

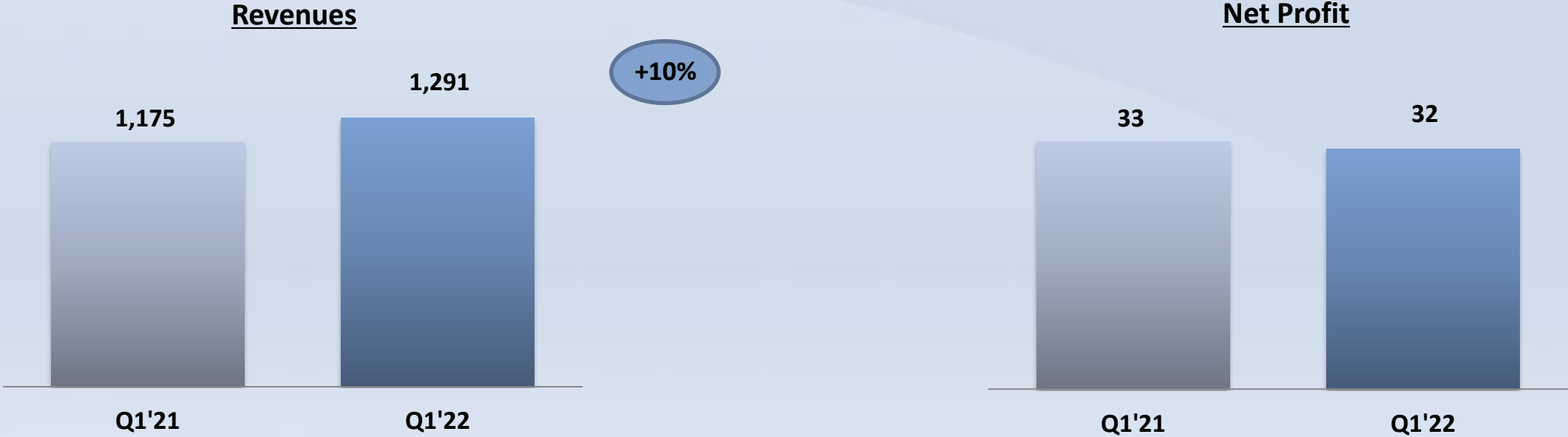
Mannai Corporation QPSC

Investors Meeting - 28 April 2022

Q1'22 Financial Summary

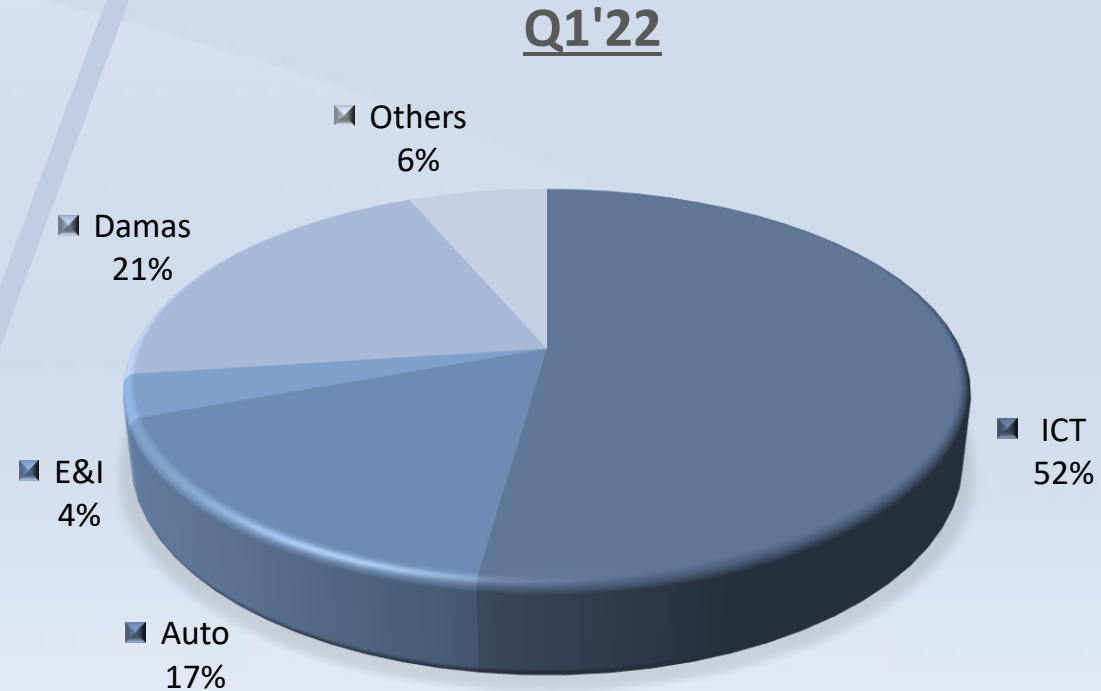
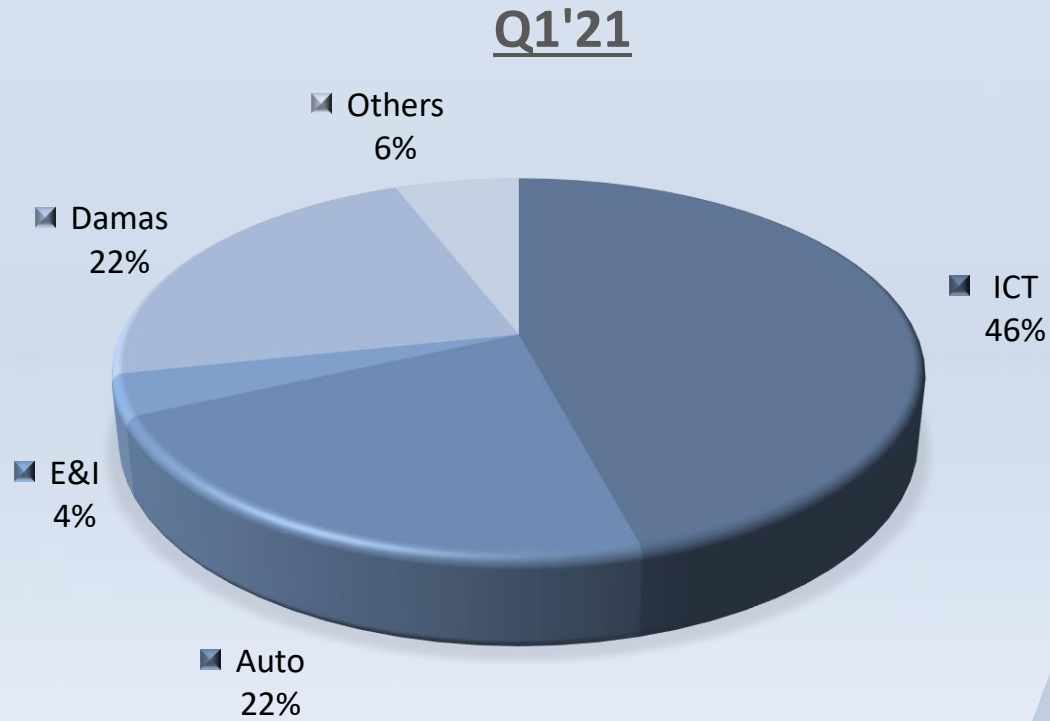
Mannai Group Financial Performance

QAR m



- **Q1'22** Consolidated Revenue grew **+10%** to **1.29 billion** compared to Q1'21, with the growth coming mainly from ICT Qatar.
- **Q1'22 Net Profit** is nearly the same as Q1'21 last year, with **Qatar** profit increasing by **+17m** vs. Q1'21 and **International** down by **-18m** vs. Q1'21.

Revenue Mix by Business Unit



Consolidated Financial Highlights

QAR m

	<u>Q1'22</u>	<u>Q1'21</u>	<u>Variance</u>	
Revenue	1,291	1,175	10%	▲
Gross Profit	241	220	10%	▲
General & Admin Expenses	78	79	-2%	▼
Selling & Distribution Expenses	52	49	7%	▲
EBITDA	113	109	4%	▲
EBIT	73	73	0%	■
Finance Cost	59	57	2%	▲
Net Profit	32	33	(5%)	▼
EPS from continuing operations	0.028	0.031	(10%)	▼

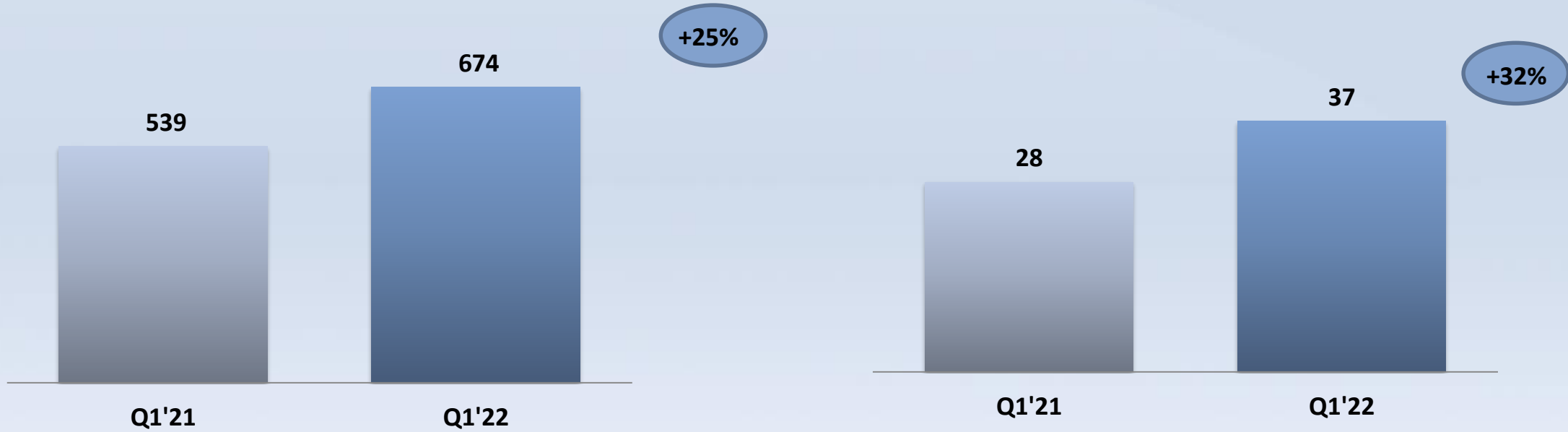
ICT Qatar



QAR m

Revenue

Net Profit



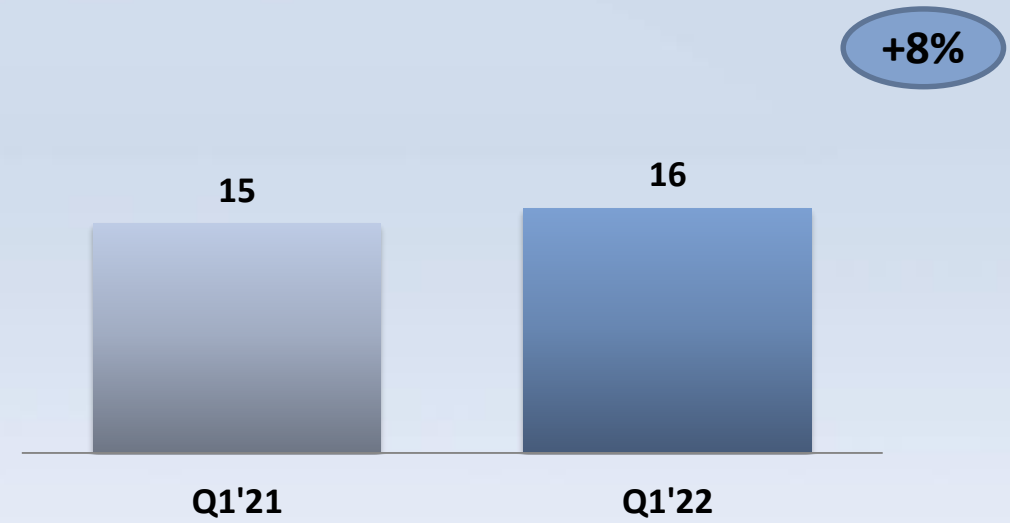
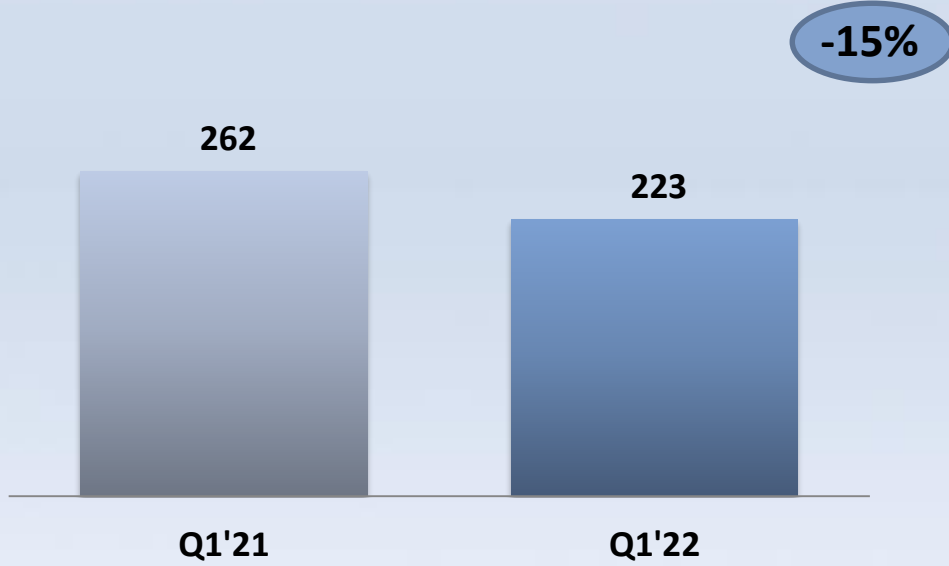
Auto Division

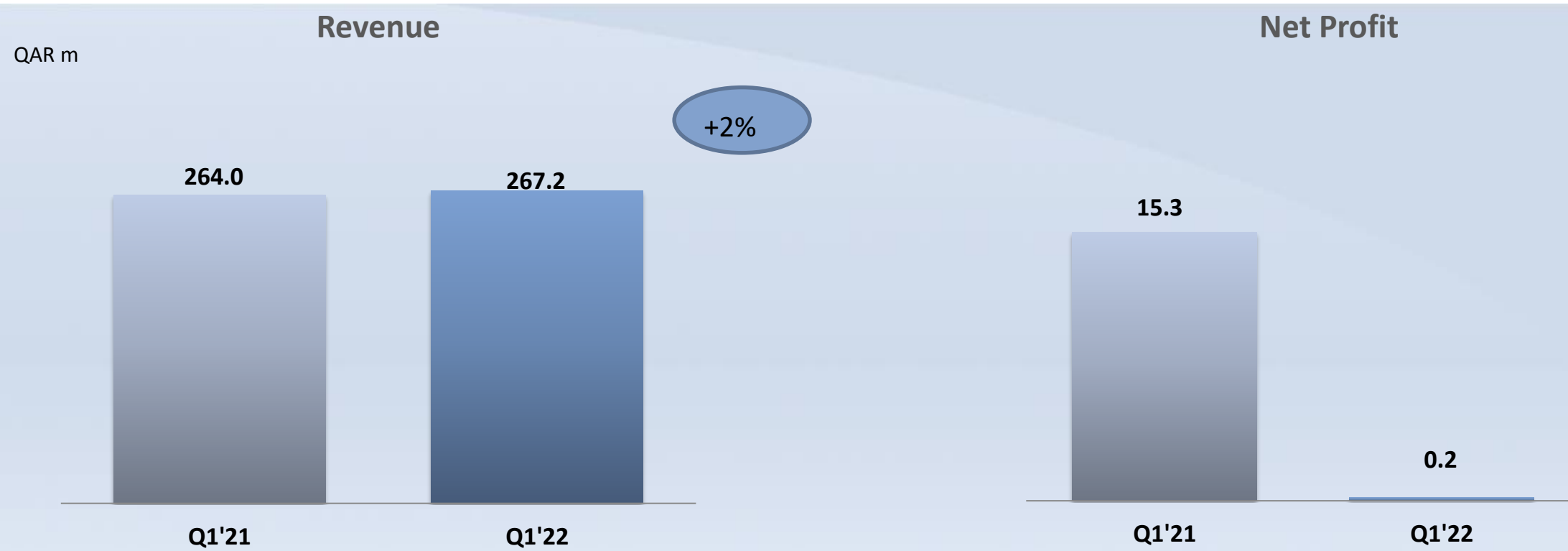


QAR m

Revenue

Net Profit





Energy and Industrial Markets



TOSHIBA

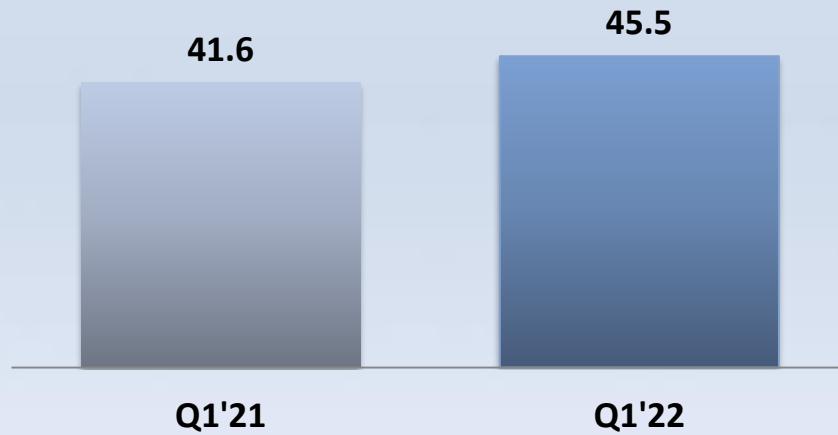


SIEMENS

QAR m

Revenue

+7%



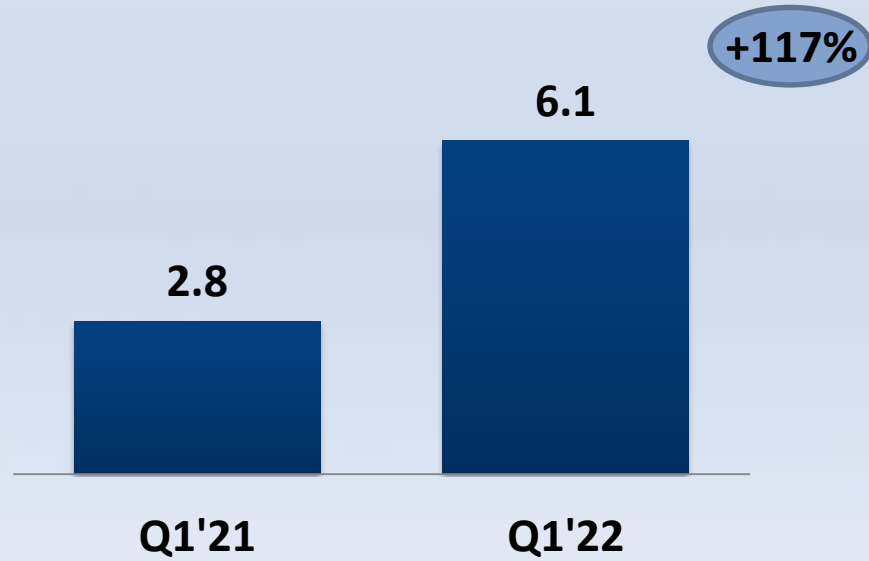
Net Profit



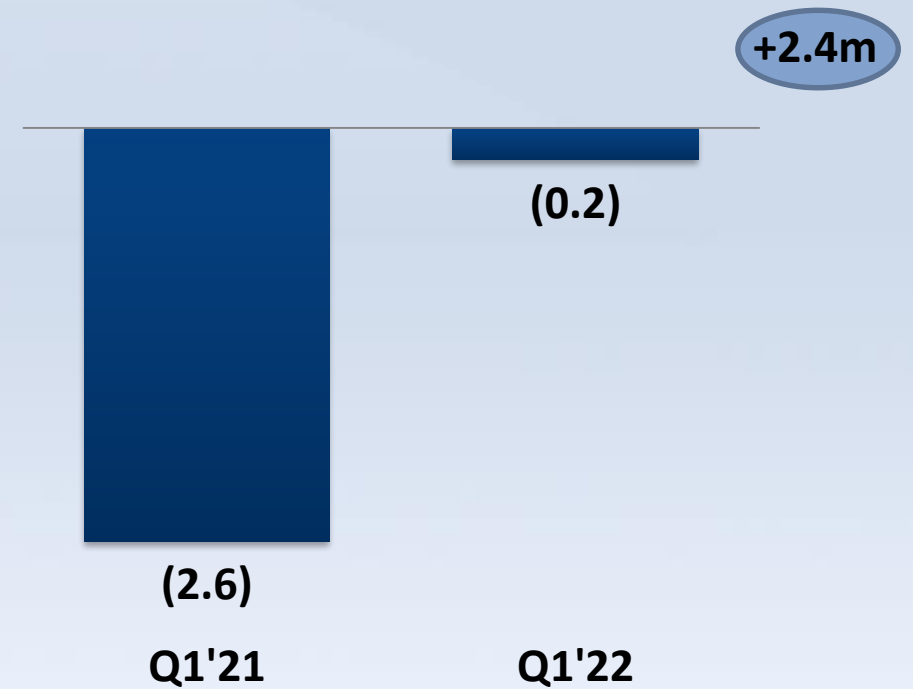
Travel Division

QAR m

Revenue



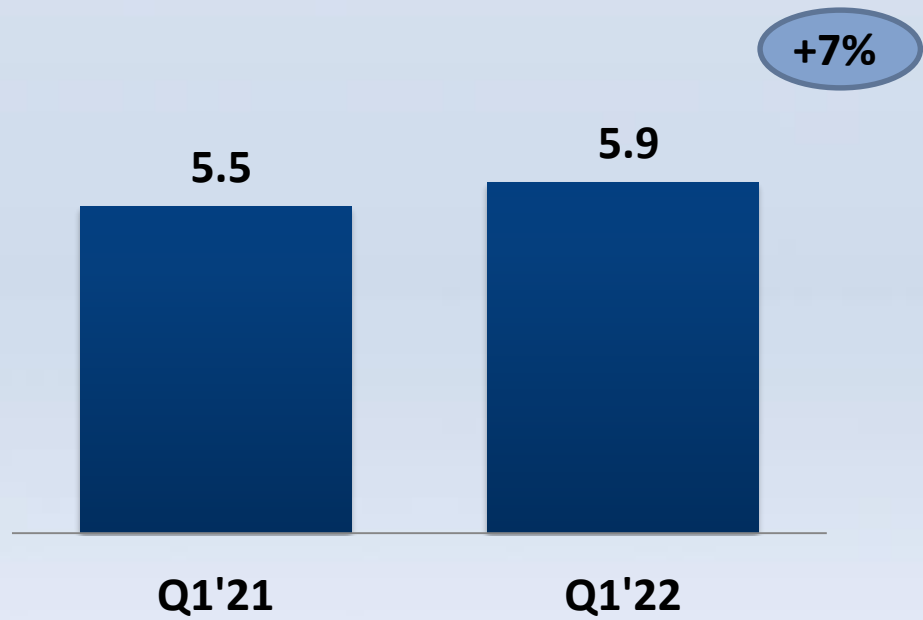
Net Profit



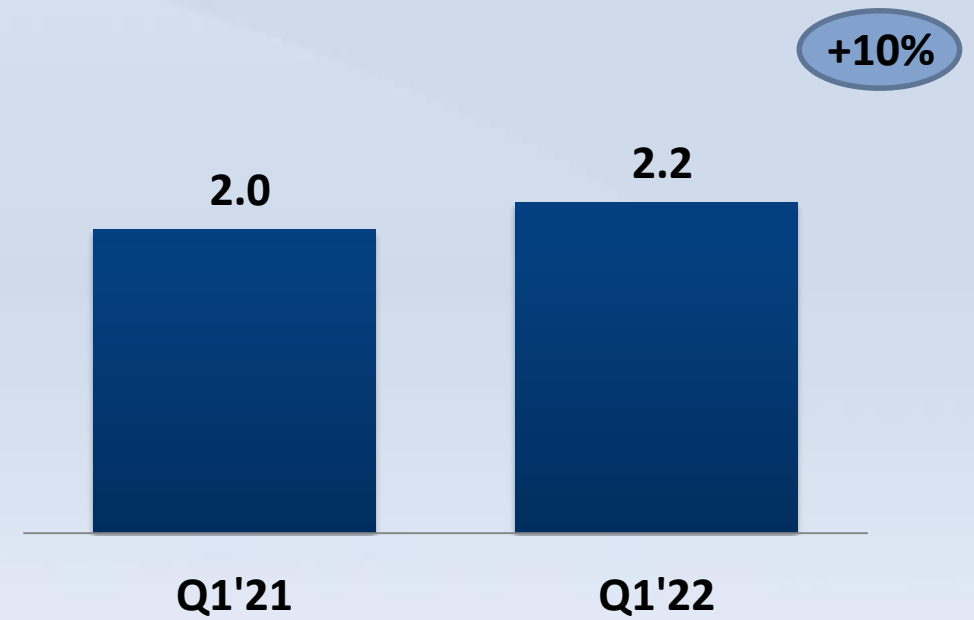
Logistics

QAR m

Revenue



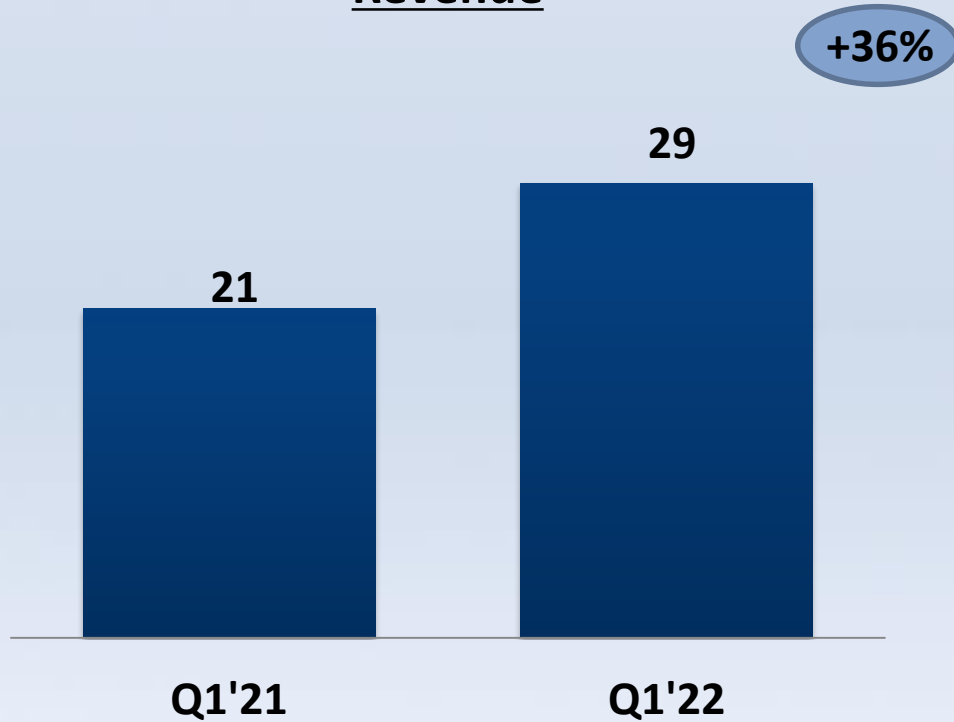
Net Profit



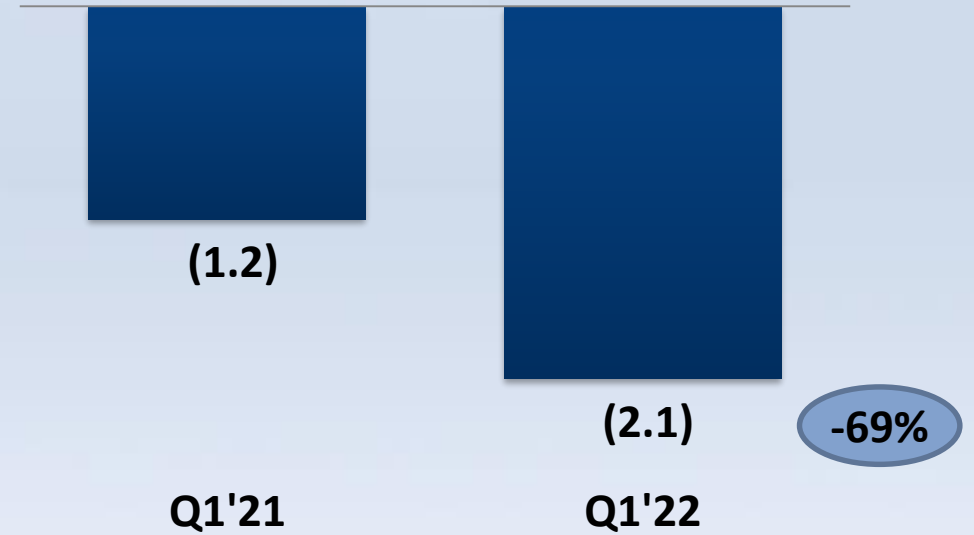
Engineering

QAR m

Revenue



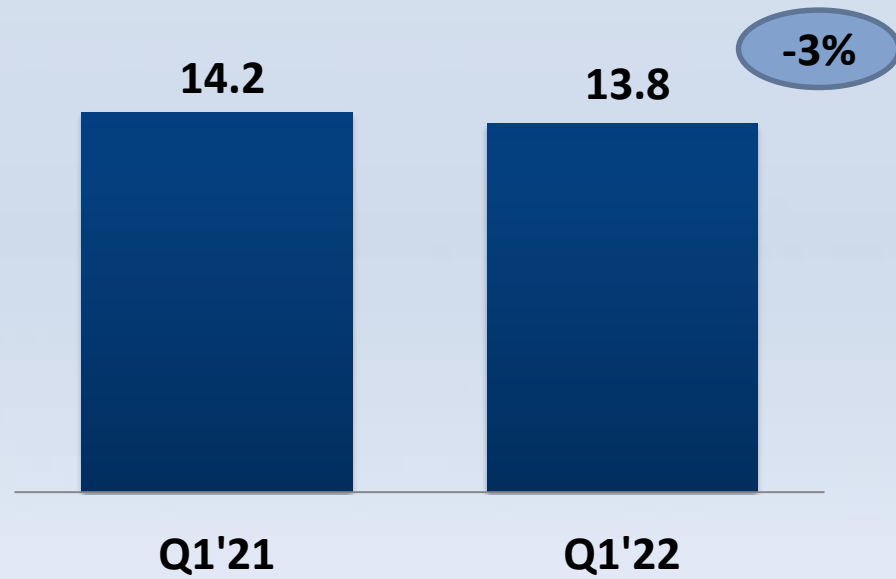
Net Profit



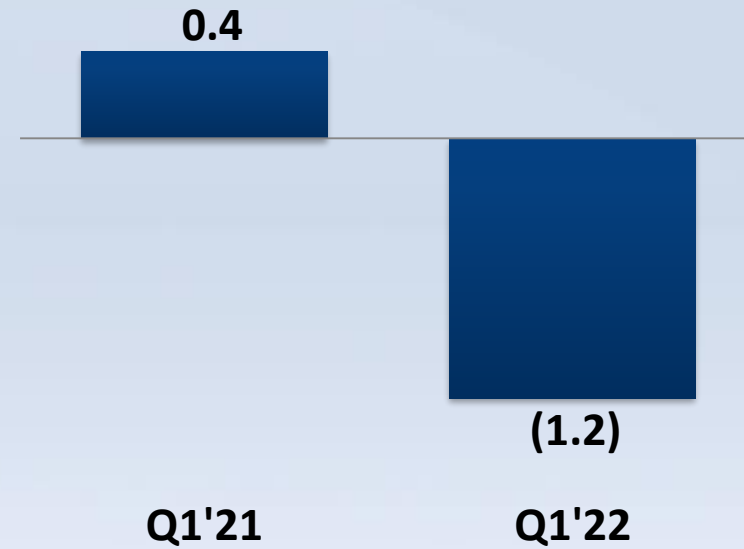
Geotechnical Services

QAR m

Revenue

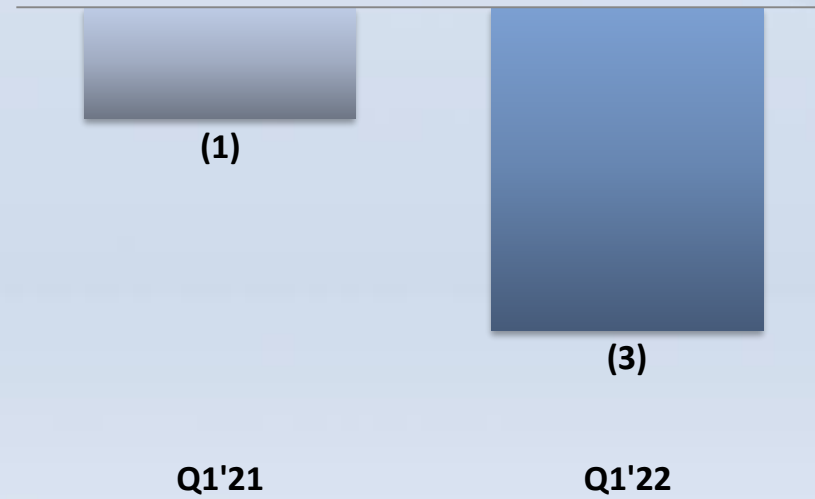


Net Profit



QAR m

Share of Profit





MANNAI CORPORATION Q.P.S.C

CONSOLIDATED STATEMENT OF INCOME

For the Year Ended 31 December 2021

	March 31, 2022 QR 000 (Unaudited)	March 31, 2021 QR 000 (Re-presented)* (Unaudited)
Revenue	1,290,905	1,174,965
Direct costs	<u>(1,049,919)</u>	<u>(955,284)</u>
Gross profit	240,986	219,681
Share of result from joint venture and associates companies	4,562	11,041
Other income	3,219	14,407
General and administrative expenses	(78,181)	(79,434)
Selling and distribution expenses	(52,449)	(48,994)
Impairment on financial and contract assets - net	<u>(5,204)</u>	<u>(8,006)</u>
Profit before interest, tax depreciation and amortisation	112,933	108,695
Finance costs	(58,671)	(57,290)
Depreciation and amortisation	<u>(40,408)</u>	<u>(36,066)</u>
Profit from continuing operations before tax	13,854	15,339
Income tax	<u>(155)</u>	<u>(1,194)</u>
Net Profit from continuing operations	13,699	14,145
Net Profit from discontinued operation, net of tax	<u>18,080</u>	<u>19,284</u>
Net Profit for the period	<u>31,779</u>	<u>33,429</u>

*Comparative information has been re-presented due to discontinued operations.

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