

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

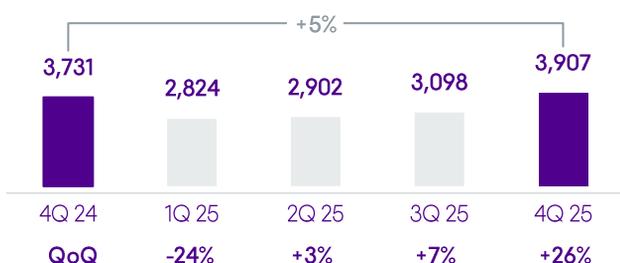
The principal activities of the Company are concentrated in the internet and telecommunications service sector:

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

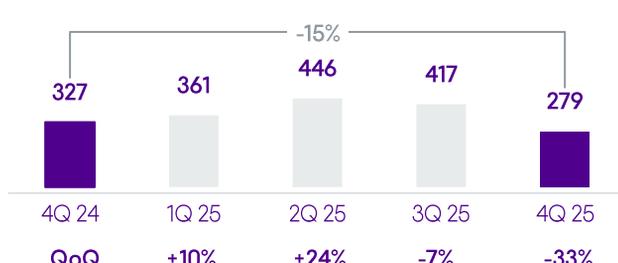
IT Managed and Operational Services, which consists of Outsourcing Services; and Managed Services.

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

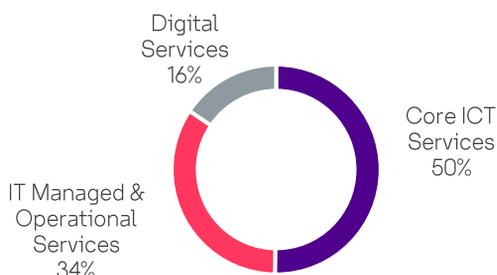
Revenue (₪ mn)



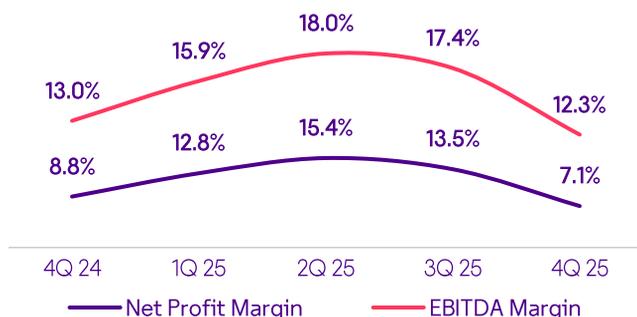
Net Profit (₪ mn)



2025 Revenue Composition by Segment



EBITDA & Net Profit Margins (%)



Key Figures ₪ (mn)	FY 2025	FY 2024	ΔYoY%
Revenue	12,730	12,064	+5.5%
Gross profit	2,678	2,783	-3.8%
Gross Profit Margin (%)	21.0%	23.1%	-2.0ppts
EBITDA	1,987	1,948	+2.0%
EBITDA Margin (%)	15.6%	16.1%	-0.5ppts
Net Profit	1,503	1,597	-5.9%
Net Profit Margin (%)	11.8%	13.2%	-1.4ppts
Capex	191	255	-25.1%
Free Cash Flow	(364)	1,187	-130.7%
Net Debt/(Cash)	(1,337)	(2,967)	-54.9%
ROIC	31.5%	34.3%	-2.8ppts
ROAE	36.2%	43.4%	-7.2ppts

Outlook	FY 2026 Guidance
Revenue Growth	6-8%
EBITDA Margin	14-16%
Capex intensity	2-3%

Fact Sheet



Market Positioning

KSA Pure Play

The majority of solutions revenue is generated in Saudi Arabia

Public & Private Sector

solutions revenue mix is well diversified across various customer types with 33% coming from stc, 44% from the Government and 23% from private sector in FY 2025

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 with a local content score of 42.6%

Sizeable and Diversified Portfolio

Strong pipeline of projects with over 220+ new contracts signed in FY 2025 and a winning ratio above 77%

Superior Value Creation

31.5% ROIC in FY 2025 is well above the company's cost of capital

Asset-Light Business Model

Organic capex of 1.5% of revenue in FY 2025

Strong FCF Generation

Solid track record of sustainable free cash flow generation supported by a resilient business model and strong execution

Dividend

Company's BoD recommended to pay out DPS of ﷲ 8 for FY 2025, implying a payout of 63% of net profit for FY 2025

Efficient Capital Allocation

High-return organic capex, value-accretive M&As, high-potential partnerships and PPP projects, sustainable dividend payouts

Robust Balance Sheet

Strong net cash position, efficient WC management

Looking for additional information?

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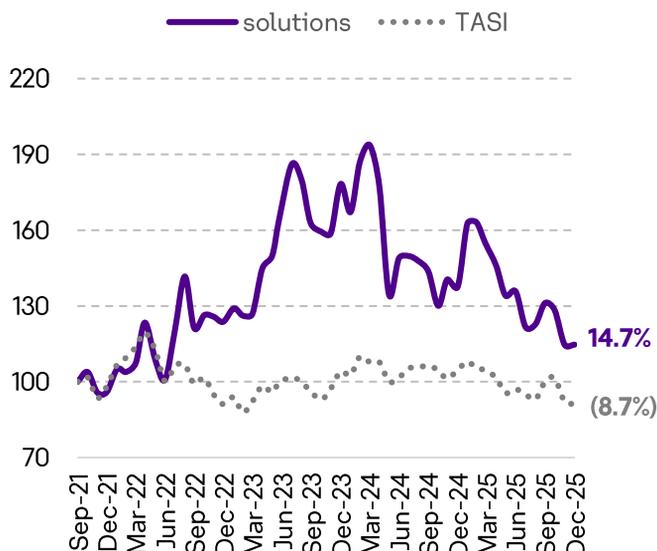
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solutions by stc - Key Metrics

	ﷲ
IPO offering price	151.0
Closing Price at 30 September 2021	196.2
Closing Price at 31 December 2025	225.1
Market Cap at 31 December 2025	27.0 bn
Price / Earnings (LTM)	17.9x
EV / EBITDA (LTM)	12.9x

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

solutions share price vs Tadawul (rebased to 100)



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