

Mannai Corporation QPSC

Investors Meeting

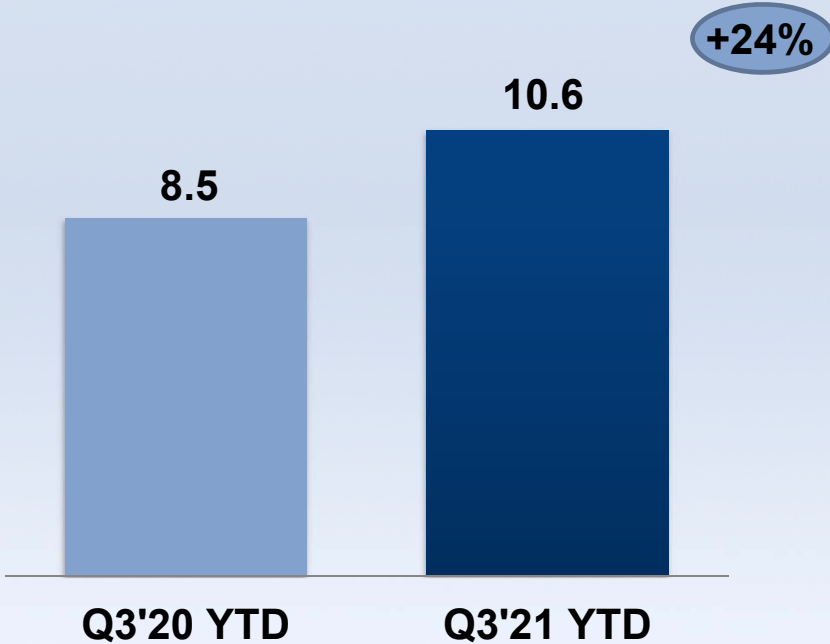
Q3'21 YTD Financial Summary



Strong Revenue Growth across Qatar and International to QR 10.6 Billion

QAR b

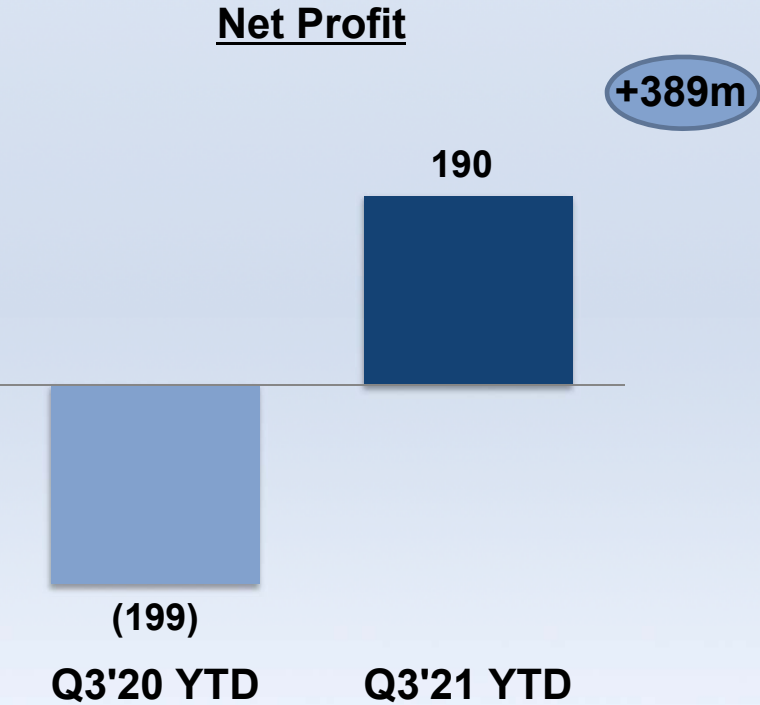
Revenue



- Q3'21 YTD Strong Topline Growth up +24%
- Inetum increased by +26% or +1.4b
- Auto Group increased by +52% or +203m
- ICT Qatar increased by +12% or +195m
- Damas increased by +35% or +190m

Net Profit Rebound - QR 190m

QAR m



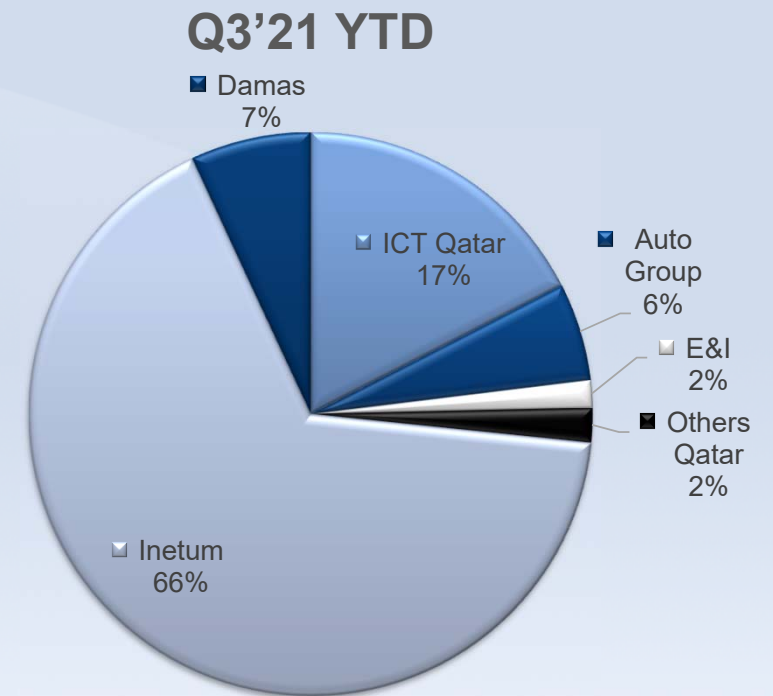
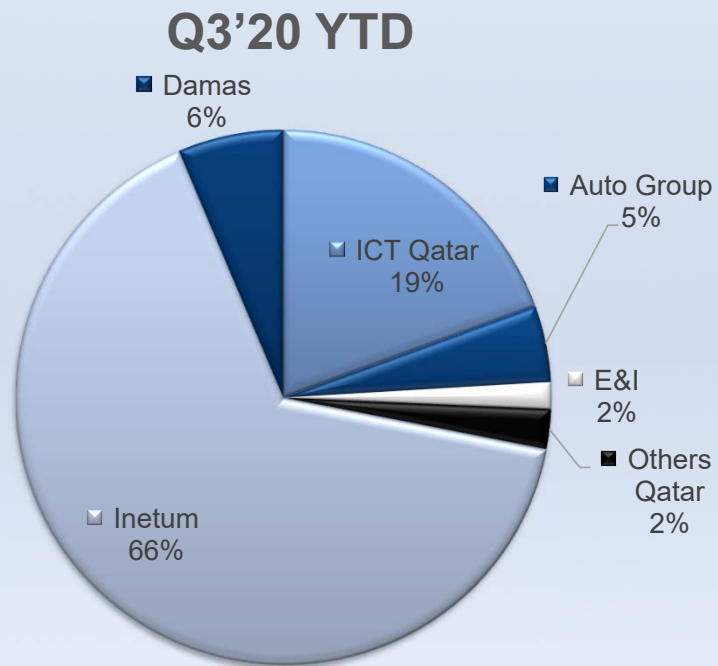
- **Turnaround of Net Profit** continues with growth across all major businesses. Group Net Profit improved **+389m** compared to the loss of **-199m** in Q3'20 YTD, driven by International **+343m** and Qatar **+46m**.

Consolidated Financial Highlights – YTD

QAR m

	<u>Q3'21</u>	<u>Q3'20</u>	<u>'21 vs '20</u>	
Revenue	10,615	8,527	24%	▲
Gross Profit	2,269	1,701	33%	▲
General & Admin Expenses	1,056	919	15%	▲
Selling & Distribution Expenses	357	306	17%	▲
EBITDA	918	512	79%	▲
EBIT	540	186	191%	▲
Finance Cost	260	297	-12%	▼
Net Profit/(Loss)	190	(200)	195%	▲
EPS	0.42	(0.44)	195%	▲

Revenue Mix by Business Group

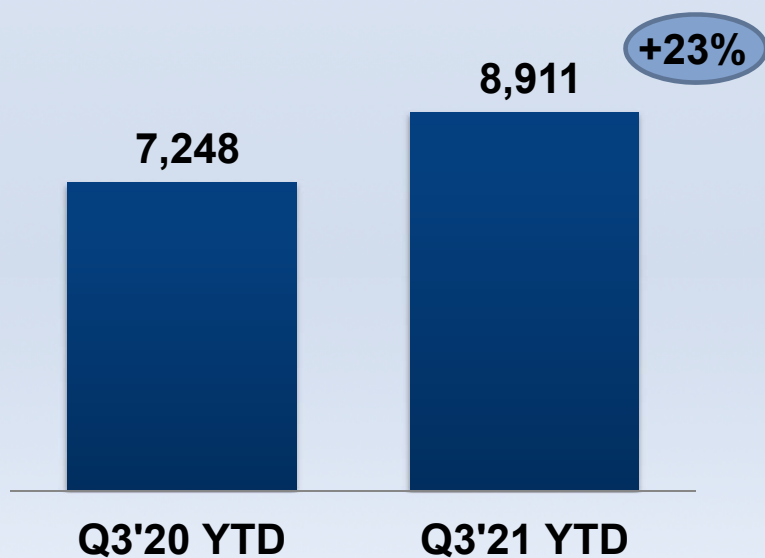


Information Technology

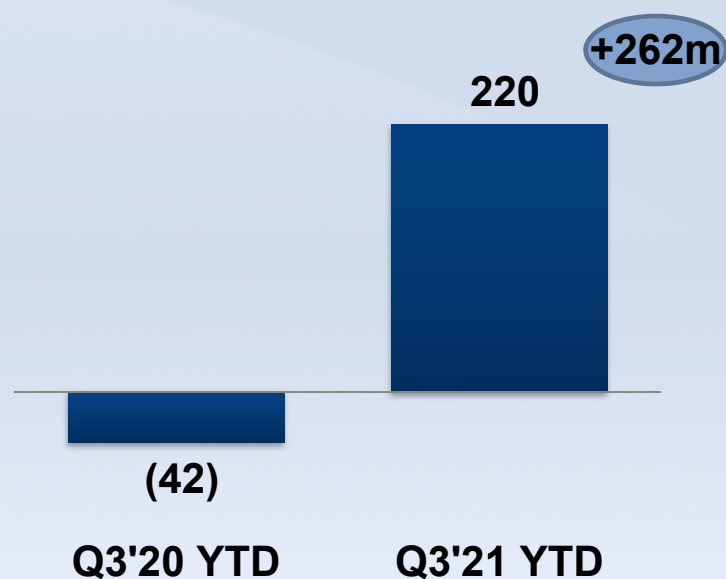


QAR m

Revenue



Net Profit

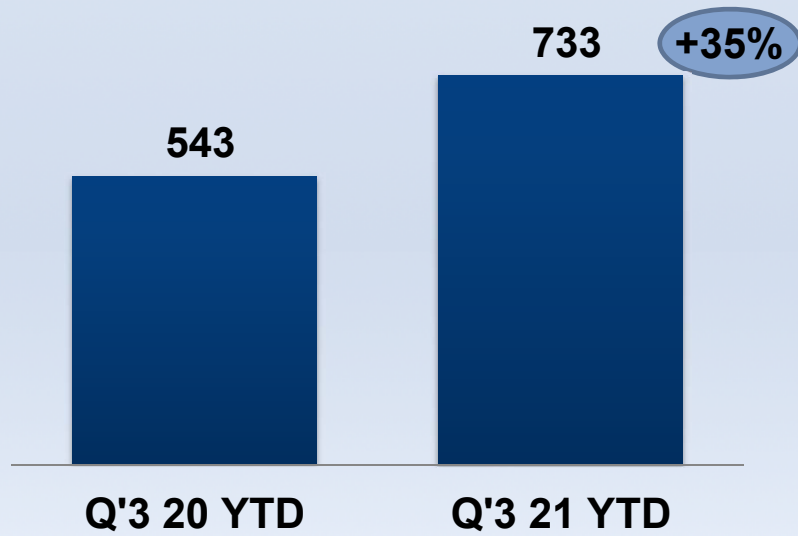


Damas Jewellery

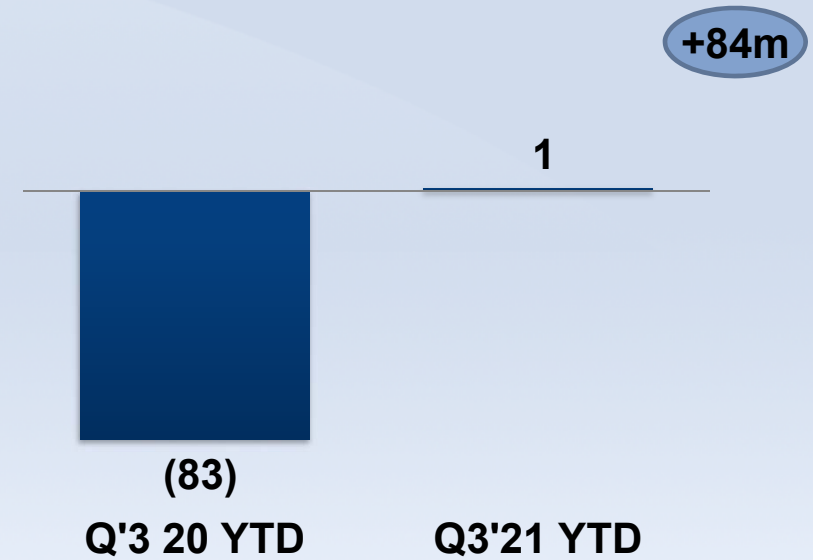
damas

QAR m

Revenue



Net Profit

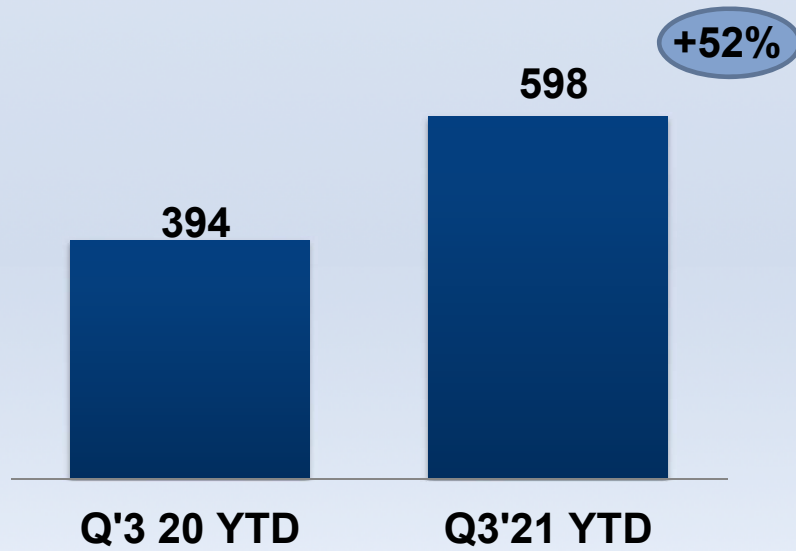


Auto Division

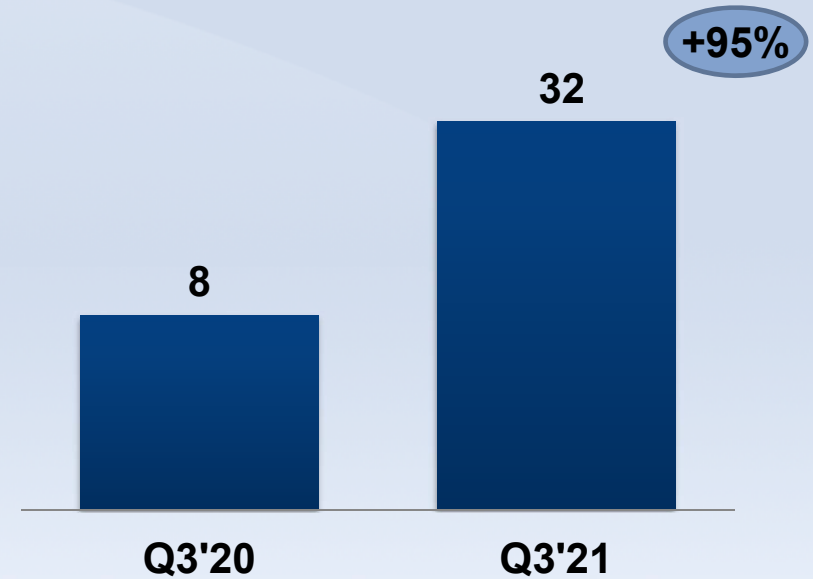


QAR m

Revenue



Net Profit

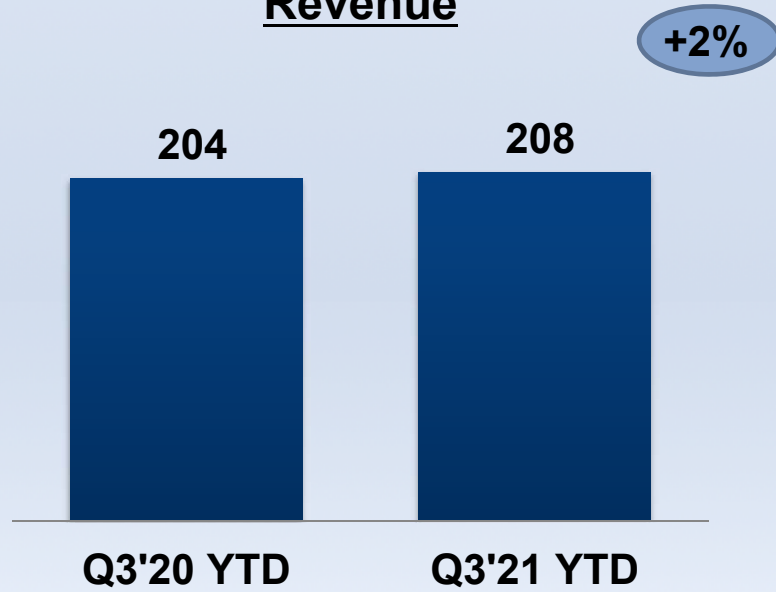


Energy and Industrial Markets

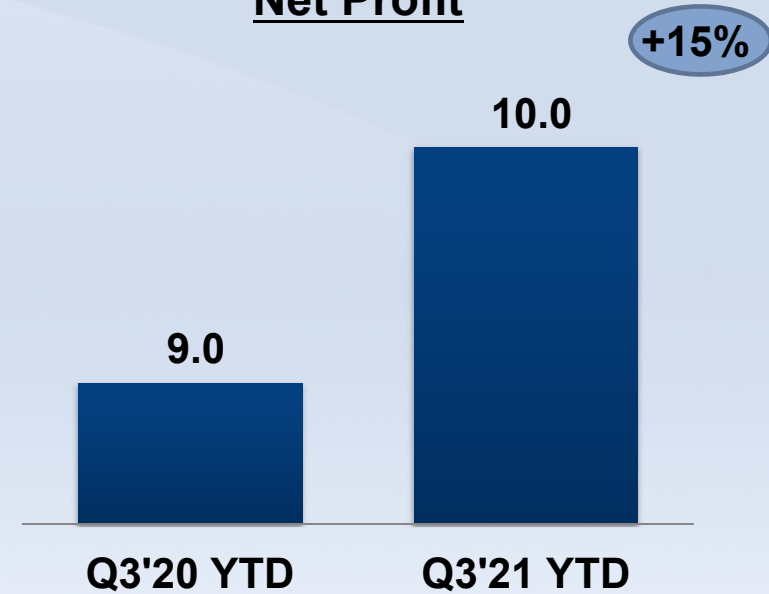


QAR m

Revenue



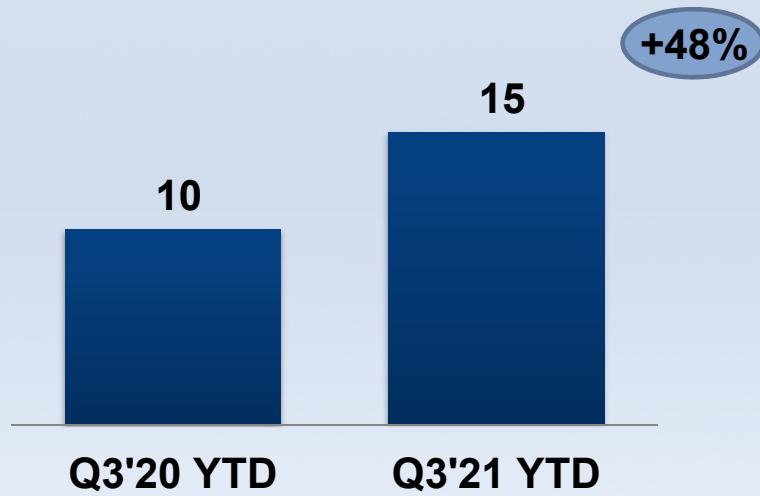
Net Profit



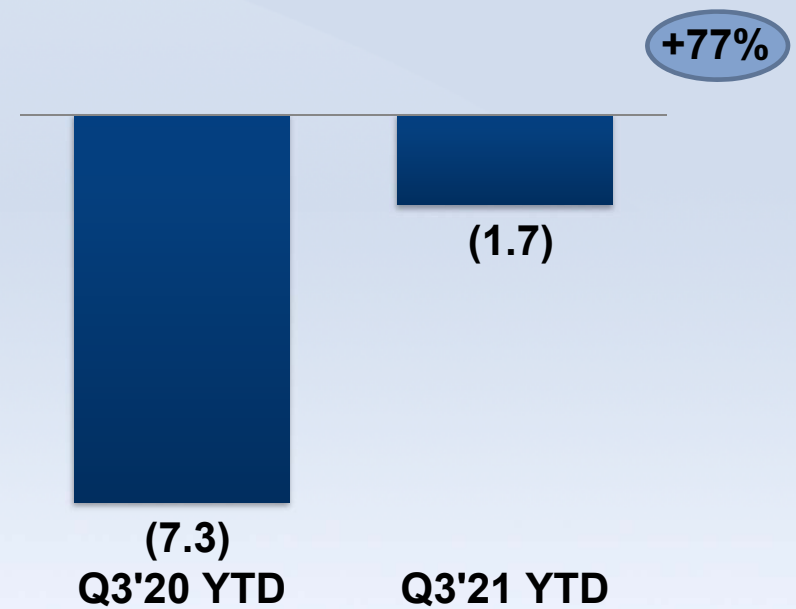
Travel Division

QAR m

Revenue



Net Profit

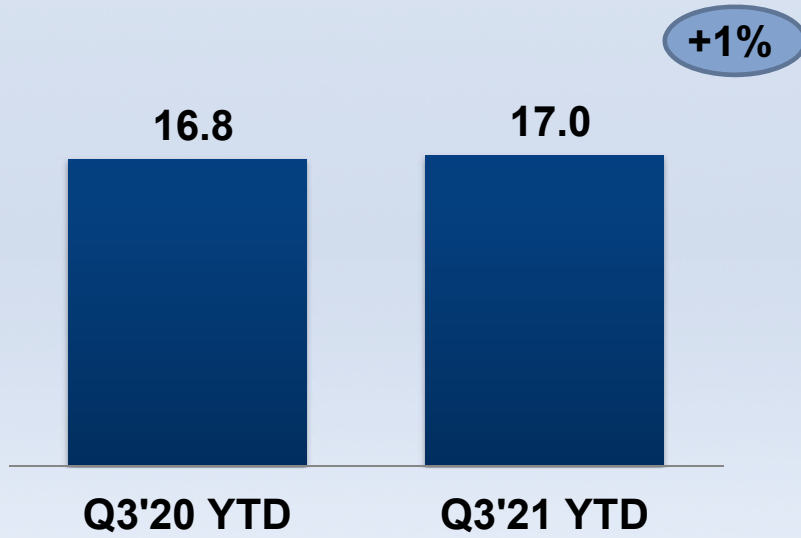


Logistics



QAR m

Revenue



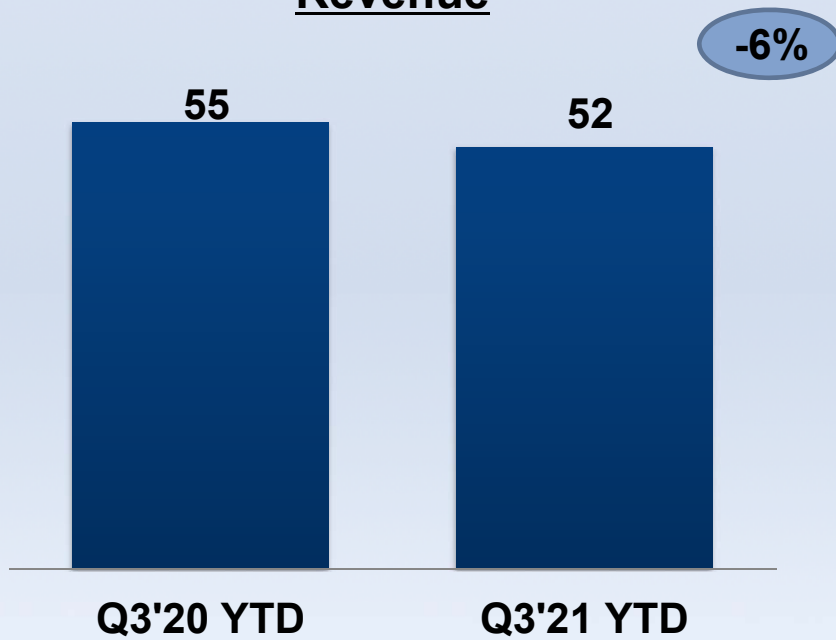
Net Profit



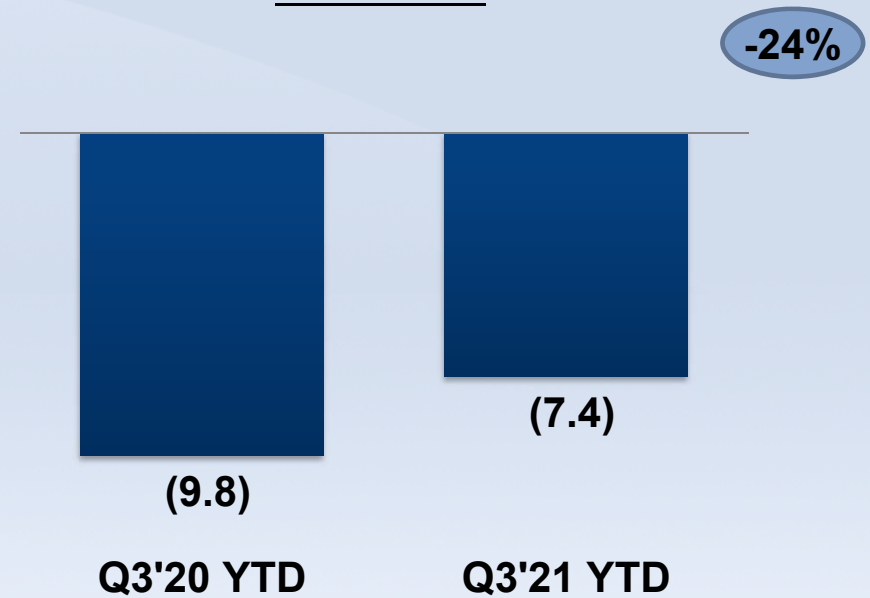
Engineering

QAR m

Revenue



Net Profit

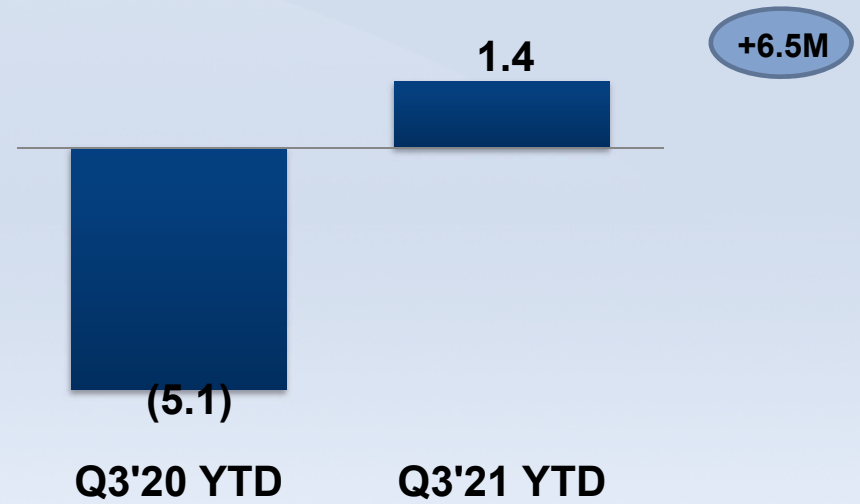
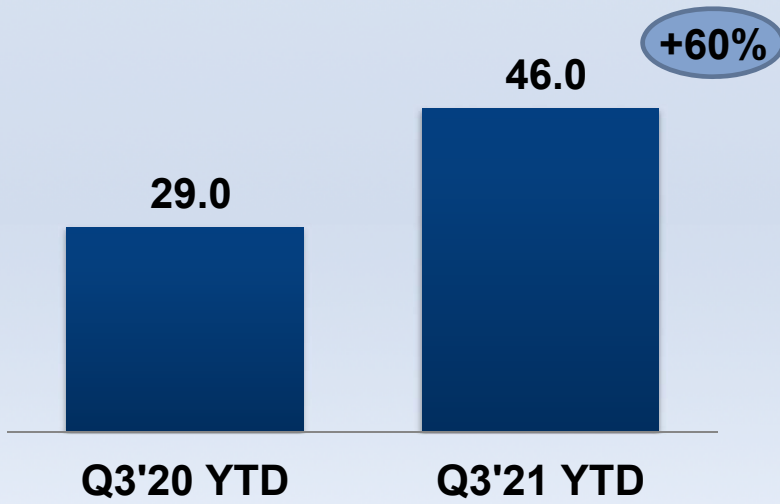


Geotechnical Services

QAR m

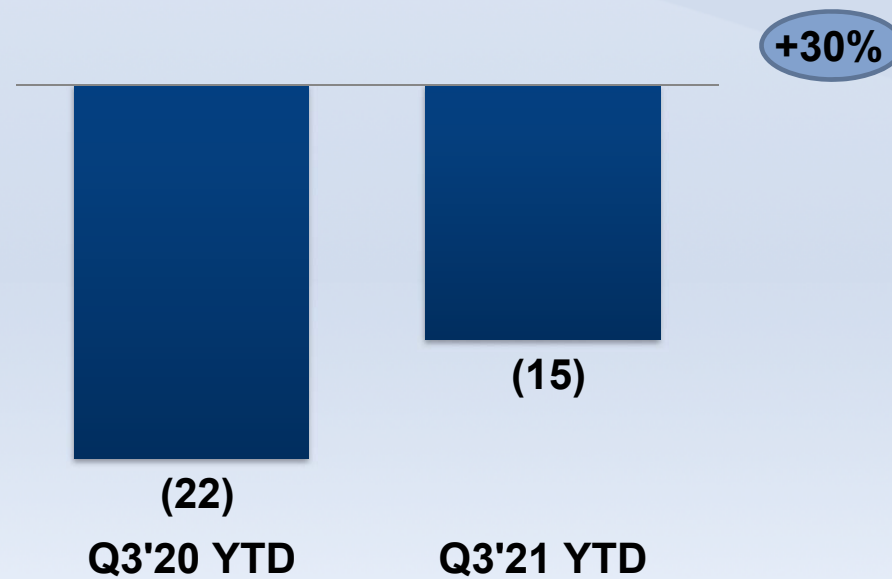
Revenue

Net Profit



QAR m

Share of Profit





MANNAI CORPORATION Q.P.S.C

CONSOLIDATED STATEMENT OF PROFIT OR LOSS

For the nine-month Period Ended 30 September 2021

	September 30, 2021 QR 000	September 30, 2020 QR 000
Revenue	10,615,257	8,526,553
Direct costs	<u>(8,346,582)</u>	<u>(6,825,148)</u>
Gross profit	2,268,675	1,701,405
Share of result from joint venture and associates companies	15,115	(8,541)
Other income	61,896	44,677
General and administrative expenses	(1,056,295)	(919,396)
Selling and distribution expenses	(356,522)	(305,767)
Impairment loss on financial and contract assets - net	<u>(15,333)</u>	<u>(335)</u>
Profit before interest, tax depreciation and amortisation	917,536	512,043
Finance costs	(260,463)	(297,133)
Depreciation and amortisation	<u>(377,086)</u>	<u>(326,463)</u>
Net profit / (loss) before tax	279,987	<u>(111,553)</u>
Income tax	<u>(90,201)</u>	<u>(88,161)</u>
Net profit / (loss) for the period	<u>189,786</u>	<u>(199,714)</u>
Attributable to :		
Shareholders of the Company	189,835	(199,351)
Non-controlling interests	<u>(49)</u>	<u>(363)</u>
	<u>189,786</u>	<u>(199,714)</u>
Earnings per share:		
Basic and diluted earnings / (loss) per share attributable to shareholders of the Company (QR)	0.42	(0.44)

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