

Axelerated Solutions Company

May 15, 2025

| Issuer Information | | Shareholders | Pre-IPO | Post-IPO |
|--|---------------|-----------------------------|---------|----------|
| Market | Nomu | Ahmed Abdulaziz Alosaili | 40.0% | 35.7% |
| Book-building Dates | May'15-May'21 | Abdullah Abdulaziz Alosaili | 30.0% | 26.8% |
| Price (SAR) | 27 | Yousef Abdulaziz Alosaili | 30.0% | 26.8% |
| Number of Shares Offered (mn) | 3.0 | Qualified Investors | 0.0% | 10.7% |
| % of Share Capital (Post-IPO) | 10.7% | Total | 100% | |
| Total Share Capital - Pre-IPO (SAR mn) | 25.0 | lotai | 100% | 100% |
| Total Share Capital- Post-IPO (SAR mn) | 28.0 | | | |
| No. of Shares- Pre-IPO (mn) | 25.0 | | | |
| No. of Shares- Post-IPO (mn) | 28.0 | | | |

Financials

| Amounts in SR mn | 2022 | 2023 | YoY (%) | 2024 | YoY (%) |
|----------------------------|-------|-------|---------|-------|---------|
| Revenue | 270.1 | 270.9 | 0.3 | 419.2 | 54.7 |
| Cost of sales | 221.3 | 214.9 | (2.9) | 352.5 | 64.0 |
| Gross profit | 48.8 | 56.0 | 14.7 | 66.8 | 19.3 |
| Operating profit | 39.3 | 40.0 | 1.8 | 48.8 | 22.1 |
| Net Income | 38.1 | 38.8 | 2.0 | 48.7 | 25.5 |
| EPS | 1.52 | 1.55 | | 1.97 | |
| Total Assets | 160.1 | 217.0 | | 297.3 | |
| Total Shareholder's Equity | 85.6 | 120.1 | | 164.1 | |
| BVPS | 3.42 | 4.8 | | 6.6 | |
| Ratios* | | | | | |
| Gross margin (%) | 18.1 | 20.7 | 14.4 | 15.9 | (4.7) |
| Operating margin (%) | 14.6 | 14.8 | 1.5 | 11.6 | (3.1) |
| Net Margin (%) | 14.1 | 14.3 | 1.7 | 11.6 | (2.7) |
| RoAE (%) | 56.3 | 37.7 | (33.0) | 34.3 | (3.5) |
| RoAA (%) | 29.1 | 20.6 | (29.2) | 18.9 | (1.6) |

Peer Company Valuations

| Company | Market Cap (SARmn) | PER (x) | PBV (x) | RoAE (%) |
|---------------------|--------------------|---------|---------|----------|
| Edarat Company | 1,333 | 54.1 | 21.2 | 48.4 |
| AZM | 1,734 | 57.5 | 18.9 | 37.5 |
| Sure Global Company | 670 | 20.1 | 5.5 | 28.3 |
| Median | | 54.1 | 18.9 | 37.5 |

mn, provides integrated IT and telecom services across various sectors. Its offerings include operations management, technical support, data centers, software development, cloud computing, and Al-driven business solutions. The company focuses on enhancing operational efficiency and delivering customized digital solutions for both public and private sector clients. It is offering 3 mn shares (10.7% post-IPO) to the public at SAR 27 per share, implying a P/E ratio of 15.52x. AxS reported a dividend of SAR 0.2 per share for 2024. Net proceeds will be allocated to support its planned expansion strategy, including developing platforms (SR 18mn), investment in technology products (SR 26mn) and working capital financing (SR 36mn).

The company generates revenue from three main segments: computers and hardware, software and licensing, and

Axelerated Solutions for Information Technology (AxS), founded in Riyadh in 2015 with a capital of SAR 25

- The company generates revenue from three main segments: computers and hardware, software and licensing, and managed and professional services. In 2024, the computers segment rebounded strongly to SAR 210.6 mn, more than doubling from the previous year. The software and licensing segment maintained consistent growth, with a 30.1% increase in 2024 supported by rising demand and strong execution. Managed and professional services also expanded steadily, reaching SAR 107.5 mn.
- In 2024, the public sector accounted for 61.9% of total revenue, while the private sector contributed the remaining 38.1%.
- AsX generated 66.4% of its 1H 2024 revenue via achieving project completion progress on 128 notable contracts, compared to 276 in 2023 and 215 in 2022, reflecting a stable pace of contract activity.
- Revenue remains heavily concentrated in the Central Region, accounting for 98.2% of total revenue in the first half of 2024, compared to 98.7% in 2023 and 97.8% in 2022. This concentration highlights the company's strong market presence in the Central Region, though it also reflects limited geographic diversification to date.
- The company plans to expand its operations over the medium term by developing new products or acquiring existing businesses. It also aims to enter additional sectors such as transportation, retail, industry, logistics, and tourism to diversify its client base and reduce reliance on core sectors. This expansion strategy reflects shifting market dynamics and rising demand for digital solutions across industries.
- Regarding peer valuation, we note that similar tech companies on Nomu (Edarat Company, AZM and Sure Global Co.), currently trade at an average TTM PER of 43.9x and P/B of 15.2x. In the case of AsX, the offering price of SAR 27 values the company at a PER of 15.5x and PBV of 4.6x





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