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Investor Presentation

Q3, 2025

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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

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Business Overview & Key Highlights

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 the first 3 quarters of 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.

Key Highlights

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**.

3,900+ Employees

15+ Manufacturing Facilities

Financial Highlights (Q3 YTD)

Revenues
SAR 2,279 Mn

Total Assets
SAR 4,450 Mn

Gross Profit
SAR 1,045 Mn

Total Liabilities
SAR 1,624 Mn

Net Profit
SAR 528 Mn

Total Equity
SAR 2,826 Mn

We have companies in the following countries

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

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Tabuk Pharmaceuticals

Tabuk 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 6.1%[1] & the 2nd largest Generic company in MENA region.
- Key markets are KSA, GCC, Levant/Africa and Algeria.

Q3 2025 YTD Highlights

Revenue
SAR 1,151 Mn

Business share
51%

Total Assets
SAR 1,461 Mn

Plants Locations
- 1 in Tabuk City – KSA
- 1 in Dammam – KSA
- 1 in Algeria
- 1 in Egypt – Inactive
- 1 in Sudan –Shutdown

1: IQVIA Data YTD Aug 2025

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.

Achievements in 2025

- MENA 2nd largest Generics company
- KSA largest Pharma company in retail channel[1]
- 96 New SKUs were registered as of end of Sept 2025 across the different countries.
- Growth in public sales driven by YTD accelerated deliveries to capture tender opportunities.
- Undergoing new tolling deals with multinationals to compensate expired agreements which will be materialize in the coming quarters.

R&D & Product Innovation

Experienced R&D team responsible for injecting new products to Tabuk's portfolio by using the latest technologies in the pharmaceutical industry.

Manufacturing Excellence and Quality

4 state of the art manufacturing sites in KSA, Algeria and Sudan. Manufacturing high quality products at sterile and non-sterile cephalosporin and non-cephalosporin plants.

Commercial and Market Growth

Wide diversified portfolio in major therapeutic areas, supplemented by dedicated sales and marketing teams in 17 countries in Middle East and Africa. A plan is set for geographical expansion in the region.

Partnerships and BD

Several partnerships with global players for under licensed products. Strengthening long-standing relationships that have lasted over 20 years.

1: IQVIA Data YTD Aug 2025

Developments & Achievements

Key Market Developments

KSA

- Sustainable growth and maintaining leadership across key therapy areas, with ranking improvement in Genito urology and Musculoskeletal therapy areas.
- YTD have witnessed the continued 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 & Zinoximor (Antibiotics)

UAE

- Tabuk to show a high double-digit growth of +28% ahead of the market (Market growth +16%), 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 market[1]

Respiratory: Tabuk ranks the 2nd with market share of 12.6%.

Gastro: Tabuk ranks the 2nd with market share of 7.3%. (Excluding diabetes)

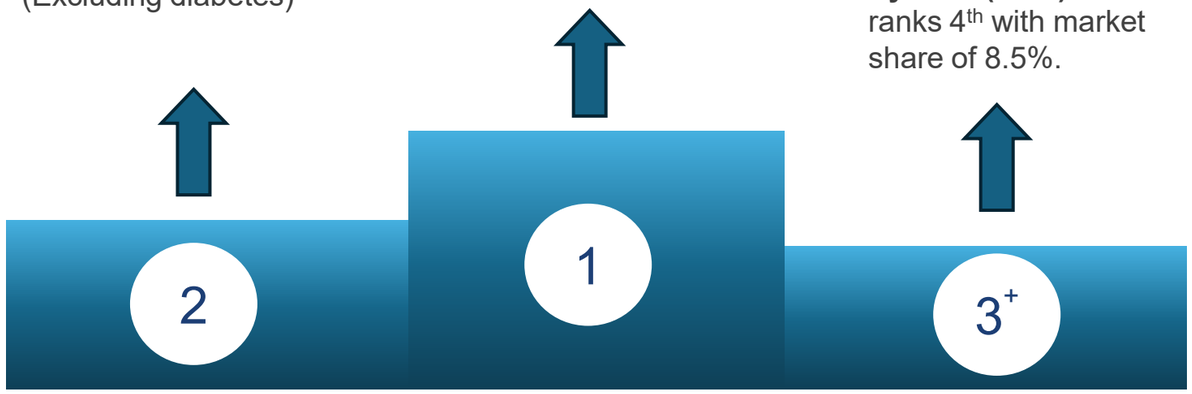
Cardiovascular System (CVS): Tabuk ranks 1st with market share of 13%.

Musculoskeletal: Tabuk ranks the 1st with market share of 12.8%.

Genito urology: Tabuk ranks the 1st with market share of 11.3%.

Anti-Infectives (AI): Tabuk ranks the 3rd with market share of 9.4%.

Central Nervous System (CNS): Tabuk ranks 4th with market share of 8.5%.



Recent Licensing Deals by Therapy

Therapy Area	Country of Origin	Partners
Oncology & Immunology	China, Greece, USA	BioRay 博锐生物; HANSOH PHARMA; PharmaPath; Polaris Pharmaceuticals, Inc.
Cardiovascular Therapies	Ireland, Korea, India	ALTHERA; For the Best Global Pharmaceutical Company KOREA UNITED PHARM. INC.; SOFTGEL HEALTHCARE PVT. LTD.
Consumer Healthcare	Jordan	Itqan Pharma

1: IQVIA Data YTD Aug 2025

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Specialty Chemicals

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.

Revenue
SAR 752 Mn

Business share
33%

Total Assets
SAR 911 Mn

Plants Locations

Polymers

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

Chem

- 2 in Dammam, KSA
- 1 in Turkey
- 1 in Germany
- 1 in Morocco (under commercialization)

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 agrochemicals. 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 B2B 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, KSA and Germany showed strong growth.
- Our seed business showed good growth.
- Morocco plant start trial production in Q3 and expected produce commercially in Q4.

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

OmniChem, FMC, Chemtura, Agrico, Arysta LifeScience, BASF, Roullier, Monsanto

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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.

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

Key Highlights 2025

The petrochemical industry has faced a number of challenges, including the global economic slowdown, uncertainties arising from new tariffs, and supply chain disruptions in the Red Sea. This has resulted in reduced production by key petrochemical customers, which has negatively impacted the industry.

Revamped R&D Strategy: Focused on developing new product grades tailored for diverse applications and targeting new market segments, including agriculture, healthcare, and consumer goods.

Restructured Sales Organization: Established dedicated teams for petrochemical and export markets to enhance focus and customer engagement.

Expanded Supplier Network: Broadened the supplier base to improve competitiveness and secured more favorable payment terms.

Morocco plant shall be commissioned in H1 2026.

Commercial Partners

سابك sabic

BASF

بروج Borouge

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International Buildings Systems Factory

International Building Systems Factory

International Building Systems Factory (IBSF) (Manufacturing and Contracting) started in 1993 and 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, 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.

IBSF is recognized as a leading total solution provider—supporting clients from the initial engineering stages through manufacturing and on-site construction.

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INT'L BUILDING SYSTEMS FACTORY CO. LTD.

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International Building Systems Factory

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

Revenue
SAR 376 Mn

Business share
17%

Total Assets
SAR 422 Mn

Plants Locations
- 4 sites in KSA – Riyadh and Jubail

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

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, Lucid phase 2, King Salman Park Museum, KKIA expansion , MGS III Package 2 , MODON , Amazon Data Center.

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.

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International Building Systems Factory

Our Satisfied Clients:

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INT'L BUILDING SYSTEMS FACTORY CO. LTD.

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Financial Performance Highlights

Performance Highlights

Strong Profitable YTD Growth combined with Healthy Operating cash flow

	This Quarter			Year To Date		
SAR Mn	**2024**	**2025**	**Variance**	**2024**	**2025**	**Variance**
P&L Items						
Revenue	689	730	+6%	2,341	2,279	-3%
Gross Profit	324	346	+7%	1,012	1,045	+3%
Income From Operations	164	182	11%	497	575	+16%
Net Profit from Continued Operations	140	167	20%	421	528	+25%

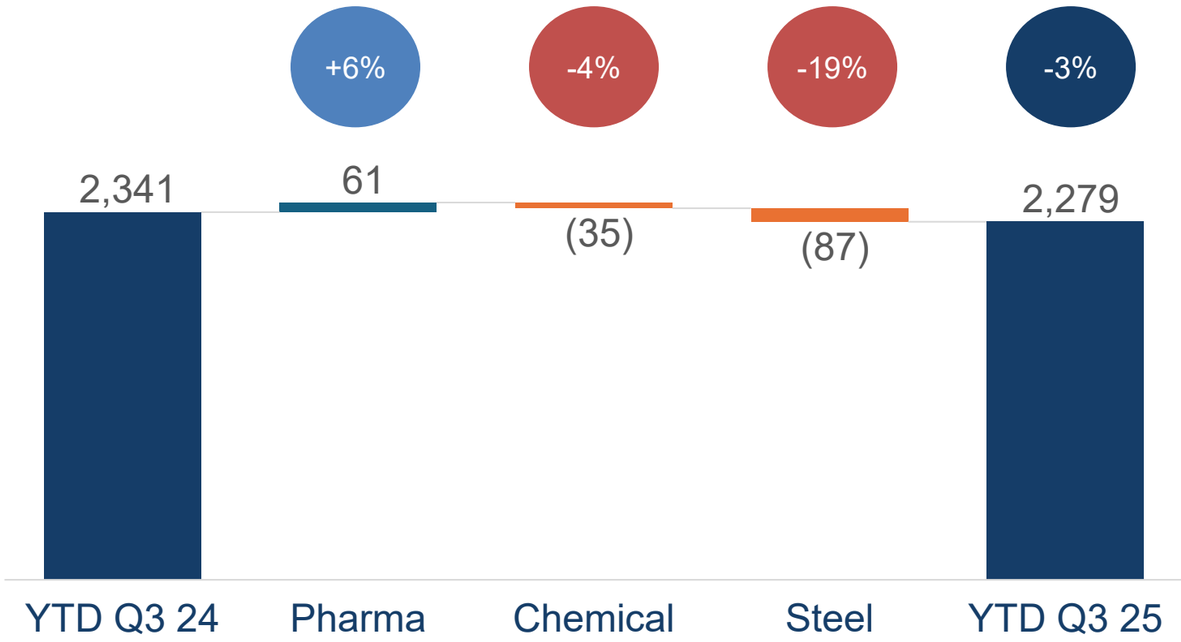
Working Capital
235 Days
vs
229 Days
in Dec'24

Operating Cash Flow
SAR 526m
+43% YoY

Total Assets
SAR 4,450m
9 Month Growth:
+3%

Growth Pillars

Revenue Growth (SAR Mn)



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.

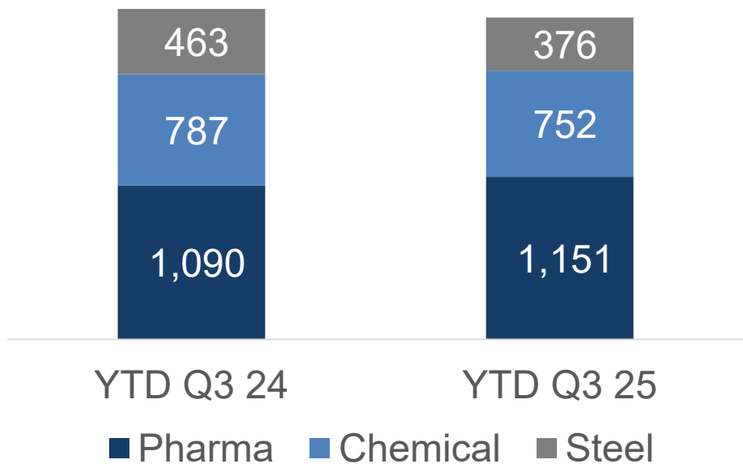
Specialty chemicals

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

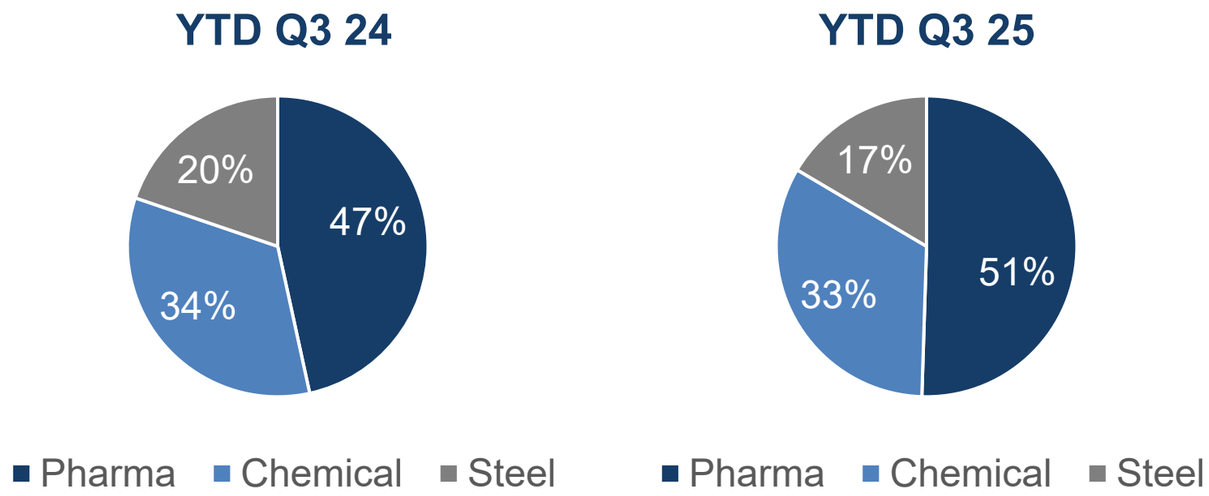
Steel industry

- 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.

Revenue by Segment (SAR Mn)

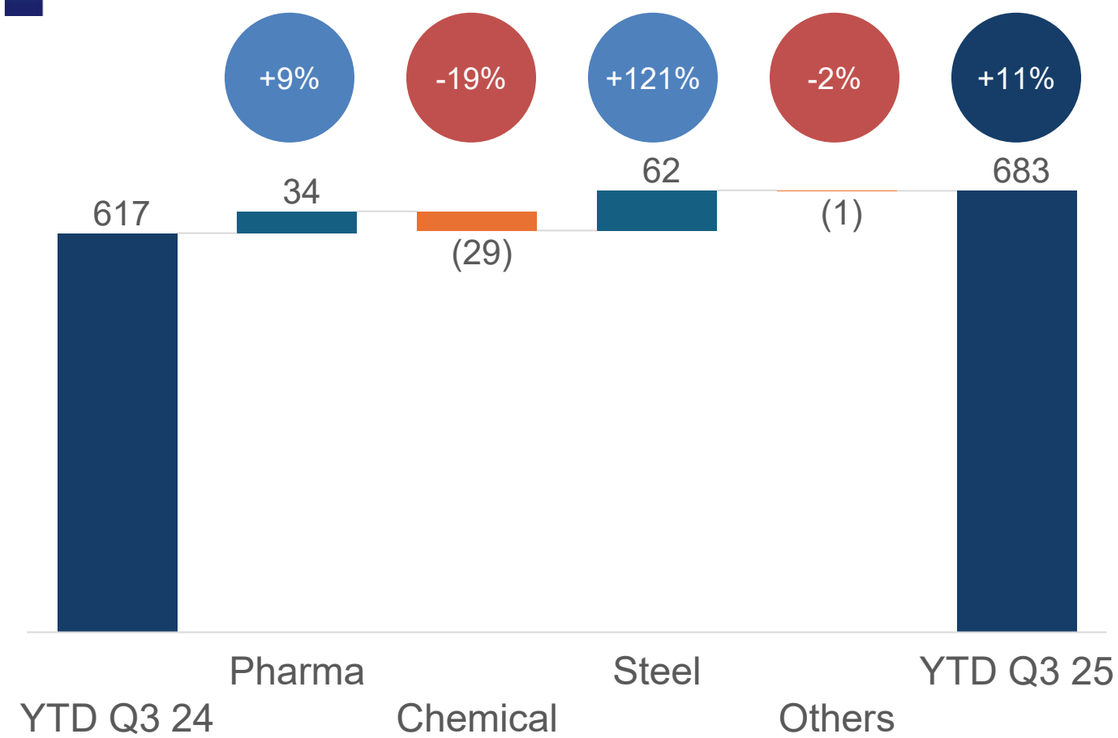


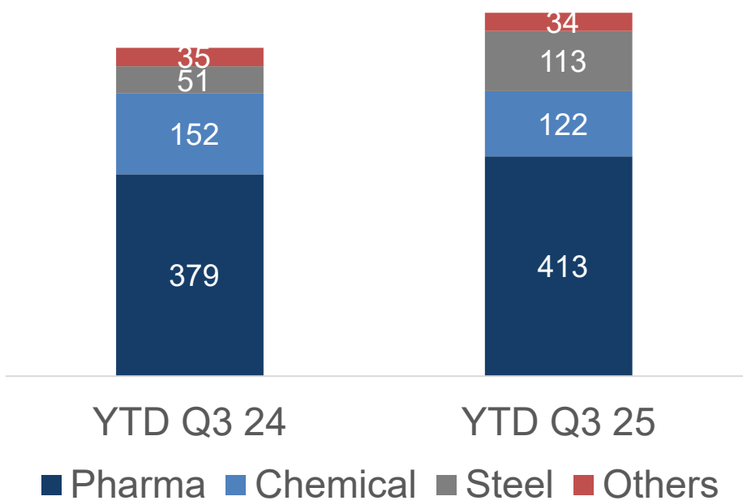
Segment Contribution



Profitability by Sector

EBITDA Growth (SAR Mn)





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.

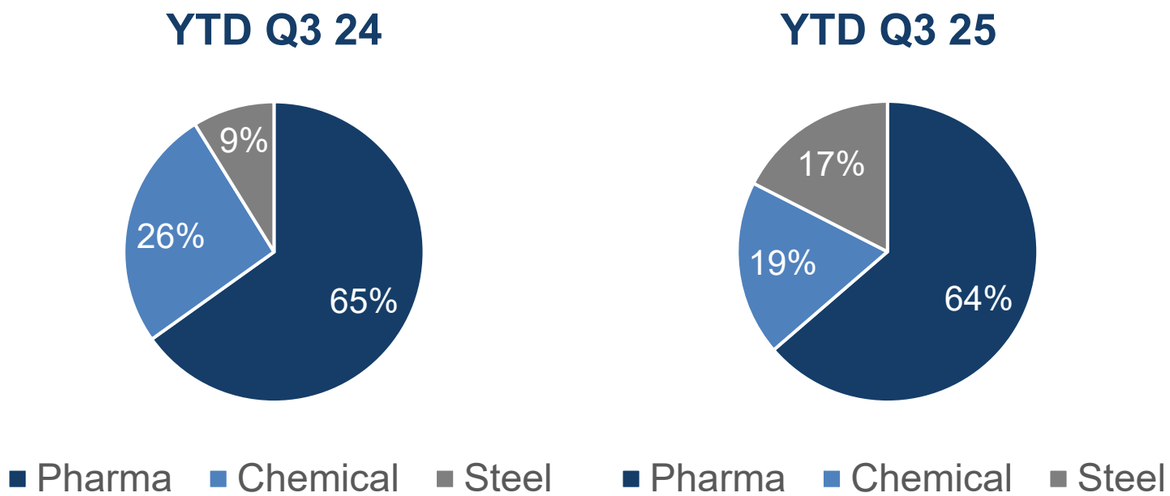
Specialty chemicals

- Specialty chemicals sector is facing market challenges and pricing pressures from major competitors. In addition, R&D and S&M costs have increased due to new hiring.

Steel industry

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

Segment Contribution



Consolidated Income Statement

SAR Mn	Sep-24	Sep-25
Continuing Operations		
Revenue	2,341	2,279
Cost of revenue	(1,329)	(1,234)
Gross Profit	**1,012**	**1,045**
Selling and distribution expenses	(302)	(311)
General and administrative expenses	(169)	(130)
provision for impairment of financial assets	(24)	(3)
Research expenses	(21)	(26)
Income from operations	**497**	**575**
Finance costs	(77)	(40)
Other income, net	64	48
Income before zakat and income tax	**484**	**583**
Zakat and income tax expense	(62)	(55)
Net income for the period from continuing operations	**421**	**528**
Discontinued Operations		
Profit after zakat and income tax from discountinued operations	48	-
Net income for the period	**470**	**528**

Gross Profit

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

Income from Operations

- 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.

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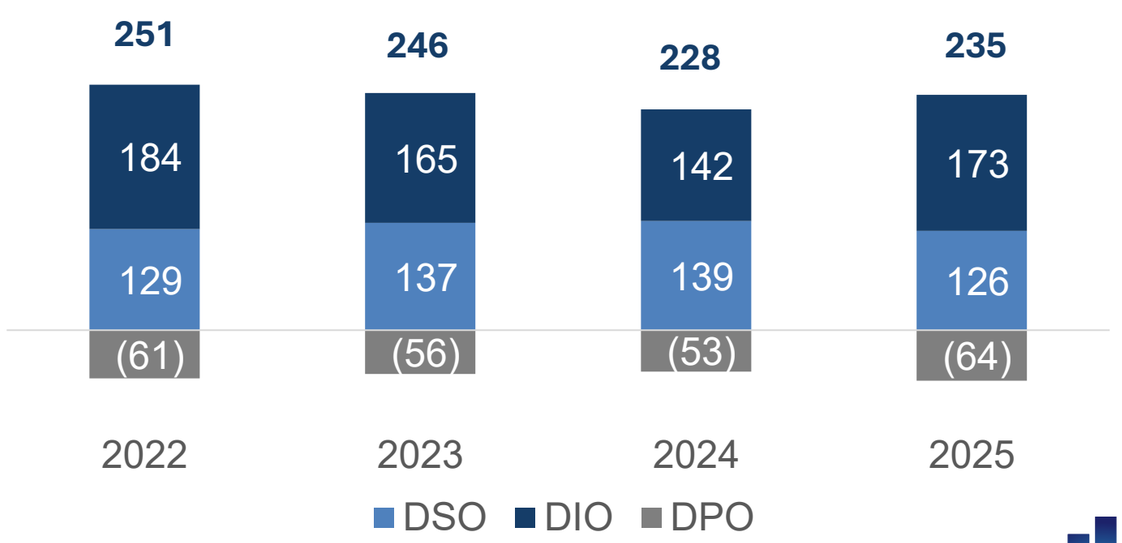
Balance Sheet and Working Capital

	12/31/2024	9/30/2025
Assets		
Non-current assets		
Property, plant and equipment	818	850
Intangible assets	47	52
Goodwill	28	32
Investments in long-term sukuks	647	650
Deferred tax asset	6	1
	1,547	**1,585**
Current assets		
Inventories	686	791
Trade and other receivables	1,121	1,066
Due from related parties	1	24
Prepayments and other current assets	127	119
Short term investment at amortized cost	668	811
Cash and cash equivalents	178	53
	2,781	**2,865**
Total assets	**4,328**	**4,450**
Equity		
Share capital	800	800
Retained earnings	1,745	2,014
Foreign currency translation reserve	(21)	(9)
Equity attributable to shareholders of the parent company	**2,524**	**2,805**
Non-controlling interests	7	21
Total equity	**2,531**	**2,826**

- Excess cash will be used to fund Company's growth, dividend distribution and finance M&A activities along with greenfield expansions.

	12/31/2024	9/30/2025
Liabilities		
Non-current liabilities		
Employees' defined benefit liabilities	157	168
Loans and lease liabilities	75	65
Deferred tax liability	6	10
	238	**243**
Current liabilities		
Accrued expenses and other current liabilities	762	706
Loans and lease liabilities	441	293
Trade payables	236	293
Zakat and income tax payable	90	88
Due to related parties	30	0
	1,559	**1,381**
Total liabilities	**1,797**	**1,624**
Total liabilities and equity	**4,328**	**4,450**

Cash Conversion Days



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Thank You

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