Mannai Corporation QSC

FY‘15 Financial Summary

Disclaimer

Mannai Corporation Q.S.C. cautions investors that certain statements contained in this document state Mannai Corporation's management's intentions, hopes, beliefs, expectations, or predictions of the future and, as such, are forward-looking statements.

Mannai Corporation management wishes to further caution the reader that forward-looking statements are not historical facts and are only estimates or predictions. Actual results may differ materially from those projected as a result of risks and uncertainties including, but not limited to:

– Future sales growth

– Market acceptance of our product and service offerings

– Our ability to secure adequate financing or equity capital to fund our operations

– Our ability to enter into strategic alliances or transactions

– Regulatory approval processes

– Changes in technology

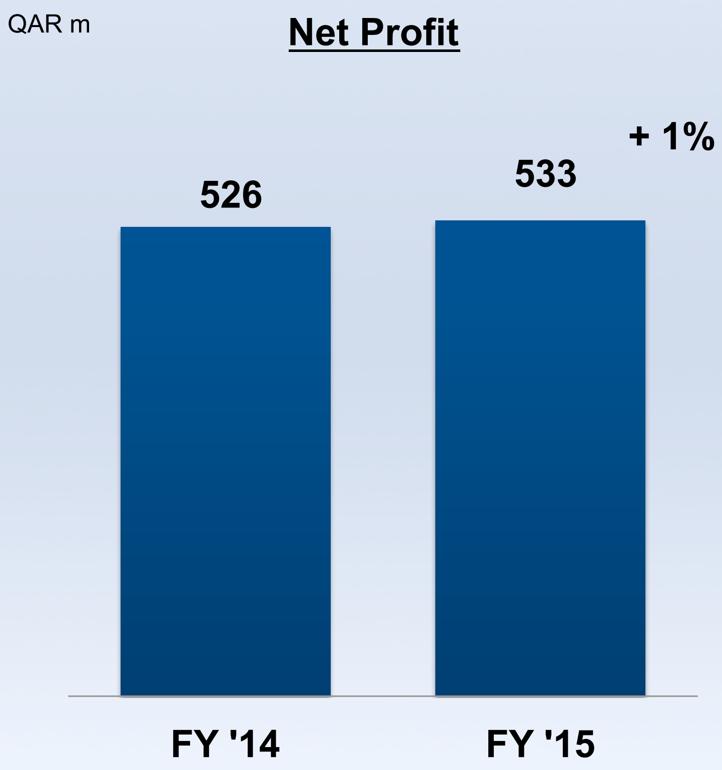
– Price competition

– Other market conditions and associated risks

This presentation does not constitute an offering of securities or otherwise constitute an invitation or inducement to any person to underwrite, subscribe for or otherwise acquire or dispose of securities in any company within Mannai Corporation.

The Mannai Corporation undertakes no obligation to update publicly or otherwise any forward-looking statements, whether as a result of future events, new information, or otherwise.

Qatar Core Growth Offsets 2014 Significant Items to Maintain Growth in Net Profit



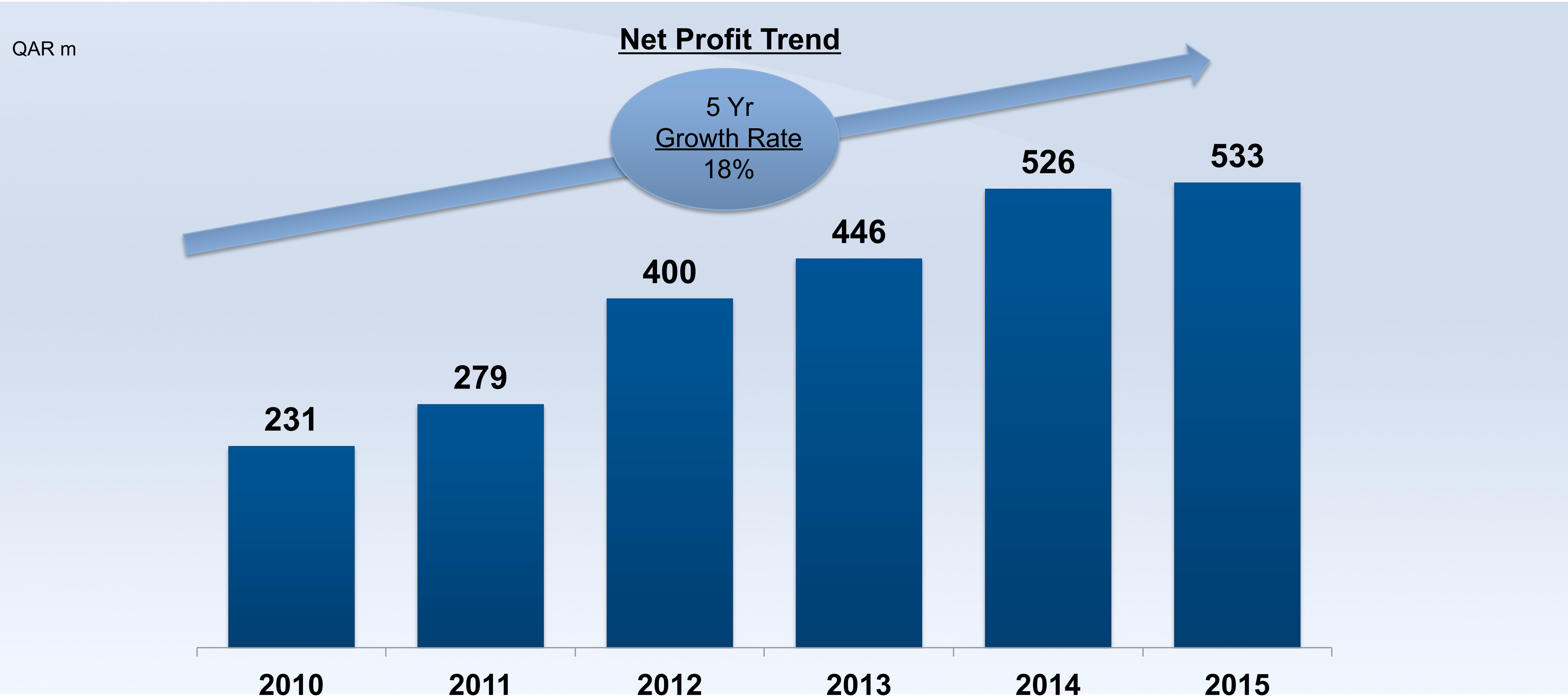
- Outstanding result to beat 2014 given the significant one-off recoveries in Damas.
- Profits up 21% after normalising for Damas significant items in 2014
- ICT Group delivered solid growth, up 68%
- Qatar business units buoyed by infrastructure investments, with double digit growth in Heavy Equipment, Energy & Industrial Markets, Geotechnical Services

Financial Highlights

QAR m

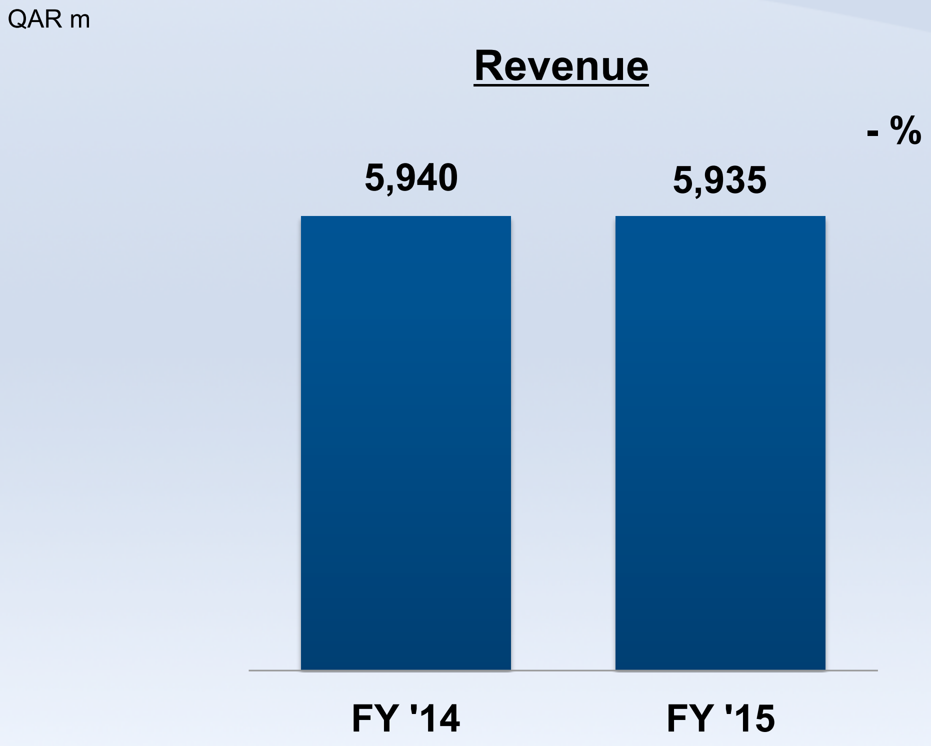
	FY 2014	FY 2015		
Net Profit	526m	533m	1%	▲
Revenues	5,940m	5,935m	- %	▼
Gross Profit %	20.3%	22.6%	2.3pts	▲
Net Profit %	8.9%	9.0%	0.1 pts	▲
Capital Employed	5,015m	5,043m	1%	▲
Earnings Per Share	11.54	11.68	1%	▲
Return on Equity	26%	24%	(2)pts	▼

Continued Track Record of Solid Double Digit Growth



MANNAI CORPORATION

Qatar Revenues Up 10% Offsetting Softness in Damas

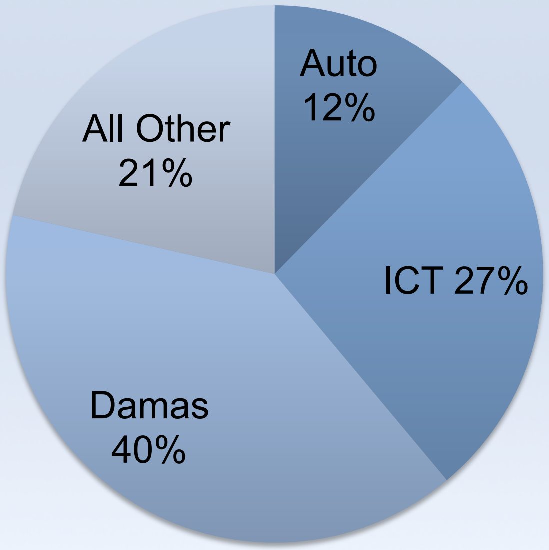


- Group revenue impacted by drop in gold price and softness in UAE luxury sector, lowering Damas Revenue by 11%
- Excluding Damas and 2014 insurance claim, revenues increased by 10%
- Qatar Growth driven by Heavy Equipment up 22%, Geotechnical up 25% & Energy & Industrial Markets up 46%

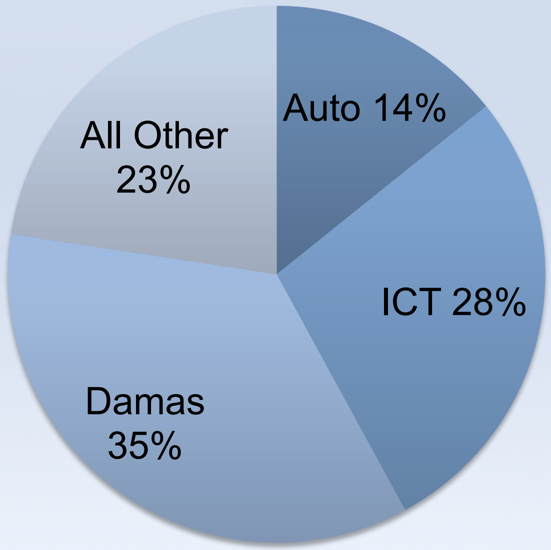
Growth in Qatar Reduces Damas Share

Revenue Mix

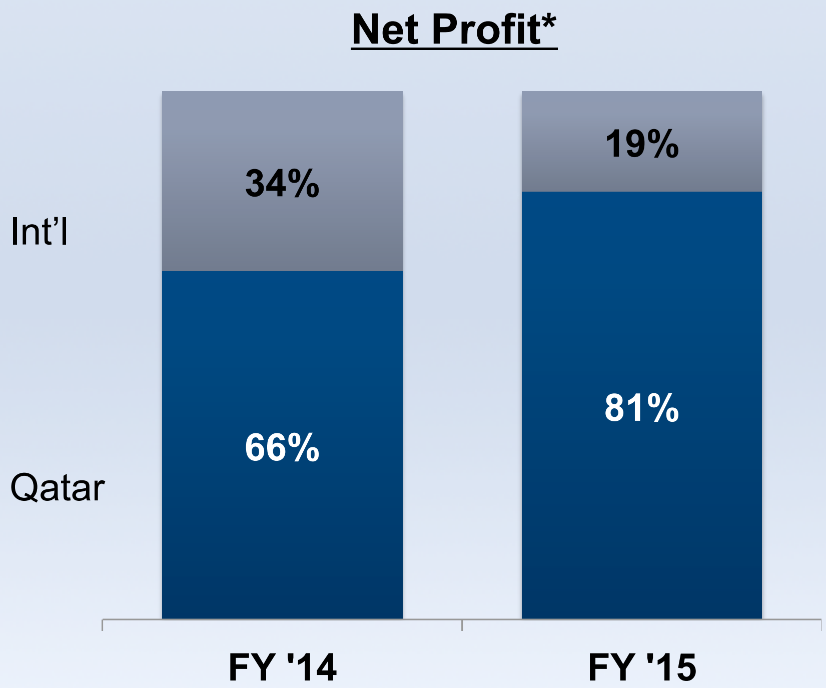
FY '14



FY '15



Qatar Profits Surge Offsets Soft Damas Results



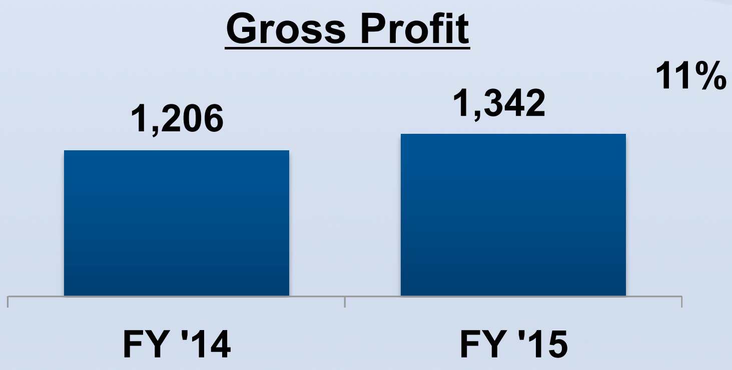
- Outstanding Qatar growth has offset the softness in Damas

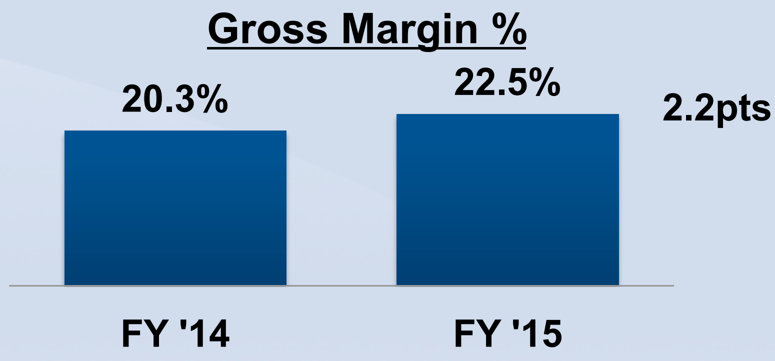
*Net Profit before significant items and headquarter expenses

MANNAI CORPORATION

Solid Margin Performance Across the Group

QAR m





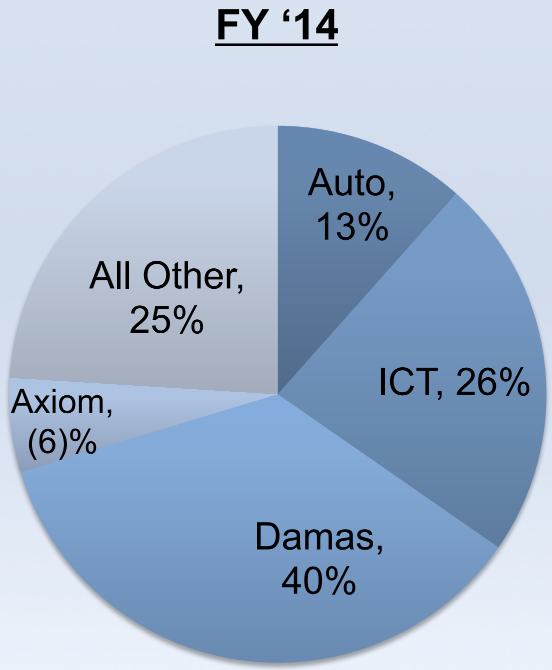
- Auto Group dilution driven by mix shift to new units
- ICT upside from improved productivity upside in margin on closure of projects
- Damas improvement as a result of mix shift towards non-gold due to soft gold revenues
- All Other gross margin impacted by accounting for insurance claim

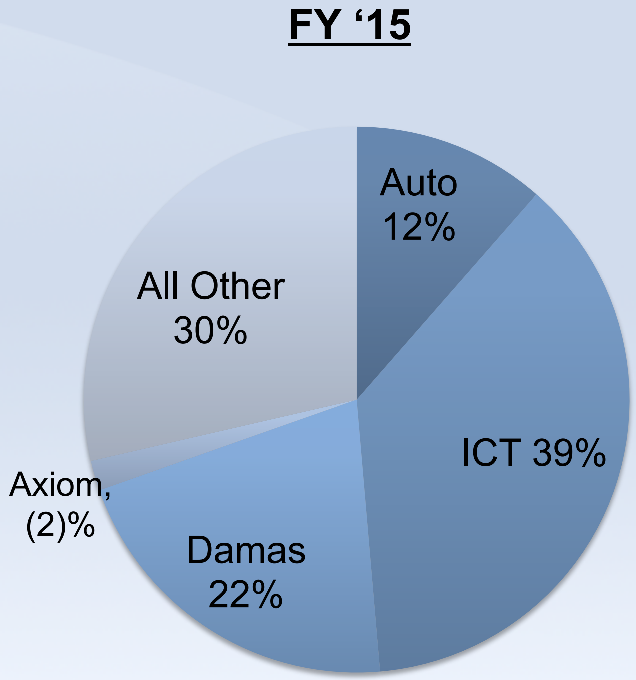
	2015%	V pts
Auto	19.1%	(1.3) pts
ICT	16.4%	4.1 pts
Damas	29.0%	2.9 pts
All Other	22.5%	3.1 pts

MANNAI CORPORATION

Strong 2015 Performance Increase ICT Share to 39%

Net Profit Mix*

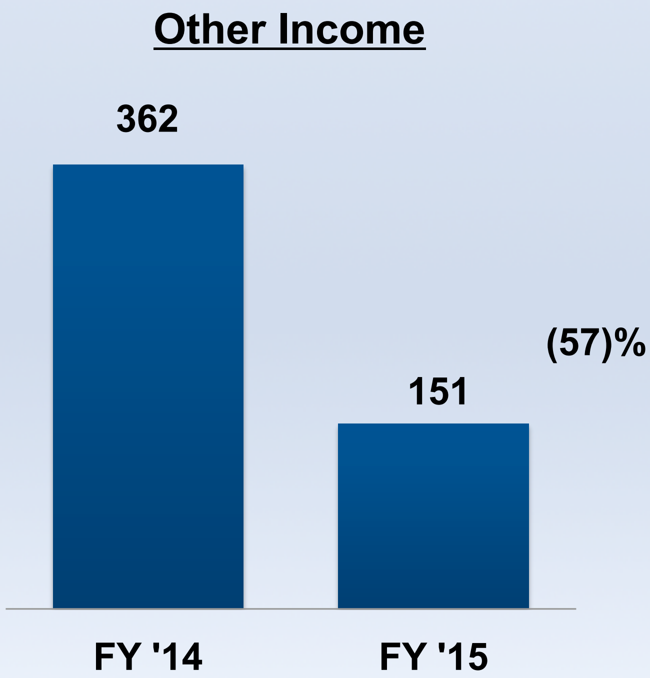




*Profit before significant items and headquarter expenses

Other Income Reduced Due to One-off Recoveries in Damas

QAR m

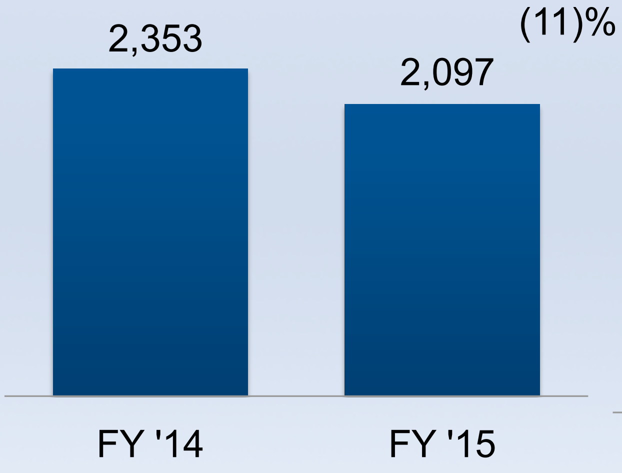


- Other Income driven by significant items in Damas; recoveries of previously provisioned receivables in Damas of 59m down from 302m in the prior year.
- Majority of legacy Damas receivables resolved; minimal tail in 2016
- Investment properties contributed 40m in FY’14, up from 20m in FY’14
- One-off unrealised treasury gain of 18m as a result of foreign currency hedging

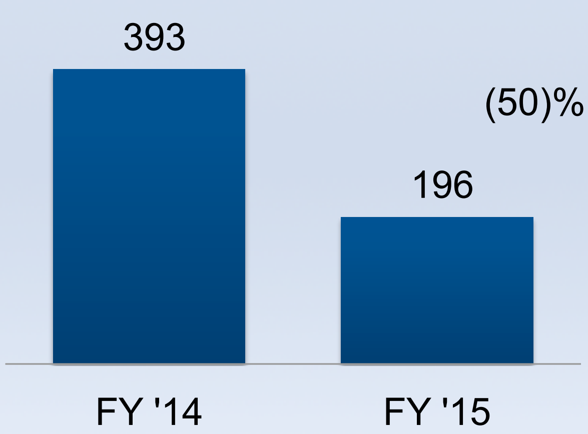
Damas Jewellery

QAR m

Revenue



Net Profit*



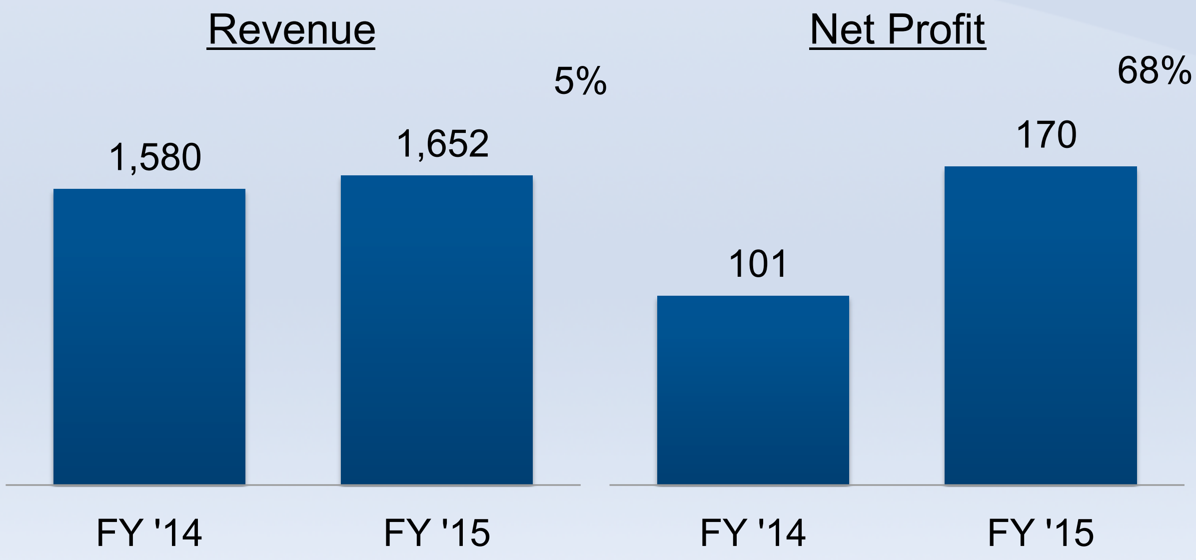
GP	614m	608m	NP%	16.7 %	9.3%
GP%	26.1 %	29.0%	Net Inv.	920m	1,385m

- Reduction in net profit driven by reduction in one-off significant items from 2014 of 138m and 38% reduction of core earnings
- FY'15 gold revenues down 13% to 1,140m driven by 8% reduction in gold price; non-gold revenues down 8%, increasing non-gold mix to 45%
- Gross Profits down 66m or 10% with Gross Margin up 0.4% after normalising for inventory provisions
- 23 new stores opened in FY'15

*after non-controlling interest

Information & Communication Technology Group

QAR m

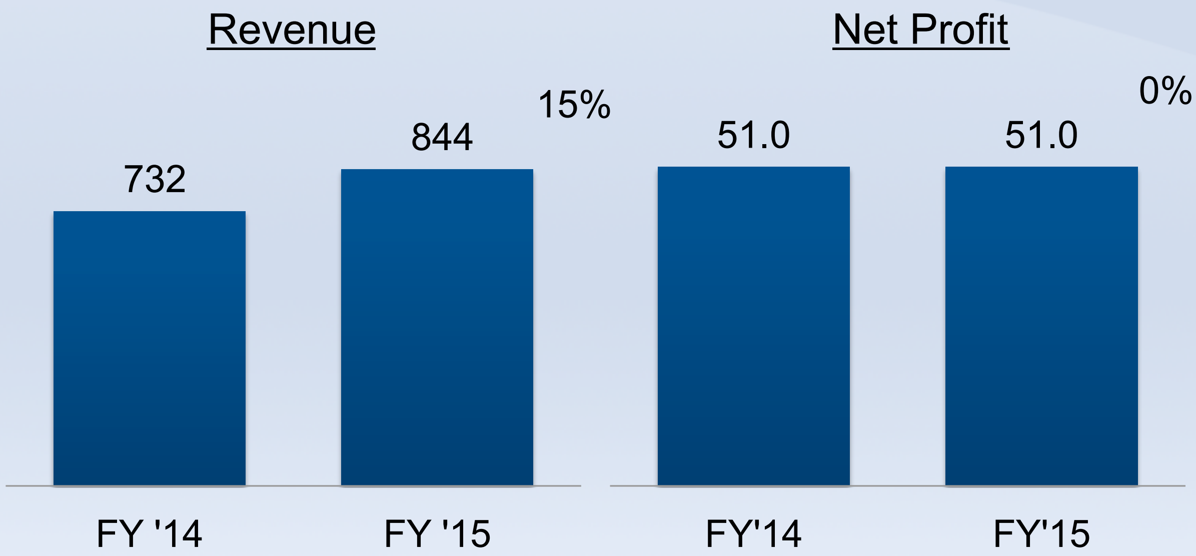


GP	194m	270m	NP%	6.4 %	10.3%
GP%	12.3%	16.4%	Net Inv.	454m	363m

- Delivered double digit earnings growth across all 4 pillars
- 1.3B of Orders in FY'15; 1.2B backlog carried into 2016
- Hike in profitability during 2016 due to strong project closure and improved productivity in direct costs.
- Improvement in working capital during the year
- Continue to hold strong market share in key relationships

Auto Division

QAR m

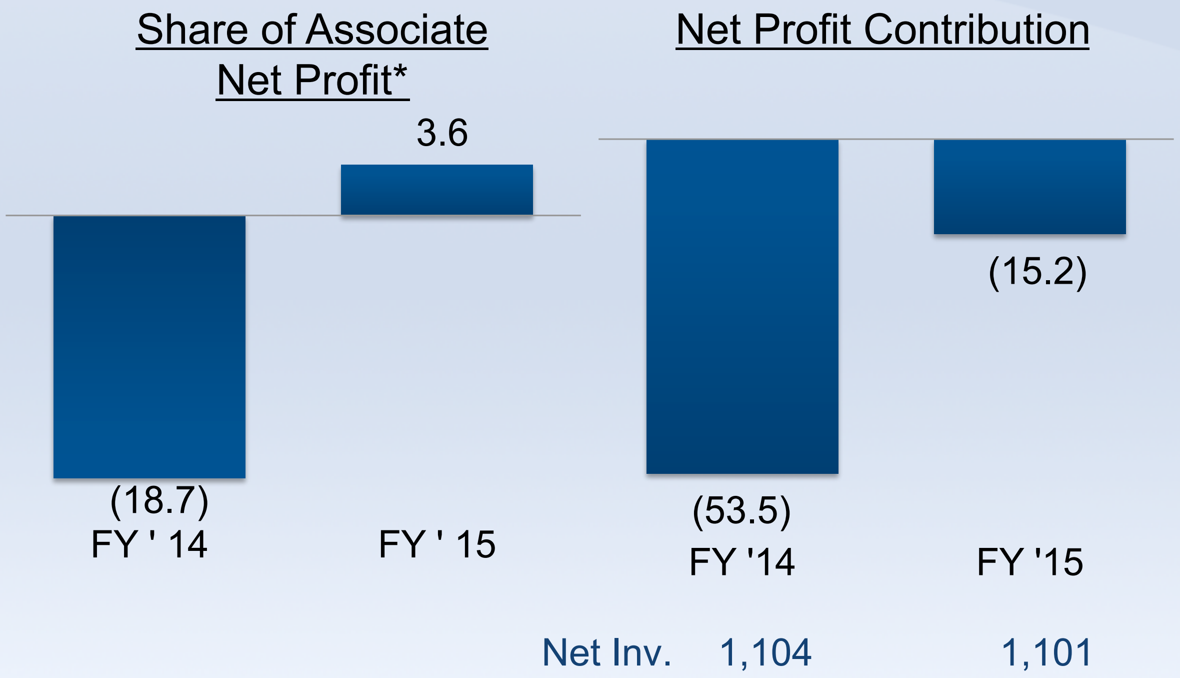


GP	150m	162m	NP%	7.0%	6.0%
GP%	20.5 %	19.1%	Net Inv.	300m	231m

- Auto revenues up 15% as a result of new models on Yukon & Escalade, launched late 2014
- Margins lower due to sales mix shift to new vehicles
- Overall units sold down 5% reflecting 2H softness in new car market following strong 2014 driven by new models
- Increased fleet levels will drive growth in higher margin parts and service revenues

Axiom Telecom

QAR m

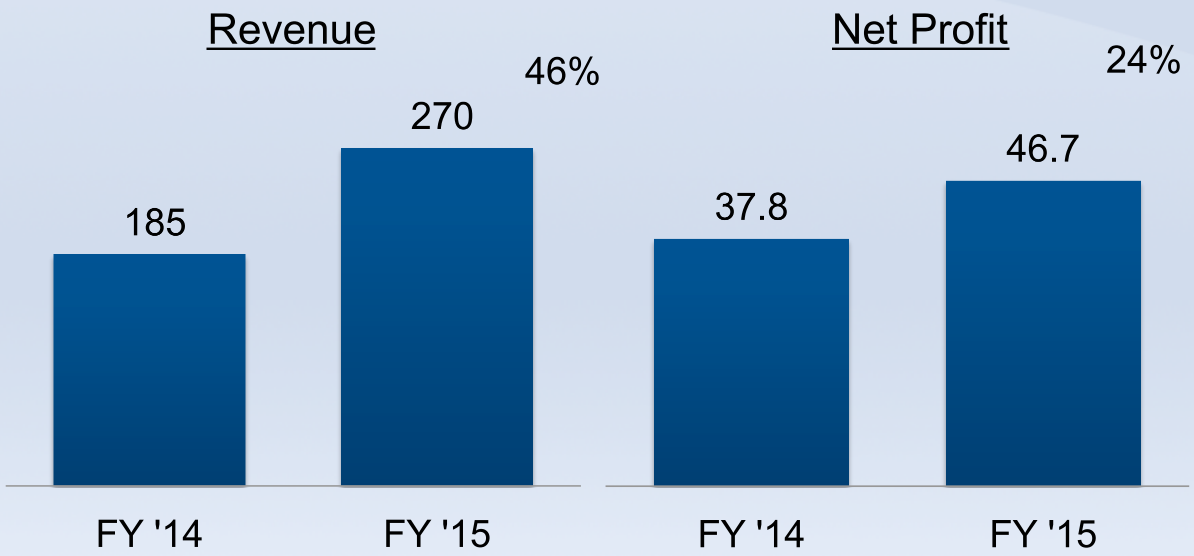


*35% of Axiom profits before impairment of acquisition-related intangibles and prior year adjustments in 1Q'15 of 6.5m, transferred to FY'14

- Axiom profits recovering from challenging 2014 to break-even
- Market normalising through consolidation and reduction of number of distributers on key
- Non-repeat of 2014 impairment of 29m to acquisition-related intangibles
- Partial sale of South African Associate in process will lead to improvement in earnings going forward compared to losses in last 2 years
- MVNO licence process in KSA still active

Energy & Industrial Markets

QAR m

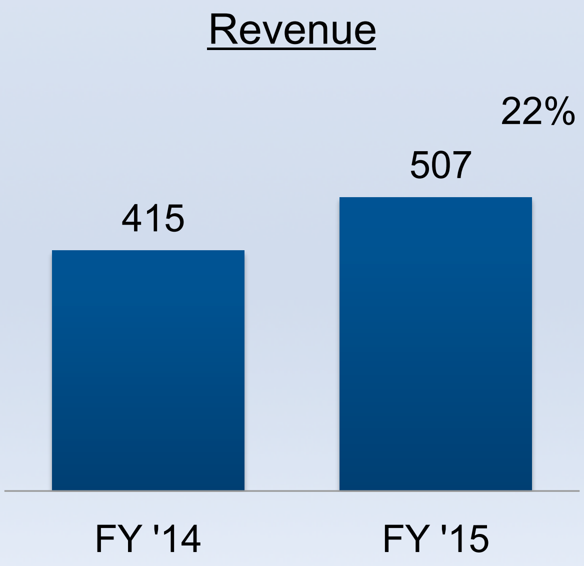


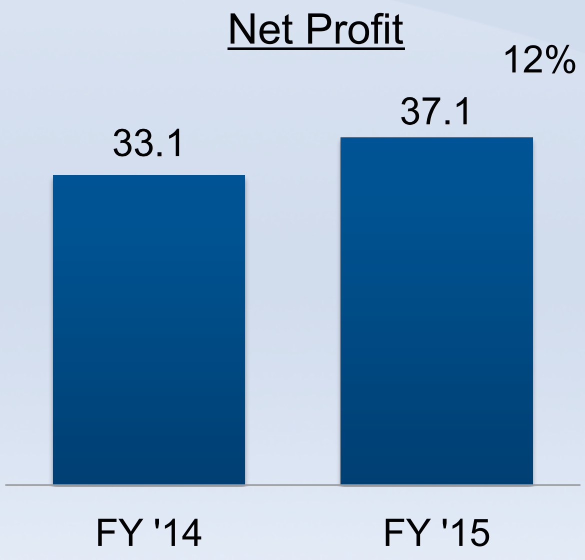
GP	51.6m	64.1m	NP%	20.5%	17.3%
GP%	27.9%	23.7%	Net Inv.	70m	39m

- Overall Revenue growth driven by deliveries on mega-reservoir pipeline projects driving up revenues by 46% and profits up 24%
- HVAC division delivered 25% revenue growth driven by Toshiba and SKM
- FY'15 orders of 212m across business unit with solid backlog to start 2016

Heavy Equipment Division

QAR m





GP	60.9m	73.4m	NP%	8.0%	7.3%
GP%	14.7%	14.5%	Net Inv.	157m	131m

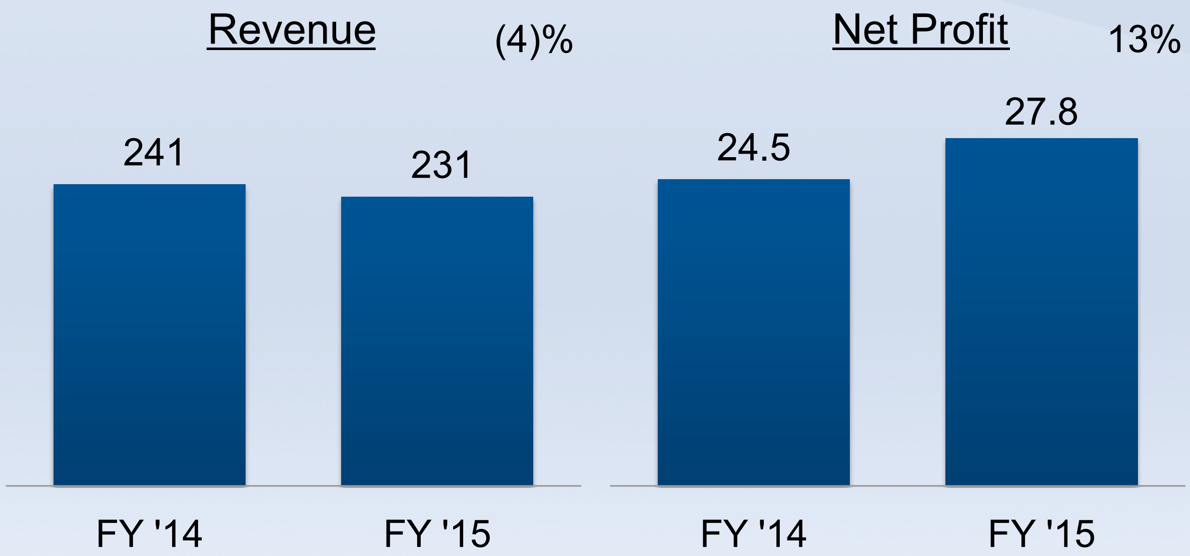
- Heavy Equipment revenue growth of 22% driven by Qatar infrastructure projects
- Gross margins stablising during the year
- Improvement in management of working capital due to reduced receivables; increased participation of third party financiers

Industrial Supplies and Building Materials

BITUMAT WATERPROOFING SYSTEMS

SIEMENS

QAR m

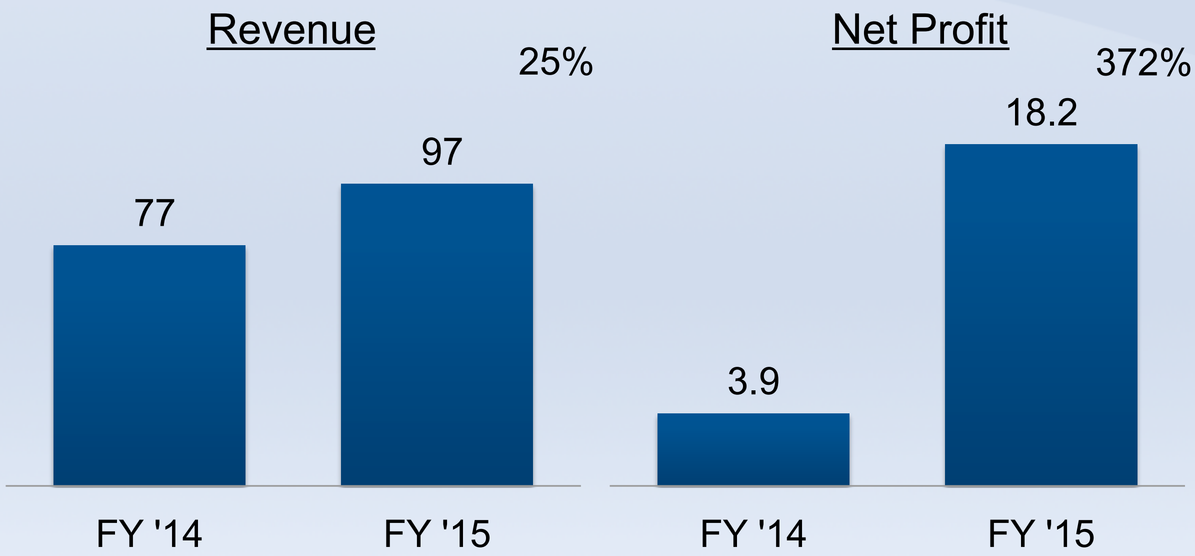


GP	36.8m	41.1m	NP%	10.2%	12.0%
GP%	15.3 %	17.8%	Net Inv.	73m	65m

- Revenues impacted by reduction to Turbine repair services in Oil & Gas industry
- Margin improvement as a result of revenue shift to higher margin Industrial Tools & Welding segment

Geotechnical Services

QAR m

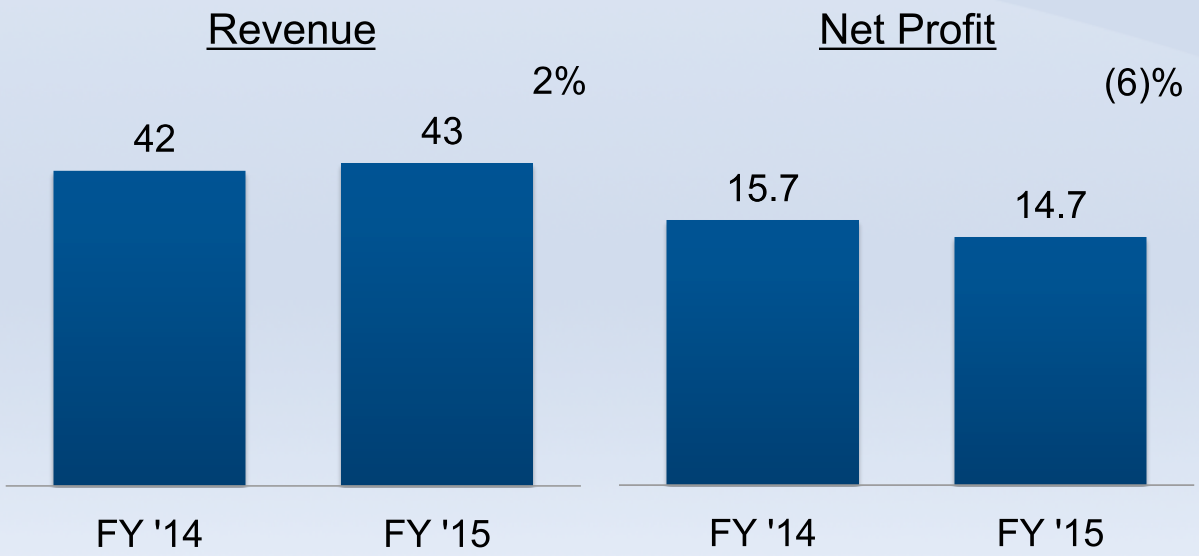


GP	25.1m	40.9m	NP%	5.0 %	18.9%
GP%	33.0%	42.3%	Net Inv.	24m	27m

- Outstanding Revenue growth driven by infrastructure projects in Qatar; driving revenue growth of 25%
- Improved margins and returns as a result of improved leverage of fixed operating costs
- Announced liquidation of loss-making Oman division

Travel Division

QAR m

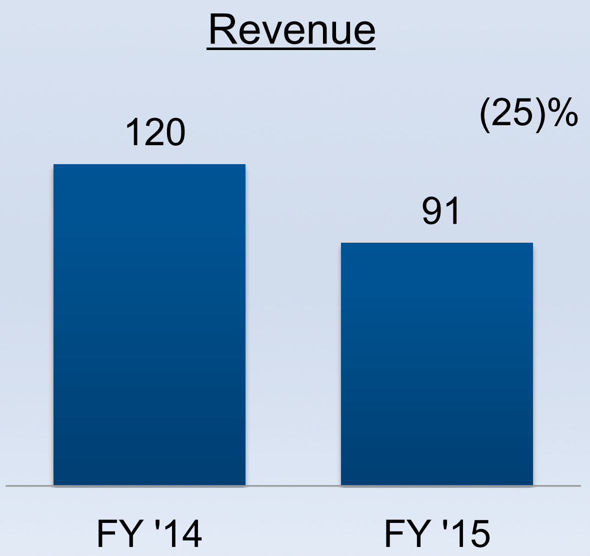


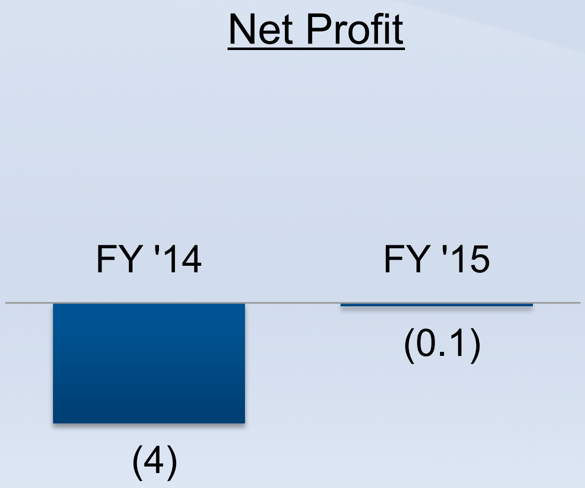
GP	40m	38m	NP%	37.2 %	34.1%
GP%	94%	88%	Net Inv.	46m	41m

- Growth in passenger numbers offset by lower ticket prices, resulting in flat revenues
- Continued pressure on ticket service fees driving margin and net profit deterioration
- Growth in direct costs from additional visa processing services; added Canada, Spain, Switzerland and Croatia to existing UK and Australia VAC

Engineering

QAR m



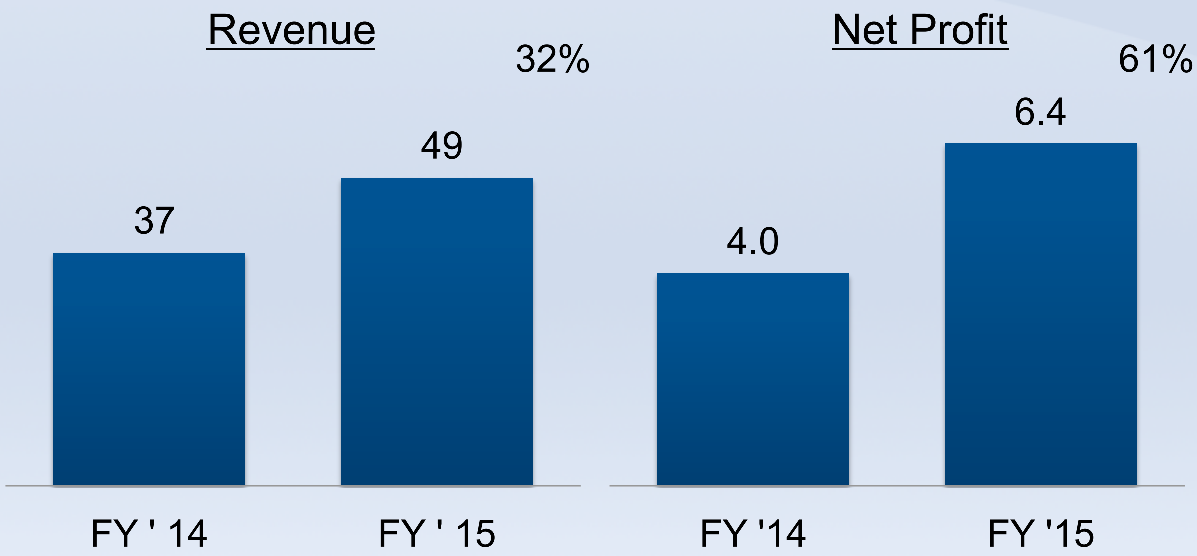


GP	25.2m	9.6m	NP%	(3.0)%	(0.1)%
GP%	21.0%	10.6%	Net Inv.	5m	5m

- Revenues impacted by reduced spending in Oil & Gas sector and overcapacity in market
- Margins further impacted by cut-throat competition and reduced leverage of fixed costs
- Restructuring actions taken to reduce capacity, headcount and fixed costs

Logistics

QAR m



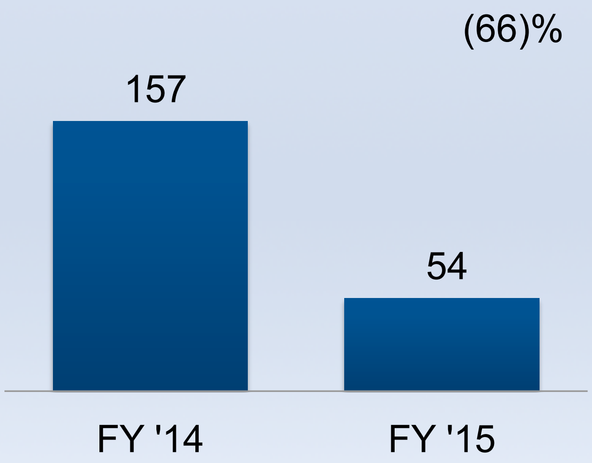
GP	9.4m	12m	NP%	10.6 %	13.0%
GP%	25.3%	24.3%	Net Inv.	7m	9m

- Revenues increase as a result of increasing pricing to reflect market rates
- Focus primarily on internal Mannai business
- Replacement warehouse to complete in 2017

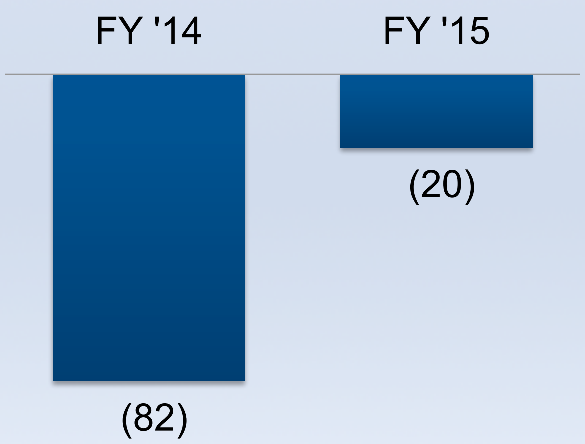
Others

QAR m

Revenue



Net Profit

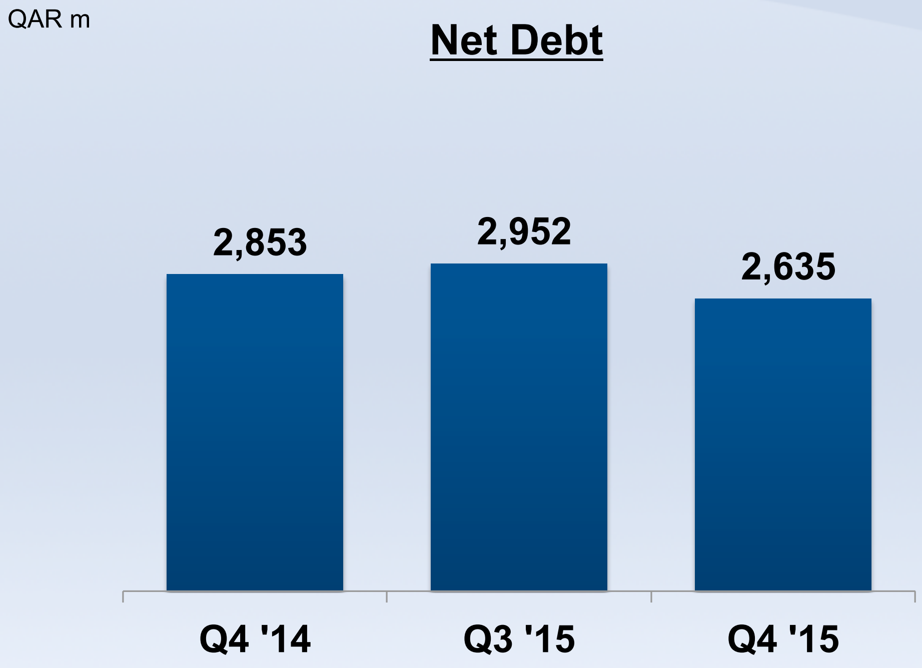


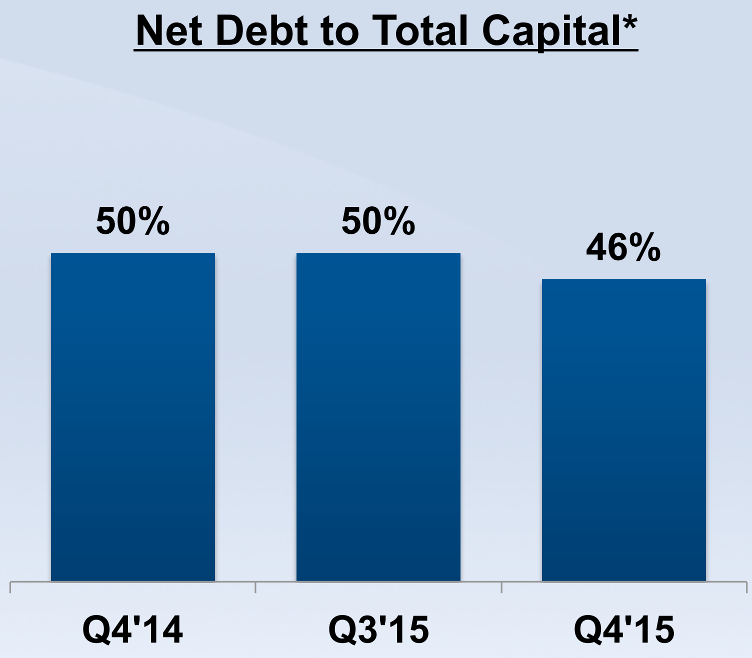
GP	(1)m	23.2m
GP%	(0.4)%	42.9%

- Reduced revenue due accounting for insurance claim in 2014 (105m of revenue at zero margin)
- 18m treasury gain in 2015 as a result of FX hedging activity
- Improvement in contribution driven by non-repeat of significant items charged in 2014

MANNAI CORPORATION

Outstanding 528m of Operating Cash Flow Reduces Leverage and frees capacity to fund GFI Acquisition





*Total Capital adjusted for Acquisition Reserves

GFI Informatique Acquisition Announced November 2015

- Company reported revenue of €894m and net profit of €22m for 2015 Acquiring 51% for €286m; option to increase to 80% by 2018
- Presence in Europe; 85% of revenues from France
- Continue GFI's growth and international expansion strategy to make it a leading IT services and software group in EMEA
- Acquisition funded through through operating cash flow and debt
- Regulatory approvals in process; expect to close in March 2016

Normalisation of key lines for significant items

	3Q YTD'15	3Q YTD'14	VLY%	Q4'15	Q4'14	VLY%	FY'15	FY'14	VLY%
Gross Profit	984.6	815.0	21%	347.7	390.7	(11%)	1,332.4	1,205.7	11%
Inventory Provisions		110.0			(49.7)		-	60.3	
Norm. Gross Profit	984.6	925.0	6%	347.7	341.0	2%	1,332.4	1,266.0	5%
Other Income	90.5	317.1	(71%)	60.0	45.1	33%	150.5	362.2	(58%)
Damas Recoveries	(30.4)	(273.2)		(29.0)	(28.0)		(59.4)	(301.2)	
Gain on Sale/Revaluation of Properties	(39.7)	(19.6)					(39.7)	(19.6)	
Treasury Gain				(18.0)			(18.0)		
Norm. Other Income	20.5	24.3	(16%)	13.1	17.1	(24%)	33.5	41.4	(19%)
Share of Profit from Assoc. & JVs	48.5	15.2	219%	7.0	(1.3)	(632%)	55.4	13.9	299%
Adj. for 2014 late closing items/impairment	6.5	28.7			(6.5)		6.5	22.2	
Norm. Share of Profit	55.0	43.9	25%	7.0	(7.8)	(189%)	61.9	36.1	72%
General & Administrative Expenses	327.7	352.8	(7%)	87.2	117.7	(26%)	414.9	470.5	(12%)
Adj. for one-off Expenses/Provisions		(40.4)			19.9			(20.5)	
Norm. G&A Expense	327.7	312.4	5%	87.2	97.8	(11%)	414.9	491.0	(15%)
Net profit	378.8	377.9	0%	154.0	148.5	4%	532.8	526.4	1%
Adj. for Significant Items	(63.6)	(113.7)		(46.9)	(64.3)		(110.5)	(178.0)	
Norm. Net Profit	315.2	264.2	19%	107.1	84.2	27%	422.3	348.4	21%

- Decrease in recoveries from Damas drives reduction in other income
- One-off treasury gain as a result of FX hedging
- Gain on sale of properties in Damas
- Underlying core profits up 21% during year as strong Qatar performance offsets reduction in Damas normalised net profit

Mannai Corporation QSC

Tel: +974-4455 8888 Fax: +974 4455 8880

www.mannai.com

CONTACTS

Investor Relations

Ewan Cameron
Chief Financial Officer
email: investor.relations@mannai.com.qa
Tel (Direct) : +974-44558844