

Mannai Corporation QPSC

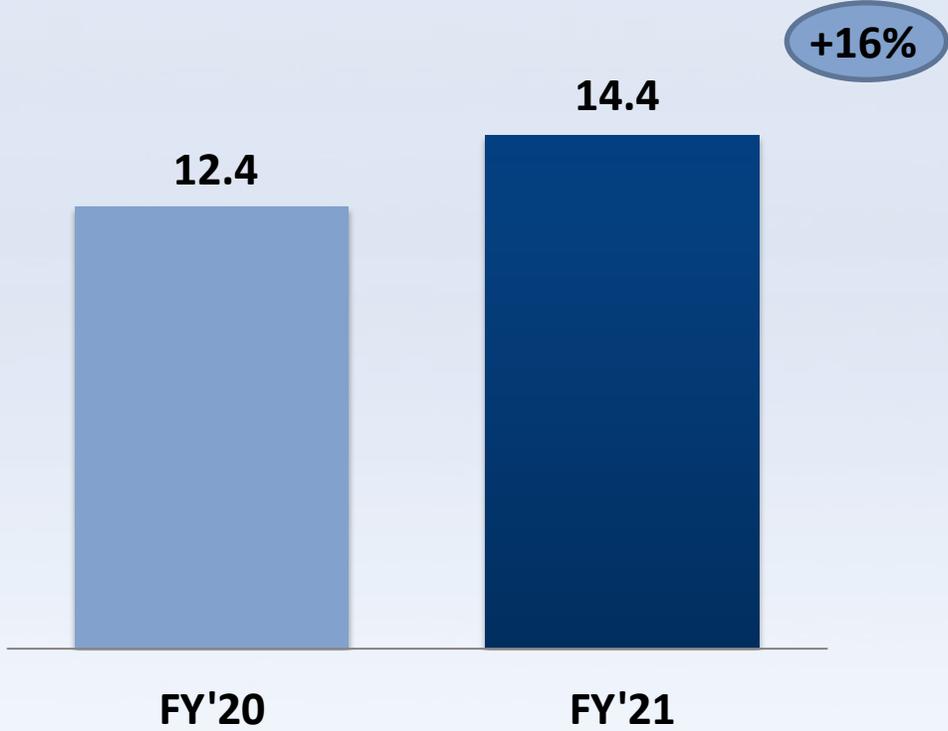
Investors Meeting - 17 March 2022

FY'21 YTD Financial Summary

Strong Revenue Growth across Qatar and International to QR 14.4 Billion

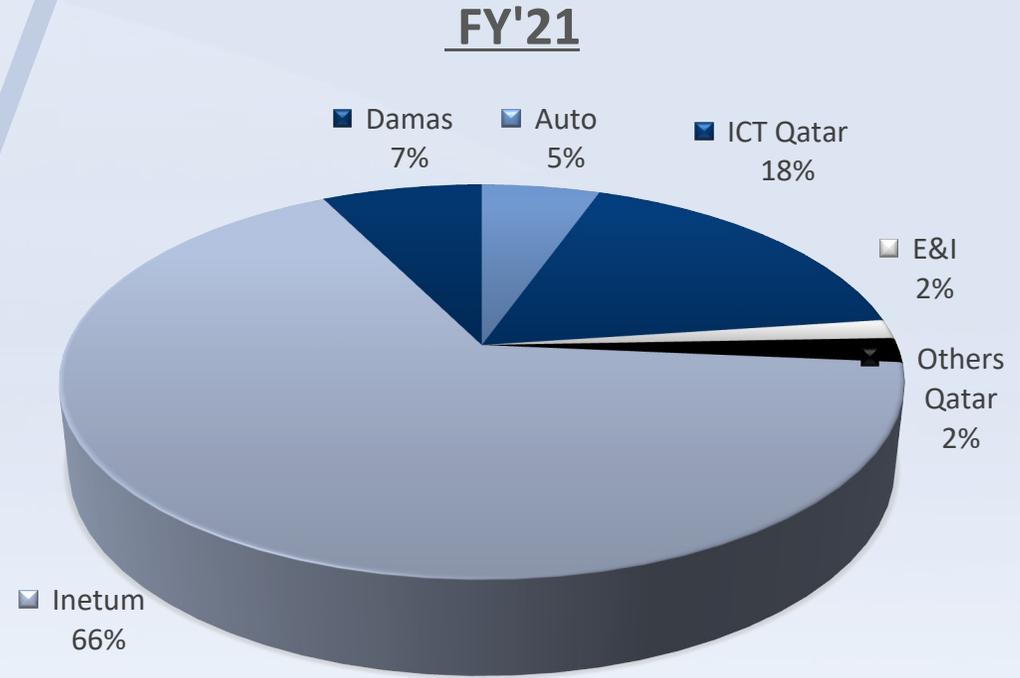
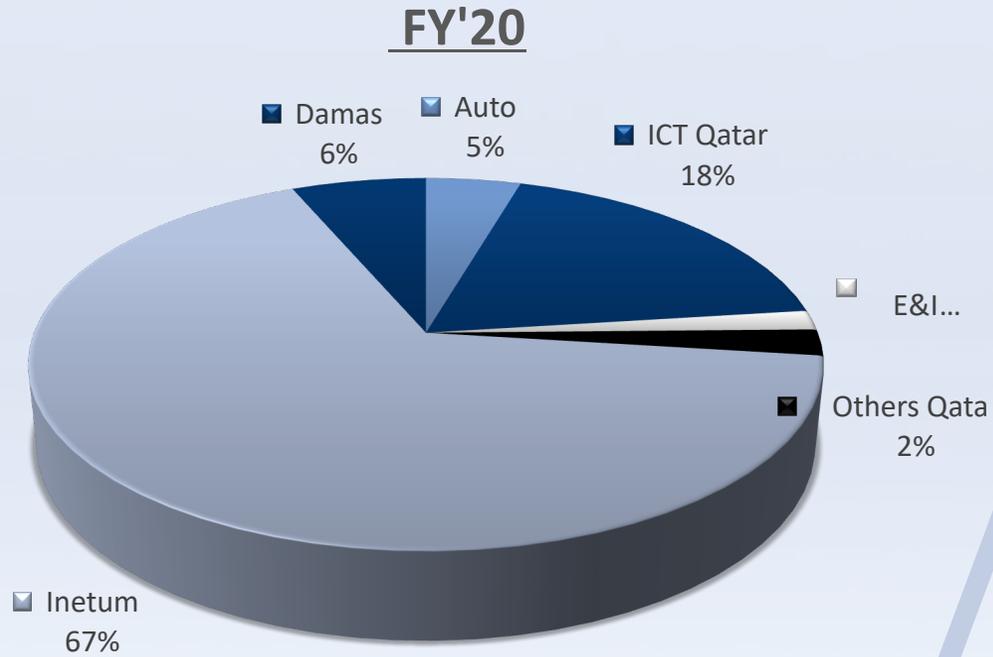
QAR b

Revenue



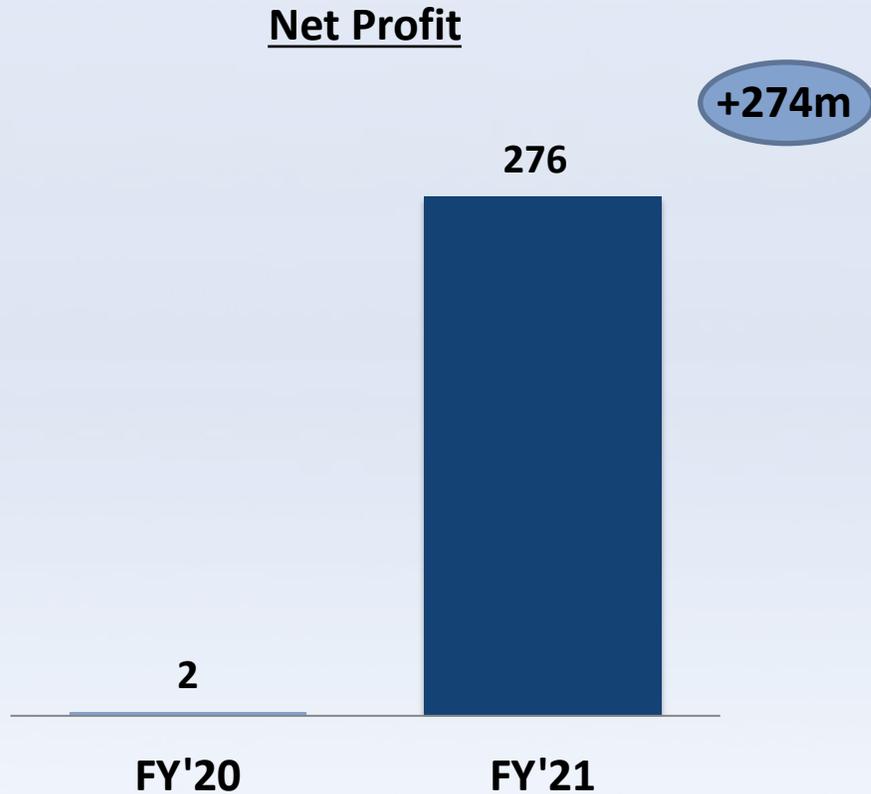
- **FY'21 YTD Strong Topline Growth up +16%**
- **Inetum** increased by +16% or +1.3b
- **Auto Group** increased by +39% or +217m
- **ICT Qatar** increased by +10% or +222m
- **Damas** increased by +33% or +260m

Revenue Mix by Business Unit



Net Profit Rebound QR 276m

QAR m



- **Turnaround of Net Profit** continues with growth across all major businesses. Group Net Profit improved by **+274m** compared to a marginal profit in FY20. Mainly driven by ICT, Auto and jewellery

Consolidated Financial Highlights

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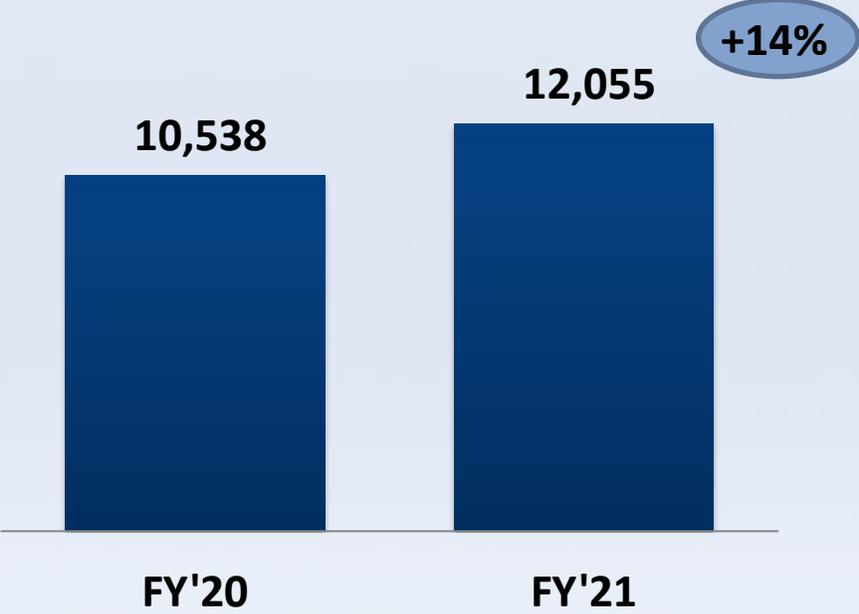
	<u>FY'21</u>	<u>FY'20</u>	<u>FY'19</u>	<u>'21 vs '20</u>	<u>'21 vs '19</u>	
Revenue	14,407	12,388	11,586	16%	24%	▲
Gross Profit	3,093	2,646	2,506	17%	23%	▲
General & Admin Expenses	1,470	1,249	1,131	18%	30%	▲
Selling & Distribution Expenses	477	414	471	15%	1%	▲
EBITDA	1,242	984	797	26%	56%	▲
EBIT	745	517	426	44%	75%	▲
Finance Cost	345	390	405	-12%	-15%	▼
Net Profit/(Loss)	276	2	(82)	Fav	Fav	▲
EPS	0.61	-	(0.18)	Fav	Fav	▲

Information Technology



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Revenue



Net Profit

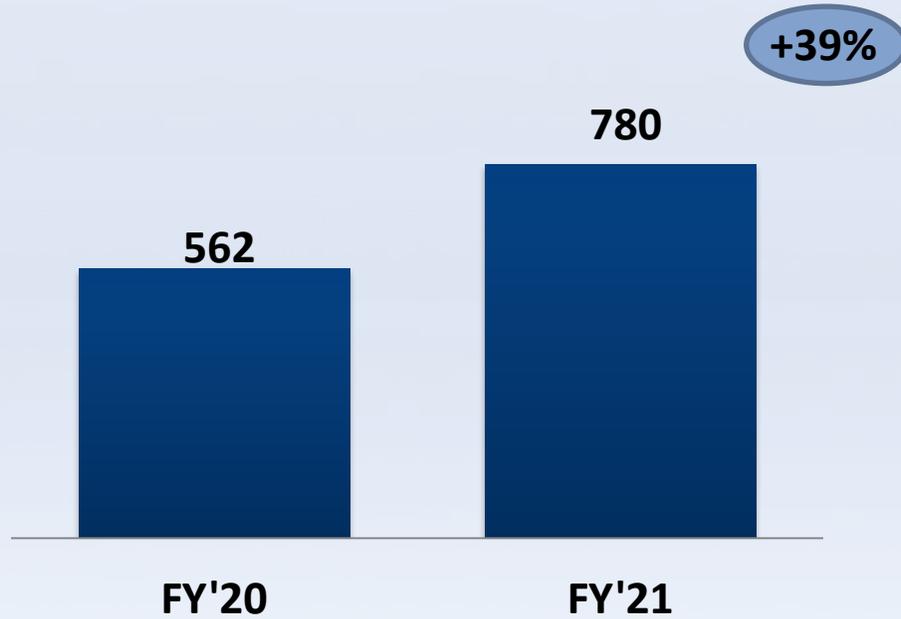


Auto Division

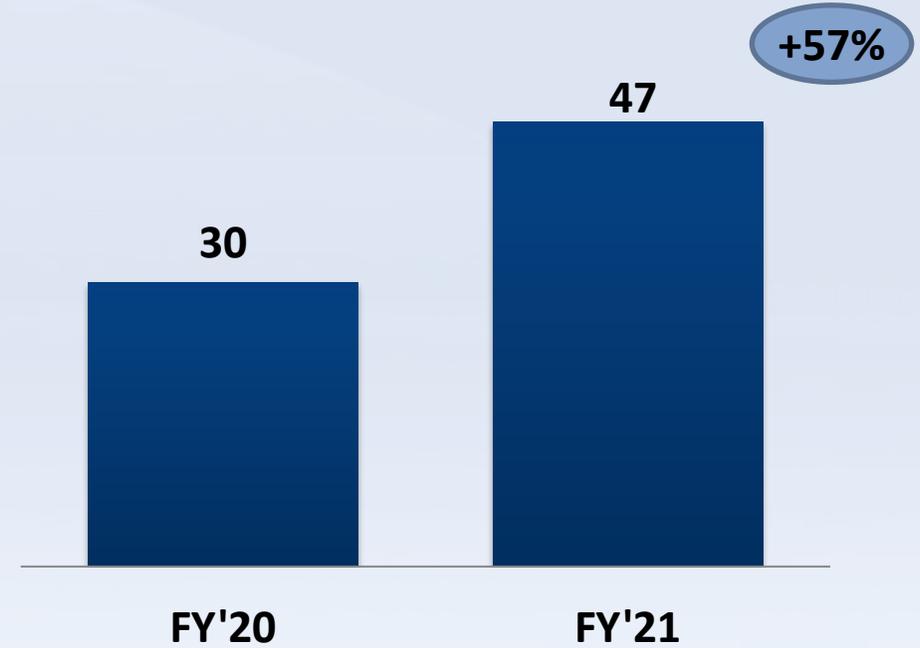


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Revenue



Net Profit



Energy and Industrial Markets



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Revenue



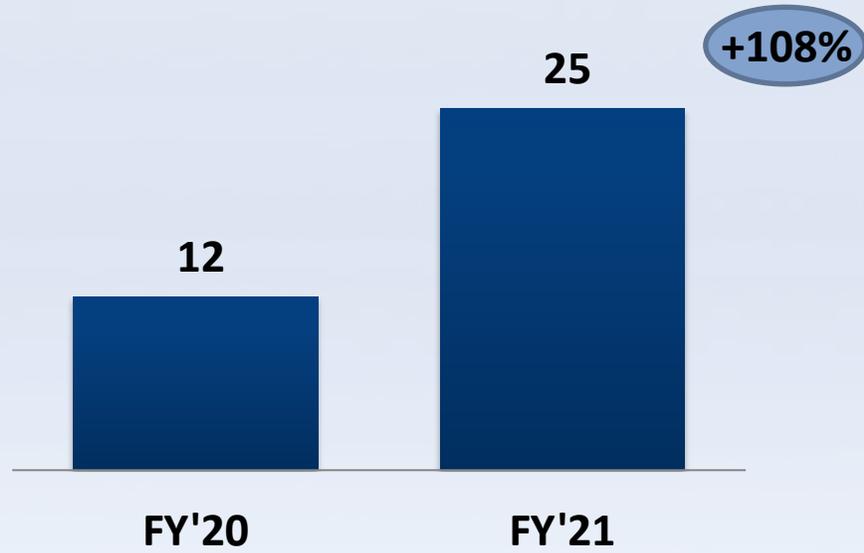
Net Profit



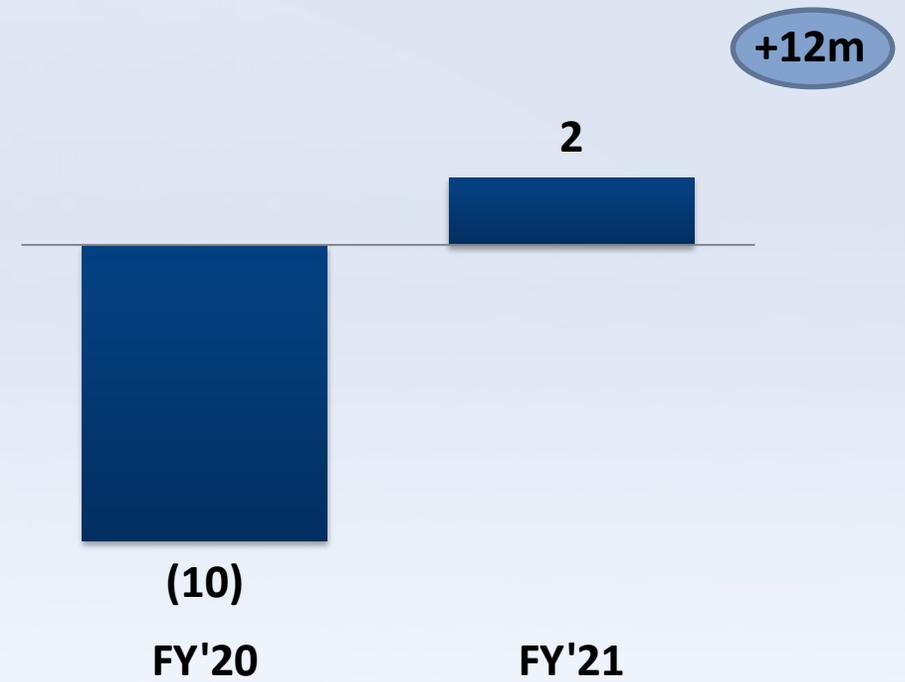
Travel Division

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Revenue



Net Profit



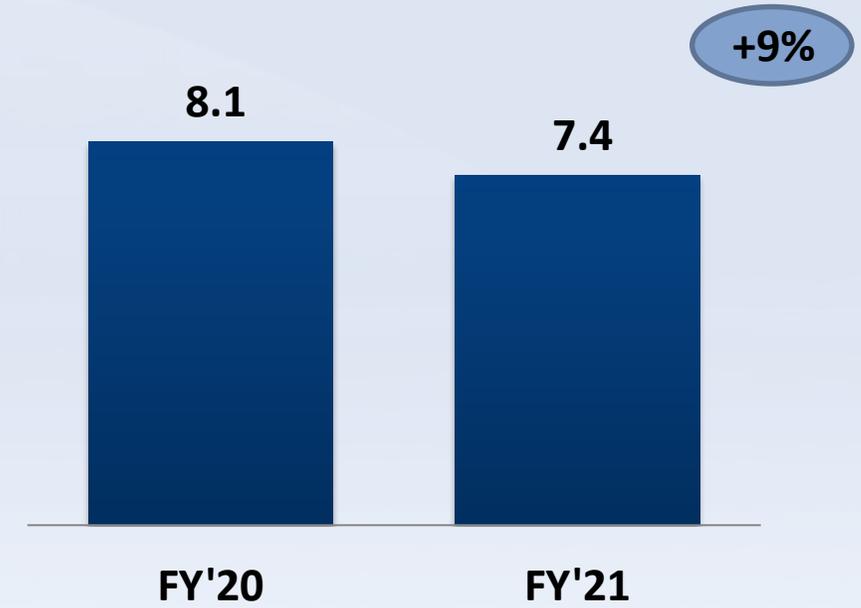
Logistics

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Revenue



Net Profit

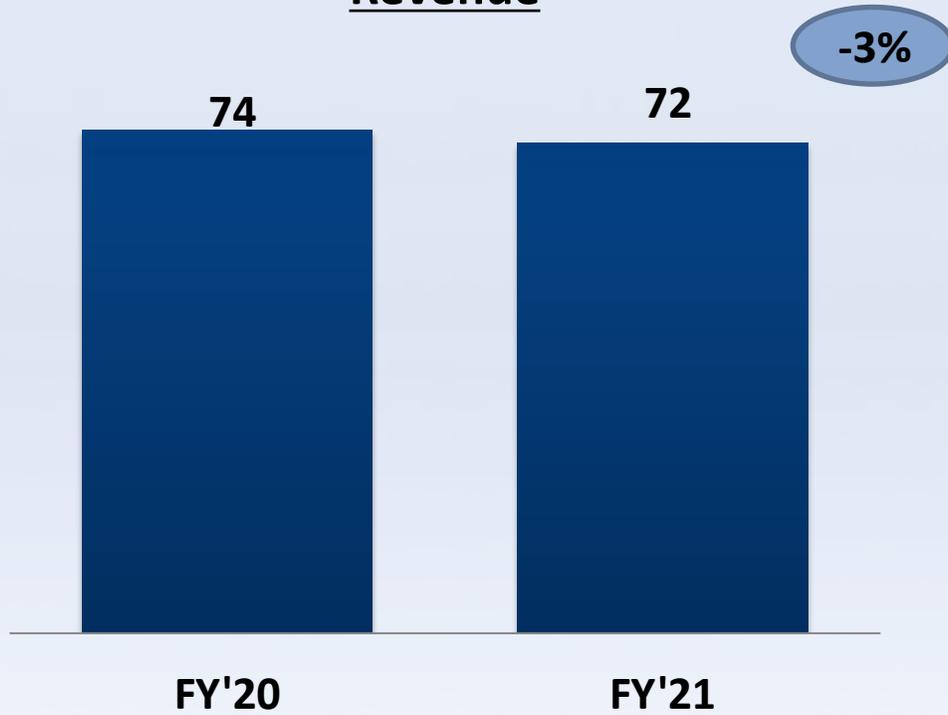


Engineering

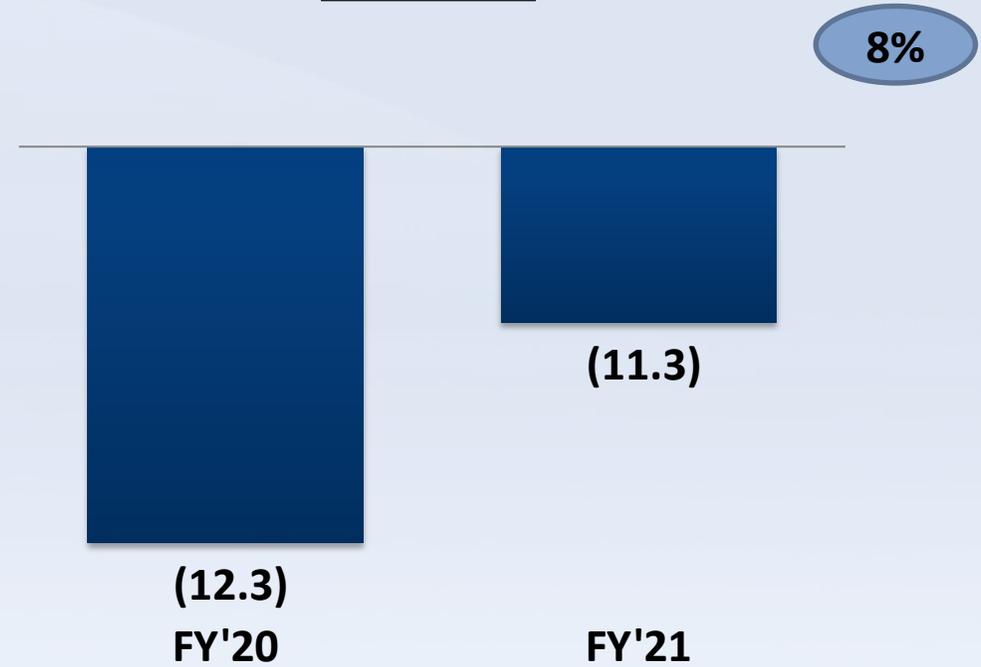


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Revenue



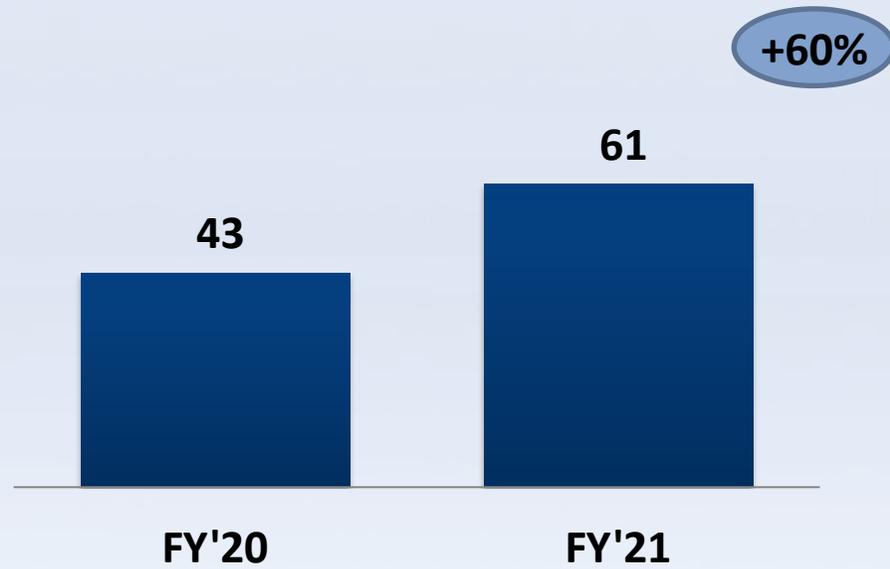
Net Profit



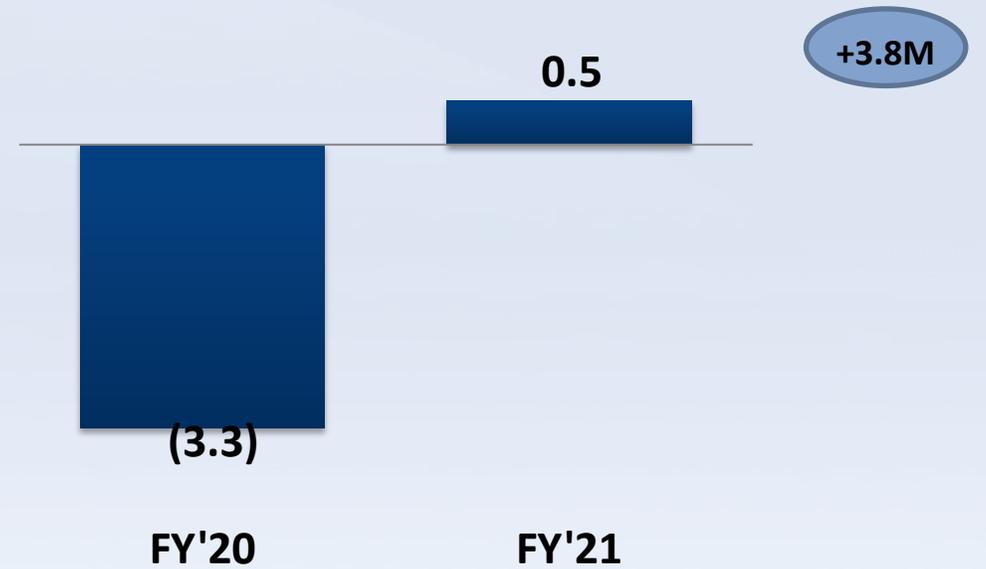
Geotechnical Services

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Revenue



Net Profit

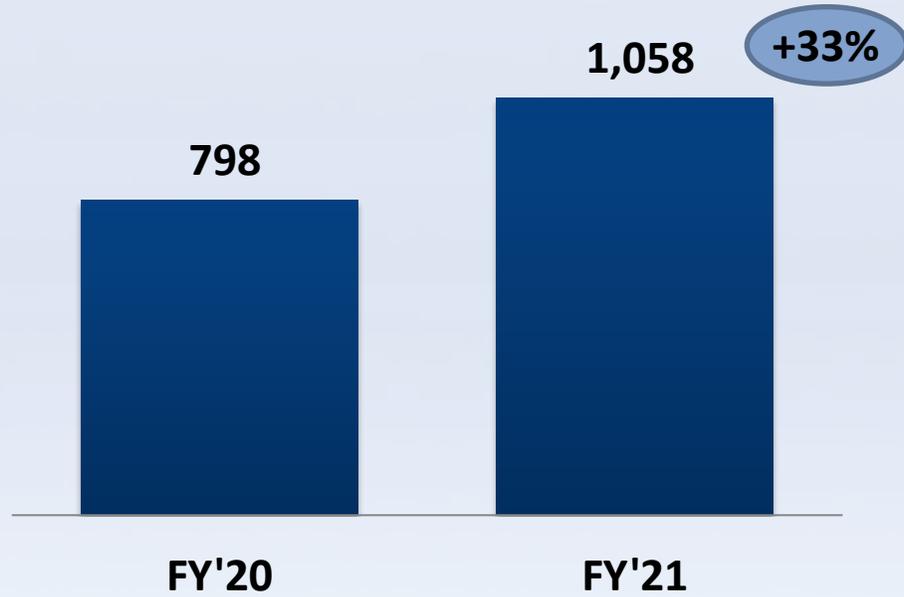


Damas Jewellery

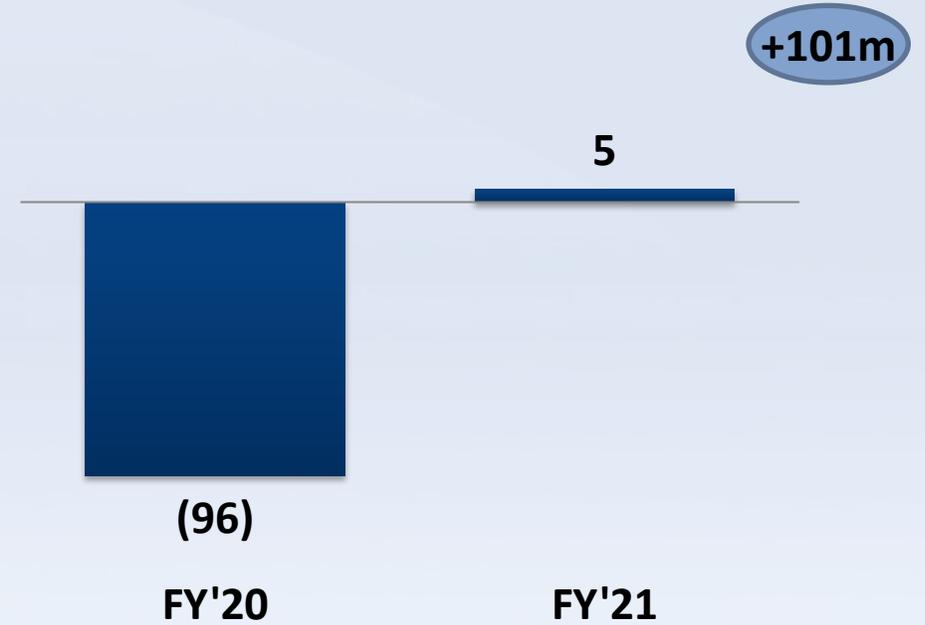


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Revenue

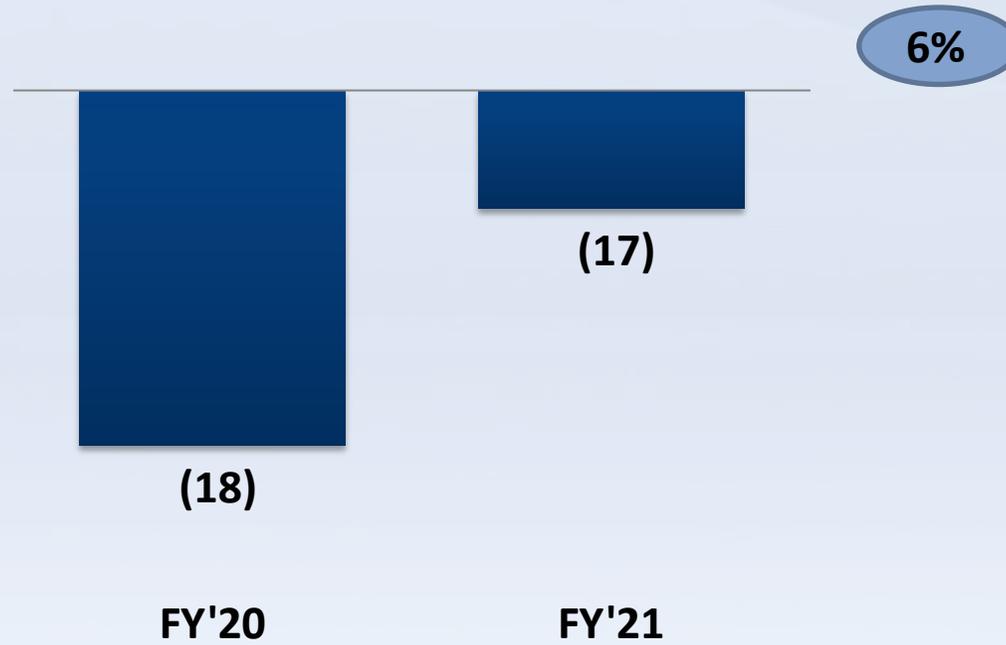


Net Profit



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Share of Profit





MANNAI CORPORATION Q.P.S.C

CONSOLIDATED STATEMENT OF INCOME

For the Year Ended 31 December 2021

	December 31, 2021	December 31, 2020
	<u>QR 000</u>	QR 000
Revenue	14,406,970	12,388,482
Direct costs	<u>(11,314,000)</u>	<u>(9,742,366)</u>
Gross profit	3,092,970	2,646,116
Share of result from joint venture and associates companies	23,302	8,393
Other income	80,020	63,659
General and administrative expenses	(1,470,289)	(1,249,482)
Selling and distribution expenses	(476,533)	(413,606)
Impairment on financial and contract assets - net	<u>(7,265)</u>	<u>(70,921)</u>
Profit before interest, tax depreciation and amortisation	1,242,205	984,159
Finance costs	(345,091)	(389,733)
Depreciation and amortisation	<u>(496,819)</u>	<u>(467,707)</u>
Net profit before tax	400,295	126,719
Income tax	<u>(124,668)</u>	<u>(124,924)</u>
Net profit / (loss) for the period	<u>275,627</u>	<u>1,795</u>
Attributable to :		
Shareholders of the Company	276,076	1,659
Non-controlling interests	<u>(449)</u>	<u>136</u>
	<u>275,627</u>	<u>1,795</u>
Earnings per share:		
Basic and diluted earnings / (loss) per share attributable to shareholders of the Company (QR)	<u>0.605</u>	<u>0.004</u>

Mannai Corporation QPSC

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