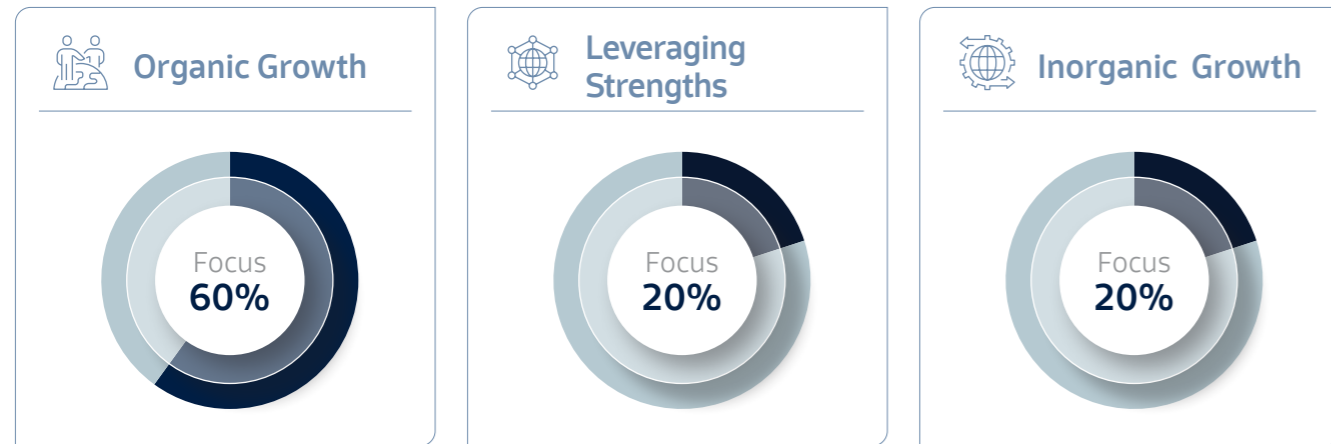


How We're Getting There

Our Vision 2025 Strategy focuses on achieving organic growth by leveraging our core strengths in new markets, introducing new offerings in our existing markets, and pursuing inorganic growth opportunities.

Throughout 2023, our unwavering commitment to fortifying our core businesses — Asset Management, Brokerage, Investment Banking, and Securities Services — remained steadfast in our core market. Simultaneously, we evaluated and strategized the trajectory of other key areas, such as Investment Banking and Securities Services in Saudi Arabia, which are slated for reprioritization in the upcoming year. This deliberate strategic shift positions us advantageously, equipping us to navigate the dynamic business landscape and seize emerging opportunities.

A focal point of our expansion strategy is Saudi Arabia, where we recognize the immense potential for substantial growth. This strategic emphasis aligns with our vision to capitalize on the vibrant opportunities within this key market. While we are shoring up our capabilities and leveraging our strengths to capture new opportunities in Saudi Arabia, we are also enhancing our governance framework through the implementation of enhanced policies and procedures in several areas, leveraging Group capabilities and resources from Bahrain.



Group Structure and Regional Positioning

Central to our revamped organizational framework is the adoption of a comprehensive group-wide organization structure and strategy. This approach empowers each of our operating entities to uphold their autonomy as profit centers, while simultaneously capitalizing on cross-selling synergies and fostering coordinated efforts across the entire organization within the applicable regulatory frameworks. By doing so, we not only bolster operational efficiency, but also ensure strategic alignment, resource optimization, and knowledge sharing, for a seamless path towards the realization of our overarching goals.

SICO is committed to further enhancing our strategic positioning as a regional financial firm to achieve our vision to be the region's partner of choice for innovative and reliable investment solutions. This involves establishing a robust footprint in three of the largest GCC markets where we currently operate and further enhancing our presence in other regional economies either through partnerships or by establishing our presence. Our intensified focus on these three pivotal markets underscores our dedication to establishing a formidable and enduring presence in the region.

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Digital Transformation

In the pursuit of embracing the digital era and driving innovation, our organization has embarked on a series of transformative initiatives as part of our digital transformation journey. These initiatives have been carefully designed to enhance customer experiences, optimize operational efficiency, and foster a culture of innovation within the organization. Leveraging cutting-edge digital technologies such as artificial intelligence, data analytics, and cloud computing, we regularly review, enhance, and streamline our key business processes, enabling faster decision-making and improved agility in responding to market demands.

Furthermore, our focus on customer-centricity has led to the development of digital platforms and solutions that cater to the evolving needs and preferences of our clients, thereby strengthening customer engagement and loyalty. As we continue to invest in digital transformation, we remain committed to driving sustainable growth and delivering long-term value for our stakeholders.

Integrating ESG

SICO has prioritized the integration of Environmental, Social, and Governance (ESG) principles into all aspects of its operations. Last year marked a significant milestone with the launch of our Responsible Investment Policy, a strategic initiative aimed at aligning financial objectives with broader sustainability goals. Recognizing the profound impact that ESG factors can have on the long-term performance of investment portfolios, SICO has embraced a proactive approach. By incorporating ESG criteria into its investment processes, we have not only demonstrated a commitment to ethical practices but also gained a comprehensive understanding of potential risks associated with issues such as sustainable development, climate change, and the global transition to more inclusive economies.

Key Business Objectives

By aligning our operations and initiatives with these strategic goals, SICO aims to become a leading GCC financial institution that delivers value to our clients and stakeholders.

Asset Management

Our Asset Management division is reinforcing our presence and value proposition in the Kingdom by recruiting talent and launching new funds for increased visibility of our consistent performance. We are strategically emphasizing the growth of high-margin businesses such as real estate and equity to achieve our AUM target with favorable margins, while continuing to offer our money market and fixed income offerings to ensure that our clients can benefit from our multi-asset offerings depending on market conditions.

Brokerage

To advance our goal to become a top regional broker, SICO has strategically reinitiated a regional marketing effort in conjunction with our comprehensive research initiatives. Given our direct presence in core regional markets and extensive research coverage, SICO wants to amplify the visibility and positioning as a leading broker.

Investment Banking

Our Investment Banking team have solidified our position in Bahrain with focus on private and public markets and M&A activities. SICO wants to leverage its experience and expertise to build advisory capabilities in Saudi Arabia, with the goal of teaming up on cross-border transactions to leverage synergies between the two markets and the wider region.

Wealth Management

SICO is building a comprehensive wealth management platform to further broaden our service offerings to a growing client base and meet their demands by ensuring diversified asset allocation as per varying market conditions. We are keen to offer these services in all our current locations, however, the initial phase will focus on Bahrain, to take advantage of our core base.

Securities Services

To streamline operations, we are establishing Bahrain as the operational hub, with business presence in Saudi and later in the UAE, meeting regulatory requirements while ensuring operational efficiency and enhanced service offerings.

Technology

Our technology strategy revolves around streamlining group infrastructure and security measures. Additionally, we are investing in data warehousing and management to enhance our capabilities in handling and leveraging data for informed decision-making.