

Fact Sheet



Company Profile

Founded in 2003, solutions by stc developed strong operational expertise and market-leading digital solutions in key technology verticals across the IT value chain. This supercharged its strategic ambition to become the digital solutions innovator.

Strategy

solutions by stc's refreshed LEAP 2.0 strategy targets significant economic value creation by strengthening its core business by emerging tech, innovation and operational excellence. To accomplish these goals, the Company focuses on the four main components:

L – Lead through service excellence

E – Empower business growth and diversification

A – Achieve excellence in customer engagements

P – Promote efficiencies and sustainability

Product Offering

The principal activities of the Company are concentrated in the internet and telecommunications service sector:

Core ICT Services, which consists of System Integration; and Communication and Internet.

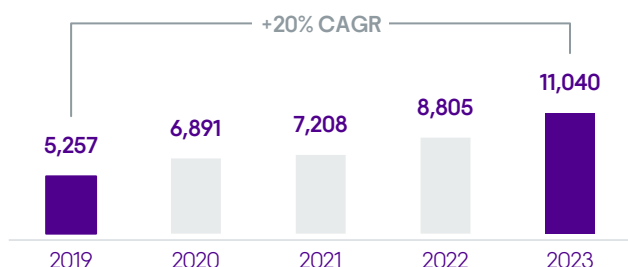
IT Managed and Operational Services, which consists of Outsourcing Services; and Managed Services.

Digital Services, which consists of Cloud Services; Cybersecurity integration; and Digital Services.

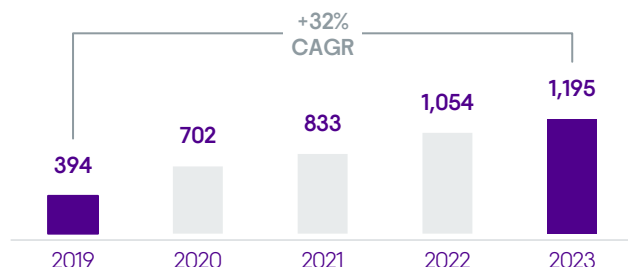
Key Figures SAR (mn)	FY 2023	FY 2022	YOY
Revenue	11,040	8,805	+25.4%
Gross profit	2,598	2,011	+29.2%
Gross Profit Margin (%)	23.5%	22.8%	+0.7%
EBITDA	1,669	1,392	+19.9%
EBITDA Margin (%)	15.1%	15.8%	-0.7%
Net Profit	1,192	1,053	+13.2%
Net Profit Margin (%)	10.8%	12.0%	-1.2%
Capex	(112)	(134)	-16.4%
Free Cash Flow	1,150	1,595	-27.9%
Net Debt/(Cash)	(2,728)	(2,548)	+7.0%
ROIC	31.7%	30.6%	+1.1ppts
ROAE	38.6%	41.2%	-2.6ppts

Outlook	FY 2024 Guidance
Revenue Growth	8% - 10%
EBITDA Margin	13% - 15%
Capex intensity	1.0% - 1.5%

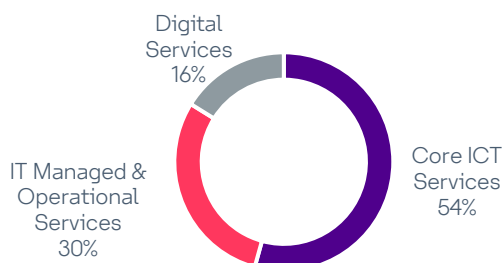
Revenue Trend (SARmn)



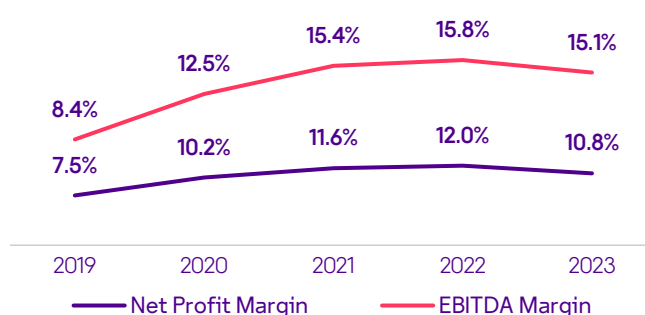
Net Profit Trend (SARmn)



FY 2023 Revenue Composition by Segment



EBITDA & Net Profit Margins (%)



Fact Sheet



solutions by stc IPO in September 2021

solutions by stc IPO was one of the most successful local offerings. The IPO order book of institutional investors achieved a coverage ratio exceeding the target by 130 x with a value of SAR 471 billion.

Market Positioning

KSA Pure Play

The majority of solutions revenue is generated in Saudi Arabia

Public & Private Sector

45% of revenue is generated from Government, but there is a growing contribution from private sector

E2E solutions

solutions comprehensive portfolio offers a One-Stop-Shop approach covering the entire IT value chain

Investment Thesis

Leading Market Position in KSA

Clear market leader with consolidation opportunities in the fragmented IT market

stc Partnership

Unrivalled reach, scalability and synergies in the KSA ICT market

Asset-Light Business Model

CAPEX intensity ratio of 1.0% (excl. M&A), ROIC of 31.7% in FY 2023

Strong FCF Generation

FCF generation above SAR 1.5bn in FY 2023 (excl. M&A)

Dividend

BoD recommended DPS of SAR 6.0 for 2023, 60% payout ratio, 20% dividend growth YoY

Robust Balance Sheet

Strong net cash position, efficient WC management

Proactive M&A Strategy

M&A is an important component of solutions growth strategy

Technological Partnerships

Access to innovative solutions and emerging technologies

Strong Project Pipeline

Winning ratio of +50%

Employer of Choice

1,777 total FTE, 67% Saudization, 19% female, low turnover

Looking for additional information?

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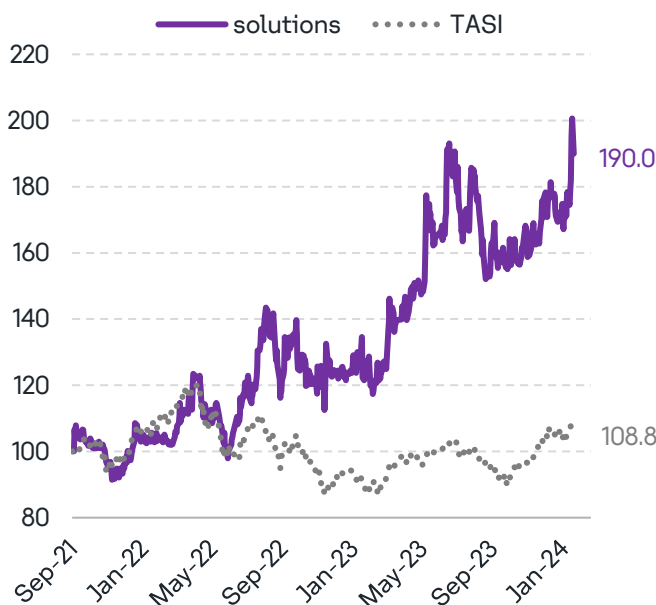
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solutions by stc - Key Metrics

	SAR
IPO offering price	151.00
Closing Price at 30 September 2021	196.2
Closing Price at 31 December 2023	349.8
Market Cap at 31 December 2023	41.98 bn
Price / Earnings (LTM)	35.1
EV / EBITDA (LTM)	23.5

Sources: S&P Capital IQ Pro; Tadawul; solutions by stc financial reports

solutions share price vs Tadawul (rebased to 100)



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