



Earnings Presentation

Q1 2025 Results

May 08, 2025

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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.

The Presight Team Today

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

Roger Tejjwani

Senior Director, Investor Relations



- Over 25 years experience in Capital Markets across Investment Banking, Equity Research and Investor Relations
- Leads the company's Investor Relations program

Operational Highlights

Key Operational Highlights – Q1 2025

The strong momentum witnessed in Q424 accelerated during the first quarter of 2025



1

Extended existing and won new domestic and international contracts valued at AED 1.44 billion

2

Recent milestone engagements in Kazakhstan & Albania create platform for Central Asia & Balkans expansion

3

Forged new domestic and international technology partnerships to further enhance our solutions portfolio

4

New, scalable national-level & enterprise-grade Applied Intelligence platforms: Presight Synergy & Lifesaver

5

Formal launch of Presight AI-Startup Accelerator in partnership with Microsoft Corporation and MBZUAI

6

Governmental Digital Strategy 2025-2027 to position Abu Dhabi as a global leader in AI-driven government

Q1 2025 Operational Highlights

New Domestic & International Contracts (valued at c\$390 million)

UAE

- UAE Accounting Authority (UAEAA)
- Emirates Nuclear Energy Company (ENEC)
- Abu Dhabi National Oil Company (ADNOC)

International

- Kazakhstan: Department of Digitalization and Public Services
- Albania: Ministry of Interior (letter of engagement)

New Agreements & Partnerships

- **Technology Partnerships:**
 - Presight MoU with Beacon Red (EDGE)
 - AIQ Partnership Agreement with SLB
- **AIQ:** Ecopetrol Strategic Collaboration

Innovation & Product Development

- **Presight Synergy:** Enterprise-grade data and AI platform
- **Presight Lifesaver:** Emergency & crisis management AI platform



End-to-End Data & AI Platform

Presight Synergy consolidates data management, AI analytics, and business intelligence. Built on a modern, modular architecture and powered by Generative AI, it enables organizations to securely transform, analyze, and visualize data within a single, scalable platform.



Synergy Data

Key Features



Unify, cleanse, and govern all your data sources in one place, data profiling, data catalog management



AI-assisted data pipelines, data lakehouse integration, federated query, graphical data exploration tools



Synergy AI

Key Features



LLM integrated, generative AI embedded capabilities, agentic AI framework to build AI agents seamlessly



+150 AI/ML model registry to utilize for different use cases such as computer vision and natural language processing



Synergy BI

Key Features



Built-in BI analytics tool, AI-powered rule engine, interactive and customizable dashboards, alerts & scheduled tasks



Global search, mass profiling, graph knowledge, geo analysis, geo coding, report management, rule engine analytical tool



Security and Governance



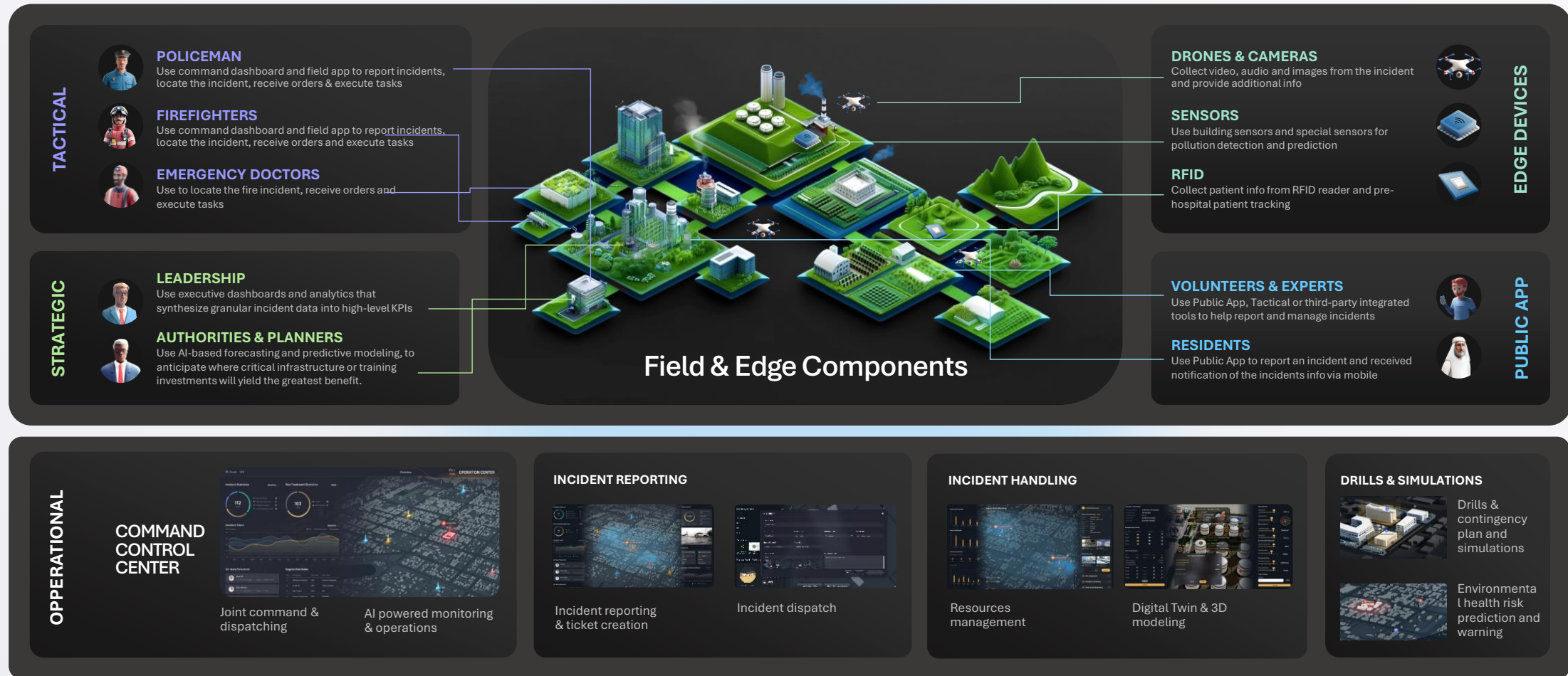
Team collaboration tool, personalized home dashboard, hierarchical content organization, content sharing, activity log tracker, notifications management

Fine-grained ACL for all users, row level access control, classification-based access, audit trail, real time operational and performance statistics

Platform monitoring dashboards, data ingestion monitoring dashboards, query execution transparency, Keycloak-enabled, OAuth and SSO authentication

Unified Emergency Response

Presight LifeSaver is an AI-powered, end-to-end emergency management platform designed to deliver rapid response and efficient recovery. By breaking down silos between fire services, police, emergency call centers, ambulance operations, public agencies, cyber units, volunteers, and the community, Presight LifeSaver fosters a truly integrated and proactive approach to accidents and crisis management.



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Innovation & Product Development

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Investment in Broader AI Ecosystem

- **Presight AI-Startup Accelerator:** MENA, SE & Central Asia
- **Abu Dhabi Government:** Digital Strategy 2025-2027



Presight Unique UAE AI Accelerator

Establish a leading AI eco-system to unleash the potential of AI startups at the global level



From prototype testing to industry expertise, to entry to global markets, as well as utilization of worldwide tech platforms – **Presight AI Acceleration Program** will offer in-depth multi-phase programs designed to evaluate, plan, and start selling

Acceleration Program will enable Presight to:



Identify Top Performers for VC Fund



Partner with Leading IP



Expand to Global Markets, Increase Product Offering



Participate in Equity of Startups

Acceleration Program will enhance startups with the most crucial factors of success



Utilize Presight's exposure to G42's wider group resources as well as existing network of institutional customers and partners

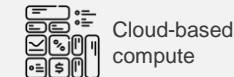


Data Centre and HPC

Collocation and Supercomputer



Cloud Services



Cloud-based compute



Data security with robust encryption protocols



Access to Leading AI SMEs

Exposure to foundational LLMs, GPTs, algorithms



Access to Global Markets



Integration with Presight's Product Pipeline



Cross-Selling Opportunities



Financial Highlights

Presight Post IPO Growth Trajectory

The quarter ending March 2025 marked the 2nd anniversary of Presight AI Holding Plc’s listing on the Abu Dhabi Securities Exchange



Key Metrics	2-Year Compound Annual Growth Rate (as at Q1 2025)	
	Organic ¹	Group Consolidated
Revenue	+31.6%	+57.9%
EBITDA	+16.9%	+37.3%
Profit before Tax	+25.2%	+39.5%

¹ Organic excludes any financial contribution from AIQ, acquired in June 2024

Key Financial Highlights – Q1 2025

Record growth in quarterly Revenue, EBITDA and Post-tax Profit heralds strong start to 2025



1

Record quarterly YoY growth in Revenue, EBITDA and post-tax profit on a like-for-like 9% taxation rate

2

Record quarterly YoY growth in organic revenue (>2x previous peak) and organic EBITDA (~2.5x previous peak)

3

Positive YoY growth in consolidated, attributable, and organic net profit despite additional 6% tax YoY

4

Continued momentum in international markets with fivefold increase in Q125 revenue YoY

5

Q125 AED +165 million positive swing in operating cash flow; AED 1.97 billion cash & equivalents at Mar-25

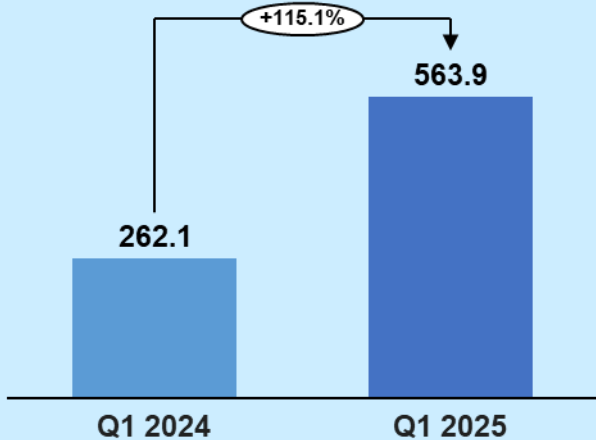
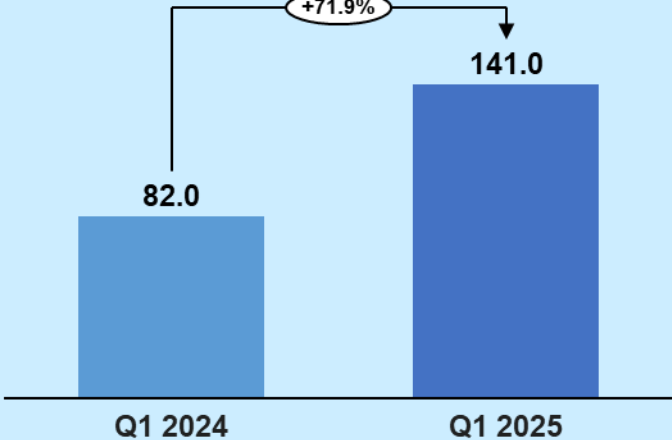
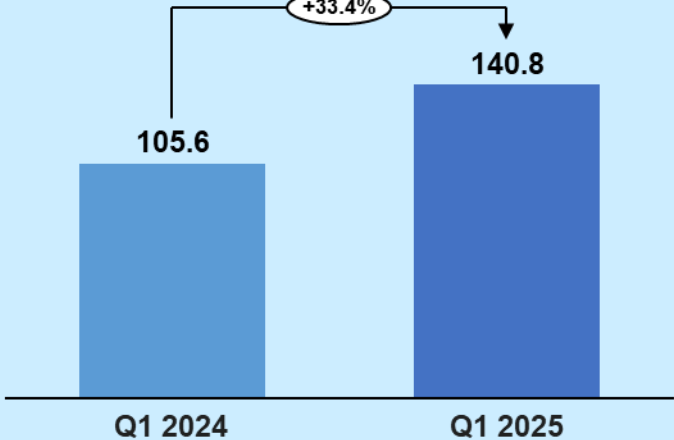
6

Order book increase of AED 1.44 billion with Mar-25 backlog of AED 3.87 billion (AED 2.99bn at Dec-24)

Q1 2025 Headline Financials

Record levels of organic Revenue and EBITDA growth off a robust Q124 base



Group Revenue AEDM	Group EBITDA AEDM	Group Profit Before Tax AEDM																		
 <table><tr><th>Quarter</th><th>Revenue AEDM</th></tr><tr><td>Q1 2024</td><td>262.1</td></tr><tr><td>Q1 2025</td><td>563.9</td></tr></table>	Quarter	Revenue AEDM	Q1 2024	262.1	Q1 2025	563.9	 <table><tr><th>Quarter</th><th>EBITDA AEDM</th></tr><tr><td>Q1 2024</td><td>82.0</td></tr><tr><td>Q1 2025</td><td>141.0</td></tr></table>	Quarter	EBITDA AEDM	Q1 2024	82.0	Q1 2025	141.0	 <table><tr><th>Quarter</th><th>Profit Before Tax AEDM</th></tr><tr><td>Q1 2024</td><td>105.6</td></tr><tr><td>Q1 2025</td><td>140.8</td></tr></table>	Quarter	Profit Before Tax AEDM	Q1 2024	105.6	Q1 2025	140.8
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<ul style="list-style-type: none">• Highest quarterly YoY growth rate to date• Record quarterly YoY organic growth rate (>2x previous peak)• Excludes contribution from recent engagements in Kazakhstan and Albania• AIQ contributed 30.5% to Q125 Group revenue• Q125 order book increased by AED 1.44 billion	<ul style="list-style-type: none">• Highest quarterly YoY growth rate to date• Organic EBITDA growth rate ~2.5x previous peak, despite continued investment in growth• AIQ contributed 27.4% to Q125 Group EBITDA• Q125 Group EBITDA margin 25.0% - strategic expansion in international markets, AIQ deployment mix, investment in growth• Organic EBITDA margin +310bps ahead of FY24 level - favorable deployment mix	<ul style="list-style-type: none">• Pre-tax profit growth ~2x growth rate in FY24• Organic pre-tax profit resumed positive trajectory of H124, despite very robust base• Organic pre-tax margin +180bps v FY24• AIQ contributed 19.4% to Q125 Group pre-tax profit• Q125 post-tax profit +25.1% (15% tax); +33.6% on like-for-like 9% tax = highest quarterly YoY growth to date• Organic post-tax profit resumed growth trajectory, despite the high base; organic margin in line with FY24 despite additional 6% tax																		

Q1 2025 Headline Financials

Resumption of positive organic growth trajectory notwithstanding an additional 6% tax year-on-year



Key Metrics	Q1 2025 Growth Year on Year	
	Applying 9% Tax Rate	Applying ~15% Tax Rate
Group Profit After Tax ¹	+33.6%	+25.1%
Attributable Profit After Tax ²	+20.8%	+13.2%
Organic Profit After Tax ³	+7.6%	+0.8%

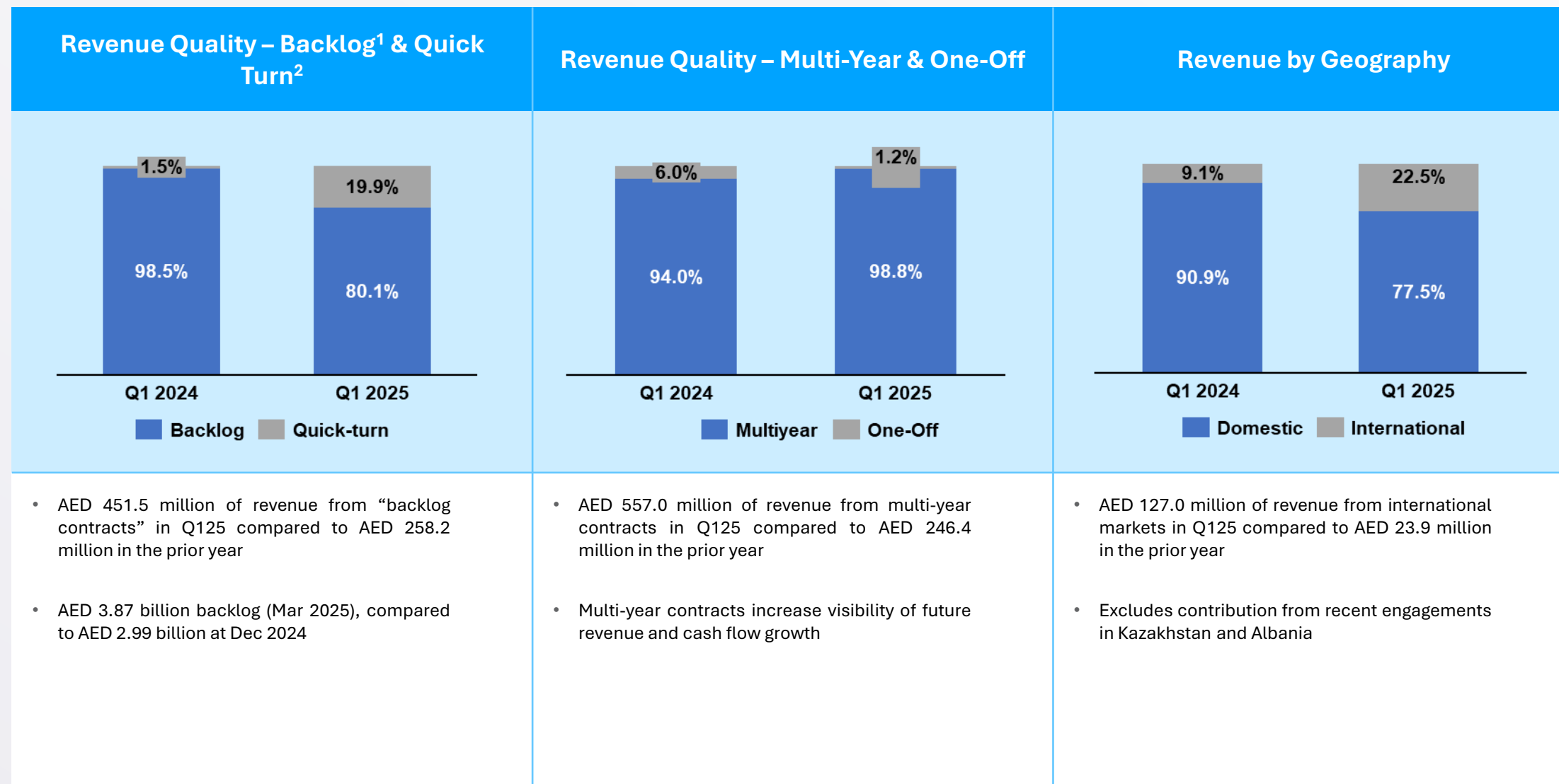
¹ Q125 consolidated profit after tax

² Q125 profit after tax attributable to shareholders

³ Q125 organic profit after tax, excluding AIQ contribution

Q1 2025 Headline Metrics

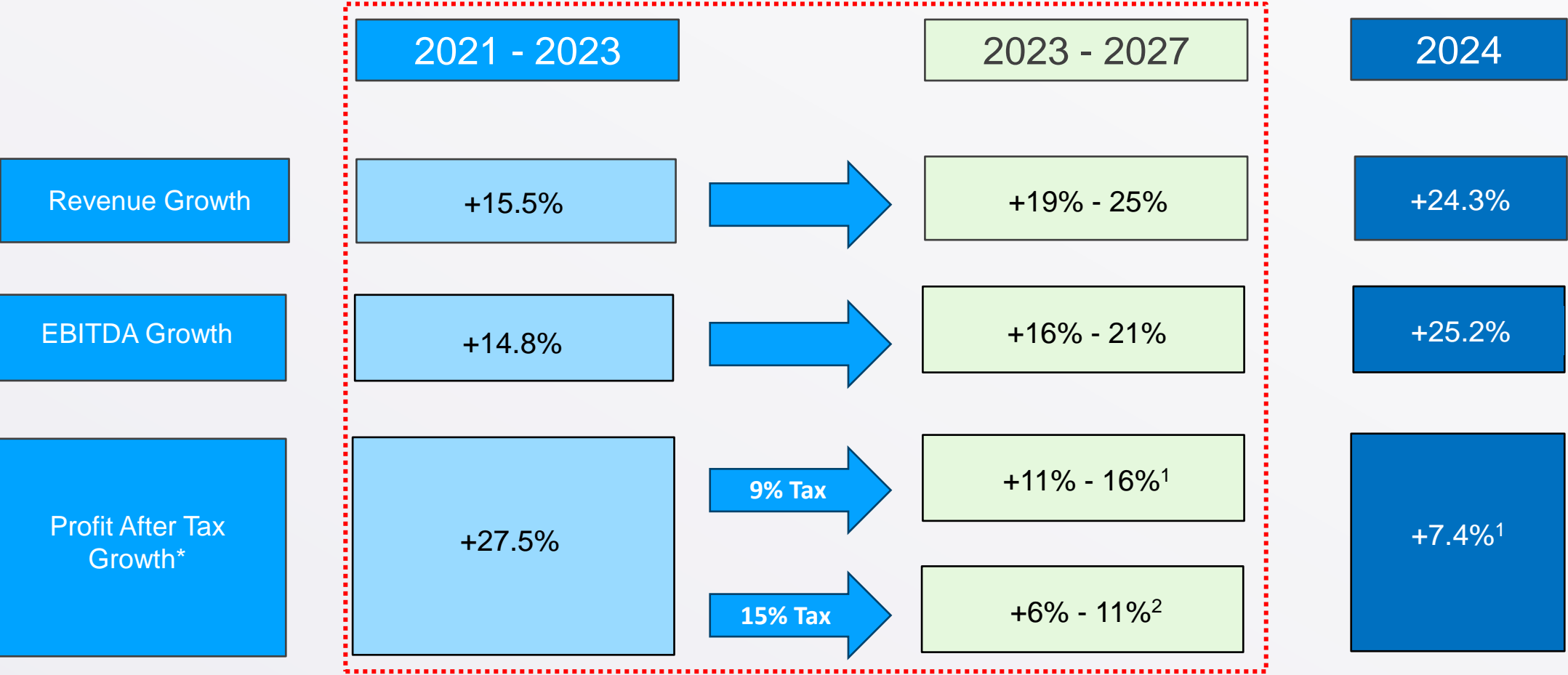
Multi-year contracts increase visibility of future revenue and cash flow growth, with an additional AED 1.44 billion of orders in Q125



¹ Backlog implies revenues yet to be accrued on contracts concluded in prior financial years ²Quick turn implies revenues from contracts concluded in the current year

Medium-Term Outlook

Robust backlog, high proportion of multi-year contracts, and increasing international footprint



*100% Group profit including minorities
¹ Assumes 9% Corporation Tax
² Assumes 15% Corporation Tax

Thank You

Get in touch:
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Q&A