

H1 2025

Investor Presentation



Creating values for our communities

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Corporate data

Head Office: Riyadh, Saudi Arabia

Organized: 2006 and listed 2008

Paid-in Capital: 800,000,000 SAR

Total Number of Shares Issued: 80,000,000 SAR

Ticker Code on Saudi Stock Exchanged “Tadawul”: 1212

Independent Auditors: Ernst & Young

Website: www.aig.sa

This Investor Presentation is a distinctive opportunity to review our performance and achievements during **2025** and to reflect on our business

Who we are



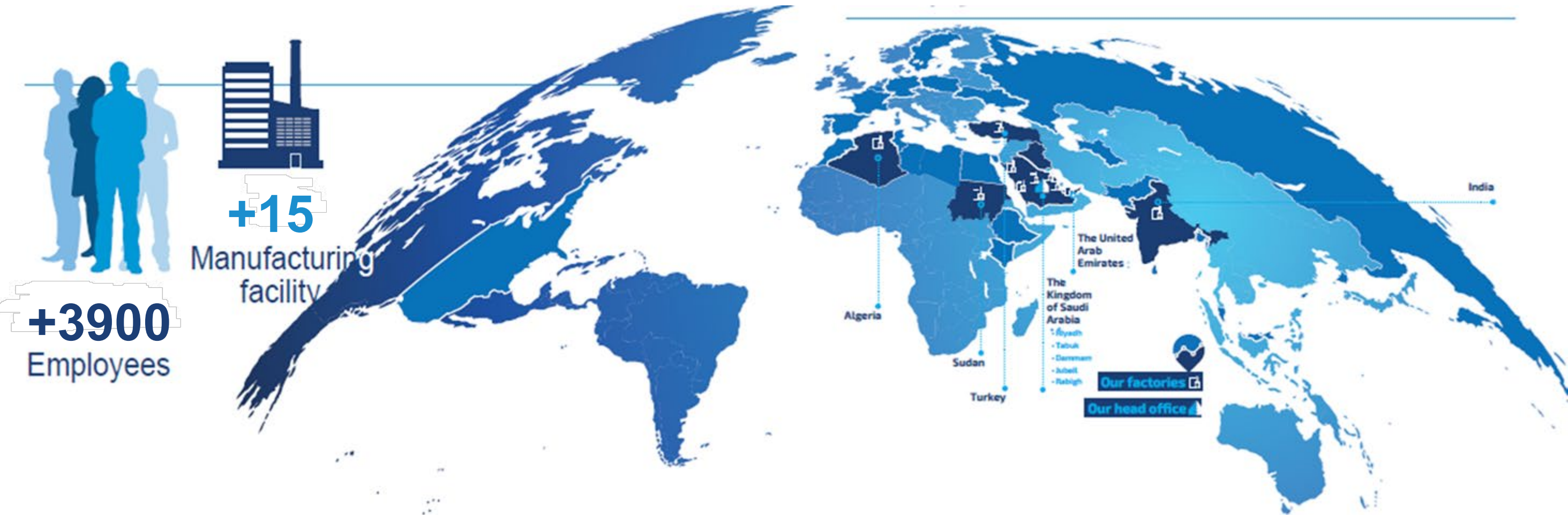
Astra Industrial Group “the Group” is a Saudi industrial investment group headquartered in Riyadh with strong industrial footprint across KSA, Middle East, North Africa, India and Germany. The group is focused on creating long-term value to its shareholders by selecting appropriate industrial investment to venture into, improving performance of its investments and exiting investments at the right time to maximize shareholders value. The Group has been listed on the Saudi Stock Exchange “Tadawul” since 2008.

At the present time, the group operates mainly in three core industries: Pharmaceuticals, Specialty Chemicals, and Steel. The Group diversity helps it to mitigate risks and maximize opportunities at different business cycles.

In the recent years, the Group transformed its operation to align it with Kingdom 2030 Vision across its sector and focused on strengthening its balances sheet and profitability. During H1 2025, the Group continued to deal with regional challenges of the MENA region while maintaining its growth trajectory. The Pharma sector will continue to grow at healthy pace while Steel sector continues to focus on margins expansion. For the Chemical sector, globally the sector continues to struggle while experiencing oversupply and margin pressure. We continue to defend our market position and margins in this segment.



Where we are



Astra Industrial Group in +40 countries



Astra Industrial Group has affiliates in many countries and has set up partnerships to promote and distribute its products throughout Asia, Africa and Europe. As a key regional player, we have production facilities on three continents, sales and operations in more than 40 countries globally.

We have companies in the following countries

- | | | | |
|----------------|-----------|----------|--------------|
| • Saudi Arabia | • Morocco | • Sudan | • Uzbekistan |
| • Germany | • UAE | • Jordan | • Ukraine |
| • Turkey | • Oman | • China | • Syria |
| • Egypt | • Qatar | • India | |
| • Algeria | • Iraq | • BVI | |

Financial highlights



• Revenues
1,549 Millions SAR



• Gross Profit
699 Millions SAR



• Total Net Profit
361 Millions SAR



• Total Assets
4,406 Millions SAR



• Total Liabilities
1,749 Millions SAR



• Total Equity
2,657 Millions SAR

Pharmaceuticals



With nearly 2,500 employees across the MENA region,

Tabuk Pharmaceuticals is a leading branded generic pharmaceutical company that is committed to improving the lives of patients.

Tabuk is leading the Pharmaceutical companies in Saudi private market with market share of 6.5%¹ & the 2nd largest Generic company in MENA region.

Key markets are KSA, GCC, Levant/Africa and Algeria.



H1 2025



Revenue

775.4 Millions SAR



Business share

50%



Total Assets

1,489 Millions SAR



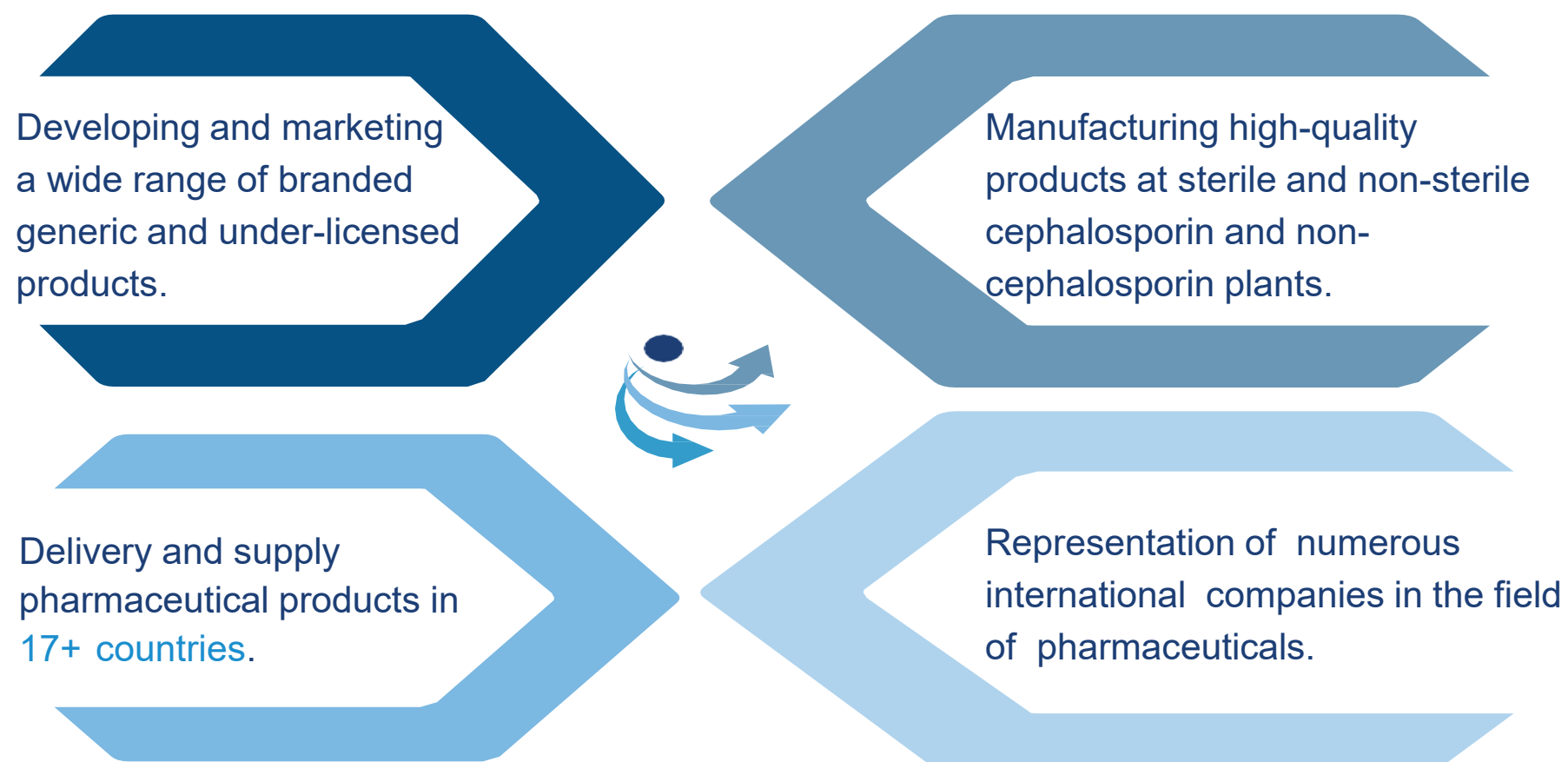
Plants Locations

- 1 in Tabuk City - KSA
- 1 in Dammam - KSA
- 1 in Algeria
- 1 in Egypt - inactive
- 1 in Sudan – Currently shutdown

Tabuk Pharmaceuticals



Considered the second largest Pharmaceutical company in MENA & the 1st in KSA private sector, Tabuk Pharmaceuticals operates with advanced manufacturing facilities to produce a wide range of dosage forms and products; more than 300 registered products, via the most innovative technologies.



Highlights Achievements in 2025

- MENA 2nd largest Generics company
- KSA largest Pharma company in retail channel¹
- 66 New SKUs were registered in H1 2025 across the different countries.
- Public sales surged in H1 2025.
- Contractual expiries of some tolling arrangements while noting that signing of new tolling deals with multinationals where compensating impact shall materialize in the coming quarters.

Tabuk Pharma in a snapshot

Sustaining healthy growth across key markets

Key markets developments:

KSA

- Tabuk holds the 1st position in the retail market with a contribution of 6.5% share of the market.
- Sustainable growth and maintaining leadership across key therapy areas, with ranking improvement in Genito urology therapy areas .
- H1 2025 have witnessed strong performance of the new products Roneza (CVS) Divido combo (Pain) and Omiz Plus (GIT) as well as in the established portfolio Artiz (Allergy), Rapidus (Pain), Triaxone (Antibiotics) and Ezipan (Cough).

UAE

- Tabuk to show a high double-digit growth ahead of the market, driven by Anti-infectives and Gastro portfolios, which lead to gain more market share % and rank across the pharma companies.



Achievements in key therapeutic areas in KSA retail market¹:

- **Cardiovascular System (CVS):** Tabuk ranks 1st with market share of 13%.
- **Respiratory:** Tabuk ranks the 1st with market share of 12.8%.
- **Musculoskeletal:** Tabuk ranks the 1st with market share of 13.1%.
- **Genito urology:** Tabuk ranks the 1st with market share of 10.9%.
- **Gastro:** Tabuk ranks the 2nd with market share of 8.9%. (Excluding diabetes)
- **Anti-Infectives (AI):** Tabuk ranks the 3rd with market share of 10.1%.
- **Central Nervous System (CNS):** Tabuk ranks 4th with market share of 8.8%.

Tabuk Pharma Recent Deals

S1 Key agreements to enrich our portfolio

Multiple license agreements were signed with leading biopharmaceutical company, to commercialize their medicine across different therapy areas .

In Oncology & Immunology :



In Cardiovascular Therapies :



For Consumer Healthcare :



Specialty Chemicals



Founded in 1988, Astrachem considered a leading company in the field of compounded fertilizers and agrochemicals manufacturing capitalizing on deep experience, long heritage and broad dealer network.

Astrachem is specialized in formulating, marketing, manufacturing and distribution of fertilizers, agrochemicals, public health & veterinary pesticides, seeds and other agricultural inputs in Saudi Arabia and MENA region.



Since establishment in 1993, Astra Polymers delivered value to thermoplastics industry customers.

A leading manufacturer of polymer solutions for wide range of industries; i.e., automotive, consumer goods, elastic non-wovens, personal care, thermoplastic resins, coatings.

Product line includes master-batches (white, black and colored), additives and compounds for wide-range of applications including extrusion, injection and blow molding and thermoforming products.



H1 2025

Revenue



526.5

Milions SAR

Business share



34%

Total Assets



936.3 Millions SAR

Plants Locations



Polymers

2 in KSA - Dammam & Rabig
2 in UAE – (KEZAD under construction)
1 in Turkey
1 in India
1 in Morocco – (under construction)

Chem

2 in Dammam KSA
1 in Turkey
1 in Germany
1 in Morocco – (under construction)

Astra Chem



Astrachem's deep experience, long heritage and broad dealer network gives it market edge. Astrachem is a leading company in the field of compounded fertilizers and agrochemical. The company manufactures, formulates and markets its own products and brands. The company has developed wide range of brands in fertilizers, agrochemicals, public health, veterinary pesticides, and seeds in Saudi Arabia and region. To best serve its valued customers, Astrachem operates a global and branch network of sales offices and distributors, with manufacturing factories in Saudi Arabia and Turkey.



Key Highlights 2025

- Expanding our network by adding new markets with a cautious approach in high risk regions.
- Improving product portfolio by registering new products.
- Reduced our operations and working capital in Turkey which reduced our financing cost.
- Algeria and KSA markets showed strong growth.
- Our seed business showed good growth.
- Morocco plant shall be commissioned in H2 2025.

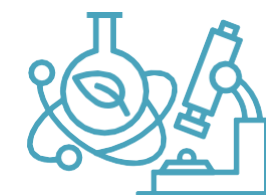
creating solutions that make a real difference in the agriculture field



A growing distribution network covering more than **33** countries



A leading company in the production of fertilizers and agrochemicals since 1988



Laboratory for research and development to support new products and quality control



More than **200** varieties of products with different combinations

Commercial Partners



Astra Polymers



Since its inception 1993, Astra Polymers has continuously delivered exceptional value to customers in the thermoplastics industry.

A leader in developing and manufacturing compelling polymer solutions that span a range of industries; automotive, consumer goods, elastic nonwovens, personal care, thermoplastic resins, coatings and more, all manufactured in Astra Polymers production facilities.

Astra Polymers product line includes varieties of masterbatches (white, black and color), additives and compounds to suit a wide-range of applications including extrusion molding, injection molding, blow moldings and thermoforming products containing general purpose or specific applications.



Astra Polymers has continuously delivered exceptional value to customers in the thermoplastics industry

Key Highlights 2025

- Major maintenance shutdowns at Sabic and Borouge impacted our sales of Additives, Black, Color masterbatches, and BASF-related business.
- Revamped R&D strategy
- Widened the suppliers network with competitive edge
- Continuous development of new products grades for new market segments i.e. FMCG & Health care.
- Margin pressure from key customers due to global struggle of Chemical industry.
- Converters business continue to struggle.
- Morocco plant shall be commissioned in H2 2025.



High flexibility is designed to meet specific customer needs



Certified solutions and products are used and used in daily lives

Fully equipped laboratories with state-of-the-art equipment in the polymer industry



Commercial Partners



Steel



International Building Systems Factory (IBSF) is accredited with ISO 9001, ISO 14001, ISO 45001, and AISC for operational excellence.

IBSF is a fabricator of high-quality steel, with unique projects constructed in the Kingdom of Saudi Arabia and internationally

Key Highlights 2025

- Signed MoU with MCC/JSSL for the prestigious MBS Stadium project
- MOU's have been signed with other steel fabricators such as Dadongwu construction, China railway, Shanhaiguan bridge group, MCC.
- Expanded operational footprint with the establishment of Plant 4 new offices and central warehouse, supporting growth and regional presence.
- Recipient of the GBO Award 2024 for Best EPC Steel Contractor
- Improved the engineering and project management capabilities within the organization.
- Executed key projects such as Jafurah Gas Plant, Amazon AWS and Lucid phase 2, 5D Business park project, King Salman Park Museum.



A long-experienced workforce in all aspects of the construction and construction process.



4 Distinguished factories are uniquely equipped to manufacture custom-made iron and specifications.

H1 2025



Revenue 246.9 Millions SAR



Business share 16%

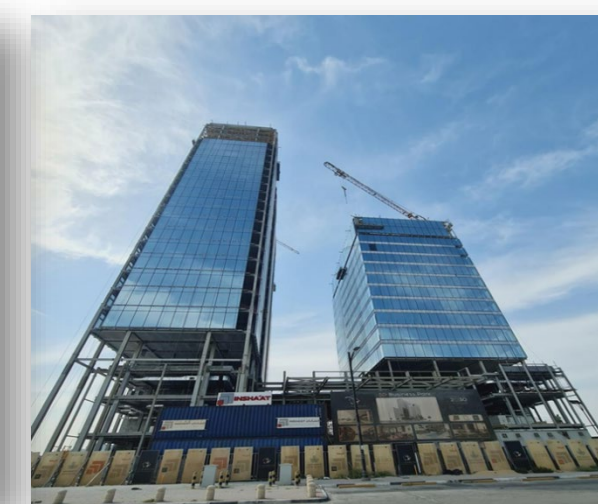


Total Assets 458.9 Millions SAR



Plants Locations 4 sites in KSA - Riyadh and Jubail





International Building Systems Factory (IBSF) (Manufacturing and Contracting) started in 1993 as a steel fabricator & erector, since then International Building Systems Factory has grown to be one of the leading and reputed EPC organizations that was incorporated with a vision to meet the ever-growing demand within the commercial and industrial EPC sectors.

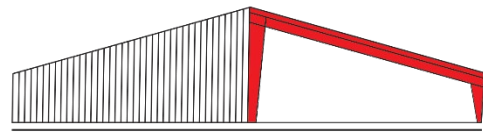
As an integral part of Astra Industries which has operations in wide areas including the manufacturing of steel products among other businesses, over the years, International Building Systems Factory has been providing a wide range of services to its clients, which include, but are not limited to construction and project management, general contracting, innovative design & engineering services, logistics, consulting, domestic and international procurement. International Building Systems Factory has evolved as a leading company for the landmark, prestigious, and iconic projects in the region. The true testimonies of our commitment to safety, quality, cost, and time are reflected in our numerous projects with satisfied clients.

Our comprehensive experience of successful partnership with leading blue-chip companies, combined with an in-depth knowledge of the local market, provides International Building Systems Factory clients with a truly unique, value-added offering.

As a Class-A Contractor for various public authorities, International Building Systems Factory consistently delivers complex projects that exceed client expectations. As part of Astra Industries conglomerate, our clients can maximize the strength of our four synergistic sister companies that are all leaders in their specialized fields. From conception to completion, International Building Systems Factory is your one-stop shop for pioneering and quality construction solutions.

With a monthly production capacity of 5,500 tons (66,000 tons annually), IBSF is recognized as a leading total solution provider—supporting clients from the initial engineering stages through manufacturing and on-site construction.





شركة المصنع العالمي لأنظمة المباني المحدودة
INT'L BUILDING SYSTEMS FACTORY CO. LTD.

Our Satisfied Clints:



H1 2025

Financial Performance Highlights



Delivering Value

Performance Highlights H1 2025

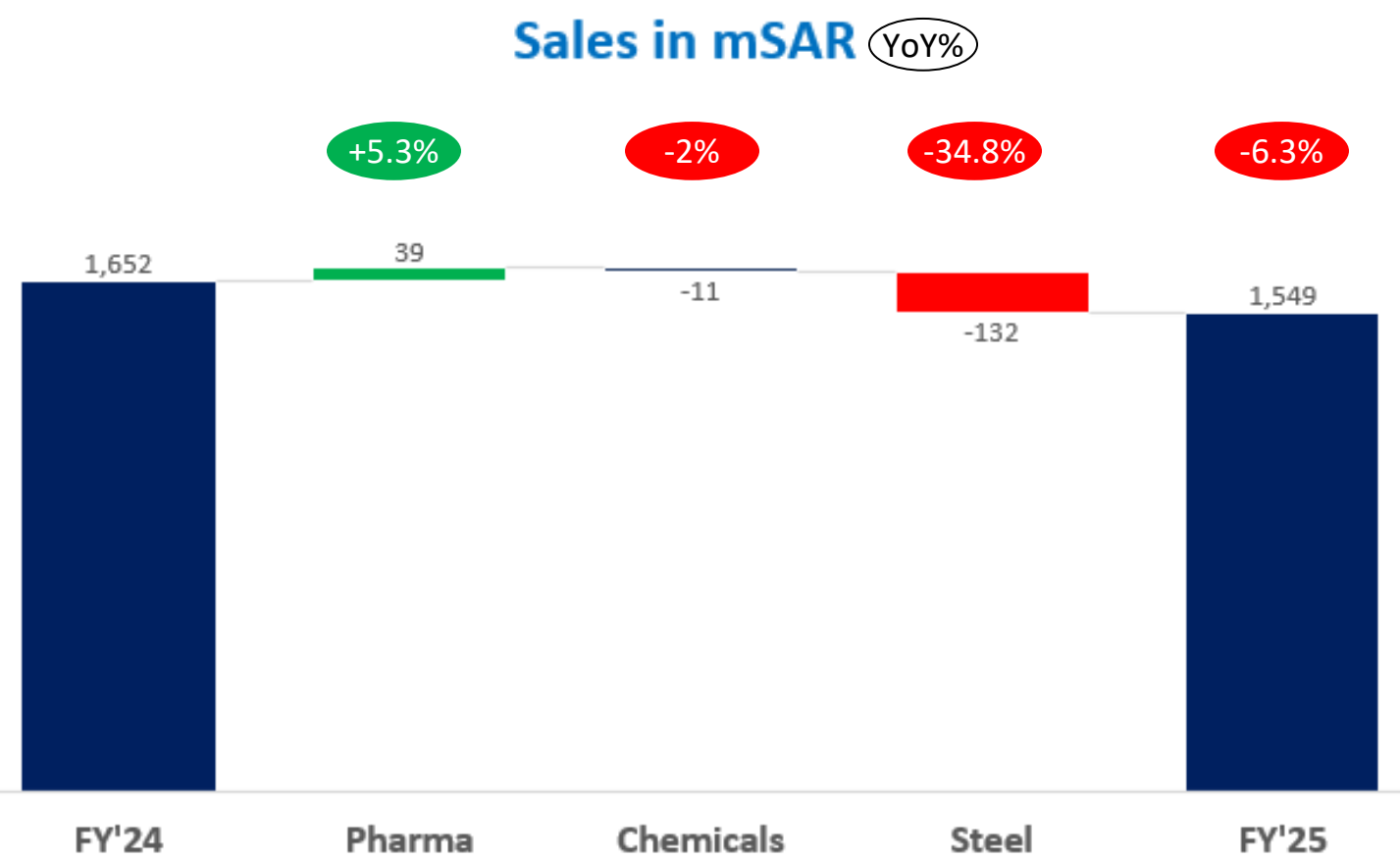
Strong Profitable YTD Growth combined with Healthy Operating cash flow

mSAR

Revenue	1,549	6.3% YoY	Net Profit from cont. operations ^{1&2}	361	+28.2% YoY +6.3pp
Gross Profit	699	+1.6% YoY +3.5pp	Working Capital	230 Days	0.3% vs Dec'24
EBITDA	460	+12.9% YoY +5.0pp	Operating Cash Flow	295	+119.5% YoY

1. Excl. discontinued operations impact in 2024 (Astra Mining divestment in KSA, May'24)
2. While noting that YoY increase in Net Profit for the parent share including gain on disposal is 9%.

Growth pillars



Tabuk pharma

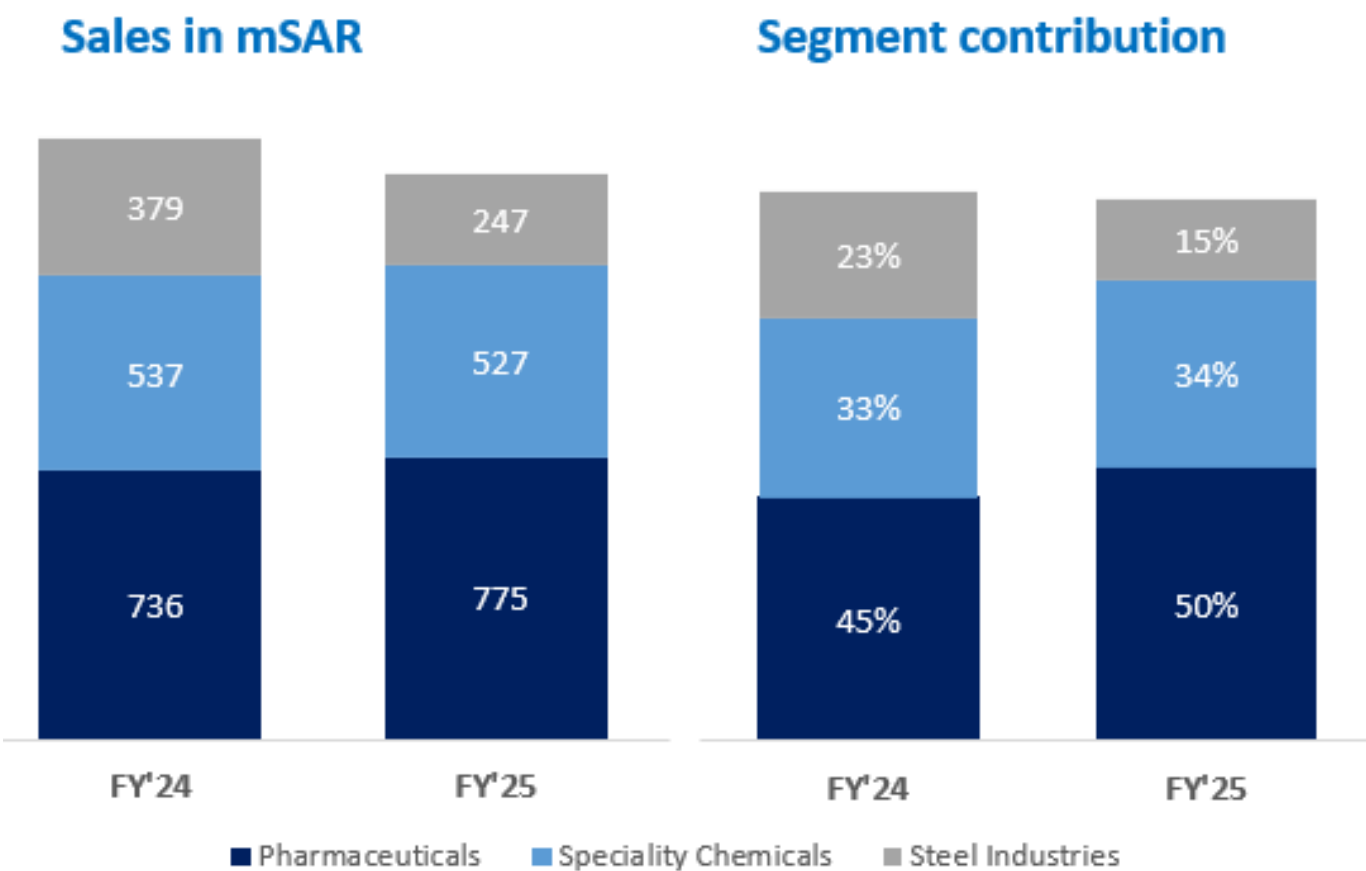
- Healthy organic growth in key markets such as KSA public and KSA private markets.
- Growth is driven by expansion of Saudi market, enhancement of commercial activities, continuing the growth momentum driven by organic volume growth and capitalizing on current market penetration.

Specialty chemicals

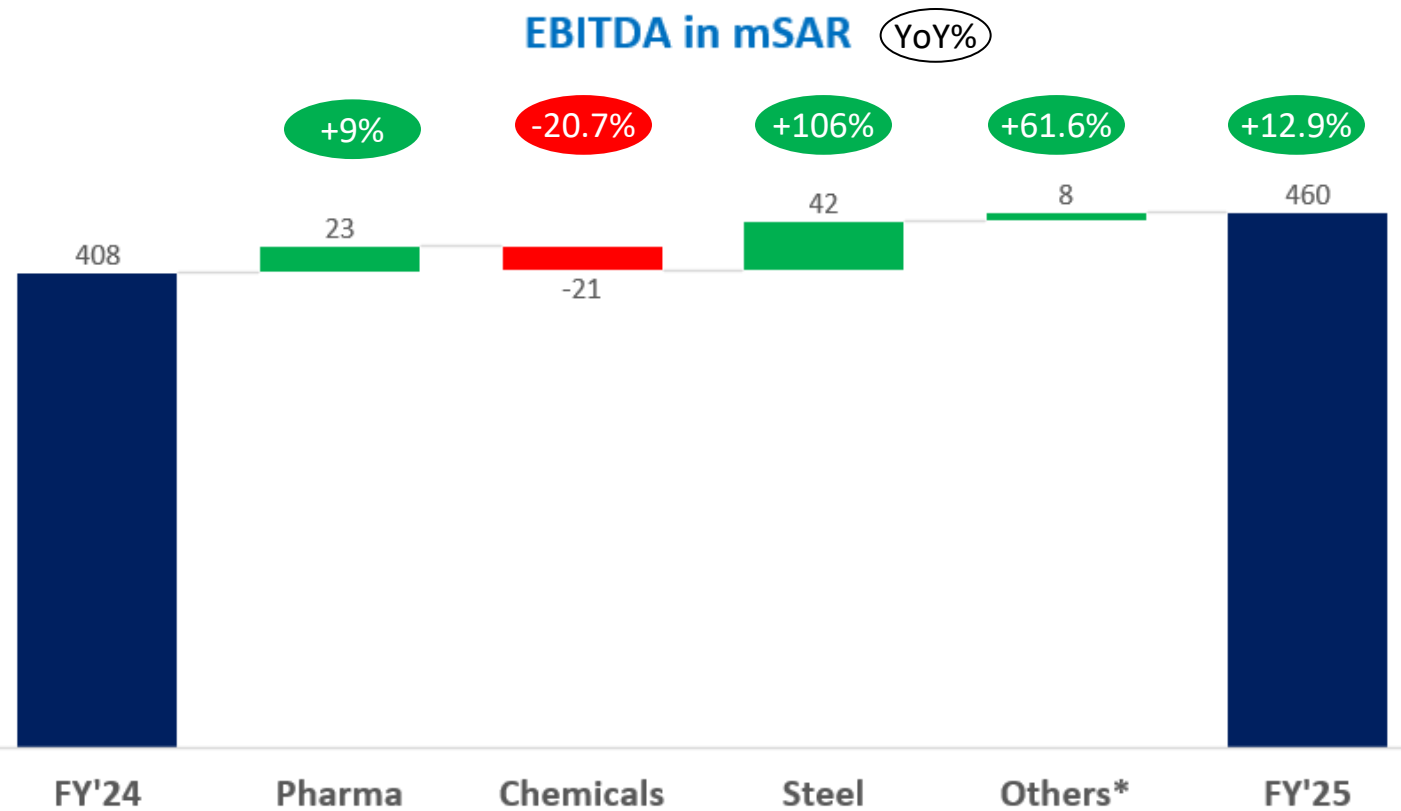
- Specialty chemicals is facing slow down due to ongoing market situation especially in Turkey and timing of orders while noting that we have significant growth in Algeria market.

Steel industry

- Comparative period 2024 included significant sales contribution supported by increased demand in KSA market driven by various oil and gas and commercial mega projects. During current period we have witnessed tangible improvement in gross margins across various projects.



Sector performance



Tabuk pharma

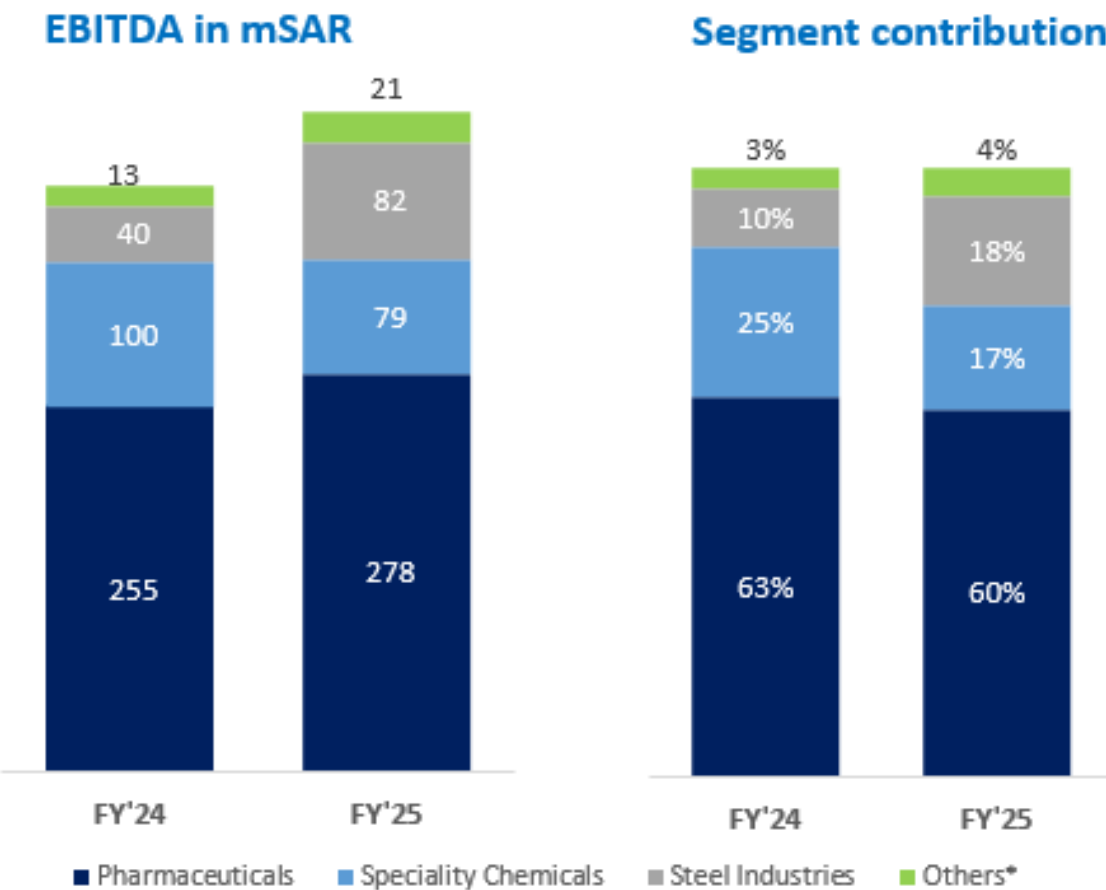
- Maintaining stable profitability growth and margin expansion, consistently driven by our major markets.
- This margin enhancement is driven by growth of sales mainly in KSA private and public market.

Specialty chemicals

- Specialty chemicals sector is facing market challenges and pricing pressures from major competitors. In addition, there are geopolitical, economic and social crisis affected by war inflation rates which are impacting our sales and growth and resulting in slow down in business.

Steel industry

- During current quarter we have witnessed tangible improvement in quarter-over-quarter performance with increase in demand. In addition, there are lower general & administrative expenses during current period.



*Others refer to AIG Holding, Astra Mining, Astra Real estate and Desert Pearl Invest (DPI).

Consolidated income statement

mSAR	FY'24	FY'25
Revenues	1,652	1,549
Cost of revenues	(964)	(850)
Gross profit	688	699
Gross profit margin	41.6%	45.1%
Selling & Distribution	(206)	(214)
G&A	(122)	(74)
R&D	(13)	(16)
Provision for impairment	(14)	(3)
Operating Income / EBIT	332	393
Finance cost	(48)	(29)
Other income (exp), net	38	28
Zakat & Income Tax	(41)	(31)
Net Income - from continued ops	282	361
Net Income margin - from cont. ops	17.1%	23.3%
Profit/(Loss) from Discontinued Ops ¹	48	0
Net Income	330	361
Net Income margin	20.0%	23.3%
EBITDA	408	460
FCF from continued operations	135	295
CAPEX	(197)	(56)
FCF*	(62)	239
FCF conversion %	-46.3%	80.9%

Gross Profit

- Steady growth in the consolidated GP % driven mainly by Pharma and Steel sectors led mainly by Pharma markets whilst Specialty chemical sector has shown flat margins.

EBIT

- GP has shown growth momentum mainly due to significant contribution from Pharma sector. In addition, there is decrease in general and administrative expenses in Steel segment.

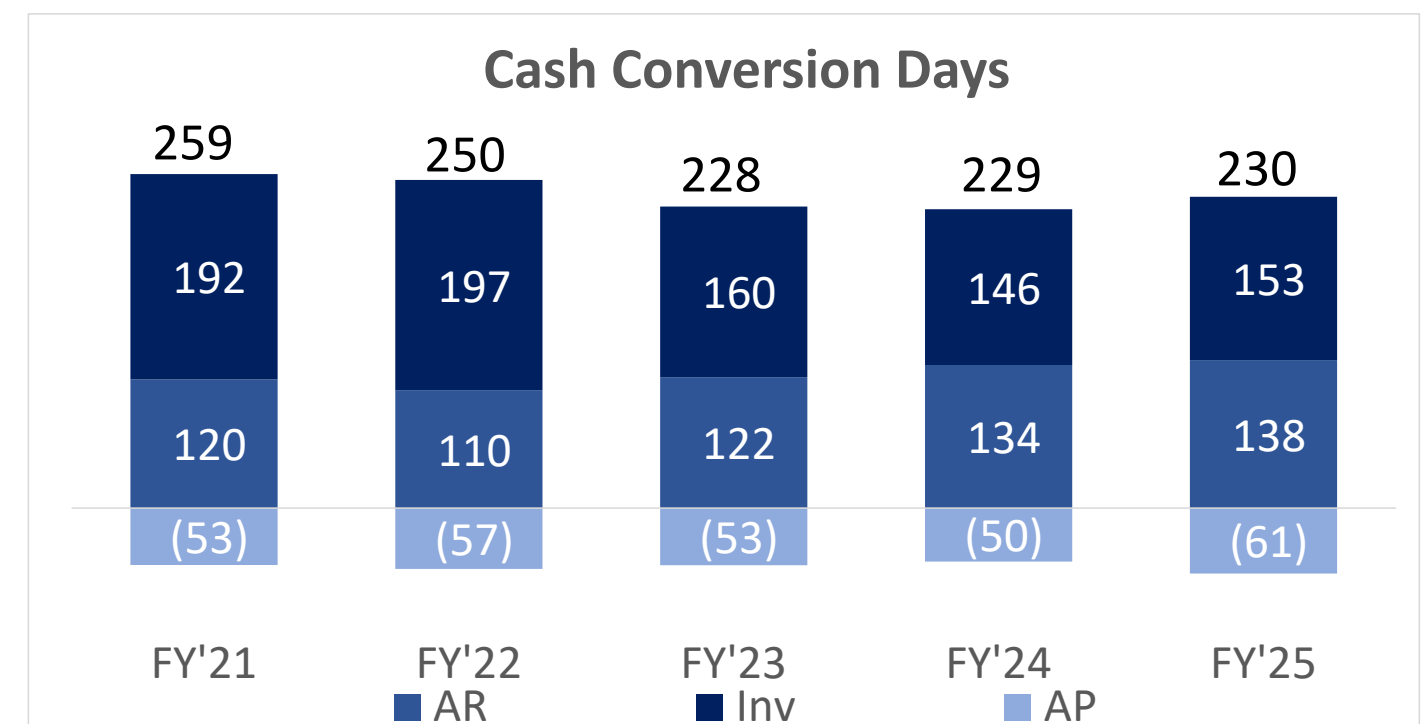
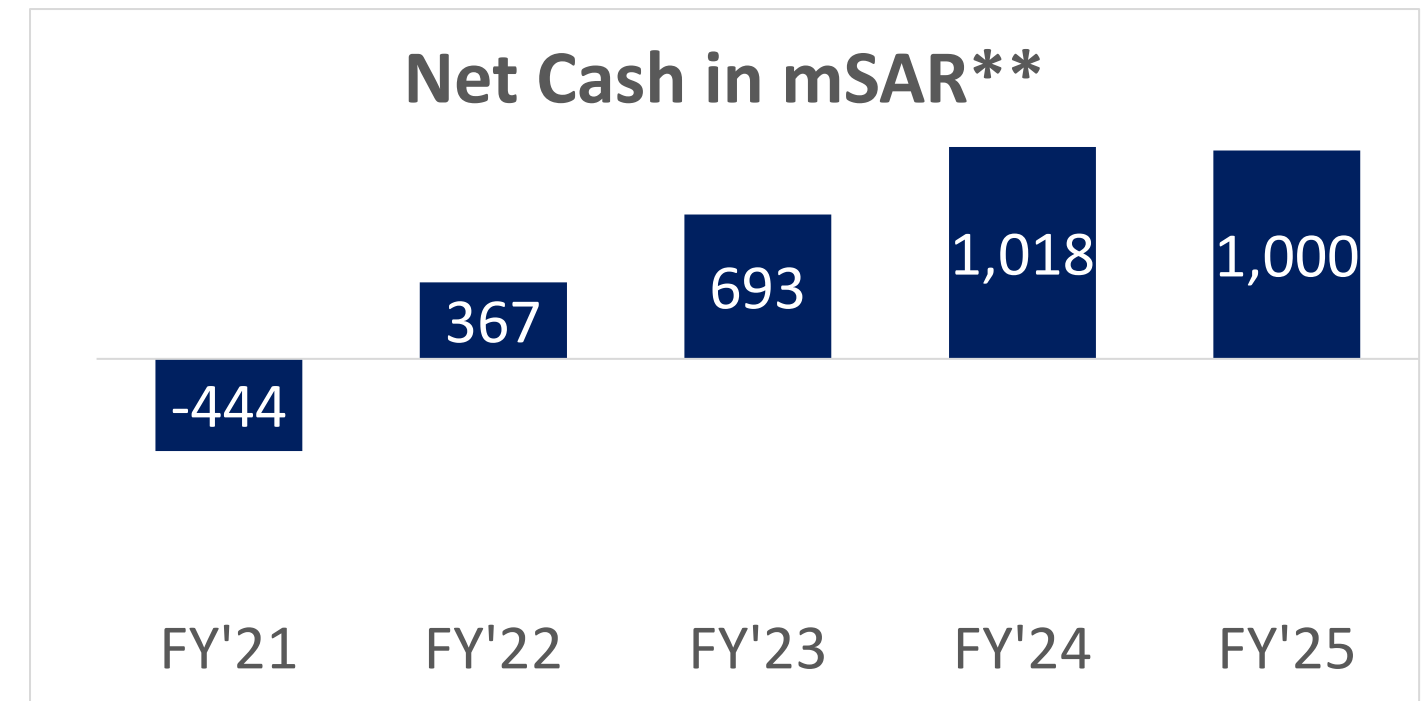
FCF conversion

- Solid sustainable cashflows during 2025 while noting comparative period was impacted by CAPEX spend on acquisition of a new HQ office for the group in Riyadh during the year.

*Reported cash flow from Operating Activities – CAPEX, to eliminate M&A & Debt movements impacts

Balance sheet and working capital

mSAR	FY'24	FY'25
Cash & Cash equivalents	178	41
Short term investments (Time deposits / Funds	668	754
Trade Receivables	1,121	1,174
Inventory	686	711
Prepayments & Other current assets	128	156
Total Current Assets	2,781	2,837
Total Non-Current Assets *	1,547	1,569
Total Assets	4,328	4,405
Trade Payables	236	285
Short Term Debt	436	401
Other Current Liab.	888	820
Total Current Liabilities	1,559	1,506
Long Term Debt	39	38
Lease Laib. & Employee Defined Benefits	199	205
Total Non-Current Liabilities	238	242
Total Liabilities	1,797	1,749
Total Equity	2,531	2,657



- Sustaining strong operating cash flow driven by efficient working capital management.
- Working capital days are consistent vs Dec'24 despite increase in current AR & Inventory days due to efficient & effective working capital management for AP across the group.
- Excess cash will be used to fund Company's growth, dividend distribution and finance M&A activities along with greenfield expansions.

* Non-Current Assets includes SUKUK amounting to SR644M for the year 2025 (SR647M for the year 2024).

** Cash & Cash equivalents plus investments in SUKUK & time deposits minus Current & Non-current debts.

Thank You



Astra Industries Group

P.O.Box 1560 Riyadh 11441 KSA
Tel.: 00966 11 475 2002 Fax: 00966 11 475 2001

info@aig.sa
www.aig.sa