

About Multiply Group P.J.S.C.

With its trademark growth mindset, Multiply Group PJSC is an Abu Dhabi-based holding company that invests in transformative cash-generating businesses it understands. Multiply Group will continue to deploy capital across its two distinct arms, both of which follow a disciplined approach to investing and ensure consistent, sustainable value creation for our shareholders in the short-medium and long-term:

MULTIPLY

The investments and operations in long-term strategic verticals, currently Mobility, Energy and Utilities, Media and Communications, Beauty and Wellness, and Fashion and Living. Anchor investments provide long term recurring income, through which bolt-on acquisitions are made.

MULTIPLY+

A flexible, sector-agnostic and opportunistic investment arm.



Multiply's value creation model	
Supportive ecosystem brings in multiple synergies	<ul style="list-style-type: none"> ▶ Access to high-profile deals ▶ Financial flexibility on a wide network of lending banks ▶ Attracting high-caliber talent
Clear framework to identify targets	<ul style="list-style-type: none"> ▶ Attractive sectors disrupted by favourable megatrends ▶ Scalable companies with strong market positioning ▶ Financially accretive assets with strong cash generation and growth potentials ▶ In-house Investment Team with significant deal sourcing, valuation, due diligence and execution capabilities
Active board representation reinforced by a dedicated in-house team to drive value creation	<ul style="list-style-type: none"> ▶ Defining overarching strategic direction per vertical ▶ Providing operational insights, network connections and knowledge transfer across portfolio companies ▶ Embedding growth and transformation mindset to unlock sustainable growth ▶ Developing and implementing value creation initiatives ▶ Deploying a comprehensive digital transformation approach
Highly experienced and growing team	<ul style="list-style-type: none"> ▶ Strong and accountable leaders across verticals with growth-oriented mindset and proven track record ▶ Significant experience and know-how per portfolio company ▶ Targeted talent acquisition focused on vertical expertise
Deploying capital for profitable growth	<ul style="list-style-type: none"> ▶ Strong cash flow generation ▶ Robust liquidity position ▶ Healthy balance sheet

Financial Highlights (AED MN)	2021	2022	2023
P&L Statement			
Revenue	372	1,126	1,294
Gross Profit	211	569	663
Adjusted EBITDA ¹	213	716	1,623
Adjusted Net Profit ¹	168	468	1,114
Reported Net Profit	225	18,563	552
Balance Sheet			
Total Assets	11,604	41,206	42,159
Total Equity	10,726	29,381	30,187
Net Debt	(3,175)	7,430	8,033
Net Debt / Equity (x)	(0.30)	0.25	0.27
Cash Flow Statement			
Net cash flow from operating activities	(35)	857	997
Net cash flow from investing activities	(1,558)	(11,537)	(1,755)
Net cash flow from financing activities	5,026	8,070	1,041

1. Adjusted EBITDA & Adjusted Net Profit exclude unrealized changes in fair value of investments

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