



# Earnings Presentation

## Q4 2025 Results

February 12, 2025

# 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.

# 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 Tejwani**

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: 2025

Strong execution across six key themes that guide our strategy and execution



- 1 Embed status as a trusted AI & digital transformation partner across UAE federal government and SoE ecosystem
- 2 Strengthen position as region's leading enabler of digital transformation across high-growth emerging markets
- 3 Support AIQ in driving global innovation and broadening its domestic and international customer base
- 4 Accelerate growth trajectory in Financial Services, supporting UAE's Financial Infrastructure Transformation program
- 5 Catalyse R&D initiatives and forge new technology partnerships to accelerate AI adoption in emerging markets
- 6 Foster a vibrant AI ecosystem, aligned with UAE's ambition to become a world-leading AI hub

# Trusted AI & Digital Transformation Partner Across UAE

**Objective:** Play a pivotal role in delivering AI-enabled government capabilities and supporting the UAE's ambition to build the world's first AI-native government



Q1 – Q3 2025



AED 1.6 billion  
order value in  
FY25. AED 5.8  
billion aggregate  
order value in UAE  
market

Q4 2025



Contract included in 2025 backlog

Joint Venture

Memorandum of Understanding

# Position as Region's Leading Exporter of AI & Digital Services

**Objective:** Support national AI strategies, digital government programs, & public-sector modernization across Middle East, Central & Southeast Asia, Africa, & Europe



Q1 – Q3 2025



AED 1.8 billion order value in FY25. AED 2.7 billion aggregate order value in international markets

Q4 2025



 Contract included in 2025 backlog

 Agreement

 Memorandum of Understanding

# Support AIQ in Broadening its Domestic & International Installed Base



Objective: Support our subsidiary, AIQ, in leading global energy sector innovation, broadening its domestic customer base and penetrating new carbon-intensive economies

Q1 – Q3 2025



Q4 2025



 Contract included in 2025 backlog

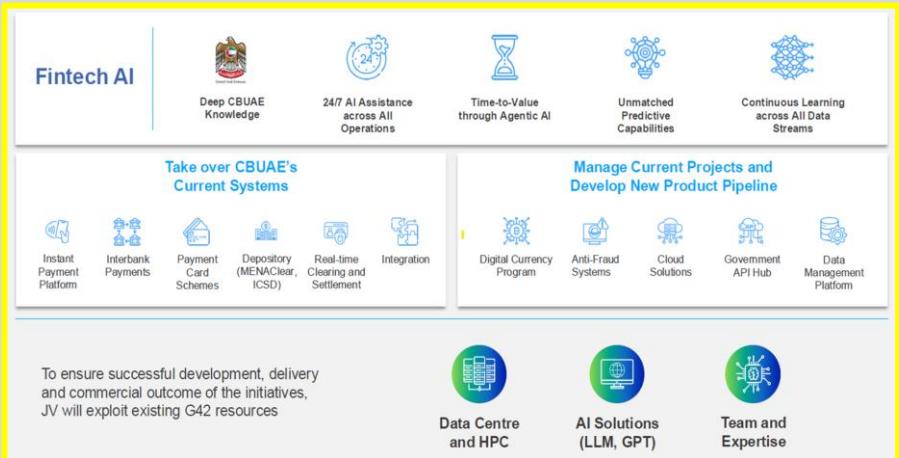
 Memorandum of Understanding / Cooperation Agreement

# Accelerate Growth Trajectory of Financial Services Vertical

**Objective:** Become the trusted sovereign AI partner to enhance resilience, improve operational efficiency, and strengthen regulatory infrastructure of financial markets



Q1 – Q3 2025



Q4 2025



Contract included in 2025 backlog

Joint Venture

Memorandum of Understanding

# Catalyse R&D to Unlock Applied AI Adoption in Emerging Markets

Objective: Launch sovereign, scalable, interoperable platforms & solutions and forge new technology partnerships to augment and future-proof our technology portfolio



Q1 – Q3 2025



**Presight Synergy**

End-to-End Data  
and AI Platform



**Presight  
LifeSaver**

Unified Emergency  
Response



**Presight  
AI-Policing  
Suite**

AI-Powered Investigation  
and Safety



**Presight  
NewsPulse**

News  
Analytics

Q1 – Q3 2025



Q4 2025



Signed with AIQ

# Foster a Vibrant and Groundbreaking AI Ecosystem

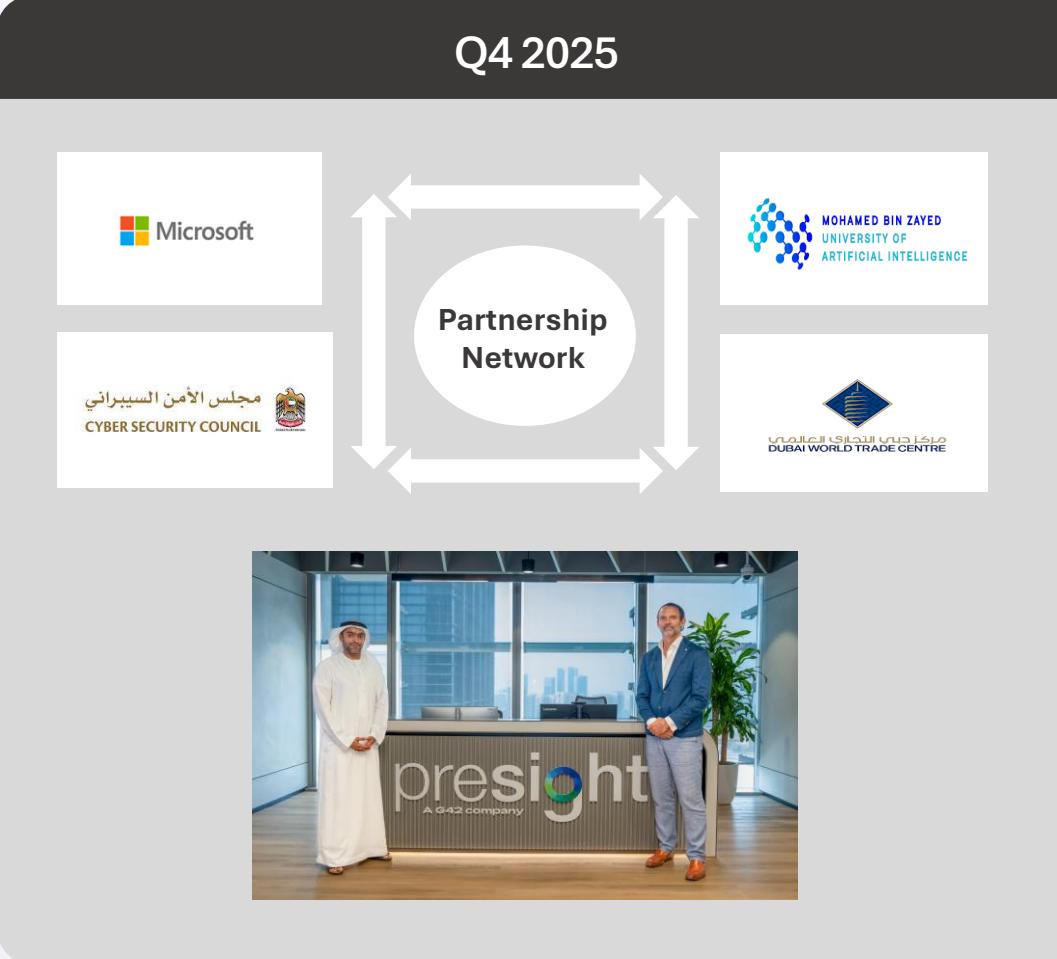
**Objective:** Curate an integrated innovation model that provides emerging technologies with a continuous pathway from early-stage acceleration to long-term commercial scale



Q1 – Q3 2025



Q4 2025



# Financial Highlights

# Key Financial Highlights: 2025

A robust financial performance underpinned by five key themes



1

Deliver robust and profitable growth that exceeds market expectations

2

Drive sustainable and strong organic growth through continued sectoral and geographical diversification

3

Reinforce the resilience of our economic model through enhancing the quality & visibility of revenue and cash flow

4

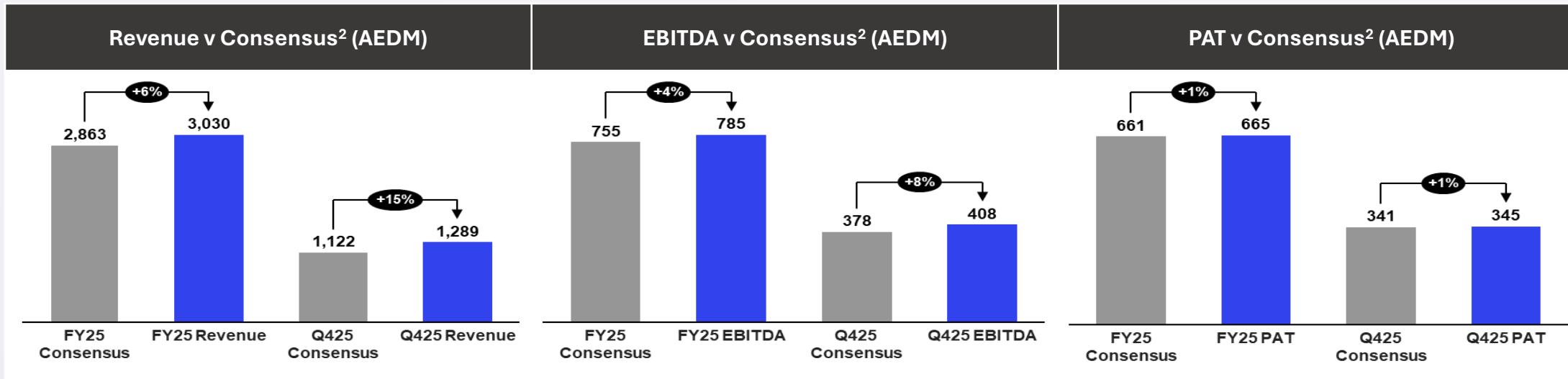
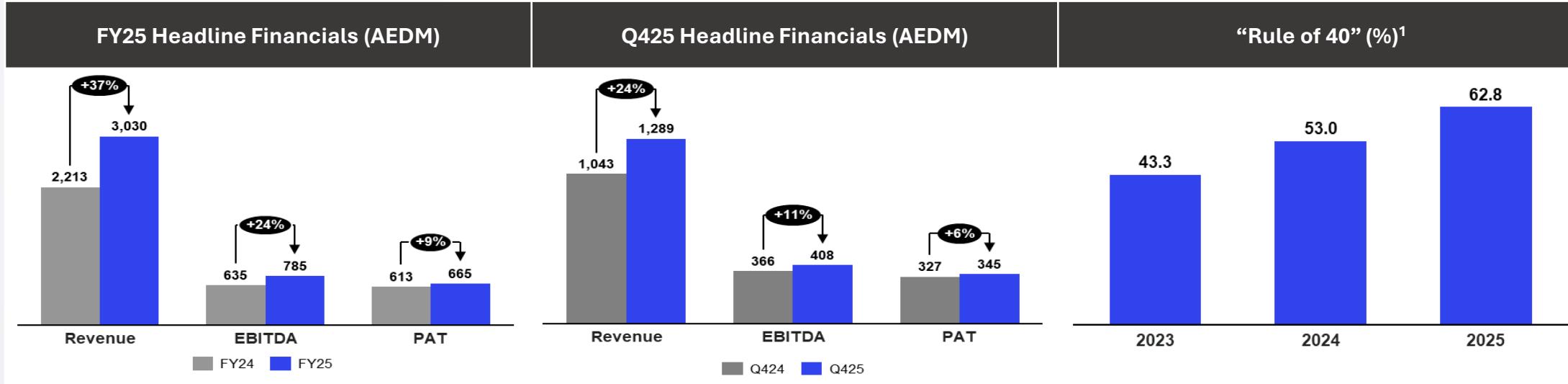
Disciplined financial framework to support efficient, value-accretive capital allocation

5

Position Presight as a quality growth compounder that delivers sustainable shareholder value

# Deliver Robust & Profitable Growth Ahead of Market Expectations

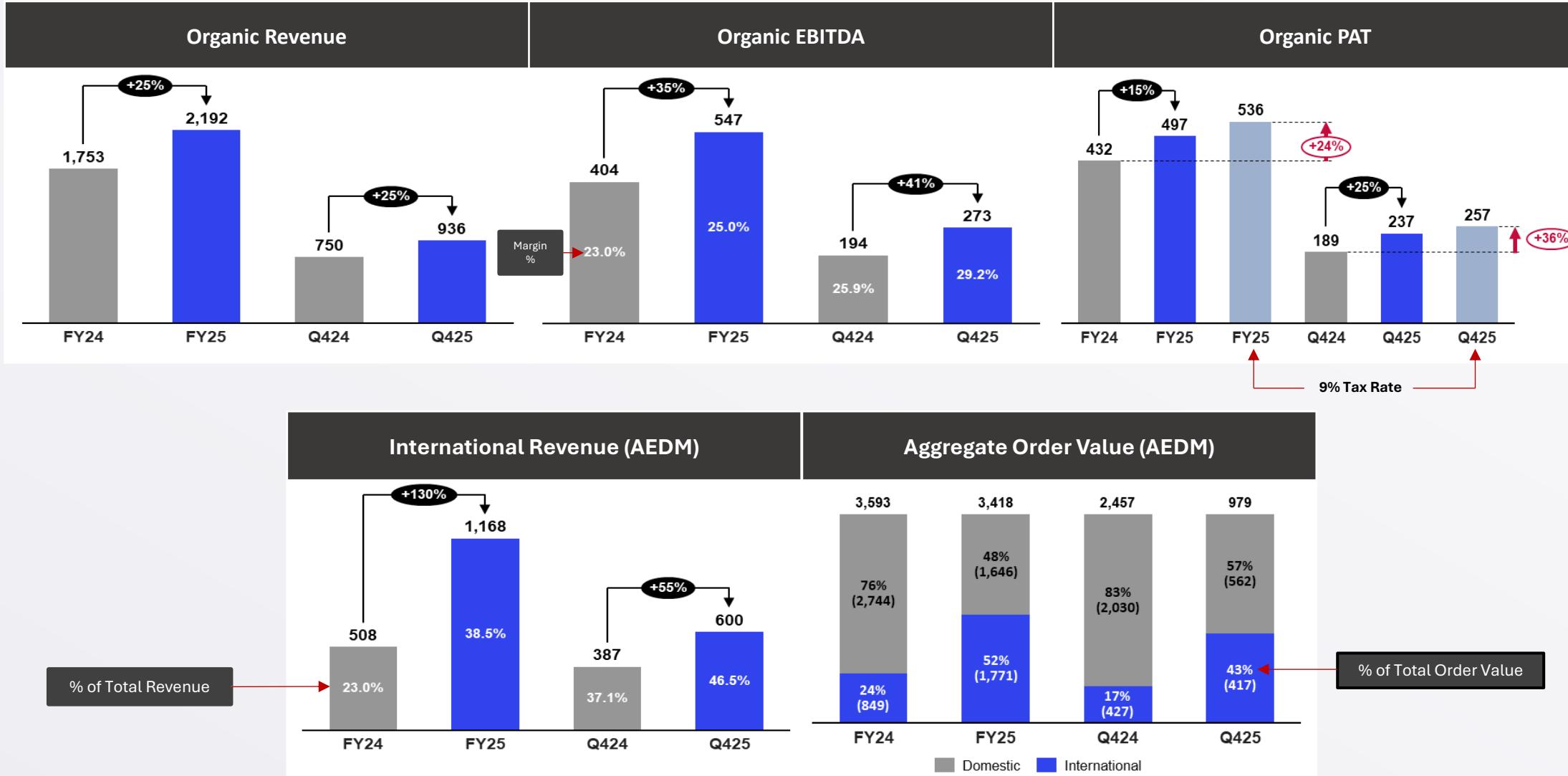
Objective: A disciplined organic and acquisitive strategy that delivers growth ahead of expectations while supporting continued strategic investment in innovation and talent



<sup>1</sup> Growth in annual revenue + EBITDA margin <sup>2</sup>As at 31 December 2025, based on the range of analyst forecasts that have been published by registered investment analysts and provided to Presight

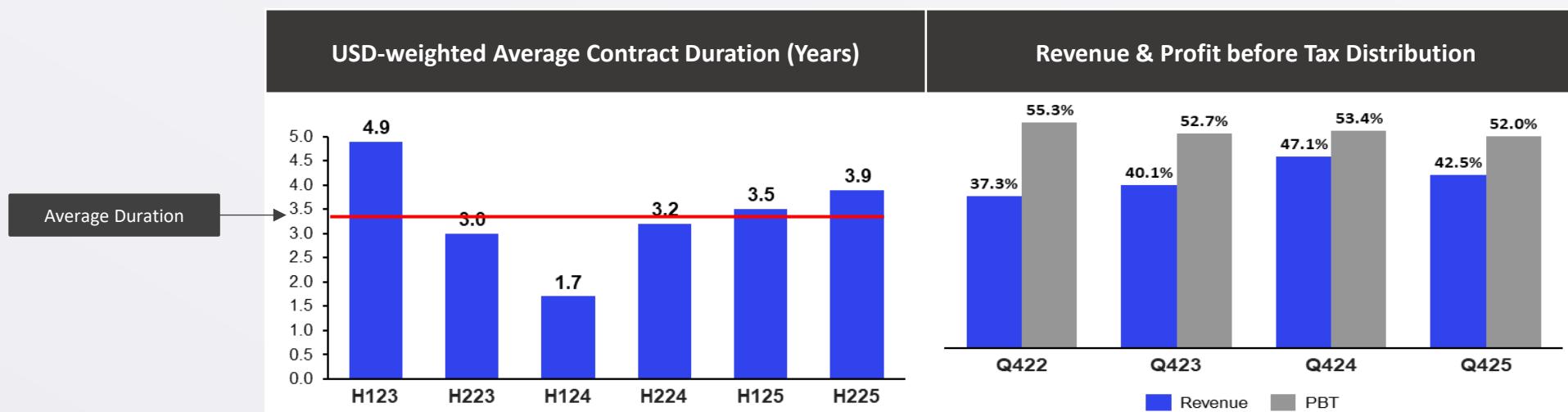
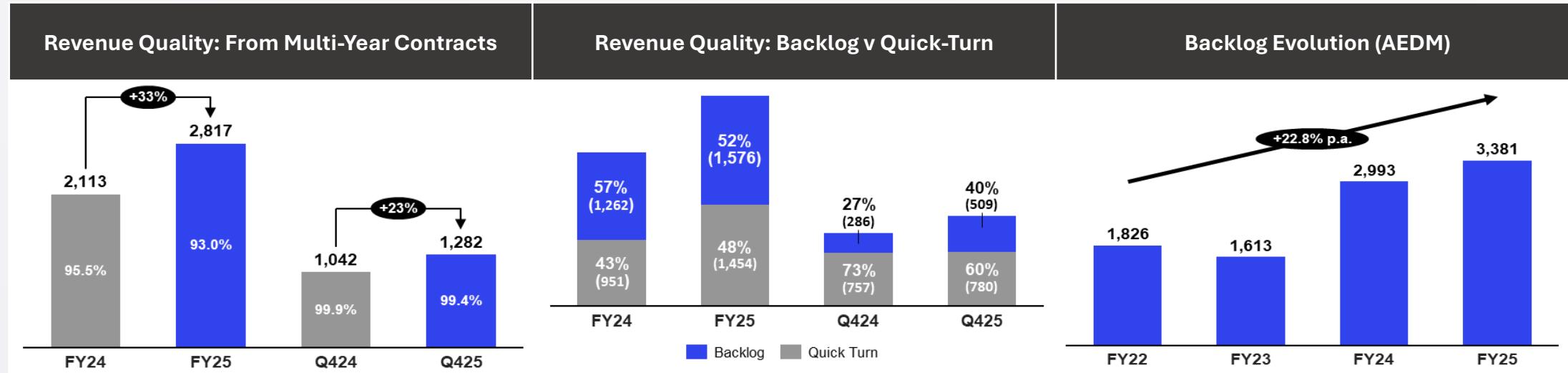
# Sustainable Organic Growth Via Sectoral & Geographical Diversification

Objective: Scale international footprint across priority verticals to achieve revenue parity with domestic market over the medium term



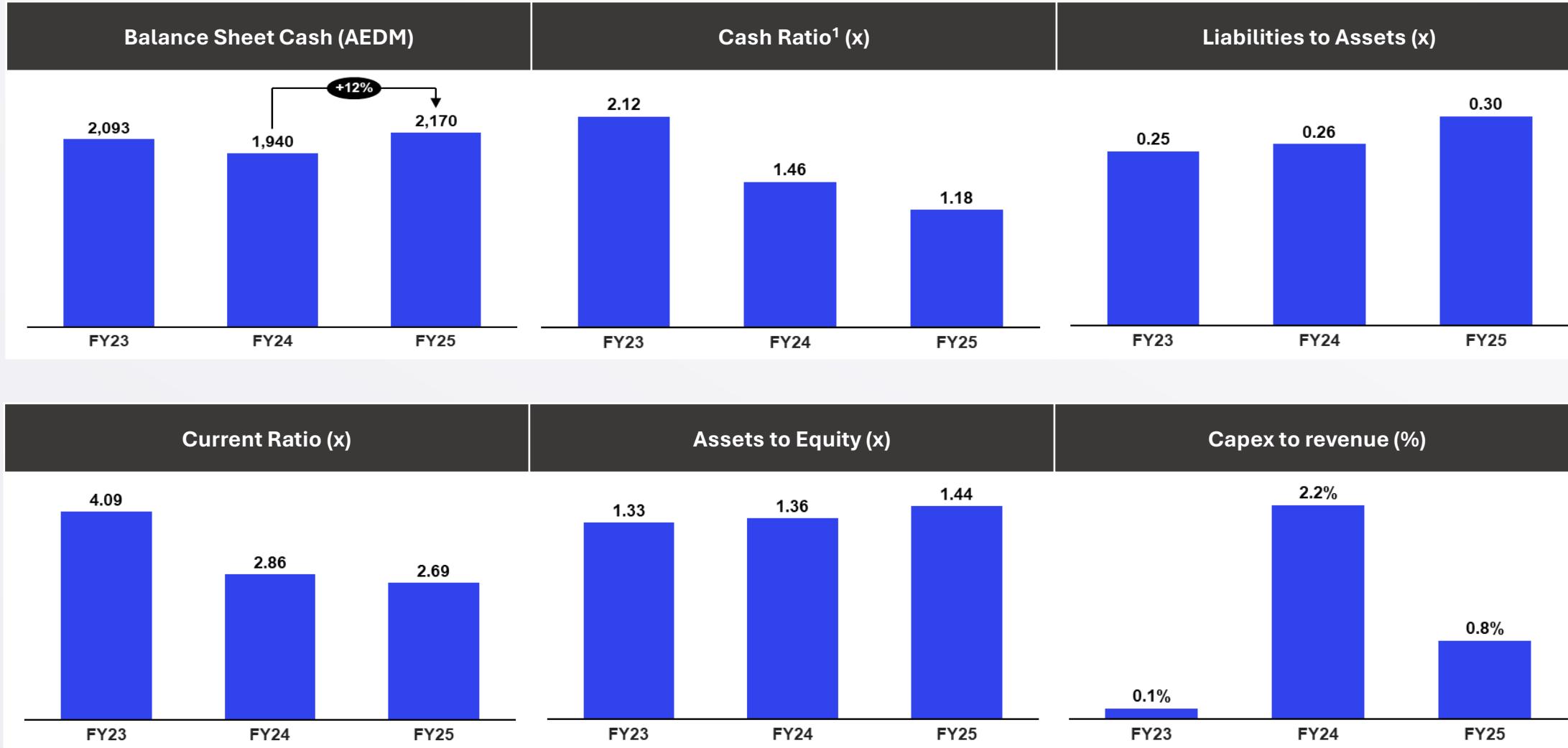
# Reinforce Quality and Visibility of our Economic Model

**Objective:** Increase proportion of revenue from multi-year contracts and balanced annual revenue contribution from backlog and quick-turn contracts



# Financial Discipline Supporting Value-Accretive Capital Allocation

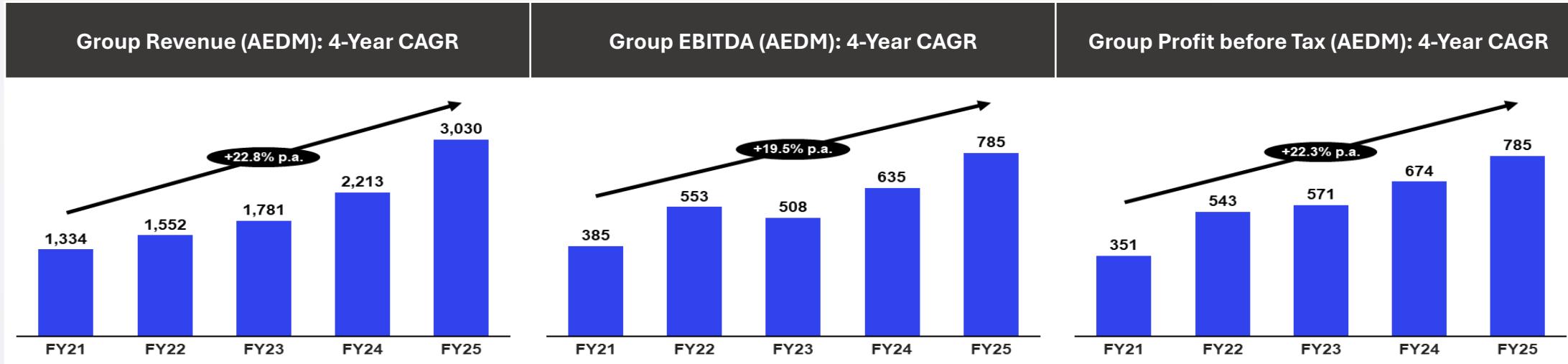
Objective: A disciplined financial framework that supports efficient capital allocation into strategic expansion, innovation, and talent as well as selective value-enhancing opportunities



<sup>1</sup> Cash / Current Liabilities

# Position Presight as a Quality Growth Compounder

**Objective:** Leverage growing backlog, increasing economic visibility and international momentum to deliver sustainable shareholder value



Key Metrics	Actual	Guidance
	2021-2025 (4-Year CAGR)	2025-2029 (4-Year CAGR)
Group Revenue	+22.8% <sup>1</sup>	+20% - 25% <sup>2</sup>
Group EBITDA	+19.5% <sup>1</sup>	+23% - 28% <sup>2</sup>
Group Profit after Tax <sup>3</sup>	+17.4% <sup>1</sup>	+21% - 26% <sup>2</sup>

## Guidance Assumptions

- Excludes potential future M&A
- >90% of forecast revenue growth from multi-year contracts
- Constant 15% Effective Tax Rate

<sup>1</sup>. Includes financial impact of AIQ acquisition <sup>2</sup>. Organic growth excluding potential future acquisitions <sup>3</sup>. 100% Group profit including minorities

# Thank You

Get in touch:

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# Q&A