

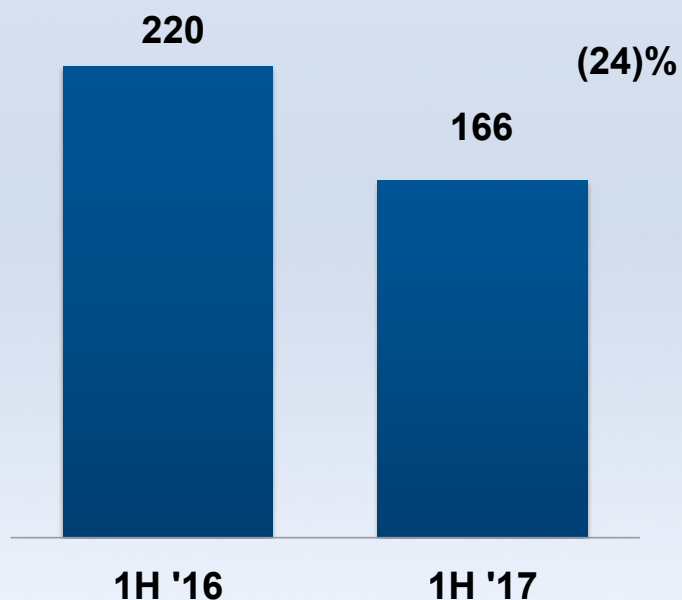
Mannai Corporation QPSC

1H'17 Financial Summary

1H'17 Profits Impacted by Eroding Consumer Confidence in Retail

QAR m

Net Profit



- First Half Profits Down 54m or 24% to 166m
- Damas Net Profit down 28m or 39% driven by continued softness in Retail
- Auto Group down 23m or 50% due to subdued consumer confidence in Qatar
- GFI reported Net Profits of €8m up 2%; offset by funding and amortisation QR(8)m Loss for Half Year. 80% GFI annual profits expected Q4.
- ICT Qatar up 2% supported by solid orders and backlog growth

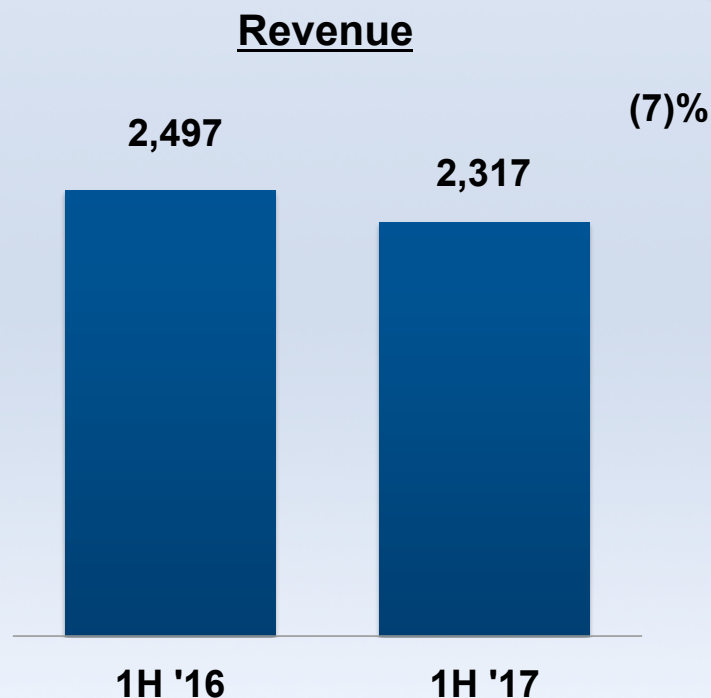
Financial Highlights

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	<u>1H 2016</u>	<u>1H 2017</u>		
Net Profit	220m	166m	(24)%	▼
Revenues	2,497m	2,317m	(7)%	▼
Gross Profit %	24.3%	23.7%	(0.6) pts	▼
Net Profit %	8.8%	7.2%	(1.6) pts	▼
Capital Employed	6,440m	6,691m	4%	▲
Earnings Per Share	4.81	3.65	(24)%	▼

Top-Line Erosion Driven by Qatar Economic Conditions

QAR m

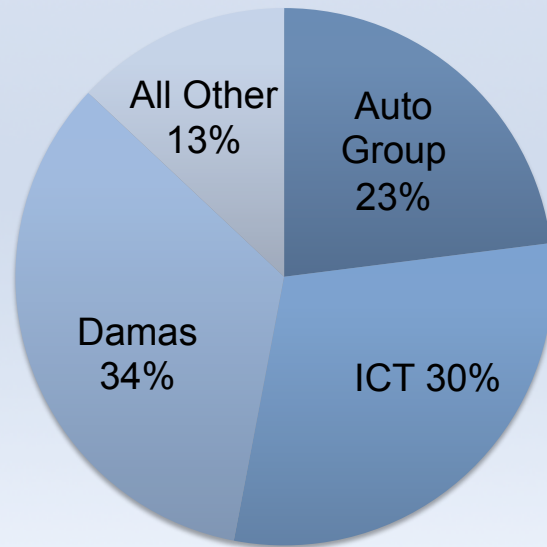


- Auto Group, including Heavy Equipment, down 22%, contributing to 68% of 180m fall in revenue
- Energy and Industrial Markets down 32% and Gulf Labs down 21% as pipeline of infrastructure projects run-off
- Damas sales fall on 16m or 2% as improved gold sales and seasonal promotions
- ICT outperforming with revenues up 49m or 6%

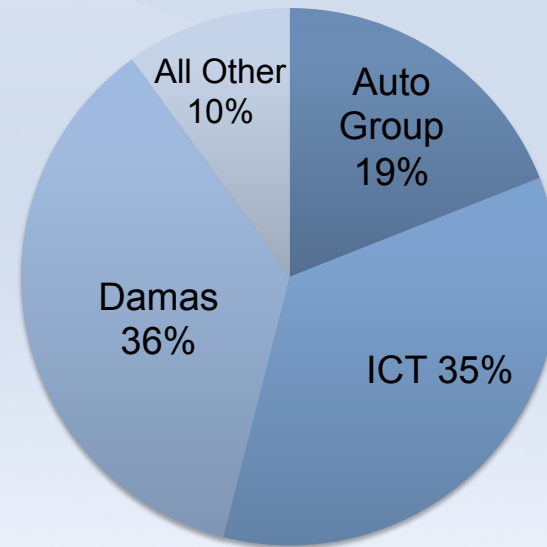
Significant Shift Towards ICT Driven by 2017 Growth

Revenue Mix

1H '16

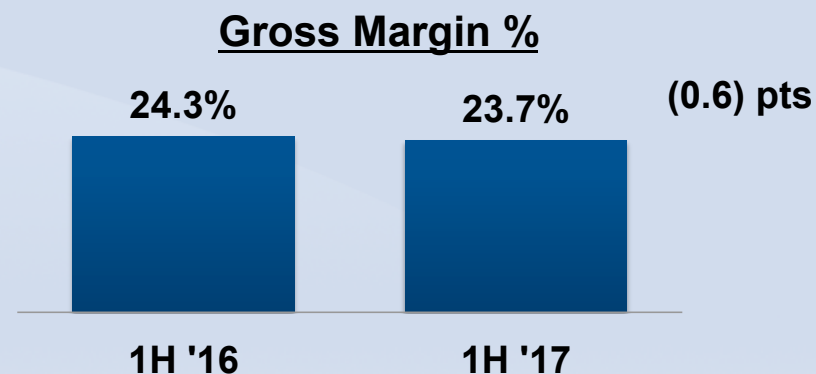
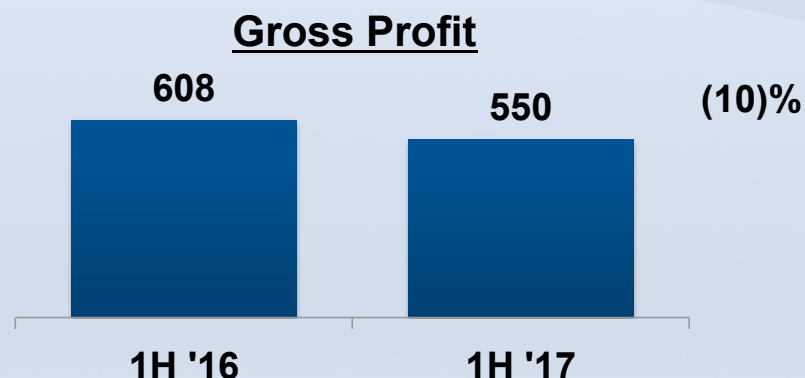


1H '17



Margins Soft Due to Damas Gold Mix and Seasonal Promotions

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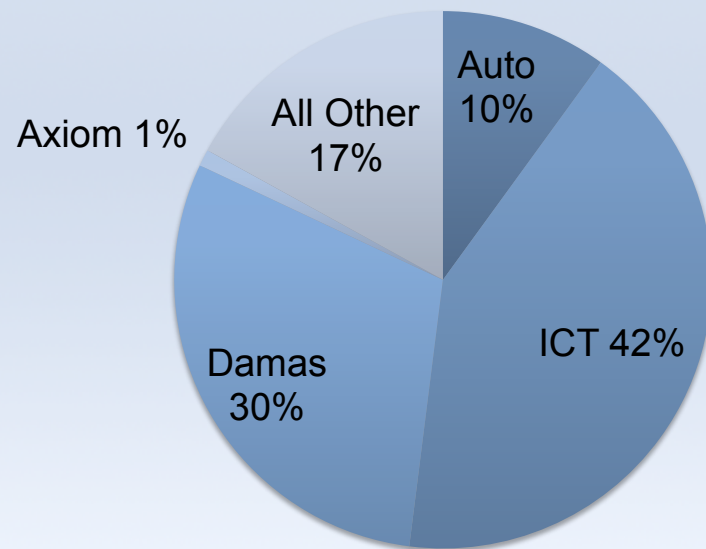
- Damas margins down due to shift towards lower margin gold and recent seasonal promotions on non-gold
- Auto Group & ICT margins holding well in competitive market
- All Other margins up due to mix-shift towards higher margin product lines and commission income

	<u>2017 %</u>	<u>V pts</u>
Damas	28.2%	(2.8) pts
Auto	19.7%	(0.5) pts
ICT	18.2%	(0.3) pts
All Other	34.9%	6.8 pts

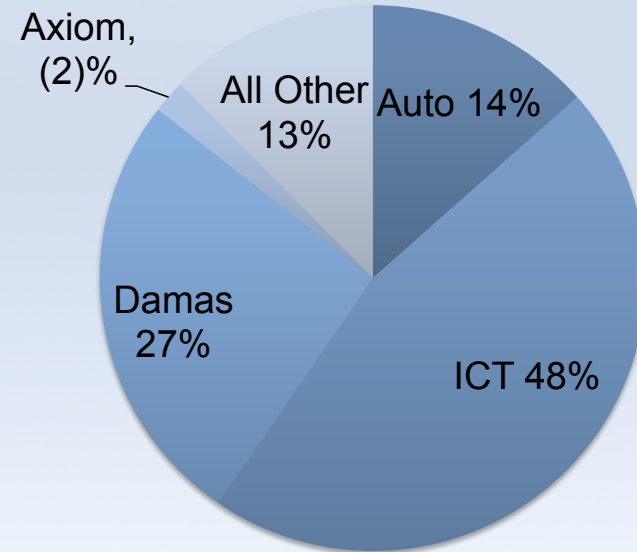
Net Profit Mix Shift to ICT Driven by Relative Growth

Net Profit Mix

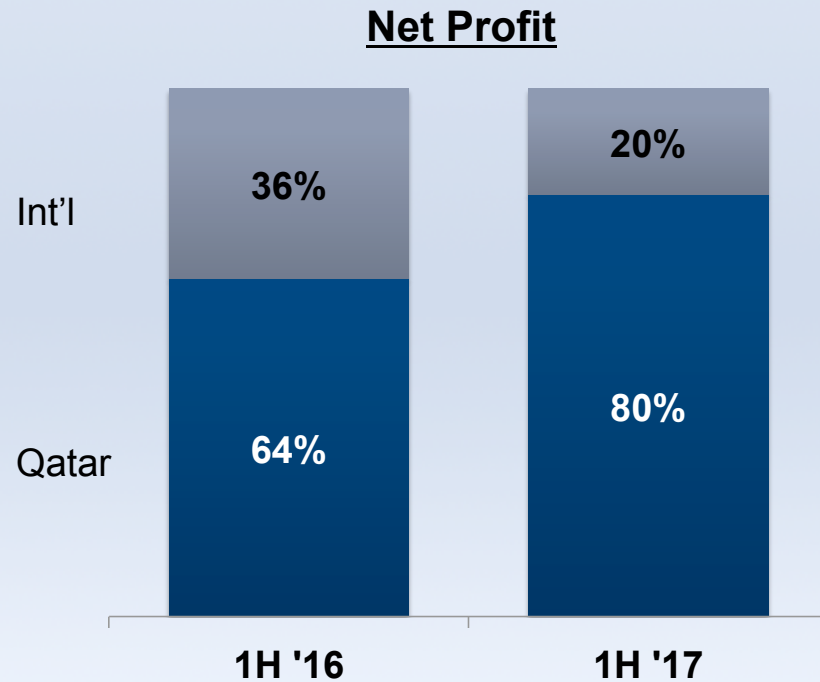
1H '16



1H '17



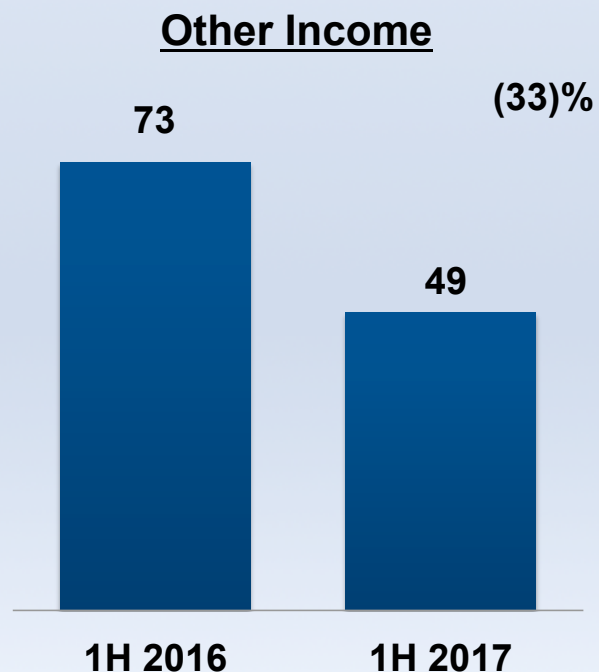
GFI Profit Timing Reduces International Share in First Half



- GFI Acquisition Timing & Softness in Damas Reduces International Share; rebound expected in Q4

Other Income Increases Driven by Property Gain

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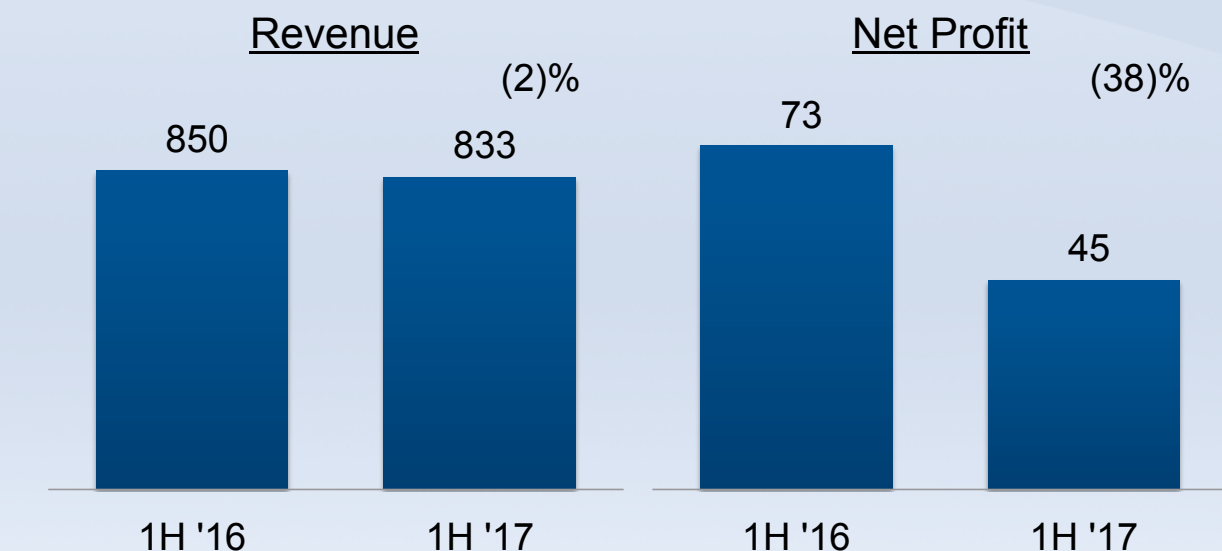


- 1H'16 Other Income driven by gain on sale of property in Damas for 32m
- Settlement of remaining receivables continues with 36m, up from 26m in 1H'16

Damas Jewellery

damas

QAR m



- Revenues decline slows to only 2%, an improvement in recent trends
- Gross Profit fall as a result of mix shift to gold sales
- Driver of net profit decline due to 1H'16 gain on property sale of 32m

GP	263m	235m	NP%	8.5%	5.4%
GP%	30.9%	28.2%	Cap. Emp*	1,137m	1,155m

*after adjusting for parent level goodwill and Debt Liabilities held in UAE

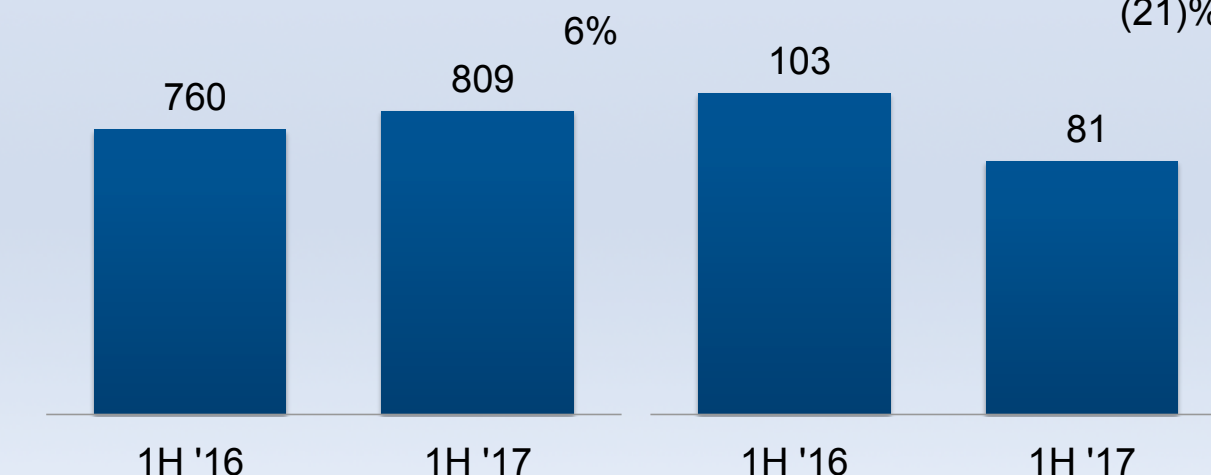
Information & Communication Technology Group*



QAR m

Revenue

Net Profit



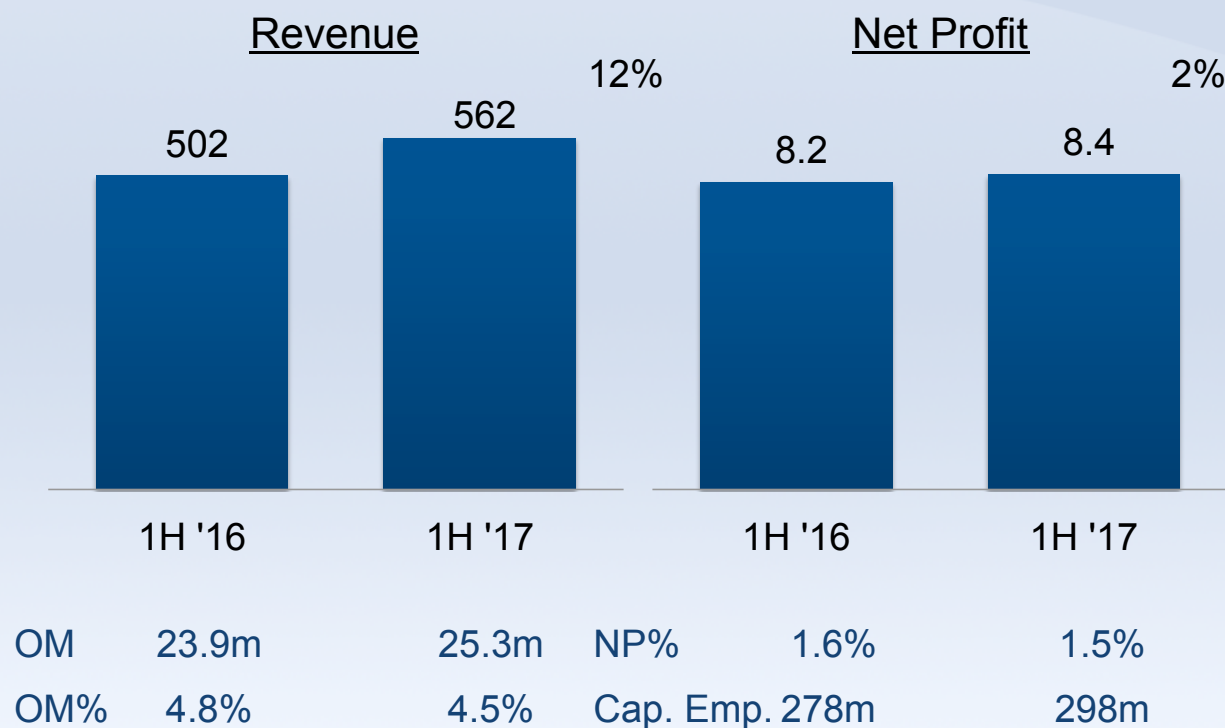
GP	140m	147m	NP%	13.5%	10.0%
GP%	18.4%	18.2%	Cap. Emp.	1,656m	1,823m

- Revenues up 6% in line with improving orders and backlog in Qatar
- Backlog of 1.5B with YTD Orders in line with 1H'16
- Margin steady despite competition in the market
- Qatar net profits up 2%
- Increased stake in Gfi from 51% to 81% in July 2017. 80% of annual profits expected during Q4'17
- (7)m loss contribution from Gfi Informatique (France) due to timing of profits, funding and amortisation, down from 15m in 1H'16

*Includes GFI Informatique (France)

Gfi Informatique (France)

(Euro €m)



- Increased stake to 81% in July 2017
- Revenue growth of 12% driven by international acquisitions of Impaq, Efron and Roff in 2016
- International sales grew from 16% to 26% with strong growth in Iberia and Latam
- Operating income up 7% with net profit growth of 2%
- Will continue to pursue its strategic plan to become a leader in IT services and solutions in the EMEA

Auto Division



GROVE

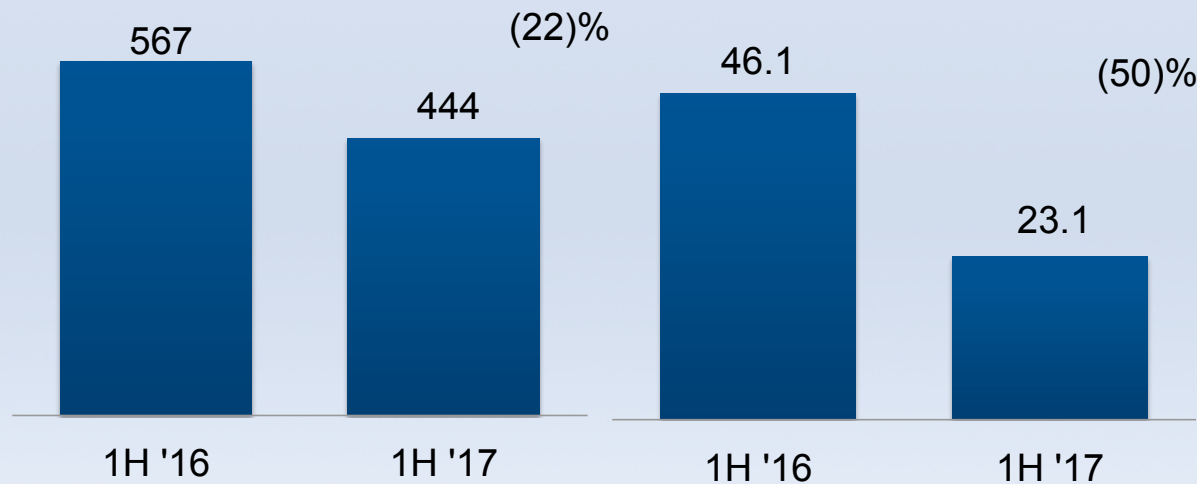
GMC



QAR m

Revenue

Net Profit



- Reduction in sales compared to 1H'16 which was driven by softness in Car Sales driven by reduced consumer confidence in Qatar and reduced project activity impacting Heavy Equipment
- Gross Margins holding despite difficult trading conditions

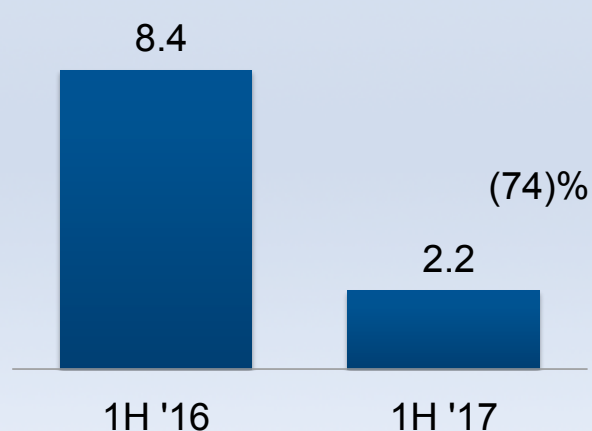
GP	114.9m	87.5m	NP%	8.1%	5.2%
GP%	20.2%	19.7%	Cap. Emp.	431m	448m

Axiom Telecom

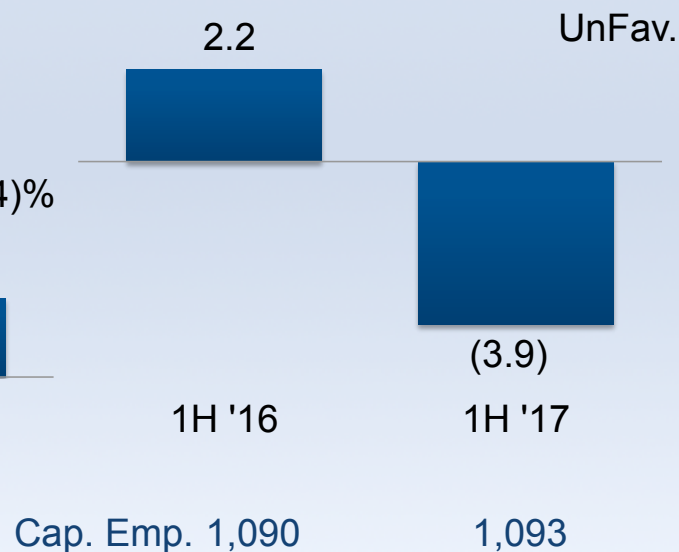


QAR m

Share of Associate Net Profit*



Net Profit Contribution



- Underlying trends in core UAE and KSA business encouraging as management continue to re-align business to existing market conditions
- Profit contribution from core business up 60% in first half
- Reduction in net profits driven by prior year adjustments in South African associate

*35% of Axiom net profits

Energy and Industrial Markets

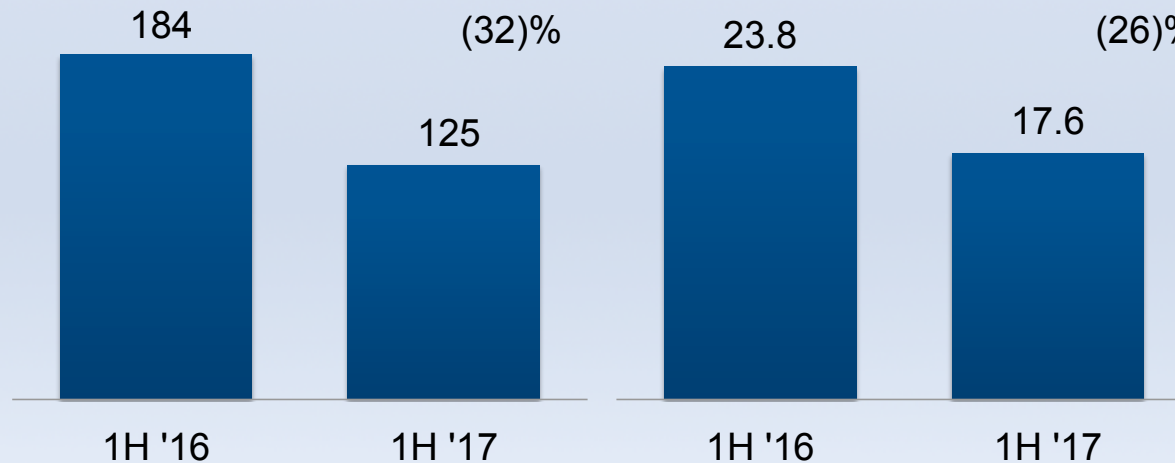
SIEMENS TOSHIBA



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Revenue

Net Profit



- Reduction in revenue and net profit driven by run-off of infrastructure projects
- HVAC down 47% as projects slow in Qatar
- Further headwinds expected in 2H as sales of UAE & KSA sourced products run-off

GP	37.1m	28.7m	NP%	12.9%	14.1%
GP%	20.2%	22.9%	Cap. Emp.	56m	40m

Travel Division



MANNAI AIR TRAVEL
MANNAI CORPORATION QSC

flydubai

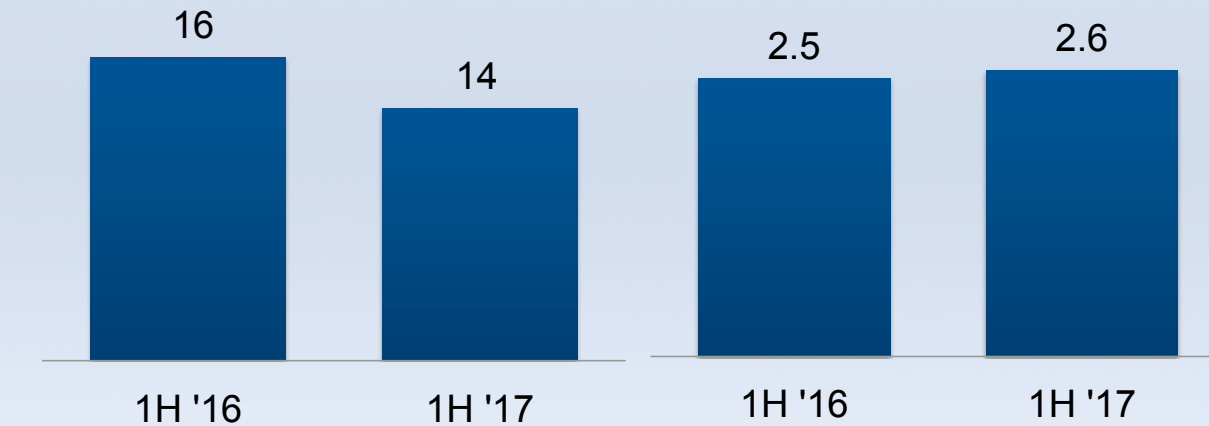
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Revenue

Net Profit

(17)%

3%



GP	14.7m	11.6m	NP%	15.1%	18.6%
GP%	89.5%	85.0%	Cap. Emp.	18m	21m

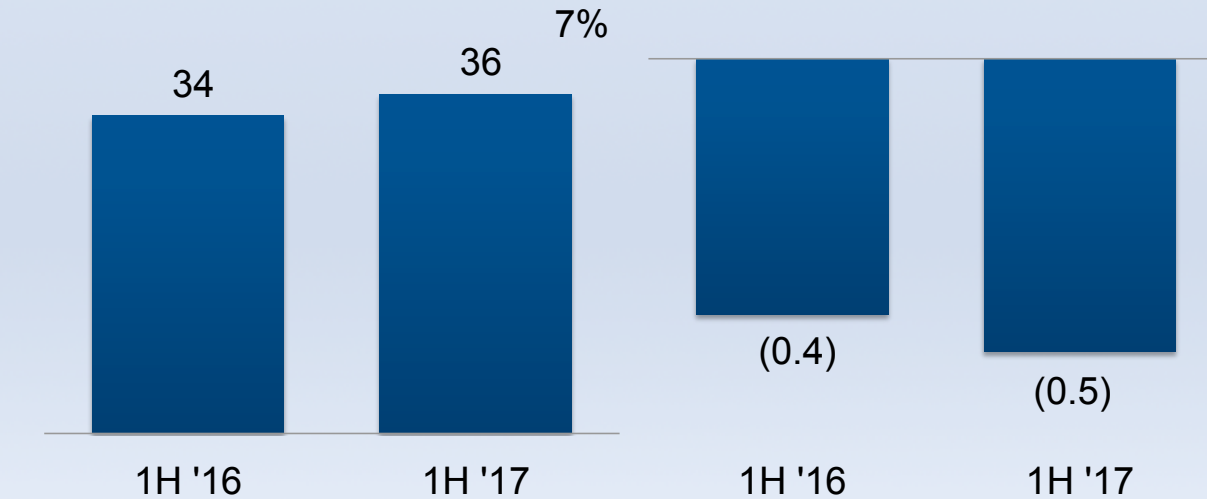
- Revenue continues to fall as lower average ticket prices, driven by airline competition and lower fuel prices, leads to lower ticket sale commissions and airline incentives
- FlyDubai business impacted from as flights ceased from June onwards
- Visa Processing Services continues to perform well, up 13%

Engineering

QAR m

Revenue

Net Profit



- Revenues turning corner with shutdown work in 1H'17
- Consolidated operations in Ras Laffan during 1H'17 resulting in one-off relocation costs
- Further improvement needed in revenues to reach break-even

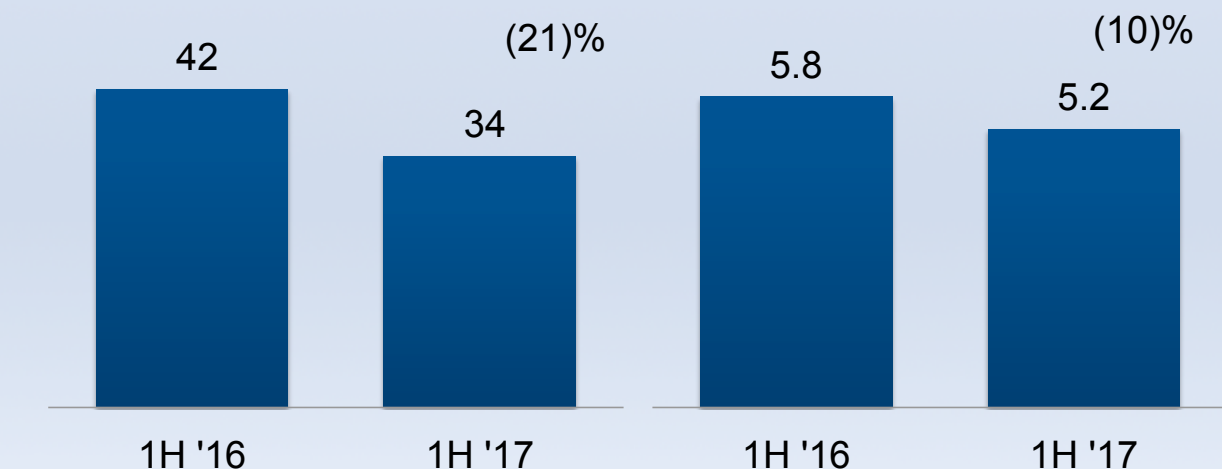
GP	6.2m	0.5m	NP%	(1.2)%	(1.3)%
GP%	1.4%	17.1%	Cap. Emp.	5m	4m

Geotechnical Services

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Revenue

Net Profit



- Drop in Revenue driven by lack of new geotechnical drilling projects initiated in last 12-18 months
- Laboratory Services continues to perform well, supporting profit levels

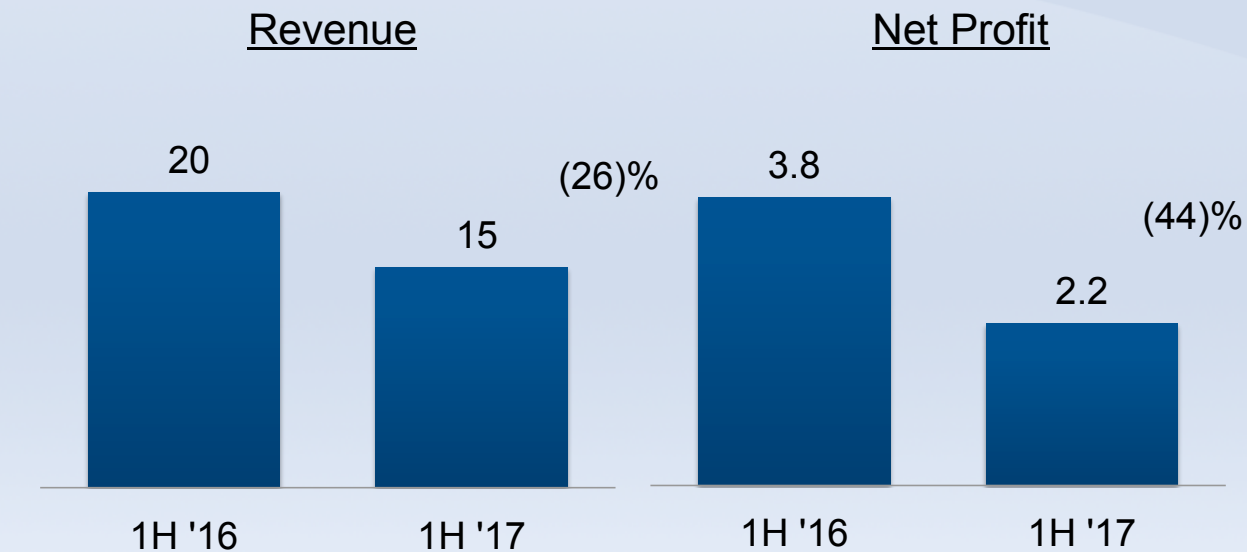
GP	16.4m	12.6m	NP%	13.7%	15.5%
GP%	39%	38%	Cap. Emp.	28m	34m

Logistics

QAR m

Revenue

Net Profit



- Revenues primarily driven by internal sales; reduction in inventory levels within Mannai group impacting revenues
- New Warehouse in Industrial area being finalised to allow growth in external customer base

GP	6.7m	5.1m	NP%	19.5%	14.7%
GP%	34.2%	34.8%	Cap. Emp.	11m	3m

Normalisation of key lines for significant items

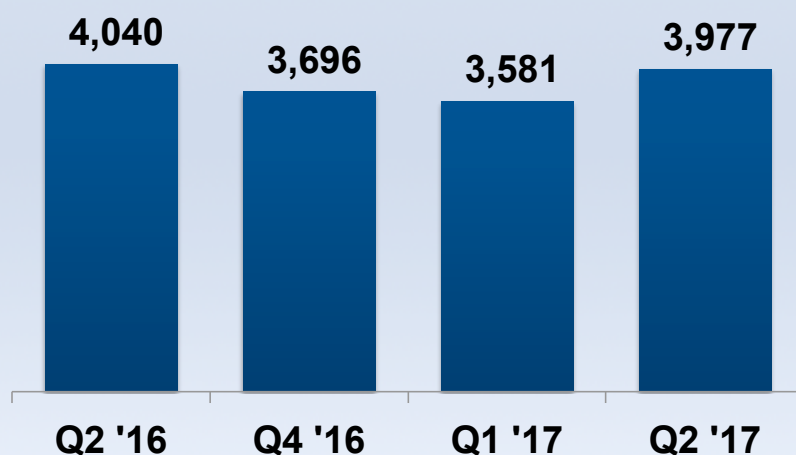
	1H'17	1H'16	VLY%
Other Income	48.5	72.8	(33%)
Damas Recoveries	(36.1)	(25.7)	
Property Gains		(31.5)	
Norm. Other Income	12.4	15.7	(21%)
Net profit	166.5	219.6	(24%)
Adj. for Significant Items	(36.1)	(57.2)	
Norm. Net Profit	130.4	162.5	(20%)

- Continued tail of recoveries of previously provisioned receivables in Damas
- Core down 20% during 1H'17

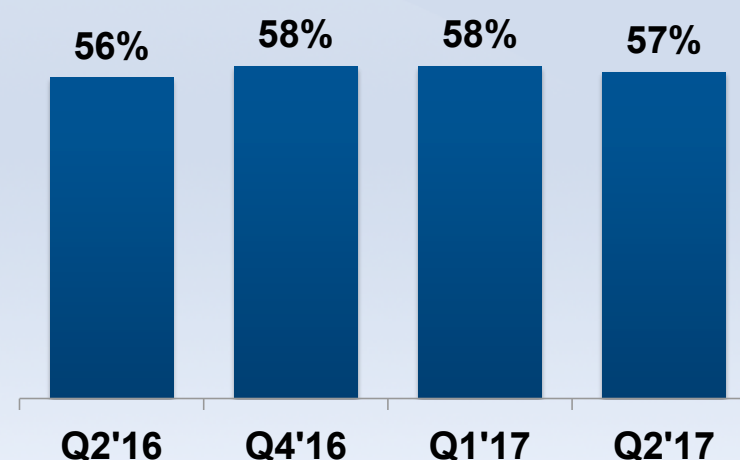
Maintaining Leverage Despite Further Investment in Gfi Informatique

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Net Debt



Net Debt to Total Capital*



- Increase in debt to fund advance for further acquisition of GFI of 295m

*Total Capital adjusted for Acquisition Reserves

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