ALPHA DATA P.J.S.C ألفا داتا ش.م.ع

ADX : ALPHADATA

ABU DHABI SECURITIES EXCHANGE



NINE MONTHS 2026 RESULTS

Management Discussion & Analysis Report

Period ended 30 September 2026

Issued November 2026

9M 2026 Highlights

Alpha Data delivered 9M-2026 revenue of AED 2,070 million, up 12.3%, with growth accelerating in every quarter of 2026. Cost discipline carried profit before tax 15.5% higher to AED 124.4 million, a 6.01% margin. The Company reiterates its FY2026 guidance.

REVENUE	PROFIT BEFORE TAX	NET PROFIT	EPS
AED 2,070m	**AED 124.4m**	**AED 112.8m**	**AED 0.11**
+12.3% YoY	+15.5% YoY	+15.5% YoY	vs AED 0.10 in 9M 2025

- **Revenue of AED 2,070 million, up 12.3% YoY** — the largest nine months published to date, of which Q3 2026 contributed AED 613 million, up 14.0% and the largest third quarter published to date.
- **Growth accelerated in every quarter of 2026:** +9.3% in Q1, +13.6% in Q2 and +14.0% in Q3, with Solutions accelerating in step (+7.3%, +13.4%, +15.1%).
- **The most profitable third quarter published to date:** gross margin of 13.54% against 12.63%, PBT of AED 36.3 million (+58.9%) and net profit of AED 32.9 million (+58.2%) — and the first third quarter to lift the year-to-date gross margin, to 13.36% from 13.29% at the half.
- **Cost discipline remains the engine below the gross line:** G&A grew 4.5% against revenue growth of 12.3%, falling to 7.40% of revenue from 7.96%, which is why profit grew 15.5% on gross profit up 9.1%.
- **Operating cash flow of AED 2.6 million (9M 2025: AED 9.1 million):** H1 generated AED 44.5 million and Q3 absorbed AED 41.9 million as AED 69.9 million of inventory and work in progress was bought for Q4 delivery and AED 14.2 million of FY 2025 tax was settled.
- **FY 2026 guidance reiterated:** nine-month growth of 12.3% and a PBT margin of 6.01% both sit inside it, and the Board declared the first FY 2026 interim dividend of AED 65.0 million on 8 October 2026.

Alpha Data PJSC (ADX: ALPHADATA) reports results for the nine months ended 30 September 2026. The Group delivered the largest nine months and the most profitable third quarter published to date, paid an AED 65.0 million dividend in April and closed the period with AED 35.9 million of cash, AED 9.1 million of net cash and no bank borrowings, against AED 68.4 million of overdrafts a year earlier.

Growth continued to be supported by sustained demand for digital transformation, with particular strength in AI-driven infrastructure, managed services, cybersecurity and cloud migration, while the Company continued to ramp up its In-Country-Value (ICV) score in its core market.

Performance Overview

ALPHA DATA PJSC — 9M 2026 KEY PERFORMANCE INDICATORS

REVENUE & GROWTH (AED M)

METRIC	9M 2026	9M 2025	CHANGE
Group Revenue	**2,070**	1,842	**+12.3%**
Solutions	1,720	1,537	+11.9%
Services	213	194	+9.7%
Talent	137	111	+23.6%

PROFITABILITY (AED M)

METRIC	9M 2026	9M 2025	CHANGE
Gross Profit	**276.6**	253.4	**+9.1%**
Gross Margin	13.36%	13.76%	**–39bps**
PBT	**124.4**	107.7	**+15.5%**
PBT Margin	6.01%	5.85%	**+16bps**

SEGMENT GROSS MARGINS

SEGMENT	9M 2026	9M 2025	CHANGE
Solutions	10.03%	10.22%	–19bps
Services	39.06%	39.81%	–75bps
Talent	15.36%	17.24%	–188bps
Group	**13.36%**	13.76%	**–39bps**

BALANCE SHEET (AED M)

ITEM	30 SEP 26	30 SEP 25	CHANGE
Total Assets	1,238	1,112	+11.4%
Total Equity	353	318	+11.0%
Cash & Bank	35.9	85.8	–58.2%
Net W/C	356	330	+8.0%

CASH FLOW (AED M)

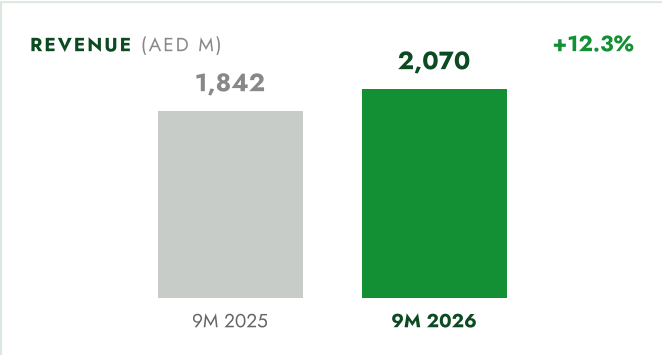
METRIC	9M 2026	9M 2025	TREND
Operating CF	**2.6**	9.1	▼
Free CF	1.0	7.3	▼
Capex	1.6	1.8	≈
Cash Conversion	0.02x	0.09x	▼

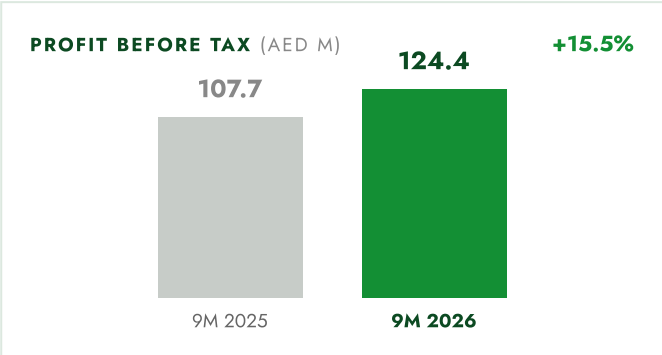
KEY RATIOS & LIQUIDITY

RATIO	30 SEP 26	30 SEP 25	TREND
Current Ratio	1.48x	1.47x	▲
Quick Ratio	0.61x	0.70x	▼
Debt / Equity	0.08x	0.05x	▲
Net WC / Revenue	14.32%	14.19%	▲

Alpha Data Group

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



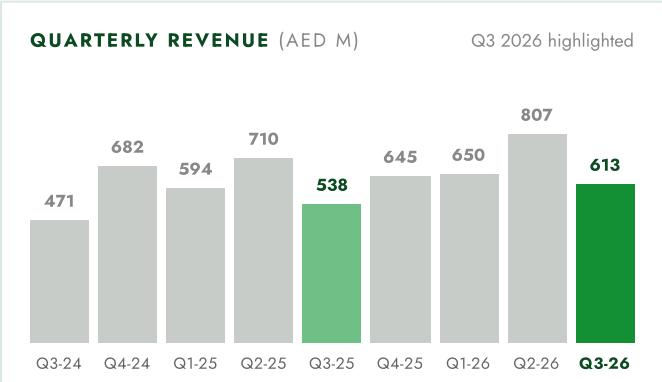


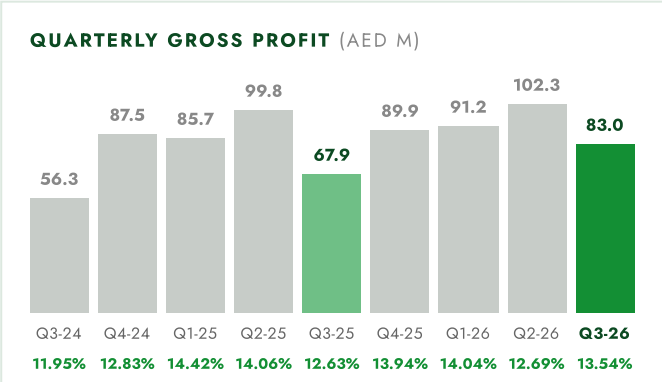
Group revenue for the nine months ended 30 September 2026 was **AED 2,070 million**, 12.3% ahead of the AED 1,842 million recorded in 9M 2025 and the largest nine months published to date — more than the whole of FY 2023. Growth was broad-based — Solutions +11.9%, Services +9.7% and Talent +23.6% — and accelerated through the year: +9.3% in Q1, +13.6% in Q2 and +14.0% in Q3. Q3 2026 revenue of **AED 613.3 million** is the largest third quarter published to date, up 14.0% on a Q3 2025 that had itself grown 14.1%, in what is seasonally the smallest quarter of the year.

Gross profit rose 9.1% to **AED 276.6 million**, behind revenue, and the group gross margin was 39 basis points lower at 13.36% against 13.76%. That gap is the first-half mix and roll-out timing already disclosed at the half, and the third quarter reversed its direction: at 13.54%, Q3 2026 is the best third-quarter margin published to date, 91 basis points ahead of Q3 2025 and 85 ahead of Q2 2026, and it lifted the cumulative margin from 13.29% at the half to 13.36%. In each of the two prior years the third quarter had pulled the year-to-date margin down.

Below gross profit the picture is stronger still. General and administrative expenses grew 4.5% against revenue growth of 12.3%, falling from 7.96% to 7.40% of revenue and recovering more than the 39 basis points lost at the gross line; in Q3 alone G&A rose 3.8% against revenue up 14.0%. Net finance costs narrowed to AED 0.4 million from AED 1.1 million. Profit before tax rose 15.5% to **AED 124.4 million**, a margin of 6.01% against 5.85%, and profit after tax rose 15.5% to AED 112.8 million. Q3 alone delivered PBT of AED 36.3 million (+58.9%) and net profit of AED 32.9 million (+58.2%).

By geography, the United Arab Emirates contributed 98.7% of revenue at AED 2,043 million, up 14.1%, with margin 49 basis points lower at 13.33%; in Q3 the UAE grew 17.3%. Saudi Arabia fell 53.5% to AED 22.4 million on project timing from a small base, while raising its margin 485 basis points to 16.43%, and Qatar rose 17.1% to AED 4.3 million. The Company's 2026 In-Country-Value (ICV) initiatives continue to strengthen its competitive edge in the UAE.





Solutions Segment

REVENUE	GROSS PROFIT	GROSS MARGIN	SHARE OF GROUP
AED 1,720m	**AED 172m**	**10.0%**	**83.1%**
+11.9% YoY	+9.8% YoY	–19bps YoY	of revenue, 62.4% of GP

Solutions delivered 9M 2026 revenue of **AED 1,720 million**, up 11.9% YoY, and gross profit of **AED 172.5 million**, up 9.8%, as the Company's strong backlog pipeline continued to roll out. Growth accelerated in each quarter of the year — 7.3% in Q1, 13.4% in Q2 and 15.1% in Q3 — 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 nine-month gross margin stood at 10.03%, 19 bps below the respective period of 2025, and the normalisation anticipated at the half has begun: in Q3 2026 the segment margin recovered to 10.13% from 8.36% in Q3 2025, the best third-quarter Solutions margin published to date, with quarterly gross profit 39.3% higher at AED 49.0 million on revenue 15.1% higher. The segment supplies 83.1% of group revenue and 62.4% of group gross profit, so this recovery is the single largest contributor to the Group's own third-quarter margin gain.

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. The AED 69.9 million of inventory and work in progress added in the third quarter is largely bought for fourth-quarter delivery in this segment.

Services Segment

REVENUE	GROSS PROFIT	GROSS MARGIN	SHARE OF GROUP
AED 213m	**AED 83m**	**39.1%**	**10.3%**
+9.7% YoY	+7.6% YoY	–75bps YoY	of revenue, 30.0% of GP

Services generated 9M 2026 revenue of **AED 212.7 million**, up 9.7% from AED 194.0 million, with gross profit of **AED 83.1 million**, up 7.6%. The nine-month gross margin of 39.06% was trimmed by 75 basis points against 9M 2025 — Services remains by far the highest-margin generator in the portfolio. Its gross margin is 2.9 times the group average, which is why 10.3% of group revenue produces 30.0% of group gross profit.

Growth held through the third quarter at 9.6%, taking quarterly revenue to AED 79.9 million on a 33.38% margin against 34.44% in Q3 2025. The segment remains focused on expanding its annuity-based revenue book and further enhancing service excellence to strengthen client retention, which is what makes its contribution to group gross profit the most predictable of the three.

Talent Segment

REVENUE	GROSS PROFIT	GROSS MARGIN	SHARE OF GROUP
AED 136.9m	**AED 21.0m**	**15.4%**	**6.6%**
+23.6% YoY	**+10.2% YoY**	**–188bps YoY**	of revenue, up from 6.0%

Talent again grew fastest, with revenue of **AED 136.9 million**, up 23.6% from AED 110.8 million, lifting its share of group revenue to 6.62% from 6.01%. Nine months of 2026 have already produced more Talent revenue than the whole of FY 2024 (AED 126.6 million). Gross profit grew 10.2% to AED 21.0 million and gross margin fell 188 basis points to 15.36%, driven by the intake of strategic high-value contracts that have shifted the overall mix since late 2025 — the same mix effect explained at the half.

Within the nine months, quarterly revenue of **AED 49.3 million** in Q3 2026 was 10.7% ahead of Q3 2025 and the highest third quarter the segment has recorded, after AED 39.9 million in Q1 and AED 47.7 million in Q2. The quarterly margin path — 14.45%, 16.66% and 14.84% — shows the ramp of new staffing contracts rather than a trend, and gross profit of AED 7.3 million in Q3 was 4.1% below a year earlier on that mix.

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, and margin is expected to stabilise as the pipeline matures.

Kingdom of Saudi Arabia

REVENUE	GROSS MARGIN	Q3 2026 REVENUE
AED 22.4m	**16.4%**	**AED 5.6m**
–53.5% YoY	**+485bps vs 9M 2025**	vs AED 20.0m in Q3 2025

Saudi revenue is largely project-based, and the timing of execution and pipeline intake can create volatility from a small base. In 9M 2026 it fell 53.5% to **AED 22.4 million**, reducing the Kingdom to 1.08% of group revenue from 2.62%, and the comparatives explain the shape: Q1 2026 revenue of AED 10.5 million was 80.8% ahead of Q1 2025, while Q2 delivered AED 6.3 million against AED 22.4 million and Q3 AED 5.6 million against AED 20.0 million. Gross margin rose 485 basis points to 16.43%, and in the third quarter alone reached 19.29% against 12.88%, as the Company remains selective in the opportunities it undertakes and executes. Qatar, still nascent, grew 17.1% to AED 4.3 million.

Balance Sheet and Cash Flow

OPERATING CASH FLOW	CURRENT RATIO	DEBT / EQUITY	CLOSING CASH
AED 2.6m	**1.48x**	**0.08x**	**AED 35.9m**
vs AED 9.1m in 9M 2025	1.47x at 30 Sep 2025	AED 26.8m trade finance	AED 9.1m net cash

Total assets closed the period at **AED 1,238.0 million**, 7.6% above 31 December 2025, with the increase in the assets that carry delivery: trade and other receivables +AED 69.5 million, inventories and work in progress +AED 62.1 million (up 29.7%, bought for fourth-quarter delivery) and contract assets +AED 22.0 million. The build was funded within the operating cycle — trade and other payables rose AED 90.1 million — while contract liabilities fell AED 60.5 million as advances were earned through delivery.

Total equity rose 16.7% to **AED 353.5 million** from AED 303.0 million: the Group earned AED 112.8 million after tax and returned **AED 65.0 million to shareholders** in April (the second FY 2025 instalment; 91% of that year's net profit against the 80% IPO commitment). On 8 October 2026 the Board declared the first FY 2026 interim dividend of AED 65.0 million, 6.5 fils per share, paid on 30 October 2026.

Operating cash flow was **AED 2.6 million** against AED 9.1 million. Cash before working capital grew 11.6% to AED 150.8 million, tracking profit; working capital absorbed the difference — inventories AED 64.8 million (AED 62.1 million on the balance sheet, after the AED 2.7 million obsolescence provision), receivables AED 78.3 million and contract assets AED 22.0 million, against AED 95.1 million released by payables — with contract liabilities down AED 60.5 million and tax paid of AED 14.6 million. Investing used **AED 1.6 million** of capital expenditure; financing used **AED 66.1 million**, the dividend plus AED 1.1 million of finance cost paid (the AED 0.8 million of interest received sits in operating cash flow, giving the AED 0.4 million net finance cost in the income statement). The fall in cash from AED 101.0 million to AED 35.9 million is therefore the dividend.

Read by quarter, H1 generated AED 44.5 million and **Q3 absorbed AED 41.9 million**: the quarter added AED 69.9 million of inventory and work in progress, paid down AED 77.5 million of payables, collected AED 56.4 million of receivables and AED 15.7 million of contract assets, and settled AED 14.2 million of FY 2025 tax. Profit has converted to cash over every full year on file (1.13x in FY 2025, 1.46x in FY 2024) because the fourth quarter is the collection quarter: AED 152.4 million of operating cash flow in Q4 2025 and AED 227.2 million in Q4 2024. Liquidity is stronger than a year earlier: the current ratio is 1.48x against 1.47x, net working capital AED 356 million (14.32% of FY 2025 revenue; 14.19% of FY 2024 revenue at 30 September 2025), and interest-bearing debt is AED 26.8 million of trade finance — 0.08x equity, no bank borrowings — where a year earlier the Group carried AED 68.4 million of overdrafts.

Overall Outlook & Guidance 2026

Alpha Data is reiterating its FY 2026 guidance, supported by a solid pipeline of contracted and pipeline-stage projects, after nine months in which revenue growth of 12.3% and a profit-before-tax margin of 6.01% both sit inside it and in which growth accelerated in each successive quarter. The statements in the remainder of this section are forward-looking and should be read together with the disclaimer on the following page.

The demand drivers are dated and public: Abu Dhabi's digital strategy commits AED 13 billion to the end of 2027; the federal agentic-AI framework contemplates about half of government services running on AI agents within two years; and Microsoft has announced USD 15.2 billion of investment in the UAE to 2029. Management's reading of its own book is consistent with that. An AI requirement now appears in almost every customer conversation, government first; cyber and resilience budgets are being held rather than trimmed; supply has steadied, with AI chips easier to source and hardware pricing stable at higher levels; customers are moving from paying for headcount to paying for outcomes; and staffing demand is steady, with longer-dated requests for proposal.

Alpha Data's response is to lead with AI infrastructure through joint proofs of concept with its vendor partners, to invest in agentic-AI delivery capability and training, to move managed services towards AI-native operations, to attach security to every AI engagement and to protect the cloud and automation base that already earns the Group's highest margins. Solutions is targeting continued profitable growth on deeper vendor partnerships, with the third-quarter margin recovery to 10.13% the evidence that the normalisation guided at the half is under way; Services continues to expand its annuity book; Talent continues to scale specialised niche talent pools. The strengthening of the Group's In-Country-Value score continues, and the fourth quarter has in each of the last two years been the collection quarter for working capital.

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

9M 2026 analyst & investor conference call — date and dial-in details announced on the ADX and the Alpha Data IR portal

FY 2026 results — expected in the first half of February 2027, followed by a conference call the same day

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, Saudi Arabia and Qatar, 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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