

## 1. What is solutions by stc and what does it offer?

Over 25 years, solutions by stc has developed into the Kingdom's leading enabler of digital transformation, providing a set of integrated technology solutions that supports the public and private sector. It provides clients with technologies that enhance their day-to-day operations, including system integration, IT managed and operational services and digital services.

solutions by stc is a market leader in the Kingdom's B2B IT Services market with a market share of %13 with an ambition to continue to grow its product portfolio and market reach.

## 2. What are solutions by stc main lines of business?

solutions by stc provides end-to-end integrated ICT services and solutions to its customers, offering a range of services and solutions through each of its key customer channels, encompassing a broad range of ICT services and solutions.

It has a broad, comprehensive portfolio across the IT & digital value chain, creating a one-stop-shop for the B2B sector by offering core ICT services, IT managed and operational services, and digital services, fulfilling customer needs at every step of their digital journey.

## 3. Why did solutions decide to move forward with an IPO now?

The potential listing of solutions by stc is a natural next step as a national sector leader to act on its strategy supporting the private and public sector to gain the scale, reach and speed needed to service the needs of all people in Saudi.

## 4. What is your strategy post-IPO?

Our strategic ambition is to be a digital solutions innovator and provider of end-to-end services and solutions across the ICT providers, supporting the private and public sector to gain the scale, reach and speed needed to service the basic needs of all people in Saudi in key areas such as financial services, oil & gas, banking, real estate, media & telecom, government, healthcare and education.

## 5. Who will be the key management team of the Company?

We have a seasoned and leading management team with average of nearly 19 years of relevant work experience:

- **Omer Abdullah Alnomany** (CEO)
- **Abdulrahman Hamad Al Rubaia** (CFO)
- **Fahad Abdulaziz Al Hajeri** (VP of Digital solutions)
- **Thamir Mohammad Alhammad** (VP of Business Outsourcing)
- **Muataz Abdullah Aldharrab** (VP of Corporate Strategy & Performance)
- **Saleh Tarig Al Groony** (VP of Business Excellence)
- **Jehad Salem Al Twaiki** (VP of Business solutions)
- **Saleh Abdullah Al Zahrani** (VP of Solutions Delivery)
- **Ahmed Naji Bajnaid** (VP of Operations & Managed Services Division)
- **Almaa Saeed AlMoter** (Chief Audit Executive)

## 6. What is the expected valuation? Is it considered fair?

Final valuation will be subject to the outcome of the book building exercise, and will be disclosed in due course.

## 7. Where is solutions planning to list?

The shares will be listed on the Main Market of the Saudi Exchange.

## 8. When will the final offer price be announced?

The final price of the shares will be set after the book building is complete.

## 9. Who is eligible to subscribe?

Subscription to the offer is available to:

**Participating Parties:** This tranche comprises the parties entitled to participate in the book-building process as specified under the Book-Building Instructions.

**Individual Investors:** This tranche comprises Saudi Arabian nationals, in addition to any non-Saudi natural person who is resident in the Kingdom and any GCC natural person, provided they have a bank account with one of the Receiving Entities and are entitled to open an investment account.

## 10. How can I subscribe?

Please contact one of the following receiving banks: Saudi British Bank (SABB), Saudi National Bank (SNB), Al Rajhi Bank, Riyadh Bank, Alinma Bank and Bank Albilad or one of the Bookrunners (HSBC Saudi Arabia, Morgan Stanley Saudi Arabia and SNB Capital) who can advise you on the investment.

We also recommend discussing your investment related queries with your financial advisor

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## **11. Is the allocation of my subscribed amount guaranteed? what happens if not?**

The number of shares you receive will depend on the pricing and allocation decisions taken by the company and the financial advisors. If there is over-subscription, Individual Investors will get a refund.

## **12. What is the minimum and maximum subscription?**

The minimum allocation per Individual Investor is ten (10) Offer Shares, and the maximum allocation per Individual Investor is (600,000) Offer Shares.

The minimum allocation per Institutional Investor is (50,000) Offer Shares, and the maximum allocation per Institutional Investor is (5,999,999) Offer Shares.

## **13. When will I be able to sell my shares?**

There will be no implementation of a lock-up period or restrictions on sale of your shares following listing. New shares will be available to buy and sell from the first day of trading.