



PRESIGHT AI HOLDING PLC ("PRESIGHT")

MANAGEMENT DISCUSSION AND ANALYSIS

**FOR Q3 2023
& YTD Q3 2023**

Period ending September 30, 2023

Executive Summary and Overview

Presight (“the Company”) was founded in the year 2020, with an unmatched desire to create meaningful societal change by harnessing the power of AI and data technologies to solve complex problems and contribute to lifelong human advancement. Presight catalyzes information and generates insights that were previously unidentifiable, to solve today’s challenges.

Presight serves clients across multiple sectors with a focus on four core pillars with a massive opportunity for innovation and market growth:

1. Public Sector: Enhance public services and optimize government efficiencies through AI powered big data analytics.
2. Finance: Identify financial anomalies, fraud, and risks using big data analytics and AI
3. Utilities: Enable efficient utilities and minimize leakages by using big data analytics
4. Sports: AI and big data analytics to augment sports performance and fan experiences

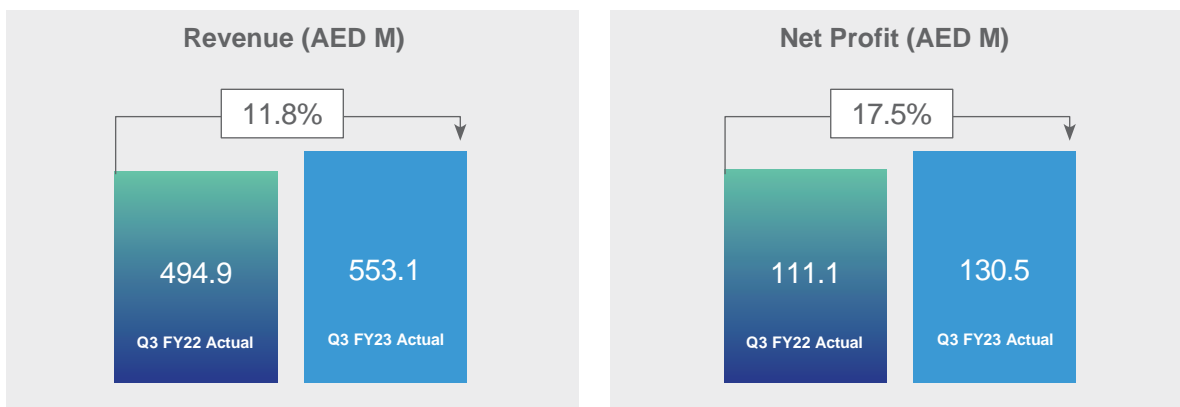
Our solutions and their application also expand into new verticals, to help organizations answer climate and environmental challenges, to improve student learning experience and educational programs.

The foundation of our business is the Transformative Analytics Quotient (“TAQ”), our omni-analytics and big data platform. It excels at all-source data interpretation & analytics, AI and is adaptive to any technology stack to forecast likely outcomes and ultimately enable insight-driven decision making.

As AI applications and uses proliferate across all walks of human experience, Presight is well positioned to capitalize on the resulting demand for big data analytics powered by AI, fueling future growth.

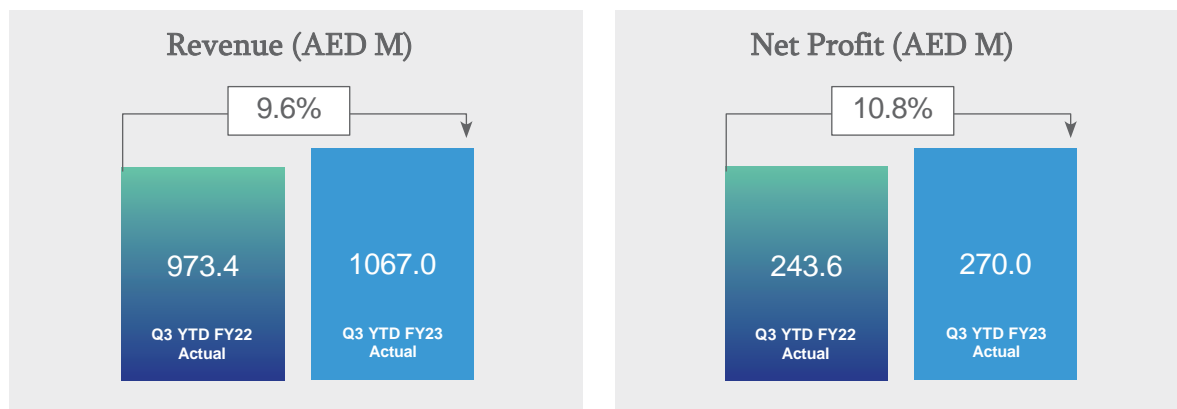
Strong year-on-year revenue and net profit growth for Q3 FY23 and YTD Q3 FY23

Q3 FY23 FINANCIAL PERFORMANCE



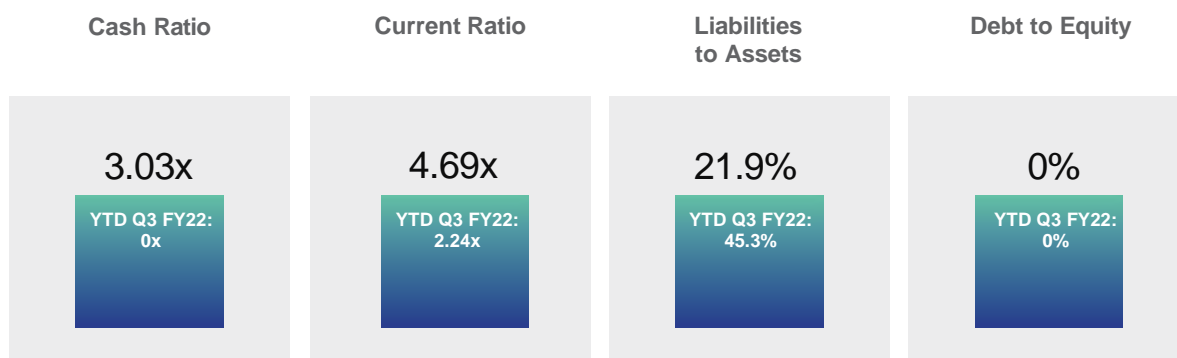
- For the period, the Company recorded revenue growth of 11.8% (AED58.2M) with Q3 FY23 revenue of AED553.1M as compared to AED494.9M for Q3 FY22.
 - Net profit recorded a growth of 17.5% (AED19.4M) over the same period with Q3 FY23 net profit of AED130.5M as compared to AED111.1M for Q3 FY22.
 - Net profit % improved to 23.6% in Q3 23 from 22.4% in Q3 22.
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YTD Q3 FY 2023 FINANCIAL PERFORMANCE



- The Company surpassed AED1Bn in revenue for YTD Q3 2023 period ending, September 30, 2023.
- Revenue grew 9.6% (AED93.6M) with YTD Q3 FY23 revenue of AED1,067.0M as compared to AED 973.4M for YTD Q3 FY22
- Net profit recorded a growth of 10.8% (AED26.4M) over the same period with YTD Q3 FY23 net profit of AED270.0M as compared to AED243.6M for YTD Q3 FY22.
- Net profit percentage for YTD Q3 FY23 (25.3%) improved slightly as compared to YTD Q3 FY22 (25.0%).

STRONG BALANCE SHEET AND LIQUIDITY



- The company generated AED 525M of cash from operations for the period YTD Q3 FY23.
- The balance sheet continues to be highly liquid and debt free, providing the Company with significant financial flexibility to fund its operations and fuel future growth.
- Company continues to prioritize capital to drive geographical expansion, product development and inorganic acquisitions.
- New branch offices have been set up in Kazakhstan and Azerbaijan to drive our Central Asia growth.



Thomas Pramotedham

CHIEF EXECUTIVE OFFICER

We are pleased to report a strong Q3 FY2023 and year-to-date Q3 FY2023 financial performance. Continuing on our robust growth trajectory, we delivered double-digit year-on-year growth, both in revenue and net profit for year-to-date period ending September 30, 2023. Our order books are further strengthened with multi-year revenue contracts, securing future revenue and cash flows. Customer orders exceeded AED1bn in the 1st 3 quarters of FY2023, which we expect to set a good pace of growth ahead.

We are extremely proud and privileged to have been awarded a contract by the National Emergency Crisis and Disaster Management Authority (NCEMA) to enhance UAE's management of any crisis and emergency situations using big data analytics powered by AI, evidencing the mission critical nature of our products and solutions. We continue to invest in the development of Presight's big data analytics, software platforms and AI models to provide our customers with cutting edge solutions across our key sectors.

Internationally, we recently announced a joint venture with Samruk Kazyna, a USD 70Bn Sovereign Wealth Fund of the Republic of Kazakhstan, to accelerate digital transformation in Kazakhstan through the deployment of Presight's AI and big data analytics solutions and technologies. This strengthens Presight's leading position to capture the growing expenditure on digital transformation in Kazakhstan and Central Asia.

We are steadfast in our commitment to engage deeply with our current and prospective customers around the world and are excited to receive significant interest in Presight's big data analytics and AI solutions.

We look forward to finishing 2023 on a strong note and to keep this strong momentum going into 2024 and beyond.