Omar Good afternoon, ladies and gentlemen. Thank you for joining us on today's call covering Presight’s Second Quarter 2025 Results hosted by Thomas Pramotedham, Group CEO; Ram Meyoor Group, CFO; and Dr. Adel Alsharji, Group COO. My name is Omar Maher from EFG Hermes.

As usual, Thomas will give an update on strategic highlights during the period, and Ram will then cover the financial performance during the period, followed by the outlook. And then we will open the floor for Q&A. And just for your reference, the investor presentation is available in the Investor Relations section of the company's website. Please note that the contents of this call may contain forward-looking statements, which should be considered in conjunction with disclaimers included in the presentation.

Over to you, Thomas.

Thomas Thank you. Good afternoon, everyone. Thanks again for joining us.

We're glad to report our second quarter was another period of strong growth, both operationally and financially across the group. We secured AED 300 million of new orders, and that's taken our order book for the first half of the year to AED 1.7 billion, and the backlog at the end of June to AED 3.7 billion, which is essentially three times higher than the same period last year.

In the domestic market, we've signed new multiyear contracts and agreements across key growth sectors, including a memorandum of understanding with Department of Energy that will help Abu Dhabi strengthen its status as a key global hub for energy sector and innovation. The strategy to expand our offering across high growth markets outside the UAE is becoming an integral part of our journey, with international revenue accounting for more than a quarter of the group’s total in the second quarter, and that's including any impact from the recent agreements we have signed in Albania, Malaysia, Uganda.

So, post the June period we concluded three landmark agreements that would turbocharge the growth trajectory of financial vertical, which I'll unpack further. That includes a joint venture agreement with the UAE central bank to help reshape the UAE’s financial infrastructure and AI applications within the sector; a memorandum of understanding with the innovation hub of the Emirates Institute of Finance, EIF, to enhance the UAE’s financial systems through AI adoption. And finally, quite recently, the announcement with Dow Jones, *The Wall Street Journal*, Dow Jones to co-develop a AI native risk and compliance solutions for sovereign funds, central banks, tier one banks and supervisory authorities globally and regionally.

In May, we launched our new AI policing suite, a modular solution that utilizes cutting edge technology and advanced AI algorithms to transform public safety and law enforcement operators. We have also closed the first round of applications for the Accelerator program. You have heard about that. We picked 10 most promising AI innovators from a global pool of 120 applicants across 17 countries.

And last, and definitely not least, we have consolidated our presence and deepened our presence in Kazakhstan. We inaugurated the new office opening Astana when the UAE Crown Prince was visiting. And now we have helped launch the country's first supercomputer markings Kazakhstan having the first AI class in the whole of Central Asia. And through AIQ, we'll continue to sign new agreements with local, state owned enterprises in country.

So, if I would unpack these highlights a little more, domestically a new multiyear contract with the UAE national media office to deploy sovereign AI powered tools and analytics to underpin and wholesale transformation of productivity, efficiency and operational effectiveness of UAE’s national media ecosystem.

Second, a new two-year contract with the UAE Media Council to deploy a centralized AI enabled platform to rapidly analyze, filter and validate media content before it's released. And this refers to books, radio, films. This is to ensure it aligns with UAE’s legal, ethical and cultural standards. We've also signed a wide range MOU with the Abu Dhabi Department of Energy to leverage cutting edge AI solutions that support holistic monitoring and analysis of energy and utilities ecosystem, both at a city and emirate level, and this will help promote sustainable economic expansion through a smart, integrated energy system.

We have a host of new agreements and partnerships in the corner. Internationally, we signed four key agreements; two during the second quarter, and two very shortly in July. The first being our first foray into Southeast Asia. This was signed during the ASEAN Summit held together in the GCC ASEAN Leadership Forum. We signed an agreement with the Malaysian government titled The Malaysia Madani Artificial Intelligence. It is a partnership agreement that will allow Presight to help accelerate Malaysia government's digital transformation, including the development of a sovereign cloud infrastructure and AI application across its national safety, public security and government efficiency domains.

The second being another milestone in our commitment to the African continent. It is an MOU with the National Information Technology Authority of Uganda to support the country's national digital transformation ambitions, including development of data center infrastructure, sovereign cloud, a government wide data analytics platform and a safe city solution.

Shortly after the quarter closed, we signed an MOU with the Ministry of Trade of Industry and New Technologies of the Republic of Tajikistan to establish cooperation in the field of AI and the support of the Tajikistanis AI ecosystem. Similarly, in the same week, we had an MOU with the government of Cote d’Ivoire Ivory Coast to leverage cutting edge technologies and AI to improve its government operations and modernization of its public services.

AIQ, in the same quarter, signed two international agreements; an MoU with Weatherford, a global leader in environmentally and economically sustainable energy solutions to integrate Weatherford software and hardware solutions in [audio skip 06:42] AIQ's portfolio. Second, a strategic cooperation agreement with Gulf Energy information under which Gulf Energy will provide AIQ with exclusive access to its proprietary data sets.

Post June period, we had three landmark agreements that will accelerate the future growth and trajectory of finance vertical. Before I unpack this, I've reported in the past earnings call that this year we will focus quite deeply on our finance vertical, and what we have done just after the quarter closes is evidence of that. So first, the defining step of improving UAE’s financial infrastructure and transformation program through the joint venture with the central bank of the UAE essentially to harness AI across every facet of the UAE’s financial ecosystem. This joint venture will now play a central role in the development, maintenance and technical support of UAE’s most critical financial platforms, for example, the central bank’s digital currency infrastructure, the instant payments platform, the real time gross settlement system. It will seek to invade sovereign AI deeply and intentionally into UAE’s financial foundation, focusing exclusively on AI led solutions that will accelerate innovation across the financial sector. This will drive a systemic shift from legacy tooling to an intelligent AI native financial ecosystem that will aim to deliver real time intelligence across every function.

Then, by establishing a future financial market infrastructure in the UAE that will define how our markets operate, secondly, we signed a memorandum of understanding with the innovation hub of the Emirates Institute of Finance to explore the responsible adoption of AI to further enhance the integrity, security and operational efficiency of the UAE’s financial system. This collaboration was signed with HSBC Bank, the Almay Community Bank, Core 42 to facilitate the adoption of practical and scalable, real world AI use cases to enhance everyday transactions, making banking simpler and more intuitive. It will reinforce UAE’s position as a global leader in digital innovation and financial resilience, and also Presight’s position as a provider and partner of cutting edge AI solutions and financial services.

The third agreement in the finance sector is the MOU with Dow Jones to co-develop a next generation AI native risk and compliance solutions. This collaboration aims to combine Dow Jones regulatory grade data and Presight’s sovereign scale AI delivery that will see both parties harnessing generated AI, explainable models and real time contextual reasoning with sovereign grade environments to ensure full adherence to national data residency and security. It will make compliance, legal and risk teams adopt a real time, predictive and contextualized approach to risk management. The solutions will be tailored for sovereign wealth funds, central banks, tier one banks and supervisory authorities across the UAE and the wider GCC market. We're expecting to have further penetration across Southeast Asia, Central Asia, North Africa and possibly the UK and the US.

On innovation and product development, specific to broadening our portfolio of Best in Class AI products and solutions, we launched the AI policing suite, a homegrown and tested modular solution designed to transform public safety and law enforcement. And let me unpack that a little bit further.

The AI policing suite extends and leverages real time detection and monitoring and incident management capabilities. For example, automating investigation processes, evidence analysis, intelligent profiling, and geospatial and relationship analysis. It builds on our legacy and lineage of being able to transform multi source IoT and real time data streams into insights that can be now automatically detected, classified and analyzed at scale using behavioral pattern analysis and sophisticated algorithms to ensure unmatched accuracy and reliability.

Following the launch in July, we then signed an MOU with the Abu Dhabi police general headquarters to integrate the capabilities of this policing suite to enhance data driven law enforcement capabilities and advance public safety and continue to foster development of a secure and intelligent urban environment.

Turning to the recently launched AI startup Accelerator program, we receive 120 applications across 17 countries spanning diverse sectors that are accretive to Presight: smart cities, FinTech, energy, AI, governance and sovereign AI. Through a detailed evaluation process, we shortlisted 15 startups which collectively raised over 150 million from global accelerators such as Microsoft and Google. From there, we further selected the ten participants, companies that most strategically aligned with our business forecast and the strongest potential for impact within our ecosystem.

Incidentally, next Monday is the launch of the first boot camp, where we will see all 22 co-founders and founders in the UAE meeting with the UAE ecosystem and clients in this market. The boot camp is a five-month Accelerator program, starting from Abu Dhabi, ending at a showcase at GiTex Global 2025 in October. The program is designed as a win/win for all parties. It enables Presight to build a portfolio of world class AI solutions faster and more effectively than traditional R&D or acquisition. It helps us look at a “try before we buy” approach towards IP and solutions. At the same time, it helps the startup define AI powered products, optimize go to market strategies and access the distribution channels within Presight’s and G4’s ecosystem and territories.

So I've said in Kazakhstan, with the opening of the office, we have 50 staff there. It's Presight’s first regional hub. It strengthens not just our operation in Kazakhstan, but the office will continue to oversee the Central Asia matters. So, we formally opened this on the 12th of May. We’re 50 staff on the ground. It’s servicing both the local footprint. I've reported earlier, the Astana Smart City project that's ongoing and is supporting future opportunities across Kazakhstan and Central Asia.

We are committed as part of our expansion strategy, one, Kazakhstan’s vision and leadership. Two, to our ability to drive international operations and operate in-country, promoting a lower cost base and a stronger business development in the country itself. In July, as the quarter closed, together with the Minister of Digital Development and Innovation of Kazakhstan, we launched the first Kazakhstan National Computer, which now will help to advance critical areas within the Kazakhstan ecosystem for energy infrastructure, data centers, and compute capacity. It's also a pivotal moment for Kazakhstan's broader strategic agenda to become a regional hub. When the President turned that computer on, it's the largest AI cluster in the whole of Central Asia.

AIQ has also signed new agreements with key national assets in Kazakhstan in the second quarter, with KazMuhayGas, the National Petroleum Company of Kazakhstan, they will deploy the AR360 reservoir performance advisory module. With Samruk Kazyna, the sovereign wealth fund of Kazakhstan, we signed an agreement to further transform and drive the Kazakhstan energy sectors. With Kazak Gas, the national gas company of Kazakhstan, it will implement its AR360 and ROC [ph 14:50] inside solution for reservoir and geological analysis.

So with that, that sums up the operational highlights for Q2. I'll now hand over to Ram to walk you through our financial performance.

Ram Thank you, Thomas, and a very good afternoon to everyone.

As Thomas mentioned, this has been another great quarter for Presight, with strong double digit growth across all key financial metrics. Our like for like growth maintained a strong trajectory post a stellar Q1 performance and our international business continued to power ahead with growth across both the second quarter and the first half, between six and eight times higher than the respective periods last year.

New contracts in quarter two took the total value of new orders for the first half of 2025 to 81.7 billion, and contributed to a backlog at the end of June that was three times as big as H124. We maintained a strong balance sheet with no debt and UAE 2 billion of cash to deploy organically and into selective value enhancing opportunities. The combination of a strong H1 performance, robust backlog and growing proportion of multiyear contracts gives us the requisite confidence to raise our medium term financial guidance for the second time this year.

Now turning to the second quarter headline financials, group revenue the second quarter grew approximately three times the rate of growth in Q224 with good execution of backlog, strong international growth and continued deployment of AIQ's energy AI platform, contributing to the [indiscernible 16:43]. Q225 organic revenue grew a healthy 19.7% year-on-year, again, approximately three times the rate of growth in 2024. The strong Q2 performance resulted in 80% growth in year-on-year revenue for the first half, with organic revenue growth of 33.5%, more than three times the rate of growth in the first half of 2024.

Group EBITDA. Q225 group EBITDA also showed strong growth, up 45.5% year-on-year, up a strong brace with growth of 51% of the comparable quarter of the prior year. Organic EBITDA in the second quarter increased by 29.7% year-on-year, well ahead of the growth in organic revenues.

Looking on, on the first half perspective, growth in group EBITDA was more than twice the rate of growth in the six months of the prior year, driven by strong organic growth across both quarters and a full six month contribution from AIQ. From a margin perspective, Q225 group EBITDA margins declined about 109 basis points year-on-year, predominantly due to the base effects at AIQ, comparing a full quarter of normalized deployment mix in the current quarter with a one-month software deployment in Q224. Q2 organic EBITDA margin, however, increased by 134 basis points year-on-year.

Group profit before tax, Q225 group profit before tax increased 18.6% year-on-year, with organic growth approximately six times the rate of growth in Q224. For the first half, group profit before tax increased by 26.7% year-on-year, notwithstanding a strong H124 base, which grew by almost 39.1% and had no contribution from AIQ in its prior year comparable. Organic profit before tax saw high single digit increase for the firm [voice fade 18:51].

From a margin perspective, Q225 group pretax margin declined 588 bps year-on-year, which reflected a lower interest rate environment as well as a full quarter of normalized deployment mix and amortization expenses from AIQ compared to a one month software deployment in Q224.

Now looking at the profit after tax, as previously discussed, our assessment of the global anti-based erosion rules under pillar two of the OECD’s base erosion and profit shifting to our old framework means that we are now applying a higher rate of tax to our financial results from January 2025 relative to the comparable periods of prior years. For ease of illustration, the slide here compares Presight’s growth in H125 and Q225 profit after tax, pre and post minority interest, applying a 9% and a 15% corporate tax rate. With Q225, group profit after tax increasing by approximately 11.5%, applying a 15% tax rate or 18.4% using a 9% tax rate prevailing in 2024. From a margin perspective, Q225 group post tax margin was 17.1% or 18.2% applying the 9% corporate tax rate as of last year.

Now looking at some of the key performance indicators we track, one key metric is revenue quality. Just over half of our revenue in the second quarter came from backlog, lower than 87% in the comparable quarter in a prior year. Now this is due to a stronger order book in the first half of this year compared to 2024. The proportion of revenue from multiyear contracts continued to increase and comprised almost 95% of our revenue base in the first half. Multiyear contracts provide a strong foundation for future revenue and cash flow growth.

Looking at the geographical split of the business, we continue to see strong growth from international markets with proportional international revenue in both second and first half of current year, well ahead of their respective periods in 2024. International revenue in Q225 was approximately eight times higher than the same quarter last year, with first off international revenue approximately six times higher than year-on-year. This excludes any revenue from our recent engagements in Azerbaijan, Albania, Malaysia and Uganda. This year, we expect the proportion of international revenue to increase to roughly about 35% to 40% of the total revenue.

Now, before closing, I wanted to highlight our expectations for 2025 and beyond. The strong H1 performance, combined with the robust backlog and growing proportion of multiyear contracts, especially the significant strength we continue to see in organic business, supports a more favorable outlook. Accordingly, we are raising our medium term financial guidance and now anticipate compound annual growth rate between 2023 and 2027 to be as follows: group revenue growth of 21% to 27%; group EBITDA growth of 17% to 22%; group post tax profit growth of 7% to 12% applying the increased rate of corporation tax from 9% to 15%.

With that, I'll hand it back to Thomas for closing remarks before you open up the session for question and answers. Thank you.

Thomas Thank you, Ram. So, everyone, thanks for listening. The first half performance really demonstrates that the convergence of the strategies that were shared with you and that a company is firing on all cylinders, both operationally and financially. The journey to become a key partner in the UAE across both federal and state owned enterprises continues at pace with new contracts, new clients and new agreements to show for, and the recent joint venture with central bank sets us on a trajectory to be able to embed sovereign AI solutions intentionally in the UAE’s financial foundation.

Our strategy to expand our offering across key growth markets outside the UAE continues to be a material part of our growth. New agreements in Malaysia, Africa, Central Asia will continue to expand this, the expansion of president in Kazakhstan will serve as a platform for growth across the Central Asian territories.

AIQ continues to deliver not just domestically, but now internationally, as it forges new relationships with state owned enterprises in Kazakhstan; will continue to invest in the broader AI ecosystem; will identify and bring the most promising AI innovations globally to scale, giving us the ability to quickly and effectively augment our portfolio world class AI solution.

So, with that, thank you so much for your time. We know it's a holiday season and thank you for being with us. And now we'll open up the discussion for Q&A.

Omar Thank you, Thomas and Ram for the presentation. I will move to Q&A. If anyone would like to ask any questions, you can either ask your question verbally by using the raise hand function or put your question in writing in the Slido app.

So, we'll take first question from [indiscernible 24:10]. Please go ahead.

M Hi, it's [indiscernible] from Jefferies. Thank you so much for the presentation and opportunity to ask questions. I have three, if I may. My first one is on your backlog. I understand that Q2 figure of 3.7 billion does not include at least the Sakar and Albanian contracts, which would bring pro forma backlog to around 6 billion. And on top of that, you had some sign offs post June. Would it be possible, please, to quantify these additional contracts and how much value it can generate? This would be my first question. I can stop here or would you like me to move to my next questions?

Ram Firstly, let's address this. From Azerbaijan, so called standpoint, we continue to assess the scope requirements with our partners and the customers, so we are heavily invested in that. And then no sooner we determine the exact scope and the sizing of the scope, we will determine the order as something that's concluded, and we'll bring it in the backlog. You rightly pointed out, we have not just Albania, we have a great line of sight to some very key, new cohorts of customers. We are very happy to report that as well, which provides us with a clear path for adding substantially to the backlog.

I don't want to get to a specific range as such, because that, in a way, would kind of highlight or force us to present specific numbers on the contract values as such. But then I would say that the estimated backlog figure that you mentioned is something which is within range. And I will kind of quantify it that way, rather than getting into any specific contract values and backlog numbers as of now.

M Thank you, Ram. My second question is on your updated guidance, can you please give more color on these changes and more specifically on net income? It feels a little bit conservative that it was revised only by one percentage point compared to two percentage points for revenue. And overall, given the substantial flow of awards, would you agree that your guidance still remains on a more conservative side?

Ram Overall, you could say that's the perspective that we like to follow. So, we believe not in wholesale changes. I think based on the last several quarters of operational deployment and reporting numbers, I think we believe in substantial quantum jumps as and when we see fit in terms of our visibility into the future cash flows and future orders.

Now insofar as you may recall, since the onset of Q1 2024 we have been steadfast in our strategic investments. We continued to invest in international expansion. We continued to invest in product development, innovation and invest in mergers and acquisition opportunities. That continues to remain the cornerstone of our growth strategy. All that will take valuable resources, and we are committed to providing resources so that these fuel our future growth.

So, what this means in terms of the EBITDA and the net income profitability, there is a certain amount of pressure or suppression of these. But, however, we will see, or we expect to see the operating leverage from the increased growth that's resulting from the strategic investment from the latter half of 2026, onwards. And that's I think true value to be had in all the investments and conscious resources that we are allocating, capital that we are allocating across these three areas. And as you can see, as Thomas pointed out, I think as each quarter goes by, there is an enormous amount of conviction on our side and also points of evidence pointing out as to the number of wins, the number of new sectors, the number of products we have come about with in the last two to three quarters, which tells us in a very objective and a factual way that our strategy is working and we are allocating resources in the right areas. So with that, I believe towards the end of the 2026 is when we would expect the full on operating leverage to come through to the business.

Thomas I'll just add to that. So last year, we doubled down on energy, and energy became accretive to about 28% of revenue and 23% of EBITDA. This year, we're going to focus on financial services. And what I've just described to you, the joint venture with the central bank, the need to invest and develop sovereign AI financial infrastructure and solutions that addresses really the new era of what financial instruments will look like: stable coin, central bank digital currency, transfer platforms are a big part of it. AI centric risk and compliance products that will help drive the GCC’s position as an inflow of capita; UAE’s capital of capital replication, where we will service sovereign funds, family offices, tier one banks, we believe that investment will continue as we invest in not just technology, not just people, but also to open up a whole new sector so that as what we have planned in the midterm, public services will be our dominant sector, energy will be our second and then 1/3 closely behind will be financial services. That's why we're being prudent.

The operational leverage that we're looking at from the Kazakhstan base, we've spoken about new bases development out of Jordan, we'll continue to do that, but those operational leverage that Ram said, I believe the impact will be more evident in the second half of 2026.

M Thank you so much, Thomas and Ram. And my final question is on your capital allocation. Your cash pile has reached 2 billion again, the levels that we have seen right before the AIQ deal. I believe one of the early calls, you said that you are considering potentially more international M&A's, and you are agnostic geographically wise and sector wise. Can you please update us on your investment strategy, and might you expect potentially new deals this year or early next year? Thank you.

Thomas I think one, definitely. We are all eyes on the M&A to look at a strong acquisition like what we've done in AIQ. Second, we set up a separate growth office that overlooks M&A, the Accelerator office. We reported that before. Now we have 10 companies, and the 10 companies themselves have raised a total 150 million, and we are turning these companies to become a partner, to become a potential acquisition target, and we expect some of them to even contribute to revenue as accretive to us this financial year. So, we're all eyes on young companies.

Alongside, we've organized ourselves to make smaller investments, take smaller bets as more so like a venture cap to look at how we can drive this. At the same time, we're working with the institutional banks to look at a deal flow of large, inorganic acquisition targets. Particularly, we're looking in areas of energy, financial services, sovereign AI solutions. And you would know that the valuation of such companies now has really gone off the roof. It's a combination of our AI Accelerator, our VC fund approach, plus the M&A methodology that will give us the ability to deploy the cash, give us the ability to try before we buy, but also to ensure that every acquisition we go into, small or large, will be contributing to immediate shareholders value as we get into it, just like what we did with AIQ.

So yes, we are actively looking. Our regional operating base provides us the ability to get even more deal flows beyond the institutions.

Ram So just to add to that, in terms of just numbers of deals, the deal flows is more than 200 plus, and close to about 50 targets have been shortlisted, reviews and are under process. So it's a pretty extensive and a very detailed process that we are looking at. We are pretty serious about it, and it's always on top of our mind, so that as we prudently apply our capital to enhance inorganic growth.

M That's very helpful. Thank you so much.

Omar Thank you. Next, we have a written question. Hold on a second, please. This one is anonymous, and it says, “Can you please quantify the impact of the new announcements, such as new landmark agreements, Presight Accelerator, AI policy suit, international agreements and partnerships?”

Thomas So let me break that question down. So, international agreements, we’ll announce that Albania is a smart city multiyear agreement. That should be accretive as start off this year. For AI Accelerator, there are 10 companies that are going through the startup boot camp. We expect to be able to look at the conclusion if any one of them will become an acquisition target by October, so I can give you a time qualification there.

Third question is AI policing. So, as I said, very soon after we launched the AI policing suite, Abu Dhabi police became the first partner. And without being overly optimistic about it, we expect that Abu Dhabi police will become a close partner to use the AI policing suite. And in turn, that in probably the next quarter we will announce different engagements, or revenue engagements with the Abu Dhabi police general headquarters itself.

Ram So generally to quantify, the international [indiscernible 34:56just to add sort of roughly, we expect that to contribute about 35% to 40% of the revenues this year. I think that's probably—

Thomas Yes, that's consistent with what we reported. So, we finished last year 73/27% local versus international. We expect this year we'll get closer to 65/35 and that's how we expect international to continue to grow. The presence in Kazakhstan is very promising. In fact, if anyone's followed the Kazakhstan news, the president on Monday in a national exam he praised the Presight AI Smart City platform and has instructed the whole of Kazakhstan to follow what Astana is doing. So we expect the regional HQ’s to bring more interest than just the first project than what Kazakhstan office has done, and that is going to be accretive to this year as well as next year's both pipeline and revenue.

Omar Thank you. Our next question is from Dominic Leoni, and it says, “Can you please discuss the margin contraction? Where is a sustainable margin level for EBITDA and net margin? And why the margin contraction and are the margins typically volatile?”

Ram Well, first the short answer is not volatile as such. So, if you go back to the underpinnings of our model, our business model includes three components. One is the infrastructure, and the second is the implementation services and the third piece of the model is the software. At any point in time in a given quarter and a given fiscal period, it’s a combination of the mix of these three elements. So, the swings between the quarter on quarter is something that is entirely dependent on which component of the deployment in the lifecycle of a project deployment is occurring more.

So, we would encourage that. I encourage you to look at the margin numbers more on a slightly longer-term timeframe, which is probably, I would say, a year. Because typically these contracts are multiyear contracts with an average of three years’ worth of deployment. So, there is no volatility, there is an expected movement. But then in terms of, for example, the EBITDA margin ranges, we expect is a reasonable range is between 25% to 30% that we expect to continue to guide to. And within that margin range, the EBITDA guidance given the CAGR guidance that we have given is consummated that level of a margin, EBITDA margin, which is 25% to 30%.

Omar So next is a question from Nikitan and it says, “Can you please explain why Q224, one month software deployment was a higher base for EBITDA?”

Ram So essentially, it's a matter of comparables. In Q224, there was a pure play deployment from AIQ for software, which is pretty unnatural. And if you compare the same thing with our Q2 2025, we had a full three months’ worth of AIQ normalized project deployments. And just an additional attribute of that is AIQ's software deployment projects are pretty similar in terms of margin profile and deployment profile to that of Presight. So that kind of skews the comparables a bit. So, again, that's one of the reasons we would encourage to look at the overall margin profile across a slightly a longer period, such as a year, to get a true sense of like to like comparable to prior years. But like I said, I think the overall margin profile, the EBITDA level, will be somewhere 25% to 30% on a consistent basis.

Omar Another question, “Can you please provide some more color on the agreements you have signed in the financial services sector and how material they could be to future growth in your financial vertical?”

Thomas So I think a few things. So this is August now, so we're four months to this year. The agreement we signed with central bank to set out a JV, it will become accretive not this year, I would say next year. The Dow Jones agreement that we've signed, we're incorporating the risk compliance AI product. We. Aim to launch it this year at GiTex. Second, and then you would hear find contracts and climb pilots within now to the end of the year. I think that's where you're going to get to it.

For financial services between Dow Jones Central Bank and the EIF to take a meaningful revenue to be accretive to Presight, I believe the impact will be from 2026.

Ram And just to add to that, in terms of pure contribution, if you look at our financial guidance over the medium term, ‘23 to ‘27, as Thomas pointed out, it largely continues to be public services is the most strongest domain. However, the energy and the utility sector will start contributing very, very materially. Then the financial services sector, we expect our 4% to 5% of the overall business outlay will start to come from the financial services sector, more so from 2026 onwards. But in order for us to capitalize on that opportunity, all the key foundation investments and foundational agreements are being executed this year. So, it is fundamentally important for our future growth, and it will start to contribute materially to the extent of 4% to 5% of the overall guidance, revenue guidance we have provided.

Thomas And one thing we need to note, if you look at the current Q2 results, our organic business that is driven by the public sector continues to grow. And in fact, that grew 33% year-on-year. So that is the anchor of the business. Energy with AIQ, and energy is not just AIQ. So, we spoke about our agreement with the Department of Energy that is translated in a contract. We're now servicing the Emirates nuclear energy company for sovereign AI enterprises. We continue to build on top of it. So the energy sector comprising AIQ and others will continue to be the second revenue contributing sector.

And this is the trajectory we have done. So last year we had less of energy, and then we pursued energy. This year we have energy public sector, we're pursuing financial services, and we'll see the impact of such investments to really take into the year forward.

Omar Thank you. Next is another written question that says, “Are you anticipating any impact from rationalization of government spending in oil producing geographies such as UAE and Kazakhstan?”

Thomas I think the way to look at it is beginning of the year the UAE Government launched the AI native program. They've set a budget for it to achieve AI native government services by 2030. They have put a budget to it. We have been addressing different agencies outside our regular clients, and we continue to win.

In quarter two alone, we want UAE 300 million of AI solutions related projects across multiple agencies. So, I don't see a slowdown, not because it's whether it's oil producing country or is because of the direction given by the UAE leadership to drive AI. So that's in the UAE itself, so you continue to see the growth.

In Kazakhstan, they are resolved to become an AI nation. It’s demonstrated in the 119 million investment into a smart city in the capital city, to the launch of a first duo super port Nvidia cluster, making them the first country in the whole of Central Asia to own an AI cluster. I think that doesn't go away. Both countries in question have very strong AI ambitions, and I think that will continue to support the work that we're doing. It will continue to give us the platform and the runway to develop AI solutions to be deployed.

Omar Thank you, Tom. As a reminder, if anyone would like to ask any questions, you can either use the raise hand function or the Slido for the Q&A box, and next we'll take a question from [indiscernible 44:24]. Please go ahead.

M Thank you for the call and the presentation. I had three questions. Just back to the margin question, in terms of the net income margin, is it fair to assume that given that you're doing a lot of investments and expansion, the operating leverage of the business is not showing now? So we see the growth on the top line, but the margins will be lower through the aggressive investment cycle? Is that a fair assumption? So that's my first question.

Ram Yes, to understand, yes, as I addressed one of the other questions earlier, yes. So right now, we are making key investments beginning from 2024 through 2025, which we feel gives us structural capabilities to continue to ramp up our growth, and we expect the operating leverages to start coming through in the later half of 2026. So right now, it's all about making prudent investment decisions and resource allocations that we feel strongly that are required for us to fuel strong growth into the medium term and beyond.

M And then my second question, in terms of the US President’s visit earlier in the year, are you seeing anything that may come out from that, or present in terms of position, in terms of contract, etc.?

Thomas I think for certain. So, President Trump's visit is evident to the UAE/US AI partnership is established. The joint bilateral commitments between the two has resulted in two things that is notable. One, UAE’s commitment to invest 1.4 trillion across multiple sectors into the US over the next 10 years, that's a demonstration of a strong partnership. US companies, Open AI and Oracle, NVIDIA, together with G42, our parent company, setting up the AI campus, starting with Stargate UAE is another example. So, Stargate UAE and the US UAE AI campus, it's a five gigawatt AI infrastructure to be developed in the UAE. It is the largest cluster outside of the US.

What does it means for us? It means that we will have access to infrastructure as our clients continue to develop their AI ambitions. Now, the data centers are not built overnight, so you'll see the clusters come on in phases. At the same time, you align that with what UAE wants to do with the AI native government. All of that requires inferencing compute. So absolutely Presight will benefit by building our AI solutions that sits on the infrastructure that this close collaboration between the US and UAE is delivering into the region.

And in all honesty, this five-gigawatt cluster will be the largest outside of the US, the largest in the region itself, and it facilitates us to serve our solutions to almost, if I put a number to it, almost 3200 kilometers range of acceptable latency between the AI infrastructure and the countries that may consume it.

M And then related to that, is there still the technology restrictions or it has eased, as we've seen conflict in [indiscernible 47:53]?

Thomas I think that conversation continues to toggle back and forth. But one thing that we're looking at for certainty is that commitment to develop Stargate UAE is there, the commitment to develop the US UAE AI partnership is there. Like I said, a five-gigawatt infrastructure is a $250 billion investment. It takes time to develop, and you’ll probably see build up in phases. So, I think as we toggle just like what is happening in the tariffs and conversation, one thing for sure is that the infrastructure will be built over time, and this infrastructure will serve the AI ambitions of both the US internationally and UAE locally.

M Thank you.

Omar Thank you. We have a follow up question from [indiscernible 48:54]. Please go ahead.

M Thank you so much for taking my follow up. It's on your disclosure. You keep enhancing it. Thank you for that. I see you have now shown the dollar weighted average contract duration has increased quite materially to 3.5 years. Can you please explain in more detail this new disclosure, and how should we think about this increase? Does it mean that it changes the way your backlog fits into revenue? Will it take now longer? That would be great to hear.

Ram So, we have introduced that very recently. Thank you for the question. We introduced that metric very recently. At the end of the day, what it gives us is a sense of the longevity of a specific contract that we have in a specific quarter. And it's a time measure, it has got no values associated with it, it's just a weighted average of contract value, various orders that we have booked during the quarter times the term of those contracts over the total value of such contracts. So, it's a time measure. And this is something that some of the AI companies, even across Dow Jones, they do it, and I think this is a very intuitive way of telling what is the longevity of a specific contract, because we always maintain roughly our contracts are over a three year horizon and but some of them might be slightly longer, some of them might be slightly smaller. But in general, this measure, I think, gives a true weighted average time duration of the contract. So, it's a time metric, not specifically a value metric. So it has no relations to the way the backlog is calculated, which we follow any orders that are freely executable without notices to proceed or without any encumbrances that are validated by the finance and our auditors, that's what get into our backlog. So it does not change that policy. It's just the additional contract duration measure we would like to put out there so that the community at large can have a sense of the longevity of our contracts.

M Thank you. So when you say H125 duration, it means is duration of contracts that were recognized as revenue or just awarded?

Ram No, contracts awarded, and how long on a weighted average term in terms of time measure those extend.

M That's clear. Thank you.

Omar Thank you. We have some more anonymous written questions coming through. First one is, “Do you face any challenges when signing contracts with other governments, given the sensitivity of certain information and the fact that you are considered a foreign company?”

Thomas So no, we don't. Why is that? So, if you look at throughout our history, the manner of which we sign foreign government contracts that often starts with G to G. So a G to G referendum signed between two ministries, and therefore, later, the ministry of the UAE will nominate Presight as an operating company to work on a program of works. So, first of all, there's the G to G relationship.

Second, Presight enters to it. In countries where we develop platforms, we never take the data, we don't operate the data, we don't touch the data that sits in it. We provide the platform where the operator of the smart city platforms in Kazakhstan, or any of the data analytics platform in Africa, it is managed and run by the local entities. So, we provide the platform, we provide the know-how. Very often we provide knowledge transfers for them to scale, and this is consistent to many of the MOUs that we sign.

When we do a digital transformation MOU with a country, there are three key things we want to develop. One, the digital infrastructure they need. Two, the applications they need to enhance, be it government services or different sectors. Three is the ability to drive and enhance the digital workforce. So these have been our MO, this has been a way that we invest into Kazakhstan, into Africa and Angola. And I think this is what differentiates us from just being a technology company providing a system and then walking away from it.

Omar Thank you, Tom. And second one is, “What percentage of your revenue is recurring and is all of your revenue contract based?”

Ram So yes, the measure we use, which is the closest comparable to a recurring revenue is a multiyear and one-off contracts. Greater than 95% of our contract is multiyear. So, in terms of longevity and the ability for us to forecast future revenues and cash flows is extremely strong.

The reason we don't call them recurring, per se, is because of the models we employ. Recurring typically occurs to SaaS or infrastructure as a service model, which is more of a standby or standard obligation, whereas given the our uniqueness of our business model, where we provide end to end soup to nuts, the deployment of infrastructure, implementation services and our own homegrown software applications, we tend to apply the multiyear metrics, because the revenues are recognized as and when the deployment progresses as opposed to in a recurring contract, which mostly is of a ratable nature. So given this financial technicalities, we label our long-term contracts as multiyear, and it's the closest as a comparison to the recurring, keeping our business model in view.

Omar Thank you. Next one says, “Could you elaborate on different revenue streams in your current business model, and can you provide an example of how changes in the revenue mix have impacted margins?”

Ram So essentially, the business model as such includes infrastructure, which is, as Thomas alluded to, is the data center on the cloud that forms the foundation of any AI application, AI system in any location, whether domestic or international. To that we bring a disparate amount of ready-made solutions, which are essentially third-party solutions, which include third-party hardware and services and installation.

And then on top of it, we actually have our analytics platform, which can be broken down, unpacked into the data management platform, the AI layer, the various software applications which are very specific to the sectors we address. So, at any point in time, our revenue and our margins therein is a combination of which portions of these projects are being deployed. And if you can look at any specific quarter, maybe two dozen contracts are being deployed at various stages and the resulting revenues and the resulting margins is what is being reported. So, at any point in time, as you may appreciate, it really depends on which contract is in what stage of deployment. And typically the software application carries a much higher margin, which is more with international standards of software margin levels, whereas the infrastructure and the implementation services, which are more foundational, which come pretty earlier in the lifecycle of a project, those are more on a cost plus basis, because we are, more often than not, mark to market when we are pricing these opportunities to the customer.

So, it's a mix of these three elements. And at any point in time, in a fiscal period, it's which project is in what stage of its deployment is what determines the revenue in the margins.

Omar Thank you, Ram. Those were all the questions for today. So back to Tom and Ram in case you would like to make any concluding remarks.

Thomas Well, I think for one, thank you everyone for the time. That's really key. You know, we're in our 10th reporting quarter. We're also pleased that we're in our 10th consecutive growth quarter. And we have always told the community that watches us and observe what we do is that we're stacking our strategy. We're consistent with the strategies that we're putting out in place. We continue to find proof points, be new clients domestically, international new bases. The four key pillars that we operate in public sector, energy, financial services, the smart infrastructure, smart cities, these are the playbook that we continue to look on. Each of them in each quarter demonstrates evidence of growth sustainability.

At the same time, we're now actively and doubling down on new financial services sector, we're looking at a growth engine through the AI Accelerator program, the venture cap fund that was set up in M&A programs like what we can do with AIQ. So, we thank you for the confidence, we thank you for keeping track of it, but these are the pillars that we feel that will continue to tell the Presight growth trajectory and available evidence each quarter to demonstrate how each one is performing. So, thank you for your time.

Ram Yes, thank you.

Omar Thank you very much, gentlemen. Thanks to everyone for your participation. This concludes the call and have a nice rest of the day. Thank you.