

# Mannai Corporation QSC

## 3Q'17 Financial Summary



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- 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

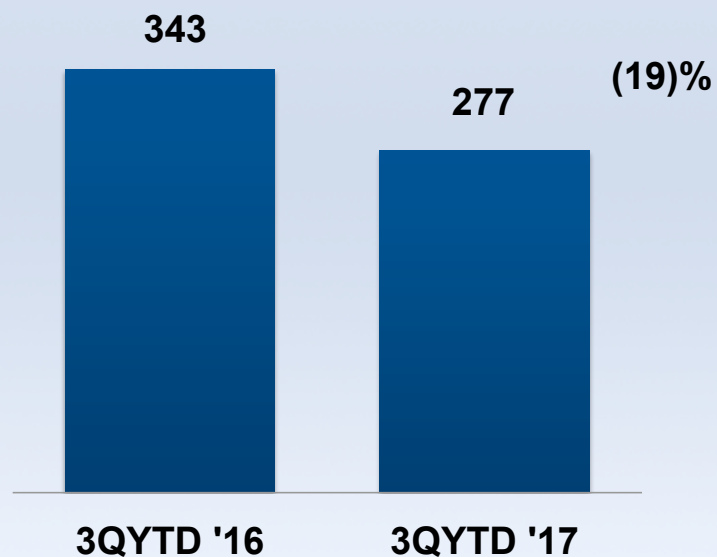
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## 3Q'17 Profits Continue To Be Impacted by Damas and Challenging Business Environment in Qatar

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### Net Profit



- YTD Profits Down 66m or 19% to 277m
- Damas Net Profit down 61% or 56m due to continued revenue softness
- Gfi Informatique contribution lower as a result of timing of profits
- Auto Group down 18m on 22% fall in Sales
- ICT Qatar profit up 12% driven by 9% revenue growth from strong projects backlog

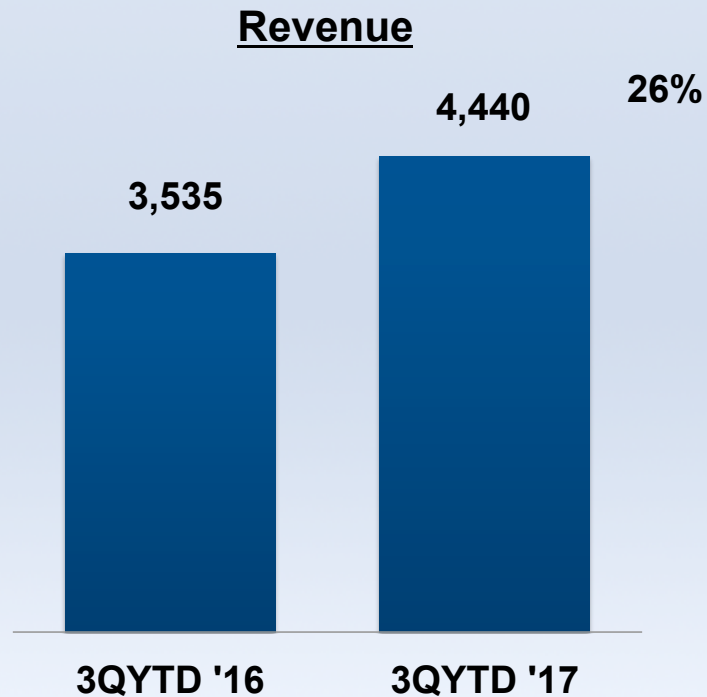
## Financial Highlights

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	<u>3QYTD'16</u>	<u>3QYTD'17</u>		
Net Profit	343m	277m	(19)%	▼
Revenues	3,535m	4,440m	26%	▲
Gross Profit	851m	1,053m	24%	▲
Gross Profit Margin %	24.1%	23.7%	(0.4)pts	▼
Net Profit %	9.7%	6.2%	(3.5)pts	▼
Capital Employed	6,582m	7,996m	26%	▲
Earnings Per Share	7.52	6.07	(19)%	▼

## Revenues Up 26% driven by Gfi Informatique Consolidation

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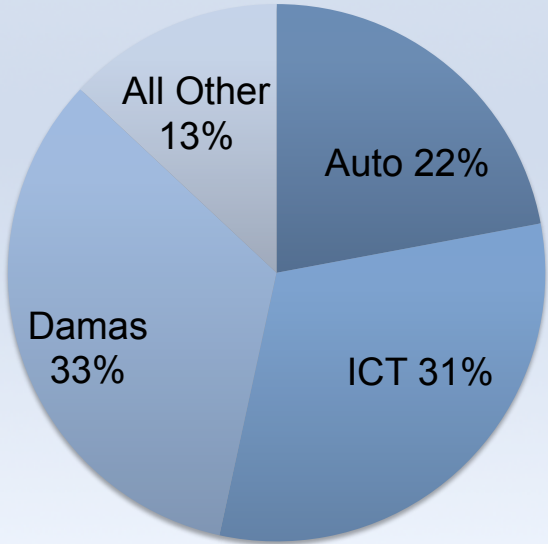


- Q3 revenues for Gfi of 1,134m consolidated boosts revenue by 26%
- Excluding Gfi, revenues down 6%
- ICT Qatar revenue growth of 9% is strongest organic growth in group
- Damas revenues down 6% YTD as weakness in luxury retail continues
- Auto Group falls 21% and Other Qatar revenues down 26% as Qatar economy remains subdued

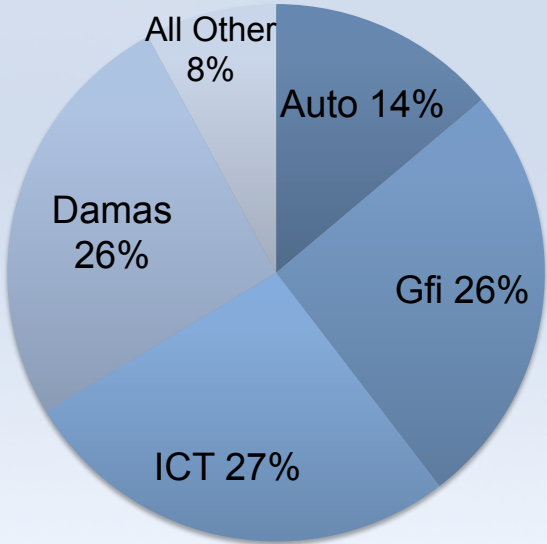
# Gfi Informatique Acquisition Increases ICT Revenue Share to 53%

## Revenue Mix

3QYTD '16

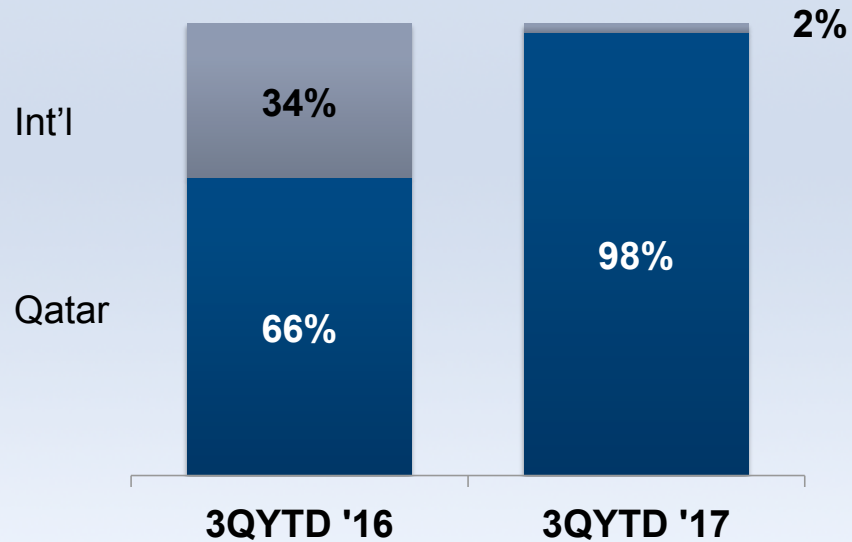


3QYTD '17



# Gfi Timing of Profits offsets Damas, Lowering International Share

## Net Profit

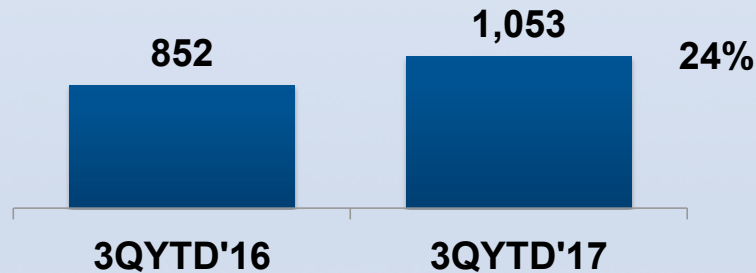


- Gfi negative contribution YTD offsets Damas's net profit
- Expected to change dramatically at year end when Gfi reports 80% of it's net profits

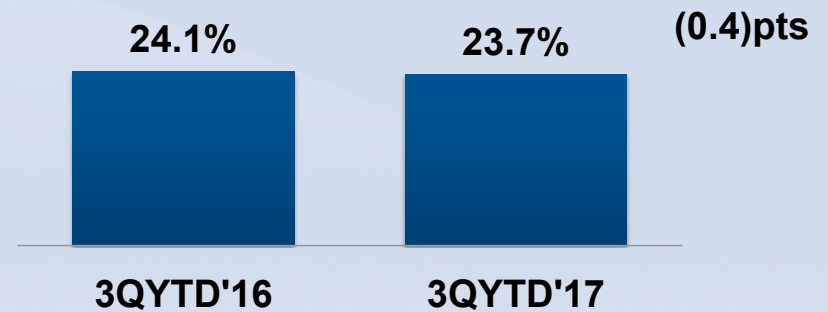
# Gross Profit Margin Pressure Due to Auto & Damas Sales Mix

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## Gross Profit



## Gross Profit Margin %



- Auto Group margins impacted by fall in higher margin new vehicle sales
- ICT margins improved due to improved productivity on direct costs as revenues rise 9%
- Gfi consolidation brings higher gross margin sales, increasing group margins by 0.4pts
- Damas margins fall due to combination of increased lower margin gold sales and promotions on non-gold

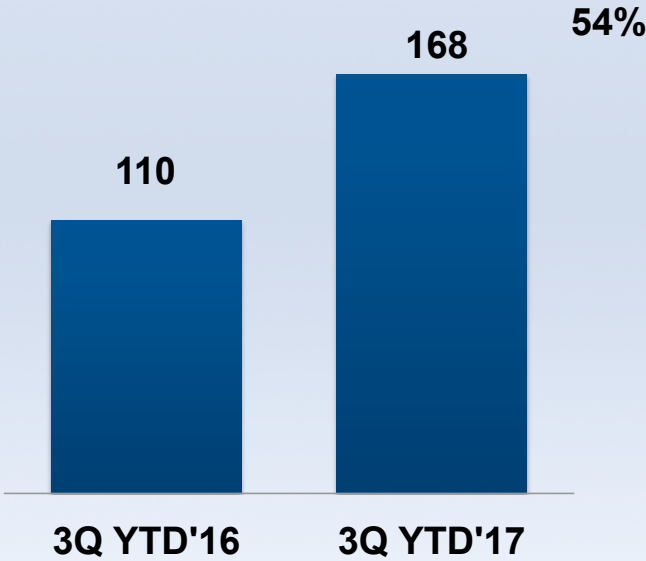
	<u>3Q'17%</u>	<u>V pts</u>
Auto Group	20.0%	(0.6) pts ▼
ICT	18.3%	0.9 pts ▲
Gfi Informatique	25.2%	-
Damas	27.6%	(2.9) pts ▼
Other Qatar	32.1%	2.4 pts ▲



# Other Income Increase Driven by Acquisition of Gfi Informatique

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## Other Income

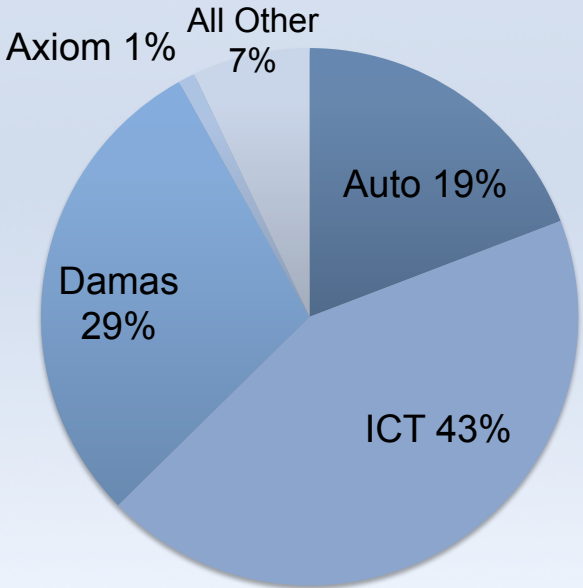


- 2017 driven by fair value gain on the consolidating acquisition of Gfi Informatique in 3Q'17 of QAR112m
- Recoveries of previously provisioned receivables in Damas reduced to 33m, from 55m in 2016
- Gain on sale of property in Damas for 33m recorded in 2016

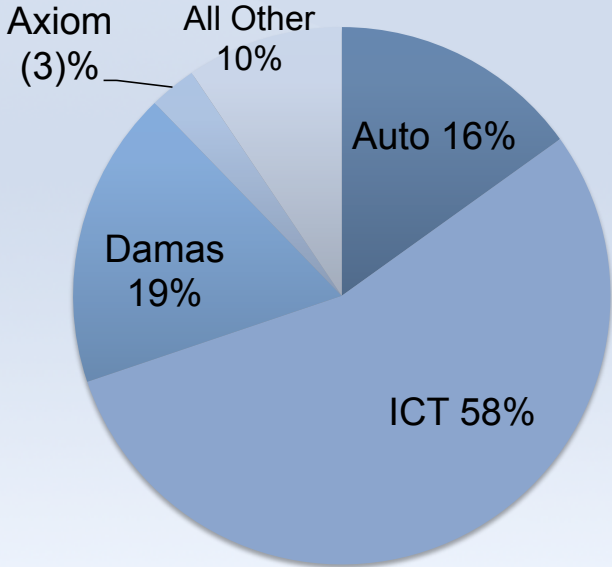
# ICT's Relative Performance and Gfi Drives ICT Profit Share to 58%

## Net Profit Mix

3QYTD '16



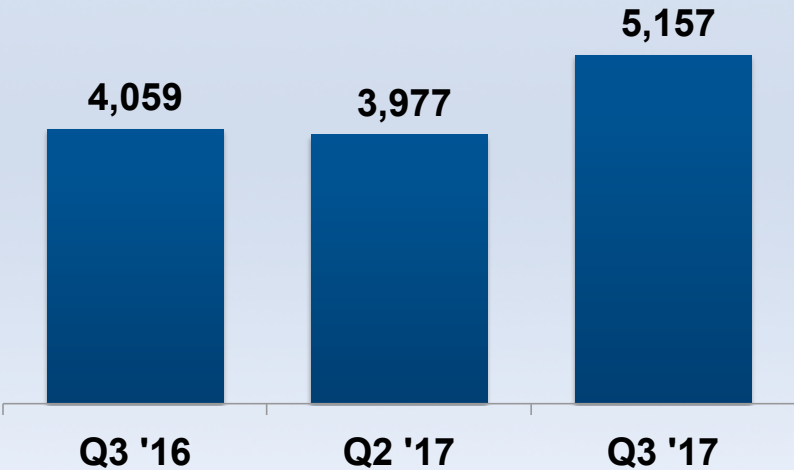
3QYTD '17



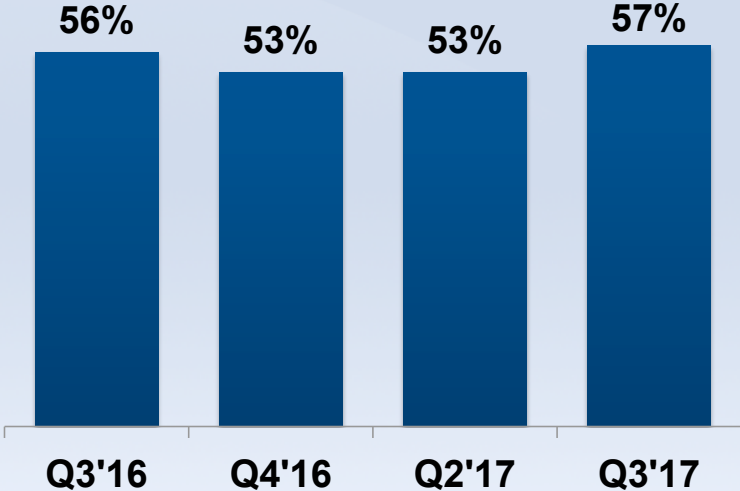
# Leverage Stable After Increase in Net Debt Driven by the Consolidation of Gfi Informatique

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## Net Debt



## Net Debt to Total Capital\*



\*Total Capital adjusted for Acquisition Reserves

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