First Look Note | 3Q26

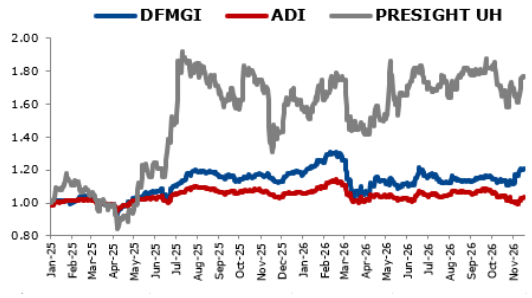
UAE Equity Research | Sector: Technology | Market: ADX

Presight AI Holding PLC

Favorable revenue mix and disciplined cost control drove strong margin expansion

Current Price	Target Price	Upside/Downside (%)	Rating
AED 3.68	AED 4.60	+25%	BUY

- Presight's order pipeline remains robust, with AED 3.2 Bn of new orders secured during 9M26, taking its backlog to AED 4.4 Bn.
- Revenue contribution from the domestic market grew 90.1% to AED 670 Mn in 3Q26.
- AIQ contributed AED 185 Mn in revenue during 3Q26, equivalent to 24.7% of group revenue.
- The Company expects stronger collections in 4Q26 and anticipates its 2026 revenue, EBITDA and profit after tax to be within the mid-to-upper end of current analyst expectations.



Stock Information	
Market Cap (AED, Mn)	20,864.29
Paid Up Capital (Mn)	560.87
52 Week High	3.92
52 Week Low	2.73
3M Avg. daily value	9,038,627

3Q26 Result Review (AED, Mn)	
Total Assets	6,911
Total Liabilities	2,030
Total Equity	4,882
EBITDA	168
Net Profit	131

Financial Ratios	
Dividend Yield (12m)	N/A
Dividend Pay-out (%)	0.00
Price-Earnings Ratio(x)	32.65
Price-to-Book Ratio (x)	4.70
Book Value (AED)	0.79
Return-on Equity (%)	15.63

Stock Performance	
5 Days	2.48%
1 Months	6.90%
3 Months	0.27%
6 Months	12.73%
1 Year	33.81%
Month to Date (MTD%)	6.29%
Quarter to Date (QTD%)	-1.06%
Year to Date (YTD%)	13.41%

3Q26 Net Profit higher than our estimate

Presight AI Holdings PLC (Presight AI/the Company) net profit attributable to shareholders increased 25.4% YOY to AED 131 Mn in 3Q26, higher than our estimate of AED 123 Mn. The growth in net profit is supported by healthy revenue growth driven by an improved revenue mix, higher finance income and a share of profit from a joint venture, partially offset by increase in direct costs, G&A and marketing expenses, higher income tax charges and an increase in share to NCI holders.

P&L Highlights

Presight AI's revenue rose 14.7% YOY to AED 749 Mn in 3Q26, supported by the rollout of nationwide public safety programs that were renewed in 2Q26, AIQ's continued roll-out of EnergyAI within ADNOC's upstream assets and long-term projects in Kazakhstan, Albania, Jordan and Africa. AIQ contributed AED 185 Mn in revenue during 3Q26, equivalent to 24.7% of group revenue. Multi-year contracts contributed AED 740 Mn, representing 98.7% of total group revenue in 3Q26, up from 76.3% in 3Q25. Revenue from backlog contracts contributed 44.5% of total revenue, amounting to AED 334 Mn in 3Q26, compared to 49.0% and AED 320 Mn in 3Q25. Domestic revenue grew 90.1% YOY to AED 670 Mn in 3Q26, whereas international revenue fell 73.7% YOY to AED 79 Mn in 3Q26. Segmentally, the Company's revenue from project services increased 18.0% YOY to AED 650 Mn, while revenue from the sale of hardware and software licenses declined 3.0% YOY to AED 99 Mn in 3Q26. Cost of sales rose 10.7% YOY to AED 452 Mn in 3Q26, mainly due to higher sub-contractor costs. As a result, gross profit grew 21.4% YOY to AED 297 Mn in 3Q26, with gross profit margin expanding 218 bps YOY to 39.7%. G&A and marketing expenses increased 14.5% YOY to AED 148 Mn in 3Q26. Finance income rose 11.9% YOY to AED 18 Mn in

3Q26. Presight AI's EBITDA outpaced revenue growth and grew 27.7% YOY to AED 168 Mn in 3Q26. EBITDA margin also expanded by 228 bps YOY to 22.5% in 3Q26, mainly driven by a more favourable revenue mix at both Presight and AIQ, and disciplined cost management. The Company incurred an income tax expense of AED 25 Mn in 3Q26, compared to AED 21 Mn in 3Q25. Furthermore, the profit share to NCI holders stood at AED 13 Mn in 3Q26, compared to AED 6 Mn in 3Q25.

Balance Sheet Highlights

Presight AI net cash flow from operations stood at AED 15 Mn in 3Q26, compared to negative AED 123 Mn in 3Q25. The Company's investment in working capital reached AED 137 Mn in 3Q26 compared to AED 198 Mn in 3Q25. The Company remains debt-free with cash and bank balances stood at AED 2.0 Bn in 3Q26.

Target Price and Rating

We maintain our BUY rating on Presight AI with a revise target price of AED 4.60. The Company recorded a healthy growth in net profit during 3Q26, driven by revenue growth owing to favourable revenue mix and disciplined cost management. Presight's order pipeline remains robust, with AED 3.2 Bn of new orders secured in 9M26, taking its backlog to AED 4.4 Bn. Multi-year contracts contributed 98.7% of 3Q26 revenue, while AED 2.1 Bn of remaining performance obligations is expected to be recognised over the next 12 months, providing strong revenue visibility. In the UAE, Presight AI continued to strengthen its sovereign AI positioning, securing two new government agreements in public safety and security and a Strategic Co-operation Agreement with the Abu Dhabi Hazardous Materials Management Centre to deploy agentic AI. After the quarter, the Company also signed MoUs with Scale AI and X14 Media to explore joint agentic AI and media intelligence solutions. Presight AI continues to diversify its international footprint through a long-term contract with Nursultan Nazarbayev International Airport for the Digital Smart Airport Astana platform, alongside an MoU with Kazakhstan's Ministry of AI and Kazakhtelecom to explore national data-centre and cloud infrastructure. New MoUs in South Korea and Greece further broaden Presight AI's international footprint, with several opportunities across sub-Saharan Africa, Central Asia and the Baltics nearing closure. AIQ is also expanding beyond the UAE, with its first commercial roll-out in India and pilots across eight energy markets, including Kuwait, Malaysia and Vietnam, alongside MoUs with Siemens Energy, NOV and Silverwell Energy and continued development of its AI-native energy platform, Genesis. However, international revenue declined 73.7% YOY to AED 79 Mn in 3Q26, while operating cash flow remained negative at AED 79 Mn in 9M26 due to higher receivables and contract assets. Nevertheless, the Company expects stronger collections in 4Q26 and anticipates its 2026 revenue, EBITDA and profit after tax to be within the mid-to-upper end of current analyst expectations. The Company also reiterated its medium-term guidance, targeting 2025-2029 organic CAGRs of 20-25% for revenue, 23-28% for EBITDA and 21-26% for profit after tax. Overall, we believe the strong order pipeline, revenue visibility and growth outlook outweigh near-term cash flow and international revenue challenges. Thus, based on the above-mentioned factors, we maintain our BUY rating on the stock.

Presight - Relative valuation

(at CMP)	2023	2024	2025	2026F
P/E	30.7	39.4	35.4	28.7
EV/EBITDA	30.6	30.0	24.0	18.4
P/B	5.9	5.9	5.1	4.3
EPS	0.120	0.093	0.104	0.128
BVPS	0.624	0.623	0.727	0.855

FABS Estimates & Co Data

Presight – P&L

AED Mn	3Q25	2Q26	3Q26	3Q26F	VAR	YOY Ch	QOQ Ch	2025	2026F	YOY Ch
Revenue	653	713	749	751	-0.2%	14.7%	5.0%	3,030	3,772	24.5%
Cost of sales	-408	-499	-452	-450	0.4%	10.7%	-9.4%	-1,884	-2,331	23.7%
Gross Profit	**245**	**215**	**297**	**301**	**-1.1%**	**21.4%**	**38.5%**	**1,146**	**1,441**	**25.7%**
G&A & marketing exp	-129	-92	-148	-151	-2.1%	14.5%	NM	-425	-531	25.1%
Finance income	16	14	18	18	-1.0%	11.9%	31.0%	63	65	2.7%
EBITDA	**132**	**144**	**168**	**167**	**0.7%**	**27.7%**	**17.1%**	**785**	**981**	**24.9%**
Profit before tax & NCI	**132**	**136**	**170**	**168**	**1.3%**	**28.9%**	**24.8%**	**785**	**979**	**24.7%**
Income tax expense	-21	-19	-25	-25	0.7%	18.1%	31.5%	-120	-147	22.7%
Profit before NCI	**110**	**117**	**144**	**143**	**1.4%**	**31.0%**	**23.7%**	**665**	**832**	**25.0%**
NCI	6	14	13	19	-30.1%	NM	-1.1%	83	112	35.9%
Net Profit attributable to shareholders	**105**	**103**	**131**	**123**	**6.3%**	**25.4%**	**27.0%**	**583**	**720**	**23.5%**

FABS estimate & Co Data

Presight AI - Margins

	3Q25	2Q26	3Q26	YOY Ch	QOQ Ch	2025	2026F	YOY Ch
Gross Profit	37.5%	30.1%	39.7%	218	960	37.8%	38.2%	37
EBITDA	20.2%	20.1%	22.5%	228	232	25.9%	26.0%	9
Net Profit	16.0%	14.5%	17.5%	148	302	19.2%	19.1%	-15

FABS estimate & Co Data

Key Developments

- **19 January 2026:** Presight signed an agreement with the Ministry of Foreign Trade to develop an AI-powered platform that will provide real-time trade intelligence, forecasting and smart trade services. The project strengthens Presight's role in UAE government AI adoption and supports opportunities for large-scale AI and data analytics deployments.

- **20 January 2026:** Presight signed an MoU with the Federal Competitiveness and Statistics Centre to develop the UAE's National Statistical Data Platform, integrating national data sources through AI and advanced analytics. The partnership strengthens Presight's role in UAE government digital transformation and creates opportunities for large-scale AI-driven data and analytics solutions

- **20 January 2026:** Presight, in collaboration with the UAE Cabinet and PwC, contributed to a whitepaper outlining the UAE's AI-powered Regulatory Intelligence Ecosystem, including a Unified Regulatory Digital Twin and AI-driven regulatory tools. The initiative strengthens Presight's position in AI-led government transformation and highlights opportunities to apply its analytics capabilities to next-generation regulatory systems.

- **10 February 2026:** Presight signed a long-term contract with Khazna Data Centers to deploy an AI-optimized facility management platform and centralized command and control centre. The deal strengthens Presight's position in AI-driven digital infrastructure and expands its presence in hyperscale data centre operations.

- **18 March 2026:** Presight partnered with ADNEC Group to deploy its AI-powered Intelli platform across ADNEC Centre Abu Dhabi and Al Ain, aiming to improve traffic and visitor management, crowd monitoring, health and safety, and waste management through real-time insights and predictive analytics.

- **02 April 2026:** Presight signed MoUs with Burkina Faso, Côte d'Ivoire and Gabon to support AI-driven digital transformation, public services and national infrastructure. The agreements expand Presight's presence across Africa and create opportunities for large-scale AI and digital solutions in government markets.

- **28 April 2026:** Presight partnered with NodeShift to expand sovereign AI solutions globally through joint go-to-market initiatives, supported by a significant investment from the Presight–Shorooq Fund I following NodeShift's participation in Presight's AI Accelerator Program.

- **29 April 2026:** Presight invested in Advanced Machine Intelligence (AMI) as part of its $1 billion funding round, supporting the development of world-model AI that can understand, predict, and simulate real-world environments beyond traditional language models.

- **07 May 2026:** Presight signed an MoU with the City of Almaty to develop an AI-enabled urban operating system covering mobility, public safety, municipal services, and real-time city management, supported by planned AI data-center infrastructure to accelerate the city's digital transformation.

- **14 May 2026:** Presight signed an MoU with Montenegro's Ministry of Interior to develop a national Smart Nation platform integrating AI across mobility, public safety, environmental monitoring, and emergency response, enabling faster coordination and real-time decision-making.

- **19 May 2026:** Presight signed a Cooperation Agreement with the Abu Dhabi Civil Defence Authority to deploy AI in public safety and emergency response, focusing on predictive dispatch, route optimization, early fire detection, real-time simulation, and risk mapping to improve response times and preparedness.

- **21 May 2026:** Presight partnered with the Abu Dhabi Chamber to deploy sovereign agentic AI solutions across its network of 102,000+ SMEs, helping businesses improve productivity, automate workflows, strengthen decision-making, and enhance competitiveness.

- **05 June 2026:** Presight signed an MoU with Santander to jointly develop AI solutions for banking, including AI-powered advisory, savings, agentic financial services, and large-scale AI infrastructure, combining Santander's banking expertise with Presight and G42's AI and cloud capabilities.

- **07 July 2026:** Presight signed a Term Sheet with Kazakhstan's Ministry of Transport to explore a sovereign AI-powered national transport intelligence platform, integrating monitoring systems and video analytics to improve road safety, regulatory oversight, infrastructure protection, and operational efficiency.

- **15 September 2026:** Presight entered a Strategic Co-operation Agreement with the Abu Dhabi Hazardous Materials Management Centre to apply agentic AI across the emirate's hazardous materials monitoring and management, with priority use cases to be developed and tested in controlled environments in line with the Abu Dhabi Government Digital Strategy 2025-2027.

- **18 September 2026:** Presight signed two agreements in Seoul with the Gyeonggido Business & Science Accelerator (GBSA) and Dtonic Corporation, covering startup deal flow, cross-border market access for

Korean AI firms, and the potential use of Dtonic's AI operating system in Presight's smart-city and data-platform projects.

- **08 October 2026:** Presight and Abu Dhabi-based X14 Media signed an MoU to explore AI-driven media intelligence for governments, public institutions and enterprises, pairing X14's Arabic-first media capabilities with Presight's agentic AI technology.
- **22 October 2026:** Presight signed an MoU with Greece's Ministry of Digital Governance and Artificial Intelligence to explore agentic AI use cases for managing municipal waste and monitoring water networks, with the scope and timelines subject to definitive agreements.
- **05 November 2026:** Presight signed an MoU with US-based Quartermaster to explore AI-powered maritime domain awareness and security, combining Quartermaster's SmartMast sensing network with Presight's analytics, with an initial focus on the UAE.

Valuation:

We use Discounted Free Cash Flow (DCF) and relative valuation methods to value Presight. In the relative valuation, an average of EV/Sales, EV/EBITDA and PE multiple is used for valuation. We have assigned 70% weight to DCF and 30% to relative valuation.

Valuation Method	Target	Weight	Weighted Value
DCF Method	5.09	70.0%	3.56
Relative Valuation	3.47	30.0%	1.04
Weighted Average Valuation (AED)			**4.60**
Current market price (AED)			3.68
Upside/Downside (%)			+25%

1) DCF Method:

Presight AI is valued using free cash flow to equity. We have discounted the cash flow using the cost of equity of 9.5%. The cost of equity is calculated using a 10-year government bond yield of 5.8%, a beta of 1.00, and an equity risk premium of 3.7%. Government bond yield is calculated after adding Abu Dhabi's 10-year spread over a 10-year US risk-free rate. Also, assumed a terminal growth rate of 3.5%.

Sum of PV (AED, Mn)	5,550
Terminal value (AED, Mn)	22,986
FV to Common shareholders (AED, Mn)	**28,536**
No. of share (Mn)	5,609
Current Market Price (AED)	3.68
Fair Value per share (AED)	**5.09**

DCF Method

(All Figures in AED Mn)	FY 2026E	FY 2027E	FY 2028E	FY 2029E	FY 2030E	FY 2031E
Net profit	720	903	1,131	1,405	1,750	2,007
Depreciation & amortization	60	63	71	79	86	94
(-) CAPEX	-17	-20	-25	-30	-36	-40
Working Capital	85	-110	-99	-73	185	70
Net change in debt	-11	-9	-10	-12	-14	-16
Free Cash Flow to Equity (FCFE)	**838**	**827**	**1,069**	**1,370**	**1,971**	**2,115**
Discounting Factor	0.99	0.90	0.82	0.75	0.69	0.63
Discounted FCFE	**207[1]**	**747**	**882**	**1,032**	**1,355**	**1,328**

FABS Estimates & Co Data, [1]Adjusted for partial year

2) Relative Valuation:

We have used local as well as international peers to value Presight, and it is valued using the average of EV/EBITDA, EV/Sales, and PE multiple. It is valued at a 2027 EV/EBITDA multiple of 16.0x, an EV/Sales Multiple of 3.4x, and P/E multiple of 22.1x in line with peers.

Company	Market (USD Mn)	EV/Sales (x)		EV/EBITDA (x)		P/E (x)	
		2026F	2027F	2026F	2027F	2026F	2027F
Palantir Technologies	395,785	50.8x	32.9x	81.4x	51.5x	102.1x	68.2x
Coforge Limited	9,587	3.9x	3.4x	18.9x	16.0x	35.1x	27.5x
Appier Group	935	2.6x	2.1x	13.5x	10.5x	33.5x	22.1x
ELM	13,387	4.3x	3.8x	16.8x	14.8x	20.6x	18.3x
Solutions	5,902	3.2x	3.0x	20.6x	18.8x	13.9x	12.6x
Average		**12.9x**	**9.0x**	**30.3x**	**22.3x**	**41.0x**	**29.8x**
Median		**3.9x**	**3.4x**	**18.9x**	**16.0x**	**33.5x**	**22.1x**
Max		**4.3x**	**3.8x**	**20.6x**	**18.8x**	**35.1x**	**27.5x**
Min		**3.2x**	**3.0x**	**16.8x**	**14.8x**	**20.6x**	**18.3x**

Source: FAB Securities

Research Rating Methodology:

Rating	Upside/Downside potential
BUY	Higher than +15%
ACCUMULATE	Between +10% to +15%
HOLD	Lower than +10% to -5%
REDUCE	Between -5% to -15%
SELL	Lower than -15%

FAB Securities Contacts:

Research Analyst

Ahmad Banihani	+971-2-6161629	Ahmad.Banihani@Bankfab.com
Shahrukh Nawaz	+971-2-6161612	Shahrukh.Nawaz@Bankfab.com

Sales & Execution

Abu Dhabi Head Office

Trading Desk	+971-2-6161700/1	Online Trading Link
	+971-2-6161777	
Institutional Desk	+971-4-4245765	

DISCLAIMER

This report has been prepared by FAB Securities (FABS), which is authorised by the UAE Securities and Commodities Authority, licensing registration number 604002, and is a member of the Abu Dhabi Securities Exchange and Dubai Financial Market. The information, opinions and materials contained in this report are provided for information purposes only and are not to be used, construed, or considered as an offer or the solicitation of an offer or recommendation to sell or to buy or to subscribe for any investment security or other financial instrument. The information, opinions and material in this report have been obtained and derived from publicly available information and other sources considered reliable without being independently verified for their accuracy or completeness. FABS gives no representation or warranty, express or implied, as to the accuracy and completeness of information and opinions expressed in this report. Opinions expressed are current as of the original publication date appearing on the report only and the information, including the opinions contained herein, are subject to change without notice. FABS is under no obligation to update this report. The investments referred to in this report might not be suitable for all recipients. Recipients should not base their investment decisions on this report and should make their own investigations, and obtain independent advice, as appropriate. Any loss or other consequences arising from the uses of material contained in this report shall be the sole and exclusive responsibility of the recipient and FABS accepts no liability for any such loss or consequence. The value of any investment could fall as well as rise and the investor may receive less than the original amount invested. Some investments mentioned in this report might not be liquid investments, which could be difficult to realise in cash. Some investments discussed in this report could be characterised by high level of volatility, which might result in loss. FABS owns the intellectual property rights and any other material contained in this report. No part of this report may be reproduced, utilised or modified in any form either in whole or in part or by any electronic, mechanical or other means, now known or hereafter invented, including photocopying and recording, or stored in any retrieval system without the prior consent of FABS in writing. While utmost care has been taken to ensure that the information provided is accurate and correct, neither FABS, nor its employees shall, in any way, be responsible for the contents. By accepting this document, the recipient agrees he/she has read the above disclaimer and to be bound by the foregoing limitations/restrictions.