



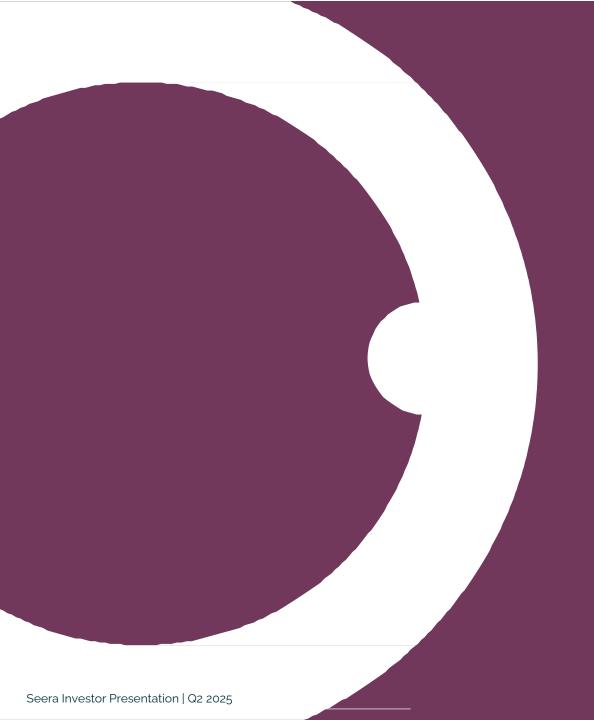
Investor Presentation

EFG Hermes 11th Annual London Conference

10th–11th September, 2025

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Seera Group: Board Update

Seera Group Strategy Remains on Track



Background

Resignations

Four members of the Board of Directors have resigned including the Chairman, Eng. Muhammad Al-Khalil.

Three members remain committed on the Board today:

- Mr. Abdullah AlDawood (former Managing Director)
- Mr. Ahmed Samer Al-Zaim (Vice Chairman), and
- Mr. Hamza Khushaim (Independent Board Member)
- 26th August, 2025

Opening of candidacy for four vacant memberships in the Board of Directors.

October 2025
 Shareholders to vote for new members, after which a new Chairman will be appointed.

Key Highlights

Remaining Board members are committed to the announced valueunlocking strategy:

 The November 2023 value-unlocking strategy remains the Group's roadmap, with the remaining Board members committed to capital returns through treasury share cancellation and a new buyback program to be executed in line with regulatory requirements.

Management teams are aligned with the remaining Board members:

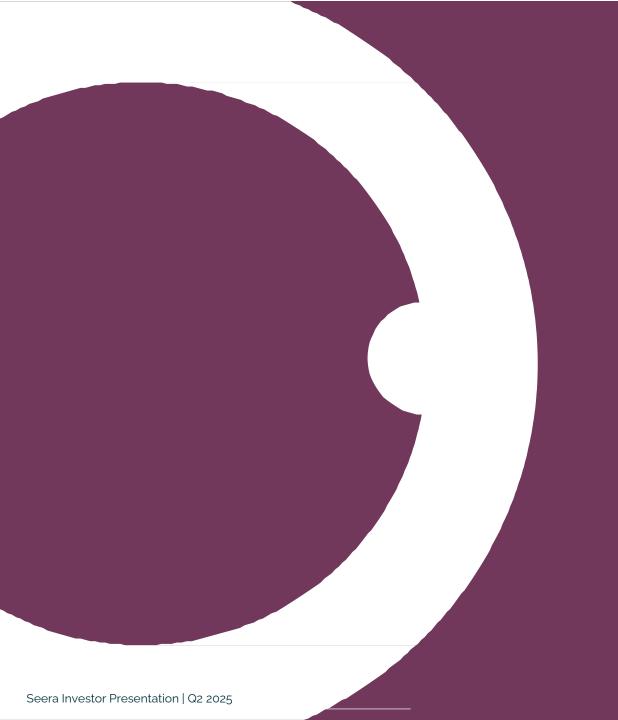
 Management and the Board are fully aligned, with focus on accelerating key initiatives within the communicated timelines, including the Almosafer listing.

Business operations are continuing without disruption:

• Subsidiaries remain stable with no impact on daily operations; Seera's Board engagement is centered on long-term strategy so financial and operational performance remains unaffected.

Financial strength is evident:

• Q2 2025 results highlighted strong underlying operational performance and growth across core business segments.



Seera Group: Strategy & Financials

A future focused on portfolio monetization and shareholder returns



2017-2019

- Launched Transformation Programme
- Investment in Almosafer & Lumi

2019-2023

- Successful restructuring of portfolio
- Emergence of market leaders
- Growth post-COIVD:
 reshaped legacy travel
 business into
 Almosafer, listed Lumi
 Rental, executed
 M&As to drive
 Portman growth

2024+

- Monetizing portfolio assets through various avenues
- Deleveraging the balance sheet to improve financial stability
- Pursuing new investment opportunities with a minimum IRR of 15%.
- Improving shareholder returns (share buy-back)

Strategy Pillars



Operate as an engaged investor and steward of companies, governing with strong influence and expertise



Build & maintain an attractive, unique portfolio that offers longterm and sustainable total shareholder return



Adopt long-term capital strategies to deliver continuous appreciation of Seera's intrinsic value

Seera Group continues to unlock value for shareholders through a growing and unique portfolio













Travel Platform

Strategic, Core

Value Creation

Presents an attractive

listing opportunity in the

short term

SAR 7,513 mn (51%)

SAR 948 mn (23%)

SAR 68 mn (7%)

Car Rental

UK-based Travel Investment

Portfolio relevance

Development stage

Development plan

Net Booking Value¹

Revenue¹

EBITDA¹

Strategic, Core

Value Realization

Seera to continue as a major shareholder in the future

SAR 1,550 mn (11%)

SAR 1,550 mn (38%)

SAR 703 mn (72%)

Strategic, Non-core

Value Creation

Partially or fully exit through an appropriate divestment mechanism

SAR 5,193 mn (35%)

SAR 1,112 mn (34%)

SAR 139 mn (14%)

Non-strategic, Non-core

Optimize to Exit

Divestment under optimal conditions as key source for capital allocation

SAR 200 mn (1%)

SAR 200 mn (6%)

SAR 66 mn (7%)

Strategic / Nonstrategic, Non-core

Maximize value, focused on investments with sustainable cash flow generation

NA

NA

INA

NA

¹ Based on FY 2024 data, including % of the Group's results, using Adjusted EBITDA excluding one-off impairments Seera Investor Presentation | Q2 2025

Capital allocation strategy focused on maximizing free cash flow per share, with continued progress in optimizing the capital structure





Deleveraging the balance sheet

Minimize balance sheet debt and prioritize financial stability given the volatile interest-rate environment

Deleveraged the corporate holding's balance sheet



New investment Opportunities

Target opportunities offering at least a 15% Internal Rate of Return (IRR) to sustain value creation throughout the Group

Invested in a real estate fund to develop Kayanat Central, a mixedused office development in Riyadh



Share buy-back program

Executed a share buy-back program for up to 8.8% of outstanding shares to improve shareholder returns

Completed the approved share buyback program on May 29th, repurchased **7.97% of outstanding shares**, representing 23.9 million shares with a total cost of # 564 Mn

Strong revenue generation translated into accelerated earnings growth



1H 2025 ^

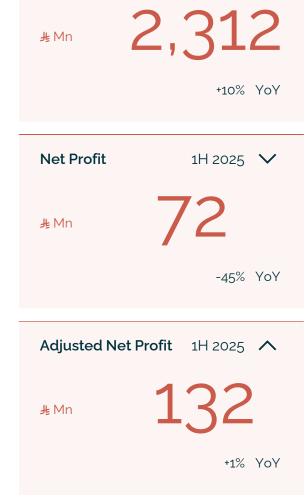
Key H1 2025 Highlights

- NBV growth driven by strong performance across Almosafer, Lumi, and Portman.
- Revenue increased driven by strong results in the car rental segment, travel platform, and a UK travel investment.
- EBITDA dynamics improved, supported by healthy contributions by Almosafer and Lumi car rental segments.
- Adj. Net profit stood at # 132 million, reflecting strong operational performance and effective cost management.
- The net debt to equity ratio stood at 0.15x.
- Strategic focus remains on optimizing asset portfolio, pursuing rigorous capital allocation strategy enhancing future shareholder returns.

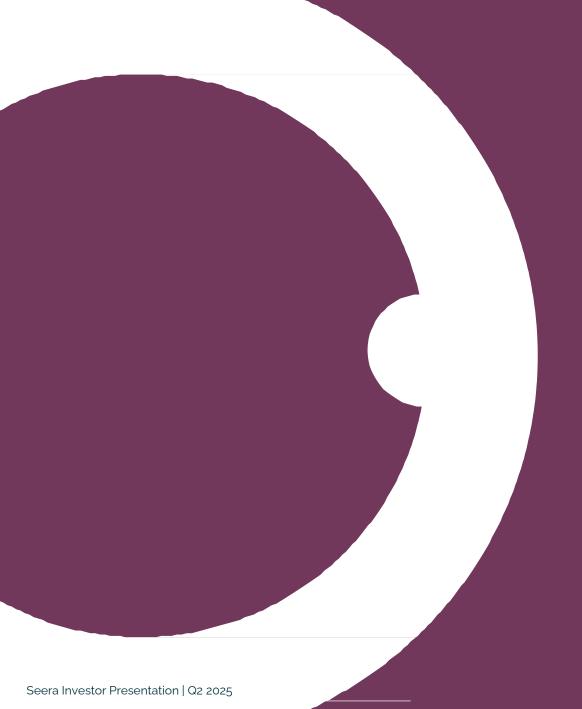




NBV composition (%)



Revenue



Almosafer: Business Updates

Almosafer is a fully-fledged travel platform matching travel supply and demand in the region



Non-exhaustive

SUPPLY

Regional and Global Reach



Largest travel partner for the top 10 regional carriers from KSA



1M+ Hotels 26+ Global Chains 18k+ direct hotel connectivity



6k+ Transportation providers

Almsafer

Transport



700+ activities via marketplace in KSA



Global network of 300+ DMCs and other service providers

TRAVEL PLATFROM



DEMAND

#1 B2C & B2B Travel Community in the Region

Present in KSA. UAE. Kuwait and others 1.4M+ Active Customers 99M+ Online Sessions Consumers









..160+ clients

Corporate & Government clients

















Top Inbound Source Markets



Travel Partners

Note: All figures as of 31st December, 2024

The travel platform is built on an asset-light and scalable business model serving tourist flows to, from and within Saudi Arabia







Consumer Travel

B2C | Leisure & Religious | Outbound & Domestic | KSA, UAE, Kuwait & others



Business Travel

B2B | Business | Outbound & Domestic | KSA



Hajj & Umrah

B2B | Religious | Inbound | KSA



Destination Management

B2B | Leisure & MICE | Inbound & Domestic | KSA



Distribution

B2B | Leisure & Others | Inbound | Global

Unified sourcing and distribution

Shared data infrastructure for market intelligence, customer insights and demand aggregation

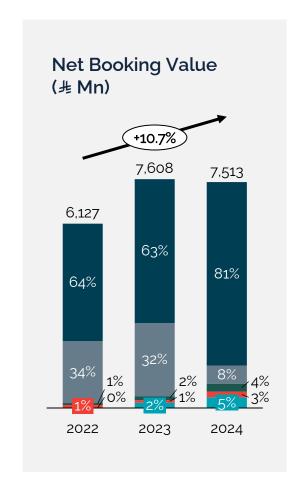
Highly performant tech platform to enable scale and connectivity with suppliers & distributors

Proprietary Arabic content for localized product descriptions, reviews, images, etc.

Large and growing travel market

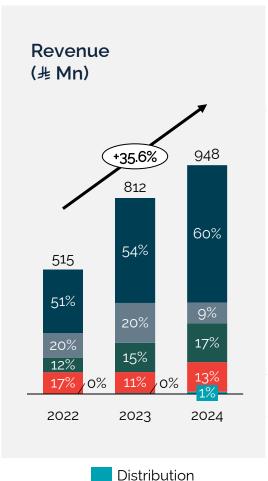
Between 2022-2024, Almosafer demonstrated consistent profitable growth, despite the impact of changes in government travel policies in 2024



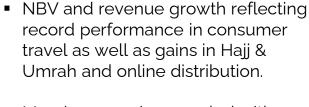


Consumer Travel Business Travel Hajj & Umrah

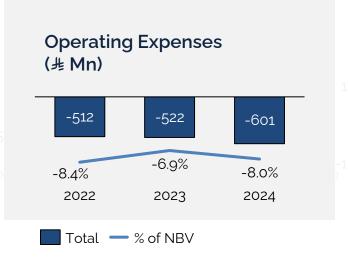
Destination Management







 Margin expansion coupled with operating expense control resulted in growing and positive EBITDA in FY 2023-2024.

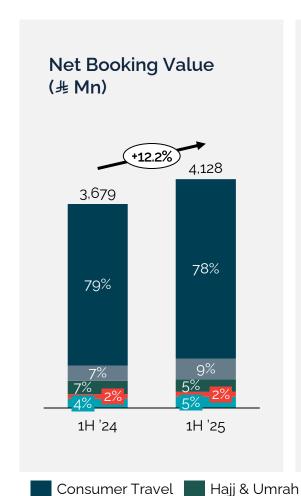


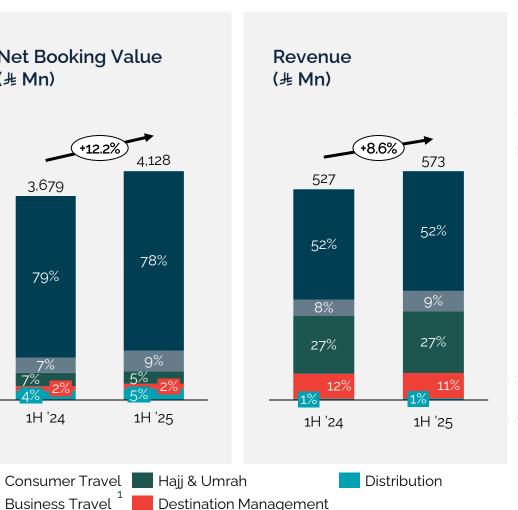


Note: In 2024, the Ministry of Finance issued new directive shifting government air travel bookings from travel agencies to the Ministry's EXPRO system, which directly coordinates with Saudia Airlines, excluding agents from the booking process.

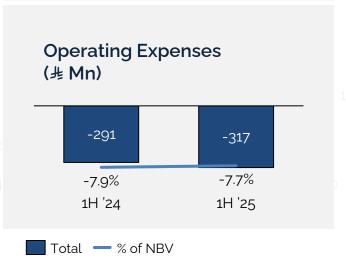
Positive momentum continued in H1 2025, record NBV and EBITDA reported in Q2 2025 driving strong year-to-date results



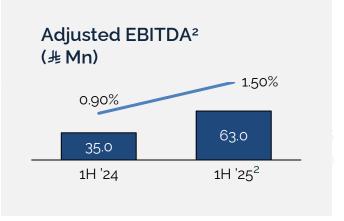








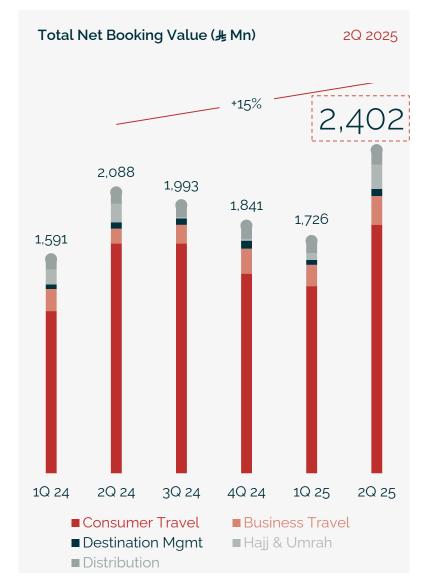
- NBV and revenue growth supported by peak demand in consumer travel, continued growth in business travel, and strong delivery of Haji packages in Hajj & Umrah.
- EBITDA growth driven by streamlined marketing expense and emerging operating leverage effect as the business scales up.

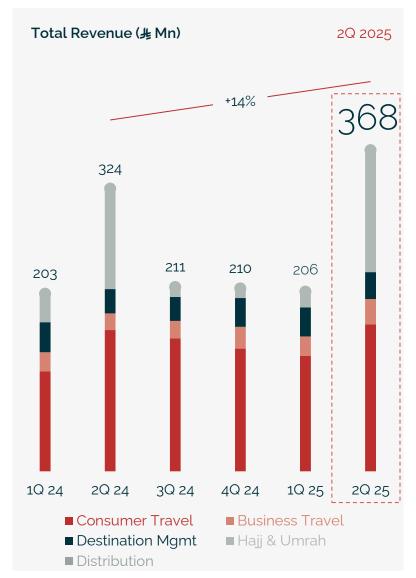


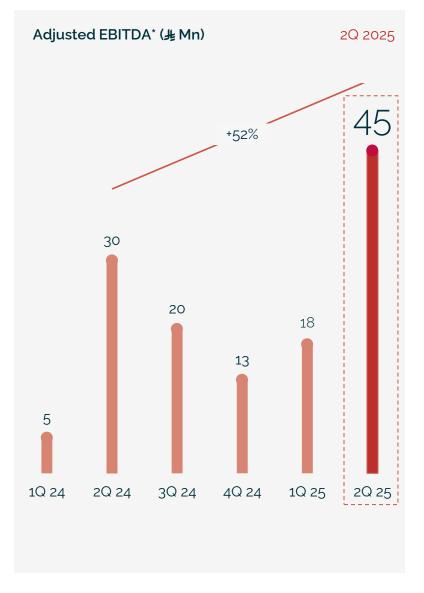
^{1.} In 2024, the Ministry of Finance issued new directive shifting government air travel bookings from travel agencies to the Ministry's EXPRO system, which directly coordinates with Saudia Airlines, excluding agents from the booking process. 2. Almosafer launched a new division within the Hajj & Umrah business line by entering into a five-year accommodation lease agreement with a local operating partner to secure a consistent supply of Makkah hotel room inventory, due to accounting treatment, a one-time income of # 17Mn was recorded in Q1 2025.

Q2 2025 marks highest quarterly performance across key financial metrics









^{*} Adjusted for one-off items

Almosafer Travel Platform: achievements across business segments



Expanding topline



#1 Top of Mind awareness among OTAs in KSA with the activation of the Al Hilal Club sponsorship

Consumer Travel

In KSA, **8.6%** growth in key **outbound destinations** and **8.5%** growth in **domestic**



Business Travel

36% growth in booking value from new government non-air and corporate travel accounts

Activated Fly Khiva airline as general sales agent



Destination Management +3.2K trips and +68.9K pax served for Talemia's school trips initiative since inception

Increasing margin



Consumer Travel

New add-ons including activities and ad-sales revenue increased by **129**% year-on-year at margin (as % of booking value) of **64**%



Hajj & Umrah

Entered into managed hotel agreement in Makkah with a local operating partner



Distribution

Grew accommodation API offerings for **11 new** customers

Almosafer remains on track to achieve # 12 Bn in booking value by FY 2027, generating EBITDA between 1.8%-2.0% of booking value



Mid-term Guidance			
	FY '24 Actuals	FY '27 Guidance	CAGR FY '24 - FY '27
Booking Value (<u></u> Bn)	7.5	12 Consumer Travel will contribute ⅓ 9 Bn to booking value	17%
EBITDA Margin (as % of NBV)	0.9%	1.8% - 2.0%	0.9 – 1.1 ppts
EBITDA (州 Mn)	68	216 - 240	47% - 52%

Growth Drivers

- Maintain competitiveness in air products & expand add-on travel offerings
- Increase direct hotel supply in key managed markets for pricing & availability advantage
- Maximize indirect revenue
- Deepen collaboration with tourism partners (e.g. tourism boards, loyalty programs, government initiatives)
- Increase digital adoption and innovation.

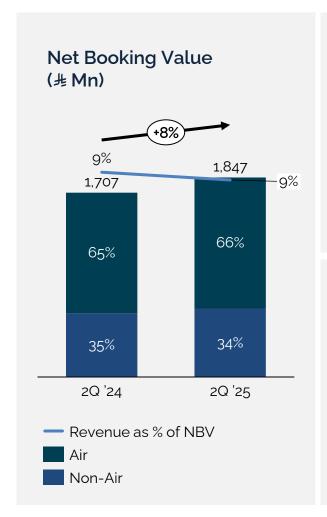
Given the resilient performance of the travel platform, Seera Group maintains its decision to target listing of Almosafer in the short-term.



Consumer Travel

Consumer Travel continues to deliver record NBV year-on-year, driven by high-margin growth, organic demand and a strong partnerships network





Retention Rate

(% of returning customers in 12month rolling window)

42.4%

In 2Q '25

Unpaid Share

(% of bookings from organic or direct channels)

85%

In 2Q '25

Customer Acquisition Cost¹

SAR38

In 2Q '25

Net Promoter Score

(collected by communication to customers post trip completion)

52

In 1Q '25

Key Partnerships Loyalty Programs



Tourism Boards













Non-exhaustive

Banks













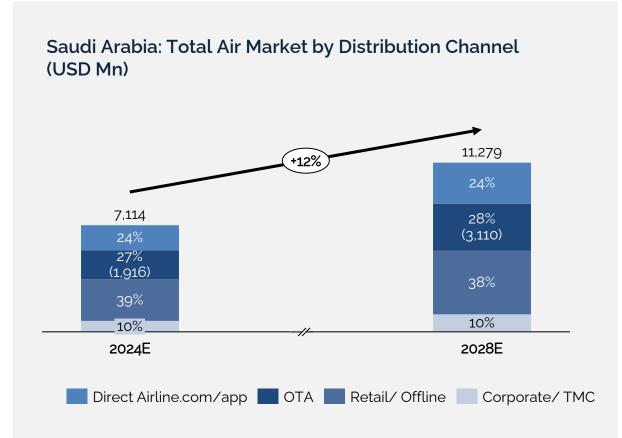


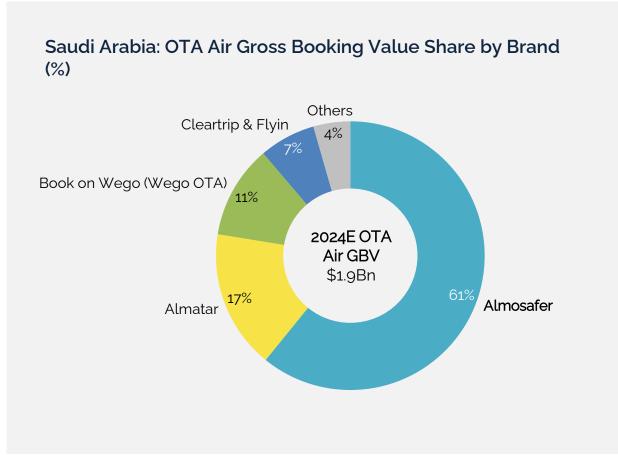
21

^{1.} Customer Acquisition Cost calculation has been adjusted, 1Q 2025 figure is SAR 29.

Almosafer is the largest air OTA player in Saudi Arabia and the entire GCC region

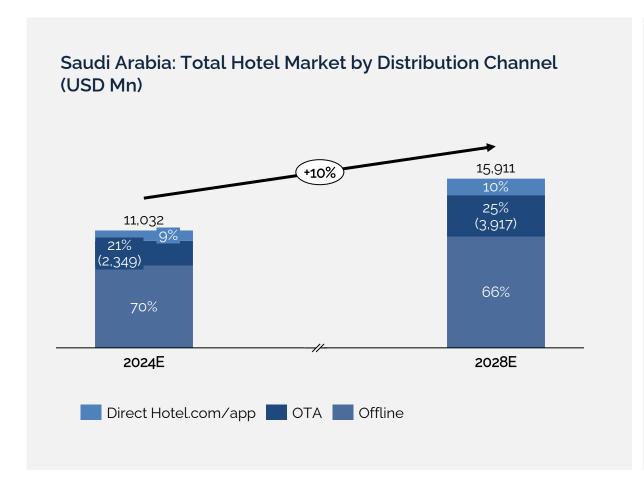


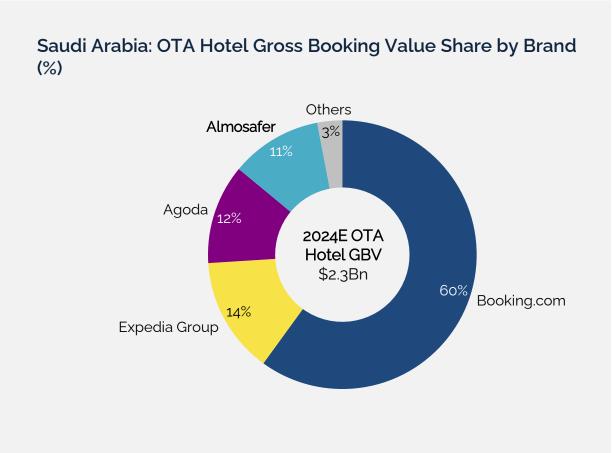




Almosafer is a homegrown player among dominant global OTAs in the hotel segment





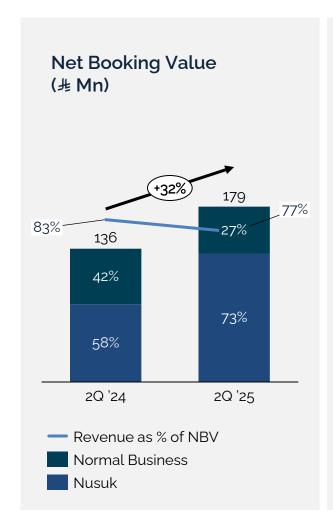




Hajj & Umrah

Hajj & Umrah experienced a delay in Nusuk platform bookings due to Hajj visa quota changes in the upcoming season; recovery expected in Q2 2025

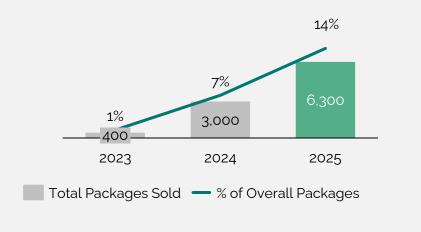




Nusuk Hajj



- Government platform to distribute Hajj packages to ~45k pilgrims from 126 countries
- Mawasim received the 1st place award among 10 service providers in the 2024 Hajj season



Nusuk Flights



- Integrated Almosafer's flight booking capabilities with the Nusuk Hajj platform in 2024
- Provided flexibility for pilgrims to book from multiple flight options instead of predetermined package flights

Confirmed Tickets

17.6k

In Hajj 2025

Countries of Origin

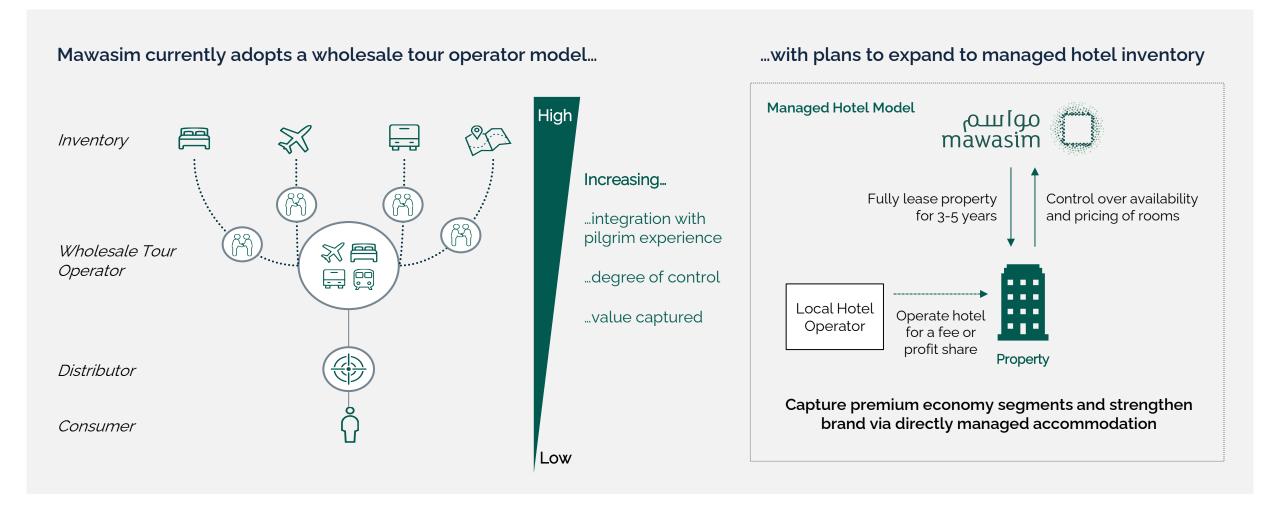
89

In Hajj 2025

Note: Revenue as % of NBV shift reflects changes in recognition of principal vs. agent revenue.

Mawasim is considering a shift to managed hotel inventory to enhance margins and control distribution in Makkah's constrained hotel market

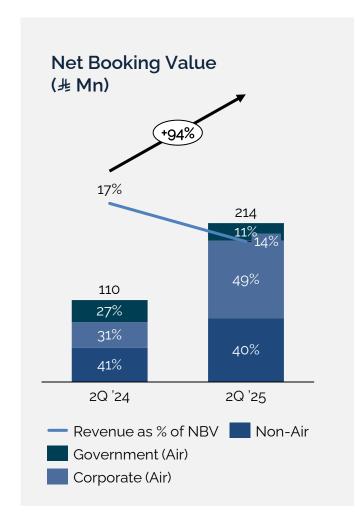


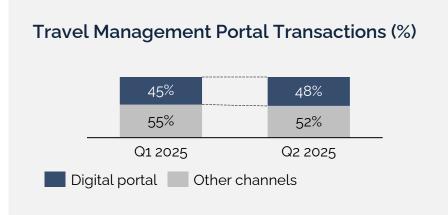


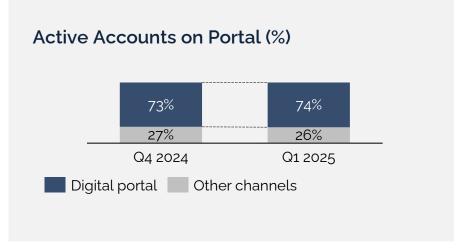


Business Travel

Business Travel has grown corporate accounts and non-air bookings post shift in government travel regulations, enabled by a dedicated digital booking portal







Client Acquisitions

Tapping into new markets via strategic partnerships with regional HR management platforms



menaitech*

Supports over 4,000 clients with 350,000 employees Supports over 2.9 million clients in the Middle East

Will continue securing high-value accounts including PIF and semi-government accounts

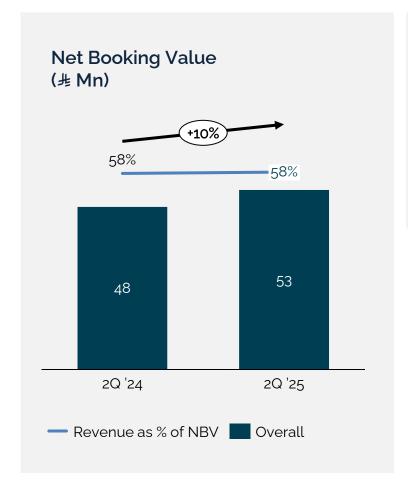
Note: In 2024, the Ministry of Finance issued new directive shifting government air travel bookings from travel agencies to the Ministry's EXPRO system, which directly coordinates with Saudia Airlines, excluding agents from the booking process.



Destination Management

Destination Management's growth is driven by tourism projects and continued support of MICE-related travel



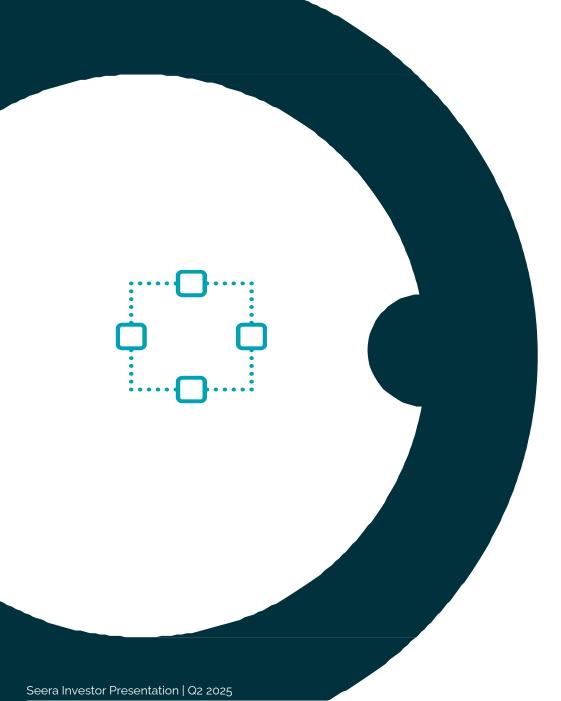








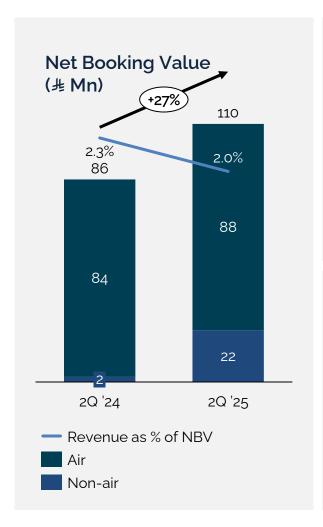
Note: Revenue as % of NBV shift reflects changes in recognition of principal vs. agent revenue.



Distribution

Distribution is expanding through the deployment of multiple distribution models tailored for different travel partners and markets





Air GDS Model



Extending GDS flight access to independent travel agents

Air API Connectivity



API enabled access to Almosafer's directly sourced flights

Hotel API Connectivity



API providing access to select accommodation content

Embedded Travel Services



Embedding travel booking capabilities on 3rd party online platforms (B2B2C)

B2B Portals



Providing partners with access to self-service booking portals

Activities Marketplace



JV with Klook to distribute things-to-do in KSA and Globally

Note 1: GDS stands for global distribution system.

Note 2: Technical updates to hotel API connectivity impacted FY 2024 non-air booking volume.



Technology & Al

Almosafer Travel Platform: prioritizing AI innovation to address key priorities





Enhance customer experience



Improve efficiency and productivity



Al experiments currently being scoped, developed and tested

Al Proof of Concepts



+100

10

Validated for potential value and currently live in the business



Optimize revenue streams

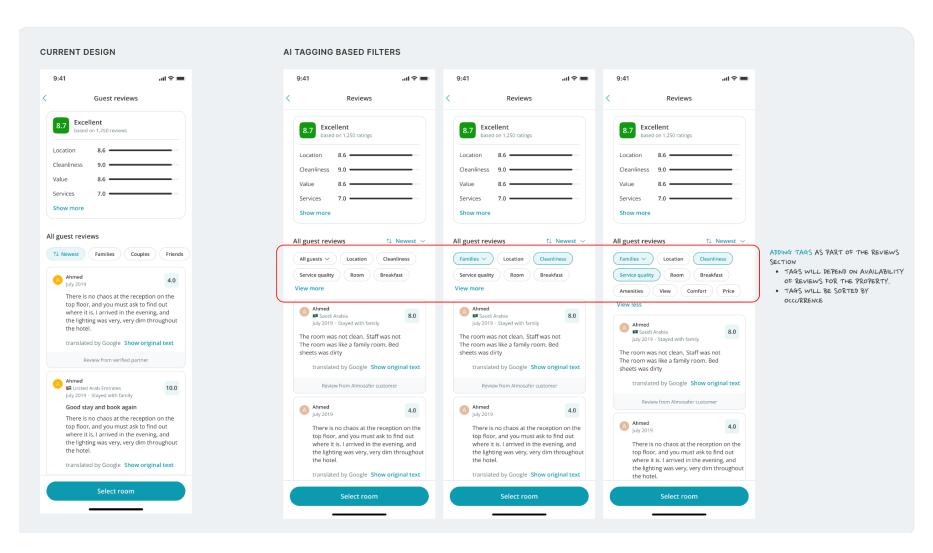


Enable better decisionmaking

Example 1: Hotel review tagging, filtering, and translation



Categorizing and tagging reviews for users to access the most relevant information, helping them make faster and informed decisions



Initiative is live.

Reviews interaction

+12%

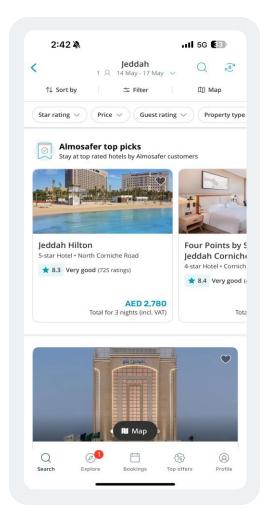
Conversion Rate

20%

For customers that interact with reviews

Example 2: Hotel dynamic carousel

Building a model that will dynamically decide which hotels to be displayed based on each personalization



Initiative is live across 9 cities.

Carousel interactions

+2.2%

Conversion Rate

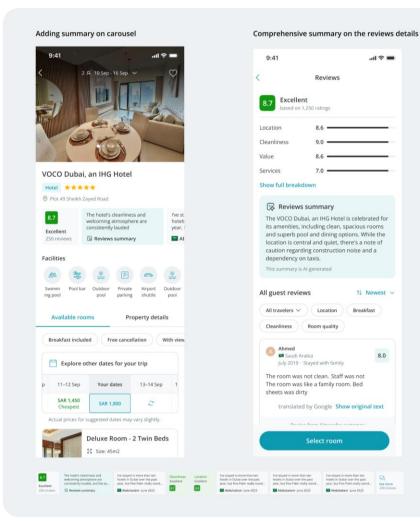
8.2%

For customers that interact with carousel

Example 3: Hotel reviews summarization



Summarizing all valuable reviews into concise, actionable summaries, helping users make faster and informed decisions



Initiative is live.

Conversion Rate

7%

For customers interacted with reviews

Additional Examples



Marketing content and spend



Example 4: Search engine marketing (SEM) bidding

Predict the proper keyword bidding value and distribute SEM budget among the Ad Groups to improve marketing optimization

Initiative is live.

10%

of additional GBV with the same marketing budget

Example 5: Marketing content generation

Initiative is in pilot phase.

Leverage AI to generate (text, image, and videos) specific to Almosafer tone and audience to improve productivity and enhance quality

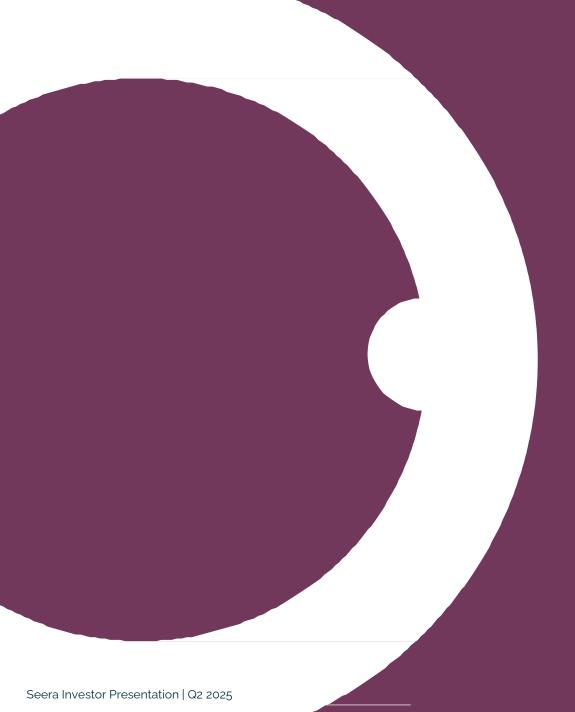
Productivity and efficiency



Example 6: Non-air fulfillment agent copilot

Build an AI-powered co-pilot that assists fulfilment agents by automating certain tasks to enhance productivity and customer experience. Initiative is in pilot phase.

75%Of non-critical cases were automatically closed



Other Business Segment Updates

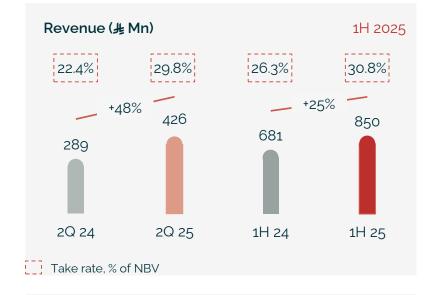


UK-based Travel Investment: financial performance

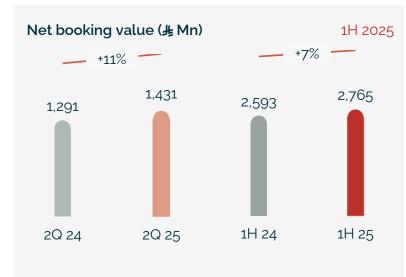




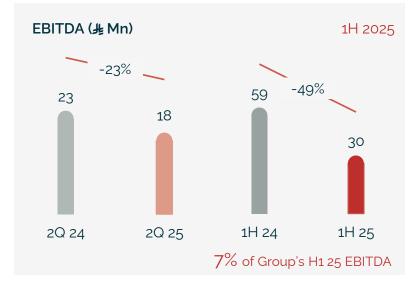
 Portman Travel Group encompasses some of the most well-established travel brands in UK and Europe travel sector, including Clarity, Elegant Resorts and Destination Sports Group.











Portman Travel Group: business performance metrics







2.4mn Number of business trips managed +11% vs H1 2024

6th largest TMC in UK Flat from H1 2024

86% % online booking rate +8% vs H1 2024

38% % of spend on hotels +1% vs H1 2024 ELEGANT RESORTS



92.1k Average Order Value +9% vs H1 2024

2.9k Number of trips
+12% vs H1 2024

62% Retention Rate
+2% vs H1 2024

17% Growth in revenues related to the Middle East

Middle East is 8% of revenue



41.3K

Number of travelers +39% vs H1 2024







1,642

Number of Events Delivered +14% vs H1 2024

7,948

Number of travelers booked for Lion's Rugby Tour







Lumi Rental

Car Rental: financial performance



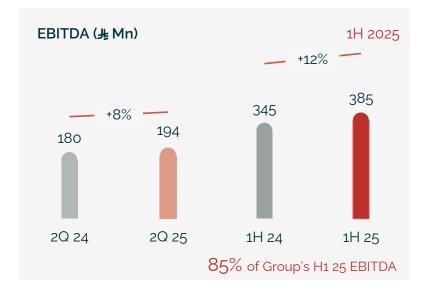






- Lumi Rental Company is a leading car rental and lease provider in the Kingdom of Saudi Arabia.
- Solid growth and market leadership
- Highly successful IPO in September 2023, listing 30% of the company on Tadawul
- Strong operational capacity and high EBITDA margins
- Balanced and sustainable business model



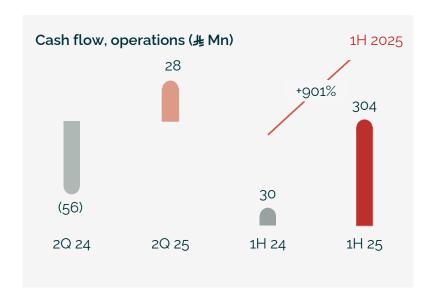


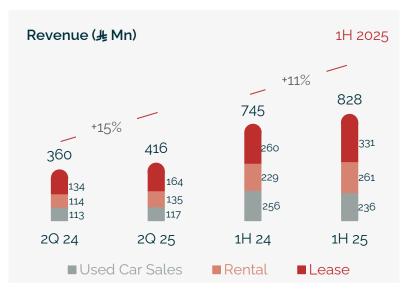
Car Rental: business performance metrics

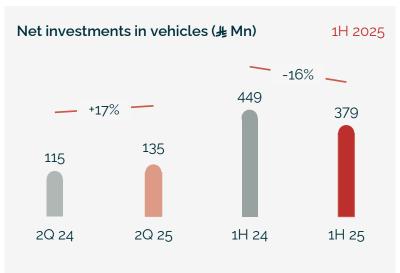


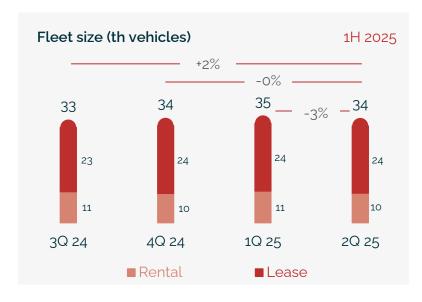


 The Kingdom's top vehicle rental and leasing business















Hospitality

Hospitality: Q2 25 performance affected by a shift in Ramadan seasonality



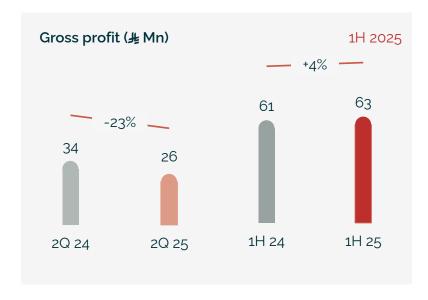


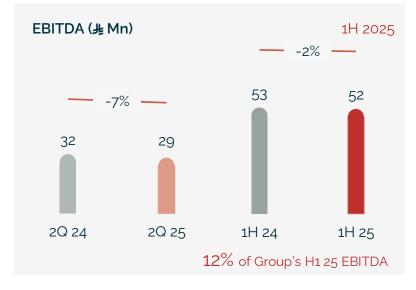


- Seven hotels, including Sheraton Jabal Al Kaaba (Makkah), three unbranded Makkah properties, and three CHOICE Hotels International brand locations
- Seera continues to execute its capital allocation strategy that includes targeted divestments of hospitality and real estate assets.









Hospitality: softer demand weighed on business performance metrics



Q2 2025



Room Nights Sold

50.0k

-24% vs Q2 2024







Operational Room Keys

2,055

-10% vs Q2 2024



Revenue Per Available Room

非381

-12% vs Q2 2024



Occupancy

67%

-8 ppts vs Q2 2024



Average Daily Rate

-1% vs Q2 2024



Appendix



Portman Travel Group operates three specialist business lines: business travel, sports travel and luxury leisure travel









Blending innovative tech with human expertise. Getting people where they need to be, safely, securely and in the most sustainable way possible.



Sports Travel

Sets the global standard in sports travel, offering our partners a tailored approach and best-in-class solution via seven market leading divisions





Luxury Leisure Travel

Multi-award-winning, pioneering luxury leisure brand, catering to affluent clientele seeking unparalleled personalisation and minute attention-to-detail.

Portman Travel Group at a Glance



3 Divisions & 15 Brands

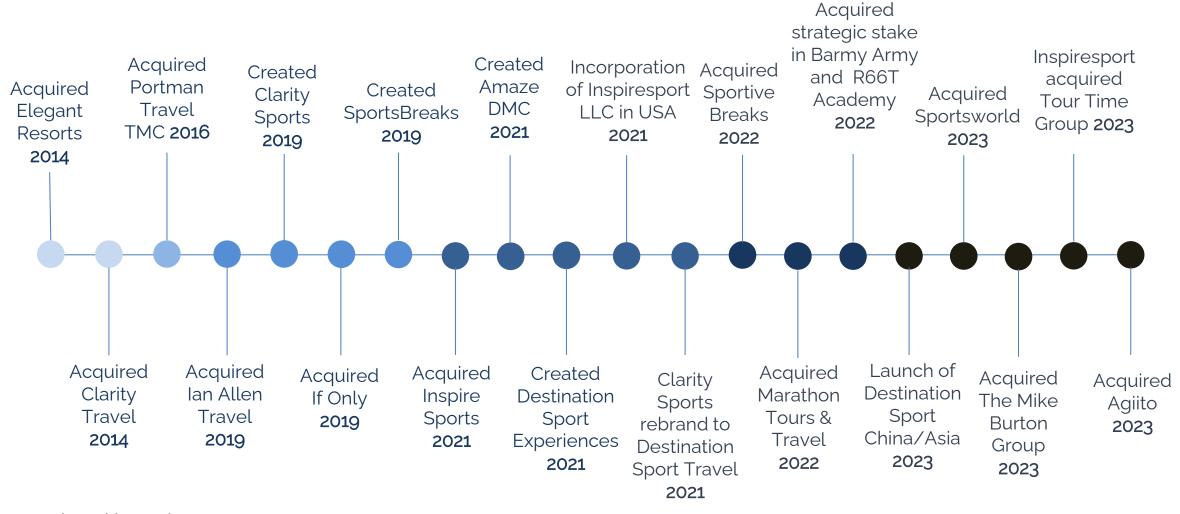
120,000 room nights; 65,000 flights & 140,000 rail bookings per month **£1.1bn** Turnover

>100 professional sports clubs & organisations **1400** Employees

Global presence across Europe, USA, Caribbean, Oceania & Asia

Our Journey So Far





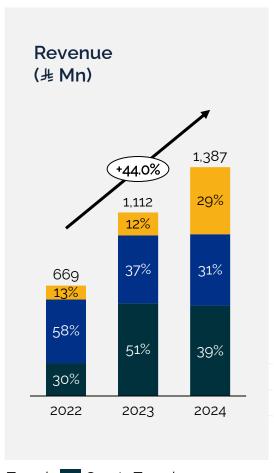
Total Booking Value

2014	2016	2019	2021	2022	2023	2024
£160m	£280m	£502m	£126m	£452m	£688m	£1,100m

Portman's growth reflects both the increased business scale and strategic acquisitions in business and sports travel



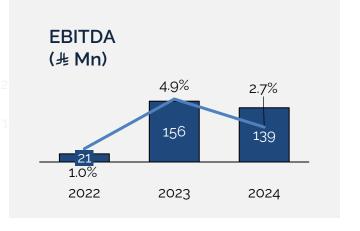






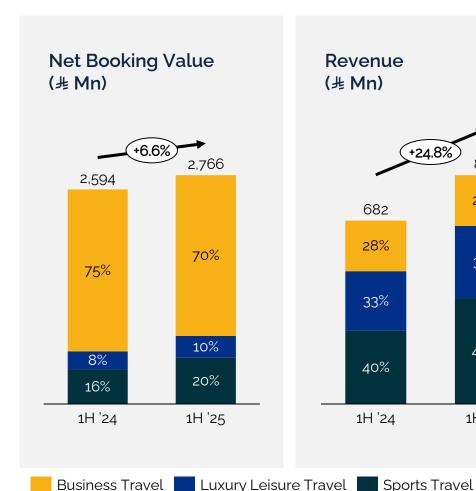


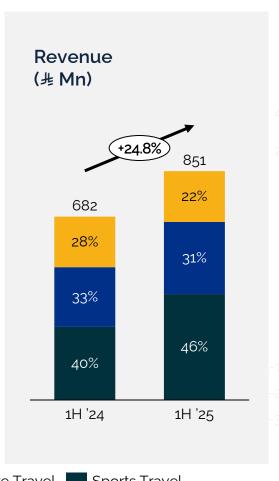
- NBV growth reflects both the increased business scale and acquisitions of Agiito and Mike Burton Sports.
- EBITDA fell primarily due to higher costs associated with acquisitions expected to normalize over the course of integration of acquired assets.



In H1 2025, Portman delivered solid growth, reporting SAR 2.8bn booking value, EBITDA to improve as synergies realized



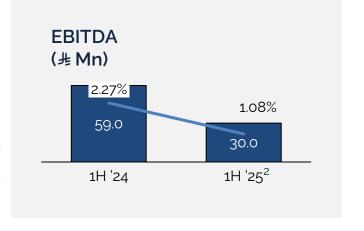








- Strong NBV performance in Q2 driven by the Sports Travel segment and Luxury Leisure Travel division
- EBITDA decline reflect costs related to the global expansion of the Sports Travel division - expect profitability to improve as integration synergies are derived, and operational efficiencies begin to transpire across the portfolio



Seera Investor Presentation | Q2 2025

Total — % of NBV



Business Travel

clarity

Transient and M&E



ClarityGo & MeetingsPro

Market Consolidation



Synergies to Come

Portman Travel Group: Business travel





2.4mn Number of business trips managed +11% vs H1 2024

6th largest TMC in UK Flat from H1 2024

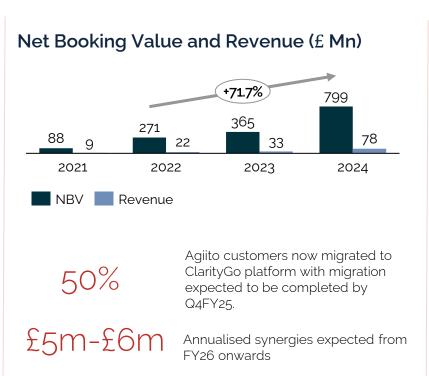
86% % online booking rate

+8% vs H1 2024

38% % of spend on hotels
+1% vs H1 2024

Of FTSE 100 companies are clients whilst we also support HMRC and Crown Commercial

Services





- Best in class in-House Propriety software
- All Clarity Customers migrated in Q1 '25 with Agiito due to be completed in H2 '25





Sports Travel



Organic Start Higher Margin

Professional Clubs

Worldwide DMC

Huge range of Sports

Exclusive Partnerships

Portman Travel Group: Sports travel





41.3K

Number of travelers

+39% vs H1 2024







1,642

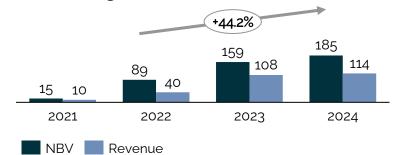
Number of Events Delivered +14% vs H1 2024

7,948

Number of travelers booked for Lion's Rugby Tour



Net Booking Value and Revenue (£ Mn)



Proven track record of acquiring and integrating complimentary businesses

International growth

- 68% Revenue from UK (H1FY24: 72%)
- 7% revenue from Europe (H1FY24: 6%)
- 10% of Revenue from USA (H1FY24:5%)
- 15% of revenue from ROW (H1FY24: 17%)
- Services provided in 114 countries from 7 global offices
- 99 employees out of 396 work internationally including 49 in the US

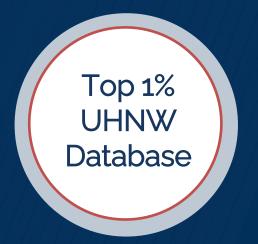


Luxury Leisure Travel

ELEGANT RESORTS

Ultra Personalised

£1m Supplier Revenue



Top Hotel Brand Relationships



Growth Opportunities

Portman Travel Group: Luxury leisure travel



ELEGANT RESORTS



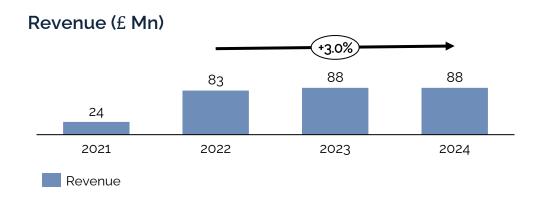
92.1K Average Order Value +9% vs H1 2024

Number of trips 2.9k +12% vs H1 2024

Retention Rate +2% vs H1 2024

17% Growth in revenues related to the Middle East

Middle East is 8% of revenue



3% 3-year revenue CAGR post COVID



Financial results benefited from increased travel demand and efficiency improvements in key business segments



业 Mn	H1 2025	H1 2024	YoY % Change	Q2 2025	Q2 2024	YoY % Change
Net booking value	7,856	7,332	+7%	4,305	3,898	+10%
Revenue	2,312	2,106	+10%	1,208	1,028	+17%
Cost of revenue	(1,394)	(1,212)	+15%	(761)	(594)	+28%
Gross profit	919	894	+3%	446	434	+3%
Operating expenses	(751)	(712)	+6%	(379)	(360)	+5%
Operating profit	149	223	-33%	60	110	-45%
EBITDA	453	482	-6%	206	246	-16%
Adj. EBITDA	513	482	+6%	267	247	+8%
Net finance cost	(72)	(84)	-14%	(38)	(41)	-6%
Zakat & income tax	(12)	(11)	+7%	(4)	(2)	+104%
Net profit	72	131	-45%	19	70	-72%
Adj. net profit	132	131	+1%	79	70	+13%
Earnings per share	0.14	0.34	-59%	0.01	0.18	-94%
Gross Profit Margin	39.7%	42.5%	-2.7 ppt	37.0%	42.2%	-5.3 ppt
Adj. EBITDA Margin	22.2%	22.9%	-0.7 ppt	22.1%	24.0%	-1.9 ppt
Adj. Net profit Margin	5.7%	6.2%	-0.5 ppt	6.6%	6.8%	-0.3 ppt

Strong balance sheet and prudent financial policy as shown by modest leverage



业 Mn	Q2 2025	Q1 2025	QoQ % Change
Property, plant & equipment	5,036	5,121	-2%
Assets under construction and development	518	505	+2%
Investments	427	425	+1%
Trade & other receivables	1,821	1,628	+12%
Other	3.779	3,594	+5%
Total assets	11,581	11,273	+3%
Total non-current Liabilities	1,577	1,477	+7%
Total current liabilities	3,670	3,409	+8%
Total liabilities	5,247	4,886	+7%
Total equity	6.334	6,387	-1%
Debt to equity	31.0%	28.4%	+2.6 ppt

Improved cash position in H1 2025 driven by strong cash flow and asset disposals

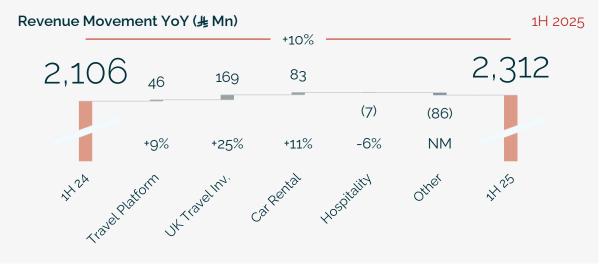


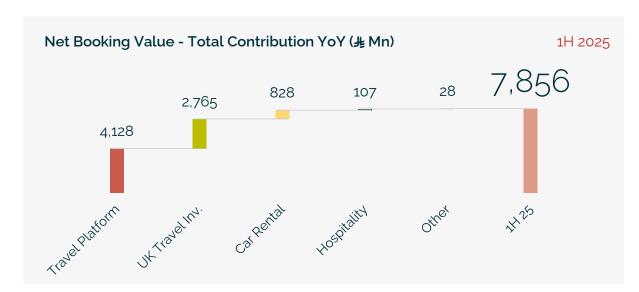
业 Mn	H1 2025	H1 2024	YoY % Change
Profit for the period	72	131	-45%
Depreciation	263	229	+15%
Net book value of vehicles disposed	234	235	-0%
Net finance cost	72	84	-14%
Other	65	33	+96%
Operating CF before working capital	706	712	-1%
Working capital	(121)	(408)	-70%
Cash flows from operations	585	304	+92%
Cash flows from operations, net	99	(275)	-136%
Cash flows from investments, net	162	441	-63%
Cash flows from financing, net	(89)	(20)	+348%
Net changes in cash over the period	172	146	+18%
Cash & equivalents, beginning of period	690	586	+18%
Cash & equivalents, end of period	845	718	+18%

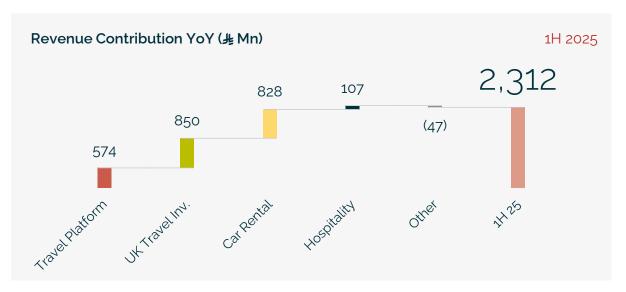
Total NBV and revenue growth driven by travel and car rental businesses...





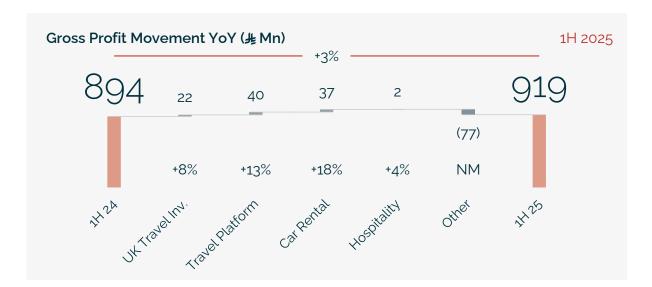


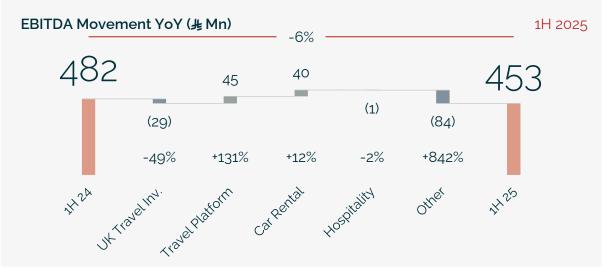




...also supported gross profit and EBITDA expansion













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