

# Earnings call

3<sup>rd</sup> Quarter 2025

Nov 3<sup>rd</sup>, 2025

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# Samer Al-Hokail

President & CEO



# Creating Sustainable Value

# 2025

(1) Total Recordable Incident Rate  
(2) Calculated based on unplanned shutdowns during the year  
(3) Million Standard Cubic Feet



## Driving Operational Excellence

### 01 Safe Operations

**TRIR <sup>(1)</sup> 0.0**

More than 5 Years

**41.1 MM**

Man-hours without LTI

### 02 Reliability

**98.9%**

Mechanical Availability<sup>(2)</sup>

**0.93 MMSCF<sup>(3)</sup>**

GHG Emissions



## Delivering Value

### 01 Contract

**Ultra Low Sulfur Diesel (ULSD)**



Selling Agreement

### 02 Shipping Agreement

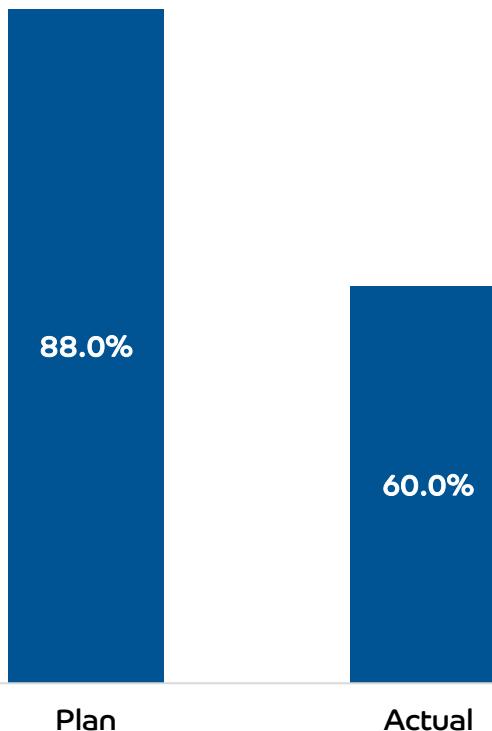
**Contract of Affreightment**



Shipping Agreement

# Yanbu Growth II Project Progress Overview

## Project Current Overall Progress: Plan vs. Actual (%)



During Q4, both procurement and construction activities are planned to accelerate, pushing progress to approximately 75% by year-end. Mitigation is in place to complete the project as early as possible in 2026.



Capex of SR 138 million were incurred for the project during the first nine months of 2025. The total planned Capex is estimated at ~SR 200-250 million in 2025.



## Turnaround Schedule:

Turnaround
Mid of Nov to Dec 2025

# Crack Margins Within Historical Average

Base Oil Price

₼ 3,550/Mt



Feedstock Cost

₼ 1,666/Mt

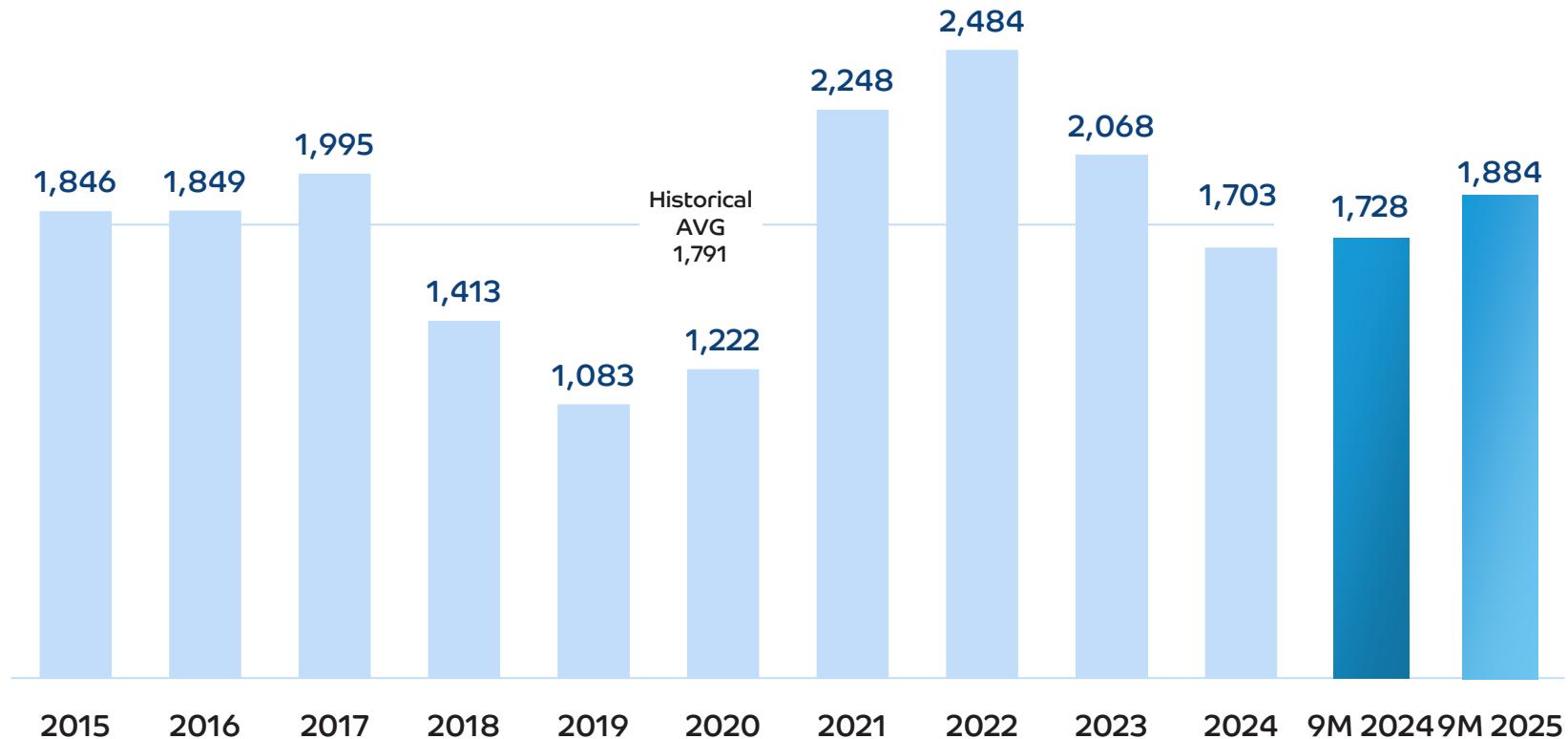


Crack Margin

₼ 1,884/Mt

9M 2025 Crack Margin

Base Oil Crack Margins (₼/Mt)





# Saud Kamakhi

Chief Financial Officer

# 9M 2025 at a Glance

	9M 2025	9M 2024	9M 2025	9M 2024										
 <b>Base Oil Sales Volume<sup>(1)</sup></b> (Thousand MT)	879	929	 <b>Operating Cash Flow</b> ( $\text{M}\text{€}$ Million)	885	1,193									
 <b>Base Oil Crack Margin<sup>(2)</sup></b> ( $\text{M}\text{€}/\text{MT}$ )	1,884	1,728	 <b>Capex</b> ( $\text{M}\text{€}$ Million)	282	142									
 <b>Revenue</b> ( $\text{M}\text{€}$ Million)	6,534	7,409	 <b>Capex Breakdown</b> ( $\text{M}\text{€}$ Million)	<table> <tr> <td>Sustaining</td> <td>115</td> <td>90</td> </tr> <tr> <td>Turnaround</td> <td>29</td> <td>13</td> </tr> <tr> <td>Growth</td> <td>138</td> <td>40</td> </tr> </table>	Sustaining	115	90	Turnaround	29	13	Growth	138	40	
Sustaining	115	90												
Turnaround	29	13												
Growth	138	40												
 <b>EBITDA</b> ( $\text{M}\text{€}$ Million)	968	987	 <b>Free Cash Flow</b> ( $\text{M}\text{€}$ Million)	604	1,051									
 <b>Net Income</b> ( $\text{M}\text{€}$ Million)	746	764	 <b>Cash Conversion<sup>(4)</sup></b> (%)	62%	106%									
 <b>ROACE<sup>(3)</sup></b> (%)	23%	24%	 <b>Gearing<sup>(5)</sup></b> (%)	(4%)	(5%)									

\* Numbers are rounded

(1) Luberef products only

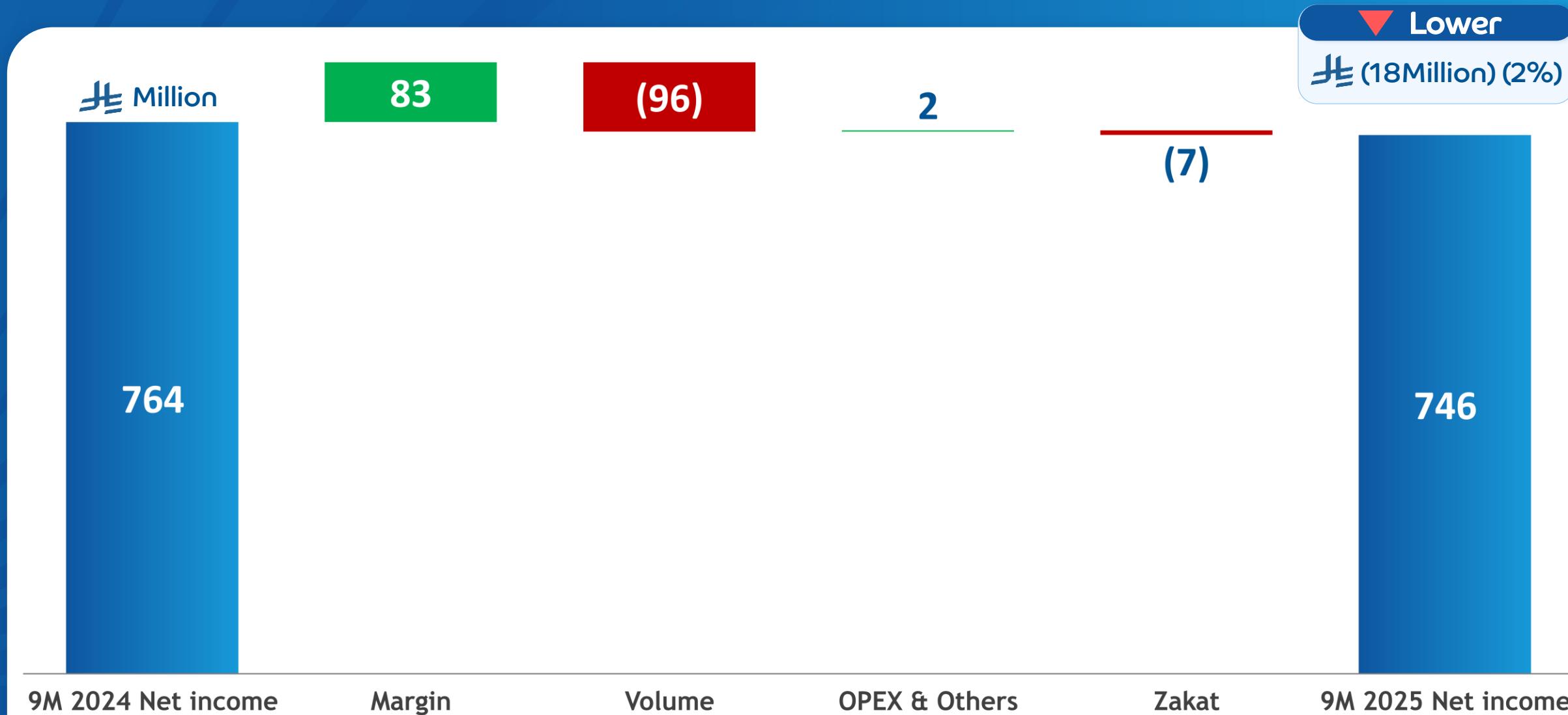
(2) Realized Base Oil Sales Price \$/MT – Freight \$/MT – Feedstock Cost \$/MT

(3) 12-month rolling net operating profit after tax / (average net financial debt + average book value of equity)

(4) Free cash flow divided by EBITDA

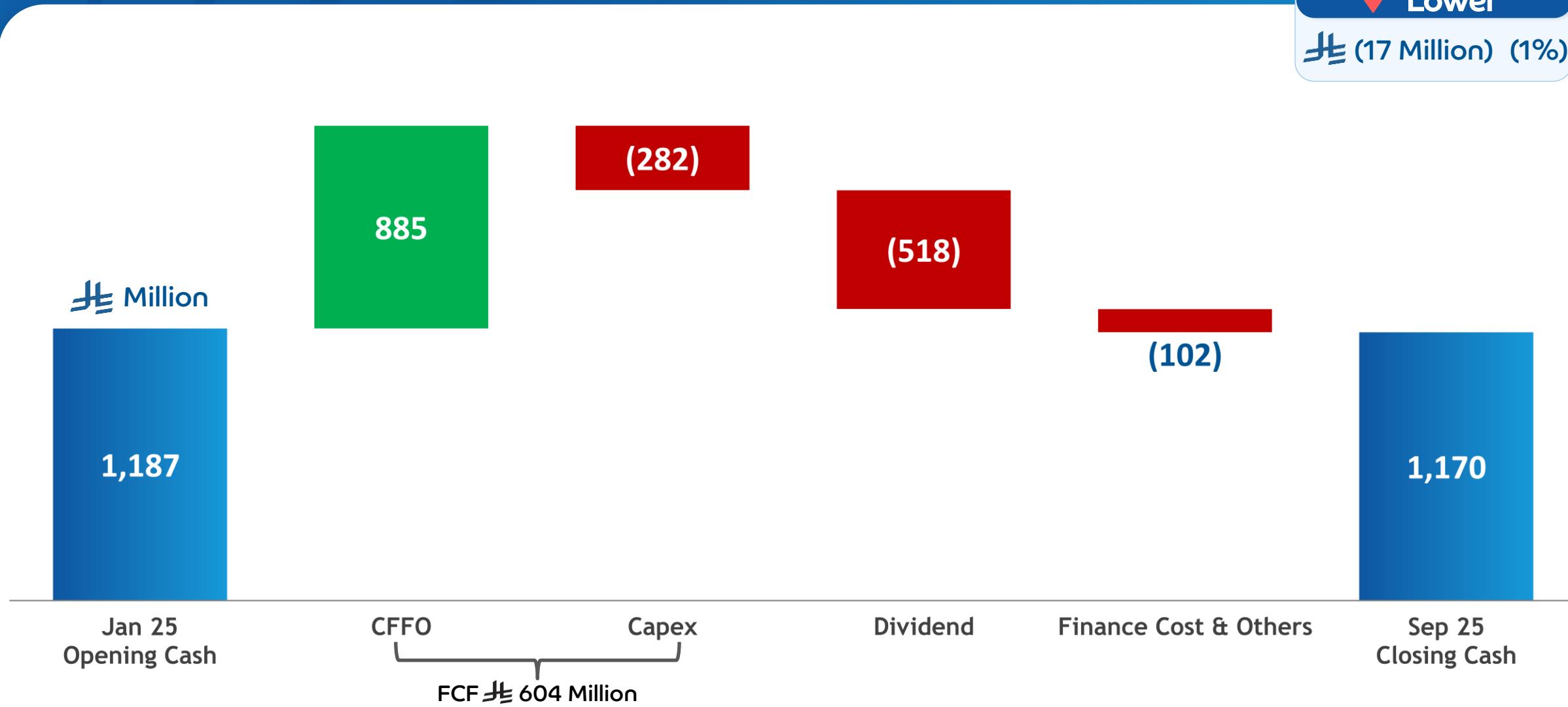
(5) Net financial debt divided by total capital employed. Net financial debt = total debt + lease liabilities - cash and cash equivalents – Short-term deposits

# Lower Net Income Due to Reduction in Sales Volume



# Sustained Healthy Cash Generation

▼ Lower  
₪ (17 Million) (1%)



# 2025 Guidance



## Base Oil Volumes, Turnaround & Shutdown

- The volume for 2025 has been revised to 1.05 million MT, due to an unplanned shutdown, a scheduled turnaround, and a catalyst replacement shutdown.
- Domestic market targeted to account for ~30% of total base oil volumes in 2025
- HVGO supply from SAMREF resumed in Q2, quantity of 1500 ton/month, contingent on the availability of a compatible feedstock stream for base oil production.
- Yanbu turnaround is scheduled to begin in mid of November 2025 and is expected to be completed by December 2025.



## Base Oil Prices & Crack Spreads

- Product prices calculated using a benchmark price and adding a premium.
- Key IHS benchmarks used for base oil product prices:
  - Domestic - Asian benchmark.
  - Export - Based on destination.
- Domestic price premiums for base oil products expected to be in the range of **SR375-750/Mt.**  
Company intends to maximize price premiums for exports.
- Feedstock prices expected to continue to be in-line with 380 CST HSFO Singapore 3.5%.



## Capex

- Sustaining Capex expected to be ~**SR 100-140 Mn.**
- Turnaround Capex **SR 170-190 Mn** (include ~110 Mn for catalyst)
- Capex for Yanbu Growth II project estimated at ~**SR 200-250 Mn** in 2025.



## Dividend

- Dividend of **SR 168 Mn has been distributed** for H1, 2025 performance.

The background of the slide features a photograph of an industrial oil and gas refinery. The foreground is dominated by a tall, white vertical reactor or distillation column with a walkway and safety railings. Behind it, a complex network of pipes, scaffolding, and other processing units extends into the distance. The sky is a clear, pale blue. Overlaid on this image are several thin, light blue radial lines that fan out from the bottom right corner, creating a dynamic, sunburst-like effect.

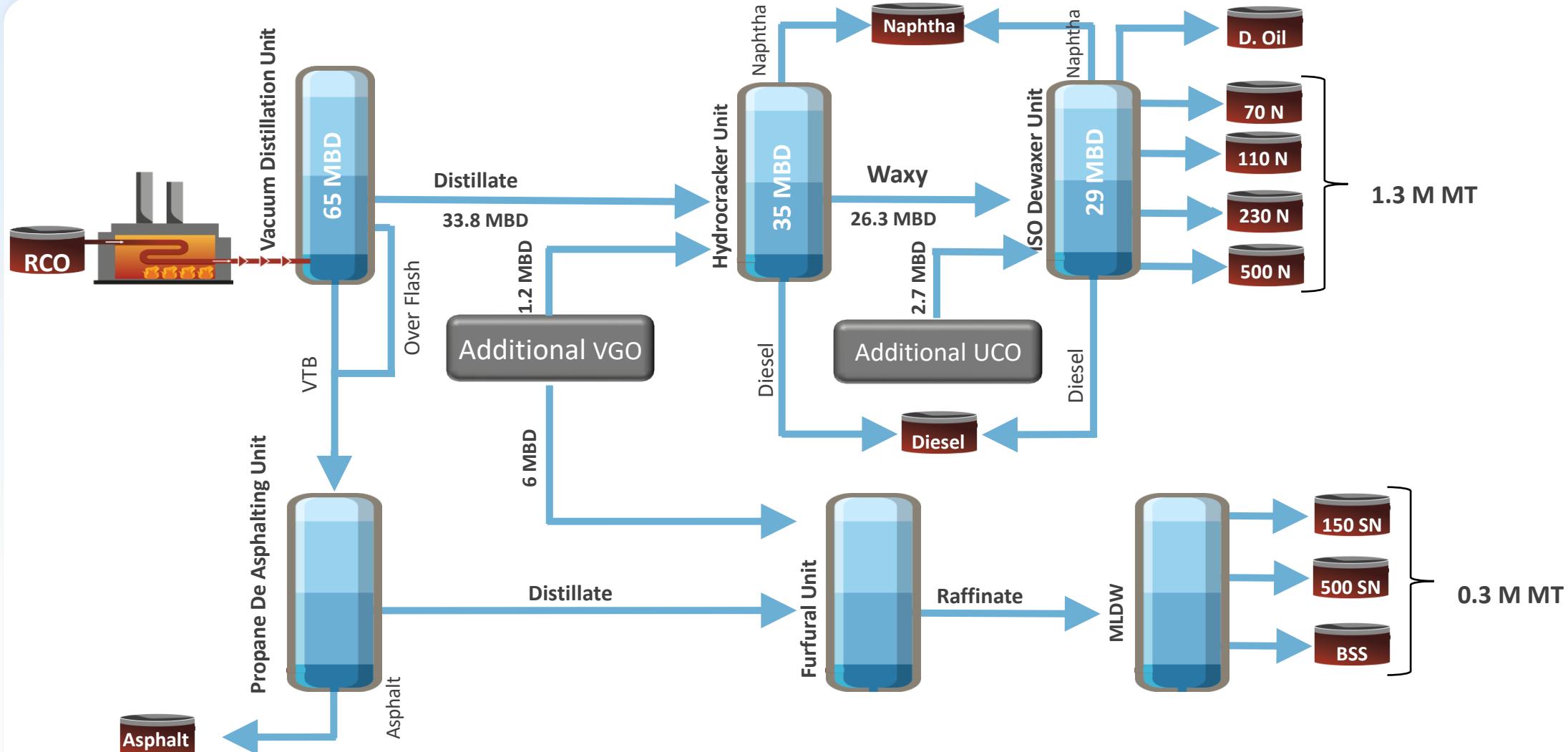
**Q&A**

**Q3 Earnings Call 2025**

The background of the image features a large industrial facility, likely an oil refinery or chemical plant, with various tall towers, pipes, and structures. Overlaid on this background are several radial blue stripes that fan out from the bottom right corner, creating a dynamic and modern feel.

Thank You

# Unlocking Future Value: Growth Potential for Yanbu facility\*

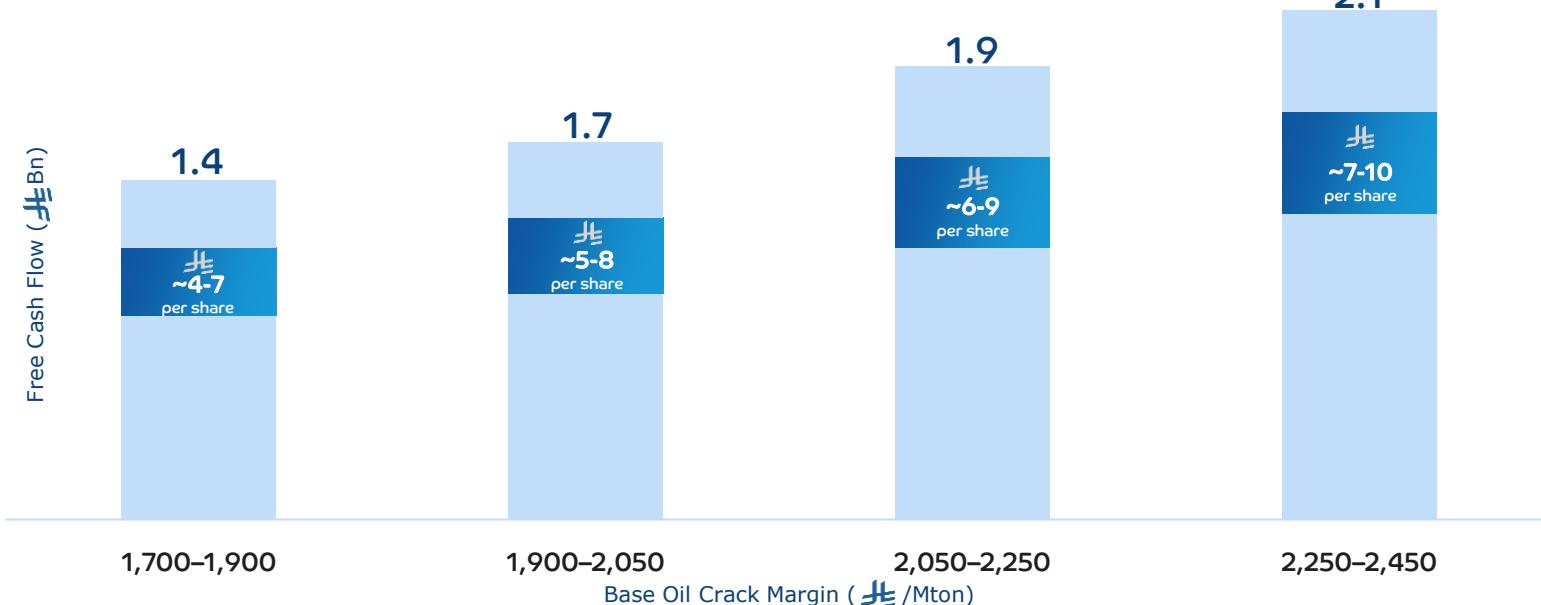


\* Depends on securing the additional feedstock and completion of growth II project with targeted capacity

# Sustainable and Attractive Distributions Across Base Oil Crack Margin Environments

Based on 1.3 Million Tons (Dividend / Share)

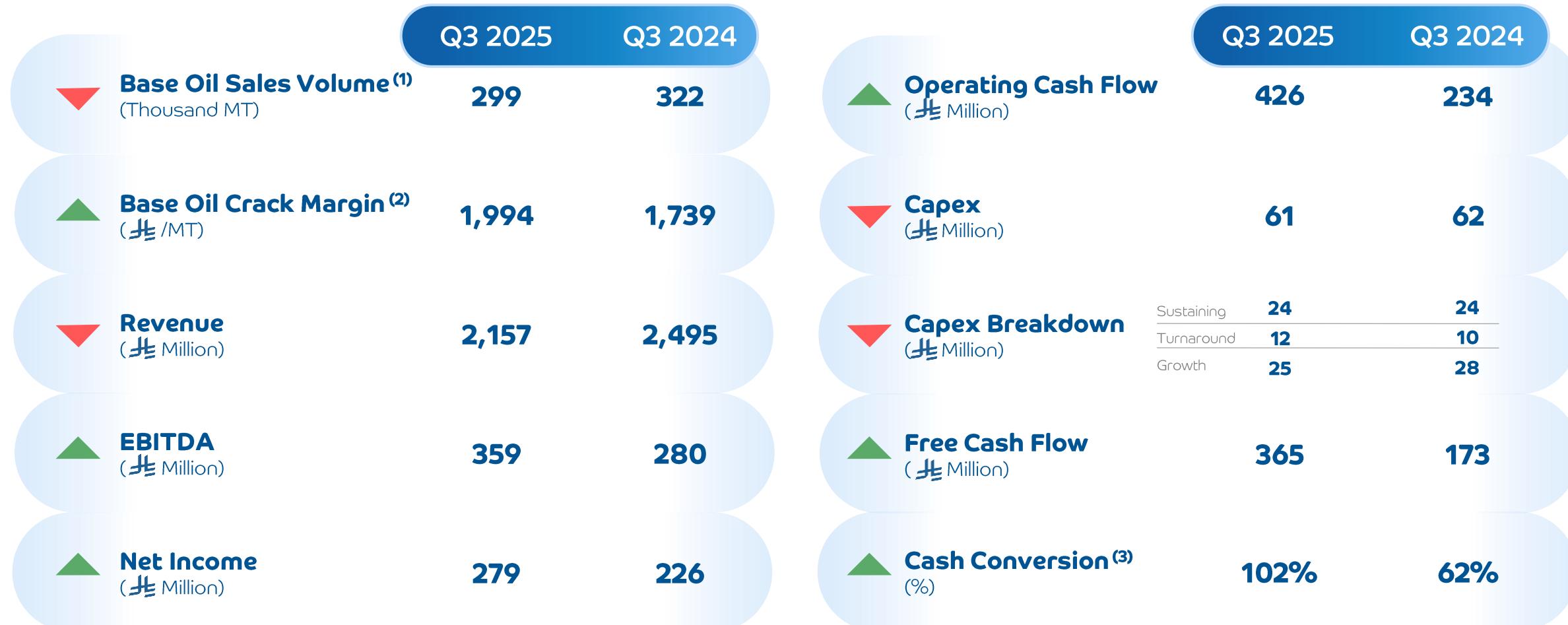
Dividends Range 60%-80% of FCF



## Assumptions:

1. No Gain/Loss from White & Byproducts.
2. No Change in working Capital
3. Capex SAR 146MM

# Q3 2025 at a Glance



\*Some numbers are rounded

(1) Luberef products only.

(2) Realized Base Oil Sales Price \$/MT – Freight \$/MT – Feedstock Cost \$/MT

(3) Free cash flow divided by EBITDA