

# Mannai Corporation QPSC

## Q1'21 Financial Summary

# Disclaimer

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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:

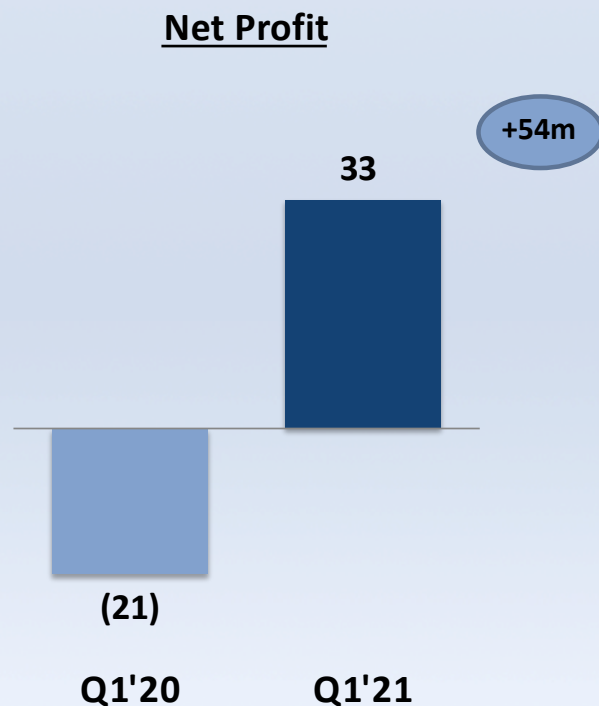
- Future sales growth
- Market acceptance of our product and service offerings
- Our ability to secure adequate financing or equity capital to fund our operations
- Our ability to enter into strategic alliances or transactions
- Regulatory approval processes
- Changes in technology
- Price competition
- Other market conditions and associated risks

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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.

## Rebound in First Quarter Profits

QAR m



- **Q1'21 Profit of 33m**, increase of **54m** over **Q1'20** which was impacted by the initial COVID-19 lockdown
- **Information Technology** profit of **29m**, up **45%**, an increase of **9m**
- **Damas** profit of **15m**, an increase of **37m** compared to the **22m** loss in **Q1'20**
- **Auto Group** profit improves by **5m** to **15m** driven by the new models

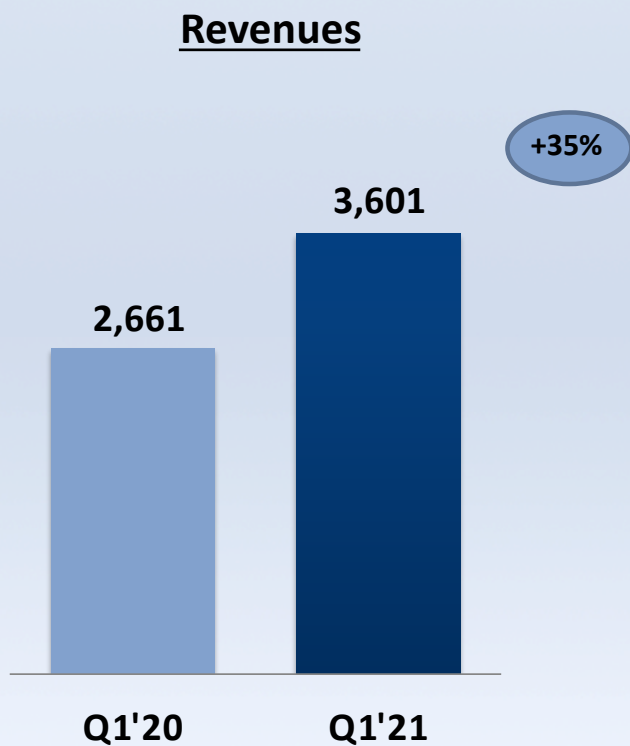
## Consolidated Financial Highlights

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	Q1'21	Q1'20		
Revenues	3,601	2,661	35%	▲
Gross Profit	743	584	27%	▲
General & Admin Expenses	374	299	25%	▲
Selling & Distribution Expenses	127	116	10%	▲
EBITDA	270	188	44%	▲
EBIT	150	92	63%	▲
Finance Cost	86	91	(6)%	▼
Net Profit	33	(21)	fav.	▲
Capital Employed	9,441	9,179	3%	▲
Earnings Per Share	0.07	(0.05)	fav.	▲

## Strong Recovery in Quarter 1 Revenues

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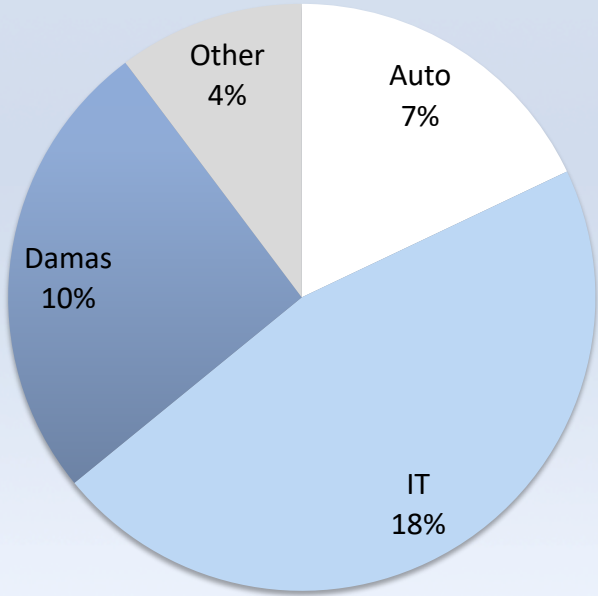


- Information Technology adds **853m** or **40%** as markets rebounds from COVID-19, combined with IECISA Acquisition.
- Auto Group up **93m** or **53%** driven by new **GMC Yukon** and **Cadillac Escalade** models
- Damas Revenues down by **5m** or **-2%**
- Other Qatar Revenues down **-1%**

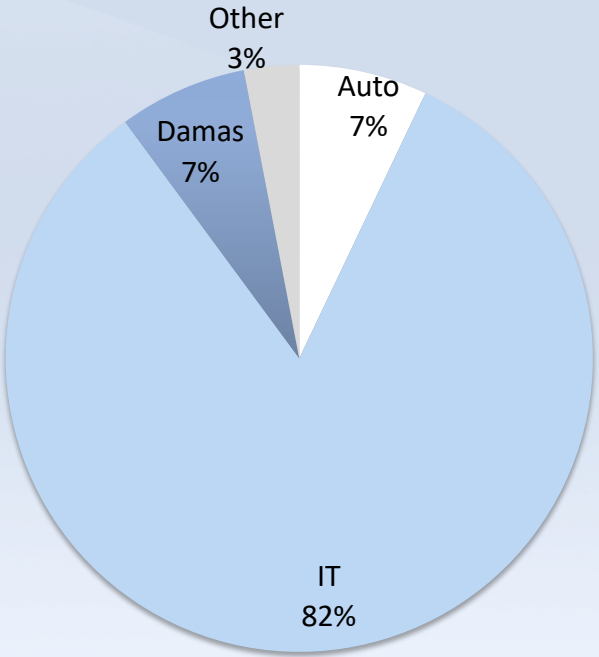
# 2020 IECISA Acquisition Continues to Grow IT Segment's Share of Revenues

Revenue Mix

Q1'20

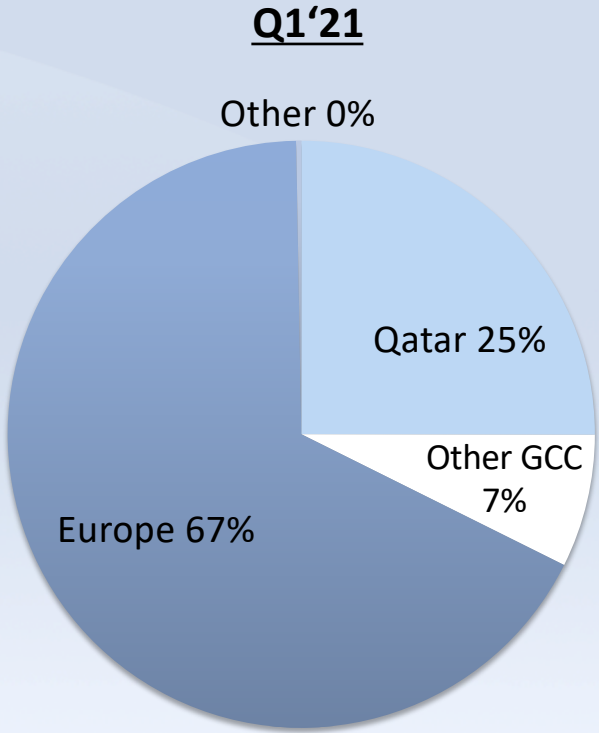
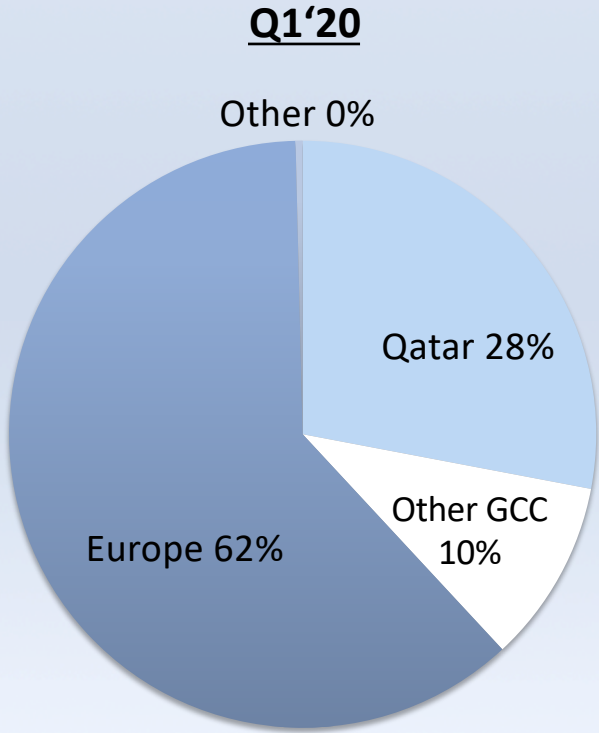


Q1'21



# Europe Continues to Deliver Two Thirds of Group Revenues

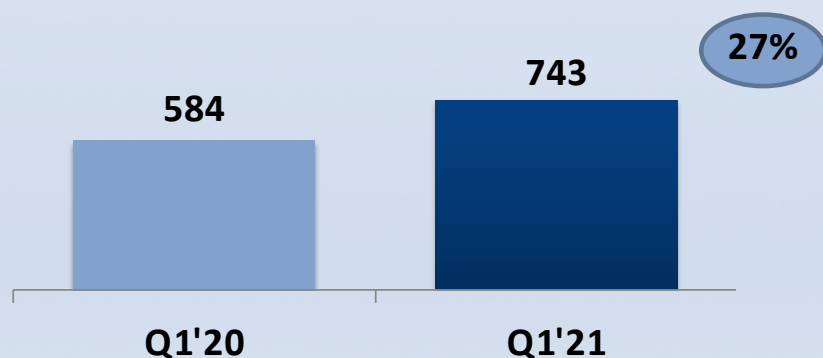
Revenue Mix



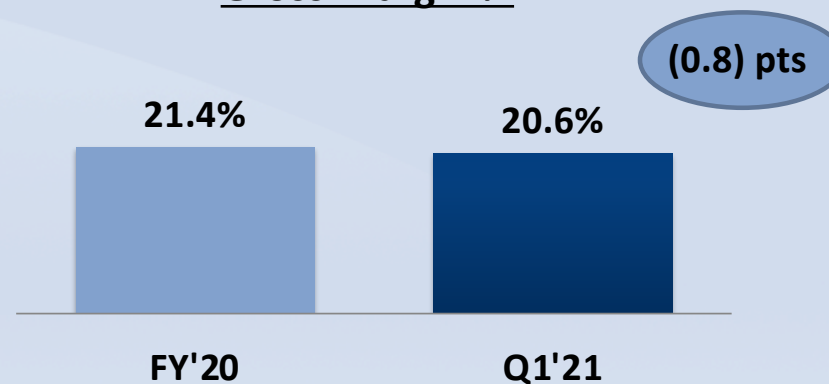
## Gross Profits Up 27% Driven by Revenue Growth

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### Gross Profit



### Gross Margin %



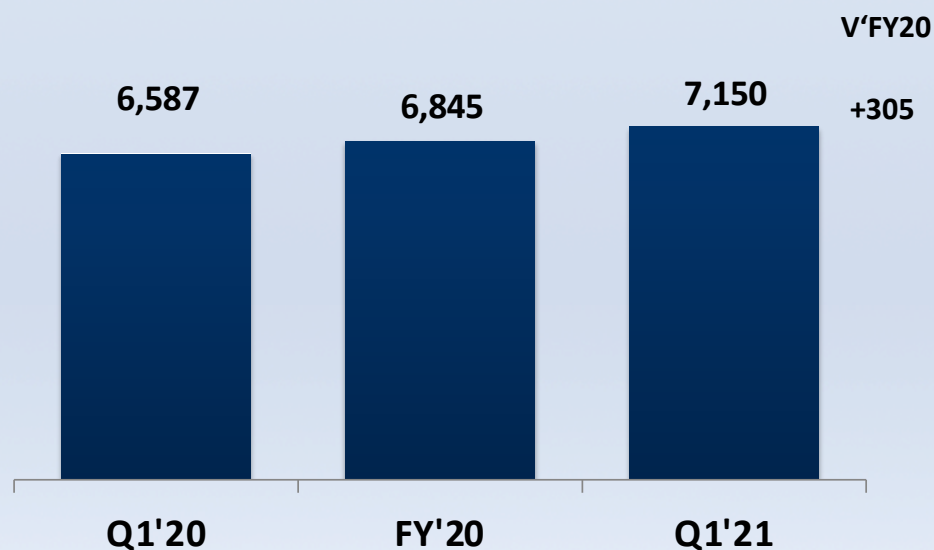
- **Gross Profit** growth of **27%** driven by Information Technology growth of **148m**, up **33%**, driven by IECISA, which dilutes gross margin by **-0.5% pts**
- Gross margin improvement in Damas to **26.9%**, up **2.3pts** due to shift towards non-gold and reduced promotions.
- **Auto** margins diluted **-5.8 pts** by lower margin new vehicle sales surge driven by new shapes of Yukon and Escalade

	<u>Q1'21</u>	<u>V'FY20</u>
Information Tech.	20.2%	(0.5)pts
Damas	26.9%	2.3 pts
Auto Group	14.8%	(5.8) pts
All Other	34.2%	1.1pts

## Net Debt Levels Increase of 305m

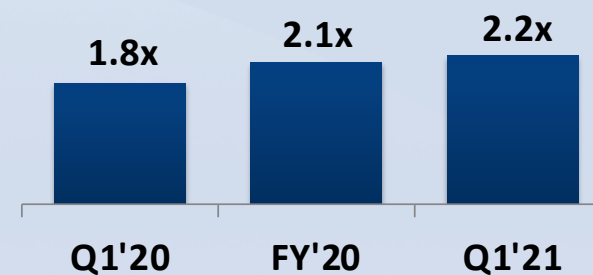
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### Net Debt

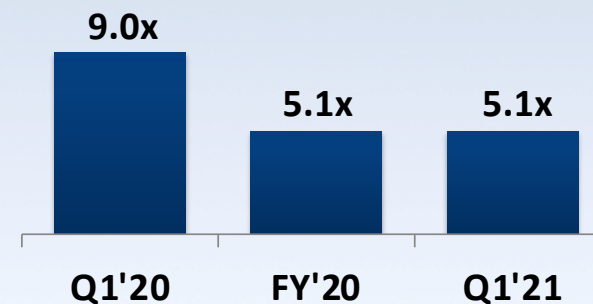


- Q1'21 Net Debt level increase due to seasonality of working capital following year end efforts to minimise debt levels
- Compared to Q1'20, increase due to acquisition of IECISA for 1,036 Million

### Net Debt to Equity



### Net Debt to EBITDA



**MANNAI CORPORATION Q.P.S.C**  
**CONSOLIDATED STATEMENT OF PROFIT OR LOSS**  
**For the Period Ended 31 March 2021**

QAR '000s

	<b>31 Mar 2021 QR '000</b>	<b>31 Mar 2020 QR '000</b>	<b>Variance vs. Last Year</b>	<b>V% Fav / (Unfav)</b>
Revenue	<b>3,600,940</b>	2,661,026	<b>939,914</b>	<b>35%</b>
Direct costs	<b>(2,858,404)</b>	(2,076,791)	<b>(781,613)</b>	<b>(38)%</b>
<b>Gross profit</b>	<b>742,536</b>	584,235	<b>158,301</b>	<b>27%</b>
<i>Gross Profit Margin %</i>	<b>20.6%</b>	22.0%	<b>(1.3)%</b>	
Share of result from JV's and Associates companies	<b>11,041</b>	7,502	<b>3,539</b>	<b>47%</b>
Other income	<b>26,489</b>	13,491	<b>12,998</b>	<b>96%</b>
General and administrative expenses	<b>(373,977)</b>	(299,363)	<b>(74,614)</b>	<b>(25)%</b>
Selling and distribution expenses	<b>(126,563)</b>	(115,556)	<b>(11,007)</b>	<b>(10)%</b>
Impairment on financial and contract assets - net	<b>(9,991)</b>	(2,497)	<b>(7,494)</b>	<b>(300)%</b>
<b>Profit before interest, tax depreciation and amortisation</b>	<b>269,535</b>	187,812	<b>81,723</b>	<b>44%</b>
Finance costs	<b>(85,750)</b>	(90,823)	<b>5,073</b>	<b>6%</b>
Depreciation and amortisation	<b>(119,404)</b>	(95,958)	<b>(23,446)</b>	<b>(24)%</b>
<b>Profit for the period before tax</b>	<b>64,381</b>	1,031	<b>63,350</b>	<b>6145%</b>
Income tax	<b>(30,952)</b>	(21,931)	<b>(9,021)</b>	<b>(41)%</b>
<b>Net profit for the period</b>	<b>33,429</b>	(20,900)	<b>54,329</b>	<b>260%</b>
<b>Attributable to :</b>				
Shareholders of the Company	<b>33,283</b>	(21,088)	<b>54,371</b>	<b>258%</b>
Non-controlling interests	<b>146</b>	188	<b>(42)</b>	<b>(22)%</b>
	<b>33,429</b>	(20,900)	<b>54,329</b>	<b>(260)%</b>
<b>Earnings per share:</b>				
Basic and diluted earnings per share attributable to shareholders of the Company (QR)	<b>0.07</b>	(0.05)	<b>0.12</b>	<b>258%</b>

# Mannai Corporation QSC

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