paid interest	(66.1)	(44.1)	(113.0)
<b>Cash flow from operations</b>	<b>57.5</b>	<b>145.2</b>	<b>(21.2)</b>
Interest Income	0.5	0.3	0.23
Net cash paid for the Acquisition of related parties	(2.0)	-	-
Payments for the purchase of fixed assets	(29.1)	(110.8)	(57.2)
Gain on sale of fixed assets	0.8	1.6	0.01
Receipts from liquidation of subsidiaries	0.0	-	-
Payments for finance leasing	(10.6)	-	-
(Increase)/Decrease in PUC	(1.7)	(5.4)	-
<b>Cash flow from Investing Activities</b>	<b>(42.1)</b>	<b>(114.3)</b>	<b>(56.9)</b>
Change in debt and credit facilities	(2.7)	61	65.5
Payments for finance leasing	-	7.8	-
Payments leasing of property & plant	(10.8)	-	-
Paid Dividends	(1.1)	(2.5)	(20.4)
<b>Cash flow from Financing Activities</b>	<b>(14.5)</b>	<b>66.3</b>	<b>45.0</b>
Net change in cash	0.9	97.2	(33.0)
Beginning cash balance	110.1	12.9	45.9
<b>Ending cash balance</b>	<b>110.9</b>	<b>110</b>	<b>12.9</b>