



Earnings Flash Note
Mannai Corporation
3Q 2023 / 9M 2023



Mannai Corporation (MCCS)

- > Net profit decreased sharply to QR5mn in 3Q2023 compared to QR422mn in 3Q2022, primarily because the 3Q2022 figure included profit from discontinued operations (QR439mn). For 9M2023, net profit was down 91.7% YoY to QR43mn.
- > Revenue increased by 9.9% YoY to QR1,318mn (-1.2% QoQ) in 3Q2023 while for 9M2023, it rose by 1.6% YoY to QR3,957mn.
- > Gross profit increased by 7.5% YoY to QR213mn (-11.9% QoQ) while the corresponding margin dropped to 16.2% (-0.4ppts YoY, -2.0ppts QoQ) in 3Q2023. For 9M2023, gross profit was up by 8.3% to QR682mn.
- > Operating profit grew by 7.3% YoY to QR71mn (-27.4% QoQ) in 3Q2023 and margin fell to 5.4% (-0.1ppts YoY, -1.9ppts QoQ). For 9M2023, operating profit was up 69.1% YoY to QR239mn.

- > For 3Q2023, EPS came at QR0.010 vs. QR0.924 in 3Q2022 while for 9M2023, EPS was 0.094 vs 1.122 in 9M2022.
- > As of 25th Oct 2023, the stock has decreased 46.4% YTD, underperforming the QSE index, which was down by 11.2% YTD.

3Q 2023 Earnings Performance

	3Q2023	3Q2022	YoY	2Q2023	QoQ
Revenue	1,318	1,199	9.9%	1,334	-1.2%
Gross Profit	213	198	7.5%	242	-11.9%
Gross Margin %	16.2%	16.5%		18.1%	
Operating Profit	71	66	7.3%	98	-27.4%
Operating Margin %	5.4%	5.5%		7.3%	
Net Profit	5	422	-98.9%	26	-81.6%
Net Margin %	0.4%	35.2%		1.9%	
EPS (QR)	0.010	0.924	-98.9%	0.057	-81.6%

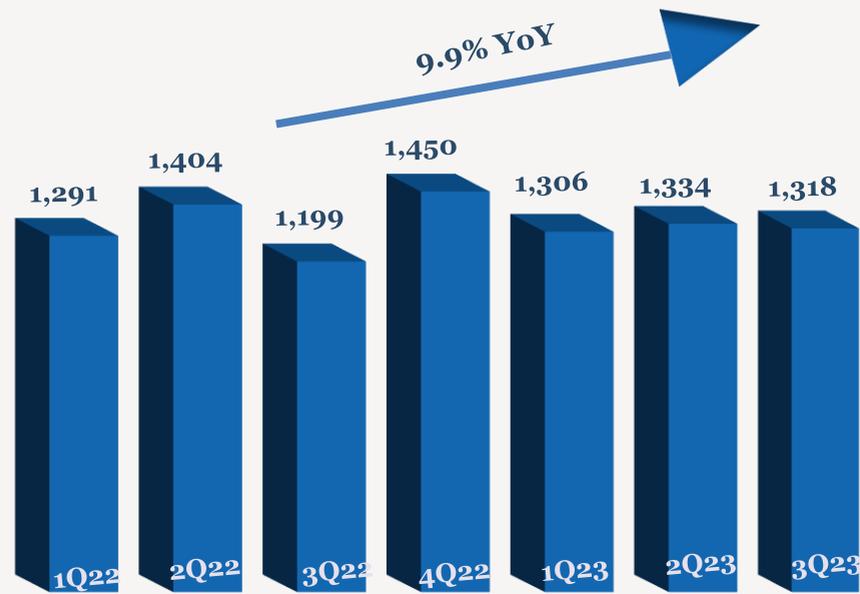
Note: Values are expressed in QR'mn unless explicitly stated

9M 2023 Earnings Performance

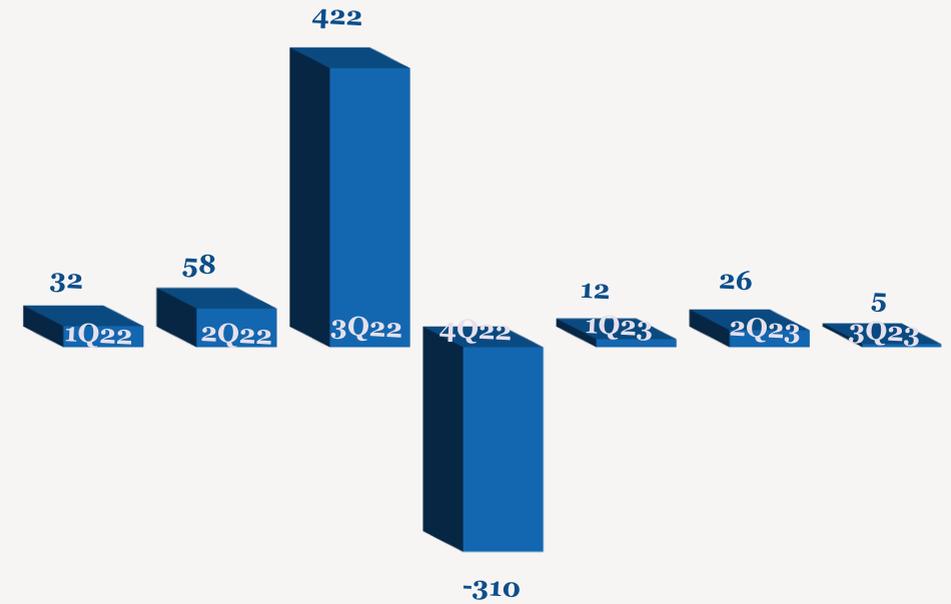
	9M2023	9M2022	YoY
Revenue	3,957	3,893	1.6%
Gross Profit	682	629	8.3%
Gross Margin %	17.2%	16.2%	
Operating Profit	239	141	69.1%
Operating Margin %	6.0%	3.6%	
Net Profit	43	512	-91.7%
Net Margin %	1.08%	13.15%	
EPS (QR)	0.094	1.122	-91.7%

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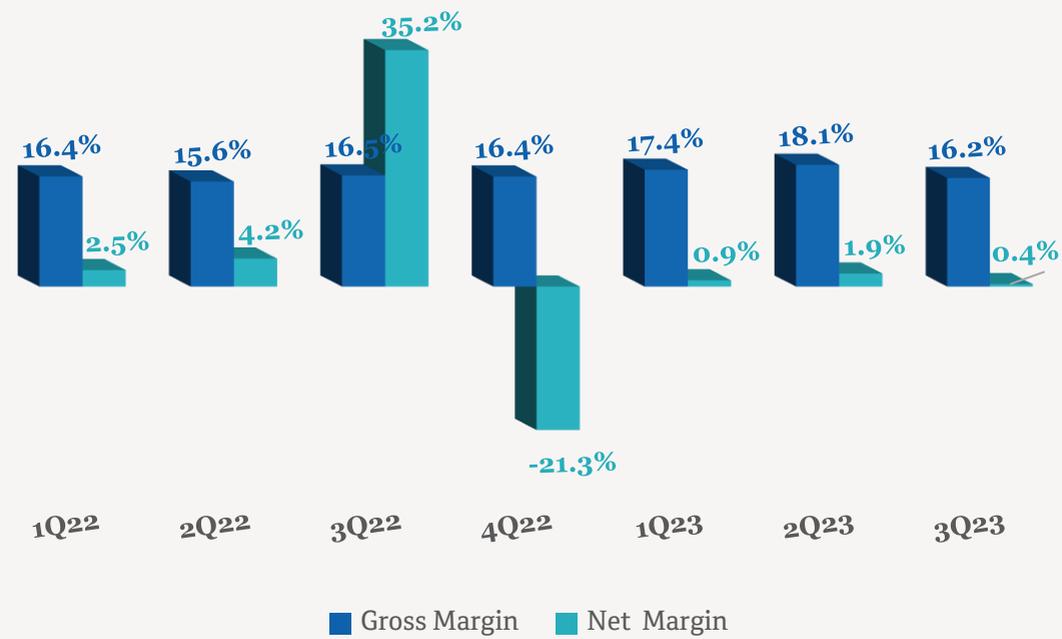
Quarterly Revenue Trend (QRmn)



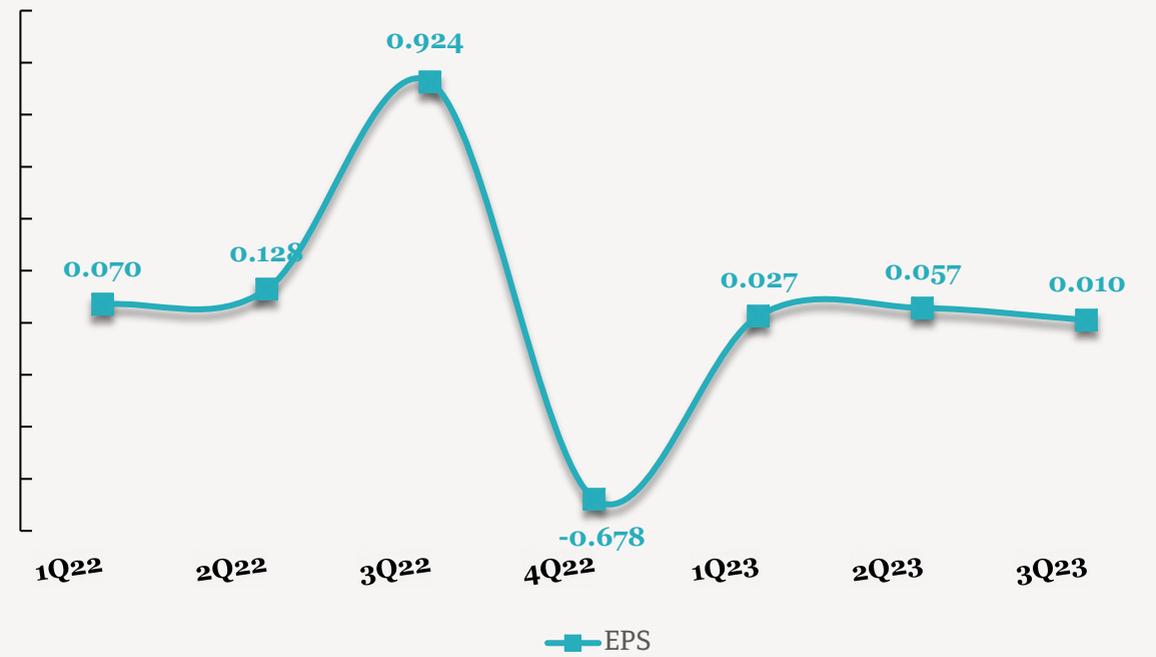
Quarterly Earnings Trend (QRmn)



Quarterly Margin Trend



EPS (QR) Trend



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