



Corporate Profile

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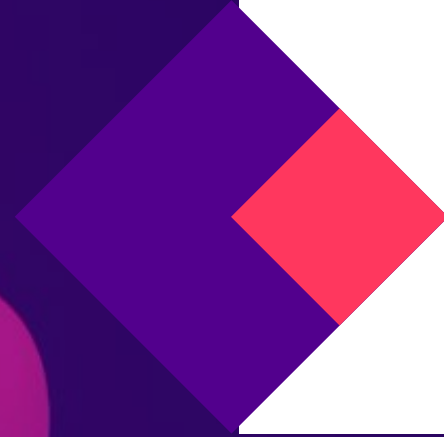
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01.



Company Overview

Our Vision

To create digital eco-system enabling our customers to achieve sustainable growth, regionally and globally

Our Mission

To provide technology solutions to businesses addressing their needs and challenges to succeed in evolving market conditions

Our Values



Dynamism

We're driven to inform and spark imagination. Our point of view is not literal. It brings a new vision and inspire others to see the world in a more ingenious way. We arouse enthusiasm around the promise of better things to come.



Devotion

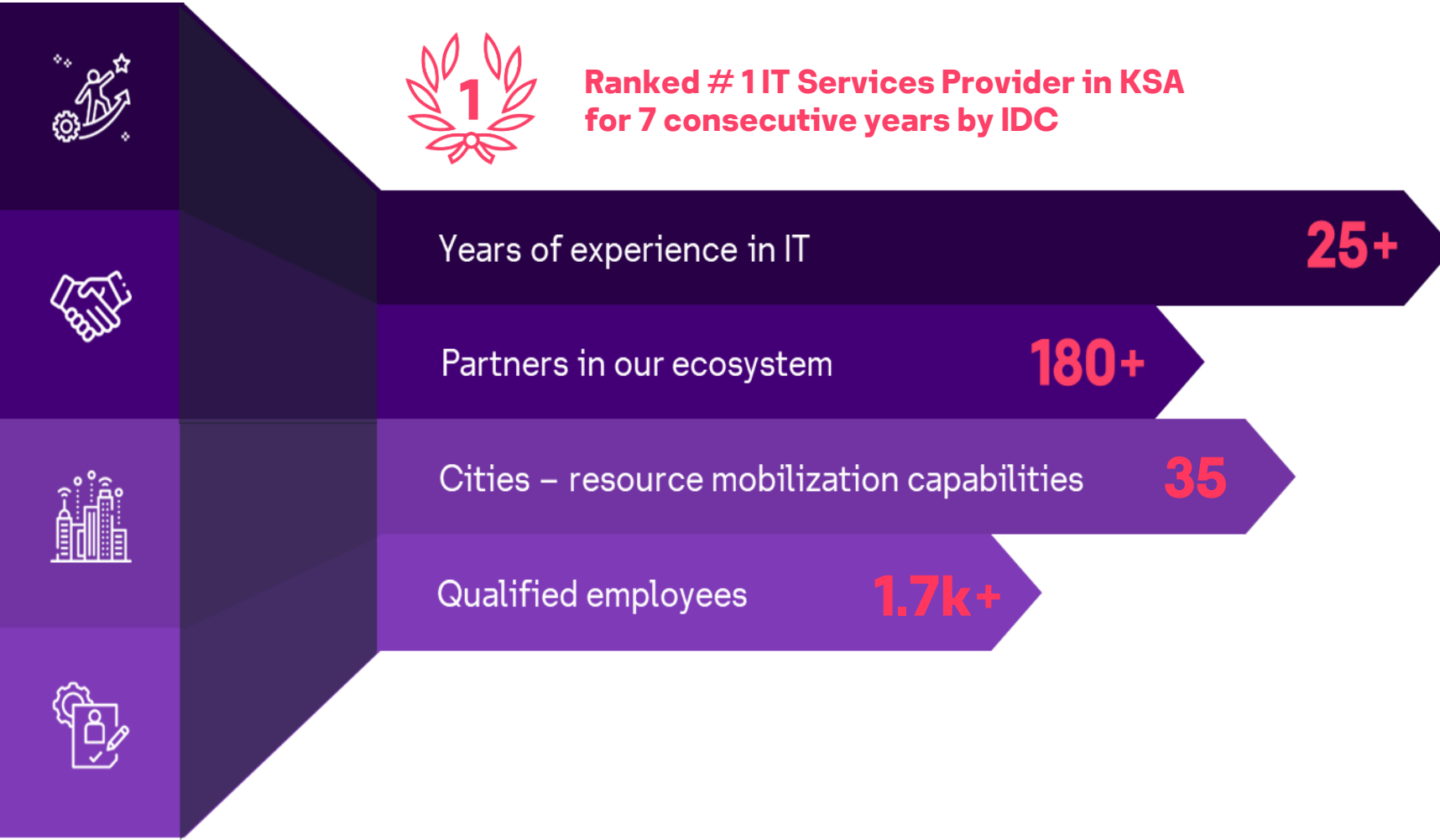
Our style is human, not because it focuses on people, but because it is warm, simple, and clean. Eliminates superfluous details to achieve quality and clarity.



Drive

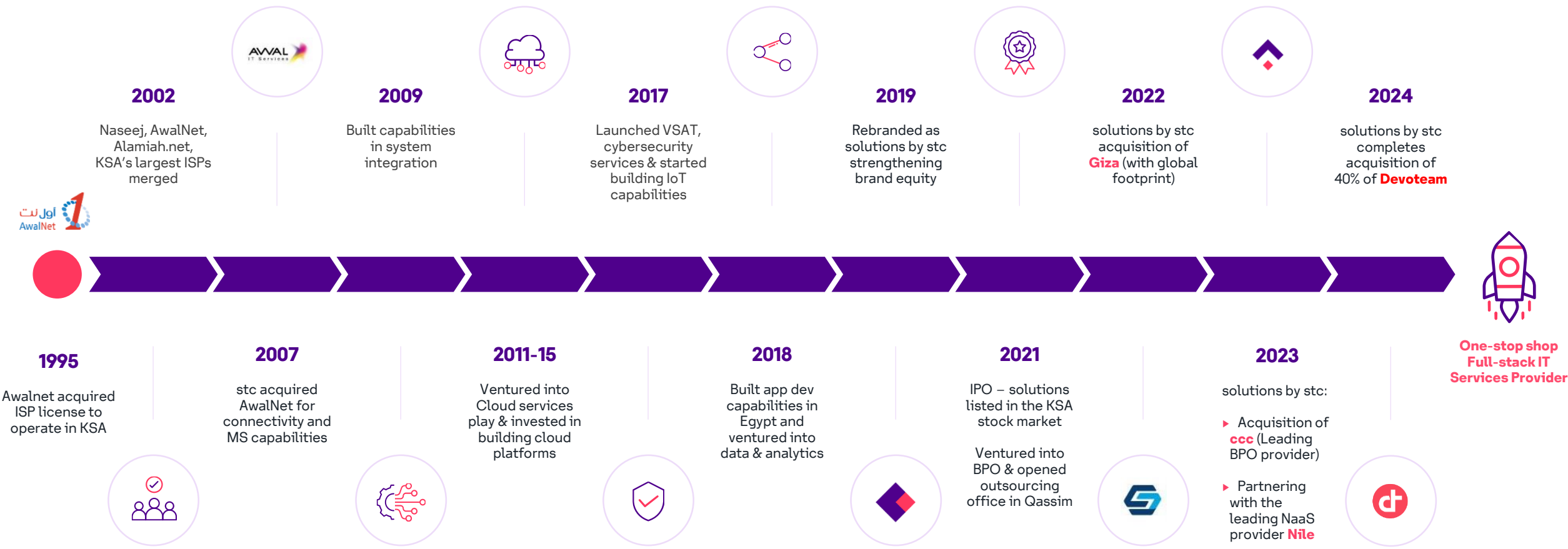
Focused on what's important, displaying the reason why, how or where things happen. They convey the idea of movement, with agility and progression.

Getting to know solutions by stc

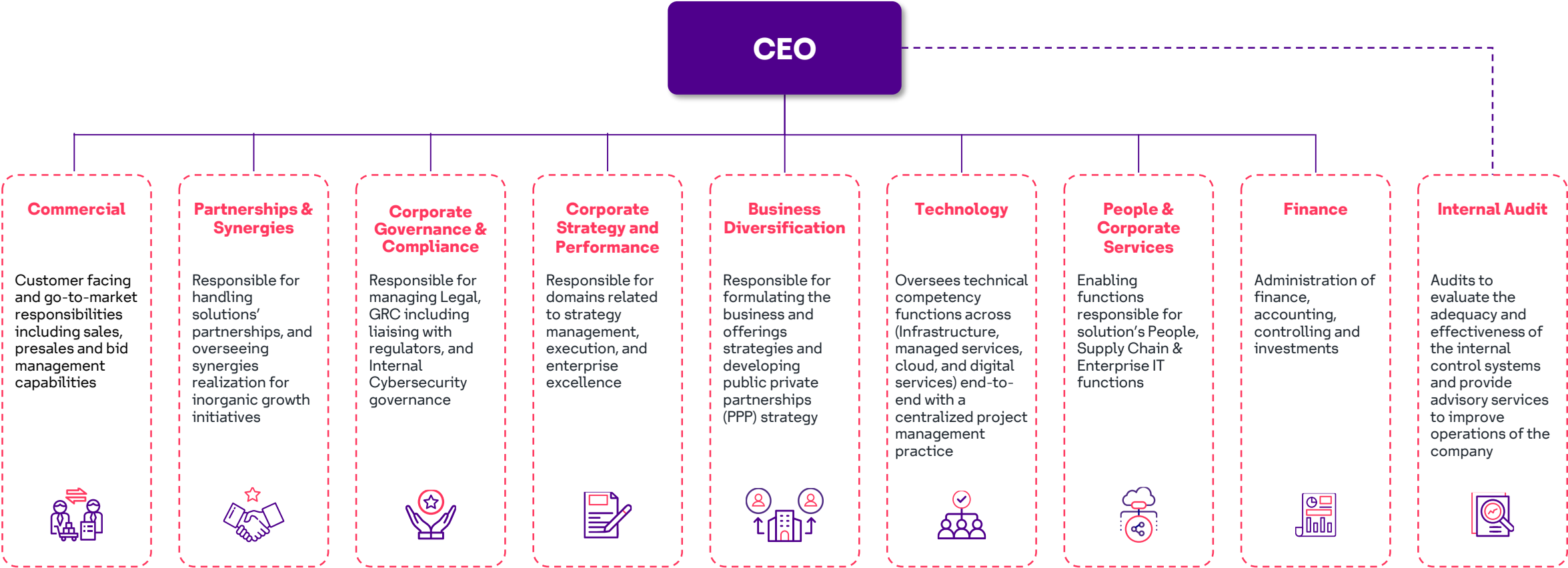


- **solutions by stc** is the market leader in the IT services provider and digital enabler of the Kingdom
- solutions by stc is a leading ICT services provider and digital enabler at the forefront of digitalization in the Kingdom, supporting the aspirations laid out in Vision 2030.

solutions by stc evolution



Organizational structure



Management Team

29 yrs. of experience, of which nearly +16 years in stc in various leadership roles in information **security, infrastructure & architecture, and IT**

CEO

Omer Abdullah Alnomany

~6 yrs. with solutions



19 yrs. of total experience in finance roles in solutions

CFO of the year (Public Sector), Nov 2021

Chief Financial Officer

Abdulrahman Hamad AlRubaia

~19 yrs. with solutions



22 yrs. of experience in IT Services solutions.

Worked with **Cisco and stc** in various related **IT roles** prior to joining solutions

Chief Business Diversification Officer

Thamir Mohammad Alhammad

~9 yrs. with solutions



16 yrs. in the IT services industry with multiple leadership roles in solutions.

Before solutions, he worked with **SBM** and **Cisco** in IT-related roles.

Chief Strategy Officer

Muataz Abdullah Aldharrab

~8 yrs. with solutions



14 yrs. of experience in **Human Resources**.

Prior to current role, he held the role of **GM Human Capital Management** in solutions

Chief People & Corporate Services Officer

Saleh Tareg AlGroony

~6 yrs. with solutions



29 yrs. of experience, of which last 8 years have been in a **GM position at stc Group**.

Prior to stc, he worked as **country manager in SBM** and executive in **Cisco**

Chief Technology Officer

Saleh Abdullah AlZahrani

~5 yrs. with solutions



31 yrs. of experience in large scale multi-industry projects and digital transformation engagements

Prior to current role, he held several senior positions in **Cisco and IBM**

Chief Partnerships & Synergies Officer

Hatem Abdulhalim Elkady

~6 yrs. with solutions



20 yrs. of experience, of which +15 years in stc in various roles in **Technology and Operations**.

Prior to current role, he held the role of **GM Operations in solutions**

Chief Governance Officer

Ahmed Naji Bajnaid

~4 yrs. with solutions



14 yrs. of experience in multiple companies. serving in senior commercial roles across industries

Before solutions, he worked with **Oracle, Pearson** and **The Centennial Fund**

Chief Commercial Officer

Yousef Abdulrahman AlMarshad

~5 yrs. with solutions



21 yrs. of experience in multiple companies and government sector.

Previously he has served in organizations like **Tahakom, KSU** and **MCIT**

Chief Audit Officer

Rajeh Saad Albogamy

~3 yrs. with solutions



Geographical presence



Presence across the world...

- Our head office in Riyadh with 4 offices including (Sales, Capability and Delivery centers)
- Extended reach beyond the Kingdom through Giza Systems and its subsidiaries delivering value to different sectors



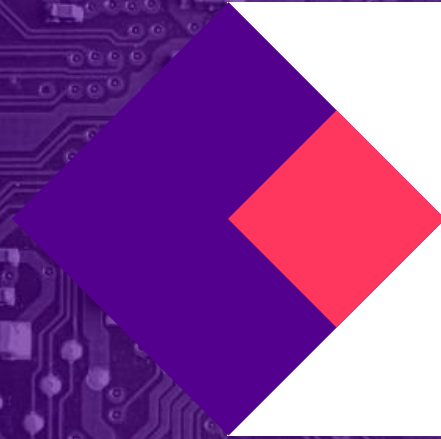
Message from the **CEO**

Our ambition is to reinforce our position as the Kingdom's leading ICT and digital solutions innovator and provider of end-t-end services.

We will continue to provide ICT and digital solutions to a growing number of industries and businesses within the Kingdom. By enabling enterprises to digitize and better integrate their processes we will continue to contribute towards Vision 2030's goal of transforming the Kingdom into a digital hub.

Omer Abdullah Alnomany
Chief Executive Officer

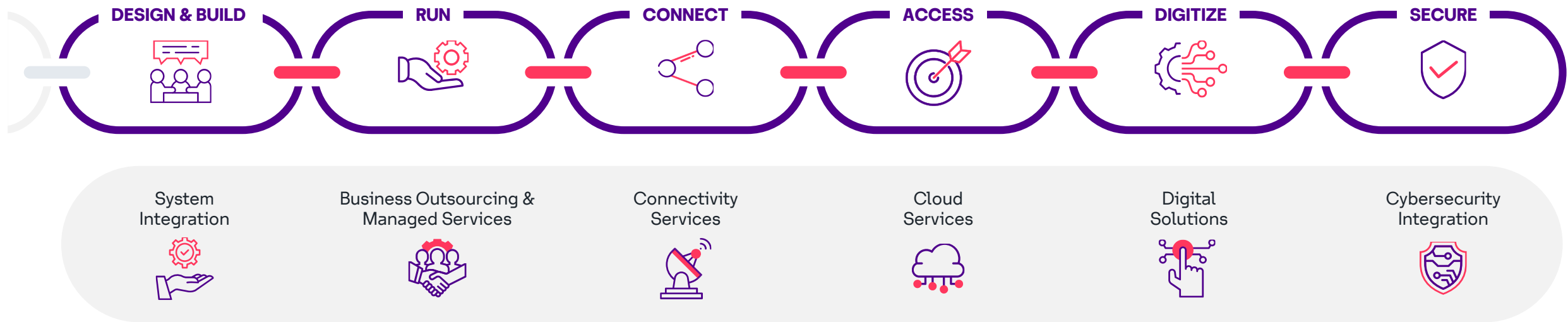
02.



Company Portfolio

solutions Portfolio

“solutions by stc” helps its clients in their IT and digital aspirations throughout the value chain:



Offered by





System Integration

SI the core business of solutions, with services spanning across the value chain enabled through a strong local and global partner ecosystem, by leading the professional services that provides system integration solutions for service providers and enterprise sectors.



Service Providers(s)

IT Advisory services

- Research & Insights services
- Business Analysis
- Innovation Sprints prototype the solutions before the implementation to understand the user needs
- Transformation services
- Omni Channel for customer engagement & experience solutions
- Application Design
- Project management and technical supervisory

Infrastructure Implementation & Integration

- Network and Systems Services (SDN, ACI, Wireless, DNA and Mobility, Private Cloud, SD-WAN, HCI, DC/IT Transformation, ISP/OSP, Automation)
- Service Provider Core Network services (IGW, MPLS, Telco Cloud)
- Access services (All WiFi + IBS + ORAN)
- Microservices and Container Orchestration (Kubernetes)
- Collaboration & Multimedia (Contact Center, Unified Communication, Conferencing, Audio Visual)
- Video Intelligence and physical security (CCTV, Video Analytics, Physical Security Solutions)

Application Development & Integration

- Application Development
- UI/UX Development
- DevOps
- Quality Assurance
- Application Testing
- Application Integration
- ERP, CRM, ITSM, OSS/BSS Services
- Workflow Automation
- Billing and Customer Care Solutions
- RPA - GUI Automation Solution
- Support and Operations



Outsourcing



Service Providers(s)

BPO portfolio spans across Finance and Accounting (F&A), Human Resource (HR BPO Services and Maken HR), Maken Services, Training, Manpower, BPaaS and CLM offerings that yield significant operational and financial benefits for companies, leveraging expertise and new technologies.

Business Outsourcing Services

Finance and Accounting

Services covering activities across the F&A value chain, including transactional as well as strategic finance.

Maken Service

Modular service to bring together service providers and customers in a streamlined and efficient manner with using a centralized platform along with a service manager representative to manage end to end customer's service requests.

CLM¹

Contact Center as a Service, Customer Service, Sales support activities, Consumer Expenditure Survey, Customer Care, etc.

Training

Comprehensive training services in providing Leadership Development Program, Graduate Development Program and Special Courses based on the customer's need.

BPaaS²

Outsourcing business services and operation based on digital services such as building digital platforms to serve regulations by serving all the beneficiaries and combine multiple parties at one single place to manage a specific business process.

Human Resources Services

Wide range of HR services ranging from talent acquisition and planning to employee relation and administration.

Maken HR

Is an all-in-one HR services solution for SMEs it provides an integrated suite of HR services with HR operations support by HR agents, allowing businesses to outsource their entire HR function in a seamless manner.

Manpower

Business Outsourcing provides manpower as an end-to-end recruitment service, answering the client's staffing needs.

1. Customer Lifecycle Management
2. Business Process as a Service

DESIGN & BUILD

RUN

CONNECT

ACCESS

DIGITIZE

SECURE



Managed Services



Service Providers(s)

Provide end to end managed services for IT Infrastructure and Networks including On-premise and Remote Management by transforming traditional IT Services to more intelligent productized model

Managed IT Infrastructure

- Managed Edge Computing
- Server / OS management
- Storage-SAN / NAS
- Database Management
- Data Center Management
- Client Application Management
- HW break & fix
- Mobile Device Management

Managed Network Services

- Managed Router
- Managed LAN/WAN
- Managed Wi-Fi
- Managed VPN
- VOIP Management
- Performance Management
- Network equipment patches and update

Managed Connectivity

- Managed Satellite
- Mobility Management

IT Service Management

- Managed Helpdesk
- IT Support
- Applications Performance Management
- Digital Experience & User Behavior



Connectivity Services

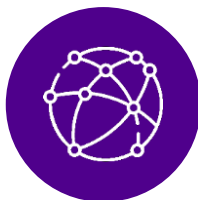


Service Providers(s)

Providing fast, secure, and reliable connectivity services to meet the high-end connectivity needs of enterprises, enabling them to communicate from any remote place using data, voice, and video-enabled services.

DIA (Dedicated Internet Access)

High-quality business internet tailored to establish clients foundation needed to build applications and services to grow and expand digitally



VSAT (Very small aperture terminal)

High connectivity solutions (internet, voice, data, and backhauling) over Satellite anywhere in KSA





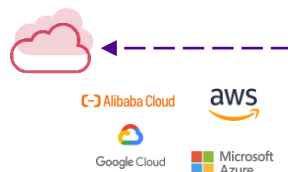
Cloud Service

Comprehensive cloud services that offer simple, efficient, and highly scalable access to applications, resources, and services, as well as customizable infrastructure options, to help businesses grow and transform.



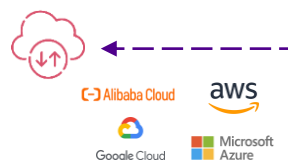
Cloud Advisory & Assessment

- Migration consultancy service
- Cloud Maturity Assessment
- Cloud Readiness Assessment
- Architecture consulting service
- Cloud Optimization



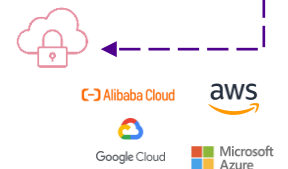
Cloud Enablement & Migration

- Cloud enablement
- Cloud migration
- Cloud networking design & implementation
- Database migration services
- Hybrid cloud services



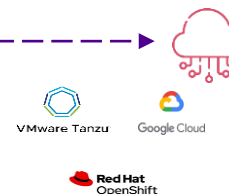
Cloud Networking & Security

- Next generation firewall
- Content delivery network
- End point protection
- Load balancer/global load balancer
- Email security GW



Cloud Application Modernization

- Kubernetes
- Google Anthos
- VMware Tanzu
- Rancher
- Azure Managed Kubernetes
- Alibaba Cloud Kubernetes
- AWS EKS



Cloud DR & Backup

- Cloud Based - Disaster Recovery Solutions
- Hybrid Cloud Backup



Cloud Managed Services

- Alibaba Cloud Managed Service
- STC Cloud Managed Services
- GCP managed services





Digital Solutions

Innovative digital services that help clients to open new horizons and integrate the cutting edge of technology into their organization, includes solutions to connect, monitor and analyze machines/devices for informed and effective decisions.



Service Providers(s)

Digital solutions

Healthcare Solutions

- Virtual clinic

Building Management Solutions (BMS)

Video Surveillance System (VSS)

- Video Surveillance (RAQIB)
- Video Surveillance Analytics

Payment Solutions

- POS Payment Gateway
- POS Bundle
- SoftPoS

Data Analytics & AI

Data and Analytics

- Data Architecture and Modeling
- Data Integration
- Data Migration
- Data Science
- Business and Operation Intelligence
- Support & Operations
- Data Management Services

Artificial Intelligence

- AI Integration
- Automation
- Machine Learning / Deep Learning

Operational technology

Smart solutions

- Smart city solutions
- Optimum energy efficiency
- Industrial Automation & Process Solutions

Digital & OT Energy Offerings

- Energy Optimization
- Solar Systems
- Energy Control Center
- Electrical House
- Power Systems

Robotics

- Industrial Robotics
- Linear Robots OEM
- SCARA Robots
- Articulated Robots



Cybersecurity Services

Services covering planning, design, implementation, and project management of a technical solution that addresses enterprise's specific need for security.

Security Advisory Services

CS Transformation

- Strategy Development
- Operating Model Development
- Virtual Advisor (V-Advisor)

CS Data & Privacy protection

- Data Management and Personal Data Protection Framework Development.
- Data Discovery & Classifications.
- Data Protection & Privacy Compliance.

CS GRC , Architecture and technical Assessment

- Risk Management
- Compliance Assurance
- Secure By Design and architecture Review
- Conducting Technical Tests & Reviews including (VAPT , Code review ...etc)

CS Human Protection

- Awareness Program Design
- Awareness Program rollout
- Social Engineering and Attack Simulation

Security Professional Services

Security infrastructure services

- Next-gen Firewall services
- Next gen IPS (services Intrusion prevention)
- Sandbox Services
- Voice Security services (SIP, SS7, Diameter)
- DNS, DHCP Security Services
- SEIM Solutions services
- Identity access services
- NAC Solutions
- LTE 4G Firewalls
- SBC & SS7 FWs

End point security

- EDR
- Anti Malware

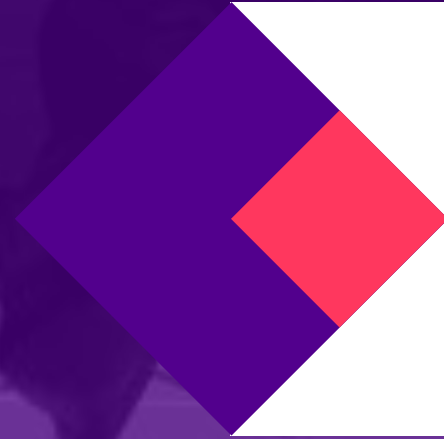
Application security services

- Web Application FWs
- DLP and data classification services
- Email Security services
- Web filters

Security Systems

- CCTV & Video Management Software
- Access Control Systems
- Intrusion Detection and Perimeter Detection
- Bollards and Barriers
- Parking Management
- Leak Detection

03.



Key Highlights

Key highlights solutions by stc

1



KEY MARKET PLAYER

As a clear market leader in a fragmented market, solutions is the partner of choice in KSA

2



STRONG PARTNERSHIP ECOSYSTEM

solutions + stc + partners ecosystem = a winning combo

3



DIVERSE CUSTOMERS

solutions by stc has a diverse customer base across all segments

4



EXCELLENCE IN CX

Implementing 360 CX Framework, Customer Centricity Culture

5



PHENOMENAL GROWTH

Track record of solid growth across all business lines.

6



QUALIFIED AND INNOVATIVE TEAM

Experienced management team with support from key stakeholders

7



DRIVING SUSTAINABLE PRACTICES

Sustainability Spotlight: solutions contribution to the community

8



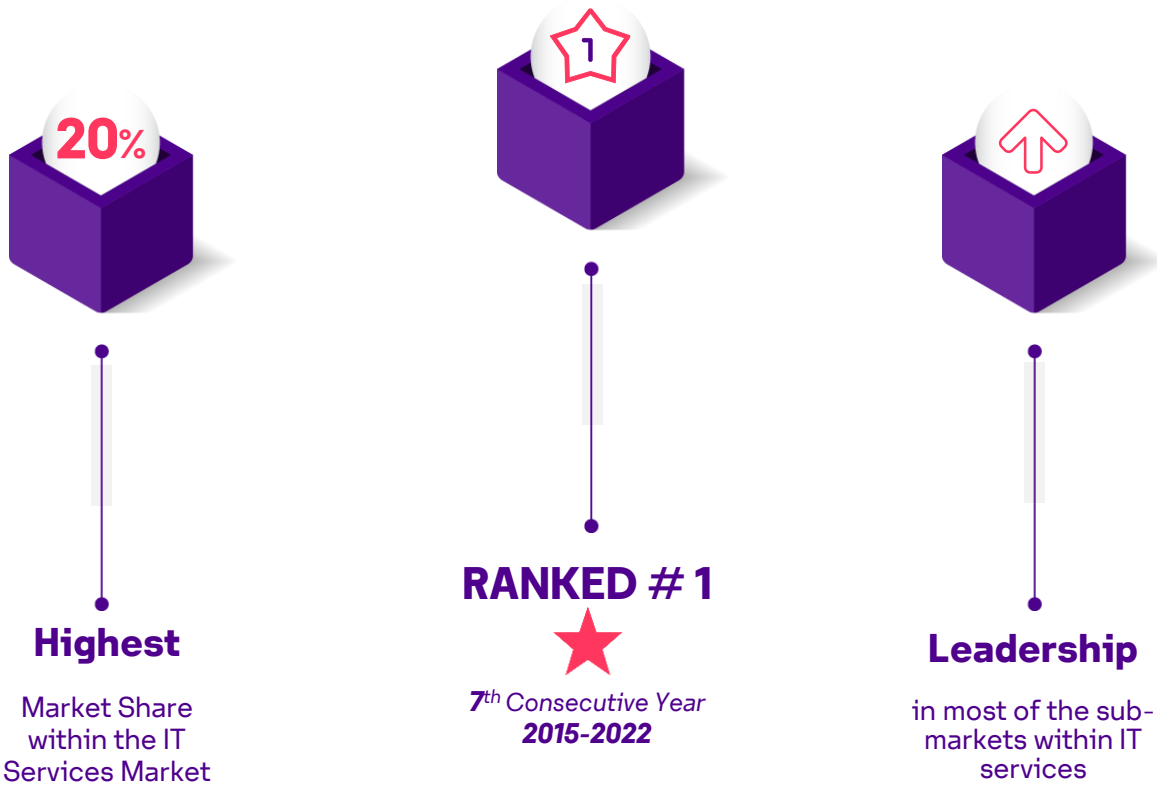
INNOVATIVE APPROACH

solutions has incorporated innovation to achieve its vision to create digital eco-system

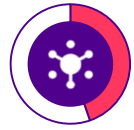
solutions is a market leader

1. KEY MARKET PLAYER

#1 player with 19.8% market share in the KSA B2B IT service market, and market leader in a fragmented market, competing against local SIs, international players and ISPs.



solutions strength areas sub-markets topped in 2021

-  System Integration
-  Network Consulting & Integration
-  Network & Endpoint Outsourcing
-  Hosted Application Management
-  Hardware Deploy and Support

Source: IDC

Key sectors & segments served

1. KEY MARKET PLAYER



Education



Real Estate



Banking



Oil & Gas



Healthcare

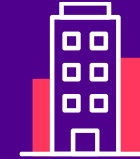


Telecom

Among others...



Government



Small & Medium
Enterprises



Large
Enterprises

Serving customers
across sectors &
segments with
vertical specific and
horizontal offerings

Key customer success stories

1. KEY MARKET PLAYER

Super-computer Data Center

The client requirement was to build super-computer data center to enhance the agility and accuracy in its practices and their industry. The key challenge was to complete the project in a short period of time.

solutions by stc Enable the client by supplying installing, commissioning, operating & maintaining of super-computer and tier-I remote computing facility



Tier-IV Data Center

The client requirement was to build a new Tier-IV data center for its new establishment (merger of two banks).

solutions by stc Enable the client by building a data center with integration of 12 tech domains. The data center now serves as the primacy DC for the new establishment



Crowd Management & Connectivity Solution

The client requirement was to establish a central unit to monitor and manage crowd and emissions from different sources

solutions by stc Enable the client in setting up a surveillance system using cameras with AI technology for facial recognition & people counting. Along with setup of Wi-Fi.



IT Infrastructure & Physical Security Solutions

The client requirement was to implement IT infrastructure and data centers, cloud-based surveillance systems, and fire-detection solutions in 1,000+ sites in Saudi Arabia.

solutions by stc Enable the client by provided the solution with lower cost and improved physical security without cost impact.



Digitalization and upgrading of legacy systems

The client requirement was to Digitalize and upgrade the legacy systems to meet new security demands.

solutions by stc Enable the client by providing secure networks and modern security infrastructure for 470 branches and ATMs in the Kingdom, including 8000 CCTVs and an Intrusion Detection System (IDS).



MSSP & Cybersecurity Enhancements

The client requirement was to replace the Fidelis technology by RSA technology.

solution by stc Enable the client by provide managed SOC services for the complete IT-Security Infrastructure, and full cycle Security Incident Management with skilled off-site team.



solutions has **deep, long-standing partnerships**

Well-balanced partner ecosystem of established and innovative players adds value & diversity to our offerings.



solutions has achieved the highest level of partnership with top global partners:



Note: (1) Not exhaustive

solutions has **strategic alliances**

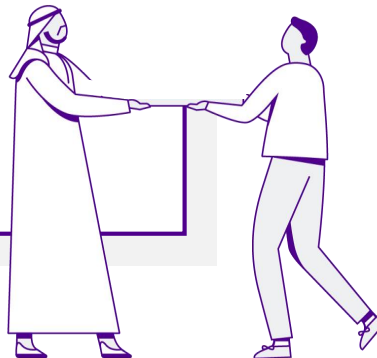
2. STRONG PARTNERSHIP ECOSYSTEM

Exclusive partnership with innovative players to unlock the future potential.

Exclusive partnership for selling

- Addressing Focus Area:
Next generation managed
services
- Offering: True network as a
service offering
- Coverage: Saudi Arabia,
Kuwait, Bahrain, Oman and
Egypt

nile

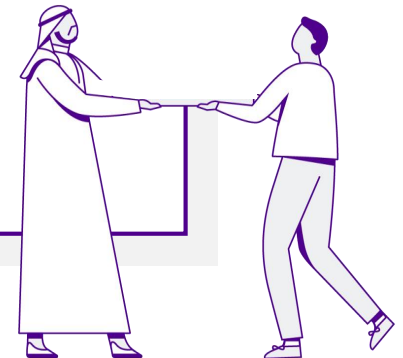


Exclusive partnership and reseller

- Addressing Focus Area:
Cloud native solutions
- Offering: Database
management solutions
- Coverage: Saudi Arabia and
other Middle Eastern
countries



SingleStore



Diverse Customer Base

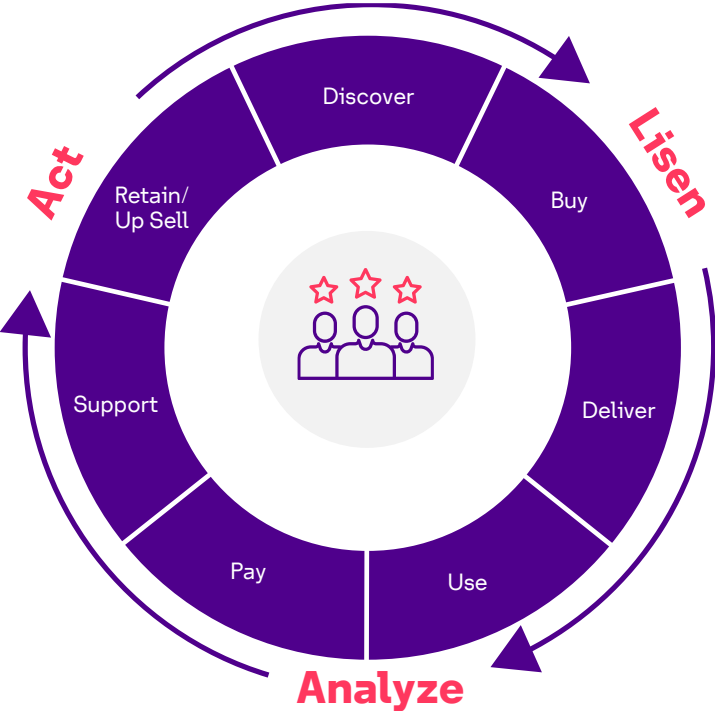


Customer satisfaction

solutions' CX team seeks to deliver an exceptional customer experience by providing innovative solutions through a personalized seamless journey and supporting our customers to succeed in evolving markets.



360 CX Framework



→ Listen

- Voice of Customers (VoC)
- Voice of Partners (VoP)
- Voice of Employees (VoE)
- Tickets, Complaints and Escalations Management System

→ Analyze

- CX Measurement & Insights
- Root Cause Analysis

→ Act

- CX Initiatives
- Quick Wins
- Implementation Roadmap



CX Awards

Best Culture of Customer Centric
from International Customer Experience Association

Best Change Management from
Customer Experience Live Awards UK 2022

Recognition for **Best VoX** from
Customer Experience Live Awards UK 2022

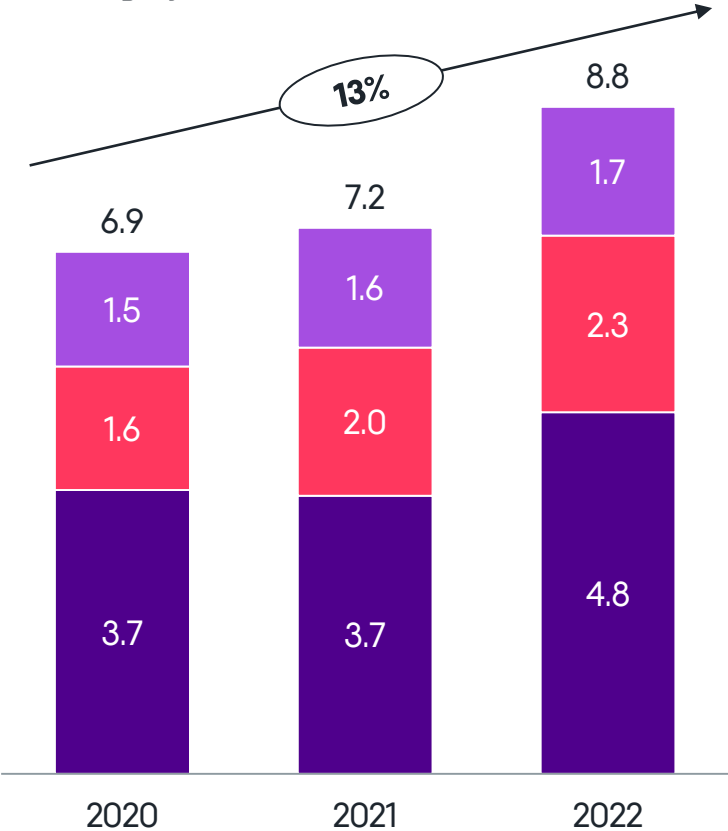
Best Diversity & Inclusion Program:
from Customer Experience Live Awards Dubai 2023

Financial snapshot

Track record of solid growth across all service categories

Revenue, net FY2020 – 22

Per service category, SAR Bn



CAGR
2020-22

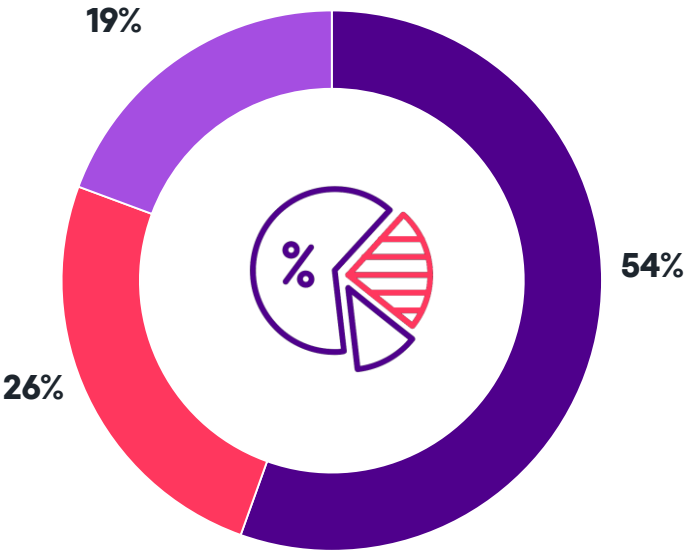
6%

20%

13%

Revenue, net FY2022

Revenue, net share per service category, (%)



Core ICT services

IT managed and operational services

Digital services

Source: Company information

Strong Team and highly qualified & experienced people

6. QUALIFIED AND INNOVATIVE TEAM

Number
of Employees

~1,799

Number of
Certifications

1,550+ certifications: on key
technologies and business
domains

Saudization



80%

Nitaqat: Platinum Status

Female %



19%

IT Talent is Scarce in The Market

we are retaining the talent as well as
developing through our programs like:

SDP: Specialty Development

Paths: Talent Development

Futurists: Hi-Po Development

Signature: Management Development

Average Age



35

Retention %



97%

CSR and Sustainability at solutions

7. DRIVING SUSTAINABLE PRACTICES

solutions Sustainability Purpose is to leverage technology to drive competitive advantage for the business that creates a positive impact for people and the planet.

solutions Contribution to the community



solutions by stc partners with Misk Foundation to support emerging charities and empower youth in the Kingdom.



Supports Saudi Arabia's digital transformation, sponsoring World Robot Olympiad, empowering students, and increasing wireless sports practitioners.



solutions by stc sponsors Thmaniyah, a popular Saudi podcast platform, enhancing Arabic content and supporting local talent.

solutions' Sustainability Themes



Stewarding the Environment



Enhancing Experiences



Investing in Human Capital



Empowering Society



Leading with Accountability



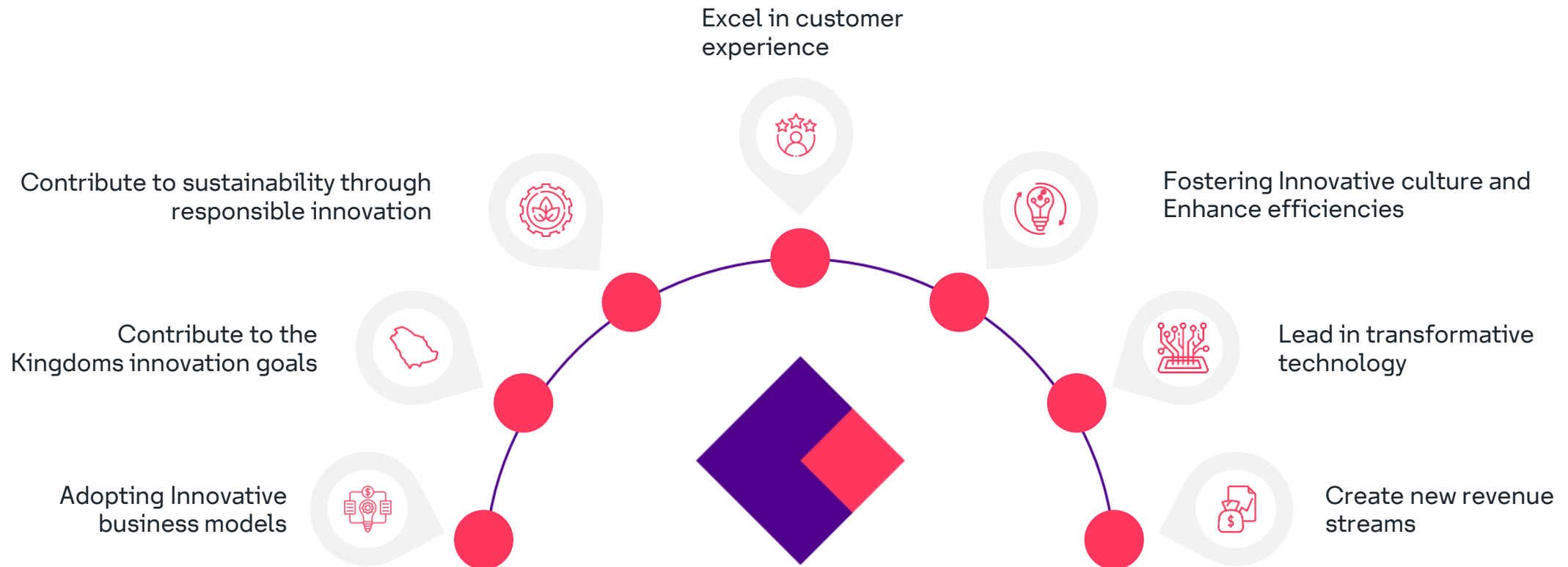
Building Culture of Sustainability

Innovation at solutions

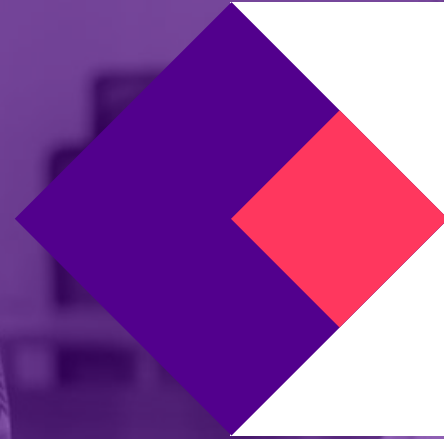
8. INNOVATIVE APPROACH

In today's rapidly evolving technological landscape, **solutions by stc** is at the forefront of enabling sustainability through innovation. It has incorporated innovation at its core to achieve its vision to create digital eco-system enabling its customers to achieve sustainable growth, regionally and globally.

Innovation being the core of the solution's strategy that its outcomes focused toward:



04.



Key Achievements

Awards & Recognition

- Gold award in the ICT
- Silver award in the changing management and product
- Bronze award in the Eng and Infra



CIPS supplier relationship management award 2023

**CIPS EXCELLENCE
IN PROCUREMENT
AWARDS 2023**

Best Leadership Development of the year award 2023



solutions is recognized by IAOP for making it to top 100 list leader 2023



- Best voice of experience (VOX)
- Best change management award
- Best quality assurance
- Best delivery & inclusion program

**CUSTOMER EXPERIENCE
LIVE SHOW
UK 2023**

- Best Workplace In KSA 2022
- Best Workplace In Asia 2022
- Best Workplace (for Saudi Nationals)



Data Management Excellence Award



Cisco Global WW award and the EMEA award



Gold Award from iCXA 22 international customer experience Award 2022



- 2022 best cybersecurity practices
- 2021 for the efforts in security transformation



Integrated Performance Excellence Award From The KPI Institute

THE KPI INSTITUTE

Middle East Best Digital Transformation For Operators Award



Best IT service provider in KSA by Global business outlook



Glotel 2022 Award for Innovation in digital infrastructure



Best Implementation Award For Incorta Data Processing Platform



- Most Exemplary Employer
- Most Valuable Corporate Response



Excellence Certifications

Certification of a network service provider for payment solutions



Certification of Procurement and Supply CIPS.



Compliance of PCI DSS certification audit 2023 -Jeddah



Certification of the COPC CX Standard for OSPs, Release 7.0 – Riyadh 2023



Infoblox certification an a Authorized Service Partner-2023



Compliance of PCI DSS certification audit 2022 -Riyadh



stc - ITCC Data Center, Riyadh



stc -Data Center, Jeddah



solutions by stc Dammam7 Data Center, Dhahran



from: **Uptime Institute**

Excellence Certifications

2023:

ISO 41001 Facility Management Certificate



2023:

Certificate in Protected Health Information (PHI) and e-PHI.



2023:

ISO 31000:2018 Certificate in Risk management



2023:

ISO 9001:2015 Certificate in Quality Management



2022:

ISO/IEC 27001:2022 Certificates in Info. Security for IOC & COE Lab



2022:

ISO 20400:2017 Certificate in maintain sustainable practices



2022:

CSA Cloud control matrix



2022:

ISO/IEC 27017:2015 Certificate in Cloud Information Security



2022:

ISO/IEC 27018 :2019 Certificate in IT Security Management



2021:

ISO 14001 Environmental Management System Certificate



2021:

ISO 45001 Occupational Health and Safety Certificate



ISO 45001:2018

Recent awards by partners

- Partner of The Year 2023
- Telecom partner of the year 2022
- Fortinet best OT partner



- Enterprise Partner 2022
- Tiering Up Partner 2022



MESA Raising Star of The Year 2022



- Partner of the year 2023 award
- Partner of the year 2022 award



- Partner of The Year 2022
- Partner of The Year 2021



- Strategic Partner of the Year 2022
- Strategic Partner of the Year 2020



- Enterprise partner of the Year 2022
- Technology Partner of the year 2020



Partner of the year 2022 award



- Nutanix Champion Reseller
- Nutanix Professional Service Provider (only in ME)



- Top growth partner of the year 2022
- Partner of the Year 2020 for EMEA Region



- Enterprise partner of the Year 2022
- Technology Partner of the year 2020



- Prodigious Partner of the year 2023 award
- Partner of the year 2022 award



- Service Provider Architecture Partner 2021
- Managed Services Provider 2021
- Cloud Partner of the Year 2022



- Transformation Partner of The Year 2023
- Sovereign Cloud Provider In KSA 2022
- Cloud Verified Status 2022
- Partner of the year 2022



- Highest Sales Revenue Award Onperm 2022
- Best Business Process Outsourcing Provider



- Partner of the Year 2022
- Co-deliver partner
- storage partner 2022
- Cloud & Services Partner 2022
- CSP Platinum Partner



- Excellent Global Sales Partner 2022
- The partner of the year 2022
- Enterprise Networking Partner 2022
- The Fellow Traveler Award 2022



- Excellence Award of Partner 2021
- Most company sells Dell Cloud and services



Work Environment

solutions is a team-based environment where a close-knit, dynamic team of tech enthusiasts who like solving problems and coming up with innovative solutions, by creating a dynamic, supportive environment for everyone to thrive.



Hayyak App

Hayyak is an innovative application to onboard new joiners (employees and trainees) with an interactive experience to explore facilities company's strategy, offices...etc.



In-office Services

Comprehensive office perks to enhance employees day-to-day experience, including a fully-equipped gym, and male and female salons...etc.



Paperless

solutions has transitioned to a completely paperless environment. All of our documents are drafted and signed electronically.



Remote working

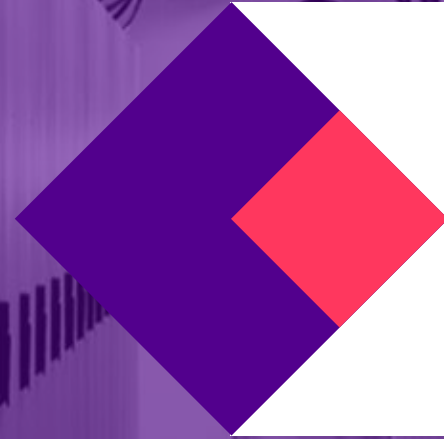
solutions' remote working policy enables employees to perform their job duties from any place by using any of the means of communication and technology.



E-Learning

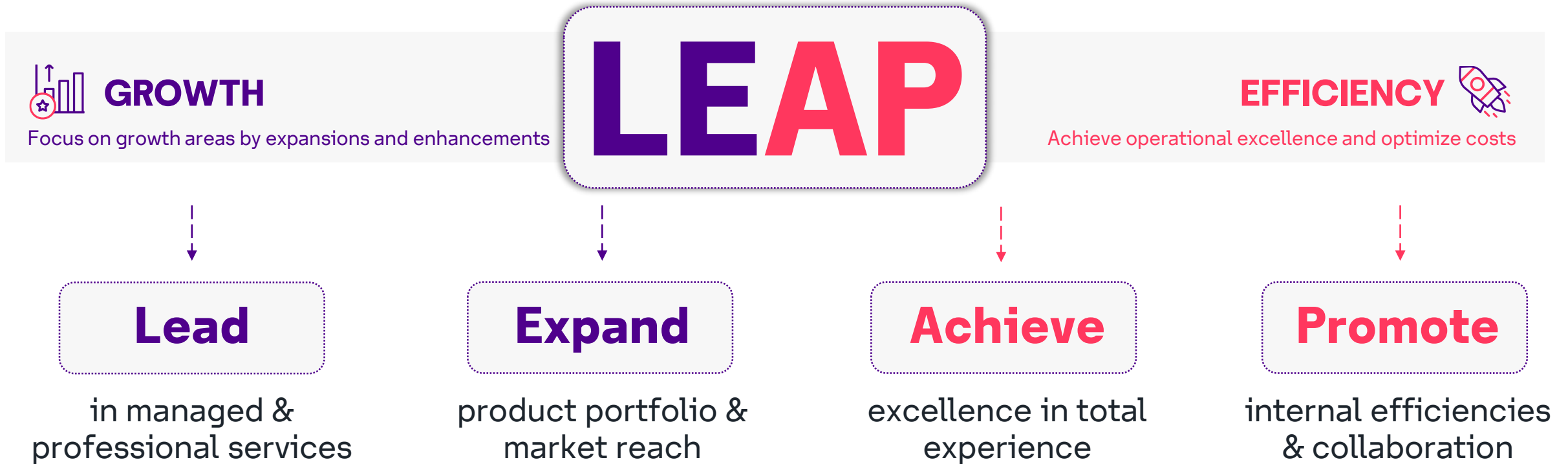
Coursed to develop employees' capabilities and skills. These courses focus on providing employees with all the knowledge they need to enhance their performance.

05.



Company Strategy

solutions' strategic aspirations



solutions' strategy



As a leading ICT service provider, our aim is to strengthen our broad portfolio enabling **one-stop-shop offerings** to the B2B sector and become the **top digital enabler** in the Kingdom



COMMERCIAL INITIATIVES

Lead in managed & professional services



Expand offering portfolio & market reach



- Strengthen & expand capabilities in multi-cloud services and managed services categories
- Continue capability enhancements across application professional services, cloud services, and BPO
- Expand the market reach and portfolio focus on new sectors and segments with relevant offerings
- Protect the core businesses and expand into digital consulting and emerging technologies.



ENABLING INITIATIVES

Achieve Excellence in Total Experience

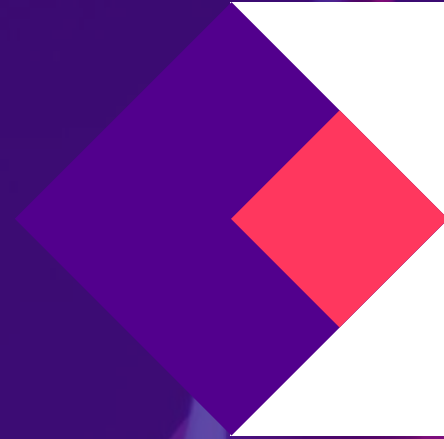


Promote internal efficiencies & collaboration



- Deliver best in class experience for all stakeholders and continually improve the total experience
- Expand partner ecosystem and explore innovative business models to address customer needs throughout their digital journey
- Promote internal collaboration to achieve growth for the business through digitization and automation of processes
- Optimize investments in building a strong culture of innovation and adopting best sustainability practices

06.



Future Growth Potential

Gazing the Future growth initiatives



Horizon 1

"Start Right"

2007-2014

- Establish the infrastructure and hire workforce to launch business operations
- Start to provide communication and managed services for stc
- Focus on system integration: develop critical enablers and stabilize organization



Horizon 2

"Rapid Growth"

2015-2019

- System integration evolves into a mature and established business unit of solutions' portfolio
- Invest in cloud products and platforms
- Develop innovative cybersecurity and digital solutions
- Increase revenues from key clients outside stc
- Establish a profitable and stable operating model with stc as a sales channel partner
- Scale-up business operations and delivery services



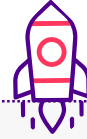
Horizon 3

"Stable growth with strong profitability"

2020-2025

- Maintain large stable businesses as revenue drivers
- Improve profitability across business lines
- Invest in new business lines with high growth and high contribution margins
- Attract best talent to drive growth in new product categories
- Extend market reach by focusing on high potential verticals
- Grow inorganically through Mergers & Acquisitions
- Leverage solutions and its subsidiaries platform to grow outside of KSA

solutions' next horizon



One-stop shop Full-stack IT Services Provider

*A digital enabler
and a market leader*

2023

**Application
Services**



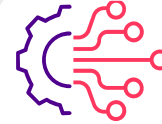
**Business Process
Outsourcing**



**Multi-cloud
Service**



**Emerging
Technology**



**IT/Digital
Consulting**



2025

Shukran!

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