



BAYANAT CORPORATE OVERVIEW

ABOUT BAYANAT

Creating new possibilities to drive progress



- **Bayanat**, an ADX listed public company with majority shareholding by G42, provides comprehensive world-class AI-powered geospatial solutions to a growing number of sectors such as Government Services, Environment, Energy & Resources, Smart Cities and Transportation.
- Born in the UAE with over 49 years of experience, Bayanat has evolved from a traditional mapping and surveying operator to an AI-powered geospatial analytics company bringing game-changing advantages to companies around the world.
- Bayanat stands as a respected and distinctive provider of trusted, high-quality geospatial data, and AI-powered data analytics.

OUR MANAGEMENT

Executive Management



Hasan Al Hosani

Chief Executive Officer

Our CEO, Hasan is a technology and business leader, bringing more than 20 years of experience to the task of leading Bayanat's expansion into geospatial artificial intelligence. Before joining Bayanat, Hasan was a key member of G42's merger and acquisition team. He also co-founded SECUIRA, was a founding member of the Abu Dhabi Monitoring and Control Center (ADMCC) and served in various leadership positions for Advanced Integrated Systems (AIS/ATS). Hasan holds a Master's Degree in Business Administration, holds a Bachelor of Science in Electrical / Electronic Engineering and is currently working on his PhD thesis.



Abdulla Al Shamsi

Chief Operating Officer

Abdulla Al Shamsi brings more than 20 years of leadership experience to the role of COO at Bayanat. He is tasked with increasing Bayanat's share in the rapidly growing Geospatial and Artificial Intelligence markets, whilst maintaining a lean and efficient operation. Abdulla is highly adept at enacting effective operational and financial procedures, and has served in various executive level roles at Abu Dhabi General Services PJSC (Musanada) and Abu Dhabi Gas Liquefaction Co. Limited (ADGAS), an ADNOC company. Abdulla holds a Master of Science in Management from the UK's University of Wales and a Bachelor of Science in Industrial Engineering.



Dr. Fan Zhu

Chief Technology Officer

As the CTO, Dr. Fan outlines the technological vision of Bayanat, from optimizing the production workflow to augmenting the product portfolio with cutting-edge technology. Prior to joining Bayanat, Dr. Fan was leading the G42 map department, and one of the founding directors of the Inception Institute of Artificial Intelligence of G42. He also spent two and a half years with the New York University Abu Dhabi as a research fellow focusing on 3D Computer Vision. Dr. Fan has authored/co-authored over 100 papers in top AI conferences and journals, and he holds 5 US, Europe and China patents. Dr. Fan holds a PhD degree in Computer Vision and a MSc degree with distinction in Electrical Engineering from the University of Sheffield.



Renyl Rauf

Chief Financial Officer

A senior finance and transformation professional, Renyl brings more than 20 years of global experience to the role of CFO at Bayanat, where he leads the company's financial operations and strategy, and manages the financial performance of the company. Prior to joining Bayanat, Renyl held the role of VP - Group Finance at G42, Senior VP - Finance and Transformation at Jet Airways, and spent 10 years with Etihad Airways in various senior finance roles. A Certified Public Accountant (CPA), and Fellow Chartered Account (FCA), Renyl holds a Bachelor of Commerce.

OUR PEOPLE

About Our People



250+ Employees



25+ Nationalities



200+ Technical roles



13 PhDs **49** Master's Degrees

GOVERNANCE AND POLICIES

We have a robust governance and policy framework based on global best practice



BOARD LEVEL COMMITTEES

Audit & Risk
Committee

Nomination and
Remuneration
Committee



COMPANY LEVEL COMMITTEES

Executive
Committee
(EXCOM)

M&A
Committee



POLICY CERTIFICATIONS

ISO 22301
(Business Continuity Management)

ISO 9001
(Quality Management Systems)

ISO 14001
(Environmental Management Systems)

ISO 45001
(Health and Safety)

COMMUNITY & OUR PEOPLE

- Our people are central to our success. Hence, the Human Capital (HC) department has focused on aligning recruiting, training, and retention initiatives to the business' changing needs.
- In 2022 we formalized an HC framework of policies and procedures, deployed automated solutions to deliver a better employee experience, and fostered a culture of continuous learning. The first step in building a high-performing, inclusive team is to acknowledge that there's strength and unity in diversity. We recognize that differences in gender, nationality and experience give depth to the perspectives and insights.
- Hence, we celebrate and encourage diversity at every level of the company.
- As of the end of 2022, Bayanat had 272 employees hailing from a wide range of backgrounds. A total of 76% of our people worked in technical roles, while 30% were UAE Nationals, 30% had a master's degree or PhD, and over a fifth were women.
- Bayanat is also heavily committed to upskill and hire local talent to contribute to the development of local human capital. In support of this endeavor, we have established a range of partnerships with local universities.

COMMUNITY & OUR PEOPLE

Suhoor 2023

A grand celebration for the Holy Month at Bayanat Suhoor For Our Employees along with our prestigious partners at the Ritz Carlton Abu Dhabi



Bayanat Family Day 2023

We celebrated the achievements along with our employees and their family members at the Bayanat Family Day



EMPLOYEE RECOGNITION PROGRAM - OVERVIEW

The Program recognizes and rewards employees under 2 categories:



EXCEPTIONAL EFFORT REWARD

For achievements over and above expected standards



LONG TERM SERVICE REWARD

For employees who have completed over 5 years of continuous service with Bayanat.

“We value our employees and recognize their contributions”

OUR CUSTOMERS

We provide services to a discerning group of customers, including both government and commercial entities. The following showcases a selection of our esteemed clientele.

Some of Our Customers



UNITED ARAB EMIRATES
MINISTRY OF INFRASTRUCTURE
DEVELOPMENT

مكتب أبوظبي التنفيذي
ABU DHABI EXECUTIVE OFFICE



دائرة البلديات والنقل
DEPARTMENT OF MUNICIPALITIES
AND TRANSPORT



هيئة أبوظبي الرقمية
ABU DHABI DIGITAL AUTHORITY



المركز الوطني للأرصاد الجوية والأرصاد
National Center of Meteorology & Seismology



United Arab Emirates
وكالة الإمارات للفضاء
UAE SPACE AGENCY



الهيئة الاتحادية للجمارك
Federal Customs Authority



وزارة الدفاع
MINISTRY OF DEFENCE



UNITED ARAB EMIRATES
THE SUPREME COUNCIL FOR NATIONAL SECURITY
National Emergency Crisis and Disasters
Management Authority



الهيئة الاتحادية
للتنافسية والإحصاء
FEDERAL COMPETITIVENESS
AND STATISTICS AUTHORITY

OCEANIX



هيئة البيئة - أبوظبي
Environment Agency - ABU DHABI



GOVT. OF UMM AL QUWAIN
DEPARTMENT OF PLANNING & SURVEY



مركز النقل المتكامل
INTEGRATED TRANSPORT CENTRE



UNITED ARAB EMIRATES
THE SUPREME COUNCIL FOR NATIONAL SECURITY
National Search and Rescue Center



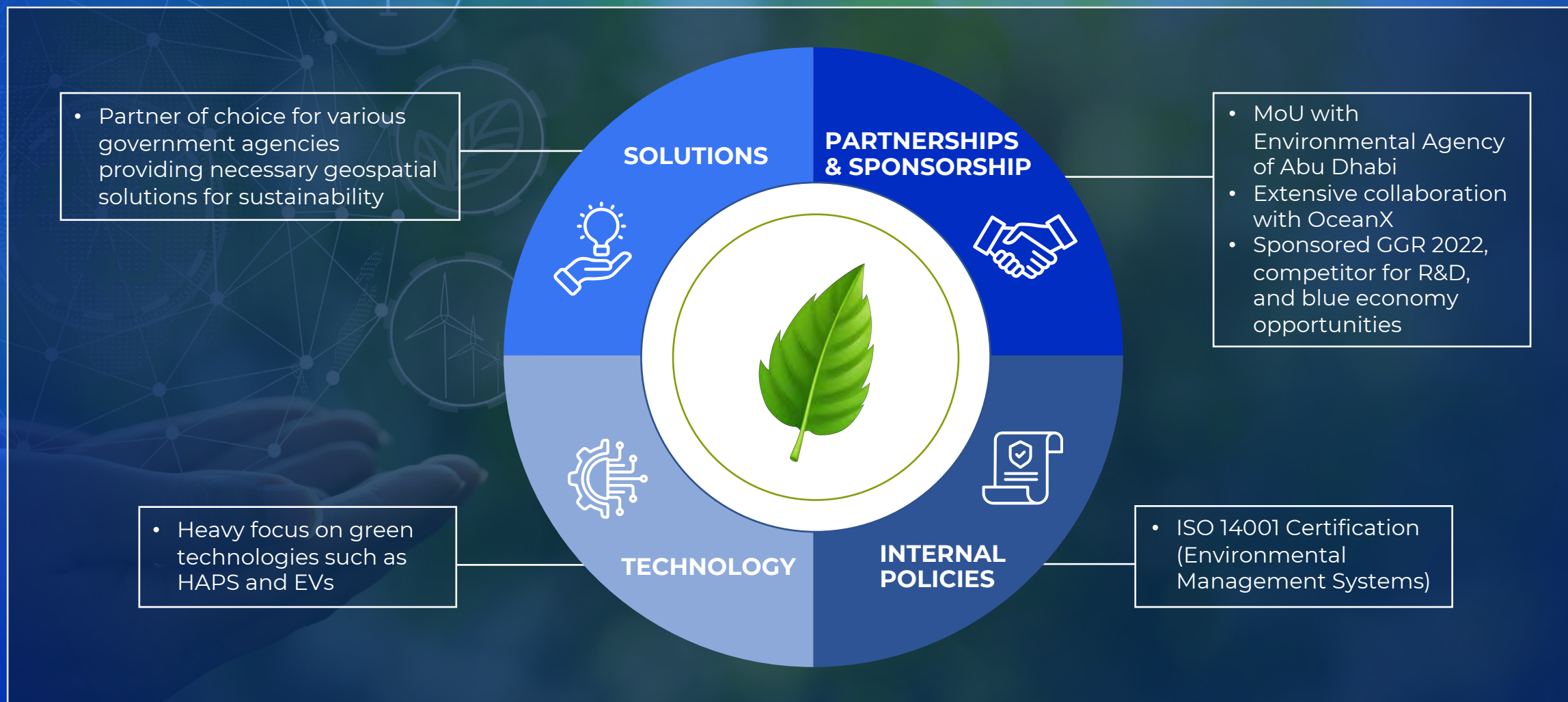
حكومة عجمان
Government Of Ajman

مركز الإحصاء
STATISTICS CENTRE



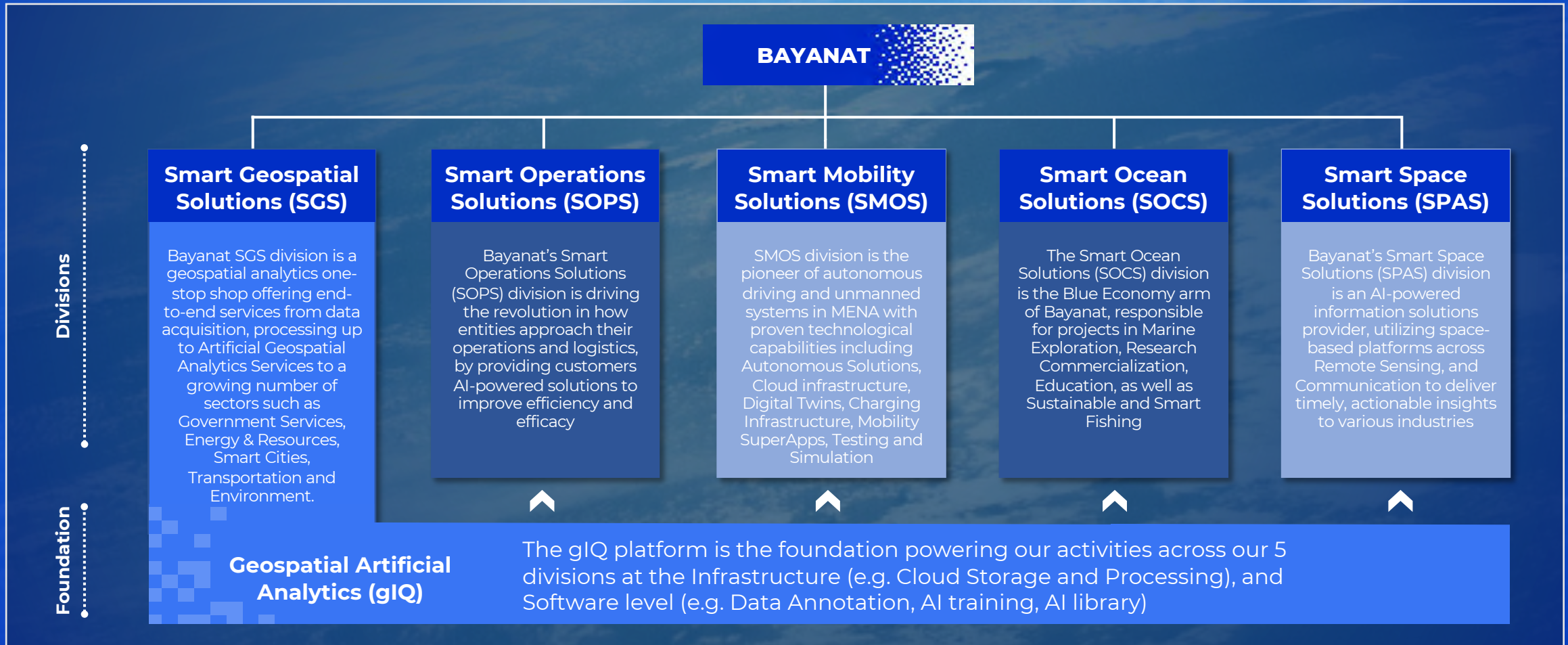
SUSTAINABILITY & ESG

We follow a multi-dimensional approach for sustainability & ESG



OUR BUSINESS

Bayanat is organized around 5 divisions and a foundational layer



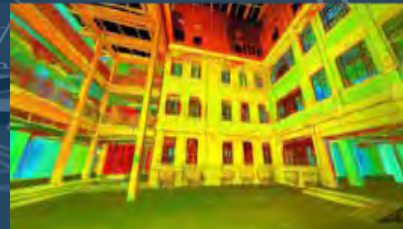
BAYANAT gIQ PLATFORM



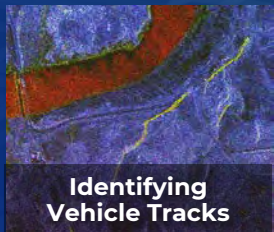
- A next-generation Geospatial analytics platform that digitally transforms how data acquisition processing, analysis, visualization and integration with end applications works.
- It is based on our unparalleled understanding and access to Geospatial data paired with class leading Data Analytics/AI capabilities and through understanding and analyzing vast and diverse data sources allows us to deliver cutting-edge decision-making insights to our customers across a range of verticals.

Use cases

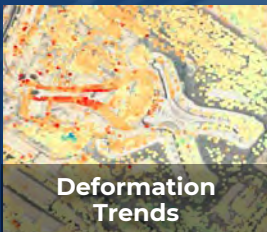
- Asset integrity monitoring solutions
- Deformation trends of critical infrastructure
- Object detection (ships, aircraft, oil spills etc.)
- Change detection



Bayanat is also the leading pioneer of SAR technology in the region, continuously developing proprietary analytics solutions, some SAR analytics applications are:



Identifying
Vehicle Tracks



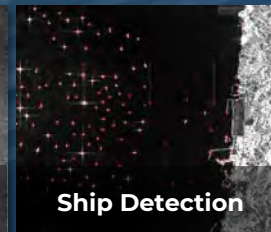
Deformation
Trends



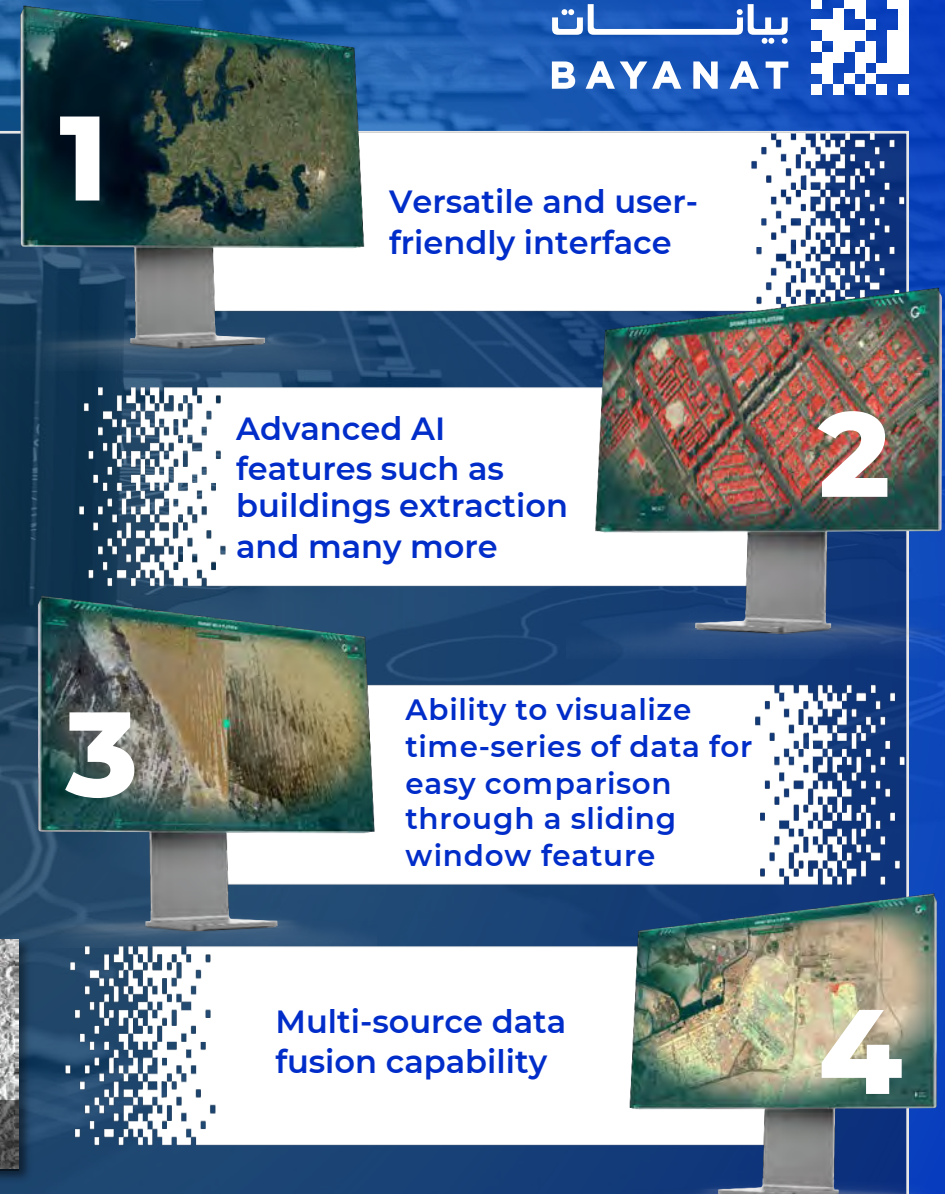
Change Detection



Oil Spill Detection



Ship Detection



BAYANAT DIGITAL TWIN

Bayanat's digital twin presents a powerful tool for advancing sustainable urban development in Abu Dhabi. By creating a virtual replica of the city's infrastructure, Bayanat is able to monitor and optimize its performance in real-time, reducing the cost and risk of physical testing and improving efficiency.

Harnessing the power of a digital twin, Bayanat is able to collaborate and communicate effectively with stakeholders across the city, ensuring that everyone works from the same data and making it easier to for decision making and problem solving.



Data Integration and Management



Data visualization



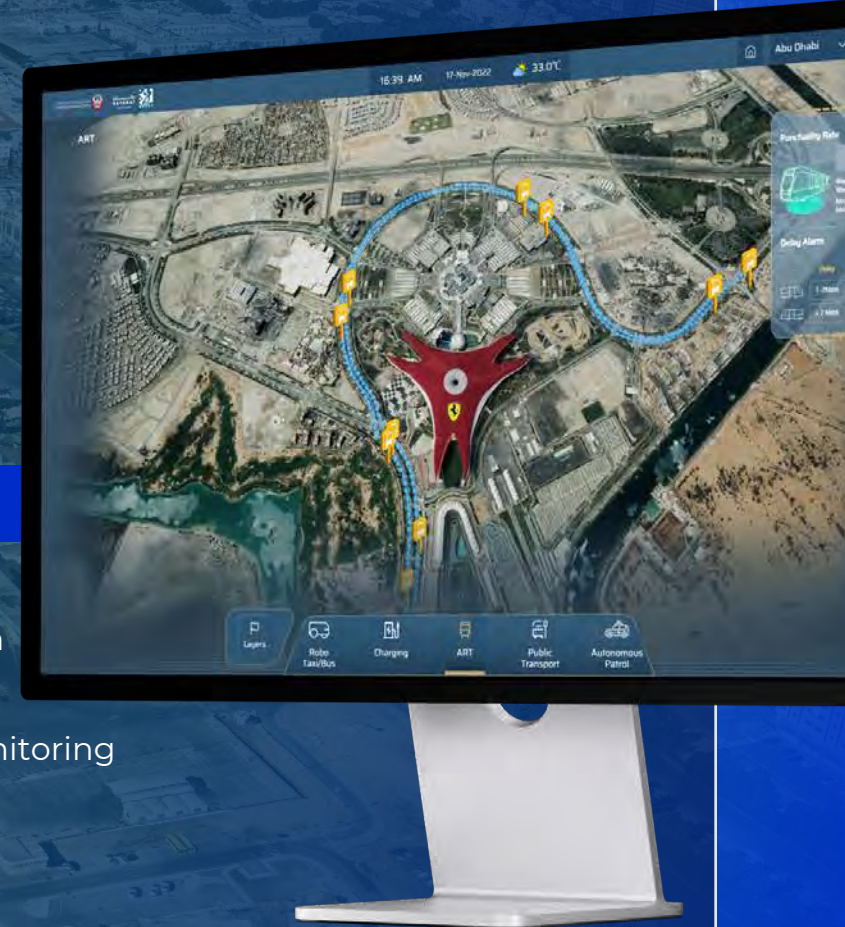
Real-time monitoring



3D Map Enhancement



Environment Simulation



Digital Twin in Mobility

Digital Twin for Smart City



- Real-time location, route, station passenger heatmap for taxi, bus, autonomous vehicles

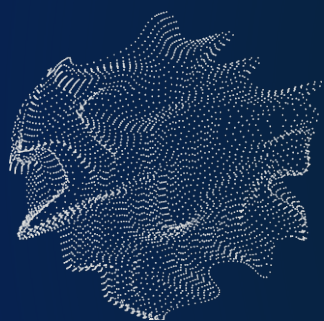


- Specific vehicle search
- Road service patrol and emergency response



- District classification
- Building classification
- Building information
- Security incident monitoring
- Power consumption monitoring





Our Business

SMART GEOSPATIAL SOLUTIONS

ABOUT SGS DIVISION

Mission critical insights, Game-changing advantages and AI-powered geospatial analytics solutions

- **Bayanat's SGS** division is a one-stop-shop that possesses premium and unique data acquisition capabilities from below the ground to beyond the atmosphere using a range of sources including satellites and High-Altitude Pseudo Satellites (HAPS).
- Superior data processing capabilities result in the creation of topographic, hydrographic, and aeronautical products and charts, as well as spatial data surveying, analysis, management, modelling, visualization, and cartography services.
- **glQ's** advanced AI-powered solutions provide cutting-edge, data-driven insights for informed decision making across asset integrity, change / movement detection and tracing, and many others.

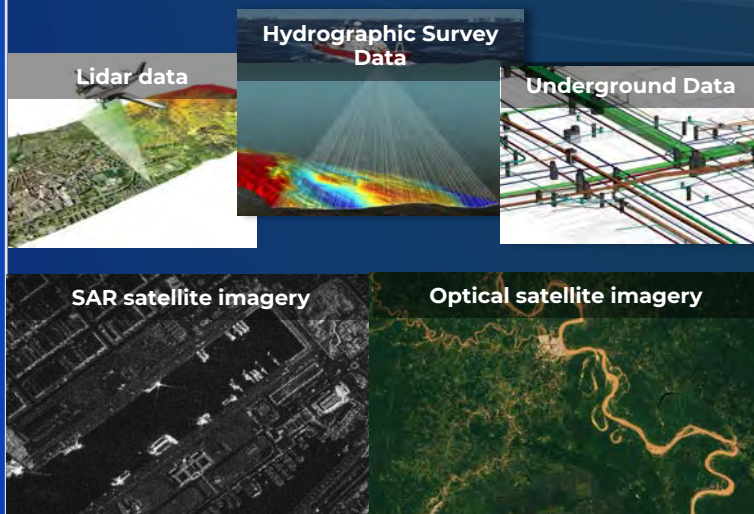
SGS SOLUTIONS

From Data Generation to Analysis and Service Solutions



Data Acquisition

Acquisition of geospatial data from underground up to space-based platforms



Data Processing

Processing of raw geospatial data and development of information products

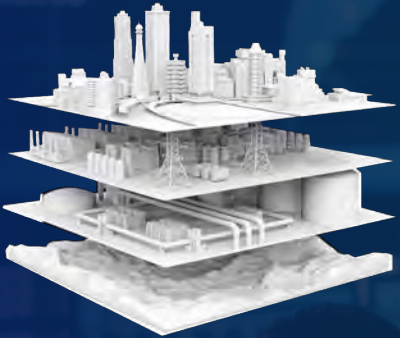


AI Services

Development of solutions tailored for specific industry needs and use cases, leveraging the power of AI



Bayanat gIQ platform &
Bayanat Digital Twin



Our Business

SOPS DIVISION

ABOUT SOPS DIVISION

High impact bespoke solutions, Single unified platform, Digital transformation, Full compliance and Frontier technology

- The **SOPS** division is driving the revolution in how entities approach their operations, by providing customers the latest AI-powered innovative technological solutions which deliver both superior efficiency and efficacy. Bayanat's work spans various operational domains of our clients and fully leverages our Digital Twin, Cloud Computing and AI capabilities.

1. Manpower and Resource Planning

Our manpower and resource planning solutions provide our clients with quicker and deeper actionable insight into their most valuable resource.

Our solutions offer a range of tangible benefits to our customers across various segments:



Recruitment Analysis

Improves talent acquisition and identification by optimization of the recruitment process from shortlisting to placement.



Training Improvements

Enables the continuous improvement of training curriculums with a focus on improving delivery and outcomes.



Life-cycle Management

Delivers complete personnel life-cycle management from hire to retire.



Organizational Management

Provides a unified platform for organizational structures and personnel management enabling more effective management.



Personnel/Resource Deployment

Offers data-driven personnel management optimizing the allocation of resources across a range of parameters including qualification, cost or availability.

2. Logistics and Supply Chain

We provide our clients with AI-powered real-time solutions enhancing the efficiency of their logistics and supply chain operations.

The main areas of focus of our solutions are:



Real-time and AI-powered Storage and Stock Analysis

Insights into utilization of storage assets and AI-generated predictions for cost and time-efficient stock replacement management.



Logistics Digital Twin

High-fidelity graphic representation of storage, stock and vehicle assets together with real-time insights and statistics. This solution is powered by Bayanat's glQ platform.



Intelligent Route Planning

Automatic generation of routes based on user preferences, preferred transportation modes, time constraints and any other parameters relevant to the client.

Our target client base for this division includes:



Government



Oil & Gas



Logistics



Conglomerates



Our Business

SMOS DIVISION

ABOUT SMOS DIVISION

Transformative, Sustainable and Cost efficient



- Bayanat's **SMOS** division is the pioneer of autonomous driving and unmanned systems in MENA with a proven technological capability and know-how including Autonomous Solutions, Cloud Infrastructure, Digital Twins, Charging Infrastructure, Transportation Super Apps, and Testing and Simulation.
- Successful trials of TXAI, MENA's first ride hailing service using L4 autonomous vehicles is providing a basis for a comprehensive transformation program of the public transportation system.
- Our **SMOS** capability lies at the intersection of our artificial geospatial analytics and our glQ capabilities: Our glQ provides the mission critical data infrastructure for the operation of unmanned systems, including HD maps and HD positioning, while artificial geospatial analytics is what makes vehicle autonomy possible.

BAYANAT SMART MOBILITY

Autonomous Ride Hailing

Bayanat is the first company to bring autonomous ride hailing services to the region, receiving positive feedback from customers and wide spread media attention. The pilot operation also allowed Bayanat to accumulate first hand experience and subsequently introduced new modes of AV, including ART and Robo Minibus.



19
Stations



6883
Orders
Served



+86,100
KM
Travelled



97%
Autonomous
Mode Ratio



ART

Robo
Minibus

Robo Taxi

Charging Infrastructure

AV and EV goes hand-in-hand; while driving the AV development, Bayanat is actively driving charging infrastructure deployment and now manages 10+ charging piles across Abu Dhabi.



Charging
Safety



High
Efficiency



Smart
Maintenance



User
Experience

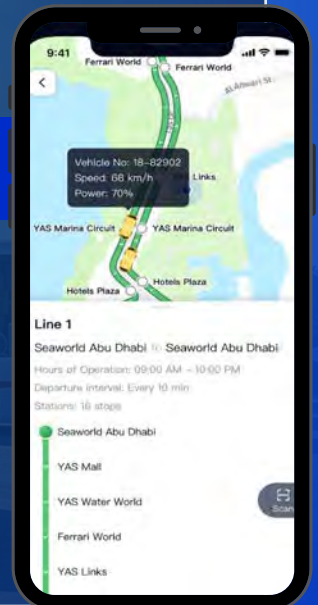


Precision
Siting

Mobility Super Apps

TXAI, applicable for multiple scenarios

- A handy tool for travelling and searching
- Accurate route planning by calculating the shortest and fastest way to your destination
- Making life easier by offering convenient services such as navigation, ride hailing, contactless payment, and smart parking





Our Business

SPAS DIVISION



ABOUT SPAS DIVISION

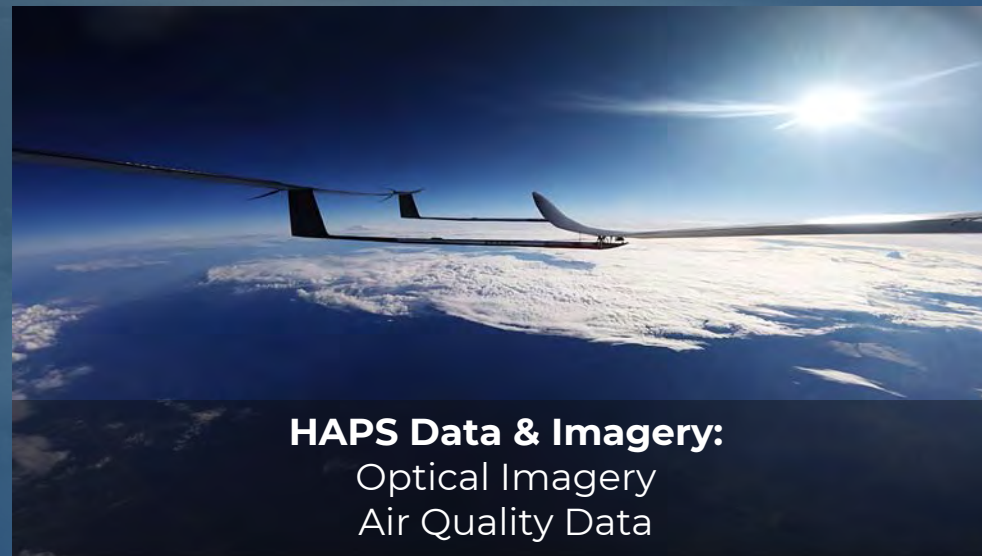
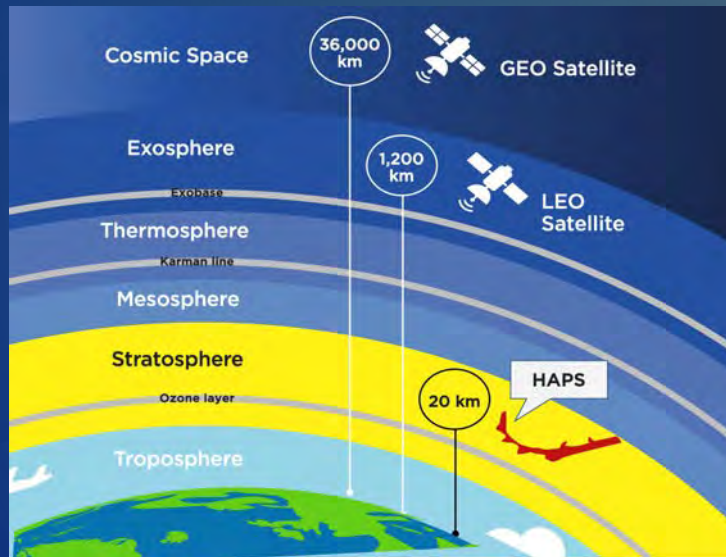
Pioneer, Pushing boundaries and Unlocking possibilities

- Bayanat's Smart Space Solutions (**SPAS**) division is an AI-powered information solutions provider, utilizing space-based platforms across Remote Sensing, and Communication to deliver timely, actionable insights to various industries
- Bayanat aspires to be the pioneer of the UAE's space sector, pushing boundaries and challenging the status quo to achieve our ambitious goals.
- From deploying High Altitude Pseudo Satellites (HAPS) to building the nation's Earth Observation satellite constellations, Bayanat keeps unlocking possibilities that were once thought impossible and making them a reality.

HIGH ALTITUDE PSEUDO SATELLITES (HAPS)

We deploy HAPS for various purposes including Earth Observation, Global Navigation Satellite System (GNSS) and telecommunications.

- Large UAVs flying in stratosphere
- Solar powered
- Fly up to months/continuously
- Provides speed, accuracy and cost benefits versus cosmic-space satellites
- 24/7 monitoring and surveillance



HAPS Data & Imagery:
Optical Imagery
Air Quality Data

SUPPLIERS CRITERIAS, QUALIFICATION & ONBOARDING



Supplier Database

The Procurement Department on a continuous basis scans the supply base landscape to identify and categorize suppliers that could potentially serve the company's interests and requirements. Suppliers are identified from the market research database that are eligible to cater to the company's procurement requirements and shall be added to the supplier database.

In undertaking Market Research, the Procurement Department may make use of the following sources:

- External Sources:
 - Regional trade directories;
 - Industry forums; and
 - Commercial/ specialized journals and magazines.
- Internal Sources:
 - Former Contracts;
 - Previous short lists within the same field
 - Consultation with colleagues etc.



Supplier Registration

The Procurement Department ensures that all new suppliers complete the company's registration formalities before they are added to the supplier database. Departments define the specific criteria based on project needs, this is then validated and verified based on current criteria on an annual basis.

The following documents are required to verify the suppliers :

- Trade/registration license
- Chamber of commerce membership certificate
- Company contact details & profile
- Signed & stamped NDA (optional, however the Procurement Department shall ensure vendors receiving confidential information must sign an NDA)
- Audit Financial Statements (if available); and
- Certificate of incorporation/ registration (for Non-UAE entities)

SUPPLIERS CRITERIAS, QUALIFICATION & ONBOARDING



Supplier Pre-qualification

The Procurement Department pre-qualifies suppliers for specific procurement requirements to ensure that only suitably qualified bidders participate in the Bayanat's tenders, and adds pre-qualified vendors to a list of approved suppliers.



The Procurement Department may develop the pre-qualification criteria based on the following factors:

- Company structure and ownership
- Company history
- Financial size and strength
- QHSE (Quality assurance, Health and safety, Environmental management)
- Supplier capabilities
- Production capacity
- Warranties/ guarantees and insurances
- Verified signature in case of sole property

The Procurement Department is solely responsible for all changes, and updates made to the Supplier Database and communicates all changes / updates made to the supplier database to the Finance Department.

ETHICAL BEHAVIOR OF SUPPLIERS

- The Procurement Department ensures suppliers adhere to the highest level of ethical standards, both during the bidding process and throughout the execution and performance of the contract.
- The Procurement Department may declare supplier's "ineligible" if they are found to be behaving unethically (i.e., engaging in unethical / corrupt practices, etc.). The Suppliers will be marked ineligible either indefinitely or for a stated period of time and any such determination shall be made following approval as per the DOA. Ineligibility of the supplier shall be either marked indefinitely or for a stated period as deemed appropriate by the procurement department depending on the specific circumstance. The list of definitions set forth below indicate the most common types of corrupt practices among Suppliers (this is a non-exhaustive list):
 - a) **Bribery** – The act of unduly offering, giving, receiving or soliciting anything of value to influence the procurement processes
 - b) **Extortion or coercion** – The act of attempting to influence the process of procuring goods/ services, or executing contracts by means of threats of injury to person, property or reputation
 - c) **Fraud** – The misrepresentation of information or facts for the purpose of influencing the procurement process; and
 - d) **Collusion** – The agreement between bidders designed to result in bids at artificial prices that are not competitive.
- The Procurement Department shall ensure that the Supplier who has been declared ineligible or whose registration has been rejected shall be informed in writing. The company may also cancel or terminate other Contracts with the same Supplier if the Supplier has been declared ineligible.

BAYANAT'S STRATEGY HAS BEEN DEVELOPED ALONG 3 KEY DIMENSIONS

VISION



- To be the **de-facto geo-intelligence provider** throughout UAE and the region, and the **trusted partner for data analytics and AI**

A



Become a Regional
Geospatial Intelligence Champion

B



Expand into AI and Applied Technology
Across Priority Verticals

C


Multi-Intelligence
Platform



Solidify Foundational Delivery and Operational Capabilities

THE STRATEGY DRIVES A MAJOR SHIFT IN BAYANAT'S VALUE PROPOSITION AND WAYS TO PLAY....

		From...	To...
A Become a Regional Geospatial Intelligence Champion	Products / Services	<ul style="list-style-type: none"> Mainly focused on geospatial data acquisition and data processing Primarily project focused with no/ very limited 'productized' offering 	<ul style="list-style-type: none"> Expanded offering to excel in geospatial Information Products and Data analytics / AI Resalable maps and products through the multi-intelligence platform
	Verticals	<ul style="list-style-type: none"> Mostly focused on Defense and National Security 	<ul style="list-style-type: none"> Champion in Defense & National Security Expansion to Public Authorities, Smart Cities, Energy & Resources, and Transportation
	Geographies	<ul style="list-style-type: none"> Focused only on UAE 	<ul style="list-style-type: none"> Geographic expansion to Egypt, Eastern Europe and KSA, and other opportunistic moves
	Data Sources	<ul style="list-style-type: none"> Limited Earth Observation capabilities, only resale of satellite data from partners No focus on HAPS/ EO emerging opportunities 	<ul style="list-style-type: none"> Unique EO value proposition in the region through access to FalconEye Regional and/or global first-mover in HAPS development and exploitation
B Expand into AI and Applied Technology Across Priority Verticals	Verticals	<ul style="list-style-type: none"> Existing relationship with Public Authorities and Energy & Resources but not achieving full potential (e.g., ADNOC, Abu Dhabi Municipality) 	<ul style="list-style-type: none"> Local partner of Public Authorities, Energy & Resources sectors De-facto facilitator and partner for Autonomous Vehicles initiatives
	Geographies	<ul style="list-style-type: none"> Strong partnerships and pipeline in UAE but with a reactive and fragmented approach 	<ul style="list-style-type: none"> One stop shop for UAE National Champions with a proactive approach

THE GEOSPATIAL MARKET HAS A VAST REACH IN SEVERAL ECONOMIC SECTORS, AND AS SUCH IT RIDES ON KEY MACRO-TRENDS AROUND SUSTAINABILITY AND RISK

0 | OVERARCHING TRENDS – MACRO TRENDS



EO/GIS can be used to monitor anthropogenic carbon emission, to assess and predict climate-related risk, to perform evidence-based monitoring of compliance, and to monitor/analyze/predict/mitigate impacts of human activities on the quality of soil, air and water: they can therefore address newly raising needs and associated use cases connected to these key macro trends if the appropriate market demand pull is put in place



Thank you