Contents

Company overview

1. **What is Bayanat?**

BAYANAT G I Q P.J.S.C. ("Bayanat") is a private joint stock company registered in the Emirate of Abu Dhabi under Trade License No. (CN-1139765) issued by the Department of Economic Development in the Emirate of Abu Dhabi and registered with the UAE Ministry of Economy under registration no. 368.

Bayanat was established as a commercial entity on 4 February 2008 and is today a pioneering and responsible artificial intelligence company that is powering progress and transforming industries and categories by providing predictive capabilities to 'stay ahead of today'. Born in the UAE and a partner of choice for over 45 years, the company, now part of the G42 ecosystem, has evolved from a traditional mapping and surveying operator to an AI- powered geospatial intelligence company bringing game-changing advantages to a growing number of sectors.

2. **What are Bayanat's products and services?**

Bayanat provides services in Geospatial intelligence around Data Generation / Acquisition, Data as a Service (DaaS), Earth observation, Mobility as a Service (MaaS) and Big Data. The Company also provides decision support services in Artificial Intelligence.

3. **What are Bayanat's core markets?**

Bayanat operates in the following markets:
- Defense & National Security (Manpower & personnel, intelligence, logistics/healthcare)
- Public Authorities / Smart Cities (Storage infrastructure, Data and Predictive Analytics, Digital Twins, Smart City as a Service, Smart Census)
- Energy & Resources (Areas screening, Power Network Management, Drilling/Extraction development, Predictive and Preventive Maintenance, Surveillance of Distribution Assets)
- Transportation (Maps / Precision Maps, Analytics, Testing & Simulation, Intelligent Infrastructure, Cloud & HPC Services, Mobility as a Service)
- Environment (Climate, Energy, Food, Forests, Water, Cities, Ocean, Animals)
- Real estate (Building statistics, Infrastructure collapse prevention, location planning for businesses, Indoor mapping)

4. **What are Bayanat's core business segments?**

The Company is organized in 3 core divisions.

- Geospatial Artificial Intelligence Solutions (gIQ): Bayanat's gIQ division is a geospatial one-stop shop offering end-to-end services from data acquisition and processing to artificial intelligence services, to a growing number of sectors such as defense, environment, energy & resources, smart cities, and transportation.
- Smart Operations Solutions (SOPS): Bayanat's Smart Operations Solutions 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.
- Smart Mobility Solutions (SMOS): Bayanat's Smart Mobility Solutions division is the pioneer of autonomous driving and unmanned systems in MENA with a proven technological capability and know-how including Autonomous Solutions, Cloud Infra, Digital Twins, Charging Infrastructure, Transportation Super Apps, and Testing and Simulation.

5. **Can you provide more detail on Bayanat management?**

Our CEO, Hasan Al Hosani, is a technology and business leader, bringing more than 20 years' experience to leading Bayanat's expansion into geospatial AI. Hasan has served as a key member of G42's M&A team and is proven, successful entrepreneur having co-founded SECUIRA. Hasan was also a founding member of the Abu Dhabi Monitoring and Control Centre (ADMCC) and serves in various leadership positions for Advanced Integrated Systems (AIS/ATS).

Our COO, Abdualla Al Shamsi, brings more than 20 years' leadership experience to power our global growth. Abdualla has served in various executive leadership roles at Abu Dhabi General Services PJSC (Musanda) and Abu Dhabi Gas Liquefaction Co. Limited (ADGAS), an ADNOC Company.

Our CTO, Dr. Fan Zhu, brings significant technology leadership expertise having previously led G42's map department and one of the founding directors of the Inception Institute of AI at G42. He has also spent more than 2 years as a Research Fellow at NYU Abu Dhabi focusing on 3D Computer Vision, and has co-authored more than 100 papers on AI. Dr. Zhu also holds 5 US, EU and China patents.

Our CFO, Renyl Rauf, is a senior finance and transformation professional who brings more than 20 years' global experience and financial operations and strategy pedigree. Before joining Bayanat, Renyl was VP of Group Finance at G42, and prior to that was Senior VP for Finance and Transformation at Jet Airways. Renyl also spent 10 years at Etihad Airways in various senior finance roles. Renyl is a Certified Public Accountant (CPA) and Fellow Chartered Accountant (FCA).

6. **How has Bayanat been performing financially?**

The Company reported revenues of AED 366.7 million for the fiscal year 2021, a year-on-year increase of 48%, compared to AED 247.8 million for 2020. The Company's Gross Margin was 48% in 2021 compared to 46% in 2020, while EBITDA increased from AED 76.7 million in 2020 to AED 104.7 million in 2021, representing an increase of 37% year-on-year.

Revenue for the nine-month period ended 30 September 2022 reached AED 490.6 million (+101% growth year-on-year), with Gross Profit and EBITDA respectively at AED 225.9 million (+104% year-on-year) and AED 157.5 million (+167% year-on-year).

The Company is on track to report strong performance achievements by the end of the year.

7. Who are Bayanat's existing shareholders? Who is the owner of Bayanat?

Bayanat became a subsidiary of Mubadala in 2011 and in 2016 became a division of Emirates Defense Industries Company ("EDIC").

In 2020, Bayanat was acquired by G42, an Abu Dhabi based global leader in artificial intelligence and cloud computing obsessed with exploring the full potential of AI as a tool that powers progress. Born out of its world-class AI research capabilities, today G42 is building the largest cloud computing infrastructure in the MENA region and manages a diversified portfolio of companies that develop and deploy high-impact, holistic AI solutions across a wide range of industries, including Smart City, Healthcare and Life Sciences, Oil & Gas, Financial Services, Sports, Aviation, Geospatial, and more. As it pursues its mission, G42 partners with the global best, including nations, corporations and individuals, to move the world forward and invent a better every day.

8. What is Bayanat's growth strategy?

Bayanat's strategic vision is based on expanding its product and solutions portfolio, as well as serving a more diversified client base across new geographies. Executing along all three of these dimensions requires a high level of strategic planning and operational excellence, both at the organizational and individual levels.

9. What is Bayanat's dividend policy?
The Company has a dynamic dividends distribution policy which secures the Company's sustainable growth. At the end of each financial year the Board provides its recommendation in relation to dividends distribution taking into consideration the achieved net profits for such year and the Company's growth requirements.

For more information, please refer to the prospectus on Bayanat's IPO microsite at www.bayanat.ai/ipo

Bayanat's business and value proposition

1. Can you tell us more about what Bayanat does?
Bayanat provides governments and corporates with game-changing decision-making advantages through trusted, high-quality geospatial data, geo-intelligence and AI-powered data analytics.

2. Which verticals does Bayanat serve?
Bayanat is now the partner of choice across a growing number of sectors in the UAE, the Middle East and beyond. The sectors we serve span public authorities and smart cities; transport and travel; environmental sectors; aerospace; defence and national security; energy and resources; and real estate.

3. What is the Bayanat's value proposition?
We believe in human progress. The intelligence solutions at the heart of Bayanat's predictive geospatial intelligence hold the potential for real human progress. That's what drives us. Every day. For everyone.

4. **What is the long-term vision and ambition of the business?**
   Bayanat's vision is to be the de-facto partner for geospatial data throughout the UAE, MENA and parts of Southeast Asia; the geo-intelligence provider of choice for all sectors that we play in; and the trusted partner for data analytics and AI, offering leading-edge industry solutions.

5. **How robust is the tech stack underpinning Bayanat's products and services?**
   Bayanat brings together unparalleled expertise in geospatial mapping through more than 45 years of dedicated experience.

6. **How credible is Bayanat and how much of a leader is the company within its peer group?**
   Bayanat brings together unparalleled expertise in geospatial mapping through more than 45 years of dedicated experience. We are a leader in our industry, with strong competitive advantage, and our technology allows us to extend that competitive advantage onto our enterprise customers. We are also a G42 company, a global leader in creating visionary artificial intelligence for a better tomorrow.

7. **Can you tell us more about your data and analytics capabilities?**
   We are pioneering Data-as-a-Service (Daas) for our customers and brining transformative digital disruption to major industries including defence and security; real estate; environment; government and smart cities. Bayanat offers a suite of data products and subscription-based services with application-specific analyses, transforming data products into information and providing recurring DaaS to our clients in the fields of national infrastructure, oil and gas infrastructure, municipal infrastructure and border patrol.

8. **You mention you are AI-powered – can you explain more on the AI use case/application?**
   Bayanat provides processing and application-specific analysis of multiple and large datasets, extracting insights and foresight via integration with other large datasets. Our geo-intelligence platform provides access to exclusive data, automation, advanced analytics and data fusion – so we can give our clients best-in-class multi-intelligence solutions.

9. **What is Bayanat doing to nurture and retain local technology talent?**
   Earlier this year we were recognised by the UAE Ministry of Human Resources and Emiratisation (MoHRE) for achieving three times our Emiratisation targets in a just a month and a half. We are proud of this achievement and remain committed to creating long term opportunities for promising Emirati talent to work alongside global experts at the cutting edge of technology, and play a meaningful, active role in shaping the future of industry in the UAE and around the world through pioneering technology innovation.

10. **What is Bayanat doing to protect customer data – both in region and cross-border?**
    We hold ourselves to the highest standards of data security and customer protection protocols. We are committed to protecting, respecting and preserving the privacy of our customers worldwide. For full details please consult our Privacy Policy at https://www.bayanat.ai/privacy.

For further information, please visit the Bayanat IPO microsite at www.bayanat.ai/ipo

1. **Why have Bayanat's shareholders decided to list their shares?**
    Bayanat is seeking to raise capital to enable the successful implementation of its 5-year strategy and reinforce the Company as leading player in Geospatial Artificial Intelligence Solutions, Smart Operations Solutions and Smart Mobility Solutions, across the following 4 domains:

    *   Research and Development: Invest in the R&D of promising technologies across Geospatial Artificial Intelligence Solutions, Smart Operations Solutions and Smart Mobility Solutions, that enhance the Company's offerings
    *   Inorganic Growth: Acquire companies and launch JVs that enhance Bayanat's capabilities and give access to international markets
    *   Expansion Plans: Support our regional expansion plans by providing funds for the expansion of business development, and the development of products for specific clients abroad
    *   Operational Excellence: Utilize AI-powered process automation to further increase efficiency across all operations of the business

2. **What is the valuation of the Company?**
    We cannot comment on this – please speak with your investment / financial advisor. For more information, please refer to the prospectus on Bayanat's IPO microsite at www.bayanat.ai/ipo

3. **Which exchange is Bayanat listing on? Why is this market, the chosen market for Bayanat's listing?**
    Bayanat will be listing its shares on the Abu Dhabi Securities Exchange (ADX). Being an Abu Dhabi headquartered Company, and a G42 company, the ADX was a natural choice as a listing venue. For more information, please refer to the prospectus on Bayanat's IPO microsite at www.bayanat.ai/ipo

4. **How much of Bayanat is intended to be listed?**
    The Company intends to offer for public subscription [571,428,571] shares (which will represent 22.22% of the share capital as at the listing date) at the offer price. The remaining 77% shareholding will be held by Group 42 Holding Ltd. For more information, please refer to the prospectus on Bayanat's IPO microsite at www.bayanat.ai/ipo.

5. **When is Bayanat expected to begin trading?**
    Bayanat is expected to list on 31 October 2022.

6. **What will the proceeds of the listing be used for?**
    Bayanat is seeking to raise capital to enable the successful implementation of its 5-year strategy and reinforce the company as leading player in Geospatial Artificial Intelligence Solutions, Smart Operations Solutions and Smart Mobility Solutions, across the following 4 domains:

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How to invest

1. **Should I subscribe to this listing? Why should I invest in Bayanat?**
   You will only be able to buy and sell shares once they are listed. What I can say is that Bayanat has a robust financial profile and compelling value proposition. For more information, please refer to the prospectus on Bayanat's IPO microsite at www.bayanat.ai/ipo