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# About solutions by stc

**We are the leading ICT services provider and digital transformation enabler at the forefront of digitalization in the Kingdom of Saudi Arabia, supporting Vision 2030's aspirations. In a rapidly evolving digital environment, our services play a pivotal role in empowering both the public and private sectors to embrace and thrive in the new digital era.**

Showcasing our commitment as a trusted partner, we deliver value through technology to our clients by addressing their business challenges in a holistic and comprehensive "one stop shop" approach across the entire IT value chain.

solutions by stc has a wide and diversified portfolio of offerings covering the end-to-end ICT value chain encompassing core ICT services, IT managed and operational services, and digital services. The Company's unparalleled capabilities that span the entire ICT value chain are perfectly positioned to be the partner of choice for the B2B sector.

As a frontrunner in the ICT industry within the Kingdom of Saudi Arabia, solutions by stc have embarked on an ambitious growth strategy intended to reinforce its position as the leading ICT services provider in the Kingdom of Saudi Arabia and to diversify the portfolio of offerings. The Company's growth strategy focuses on strengthening core capabilities in competitive growth areas, enriching next-gen offerings, expanding geographic reach, and accelerating efforts to improve efficiencies across the board with a dedicated focus on innovation and sustainability. As a major player in the ICT ecosystem and value chain, solutions by stc's successes contribute to the Kingdom of Saudi Arabia's development and the success of our stakeholders.

Despite a market downturn, solutions by stc stock demonstrated strong post-IPO performance, doubling its IPO prices during 2024. This helped to achieve a market capitalization of ﷲ +324 billion (USD 8.6 billion) by the end of 2024. Following a strategy for stable growth with strong profitability, the Company is well poised to continue creating value for its investors, partners, and other stakeholders.



## What we do

### Core ICT services

System Integration (SI) services cover a variety of organizational needs across the value chain, enabled by our strong local and global partnership ecosystem. These services include advisory, design, implementation and integration of networks, infrastructure, and applications, which are offered through custom engagement models to our customers.

solutions by stc's communication and internet services address high-end connectivity needs of organizations within cities and remote locations by providing dedicated, secure, and high-quality business internet and satellite services through the wholesale purchase of communication capacity from telecommunication providers.

### IT managed and operational services

Managed services include end-to-end management of business networks and systems with the capability to deliver customized managed services projects to serve the individual needs of customers, which help them grow and improve their businesses.

We create value by increasing efficiency, providing better services, improving operations, and monitoring and resolving problems by managing the components of our customers' technical infrastructure such as network, servers, storage, devices, and applications.

Business outsourcing services covers services in the domains of HR, customer care, and other shared services enabled by technology and automation to optimize outcomes. The Company partners with customers by utilizing a variety of business models to deliver services. This business vertical has strong momentum given the focused efforts by the Saudi Government towards privatization in line with the aspirations of Saudi Vision 2030.

### Digital solutions

Cloud services include the full spectrum of data center and cloud services as well as multi cloud professional and managed services for all the hyperscalers helping clients to optimally manage their cloud investments.

Digital services consist of digital transformation services; providing digital solutions to connect, monitor, and analyze machine/device data for informed and effective decisions, and redesigning how businesses are conducted to enhance customer experience – these include but are not limited to application services.

Cybersecurity integration provides security services covering all stages of the IT value chain, including planning, design, implementation, and project management of technical solutions that cater to the specific security needs of enterprises.

## Digital is in our DNA





# Our Journey

Over the years, solutions by stc has been on a journey of steady and profitable growth to establish itself as a market leader and innovative force in the Kingdom of Saudi Arabia. From an early entry into the field of system integration, to timely moves to cloud and digital services, and cyber security, solutions by stc has continually made strategic and forward-looking moves that reinforces our proposition, supports our customers, and creates value for our shareholders and stakeholders.

AwalNet acquired ISP license.

1995

Merger of 3 largest ISPs in Saudi Arabia – Naseej, AwalNet, and Alamiah.net.

2002

stc acquires AwalNet.

2007

solutions won first SI project and saw revenues rise to over ₪ 300 million.

2009

solutions entered into cloud service play.

2011

Rebranded as stc solutions with over 800 employees and a presence in all major Saudi cities.

2014

Entered cyber security space and started building digital capabilities.

2017

Rebranded as "solutions by stc".

2019

Successful IPO of solutions by stc on Tadawul.

2021

solutions by stc acquired Giza Systems, with presence across the MEA region.

2022

Acquisition of the Contact Center Company (ccc).

Acquisition of 40% stake in Devoteam Middle East.

Partnership with Nile.

2023

Agreement to establish a Joint Venture with Nile for strategic focus and strong GTM.

Amanah Tech Joint Venture with Jeddah Development and Urban Regeneration Company (JedCo) for capturing PPP opportunities.

Partnership agreement with Remat AlRiyadh.

2024



# Where We Operate

Presence across the Kingdom to serve the needs of our customers.



- ◆ Head Office  
(Sales, Product Dev. Admin)
- ◆ Sales Office
- ◆ BPO Office
- ◆ GIZA Office\*

\*Also in Dubai, Doha, Nairobi, Dar-es-Salaam, Abuja and Kampala.

Sales and services delivery offices covering the 5 major cities in the Kingdom.



# Year in Review

## January

### Partnership Agreement with Remat AlRiyadh

We signed a 10-year partnership agreement to implement, manage, operate, and maintain the first phase of the general plan for public vehicle parking in Riyadh.

### ISO 9001 Certificate

The environment offering department obtained the Quality Management ISO 9001 certificate.

## February

### IPTC

We participated in the International Petroleum Technology Conference IPTC 2024 and presented our technologies and sustainable solutions in the oil and gas industry.

### ICSDI

We participated in the Second International Conference on Sustainability (Development and Innovation) #CSDI2024, to showcase solutions' journey in sustainability and innovation.

### Completing 40% Acquisition of Devoteam

This was a strategic investment as part of our expansion and growth plan for the solutions portfolio.

### Misk City Collaboration

Through our collaboration, we provided modern and innovative sustainable technologies to support the digital transformation goals of the smart city.

### Agreement with Mavenir

We signed an agreement with Mavenir to launch the first commercial open RAN network in Saudi Arabia.

## Nile JV

Will provide secure and comprehensive enterprise network solutions (NaaS) to customers in Saudi Arabia and MEA region.

### Agreement with Center3

We signed a framework agreement to design and build Data Center PODs.

## March

### LEAP 2024

We sponsored LEAP 2024 as an "Innovation Partner", and participated in the stc Group booth to explore the latest future-shaping technology solutions.

### MoU with Global Innovation Institute (GInI)

We signed an MoU with GInI to develop cutting-edge technologies to accelerate national innovation.

### Agreement with Catrion

We signed an agreement with Catrion to enhance and update their network technology.

### Cloud Classification Licence

We achieved a notable upgrade in our CST solutions cloud classification license.

### Aramco

We signed 5 year agreement with Aramco to provide, distribute and maintain computing devices.

### UNGC

We obtained a membership with the United Nations Global Compact (UNGC) for sustainable companies.

## April

### Girls in ICT Day

We celebrated a smarter future for girls in the Information and Communication Technology field.

## May

### Saudi Domain Campaign

The campaign illustrated how Saudi businesses and individuals can embrace their cultural identity while establishing a strong presence in the digital world through a ".sa" domain.

### Middle East Banking AI & Analytics Summit

We showcased our innovative solutions in banking and fintech sectors.

### A Joint Venture with Jeddah Development & Urban Regeneration Company (JedCo)

We entered into a JV as part of a Public-Private Partnership framework that aims to offer innovative technological solutions to projects run by Jeddah Development & Urban Regeneration Company (JedCo) and its companies.

## June

### Informatica Data and AI Excellence Award

We received this award in recognition of our excellence in the emerging technology services.

### Sustainability Report 2023

We published our Sustainability Report for 2023.

### Hajj Campaign

We supported the government sectors during the Hajj season to serve the pilgrims by utilizing our technological capabilities.

### Giza Systems Strategic Partnership with EHealth in Africa Health ExCon

Giza Systems has signed a strategic partnership with EHealth to boost efficiency and digital transformation in healthcare.

## July

### inspireU

We launched a specialized AI track in the accelerator's general program.

### Sultan bin Abdulaziz Humanitarian City MoU

We signed an MoU with Sultan bin Abdulaziz Humanitarian City to boost digital transformation in healthcare.

### frog Partnership

We signed an agreement with frog to provide creative and sustainable customer-centric solutions.

## August

### ccc Qassim Branch Expansion

HRH Prince of Qassim inaugurated the expansion of ccc Qassim branch.

### Giza Arabia Acquired Majority Stake in LABS

Giza Arabia expanded with majority stake acquisition of Logical Applications for Business Solutions (LABS).

## September

### Huawei Cloud Services

We became the first partner for Huawei cloud services in the Kingdom.

### Global Artificial Intelligence Summit - GAIN

We participated with stc Group and sponsored as the Innovation Partner.

### Agreement with Modon

We signed an agreement with Modon to implement AI analytical systems.

## Partnership with Fintech

We partnered with Fintech as a strategic ally for the Makken program to deliver managed services to support fintech companies.

### Journey and Growth Campaign

We launched a brand campaign to raise awareness about solutions and highlight the significant achievements and services we've delivered since the beginning of our journey. This campaign is designed to showcase our impact and innovation in the industry since 1995.

### Saudi National Day

We launched a creative video campaign for Saudi National Day 94.

### Collaboration with NVIDIA and Mindware

We held a workshop in collaboration with NVIDIA and Mindware to showcase emerging technology trends and the role of AI in achieving their strategic goals.

### New Murabba Partnership Agreement

Under stc Group umbrella, solutions will focus on providing innovative digital solutions to connect technical systems and enhance digital transformation.

## October

### GITEX

We participated in GITEX Global to present and showcase the latest digital solutions powered by AI, and sponsored the event as a digital enabler.

### GCC GOV HR "Digital HR of the Year Award"

We won this award for our digitalization of the Total Rewards practice, which is recognized as the most effective implementation of HR digitalization in the GCC.

### ISO 38500 Certificate

We achieved "ISO/IEC 38500:2024" certification in IT Governance.

## Corporate Social Responsibility Award

We are delighted to have received the "CSR Award" from the Ministry of Human Resources and Social Development, in recognition of our efforts to provide exemplary models of distinguished practices and contribution to CSR as key component of our Sustainability Strategy.

## The Ministry of Economy and Planning – "Sustainability Champions Program"

We are thrilled to be part of the Ministry of Economy and Planning – MEPsaudi "Sustainability Champions Program" at FI18, where we join hands with stc Group to advance Sustainability practices in the Kingdom.

## November

### Google Cloud

We participated and sponsored the event as premier sponsor.

## December

### A Collaboration Agreement with Huawei

We signed a collaboration agreement with Huawei to enhance digital transformation solutions and address digital security needs.

### The 2024 Corporate Governance Excellence Award

We were awarded the Corporate Governance Excellence Award based on the assessment of Al Faisal University's Corporate Governance Index.

### Digital Government Business Qualification Certificate

We were awarded a "Category A" certification for Digital Government Business based on a revenue-sharing model.



# Investment Case

solutions by stc plays a pivotal role in driving the digital transformation and growth of hundreds of public and private organizations across the Kingdom. With a strong foundation of market leadership, promising growth potential, and exceptional returns, we continue to deliver unmatched value to our shareholders.

## Our Key Strengths

### Market Leadership

solutions by stc is the undisputed leader in the Saudi Arabian ICT services market, holding a dominant market share of 22.7%. The company is well-positioned to capitalize on lucrative consolidation opportunities in the Kingdom's fragmented IT landscape. With a strong local content score of 41.3%, solutions by stc continues to reinforce its role as a key driver of digital transformation in the region.

### Sizeable and Diversified Portfolio

With a robust pipeline of projects and a long-standing partnership with stc, solutions by stc has built a strong and diversified portfolio that underpins its sustained growth. The company boasts an impressive win ratio of over 60%, reflecting its ability to secure and execute high-value contracts across various industries.

### Superior Value Creation

solutions by stc consistently delivers strong financial performance, achieving a return on invested capital (ROIC) of 34.3% in 2024, well above its cost of capital. This exceptional value creation highlights the company's ability to generate high returns for its stakeholders while maintaining a disciplined approach to investment and growth.

### Asset-Light Business Model

With an organic CAPEX-to-revenue ratio of just 2.1% in 2024, solutions by stc operates an asset-light business model that enables scalability and operational efficiency. This strategic approach allows the company to maximize profitability while maintaining flexibility in a rapidly evolving digital landscape.

### Strong Free Cash Flow Generation

solutions by stc generated ₪ 1.2 billion in free cash flow (FCF) in 2024, with an impressive FCF conversion rate of 61%. This strong cash flow generation supports the company's ability to invest in growth opportunities, fund strategic initiatives, and enhance shareholder returns.

### Generous Dividends

For 2024, the Board of Directors has recommended an ordinary dividend of ₪ 8.0 per share, along with a special dividend of ₪ 2.0, implying a total payout of 75% and a 67% year-on-year growth, in line with the company's progressive dividend policy and reinforcing its commitment to sustainable shareholder value.

### Robust Balance Sheet

solutions by stc maintains a solid financial position, ending 2024 with a net cash balance of ₪ 3.0 billion – equivalent to 1.5 times its 2024 EBITDA. This strong balance sheet provides the company with the financial resilience to pursue strategic investments while maintaining financial stability.

### Efficient Capital Allocation

The company follows a disciplined capital allocation strategy focused on high-return organic CAPEX, value-accretive mergers and acquisitions, and strategic public-private partnerships. With a commitment to progressively increasing dividends, solutions by stc continues to enhance long-term value creation for its stakeholders.

## Our Key Sectors



Government



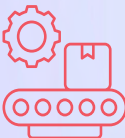
Education



Real-Estate



Financial Services



Manufacturing



Retail



Oil and Gas



Transportation



Telecommunications



Healthcare

And more...



# Stakeholder Engagement

At solutions by stc, our proactive approach to stakeholder engagement is the cornerstone of how we create enduring value. By fostering meaningful connections and maintaining open communication across all stakeholder groups, we ensure that our strategies align with their evolving needs and expectations. Through dedicated engagement channels, continuous feedback loops, and tailored initiatives, we drive collaboration, transparency, and innovation, delivering impact that resonates with employees, customers, partners, communities, and shareholders alike. This commitment reflects our belief that sustainable success is built on empowering every stakeholder to thrive and contribute to our shared vision of progress.

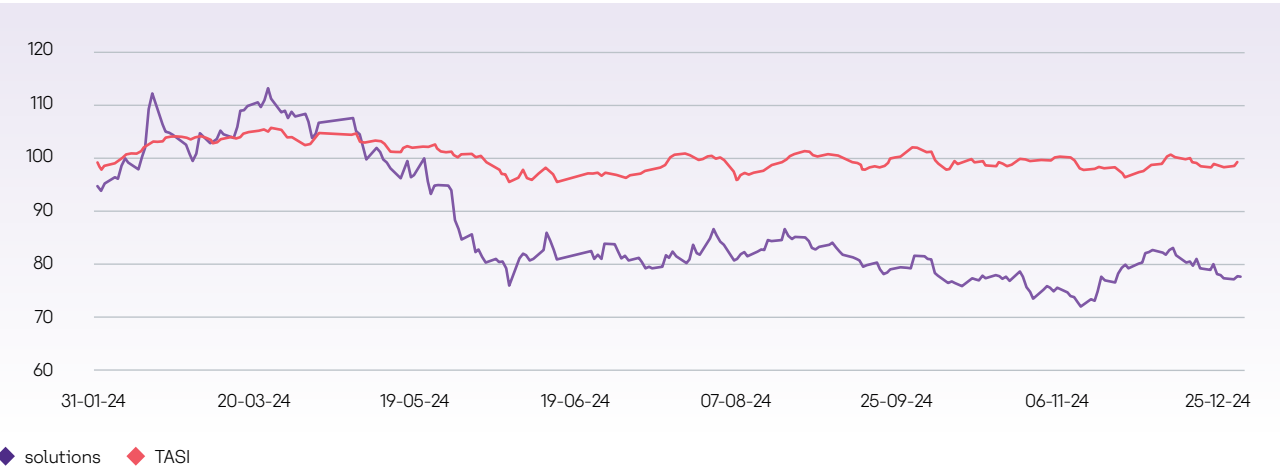
Stakeholder Group	Our Employees	Our Customers	Our Suppliers & Partners	Our Community	Our Shareholders
<b>Engagement Channels</b>	<ul style="list-style-type: none"> <li>Leadership engagement programs</li> <li>Pulse surveys</li> <li>Internal communication channels and events</li> <li>Training sessions, programs and workshops (ex: Signature Program, Talks by solutions, etc.)</li> <li>Newsletters &amp; magazines (ex. Monday's Achievements Newsletter, Learning Magazine, Business Insights Newsletter, etc.)</li> <li>Knowledge Exchange Platform</li> <li>SnapChat</li> <li>Intranet (Takyah)</li> </ul>	<ul style="list-style-type: none"> <li>Engage with customers through multiple touchpoints at every stage, from project discussion to closure, with customer surveys at each project milestone</li> <li>Pulse surveys every 6 months</li> <li>Quarterly business reviews (QBRs) with customers</li> <li>solutions contact number</li> <li>solutions website (inquiries, complaint, business needs)</li> </ul>	<ul style="list-style-type: none"> <li>Vendor relations team (isupplier, 1000 Unified Support Center, Ticketing System)</li> <li>Procurement team (ESHARY)</li> <li>Hosting annual vendor day event</li> <li>Quarterly meeting with top vendors and partners</li> <li>Workshops</li> <li>Partner satisfaction surveys</li> </ul>	<ul style="list-style-type: none"> <li>Social media</li> <li>Social contributions</li> <li>Partnerships and cooperation</li> </ul>	<ul style="list-style-type: none"> <li>solutions by stc Annual Report</li> <li>Open and transparent communication channels with shareholders through roadshows and conferences</li> <li>Quarterly IR materials</li> <li>Governance, risk and compliance</li> <li>AGM meetings</li> <li>Website and IR app</li> </ul>
<b>Engagement Frequency</b>	<ul style="list-style-type: none"> <li>High Interaction</li> </ul>	<ul style="list-style-type: none"> <li>Continuous throughout the year</li> </ul>	<ul style="list-style-type: none"> <li>Daily, Monthly, Quarterly, &amp; Annually</li> </ul>	<ul style="list-style-type: none"> <li>Continuous throughout the year</li> </ul>	<ul style="list-style-type: none"> <li>High interaction</li> </ul>
<b>Key Actions</b>	<ul style="list-style-type: none"> <li>Development of action plans based on employee feedback</li> <li>Implementation &amp; tracking of action plans completion</li> </ul>	<ul style="list-style-type: none"> <li>Project managers rotated to best serve project needs</li> <li>Pain points addressed immediately (inner-loop)</li> <li>Broader company initiatives target recurring customer issues (outer-loop)</li> </ul>	<ul style="list-style-type: none"> <li>Establish clear communication channels</li> <li>Vendor development and support</li> <li>Vendor segmentation</li> <li>Strategic sourcing</li> <li>Define SPOC</li> </ul>	<ul style="list-style-type: none"> <li>Social investment and community development</li> </ul>	<ul style="list-style-type: none"> <li>Feedback or comments received from investors are carefully considered and discussed internally with the management team</li> </ul>
<b>Value Creation</b>	<ul style="list-style-type: none"> <li>Prioritize employees by fostering an inclusive and equal workplace with robust development programs for career growth</li> <li>Employee wellbeing supported through comprehensive programs, and a range of benefits ensures financial and personal security</li> <li>Access to excellent facilities and services further enhances employee experience</li> </ul>	<ul style="list-style-type: none"> <li>Diamond accounts receive a unique and differentiated experience</li> <li>All customer complaints promptly resolved</li> <li>Focus on enhancing project quality and PM engagement to resolve issues proactively</li> </ul>	<ul style="list-style-type: none"> <li>Support suppliers to optimize their processes and logistics, improving supply chain efficiency</li> <li>Adoption of digital tools and automated systems that enhance inventory management and forecasting accuracy</li> <li>Adopting best global practices to create value for all parties</li> </ul>	<ul style="list-style-type: none"> <li>Foster the notion of giving back to expand our impact to reach the communities we operate in</li> <li>Enable social empowerment through digital technologies</li> </ul>	<ul style="list-style-type: none"> <li>Continue to enhance shareholder value while ensuring shareholders stay informed about the company's activities through participation in various events, such as one-on-one meetings, update calls, conferences, and official earnings calls</li> </ul>

# Shareholders' Information

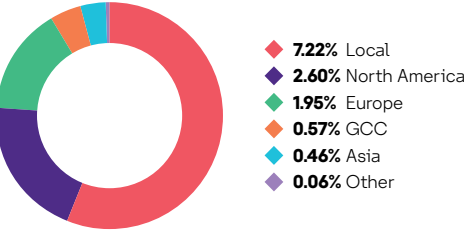
## Share Information

Listing date:	30 September 2021
Exchange:	Saudi Stock Exchange (Tadawul)
Symbol:	7202
ISIN:	SA15CIBJGH12
Number of shares issued:	120,000,000
Closing price as of 31 December 2024:	ﷲ 270
Market cap as of 31 December 2024:	ﷲ 32,400,000,000
Foreign ownership limit:	49.00%
Free float:	20.17%

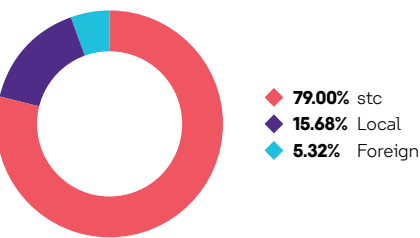
## Share Price Performance vs. Benchmark Equity Indices



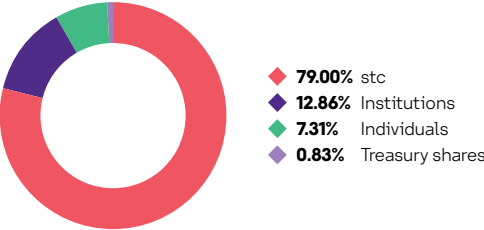
## Shareholding by Geography (under Institutions)



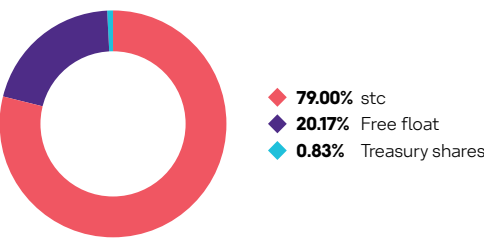
## Share Ownership Structure



## Shareholding by Type



## Major Shareholders



## Investor Relations Calendar 2024

### Conferences

Form	Date	Location
Saudi Capital Market Forum	19-20 February	KSA
EFG Hermes Conference	6-7 March	UAE
Goldman Sachs Conference	23 March	Virtual
MEIRA Saudi Chapter Meeting	6 June	KSA
Bank of America Conference	6 November	KSA
MEIRA Annual Conference 2024	11-12 December	UAE

### Earnings Calls

Form	Date	Host
Earnings call FY23	21 February	Arqaam Capital
Earnings call Q1	9 May	Riyad Capital
Earnings call Q2	29 July	Goldman Sachs
Earnings call Q3	31 October	AlJazira Capital

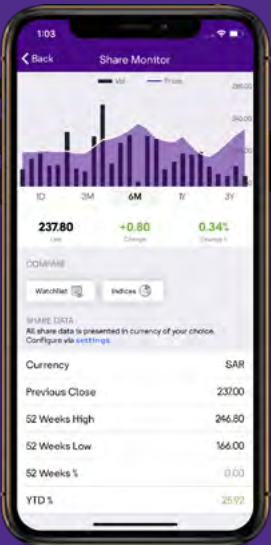
+465  
Interactions with  
investors

20  
Analysts covering the  
stock with 11 buy and 6  
hold ratings

Included in MSCI and  
FTSE emerging market  
indices

### Analysts

- ▶ Akseer Research
- ▶ AlJazira Capital
- ▶ Al Rajhi Capital
- ▶ Arqaam Capital
- ▶ Bank of America
- ▶ Citi Group
- ▶ Goldman Sachs
- ▶ HSBC
- ▶ Jefferies International
- ▶ J.P. Morgan
- ▶ Morgan Stanley
- ▶ Riyadh Capital
- ▶ BSF Capital
- ▶ SICO Capital
- ▶ SNB Capital
- ▶ Ubhar Capital
- ▶ United Securities
- ▶ WOOD & Company
- ▶ Yaqeen Capital
- ▶ Haitong



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IR App

