

Presight AI

Initial Public Offering

Frequently Asked Questions

Transaction Timetable

Date	Milestone
6 March 2023	Intention to list announcement
13 March 2023	Offering commencement
17 March 2023	Offering closing
24 March 2023	SMS confirmation to all successful subscribers
25 March 2023	Commencement of refund of surplus funds and dispatch of allotment letters
27 March 2023	Expected date of listing of shares on ADX

Company overview

1. What is Presight?

- Presight was founded in 2020 with three elements of successful start-ups: a bold vision, creative people, and an unmatched desire to create meaningful change, focusing on the region's digital transformation through big data analytics powered by AI.
- The Company has grown its operations internationally since then and is now the region's leading big data analytics company powered by AI, with over 10 flagship technology solutions, more than 100 AI models, and clients in 3 continents around the world.

2. What are Presight's core business segments?

- Presight has the ability to support clients across multiple sectors, with a focus on:
 - **Public Services** – Enhancing public services and optimizing government efficiencies through big data analytics powered by AI.
 - **Finance** – Identifying financial anomalies, fraud, and risks, using big data analytics powered by AI.
 - **Sports** – Augmenting sports performance and fans' experiences using big data analytics powered by AI.
 - **Climate, Infrastructure and Education** – Using big data analytics powered by AI to support businesses within the priority vertical sectors. For Climate, Presight aims to identify, manage, and predict businesses' environmental impacts. In Infrastructure, the Company can enable regulators and organizations with capabilities to improve city resource management and optimize multi-modal transport and community services. Finally, on Education, there are opportunities to equip authorities and educational institutions with data driven tools to enhance student learning outcomes.
- The foundation of Presight's operations is the Transformation Analytics Quotient (TAQ), which is the 'All-Source Data Collection and Analytics' and 'AI & Big Data' layer. The platform hosts 100+ AI algorithms that power our verticals' solutions.

3. What is Presight's international footprint?

- Headquartered in Abu Dhabi, United Arab Emirates, Presight is the MENA region's leading big data analytics company powered by AI. While we operate predominantly within the MENA region, our current projects and contracts extend to 15 countries across 3 continents, with plenty of headroom for further growth.

4. Can you provide more detail on Presight's management?

- Detailed information and biographies for Presight's leadership team are available within the IPO prospectus.

5. How is Presight's recent financial performance?

- Presight has established a robust track-record of growth since inception on the back of strong order bookings, with a diverse portfolio of services enabling platforms to be used at any scale and any vertical in the markets in which it operates.
- The Company's revenue for FY22 was USD 423 million AED 1,553 million.
- The Company's margins are amongst the highest of comparable peers with similar digital products, and its breadth of offerings and operational excellence provide superior profitability and returns for its shareholders.
- The Company has a healthy mix of revenue from UAE domestic and international markets, and expects international operations to expand in line with its five-year strategy.
- Presight benefits from multiyear recurring contracts that equate to approximately 83% of overall revenues, with the absolute value of recurring revenues continuing to improve significantly. Revenues are also underpinned by a healthy order book, with existing orders having already recorded a strong portion of revenues for the next several years.

6. Who owns Presight?

- Group 42 Holding Ltd, a global leader in creating visionary artificial intelligence for a better tomorrow, will remain the majority shareholder following the listing of Presight on the Abu Dhabi Securities Exchange.

7. What is Presight's growth strategy and intended use of proceeds from the Offering?

- Presight has an ambitious growth strategy. The key elements of this strategy are: International Expansion, Inorganic Growth, and Research & Development. The proceeds of the Offering will predominantly be used to drive our growth strategy, while leveraging our strong track-record to create a platform from which we will build and grow.

8. What is Presight's dividend policy?

- The Company's ability to pay dividends is dependent on a number of factors, including:
 - the availability of distributable reserves and capital expenditure plans and other cash requirements in future periods;
 - market conditions and the then current operating environment in the Company's markets;
 - the Board's outlook for the business;
 - future profits and business plan (including ability to perform in accordance with the expectations in business plan);
 - the discretion of the Board; and
 - approval of any dividend payment at a general meeting of shareholders.
- The guidance provided above is based on the current business plan and targets. However, there is no assurance that Presight will pay any of the dividends described above or going forward or, if a dividend is paid, what the amount of such dividend will be.

Presight's business and value proposition

1. Can you tell us more about what Presight does?

- Presight combines technology, big data, and the brightest people to answer real-world challenges in every sector and at any scale to create tangible benefits for business and society.
- With its world-class computer vision, omni-analytics platform powered by AI, Presight leverages all-source data to support insight-driven decision making.

2. Which verticals does Presight serve?

- Presight has the ability to support clients across multiple sectors, with a focus on:
 - **Public Services** – Enhancing public services and optimizing government efficiencies through big data analytics powered by AI.

- **Finance** – Identifying financial anomalies, fraud, and risks, using big data analytics powered by AI.
 - **Sports** – Augmenting sports performance and fans' experiences using big data analytics powered by AI.
 - **Climate, Infrastructure and Education** – Using big data analytics powered by AI to support businesses within the priority vertical sectors. For Climate, Presight aims to identify, manage, and predict businesses' environmental impacts. In Infrastructure, the Company can enable regulators and organizations with capabilities to improve city resource management and optimize multi-modal transport and community services. Finally, on Education, there are opportunities to equip authorities and educational institutions with data driven tools to enhance student learning outcomes.
 - The foundation of Presight's operations is the Transformation Analytics Quotient (TAQ), which is the 'All-Source Data Collection and Analytics' and 'AI & Big Data' layer. The platform hosts 100+ AI algorithms that power our verticals' solutions.
- 3. What is the long-term vision and ambition of the business?**
- Presight has an ambitious growth strategy. The key elements of this strategy are: International Expansion, Inorganic Growth, and Research & Development. The proceeds of the Offering will predominantly be used to drive its growth strategy, while leveraging our strong track-record to create a platform from which we will build and grow.
- 4. What is Presight doing to protect customer data – both in region and cross-border?**
- Individual data protection and privacy is vital for Presight's operations. The Company employs stringent processes and procedures to protect client data to ensure their information is not compromised. Presight does not own the data it gathers and analyzes.

The listing

- 1. Why has Presight decided to list its shares?**
- The Company is seeking to raise capital to enable the successful implementation of its short-term and long-term growth strategy and reinforce the Company's position of being the leading big data analytics company powered by AI. This strategy is focused on:
 - International Expansion: Presight is well positioned to capture international market share by setting up efficient 'go- to-market' channels, and marketing programs, as well as increasing local presence and infrastructure.
 - Inorganic Growth: Presight expects to make significant investments in its core focus area of AI and big-data analytics with the objective of enhancing its product portfolio and technological capabilities.
 - Research & Development: Presight's R&D capabilities are a key component of its historical success and growing its operational footprint, leading to the development of its proprietary TAQ platform deployed for core and priority verticals.
- 2. What is the valuation of the Company?**
- Please speak with your investment / financial advisor.
- 3. Which exchange is Presight listing on? Why has this market been chosen?**
- Presight will be listing its shares on the Abu Dhabi Securities Exchange (ADX). Being an Abu Dhabi based company, the ADX is a natural choice as a listing venue. While 2022 was a year of post-pandemic recovery, capital market activity on the ADX and the wider UAE gained significant momentum. By listing now, Presight is well-positioned to benefit from this growing momentum and the services and advisory available in the UAE's largest stock exchange by market capitalisation.
- 4. How much capital is intended to be raised?**
- The Company intends to offer 1,359,680,000 shares (which will represent 24.24% of the share capital of the Company as at the listing date). Group 42 Holding Ltd will remain the majority shareholder.

5. What is the Company's capital structure upon completion of the Offering?

Shareholder	Number of Shares	Percentage
Group 42 Holding Ltd.	4,206,510,000	75.00%
Others	42,490,000	0.76%
Subscribers	1,359,680,000	24.24%
Total:	5,608,680,000	100%

6. How many Offer Shares have been allocated to retail subscribers? To others?

- 92.781% of the Offer Shares have been allocated to Professional Subscribers (as defined in the prospectus) with the remaining 7.219% allocated to Retail Subscribers (as defined in the prospectus).
- These allocations are subject to change at any time prior to the end of the subscription period, subject to applicable laws and regulations and SCA approval. For more information, please refer to the prospectus.

7. What is the Offer Price?

- AED 1.34 per share.

8. When are Presight shares expected to begin trading publicly?

- Presight is expected to list on or around 27 March 2023.

9. What will the proceeds of the Offering be used for?

- Presight has an ambitious growth strategy. The key elements of this strategy are: International Expansion, Inorganic Growth, and Research & Development. The proceeds of the Offering will predominantly be used to drive its growth strategy, while leveraging our strong track-record to create a platform from which we will build and grow.

10. Should I subscribe to this IPO? Why should I invest in Presight?

- Kindly speak with your financial advisor to help make your decision to invest in Presight shares.

11. Are Presight shares Sharia compliant?

- Dubai Islamic Bank PJSC, Lead Manager for the IPO, has issued a pronouncement confirming that, in their view, Presight's shares are compliant with Sharia principles.

How to subscribe to Presight shares

1. Who is eligible to subscribe to the IPO?

- The Offering will be restricted to the following two groups of investors:
 - **Retail Subscribers:** Retail Offer Shares: The Company allocated 98,151,900 (ninety eight million one hundred and fifty one thousand nine hundred) Shares, representing 7.219 % of the Offer Shares, to Retail Subscribers. Minors are permitted to apply for Offer Shares in accordance with the procedures applied by the Lead Receiving Bank and the laws in force in this regard. All Retail Subscribers must hold a NIN with the ADX. If all Retail Offer Shares are not fully subscribed, the unsubscribed Retail Offer Shares will be made available to Professional Subscribers, or alternatively (in consultation with the SCA) the Company, subject to obtaining the requisite corporate approvals, may accept the Offering at the level of applications received. The Minimum Application Size for Retail Subscribers is AED 5,000 with any additional application in increments of AED 1,000. There is no Maximum Application Size for Retail Subscribers.
 - **Professional Subscribers:** Professional Offer Shares: The Company allocated 1,261,528,100 (one billion two hundred and sixty one million five hundred and twenty

eight thousand and one hundred) Shares, representing 92.781% of the Offer Shares, to Professional Subscribers. All Professional Subscribers must hold a NIN with the ADX. If all of the Professional Offer Shares are not fully subscribed, the Offer will be withdrawn. The Minimum Application Size for the Professional Subscribers is AED 1,000,000. There is no Maximum Application Size for Professional Subscribers. Every Subscriber must hold a NIN with ADX and bank account number in order to be eligible to apply for Offer Shares.

2. Can I apply for shares in more than one tranche?

- Subscribers may only apply for Retail Offer Shares or Professional Offer Shares. In the event a person applies in more than one tranche of Offer Shares, then the Lead Receiving Bank, the Lead Manager or the Lead Placement Agent (as applicable) may disregard one or both of such applications.

3. What is the minimum and maximum subscription?

- Retail Offer Shares: The minimum application size for Retail Subscribers is AED 5,000 with any additional application in increments of AED 1,000. There is no maximum application size for Retail Subscribers.
- Professional Offer Shares: The minimum application size for Professional Subscribers is AED 1,000,000. There is no maximum application size for Professional Subscribers.

Retail Subscribers:

4. How do I subscribe to the retail tranche?

- To subscribe to the Presight IPO, please follow the below steps:
 1. *Make sure you have your ADX Investor Number (NIN)*
If you don't have a NIN, you can register for one instantly with your UAE Pass through the ADX SAHMI app or by calling the ADX call center on 800239. If you are unsure whether you already have a NIN, please call the ADX customer service center at [800239](tel:800239) or email info@adx.ae.
 2. *Read the Prospectus document*
Review the content and documents on this IPO webpage to get more information about the company and its initial public offering. The Prospectus document provides all material information about the company and the IPO.
 3. *Make an informed decision*
Once you have familiarized yourself with the company, you can make an informed investment decision.
 4. *How to Subscribe to the Retail Offer Shares?*
If you have decided that you would like to invest, you can subscribe to the offering through the Lead Receiving Bank, First Abu Dhabi Bank ("FAB") participating branches (refer to the list appended to the prospectus), or through electronic channels through FAB or the ADX e-IPO Portal (adx.ae).
- **First Abu Dhabi Bank PJSC (FAB) – e-subscription:**
 - Access <https://www.bankfab.com/en-ae/investment-banking/iposubscription>.
 - Refer to the "How to subscribe page" and follow the instructions and submit subscriptions for the Retail Offer Shares.
 - FAB Mobile Banking Application (for FAB client).
 - In case of any issues or support required, please contact FAB call center at +971-261-61800.
- **ADX ePortal Subscription:**
 - For applying through ADX ePortal Subscriptions:
 - Please access –
 - For Arabic – <https://www.adx.ae/Arabic/Pages/ProductsandServices/ipo.aspx>
 - For English - <https://www.adx.ae/English/Pages/ProductsandServices/ipo.aspx>
 - Please refer to the "ADX IPO ePortal Subscription Instructions" page and follow the instructions.
 - Click on the IPO Subscription link provided to subscribe for the Retail Offer Shares.
 - Please contact them on 800-ADX(239) or via email on info@adx.ae for any queries on the above.

5. By when do I need to subscribe?

- Subscription amounts paid by way of cheque must be submitted by 12pm (mid-day) on 15 March 2023.
- Subscription applications received through electronic channels viz. Internet Banking and website/UAEPGS/FTS and mobile banking must be made before 12pm (mid-day) on 16 March 2023.
- Subscription applications through FAB branches, please refer to the annex 3 in the Prospectus, must be made before the timings stated against each branch on 17 March 2023.

6. When will I receive my Offer Shares?

- Offer Shares will be allocated to retail subscribers pro-rata to each subscriber's application. You will be notified of the number of Offer Shares allocated to you. You may or may not receive the full allocation of your order. In the event of oversubscription of the offer shares, any excess amounts will be refunded to you.
- Allocated shares will be credited to your assigned broker or ADX Registry on or before the Listing date.

7. If I do not receive the full amount of Offer Shares I subscribed to, how will I be refunded?

- Oversubscription amount, if any, will be refunded on 25 March 2023. For more details, please refer to the Prospectus.

Professional Investors:

8. How do I place orders for the Professional Offer Shares?

- Placing orders through the Lead Placement Agent and payment of funds:
 - Professional Subscribers can place orders with the Lead Placement Agent using the subscription form or the link sent by the Lead Placement Agent.
 - The Lead Placement Agent will collect the order forms and accompanying documents, NIN, and funds from Professional Subscribers and share the orders details with the Lead Receiving Bank during the Offer Period.
 - Allocation will be decided by the Company in accordance with the allocation policy set out in the Prospectus and communicated to the Lead Placement Agent.
 - The Lead Placement Agent, will collect the funds, as required, from each Professional Subscriber who has placed an order during the Offer Period.
 - Once the allocation of the Offer Shares has been finalized, the Lead Placement Agent will transfer the allocated capital funds to the Lead Receiving Bank as a single payment.
- The Lead Receiving Bank will confirm the receipt of proceeds and allocate and arrange to and issue the relevant Offer Shares to the Professional Subscribers, as applicable.

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List of FAB Participating Branches

Branch name	Branch Location-Area	Customer Timing	IPO Subscription Timing	Branch Address
	Abu Dhabi	8:00am to 2:00pm (Mon - Thu)	8:00am to 1:00pm (Mon - Thu)	

Business Park, Abu Dhabi		8:00am to 12:30pm (Fri)	8:00am to 12:00pm (Fri)	Khalifa Park Al Qurm, PO BOX: 6316
		8:00am to 2:00pm (Sat)	8:00am to 1:00pm (Sat)	
FAB One Tower, Abu Dhabi	Abu Dhabi	8:00am to 2:00pm (Mon - Thu)	8:00am to 1:00pm (Mon - Thu)	Intersection of Shaikh Khalifa street and Baniyas street, PO BOX:2993
		8:00am to 12:30pm (Fri)	8:00am to 12:00pm (Fri)	
		8:00am to 2:00pm (Sat)	8:00am to 1:00pm (Sat)	
Al Batin	Abu Dhabi	8:00am to 2:00pm (Mon - Thu)	8:00am to 1:00pm (Mon - Thu)	Street No. 9, Next to Bateen Bus Terminal and Al Bateen Mall, PO BOX:7644
		8:00am to 12:30pm (Fri)	8:00am to 12:00pm (Fri)	
		8:00am to 2:00pm (Sat)	8:00am to 1:00pm (Sat)	
Al Ain New	Al Ain - Abu Dhabi	8:00am to 2:00pm (Mon - Thu)	8:00am to 1:00pm (Mon - Thu)	Al Ain New, PO BOX: 17822
		8:00am to 12:30pm (Fri)	8:00am to 12:00pm (Fri)	
		8:00am to 2:00pm (Sat)	8:00am to 1:00pm (Sat)	
Deira Branch (ABS)	Dubai	8:00am to 2:00pm (Mon - Thu)	8:00am to 1:00pm (Mon - Thu)	Abu Baker Al Siddique Rd, Deira
		8:00am to 12:30pm (Fri)	8:00am to 12:00pm (Fri)	
		8:00am to 2:00pm (Sat)	8:00am to 1:00pm (Sat)	