

Press Release

Orascom Development Egypt (ODE); announces preliminary unaudited KPIs for 1H 2022, recording EGP 4.7 billion of net real estate sales a 16.9% increase over 1H 2021

Cairo, 19 July 2022 – Orascom Development Egypt (ODE), is pleased to announce its preliminary real estate and hotels KPIs for Q2 2022.

Real Estate 1H 2022 KPIs:

New sales for Q2 2022 reached EGP 2.7 billion, a 39.4% increase from EGP 1.9 billion in Q2 2021. That brings our 1H 2022 sales value to EGP 4.7 billion, a 16.9% increase over 1H 2021, the highest first half sales figures in ODE’s history.

Despite various macro and geopolitical challenges around the globe, our operations continued to progress during Q2 2022. We had a robust quarter with strong demand in O West complemented by solid sales momentum in El Gouna.

In El Gouna, new real estate sales during Q2 2022 grew by 8.6% to EGP 1.1 billion vs. EGP 1.0 billion in Q2 2021. That brings our 1H 2022 sales value to c. EGP 2.0 billion.

O West continues to affirm its leading position in West Cairo and recorded EGP 2.4 billion in sales for 1H 2022, a growth of 73.6% compared to EGP 1.4 billion in 1H 2021.

In Makadi Heights, real estate sales reached EGP 304.4 million in 1H 2022 (1H 2021: EGP 583.9 million), as we had purposefully decided to slow down sales in the destination until we have finalized the land concern issue with the Tourism and Development Authority (TDA) in June 2022.

We continued to increase our average selling prices per sqm across all destinations, whereby El Gouna’s average selling prices increased by 14.4%, O West prices increased by 28.8% and Makadi Heights prices increased by 25.2% vs. 1H 2021.

1H 2022 vs. 1H 2021 Real Estate KPIs:

Country	Destination	Net value of contracted units (EGP mn)			Number of contracted units			Average selling price (EGP/m ²)		
		1H 2022	1H 2021	Δ in %	1H 2022	1H 2021	Δ in %	1H 2022	1H 2021	Δ in %
Egypt	El Gouna	1,972.5	2,029.2	(2.8%)	168	185	(9.2%)	67,949	59,411	14.4%
	Makadi Heights & Byoum	304.1	590.7	(48.5%)	71	184	(60.8%)	36,912	29,491	25.2%
	O West	2,404.4	1,385.3	73.6%	380	278	36.7%	36,520	28,345	28.8%
ODE Group*		4,681.0	4,005.2	16.9%	619	647	(4.3%)			

* Net sales value for 1H 2021 includes 3 units sold in Fayoum for EGP 6.8mn.

Q2 2022 vs. Q2 2021 Real Estate KPIs:

Country	Destination	Net value of contracted units (EGP mn)			Number of contracted units			Average selling price (EGP/m ²)		
		Q2 2022	Q2 2021	Δ in %	Q2 2022	Q2 2021	Δ in %	Q2 2022	Q2 2021	Δ in %
Egypt	El Gouna	1,110.7	1,023.0	8.6%	92	98	(6.1%)	69,209	58,983	17.3%
	Makadi Heights & Byoum	157.2	272.4	(42.3%)	32	76	(57.9%)	41,037	30,996	32.4%
	O West	1,389.1	610.9	127.4%	228	118	93.2%	37,916	28,025	35.3%
ODE Group*		2,657.0	1,906.3	39.4%	352	292	20.5%			

* Net sales value for Q2 2021 includes 1 unit sold in Fayoum for EGP 2.6mn.

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

ODE hotels' proven business model once again delivered impressive quarterly results despite various macro and geopolitical challenges around the globe. Q2 2022 KPIs showed a healthy increase in both occupancy and ARR driven by the return of both the corporate and leisure inbound tourists.

Our Hotels in El Gouna and Taba Heights have benefited from the uptick of the Egyptian hospitality segment with occupancies for Q2 2022 reaching 72% and 23% respectively, while 1H 2022, occupancies reached 66% and 16%. Foreigners represented 72% of our total occupancy in Gouna during 1H 2022 and 75% during Q2 2022.

1H 2022 vs. 1H 2021 Hotels KPIs:

Destination	Occupancy %		ARR (EGP)		TRevPAR (EGP)		GOP PAR (EGP)	
	1H 2022	1H 2021	1H 2022	1H 2021	1H 2022	1H 2021	1H 2022	1H 2021
El Gouna	66%	29%	1,441	1,410	1,365	549	621	151
Taba Heights	16%	5%	687	440	161	32	(24)	(58)

Q2 2022 vs. Q2 2021 Hotels KPIs:

Destination	Occupancy %		ARR (EGP)		TRevPAR (EGP)		GOP PAR (EGP)	
	Q2 2022	Q2 2021	Q2 2022	Q2 2021	Q2 2022	Q2 2021	Q2 2022	Q2 2021
El Gouna	72%	33%	1,553	1,606	1,590	690	747	258
Taba Heights	23%	5%	779	510	248	42	6	(54)

About Orascom Development Egypt (ODE):

Orascom Development Egypt (ODE) is the largest subsidiary of Orascom Development Holding AG (ODH). ODE is an integrated developer of resort towns in Egypt with a vertically integrated business model involving the development of residential units, hotels, and recreational facilities such as golf courses, town centers, marinas, in addition to supporting infrastructure such as hospitals, schools and utilities. ODE currently owns a land bank of 50.5 million square meters and 24 hotels with a total of 4,938 rooms within four operating destinations: El Gouna, on the Egyptian Red Sea Coast in Hurghada, Taba Heights, on the Sinai Peninsula, Makadi Heights in Hurghada and Byoum in Fayoum. ODE launched O West, the latest addition to its portfolio and its first project in Cairo, Egypt, located in the Sixth of October City.