presight
A G42 company

Investor Presentation

September 2024

Legal Disclaimer

Forward-Looking Statements & Risks Acknowledgement

This document includes forward-looking statements. The forward-looking statements involve known and unknown risks and uncertainties, many of which are beyond the Company's control and all of which are based on the Company's current beliefs and expectations about future events. Forward-looking statements are sometimes identified as "expects", "may", "will", "could", "should", "shall", "risk", "intends", "estimates", "aims", "plans", "predicts", "continues", "assumes", "positioned", "anticipates", "is seeking", "growth", "targets", "forecasts" or the negative thereof, other variations thereon or comparable terminology.

These forward-looking statements include all matters that are not historical facts. They may appear in multiple places throughout the Pitchbook and include statements regarding the intentions, beliefs or current expectations of the Company concerning, among other things, the future results of operations, financial condition, prospects, growth, strategies, and dividend policy of the Company and the industry in which it operates. In particular, the statements in relation to risk factors and business background regarding the Company's strategy, targets and other future events or prospects are or may be forward-looking statements.

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Accordingly, undue reliance should not be placed on any of the forward-looking statements in this document. Statements contained herein as to the contents of any agreements or other documents are summaries and, therefore, are necessarily selective and incomplete.

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About Presight

Presight (a G42 company), is a leading Big Data Analytics company powered by Artificial Intelligence (AI)

Our unique proposition is not just to solve current problems but to anticipate future ones, create new businesses and foster positive societal impacts. We are shaping the next generation of cities, businesses, and industries, steering digital transformation across the globe

We combine big data, analytics, and AI expertise to serve every sector, of every scale, to create business and positive societal impact

Governments, financial institutions, sports leagues, and climate organizations - all are choosing Presight to navigate through their toughest challenges

Actively Steering Digital Transformation Globally

LEADER

Region's leading Big Data Analytics Company powered by AI

4 CONTINENTS

Early-mover in 17+ countries

TOP 3 AWARD

EXPO 2020 platform placed top 3 at the World Smart City Global Awards 2022

10+

Industry-leading flagship technology solutions

PROPRIETARY IP

Intellectual property rights to flagship solutions

100+

Globally competitive Artificial Intelligence models

100 MILLION+

API Usage / Day with total usage of 70B+ API Calls

30-50 TB

Daily all-source data- processing capacity

520+

Employees, 80%+ Technical Specialists, 25% females

Listed
on the ADX[1] in March 2023

USD ~ 4B
Market Capitalization

25+
Successful projects in UAE & MENA

Note: (1) ADX = Abu Dhabi Securities Exchange

Why Presight Leads

1	We are standing on the shoulders of giants	• UAE backing as trusted enabler of digital transformation in Global South • Access to G42 ecosystem & global technology partnerships to scale digital transformation
2	Our technological capability drives sustainable advantage	• Mission-critical programs that help shape fast-growth economies & empower societies • Proprietary platform: tech adaptive, all-source data, scales to any load • AI models developed & trained on an industrial scale
3	Our solutions provide tangible, long-term benefits for our clients	• Trusted B2G relationships based on proven ability to deliver mission critical solutions • Bespoke technology stacks that supports faster, lower-cost adoption of AI • Continual technology evolution to further entrench our offering • Solutions that cover the entire lifecycle of data analytics and AI deployment
4	Our business model is highly scalable	• Large addressable markets with structural demand drivers & significant TAM • Solutions that address key challenges in emerging markets • New enterprise offering to support large-scale deployment of GAI technology • Capex-light model & robust controls facilitate low-risk international expansion
5	Our economics are industry leading	• Dependable revenues & cash flows • Consistent & strong profitability • Robust, debt-free balance sheet to fuel future growth

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Large Addressable Markets With Clear Structural Drivers

	Presight's Core Business Sectors						Emerging Sectors	
	Public Services		Energy & Utilities		Finance		Smart Cities	Education	
Market Opportunity	**USD 1.2T Global** Market size in 2022	**USD 86B MENA** ICT market size in 2021	**USD 6.9T Global**[1] Utilities market size in 2024 **USD 10B Global**[2] AI Energy market size in 2022		**USD 20B Global** Financial Big Data Analytics market size in 2022	**USD 10B MENA** Fintech market size in 2022	**USD 1.1T Global** Smart Cities market size in 2023	**USD 74B Global** EdTech market size in 2022	**USD 5B MENA** EdTech market size in 2022
	24% CAGR 2022-2030	**8% CAGR** 2022-2026	**6% CAGR**[1] 2024-2028	**28% CAGR**[2] 2023-2032	**13% CAGR** 2022-2030	**12%+ CAGR** 2022-2026	**25% CAGR** 2022-2032	**15% CAGR** 2022-2027	**10% CAGR** 2022-2027
What We Address	• Digitization of public security operations • Digitization of the citizen • Digitization of urban planning • Automation of teamwork management		• Driving operational efficiency • Reducing environmental impact • Data-driven decision making • Deep sector understanding		• Growing use of Data Analytics and AI • Migration to cloud • Automation and digitization of banking services • Rising cost of compliance		• Adaptable solutions to meet any need of a modern city • Integrating AI, IoT, and Big Data to revolutionize urban living • Connecting infrastructure diversity, critical data and applications	• Use of AI for education experience customization • Digitalization of education • Growing demand for remote learning due to COVID • Identification of gaps in teachers' performance	

Note: (1) MENA climate analytics estimated based on global figure, calibrated by GDP Sources: GrandView Research, UAE MOEC, Globaldata, Statista, GlobeNewswire, Mordor Intelligence, Thompson Reuters, Allied Market research, Fortune Business Insights, KPMG, The National, Precedence Research, The Business Research Company

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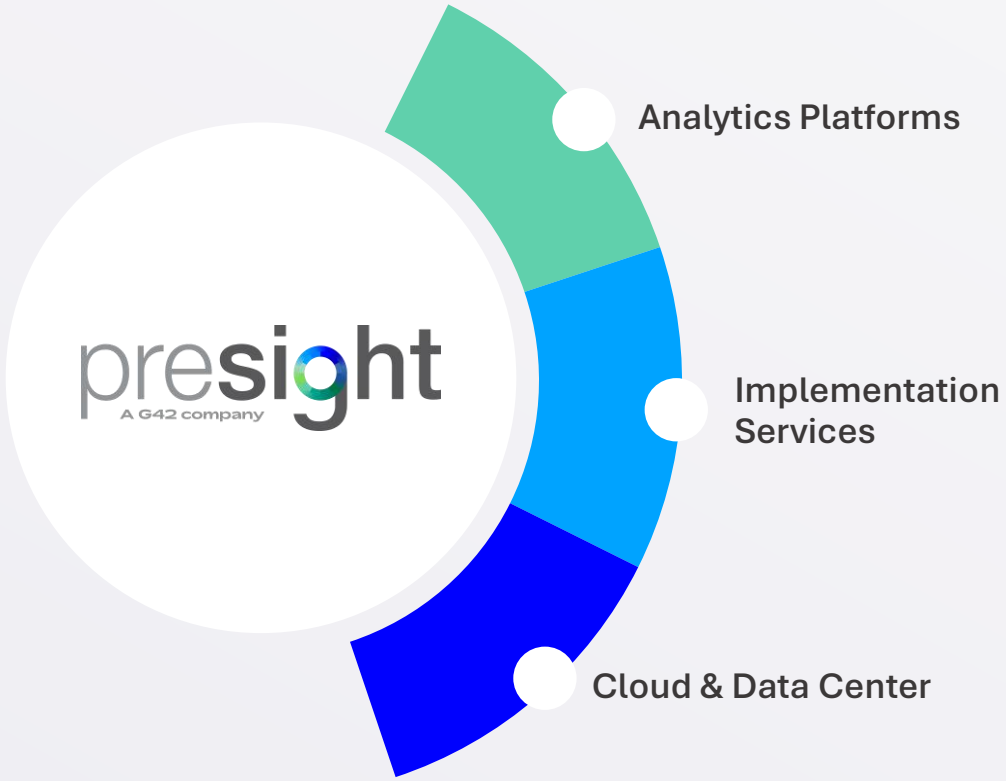
Business Model

Presight provides an “end to end” technology stack for both cloud-based and on-premise solutions



Business Model Breakdown

- Presight’s analytics platform involves implementation of our key software solutions and forms the top customer facing layer
- Entails software, support and implementation services that are priced based on system complexity (# of data sources /users etc)

- Implementation services entail the provision of 3rd party hardware & solutions that may serve as data input to the analytics platform
- Priced on ‘cost-plus’ basis

- Cloud & data center offerings provides the underlying infrastructure for compute, storage and other cloud related services.
- Priced on ‘cost-plus’ basis

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Medium Term Strategic Road Map

Business Vertical Progression (2023 – 2027)

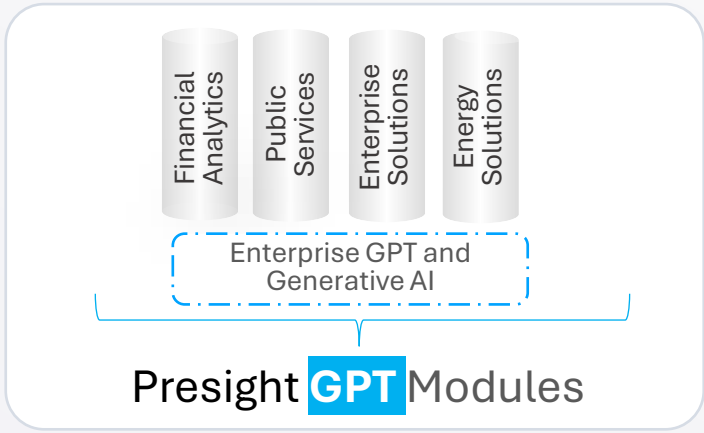
Current Business Verticals

- Public Services
- Finance
- Energy & Utilities
- Smart Cities
- Education

Phase II: Acquisitions & Product Development

- Public Services — Vantage, Financial Analytics Platform
- Finance — Video Analytics, Vantage
- Energy Solutions — Acquisition of 51% of AIQ
- Enterprise Solutions — M&A l Financial Analytics Platform, Generative AI Analytics

Phase III: Enterprise / Generative AI



Multi-Sector Approach

Key Sectors of High Growth

R&D into Enterprise & Sovereign GPT

Growth to be led by focusing on key vertical drivers, R&D, M&A & strategic international initiatives

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Our Capital Allocation Priorities

Disciplined and judicious approach to deploying capital

	Growth Priorities			Maturing
	1	2	3	4
Strategic Drivers	**Organic Business Investment to Drive Quality and Profitable Growth**	**International Expansion**	**Value-accretive Opportunities Including M&A**	**Return Surplus Free Cash Flow to Shareholders**
	• Continued investment at attractive returns • Innovation and new product creation • Core and emerging verticals • Generative AI	• Expand footprint in target markets across 4 continents • Local infrastructure • Joint ventures, strategic partnerships, MoUs • Circa 30% of medium-term revenue	• Strategically-aligned to enhancing product portfolio & technological capabilities • Established and / or disruptive technologies in core and adjacent markets • Disciplined hurdle rates and investment appraisal	• Post all other identified and anticipated uses for capital • Methodology dependent on share price and quantum, investor views
Progress to Date	• Over 25+ successful projects in UAE / MENA • High proportion of multi-year contracts provides solid platform for future growth • Partnerships with global technology leaders to deliver AI at scale • New enterprise-level solutions suite to support large-scale deployment of GAI technology • AED 1.6bn multi-year orders FY 2023 • AED 1.4bn backlog - July 2024	• Early mover across 17+ countries • Strategic JV partnership with Samruk-Kazyna (USD 70bn SWF) to accelerate digital transformation in Kazakhstan • Access to Microsoft's cutting-edge technologies and footprint to drive impactful solutions globally • Pioneering JV ("Intelligrid") to drive sustainable energy infrastructure in Global South • Offices in Kazakhstan & Azerbaijan • Growing ME penetration e.g. Jordan	• USD 350m acquisition of 51% of AIQ / ADNOC becomes minority shareholder in Presight • High-growth, profitable AI leader with proven, cutting-edge AI applications and broad applicability • Ability to serve ADNOC ecosystem • Presight & AIQ cross-selling opportunities - sector witnessing strong demand for digitization, globally	

Energy Focused AI-Innovation

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51% stake

AIQ

- Established in 2020 as a JV between ADNOC (60%) and G42 (40%)
- Best-in-class AI energy company - proven products & solutions to deliver transformational AI-powered solutions
- Industry leading growth and profitability

49% stake

أدنوك ADNOC

Acquisition Rationale	• To combine AIQ's solutions with Presight's cross-sector big data analytics, product development, international market access • Position AIQ as a leading energy-focused AI organization, globally • Expand Presight's suite of energy solutions to its international clientele • Partnership with ADNOC's future digital transformation initiatives
Market Overview	• Market for AI solutions in energy sector to grow more than $13 billion by 2034 • Leverage AI in energy sector to increase efficiency and accuracy / increase work safety /access remote areas / electrification and sustainability / digitalization • AI will drive significant global growth opportunities in energy, unlocking efficiency and value

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About AIQ

AIQ was launched in 2020 as a joint venture between global energy company ADNOC and G42, the UAE specialist in AI

With AIQ's proven expertise and top talent, our AI solutions will help clients to perform better, protect their teams and equipment, keep operations sustainable and rapidly scale successes up to the enterprise level

PRODUCTION GROWTH			EFFICIENCY GAINS			SUSTAINABILITY & SAFETY	
• Uncertainty reduction by enhancing interpretation process • Decisions based on robust scientific optimization			• Operations and energy optimization • Predictive maintenance & asset integrity			• Automated HSE monitoring • Emissions monitoring & forecasting	
Products	• ROBOWELL • WELLINSIGHT • ROCKINSIGHT	• ADVANCED RESERVOIR 360 • DRIVE	Products	• CORROPIPE • CORROSCAN • CORROVISION	• FORESIGHT • DRILLTECT • OPTIDRILL	Products	• SMARTi • EMISSIONX
Assets	• Reservoirs / Fields / Wells • Brownfield and Greenfield developments		Assets	• Drilling Rigs & Production Platforms • Mid/Downstream Facilities • Wells & Well pads		Assets	Group–wide (all assets)

Highlights					
4% Up to Production uptake for gas lifted wells	**30%** Up to Reduction in Gas Injection	**2%** Up to Extension of Well Lifecycle	**50%** Up to Reduction in unplanned losses due to ESP failures	**80+** OSVs* Autonomation of HSE monitoring	**200+** Emission sources quantified & forecasted

* OSVs – Offshore Supply Vessels

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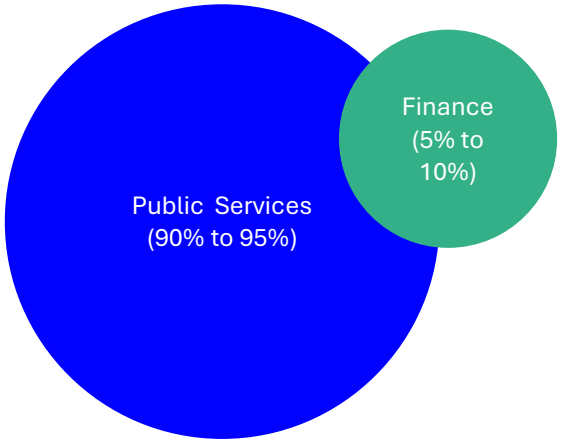
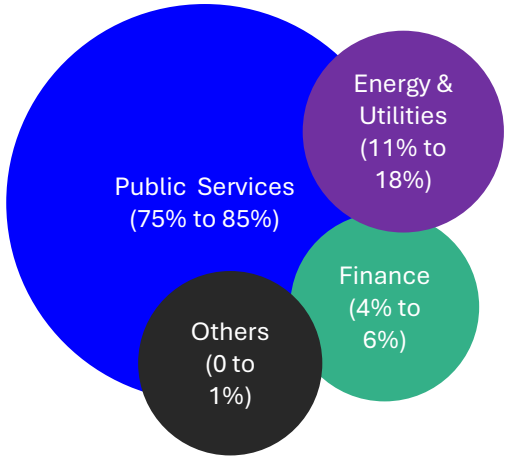
Medium-Term Guidance

	2021- 2023	2023 - 2027 Guidance	
	+15.5% CAGR	+17% - 23% 4-YEAR CAGR	
Sectoral Revenue Composition			• Public services remains largest contributor • Higher revenue CAGR vs history driven by expansion into new sectors • Energy & Utilities sectors as key growth enablers • >90% of forecast revenue growth anticipated from multi-year contracts
EBITDA CAGR	+14.8%	+15% - 20% 4-YEAR CAGR Geographical mix and solutions profile will determine where margins stabilize	
Net Profit CAGR	+27.5% (No CIT impact)	+10% - 15% 4-YEAR CAGR Assumes 9% UAE CIT rate from January 2024	

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Uniquely Positioned For Long-Term Value Creation

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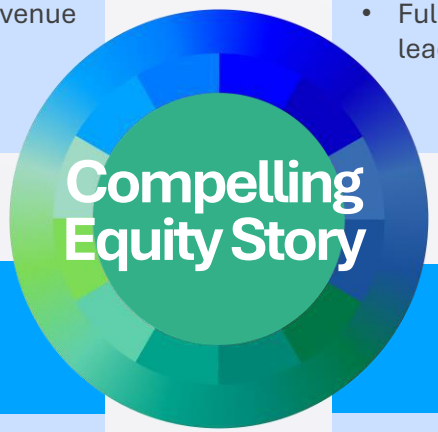
Strong Future Growth

- Large addressable markets with clear structural drivers
- Successful UAE blueprint to support international expansion
- Investment in development of Generative AI based products and platforms
- Strong order book and backlog with significant multi-year revenue streams

Decisive Competitive Edge

- Large and talented employee pool of world-class data scientists and engineers
- Well placed to address the demand for big-data analytics using AI, for delivering public services across fast-growing emerging markets
- Full access to G42 ecosystem + partnerships with global technology leaders to bring digital transformation at scale



Strong Products & Solutions

- Uniquely positioned to provide ‘end-to-end’ technology stack for customers with bespoke Cloud and on-premise solutions
- Strong “industrial grade” data analytics pedigree with products and solutions that serve complex mission critical projects
- New enterprise-level solutions suite to support large-scale deployment of GAI technology
- Opportunity to leverage AIQ as global energy-AI champion

Industry Leading Economics

- Dependable and predictable revenues and cash flows with growing proportion of backlog & multi-year contracts
- Consistent and strong profitability
- Robust, debt-free balance sheet to support future growth
- Strong medium-term revenue and profit CAGR trajectory

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Board of Directors

H.E. Dr. Sultan Ahmed Al Jaber
Chairman

- Minister of Industry & Advanced Technology of the UAE
- Chairman of Masdar
- Managing Director & Group CEO at ADNOC
- Over 20 years of experience across the energy spectrum
- Played a leading role in the UAE's energy diversification

H.E. Mansoor Al Mansoori
Vice Chairman

- Member of Abu Dhabi Executive Council
- Chairman of the Department of Health in Abu Dhabi
- Prominent leader with diverse professional experiences in senior leadership positions across government and private sectors

Kiril Evtimov
Board Member

- Group CTO at G42 and CEO of Core42
- Co-founder, board member, and former CEO of FairSignals Inc.
- Previously held leadership roles in Teradata, MicroStrategy, and eBay
- Seasoned technology and business leader with global experience across start-ups and Fortune 500 companies

Abdulla Rashed Alrashdi
Board Member

- CEO of Tamouh Healthcare
- Successfully led Tamouh Healthcare's efforts to monitor and curb the Covid pandemic
- Extensive executive experience in various official entities, including Abu Dhabi Police General Headquarters, Abu Dhabi Authority of Culture and Heritage, and the Federal Government

Suhail Bin Tarraf
Board Member

- Group Chief Operating Officer at First Abu Dhabi Bank (FAB)
- Former Chief Operating Officer at Emirates Islamic Bank
- Performance-driven transformative leader with over 20 years of senior expertise in Strategy, Operations, Technology, and Human Resources

Hamda Almheiri
Board Member

- Director, leading the Government Affairs function for ADQ, an Abu Dhabi-based investment and holding company
- Holds authority over ADQ's collaboration with industry advocates, leveraging areas of joint interest
- Oversees the continuous monitoring of relevant government activities globally

Thomas Pramotedham
Board Member and CEO

- Technology and business leader with over 22 years of experience
- Held multiple CEO positions driving large-scale digital transformation
- Spearheads expansion of the company in Middle East, Central Asia and Africa

Management Team

Thomas Pramotedham
Chief Executive Officer

- Technology and business leader with over 22 years of experience
- Held multiple CEO positions driving large-scale digital transformation
- Spearheads expansion of the company in Middle East, Central Asia and Africa

Ram Meyoor
Chief Financial Officer

- Over 25 years of finance experience across MENA, Asia and USA
- Holds MBA from Illinois State University, Illinois, USA
- Leads the company's finance department and is responsible for all financial functions including growth, governance, and compliance

Dr Adel Alsharji
Chief Operating Officer

- Responsible for company operations, with over 25 years of experience
- Expertise and in-depth knowledge of AML, auditing, and anti-corruption, focused on developing and delivering technology-driven financial AI products and solutions
- Previously worked in civil services and has a doctorate in business administration

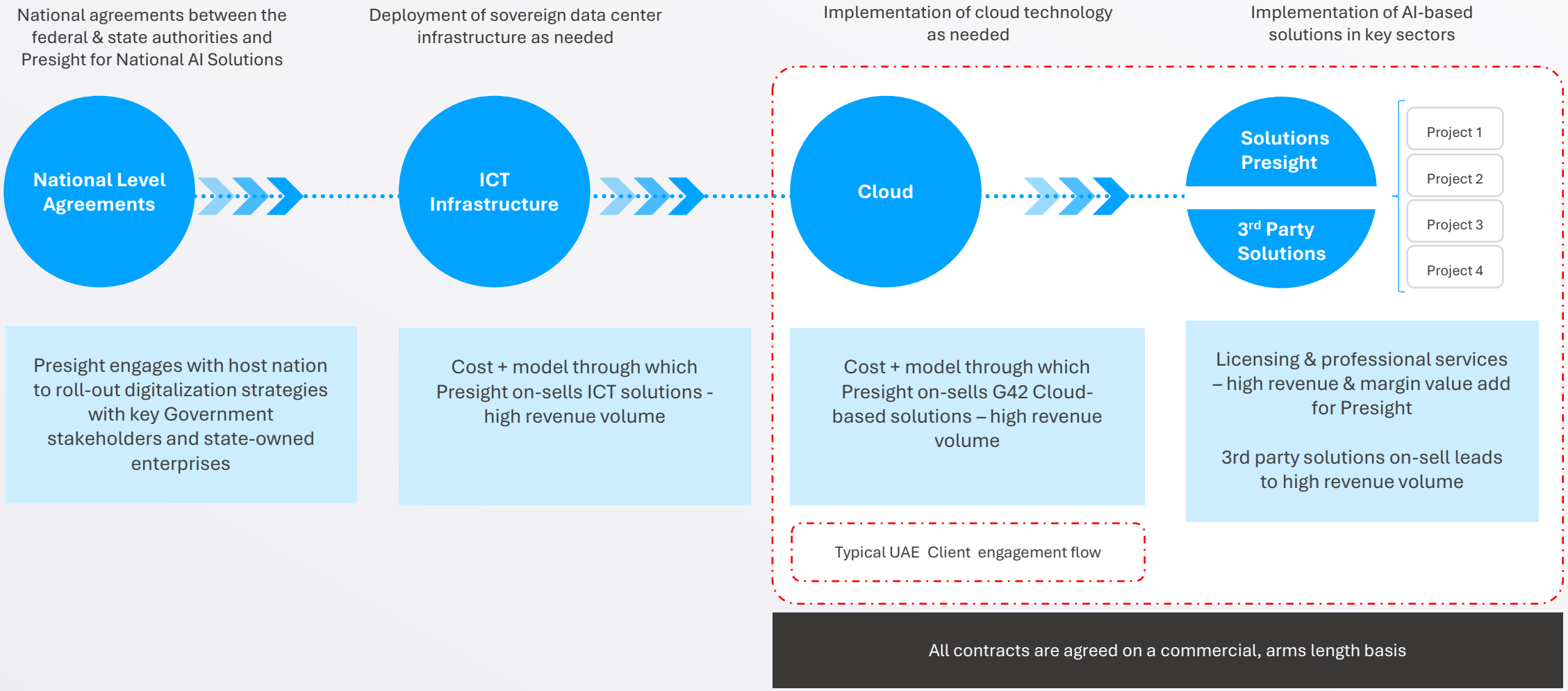
Xiaodong Zhou
Chief Technology Officer

- Over 17 years experience in technology, started as an applied data scientist
- Visionary strategist specialized in developing future-proof technology roadmaps
- Develops the company's technology and AI products

Business Overview

Client Engagement Model

Presight provides mission critical big data analytics solutions powered by AI to its domestic and international Government and large enterprise customers



Domestic and International Customer Relationships

Presight serves leading organizations to create impact at scale, driving rapid improvements in the analytics quotient for each of its clients

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Global Collaborations / Joint Ventures

Our joint ventures and partnerships add value to the work we do, foster growth, and bring about positive societal impact across the world

AIQ

Presight's controlling stake in AIQ is a game-changing expansion of Presight's business into the energy and industrial Al sector, opening up new verticals and new markets for Presight and AlQ

SAMRUK KAZYNA

Presight and Samruk-Kazyna have established a company in Kazakhstan that will explore the development of high-performance computing capacity in Kazakhstan, develop enterprise Al solutions, including a sovereign GPT and Kazakh LLM

intelliGRID

A joint venture with IHC-owned Esyasoft, IntelliGrid will deploy smart gas grids, advanced metering infrastructure, cutting-edge digital Industrial Internet of Things (IIoT) devices, and intelligent Al

TOTM TECHNOLOGIES

Presight and TOTM Technologies Limited established a joint venture for the development and deployment of their combined proprietary technologies

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Global Collaborations / Partnerships & MOUs

Presight signed an MoU with Dell Technologies to leverage cutting-edge infrastructure solutions and accelerate artificial intelligence (AI) and big data adoption in the UAE

Presight's collaboration with Intel is aimed at accelerating applied AI projects and developing cutting-edge AI solutions in the Middle East

Presight's strategic partnership with Wand AI, will enable large-scale deployment of generative AI technology and reinforce UAE's position on the AI centerstage

Presight and Nesma Injazat in Saudi Arabia have entered a strategic partnership aimed at spearheading and enhancing the digital transformation of government and businesses across the Kingdom of Saudi Arabia and the MENA region

Under this partnership , Presight will create a single, easy-to-use, comprehensive and holistic data platform for the Emirati workforce for ETCC that will integrate multiple large sets of workforce data, combined with advanced AI analytics to predict trends and make forecasts across various labour market areas

Presight partnered with SCAD for the application of AI in Advanced Data Management today to develop statistical registers for vital demographic data of Abu Dhabi's citizens and residents

Presight signed an MOU to integrate Deeptech Engineering's detection capabilities into the Presight Emergency Response Management Platform. Under the MoU, DeepTech Engineering will provide a Seismic AI solution for early warnings such as earthquake detection

Presight signed an MOU to integrate NEC's monitoring capabilities into the Presight Emergency Response Management Platform. Under the MoU, NEC will provide its Flood Monitor and Alarm System, which uses SAR observation and ground sensors, to monitor bodies of water in real time, and utilize analytics to predict and evaluate the flood risk

Our partnership with ISS enables us to work together on transformative projects in the areas of Smart City and Safe City initiatives

Presight have teamed up with Astana Hub to support emerging startups who aspire to leverage the limitless potential of AI. Our aim is to provide them with the necessary resources and platform for growth and networking, powered by our experience in the field of big data analytics powered by AI

Our Products & Solutions

Presight Core Solutions

FINANCIAL ANALYTICS

A universal AI-enhanced financial analytics platform that provides for real-time, end-to-end fraud detection, risk management, security, and compliance management solutions to financial institutions of all sizes throughout the globe

VANTAGE

An integrated data management product that interprets raw data sources into domain-specific analytics, leveraging predictive models that create insights and recommendations for decision makers

ISO certificated by ISO/IEC 15408-1:2009

VIDEO ANALYTICS

Powerful Video Analytics platform that leverages our growing AI library to integrate fragmented standalone video management systems into a single platform

ISO certificated by ISO/IEC
- ISO 9001:2015 – (QMS)
- ISO 14001:2015 – (EMS)
- ISO 45001:2018 – (OHSMS)

SMART GRID

The Smart Grid solution revolutionizes electricity and gas networks with the use of AI to improve energy efficiency and reduce financial losses during energy transport

SIRIUS (Beta)

An advanced visual data monitoring, anomaly detection, and analysis solution. With its state-of-the-art multi-sensor capabilities, Sirius is designed to provide unparalleled situational awareness by combining visual data from multiple sensors and external data into a unified platform

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Products & Solutions / Presight Enterprise AI Suite

Solutions that use Generative AI to drive business value. Leveraging machine learning, natural language processing and predictive analytics, the Enterprise AI suite integrates your tech stack, deep learning and computer vision – on-premise or on cloud

presight vitruvian

An on-premise, AI platform that is capable of managing large-scale information, learning from trusted organization data and systems to provide deep business insights and new perspectives. Vitruvian enables enterprises of any scale to use leading AI tools for an intuitive understanding of their business across a diverse set of use-cases and verticals

presight connect

A UAE-hosted, cloud-based AI assistant that can be activated immediately for any organization. It provides a unique collaborative framework where humans and AI agents function intelligently and seamlessly together. Employing the most adaptable GPT, it connects seamlessly with industry world-class SaaS systems and business applications to deliver business insights

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Our AI Library Powers Industry Verticals

The core of the TAQ platform is our 'All-Source Data Interpretation and Analytics' and 'AI & Big Data' layer

It hosts 100+ AI algorithms in text analytics, multimedia analytics, and behavior analytics that power the verticals' solutions and range from automation, anomaly detection to advanced analytics

Across each of our core business verticals, these capabilities are purposed and customized to solve complex business challenges

Solution Verticals

Ready-made proprietary components that are commonly and heavily used on top of all AI Analytics platforms

AI Library

100+ state-of-the-art machine learning and deep learning models, running algorithms tailored to industry specific needs

Big Data Analytics

Multi-purpose AI Analytics Platforms that are capable to ingest and process any size and type of data

100+ machine learning models in NLP, multimedia, prediction, and behavior analytics AI

- AI Text
- Identify Resolution
- Sentiment Analysis
- Topic Analysis
- Entity Extraction
- Semantic Search
- AI Voice
- Speaker Profile
- Language Detection
- Speech Enhancement
- Speech to Text
- Emotion Detection
- AI Image
- Object Detection
- Face Attribute
- Financial Doc OCR
- ID Card OCR
- Signature Detection
- AI Video
- Face ID
- Pedestrian Profile
- Incident Detection
- Crowd Control
- Access Control
- Pattern Detection
- Behavior Analysis
- Anomaly Detection
- Trends Forecast
- Impact Analysis
- Predictive Analysis

TAQ

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Use Cases

CASE STUDY

Expo 2020 Dubai

Provision of AI-enabled Visitor Management technology for EXPO 2020 monitoring over 100,000+ daily visitors and 6,500+ daily vehicles

AI analytics & alerts within milliseconds

Track and trace

Identify and prevent thousands of incidents

Systems	Video Analytics	Screening Services	Vehicle Access Management
Use Case	A cloud-based video analytics platform that utilized advanced AI to provide real-time insights and situation analysis and connect with operations and security teams	Utilized x-rays tray return systems, metal detectors and electronic trace detectors to prevent entry of forbidden items	Secured all entry and exit points through VAM, utilizing intelligent automation and management of car access and parking operations

Threat AI-alert dashboard, tracking alarms and associated actions

- 12,000 CCTV cameras covering an area of 4.38 square kilometers
- 240 License Plate Recognition Devices
- 158 Auto Arm Barriers
- 78 Driver ID Devices
- 2,400 Tracking Devices
- 137 Metal Detectors
- 130 X-ray Machines
- 4 E-tracer Detectors

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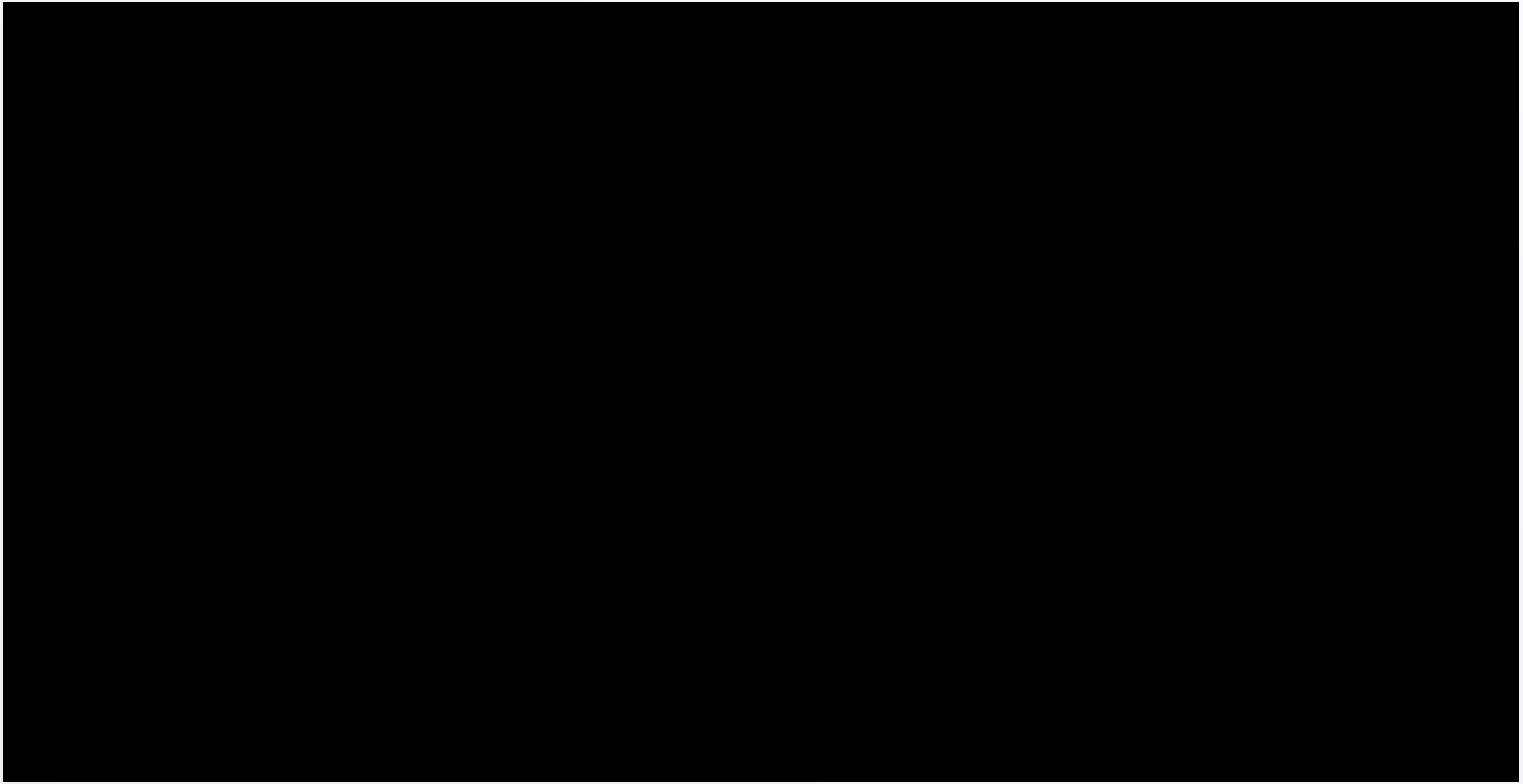
CASE STUDY

Lifesaver

A GenAI-powered emergency response management platform



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CASE STUDY

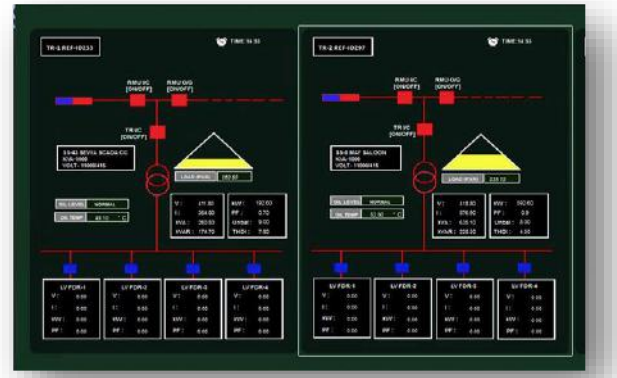
SOCAR - AzeriGas

Presight piloted with the Azerbaijan Electricity and Gas Distribution Company an Advanced Metering Infrastructure (AMI) along with a Meter Data Management System (MDMS) with Analytics Project for the modernization of their metering infrastructure

- Faster identification of dead meters and disconnections
- Increased revenue through commercial and technical loss reduction
- Improved distribution management

	AMI	MDMS	Control Center
Use Case	Manage demand side & integrate decentralized generation	Deliver information to clients near real-time to improve services & influence behaviour	Deliver status information to support grid & network operations
Outcome	• Immediate outage detection & reliable restoration • Transparency of unused/rare network capacity • Improved network monitoring & loss detection	• Accurate Data feeds • Data on time • Meter outage detection	• Create transparency of power/water demand • Substantially more customer info • Sufficient information on consumption & cost

Faster identification of dead meters and disconnections



Remote Monitoring Solution for the Smart Meter Command Center

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CASE STUDY

Abu Dhabi Accountability Authority (ADAA)

Supported ADAA with multiple AI platforms to achieve their objective of driving accountability, transparency, and integrity across Abu Dhabi government entities

10x efficiency

Audit execution cycle reduced by 10x e.g., process visualization from data ingestion to dashboard reduced from 15 days to 1.5 days

Comprehensiveness

Typical audit samples are less than 1% of all records, AI models enable auditing of 100% of records

Systems	AI Audit	Anti- corruption	Financial Disclosure System
Use Case	Ran end-to-end artificial intelligence audits of over 100 use cases across HR, procurement, and finance across 30+ entities	Ran conflict of interest big data models to detect a variety of conflict-of- interest use cases (e.g., related party financial transactions and family member hiring)	Supported the platform to set a clear foundation for institutional transparency by recording self-disclosed data for 1,500+ government seniors across 11 data categories (job, family, bank, and others)

AI audit summary output with a consolidated entity score

Anti-corruption investigation network-analysis dashboard

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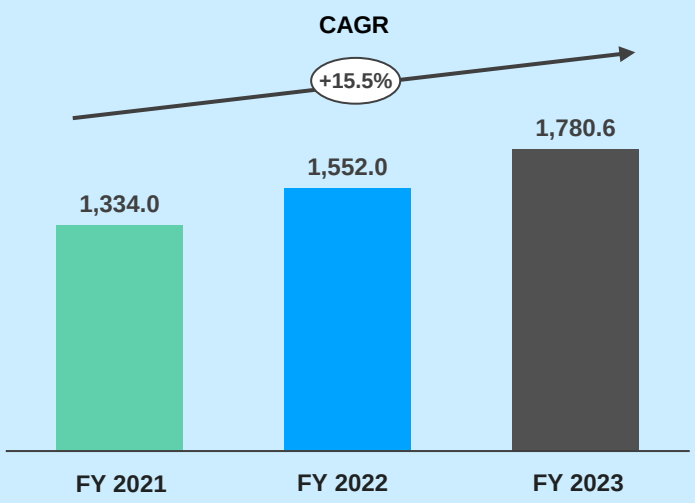
Financial Framework

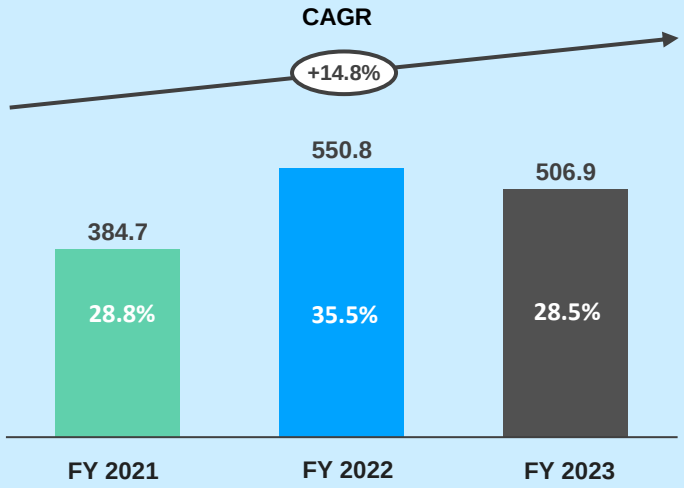
Financial Dashboard: 2021-2023

Revenue AEDM



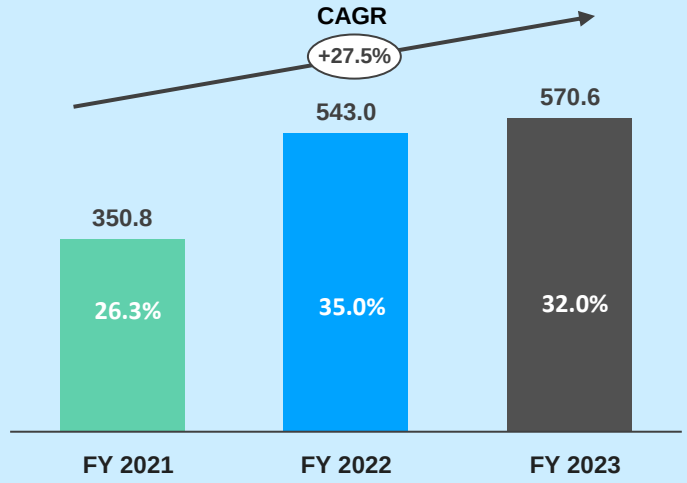
- FY 2023 revenue growth of 14.7% YoY
- H2 2023 revenue growth of 18.0% YoY underpinned by strong growth from major domestic projects
- Q4 2023 revenue growth of 23.3% YoY as major project deployments were in full swing

EBITDA AEDM



- FY2022 EBITDA included specific, one-off items, which are not expected to repeat in subsequent years
- Adjusting for these one-off items, FY2023 EBITDA growth was strongly positive YoY

Pre-tax Profit AEDM



- FY 2023 net profit growth of 5.1% YoY with profitability of 32.0%.
- H2 2023 net profit growth of 5.1% YoY reflecting an acceleration in deployment activity towards the end of the year
- Q4 2023 net profit growth of 0.4% YoY off strong base, with profitability of 42.1%

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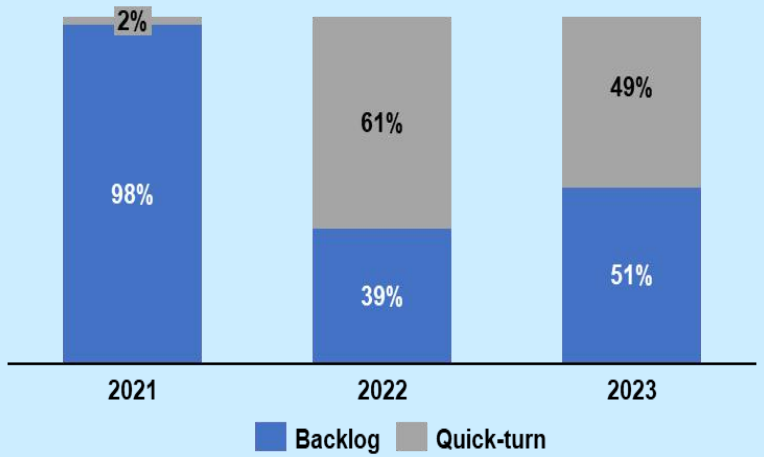
Financial Dashboard: 2021-2023

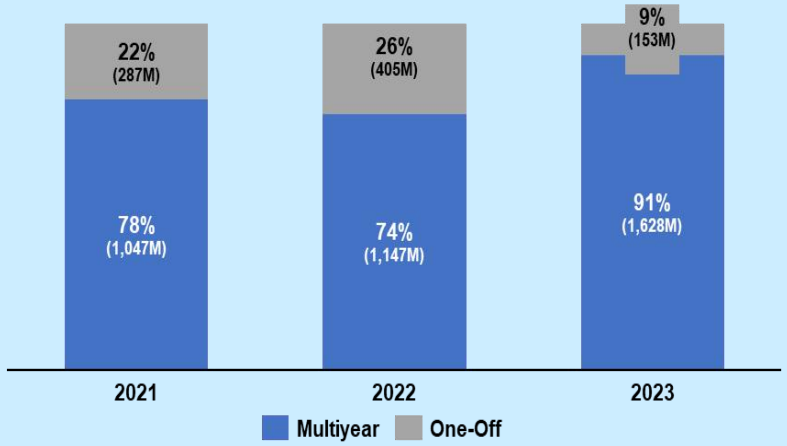
Growing proportion of backlog and multi-year contracts underpins strong future revenue and cash flow generation

Revenue Quality – Backlog[1] & Quick Turn[2]



- 51% of FY 2023 revenues (AED913.6M) were from contracts won in FY 2022; 39% of FY 2022 revenues or AED599.5M
- 49% of FY 2023 revenues (AED 867.0M) were from contracts concluded in FY 2023; 61% or AED952.5M in FY 2022

Revenue Quality – Multi-Year & One-Off



- 91% of FY 2023 revenues (AED 1,628M) from multi-year contracts; 74% or AED 1,147M in FY 2022
- Multi-year deployments include data centers, cloud, analytics platforms, project solutions, support and maintenance programs
- Provides a strong foundation for future revenue and cash performance

[1] Backlog implies revenues yet to be accrued on contracts concluded in the previous financial year [2] Quick turn implies revenues from contact concluded in the current year

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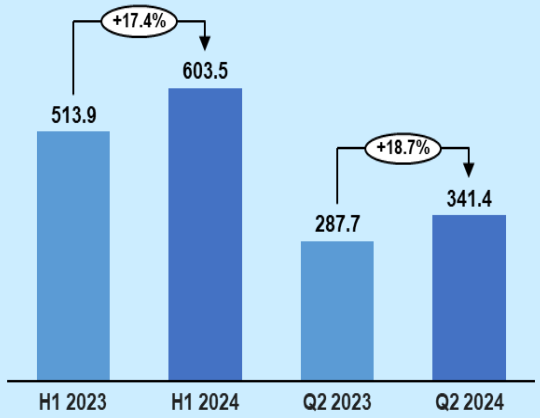
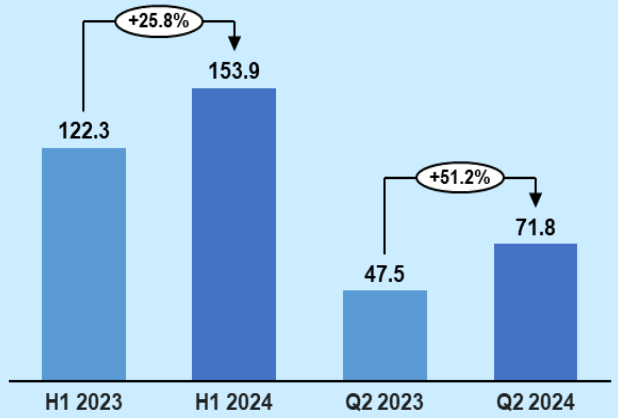
Financial Dashboard: H1 2024

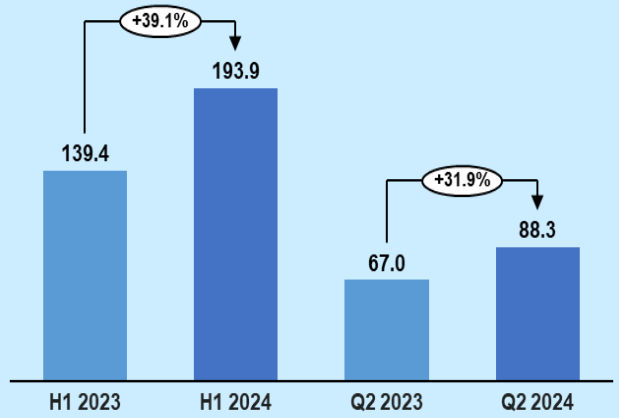
Revenue AEDM



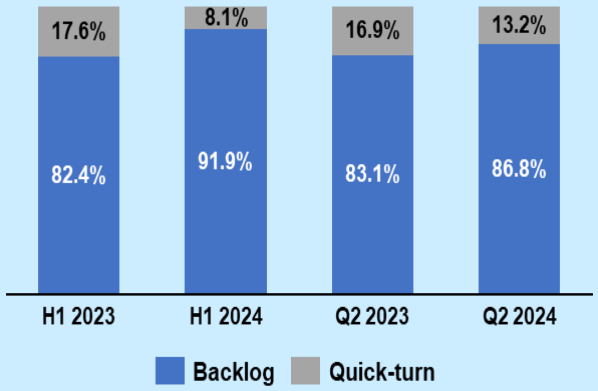
EBITDA AEDM



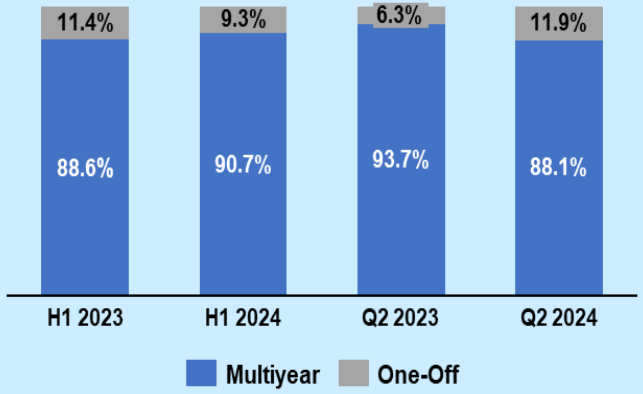
Pre-tax Profit AEDM



Backlog & Quick-turn



Multi-year & One-off



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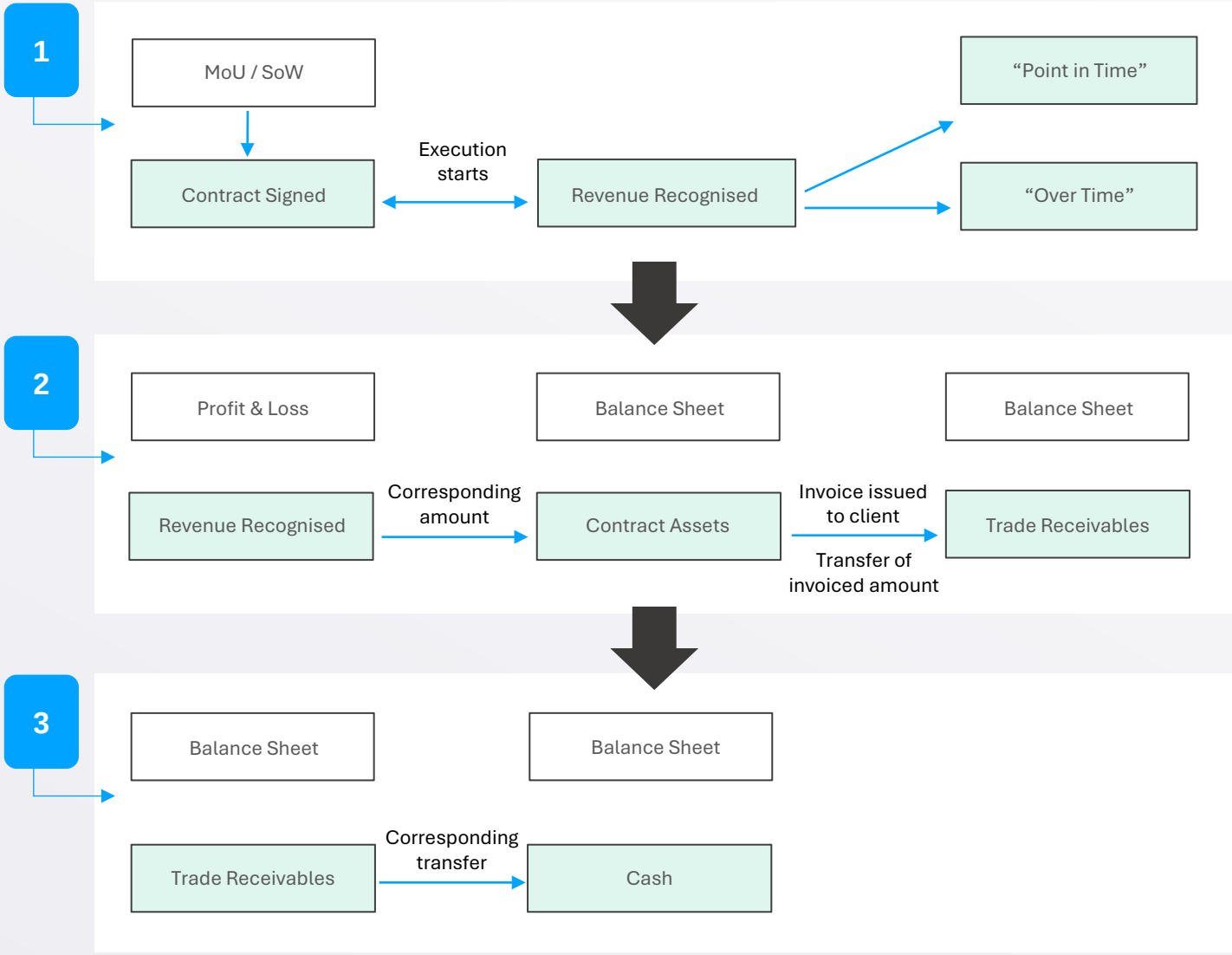
Flow of Funds Illustration



- Revenue is accrued and recognized on either a "point in time" basis or "over time" basis
- Dependent on performance obligations agreed and when control of assets and / or services is passed to client

- Typically, the amount of revenue recognized in the Profit and Loss is simultaneously reflected in Contract Assets in the Balance Sheet
- Once the client is invoiced for the milestone achieved, the invoiced amount is transferred from Contract Assets to Trade Receivables
- The balance of Contract Assets declines and the balance of Trade Receivables increases

- Once payment is received from client, Cash on Balance Sheet increases and Trade Receivables reduces by the corresponding amount
- In a normal operating environment, Trade Receivables typically convert to cash 3 – 6 months post invoice

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Presight AI Holding Plc Capital Structure

Investors	Issued Share Capital (ISC)	% Holding of ISC
Group 42 Holding LTD	3,954,119,400	70.5%
International Tech Group – Sole Proprietorship L.L.C	841,302,000	15.0%
Matrix Holdco RSC Ltd (ADNOC Affiliate)	224,347,200	4.0%
Professional + Retail (“Float”)	588,911,400	10.5%
Total	**5,608,680,000**	**100.0%**

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APPENDIX

Our Markets

Our Markets

presight

CORE

Public Services

WHAT WE DO
We revolutionize public services and government operations with GenAI-powered big data analytics

WHY WE DO IT
To enable public agencies to improve citizen service offerings, define data-driven policies, enhance public safety, and enable digital identity management

OUR IMPACT
So that people can have better citizen experiences and live better lives

Energy & Utilities

WHAT WE DO
We develop advanced AI solutions for the Energy sector and mitigate the environmental impact of business operations

WHY WE DO IT
To provide comprehensive AI-based tools and insights that enhance operation efficiency, reduce environmental impact, and support effective decision-making

OUR IMPACT
So that we can boost operational efficiency, sustainability, and data-driven decision making

Finance

WHAT WE DO
Our solutions help detect financial irregularities, fraud, and risks precisely through GenAI-driven big data analytics

WHY WE DO IT
To equip regulators and companies with tools to detect and address financial anomalies, analyze trends, and run audits

OUR IMPACT
So that financial risk can be managed, allowing people and organizations to be at peace

Smart Cities

WHAT WE DO
Our comprehensive solutions revolutionize how cities are managed.

WHY WE DO IT
To enable authorities with the capabilities to enhance city resource management, leverage IOT and sensors to improve community services

OUR IMPACT
So that urban life becomes an enabler for advancement without taxing the environment

EMERGING

Education

WHAT WE DO
Transform educational outcomes by using big data analytics powered by AI

WHY WE DO IT
To equip authorities and institutions with data-driven tools to enhance student learning successes, identify student talents, and optimize learning programs

OUR IMPACT
So that students can learn better and contribute more quickly and effectively to economic and societal progress

Public Services

We enhance public services and optimize government efficiencies through big data analytics powered by GenAI. Our mission critical and proven GenAI solutions enable public agencies to improve citizen service offerings, define data-driven policies, enhance public safety, and enable digital identity management

What we offer

1. **Digitization of public security operations**
   Presight offers anomaly detection, threat detection, alert & notification, target identification and prediction & prevention services
2. **Digitization of the citizen**
   Presight deploys e-government services and analytics to better serve the needs of citizens
3. **Digitization of urban planning**
   Presight uses advanced big data analytics to drive efficiency and cost savings for urban planning
4. **Automation of teamwork management**
   Presight provides case management, BI & dashboards, reporting and permission & classification services

Advancing Public Safety

We equip authorities with advanced analytical tools that ensure quick, data-driven decision-making that helps enhance the safety and security of communities

Driving Smart City Development

Our Digital ID services provide a quick, secure and efficient verification process, setting new standards in public administration

Innovating Digital Identity Management

Our analytics capabilities in people-centric urban environments help city authorities to gauge sentiment to drive improvements in livability, sustainability, and overall wellness

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Energy & Utilities

Using big data analytics powered by GenAI, we empower the energy sector with advanced GenAI solutions to improve decision-making and drive efficiency, and help organizations identify, manage, and predict the environmental impact of their business activities

What we offer

1	**Driving Operational Efficiency** Leveraging world-class industry knowledge and experience, and organizing operational data through AI-based tools, Presight has a portfolio of powerful solutions to support industry players enhance the pace and efficiency of operations
2	**Reduce Environmental Impact** Presight's Energy Solution enables companies in the Oil and Gas sector and beyond to utilize data-driven analysis, computation, and modeling to power better operational decision-making and evolve towards a sustainable future
3	**Data-driven Decision Making** As the era of easy oil declines, the volume and complexity of Oil and Gas operations is increasing. Correspondingly, accurate and effective decision-making and planning are becoming critical
4	**Deep Sector Understanding** We understand the Energy sector's dilemma of balancing growth with HSE, sustainability, and other goals. Our Energy Solutions helps clients to perform better, protect teams and equipment, keep operations sustainable, and rapidly scale successes

Driving Operational Efficiency

Presight has a portfolio of powerful solutions to support industry players enhance the pace and efficiency of operations

Data-driven Decision Making

Enabling accurate and effective decision-making and planning to drive overall business growth

Enabling Sustainability

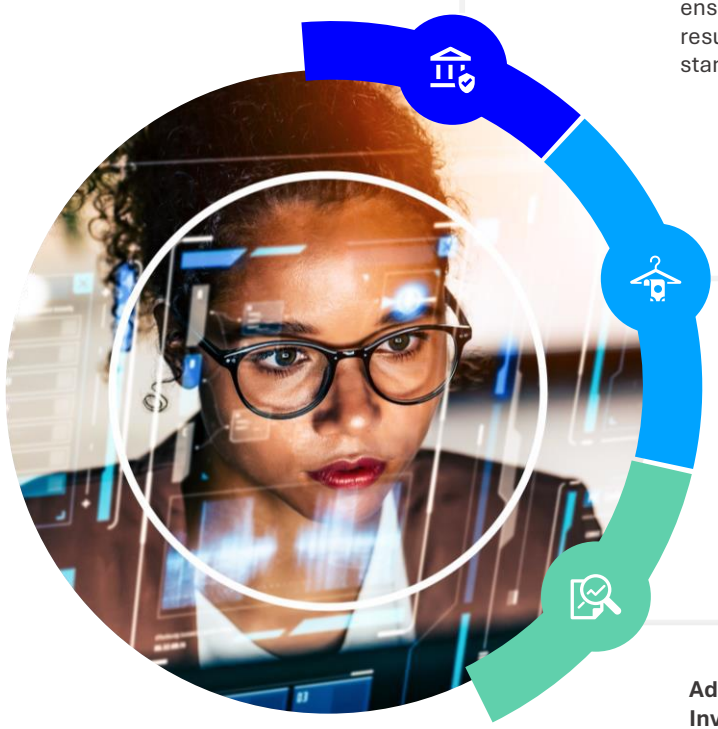
Utilizing data-driven analysis, Presight can help companies in the oil & gas sector drive efficiencies towards a sustainable future

Finance

Our expertise helps equip regulatory authorities and institutions with the tools to identify and address financial anomalies, fraud, and risks using big data analytics powered by GenAI. Our solutions ensure integrity and security in financial transactions and operations

What we offer

1	**Growing use of Data Analytics and AI** Presight has a proven and strong track record in developing AI solutions in this segment
2	**Migration to cloud** Presight offers secure cloud services through G42 ecosystem
3	**Automation and digitization of banking services** Presight offers eKYC, alternate credit scoring, AML and CTF services
4	**Rising cost of compliance** Economy of scale applies as Presight can leverage on inhouse technology stack to create solutions



Enhancing Compliance and Governance

Our solutions streamline audit and governance processes, ensuring rapid and unbiased results that uphold the highest standards of integrity

Strengthening Anti-Money Laundering Efforts

Using advanced AI analyses, we enable financial institutions with the tools they need to combat money laundering and financial crimes effectively

Advanced Financial Investigations

Our comprehensive suite of financial analysis tools offers unmatched capabilities in detecting fraud and safeguarding financial integrity

Smart Cities

Our solutions transform cities into smart cities by integrating IoT (Internet of Things) technologies for efficient transportation, waste management, energy usage, and public safety

What we offer

1	**Flexible and Adaptable** Flexible solutions can be adapted to any need of a modern city and its infrastructure. Highly scalable without disruption or major upgrades, from village to megacity deployment
2	**Exceeds Industry Standards** Solutions are based on world leading Al & GenAl technology and validated by top global technology brands
3	**On-Premise, With Cloud Benefits** Enjoy the flexibility of on-premises deployment for enhanced data privacy, compliance with local regulations, and use of local data centers, all while benefiting from cloud-like features
4	**Data Agnostic and GenAl Engineered** Delivering on-premise advanced cutting-edge Al and GPT functions with complete local control and security using all source data

On-Premise, With Cloud Benefits

Enjoy the flexibility of on-premises deployment for enhanced data privacy, compliance with local regulations, and use of local data centers, all while benefiting from cloud-like features

Service Optimization

From optimizing traffic flow and adjusting public transport schedules, to reallocating emergency services, our solutions can streamline all city services

Say Bye To Coding

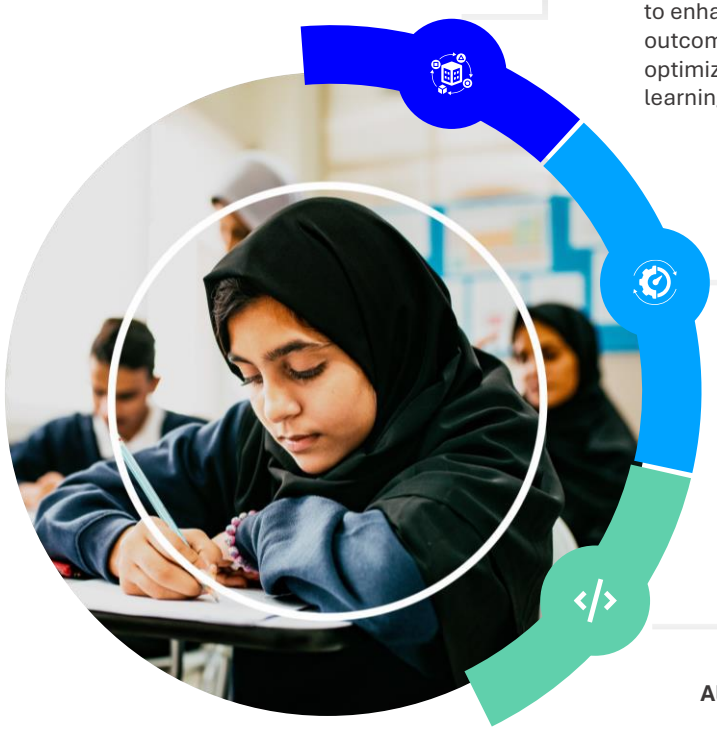
Simply drag and drop to create comprehensive dashboards with attractive widgets-effortlessly customize and deploy your IoT solutions

Education

Our solutions transform educational outcomes by using big data analytics powered by generative AI

What we offer

1	**Use of AI for education experience customization** Presight uses AI analytics to highly customize the education journey, for example, more accurate diagnostics of student skills, tailored learning paths
2	**Digitalization of education** Provide a rich data and AI experience in education, enabling personalized & purpose-built education products
3	**Growing demand for remote learning post COVID** AI driven tools to strengthen educational outcomes in remote learning environment
4	**Identification of gaps in teachers' performance** Actionable feedback on the success and gaps of each lesson to improve outcome



Customized education experience

Equip education authorities, academic institutions and educators with data-driven tools to enhance student learning outcomes, identify talent and optimize learning programs

Optimization of outcomes

Education solutions to support early childhood development by optimizing educational programs

Align educational approach

Student-teacher matching to identify synergies and align optimal learning approaches

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Governance Framework

Comprehensive Governance Structure

Committed to the highest level of governance standards in line with international best practice

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Presight AI Holding PLC Board of Directors

Responsible for preserving and enhancing Presight's long-term value for stakeholders

Audit & Risk Committee ("ARC")	Nomination & Remuneration Committee ("NRC")	Investment & Financial Committee ("IFC")
Oversight of the integrity of the Company's internal control framework, including integrity of the Company's financial reporting, processes, policies and controls, the internal audit function and the external auditor Additionally, oversight of the Company's material risk exposures, risk management framework, adherence to the risk appetite set by the Board and behavioral based risk initiatives to drive risk leadership	Supports the Board with the Board composition, renewal, performance and Board-relegated governance matters Includes the remuneration and benefit strategies for senior executives, the implementation of the Emiratization plan, the methodology used to address staff performance and corporate salary and grading structures	Oversight of the Company's investment transactions, investment risk management exposure policies and guidelines Includes review of investment manager selection

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Integrity Due-Diligence Process

Minimizing potential exposure to reputational, sanctions, or legal risk

Presight adheres to a stringent framework for integrity Due Diligence (DD) and direction on the mandatory activities required to screen a potential or existing counterparty for reputational and regulatory risks

DD is the independent information gathering and expertise that assesses the integrity-related risks that a counterparty carries so Presight can make informed risk-based decisions on the third parties it does business with

Mitigation measures are put in place to minimize potential exposure to reputational, sanctions, or legal risk

Presight manages the risks by applying the following:

Risk Based Integrated Processes	Appropriate Controls
Management of Relationships	Actions & Consequences

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AIQ

Acquisition of 51% stake in AIQ

Acquisition of a best-in-class AI-energy company backed by a leading National Oil Company

Transaction Overview	• Acquisition of 51% of AIQ from G42 • ADNOC retains 49% share and becomes 4% shareholder in Presight • H.E. Dr. Sultan Al Jaber as AIQ Chairman
Overview of AIQ	• Leading provider of AI solutions in energy sector • Integral to ADNOC's $500 million value creation from AI solutions in 2023 • Over 20 proven, cutting-edge AI applications with broad applicability upstream and downstream • Industry-leading growth and profitability
Acquisition Rationale	• Pivotal role in global transition towards a smarter, sustainable energy future • Partner with ADNOC's future digital transformation initiatives • Leverage AIQ solutions & Presight capabilities across growing international footprint • Significant value generation opportunity for all stakeholders
Market Overview	• Market for AI energy solutions estimated at $13 billion by 2034; 14% CAGR 2024 - 2034* • Increase efficiency, accuracy, work safety /access remote areas / electrification and sustainability / digitalization
	Under Presight's ownership, AIQ is expected to deliver enhanced value for all stakeholders

* Source: Future Insight Inc.

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AIQ's Portfolio Covers the Full Value Chain of Energy Companies

SMARTi

EMISSIONX

Reservoir & Subsurface	Drilling & Well Construction	Production	Transportation	Refining, Petchem, LNG
DRIVE	DRILLREP	ROBOWELL	CORROPIPE	CORROSCAN
AR360	OPTIDRILL	FORESIGHT		CORROVISION
WELLINSIGHT	DRILLTECT			
ROCKINSIGHT				

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Key Features of Main AIQ Offerings

Proven, trusted solutions that help drive efficiency and deliver value in broad operational scenarios

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AR360 PERFORM WITH AIQ	• Provides a comprehensive overview of reservoir management and production optimization • Utilizes automated processes to assess reservoir model quality and optimize recovery factors • Employs machine learning and physics for real-time production forecasting, significantly reducing scenario analysis time
DRIVE PERFORM WITH AIQ	• Replaces traditional reservoir simulators with AI-powered meta-models, allowing for rapid assessment of multiple field development scenarios • Highly integrates and automates quality checks and scenario rankings, enhancing the decision-making process in field development planning
ROBOWELL PERFORM WITH AIQ	• Utilizes APC for real-time optimization of well parameters, reducing the need for manual supervision and enhancing operational safety • Initially focused on a limited number of wells with plans to expand control to cluster/field levels, offering a broader operational scope
FORESIGHT PROTECT WITH AIQ	• Combines statistical, physics-based, and AI methodologies to predict failures in electrical submersible pumps • Seamlessly integrates with existing monitoring systems and data sources • Enhances proactive maintenance planning

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