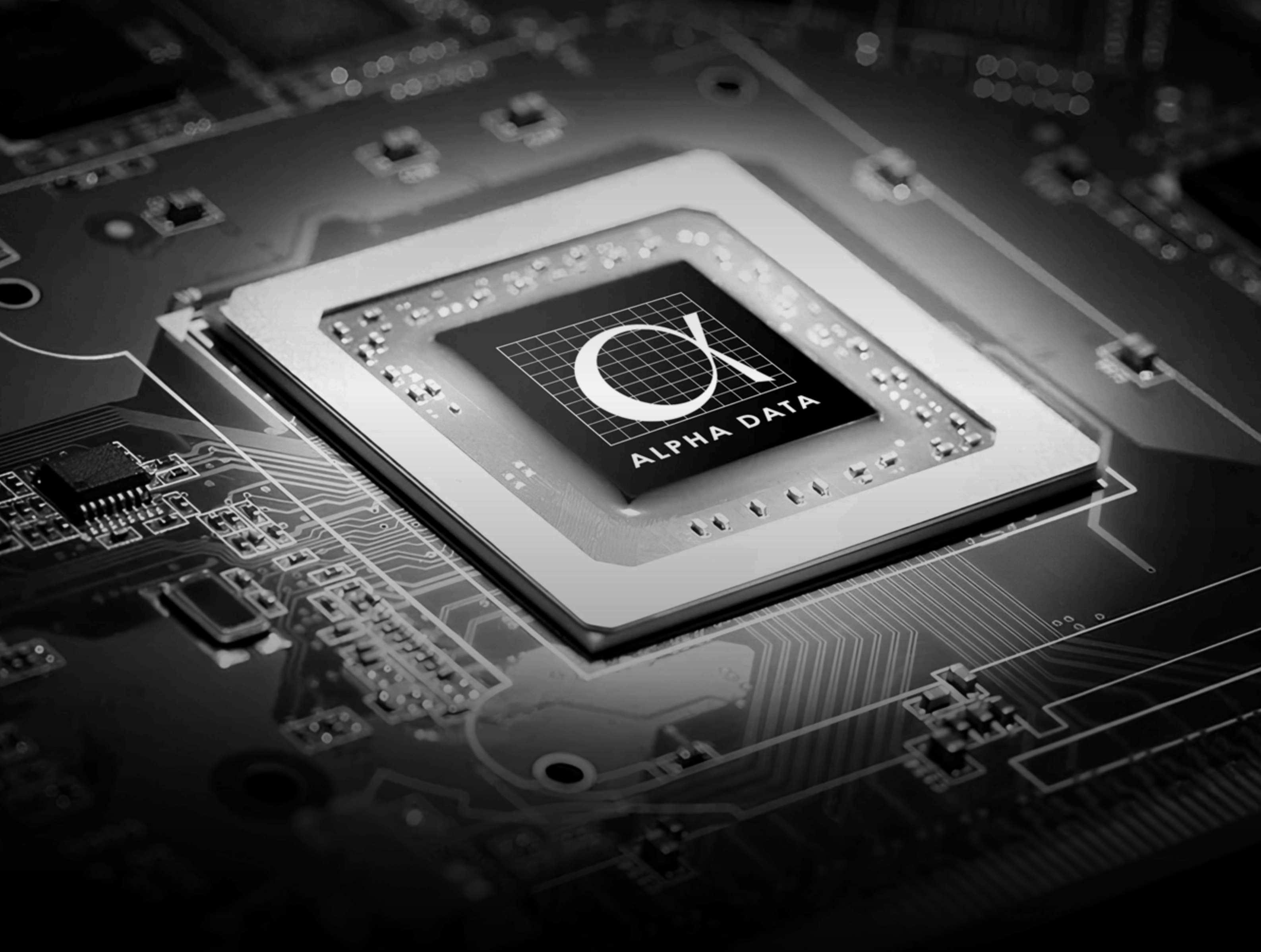
ALPHA DATA PJSC

ADX : ALPHADATA
ABU DHABI SECURITIES EXCHANGE



FIRST HALF 2026 RESULTS

Management Discussion & Analysis Report

Period ended 30 June 2026

Issued 4 August 2026

H1 2026 Highlights

Alpha Data delivered H1-2026 revenue of AED 1,456 million, up 11.7%, with momentum accelerating into the second quarter as Q2-2026 revenue grew 13.6%. Cash conversion was equally strong, with AED 76.6 million of operating cash flow generated in Q2 alone, while disciplined cost control held PBT margin at 6%, in line with guidance. The Company reiterates its FY2026 guidance.

REVENUE	PROFIT BEFORE TAX	NET PROFIT	EPS
AED 1,456m	**AED 88.1m**	**AED 79.9m**	**AED 0.08**
+11.7% YoY	**+3.8% YoY**	**+3.9% YoY**	**unchanged vs H1 2025**

- **Revenue of AED 1,456 million, up 11.7% YoY**, of which Q2 2026 contributed AED 807 million (+13.6% YoY) — the largest of the eight past standalone quarters and 24.1% ahead of Q1 2026.
- **Revenue growth accelerated in Q2:** the strong growth momentum in Q2 was driven by both the Solutions (+13.4% YoY in Q2 vs 7.3% YoY in Q1) and the Services (+12.1% YoY in Q2 vs 7.9% YoY in Q1) divisions while Talent maintains its strong growth momentum from prior quarters.
- **Gross margin of 13.29% was 93 bps below H1 2025**, but this is mainly due to timing reasons and driven by weak YoY comparison with Q2-2025 being well above the guidance. Overall profitability picture remains unchanged and is impacted by seasonality.
- **Cost discipline continues and remains top in focus:** G&A grew 4.8% against 11.7% revenue growth, falling to 7.31% of revenue from 7.79% and holding the operating-margin decline to 45 bps.
- **Operating cash flow of AED 44.5 million reversed Q1's outflow**, against AED 5.4 million in H1 2025 — Q2 alone generated AED 76.6 million after Q1's AED 32.1 million outflow, on a working-capital reversal.
- **Alpha Data continues to navigate consistently across H1-2026**, being focused on its AI-first vision and is reiterating its guidance for FY2026 on low-to-mid teens revenue growth and PBT at 6% despite regional and international supply chain challenges.

Alpha Data PJSC (ADX: ALPHADATA) reports results for the six months ended 30 June 2026. The Group converted demand into record quarterly volume and restored cash generation after a heavy first-quarter build, while paying an AED 65 million dividend and closing with AED 57.6 million of net cash.

Revenue growth acceleration in Q2-2026 was supported by sustained demand for digital transformation services, with particular strength in AI-driven infrastructure solutions, managed services, cybersecurity and cloud migration projects. The Company continued to expand its regional footprint, and looking forward in seizing opportunities through ramping up its In-Country-Value (ICV) in its core markets.

Performance Overview

ALPHA DATA PJSC — H1 2026 KEY PERFORMANCE INDICATORS

REVENUE & GROWTH (AED M)

METRIC	H1 2026	H1 2025	CHANGE
Group Revenue	**1,456**	1,304	**+11.7%**
Solutions	1,236	1,117	+10.7%
Services	133	121	+9.7%
Talent	88	66	+32.3%

PROFITABILITY (AED M)

METRIC	H1 2026	H1 2025	CHANGE
Gross Profit	**193.6**	185.5	**+4.3%**
Gross Margin	13.29%	14.22%	**−93bps**
PBT	**88.1**	84.9	**+3.8%**
PBT Margin	6.05%	6.51%	**−46bps**

SEGMENT GROSS MARGINS

SEGMENT	H1 2026	H1 2025	CHANGE
Solutions	9.99%	10.92%	−93bps
Services	42.47%	43.04%	−57bps
Talent	15.66%	17.31%	−165bps
Group	**13.29%**	14.22%	**−93bps**

BALANCE SHEET (AED M)

ITEM	30 JUN 26	FY 2025	CHANGE
Total Assets	1,284	1,151	+11.5%
Total Equity	319	303	+5.3%
Cash & Bank	78.6	101.0	−22.1%
Net W/C	280	229	+22.4%

CASH FLOW (AED M)

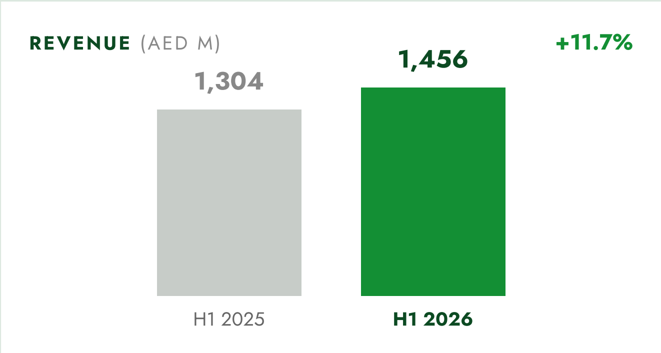
METRIC	H1 2026	H1 2025	TREND
Operating CF	**44.5**	5.4	▲
Free CF	43.5	4.6	▲
Capex	1.0	0.9	≈
Cash Conversion	0.56x	0.07x	▲

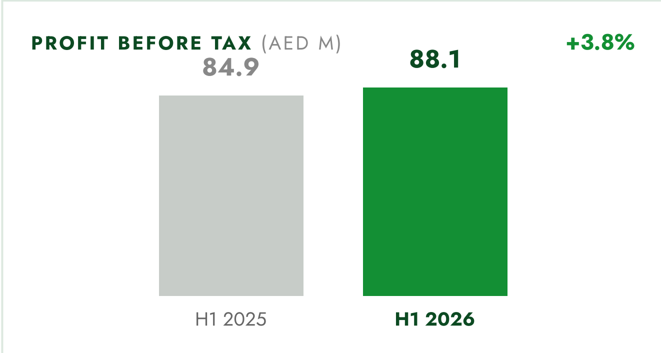
KEY RATIOS & LIQUIDITY

RATIO	30 JUN 26	FY 2025	TREND
Current Ratio	1.40x	1.42x	▼
Quick Ratio	0.67x	0.62x	▲
Debt / Equity	0.07x	0.04x	▲
Net WC / Revenue	11.27%	9.21%	▲

Alpha Data Group

YEAR-ON-YEAR EVOLUTION OF REVENUE AND PROFIT BEFORE TAX



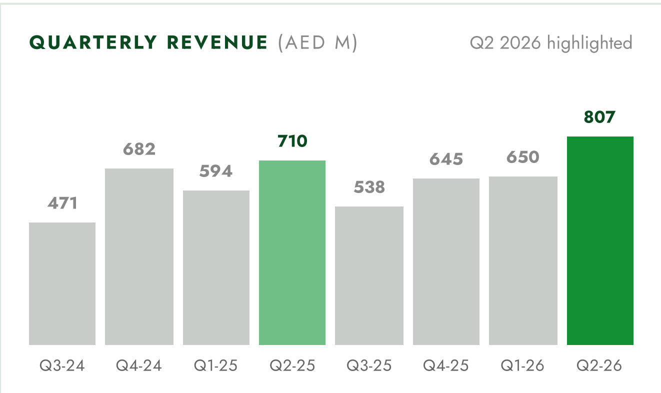


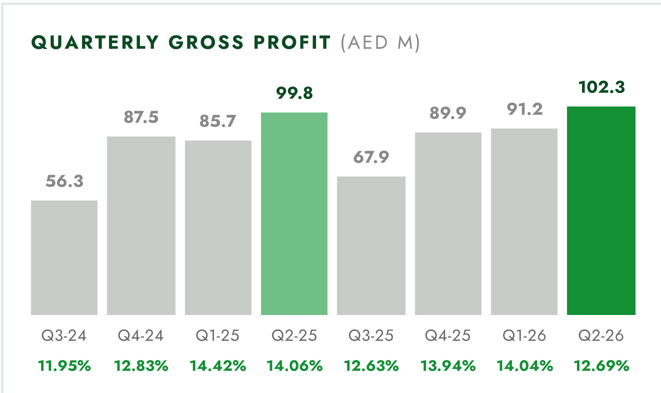
Group revenue for the six months ended 30 June 2026 was **AED 1,456 million**, 11.7% ahead of the AED 1,304 million recorded in H1 2025. Growth was broad-based across the three business segments — Solutions +10.7%, Services +9.7% and Talent +32.3% — and the half already represents 58.6% of the whole of FY 2025 revenue. Growth accelerated in the second quarter, with Solutions and Services up 13.4% and 12.1% year on year against 7.3% and 7.9% in Q1. In absolute terms Q2 2026 is the growth engine: revenue of **AED 806.5 million**, 24.1% ahead of Q1 2026.

Gross profit rose 4.3% to **AED 193.6 million**, behind revenue, and group gross margin fell 93 basis points to 13.29% from 14.22%. This is attributable to the timing of backlog roll-out — seasonality observed across prior-year quarters as well — and to a weak comparison against a well-above-guidance Q2 2025 that normalised over the balance of that year.

Below gross profit the picture is further reassuring. General and administrative expenses grew 4.8% against revenue growth of 11.7%, falling from 7.79% to 7.31% of revenue and recovering 48 of the 93 basis points lost at the gross line. Net finance costs narrowed to AED 0.1 million from AED 0.7 million as borrowing costs halved. Profit before tax consequently rose 3.8% to **AED 88.1 million**, with the PBT margin at 6.05% against 6.51%.

By geography, the United Arab Emirates contributed 98.6% of revenue at AED 1,436 million, up 12.8%, with margin down 104 basis points to 13.27%. Saudi Arabia fell 40.3% to AED 16.8 million and Qatar rose 20.9% to AED 3.1 million. The initiatives taken by the Company in 2026 to improve its In-Country-Value (ICV) score are further strengthening its competitive edge in the UAE market.





Solutions Segment

REVENUE	GROSS PROFIT	GROSS MARGIN	SHARE OF GROUP
AED 1,236m	**AED 123m**	**10.0%**	**84.9%**
+10.7% YoY	**+1.2% YoY**	**–93bps YoY**	of revenue, 63.8% of GP

Solutions delivered H1 2026 revenue of **AED 1,236 million**, up 10.7% YoY, and gross profit of **AED 123.4 million**, accelerating its growth pace compared to the first quarter of the year as the Company's strong backlog pipeline rolls out. The growth is driven by sustained demand for scalable infrastructure, cloud-led offerings and AI-driven projects, coupled with the Company's leading position in its core markets and an extended portfolio of long-standing client engagements.

The gross margin stood at 10.0% and is 93 bps below the respective period of 2025; however, this effect is largely attributed to the seasonality of pipeline roll-out timing rather than a services mix effect or structural competitive forces.

The Solutions segment pipeline remains resilient and strong for the remainder of 2026 and is built on deep strategic vendor partnerships and an intensified focus on AI- and cloud-led offerings. We expect project mix and margin normalisation throughout 2026.

Services Segment

REVENUE	GROSS PROFIT	GROSS MARGIN	SHARE OF GROUP
AED 133m	**AED 56m**	**42.5%**	**9.1%**
+9.7% YoY	**+8.2% YoY**	**–57bps YoY**	of revenue, 29.1% of GP

Services generated H1 2026 revenue of **AED 132.8 million**, up 9.7% from AED 121.1 million, with gross profit of **AED 56.4 million**, up 8.2%. Gross margin of 42.47% was marginally trimmed by 57 basis points below H1 2025 — Services remains the highest-margin generator in the portfolio. The division supplies 9.1% of group revenue but 29.1% of group gross profit.

The revenue growth acceleration witnessed in Solutions in Q2 was witnessed also in Services, which grew 12.1% YoY in Q2 2026. The segment remains focused on expanding its annuity-based revenue book and further enhancing service excellence to strengthen client retention.

Talent Segment

REVENUE	GROSS PROFIT	GROSS MARGIN	SHARE OF GROUP
AED 87.6m	**AED 13.7m**	**15.7%**	**6.0%**
+32.3% YoY	+19.7% YoY	–165bps YoY	of revenue, up from 5.1%

Talent again grew fastest, with revenue of **AED 87.6 million**, up 32.3% from AED 66.2 million, lifting its share of group revenue to 6.02% from 5.08%. Gross profit grew 19.7% to AED 13.7 million and gross margin fell 165 basis points to 15.7%, driven by the intake of strategic high-value contracts that have shifted the overall mix since late 2025.

Within the half, however, the direction reversed: 14.45% in Q1 2026 improved to 16.66% in Q2 2026 as new staffing contracts moved past their ramp phase. Q2 revenue of AED 47.7 million was 19.5% ahead of Q2 2025, with gross profit 12.4% higher. Talent is the one segment where the second quarter was better than the first on margin, and it is expected to stabilise as the pipeline matures.

The focus of the Talent segment is to continue scaling operations across the region, with the build-out of specialised niche talent pools positioned to support continued growth momentum through the remainder of the year.

Kingdom of Saudi Arabia

REVENUE	GROSS MARGIN	Q2 2026 REVENUE
AED 16.8m	**15.5%**	**AED 6.3m**
–40.3% YoY	+482bps vs H1 2025	vs AED 22.4m in Q2 2025

Saudi revenue is largely project-based, and the timing of execution and pipeline intake can create volatility. In H1 2026 it fell 40.3% to **AED 16.8 million**, reducing the Kingdom to 1.15% of group revenue from 2.16%. The decline is entirely a second-quarter phenomenon and is best read against an unusually large comparative: Q1 2026 revenue of AED 10.5 million was 80.8% ahead of Q1 2025, while Q2 2026 delivered AED 6.3 million against AED 22.4 million in Q2 2025 — confirming that performance is subject to project intake and execution timing from a small base. Gross margin rose 482 basis points to 15.5% as the Company remains selective in the opportunities it undertakes and executes.

Balance Sheet and Cash Flow

OPERATING CASH FLOW	CURRENT RATIO	DEBT / EQUITY	CLOSING CASH
AED 44.5m	**1.40x**	**0.07x**	**AED 78.6m**
vs AED 5.4m in H1 2025	1.42x at FY 2025	AED 21.0m trade finance	AED 57.6m net cash

CASH CONVERSION BY STANDALONE QUARTER (AED m; conversion = operating cash flow / profit after tax)

METRIC	Q3 24	Q4 24	Q1 25	Q2 25	Q3 25	Q4 25	Q1 26	Q2 26
Operating cash flow	-3.1	227.2	41.9	-36.4	3.6	152.4	-32.1	76.6
Profit after tax	17.9	39.9	31.9	45.0	20.8	45.7	35.5	44.4
Cash conversion	**-0.17x**	**5.70x**	**1.31x**	**-0.81x**	**0.17x**	**3.34x**	**-0.90x**	**1.72x**

Total assets closed the half at **AED 1,283.5 million**, 11.5% above the AED 1,150.8 million at 31 December 2025, and the increase sits almost entirely in the assets that carry delivery: trade and other receivables rose AED 126.1 million and contract assets AED 37.7 million as the Group executed a materially larger revenue base, while inventories were held broadly flat. That build was funded operationally rather than financially — trade and other payables rose AED 165.1 million — so operating working capital increased only AED 59.1 million on revenue growth of 11.7%.

Total equity rose to **AED 319.1 million** from AED 303.0 million. The Group earned AED 79.9 million after tax and returned **AED 65.0 million to shareholders as a dividend**, retaining the balance: retained earnings now stand at AED 276.9 million, up from AED 262.0 million, and have continued to accumulate period after period.

Operating cash flow was **AED 44.5 million** against AED 5.4 million in H1 2025, and the half is best read by quarter: Q1 absorbed AED 32.1 million as the Group built for delivery, and **Q2 generated AED 76.6 million** as that work converted — 1.72 times profit after tax. Working capital was funded within the operating cycle rather than by borrowing, with supplier terms aligned to the delivery profile of the contracts being executed and inventory held broadly flat while revenue grew 11.7%. The Group closed the period with AED 78.6 million of cash and **AED 57.6 million of net cash** after AED 21.0 million of trade finance, having paid the dividend in full out of its own cash generation.

Overall Outlook & Guidance 2026

Alpha Data is reiterating its FY 2026 guidance, supported by a solid pipeline of contracted and pipeline-stage projects, as the year unfolds following the performance demonstrated in H1 2026 and, in particular, the Q2 2026 results and growth acceleration. The Solutions segment is targeting continued profitable growth supported by deeper vendor partnerships and accelerated adoption of AI- and cloud-led offerings, as well as rising opportunities in cybersecurity and emergency infrastructure projects. The Services segment continues to focus on expanding its annuity book to underpin top-line growth. The Talent segment is positioned for continued regional growth, leveraging the build-out of specialised niche talent pools and scaled operational capacity. Across all segments the Company will continue to fast-track AI-led solutions for both Alpha Data and its clients, while consolidating the benefits of the further enhancement of its ICV score arising from the property acquisition and other initiatives that materialised in 2026, providing the base for strengthening its competitive position in its core market.

MANAGEMENT'S GUIDANCE FOR 2026 — REITERATED

Low-to-mid teens

Revenue growth for FY 2026

6.0%

Profit before tax margin

Dividend

Distribution of 80% of profits, reiterated as per the IPO commitment

INVESTOR CALENDAR

H1 2026 analyst & investor conference call — 4 August 2026 at 16:00 UAE time; details on the ADX and the Alpha Data IR portal

9M 2026 results — expected in the first half of November 2026, followed by a conference call the same day

FY 2026 results — expected in the first half of February 2027

Disclaimer on Forward-Looking Information

This report contains forward-looking statements relating to, among other things, Alpha Data's strategy, objectives, future business plans, financial performance, and market developments. These statements are based on current expectations, estimates and projections of the Company's management and are subject to a number of risks, uncertainties and assumptions that are difficult to predict and beyond the Company's control.

Forward-looking statements are typically identified by the use of words such as "believes", "expects", "aims", "intends", "may", "will", "should", "could", "plans", "estimates", "targets", "anticipates" or the negative thereof, or other variations or comparable terminology.

Such forward-looking statements are not guarantees of future performance and involve known and unknown risks and uncertainties, including, but not limited to, macroeconomic conditions, changes in market dynamics, regulatory developments in the UAE and other jurisdictions, the execution of the Company's growth strategy, operational risks, reliance on key clients and contracts, competitive pressures, cybersecurity risks, and other factors described in Alpha Data's investor communications or public disclosures.

Actual results may differ materially from those expressed or implied in these statements. The Company undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable law.

About Alpha Data

From a small beginning in 1981, Alpha Data is today one of the largest IT and Telecom companies in the UAE, and a leading digital transformation provider and systems integrator listed on the Abu Dhabi Securities Exchange (ADX: ALPHADATA). The company serves hundreds of prestigious clients across the UAE and Saudi Arabia, with deep capabilities in AI, Big Data, cloud, cybersecurity and digital infrastructure. More information is available at www.alpha.ae.

INVESTOR RELATIONS

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