



Earnings Flash Note
Mannai Corporation
4Q 2023 / FY 2023



Mannai Corporation (MCCS)

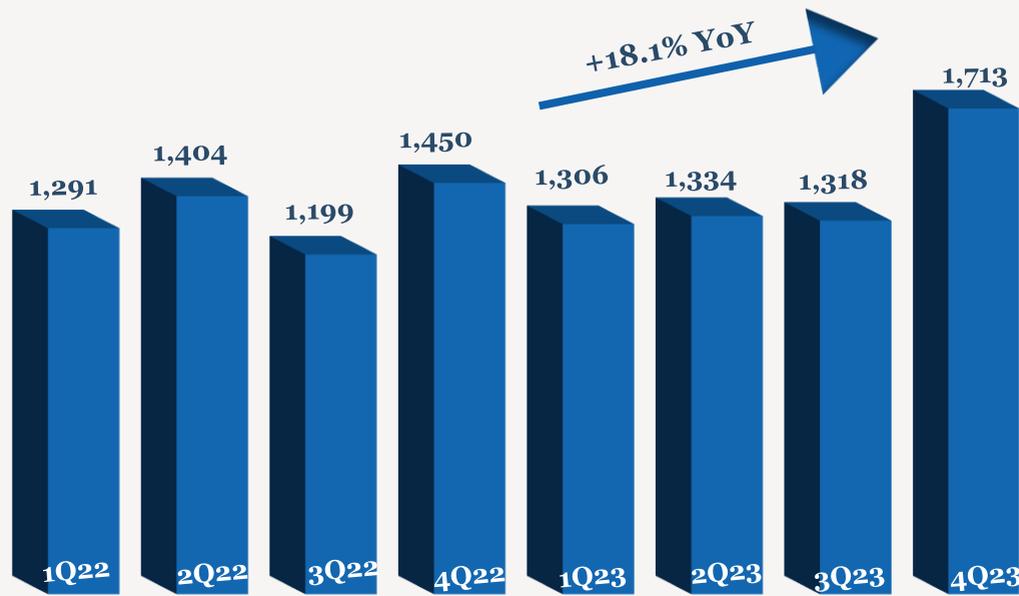
- > Net profit came at QR127mn in 4Q2023 compared to net loss of QR327mn in 4Q2022, primarily due to profit from discontinued operations of QR413mn versus loss of QR93mn in 4Q2022. For FY2023, net profit was down 8.2% YoY to QR170mn.
- > Revenue increased by 18.1% YoY to QR1,713mn (+30.0% QoQ) in 4Q2023 while for FY2023, it increased by 6.1% YoY to QR5,670mn.
- > Gross profit increased by 36.5% YoY to QR324mn (+52.1% QoQ) and margin came at 18.9% (+2.5ppts YoY; +2.7ppts QoQ) in 4Q2023. For FY2023, gross profit was up by 16.0% YoY to QR1,005mn.
- > Operating profit increased by 207.9% to QR185mn (+161.5% QoQ) while the corresponding margin improved by 6.7ppts YoY to 10.8% (+5.4ppts QoQ). For FY2023, operating profit increased by 110.5% YoY to QR424mn.
- > For 4Q2023, EPS came at QR0.278 vs. a loss per share of QR0.717 in 4Q2022 while for FY2023, EPS was 0.372 vs 0.405 in FY2022.
- > As of 06th Mar 2024, the stock has decreased 6.0% YTD, underperforming the QSE index, which was down by 4.9% YTD.
- > The stock is currently trading at a TTM P/E multiple of 10.6x.
- > The Board announced a DPS of QR0.25 for FY2023 which translates into a yield of 6.3%.

4Q/FY 2023 Earnings Performance

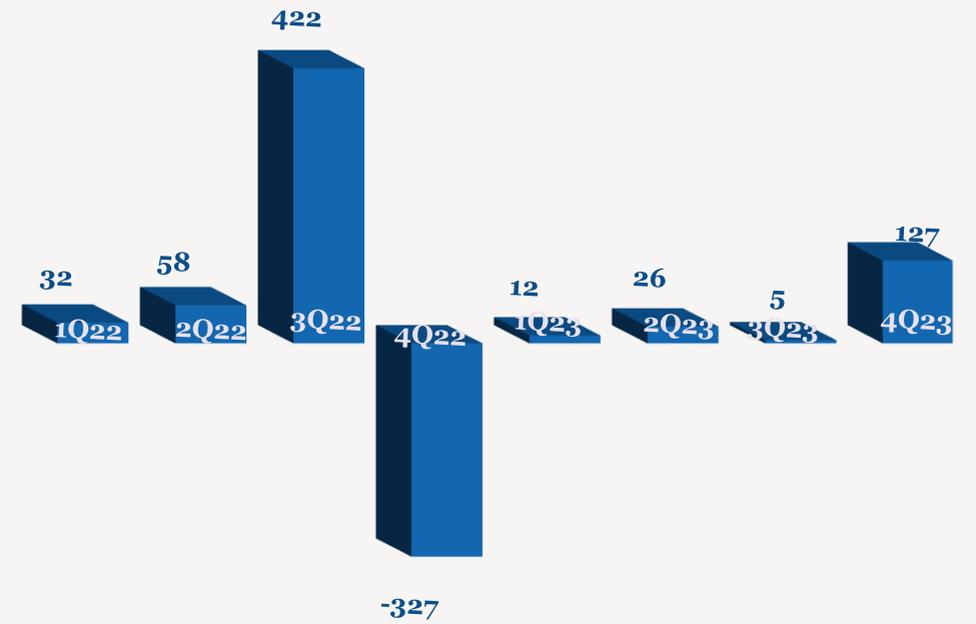
	4Q2023	4Q2022	YoY	3Q2023	QoQ	FY2023	FY2022	YoY
Revenue	1,713	1,450	18.1%	1,318	30.0%	5,670	5,343	6.1%
Gross Profit	324	237	36.5%	213	52.1%	1,005	867	16.0%
Gross Margin %	18.9%	16.4%		16.2%		17.7%	16.2%	
Operating Profit	185	60	207.9%	71	161.5%	424	202	110.5%
Operating Margin %	10.8%	4.1%		5.4%		7.5%	3.8%	
Net Profit to Equity	127	-327	NM	5	NM	170	185	-8.2%
Net Margin %	7.4%	-22.6%		0.4%		3.0%	3.5%	
EPS (QR)	0.278	-0.717	NM	0.010	NM	0.372	0.405	-8.2%

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

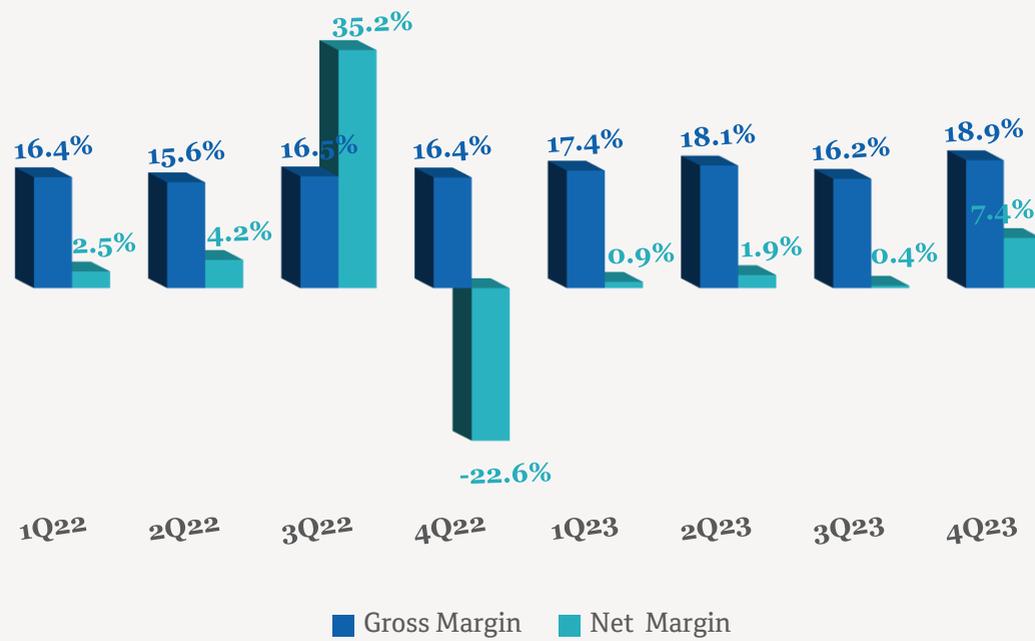
Quarterly Sales Trend (QRmn)



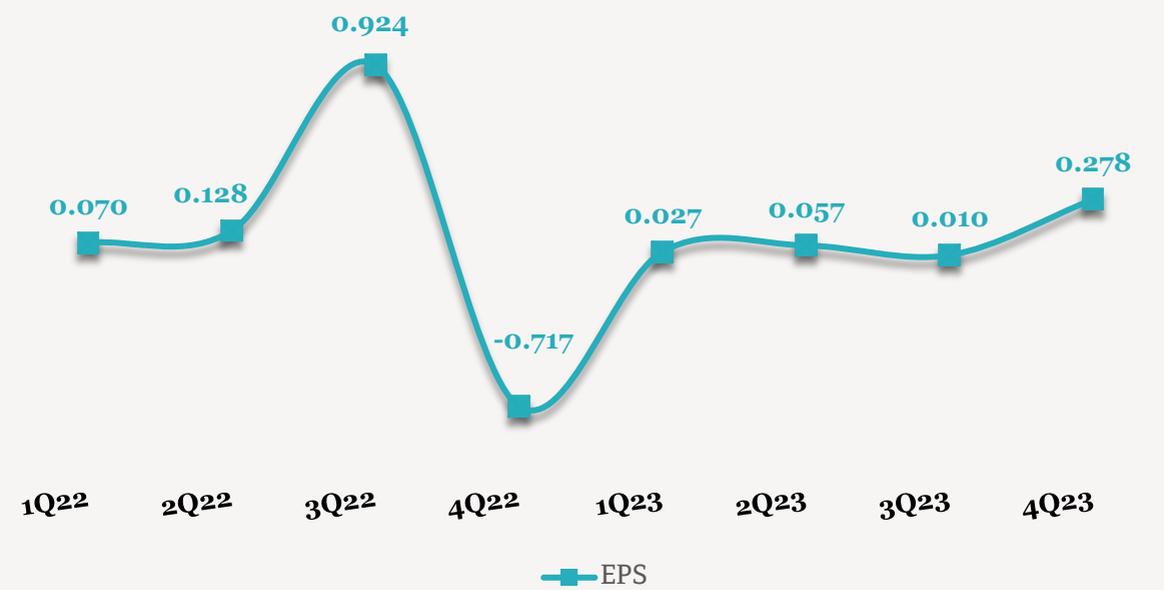
Quarterly Earnings Trend (QRmn)



Quarterly Margin Trend



EPS (QR) Trend



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