

9M 2025 Earnings Presentation

14 November 2025







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AGENDA





TODAY'S PRESENTER



JOHN DEEB

CHIEF FINANCIAL OFFICER



REGIONAL CONSTRUCTION CHAMPION DELIVERING COMPLEX, LARGE-SCALE PROJECTS ACROSS THE UAE AND KSA'S STRATEGIC GROWTH SECTORS

BUSINESS OVERVIEW

Well-established presence in the UAE since 1999; strategic expansion in Saudi Arabia since 2022 as well as successful acquisition of Target Engineering.

Vertically integrated platform with two core offerings and 9 specialist business units, enabling full project delivery.

Expertise in delivering complex iconic projects spanning airports, data centres, giga-developments, and energy infrastructure

Proven track record with 18 years of profitability backed by a disciplined tendering process, prudent financial management, and exceptional talent.

Well-positioned for strategic growth in two of the world's most active and dynamic construction markets

Strong investor base, 80% owned by Investment Corporation of Dubai (ICD); listed on DFM in October 2025



▲ 83% YoY | ▲ 0.7%

▲ 66% YoY



▲ 116% YoY | ▲ 1.1%

HIGH-VALUE PROJECTS, SUSTAINED BACKLOG GROWTH AND DISCIPLINED EXECUTION DRIVE CONTINUED REVENUE GROWTH



REVENUE AND PROFIT RECOGNITION POLICY

Follow industry standard percentage of completion method of accounting

Implement prudent accounting and commercial management policies, whereby profits only become recognisable as their visibility grows, resulting in higher profit recognition toward the end of a project

Project execution is slower during Ramadan and summer resulting in lower revenue and profits being recognised in those periods, with **Q4 typically contributing the most to yearly revenue**

Q1 and Q2 2025 have already shown **strong y-o-y growth**, we expect **H2 revenue to surpass H1 revenue**



CORE ENGINEERING AND CONSTRUCTION BUSINESS COMPLEMENTED BY NINE INTEGRATED SUITE OF SERVICES

CORE: ENGINEERING & CONSTRUCTION



Oversees the entire lifecycle of construction projects, from initial concept and design through to final completion and handover

Provides a range of specialized services tailored to different types of complex projects



Leading EPC contractor in the Energy segment offering services in onshore and offshore areas

Operates through four highly specialized business divisions including mechanical oil and gas, electrical, civil and marine

INTEGRATED SERVICES

ALEC	Specialises in high-end fitout, theming and refurbishment for luxury hotels, retail, museums, offices, and themed entertainment venues in the UAE and KSA.
WALEMCO	Leading innovative mechanical, electrical and plumbing (MEP) contractor offering integrated electromechanical and building services solutions
ALEC CENTER SOLUTIONS	Provides engineering, procurement and construction services for large-scale traditional, AI, and prefabricated data centres.
ALEC	Offers pioneering cutting-edge ELV solutions and employs a comprehensive approach providing solutions that are fully integrated and end-user-oriented.
ALEC LITE	Executes fast-track, turnkey small-scale construction and refurbishment projects across MEP, civil and architectural services.
ALEC FACADES	A pioneer in building envelopes and complex facades, aligning with the latest global technologies for superior engineering and execution.
LINQ	Leading GCC modular housing manufacturer, delivering off-site prefabricated solutions.
ALEC	Provides comprehensive solar photovoltaics (PV) energy solutions across the renewable energy sector.
AJI RENTALS	A comprehensive provider of equipment rental and custom service solutions, catering to a wide range of project needs.

250+

industry awards since inception



Large Contractor of the Year 2024

ALEC



Fitout Contractor of the Year 2024





Year 2023
ALEC

Awarded contractor of the year 16 times



EXTENSIVE EXPERTISE IN A WIDE RANGE OF STRATEGIC AND NATIONALLY CRITICAL INDUSTRIES

SELECTED EXAMPLES WITHIN EACH INDUSTRY



AIRPORTS

Area: 2.0m m²

DUBAI AIRPORT-CONCOURSE A Client: DAEP¹



RETAIL

Area: 2.0m m²

DUBAI HILLS MALLClient: EMAAR



COMMERCIAL

Area: 1.0m m²

ONE ZA'ABEEL
Client: Ithra Dubai



MUSEUMS & PAVILIONS

Area: 210k m²

UAE PAVILION – EXPO 2020

Client: MOPA²



LEISURE

Area: 472k m²

AQUARABIA WATERPARK Client: Qiddiya



COMPLEX RESIDENTIAL

Area: 560k m²

MARINA GATE RESIDENCES (1,2,3) Client: Select Group



ENERGY

Delivered 500+ projects³

UPPER ZAKUMClient: ADNOC



HOTELS

Area:1.5m m²

Wynn Al MArjan Client: Wynn Resorts



DATA CENTRES

New focus sector

STARGATE UAEClient: Khazna



OPERATIONAL EXCELLENCE DRIVING A SUSTAINABLE EDGE

PROJECT LEVEL	
Selective tendering process	3% Accepted invites 57% Success rate ^{1,2}
Prudent cost management and control	0.5X Net Cash / EBITDA (9M 2025)
STRATEGIC AND TECHNICAL	
Comprehensive integrated capabilities	4 Average no. of contracts across top 10 projects
Optimal resource allocation	35-60% Subcontracted project work
ORGANISATIONAL	
Innovative technology adoption	+15 Digital solutions used
Embedded risk management culture	0.168 LTIFR ⁴ (Jan – Sep 2025)
World-class health and safety standards	Bi-weekly Contractual performance checks
Dedicated people and culture	89% Retention Rate (between 2018 -2024)

DEDICATED TO THE HIGHEST HEALTH & SAFETY AND WORKER WELFARE STANDARDS

HEALTH & SAFETY MANAGEMENT

WORKER WELFARE STRATEGY

ISO 45001/14001/9001 and OSHAD¹ certified health & safety management

Dedicated worker welfare team reviewing subcontractors' operations

LTIFR² of 0.168 per million manhours worked YTD

Mandatory health & safety induction

Action notice and rewards schemes to prevent accidents

Mandatory welfare induction for subcontractor and labour

Independent third-party worker welfare audits

Mental health support program for employees

Reduced summer working hours to protect workers from excess heat

99-100% close rate in 2024 for issues raised across grievance mechanisms³



STRONGLY POSITIONED TO CAPTURE SIGNIFICANT GROWTH IN THE UAE'S SUBSTANTIAL PROJECT PIPELINE



UAE ECONOMY EXPANDING AT HEALTHY PACE LED BY NON-OIL SECTORS

Q1 2025A	3.9%
2025E	4.9%
2026E	5.3%



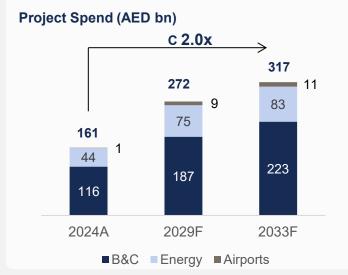
Economic diversification

GDP Growth



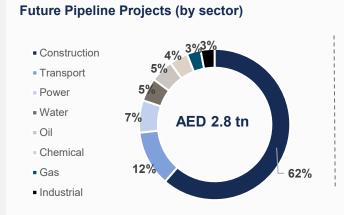


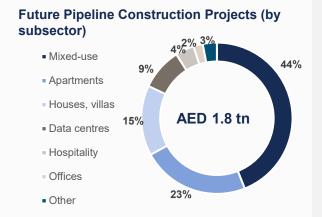
SUBSTANTIAL UPSIDE EXPECTED IN ALEC'S CORE SECTORS





CONSTRUCTION PROJECT IN THE PIPELINE TOPS AED 1 TN AS DATA CENTRES GAIN TRACTION





EY RELEVANT UPCOMING PROJECTS



Expected to be one of the most prominent projects over the next decade – becoming the **world's largest airport** with passenger handling capacity of **260m annually**



First Disney theme park in the Middle East through a partnership between the Miral Group and The Walt Disney Company. Project still in design phase.

WELL-POSITIONED TO CAPITALISE ON KSA'S CRITICAL LANDMARK PROJECT SPEND



KSA ECONOMY SET TO SUSTAIN ROBUST GRWOTH DRIVEN BY PRIVATE SECTOR EXPANSION AND PUBLIC SPEND



5.1%

4.6%

GDP Growth (YoY)

2025E

2026E

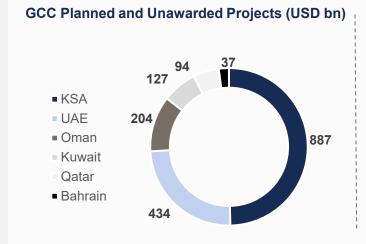


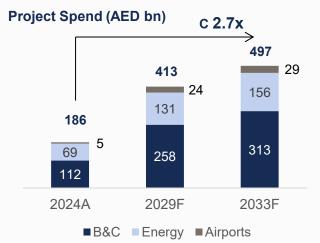
Sustained public & PIF-led capex

Tourism liberalization

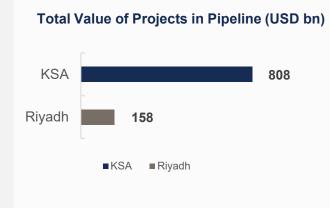
Energy transition and security investments

KSA WILL CONTINUE TO DRIVE PROJECT SPEND IN THE GCC, ESPECIALLY IN ALEC'S CORE SECTORS





VISION 2023 GIGA PROJECTS IN EXECUTION MODE, LED BY RIYADH BASED PROJECTS





KEY RELEVANT UPCOMING PROJECTS



Expected to be one of the world's largest airports, accommodating up to 185m passengers and process 3.5m tons of cargo by 2050



Projected to welcome **c.40m site visits** and over **1 bn** digital visits to the metaverse pavilion, spanning an area of **6m m**² with **246 unique event participants**

SEIZING AI-FUELED DATA-CENTRE GROWTH IN THE UAE & KSA

UAE AND KSA EXPERIENCING SIGNFICANT GROWTH IN DATA CENTRES CREATING CONTINUOUS DEMAND FOR SPECIALIST CONTRACTORS

Regional data centre capacity is projected to **triple** from **1 GW (2025)** to **3.3 GW (2030)**.

Driven by:

- Relocation to cloud solutions
- Surge in AI underpinned by ambitious national AI strategies
- Government-led initiatives and incentives

ENABLED BY...

Cost base advantage:

Land and power costs in the GCC are significantly lower than major data centre hubs globally.

Connectivity hub:

Dense subsea cable routes compress latency and costs, positioning the GCC as an intercontinental node.

Policy tailwinds:

GCC trade and diplomatic ties streamline imports of AI-grade data centre equipment and open access to international compute demand, enlarging the region's addressable market.

Capital access:

Active SWF and PE funding (e.g., PIF, Mubadala, KKR-Gulf Data Hub US\$5bn).

NATIONAL AI STRATEGIES ARE TRANSLATING INTO MEGA CAMPUS-SCALE DATA CENTRE BUILDS

Announced Major Projects

Announced capacity is multi-site and multi-phase, creating a durable, multi-year build cycle.



Stargate (Abu Dhabi) — 1GW cluster with ~200MW online in 2026. First international deployment of OpenAl's Al infrastructure platform, led by G42.

Construction Updates: Construction of first 200MW is well underway and progressing steadily toward planned 2026 delivery.



NEOM × **DataVolt** — *Net-zero Al factory campus* with first phase \$5bn; plans total ~1.5GW with operations from 2028.

HUMAIN (PIF) — new national Al company building next-gen data **6.6GW** total planned, initial campuses with 100 MW each targeted to go online early 2026. At FII9 announced \$3 billion data center partnership with Blackstone for rapid deployment and scaling.

HOW WE WILL WIN

- Leverage integrated end-to-end delivery model (design to build)
- Build on strong relationship with existing clients and acquire new ones
 - Prioritize markets (UAE, KSA) with accelerating spend to capture outsized share and scale efficiently





DELIVERED RECORD 9M AND Q3 PERFORMANCE ON ROBUST BACKLOG CONVERSION AND OPERATIONAL EXCELLENCE

Record revenue near AED 9 billion, on track to delivering record revenue for 2025, driven by robust backlog conversion and disciplined execution.

Sustained increase in EBITDA and **margin** on the back of strong operating leverage, tight cost control and prudent financial management.

Net Profit more than doubled to an all time high for the nine-month period owed to robust project delivery, operational efficiencies and effective working capital management.

Capex mainly directed toward executing the robust backlog and supporting healthy pipeline of the Energy segment.

Maintained low net cash/EBITDA and strong **FCFF** despite a significant rise in CapEX, reaffirming commitment to balance sheet strength and financial flexibility.



9M & Q3 OUTPERFORMANCE: RECORD REVENUE, STRONGER MARGINS, EARNINGS MORE THAN DOUBLING

AEDm	Q3		Change (YoY)	9 Months		Change (YoY)	
ALDIII	2024	2025	Change (101)	2024	2025	511m1 g 5 (151)	
Revenue	1,945	3,544	82%	5,381	8,906	66%	
Gross profit	195	323	65%	551	859	56%	
Gross Profit Margin	10.0%	9.1%	(0.9%)	10.2%	9.6%	(0.6%)	
EBITDA	148	277	88%	386	706	83%	
EBITDA margin	7.6%	7.8%	0.2%	7.2%	7.9%	0.7%	
Finance costs, net	(33)	11	(135%)	(65)	(34)	(48%)	
Depreciation & Amortization	(40)	(68)	70%	(109)	(185)	70%	
Profit for the year	71	193	172%	200	432	116%	
Net income margin	3.6%	5.4%	1.8%	3.7%	4.8%	1.1%	

9M:

 Revenue increased by 66% YoY to AED 8.9 billion on the back of backlog conversion across all segments.

Q3:

 Revenue increased by 82% YoY to AED 3.5 billion, with Energy segment revenue delivering the strongest YoY performance

9M

• **EBITDA** rose by 83% YoY to AED 706 million with margin expanding to 7.9% driven by strong revenue, operating leverage benefits and tight cost controls across the business.

Q3:

 EBITDA rose by 87% to AED 284 million with margin expanding to 8.0% as ALEC continued to realize operating leverage benefits across the business.

OM.

 Net profit increased by 116% YoY to a record AED 432 million with margin reaching 4.8% on the back of backlog conversion, operating leverage benefit, prudent financial management, despite higher D&A costs.

Ω:

 Net profit surged 172% to AED 193 million on the back of accelerated activity and continued focus on operational excellence. Margin was 5.4%



BALANCE SHEET SUPPORTS SCALE AND DISCIPLINED GROWTH

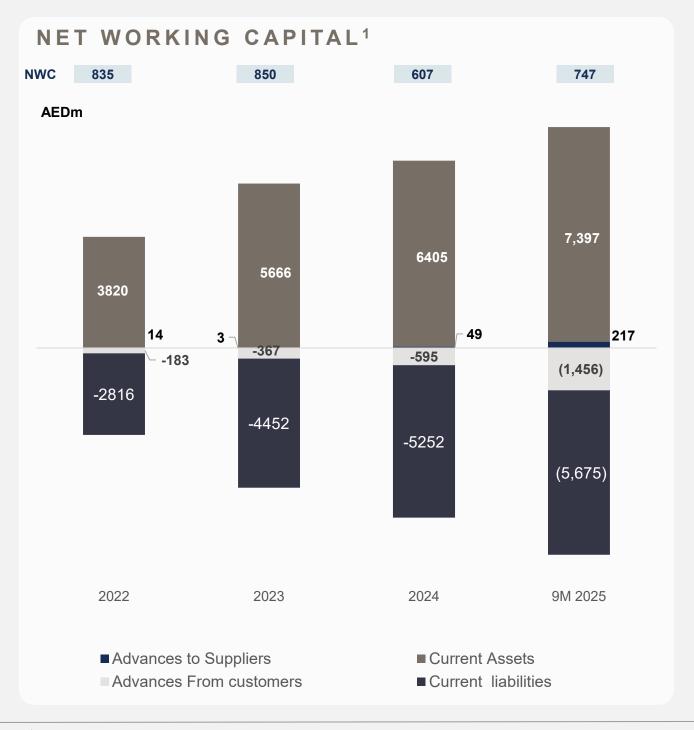
AEDm	30-Sep-25	31-Dec-24	%Change (YTD)	30-Jun-25	%Change (QoQ)
TOTAL NON-CURRENT ASSETS INCLUDING	1,684	1,339	26%	1,680	0%
Property, plant and equipment	1,186	929	28%	1,115	6%
Retention receivables	162	234	(31%)	276	(41%)
Advances to suppliers and subcontractors	217	49	342%	167	30%
Total current assets including	8,342	6,405	30%	7,397	13%
Contract and other receivables	3,247	2,800	16%	2,916	11%
Gross amounts due from customer on construction contracts	3,660	2,254	62%	3,125	17%
Cash and bank balances	1,301	1,254	4%	1,205	8%
TOTAL ASSETS	10,026	7,744	29%	9,077	10%
TOTAL NON-CURRENT LIABILITIES INCLUDING	2,486	1,459	70%	2,410	3%
Advances from customers	1,456	595	145%	1,418	3%
TOTAL CURRENT LIABILITIES INCLUDING	6,356	5,252	21%	5,675	12%
Contract and other payables	5,698	4,366	30%	5,099	12%
Gross amount due to customers on construction contracts	286	310	(8%)	152	88%
TOTAL LIABILITIES	8,842	6,711	32%	8,085	9%
TOTAL EQUITY	1,184	1,033	15%	992	19%

- Ramp-up in execution reflected in higher working capital
 - Driving investment in Equipment and facilities
 - Onboarding subcontractors to support project work
- Prudent capital structure with limited leverage
 - Stable cash position
 - Efficient collections of receivables
 - Continued growth in Advances from Customers reflect ongoing new business awards

 Strong balance sheet enables efficient project mobilization and sustained growth



EFFICIENT WORKING CAPITAL MANAGEMENT UNDERPINS OPERATIONAL AGILITY



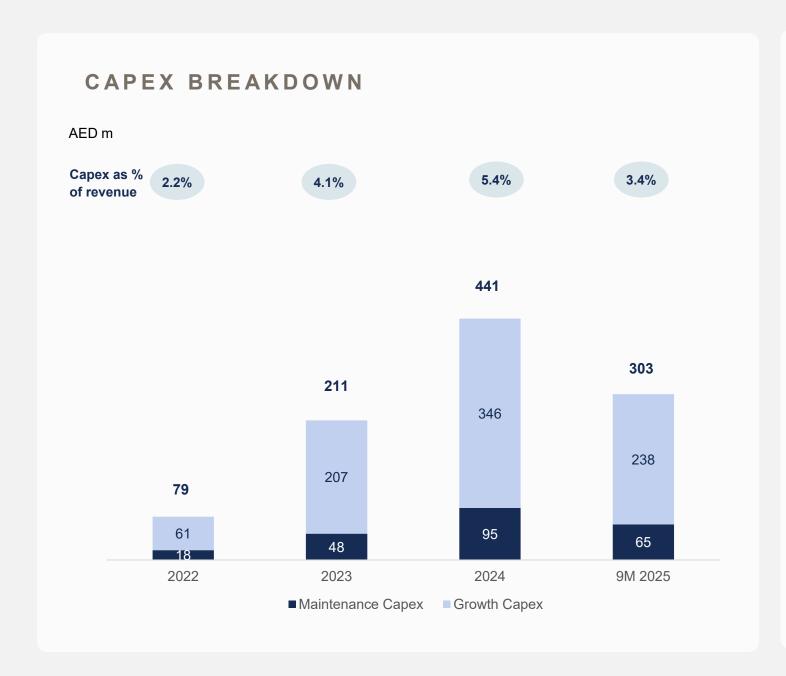
Significant increase in net working capital driven by ramp up in execution intensity.

Given the nature of the sector, there is volatility in the working capital requirements which ALEC manages by creating sufficient cash buffers.

ALEC aims to achieve a near-neutral working capital position by matching receivables and gross amounts due with payables and accruals.

Cash is controlled centrally at the group level and managed between businesses to meet working capital requirements, reducing need to draw down debt.

CAPEX-LIGHT MODEL



Capex for the 9M period was AED 303 million mainly directed toward enhancing capabilities within the Energy segment to support future growth.

ALEC operates a low capex model with maintenance capex at c.1% of revenue.

The disciplined approach to capex has allowed ALEC to maintain best-in-class returns on capital employed.



ATTRACTIVE DIVIDEND POLICY AIMED AT SUPPORTING LONG-TERM VALUE

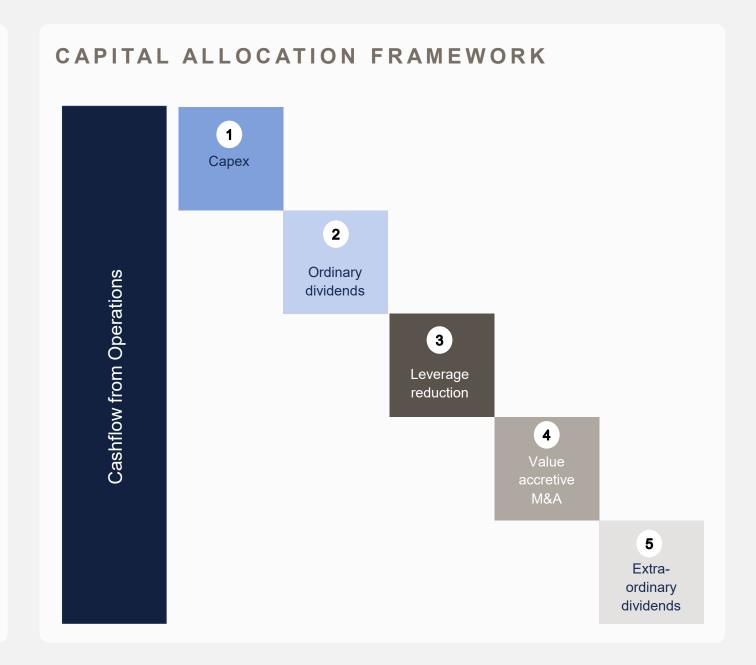
CLEAR DIVIDEND POLICY

CASH DIVIDEND DISTRIBUTION SCHEDULE **AED 200m AED 500m** Minimum 50% Payable in April 2026

For FY-2026 payable in Payout ratio of net profit, October 2026 and April FY-2027 onwards, to be 2027 distributed semi-annually

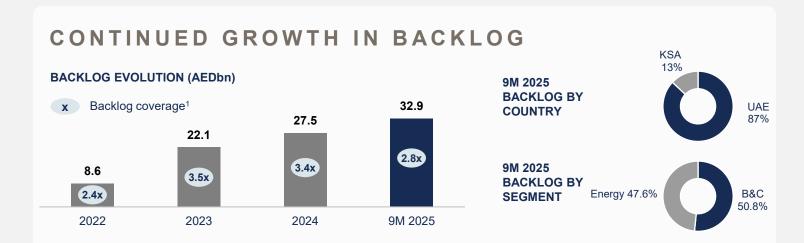
CLEAR DIVIDEND POLICY, REFLECTING:

- Prudent approach to capital allocation, balancing growth-enabling investments and shareholder reward
- Robust cash flow Free Cash Flow to Firm: AED 624m (as of 30 September 2025)
- Long-term earnings potential





LARGE, SECURED BACKLOG DRIVING VISIBLE, MULTI YEAR REVENUE GROWTH



DIVERSIFIED PORTFOLIO OF CURRENT FLAGSHIP PROJECTS

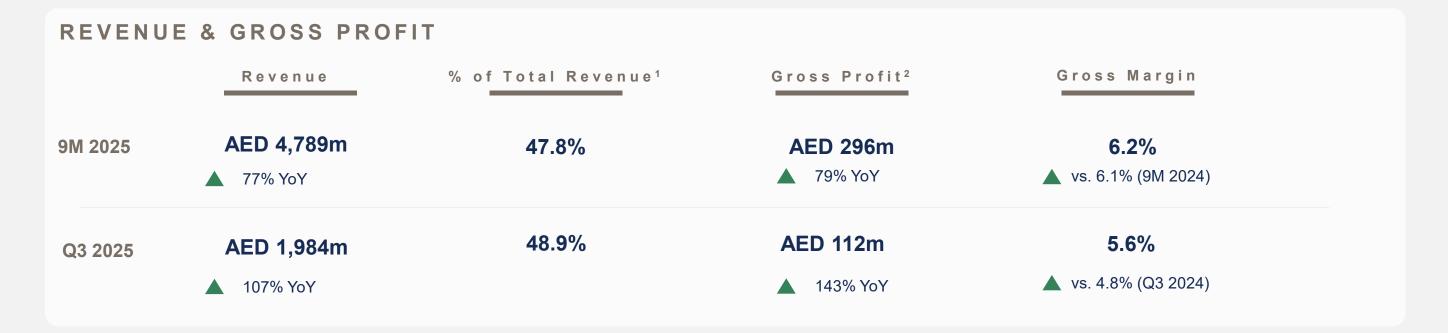
PROJECT	COUNTRY	BACKLOG ² (AEDm)	SECTOR	EXPECTED YEAR OF COMPLETION
Wynn Al Marjan	C	5,624	Hospitality	2027
Stargate Data Centre (200MW)	C	5,096	Data Centre	2027
ADNOC Offshore Zakum EPC	C	4,778	Energy	2030
ADNOC MMBD Offshore	C	4,488	Energy	2028
Qiddiya Speed Park	2003	2,658	Leisure	2027
Como Residences	C	1,685	Residential	2028
Ilmi Science and Technology Centre (MISK)	83913	1,277	Education	2027
ADNOC Sahil EPC Works	C	955	Energy	2027

- AED 32.9 billion backlog reflects ALEC's focus on high-value, strategic and nationally critical and vision-led projects.
- 2.8x coverage of the trailing twelve months revenue provides multi year revenue visibility.

 c. 50% of the contracted project exceeded AED 3 billion, demonstrating the scale of the projects ALEC delivers.

- Near 50:50 backlog split between B&C and Energy
 - B&C driven by diversified projects incl. data centres
 - Energy supported by recent major win with ADNOC
- Strong home market anchor with selective expansion in KSA
 - 87% UAE | 13% KSA

BUILDING & CONSTRUCTION (B&C)

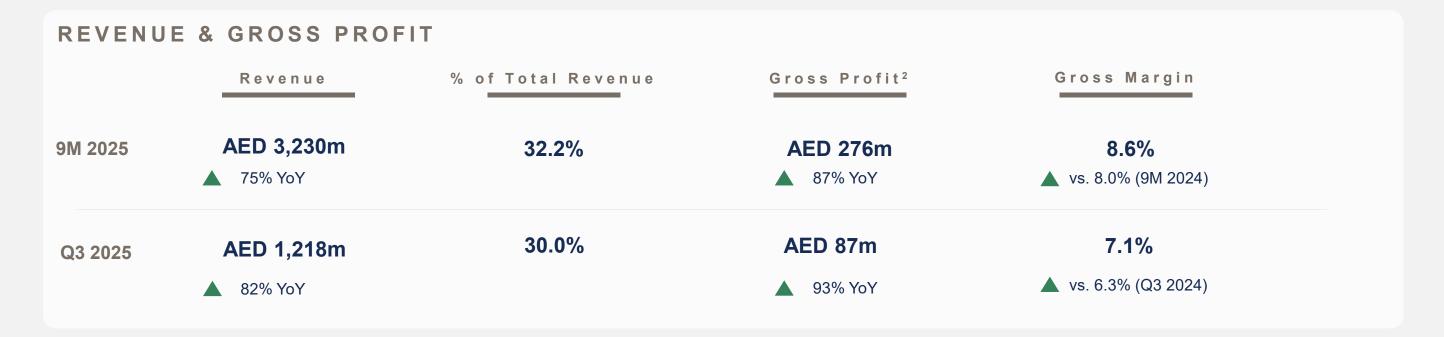


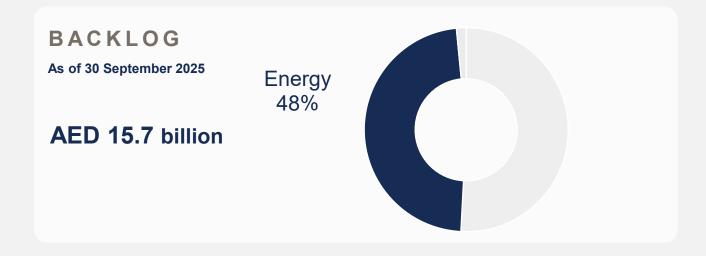


KEY UPDATES

- Ramp up in execution of two significant projects drove accelerated revenue and gross profit growth, namely:
 - Wynn Al Marjan (Hospitality, RAK)
 - Stargate Phase 1 (Data Centre, Abu Dhabi)

ENERGY SOLUTIONS





KEY UPDATES

- Strong top line growth driven by recent major, multi-year project wins with key strategic clients, namely ADNOC, including:
 - ADNOC Offshore Zakum EPC (Offshore, UAE)
 - ADNOC MMBD Offshore (Offshore, UAE)

RELATED BUSINESSES





1%

AED 506 million

KEY UPDATES

• Significant number of projects undertaken as subcontractors for the B&C segment including Stargate Phase 1 and Wynn Al Marjan.



FOCUSED STRATEGY DRIVING FUTURE GROWTH



Source: Company information



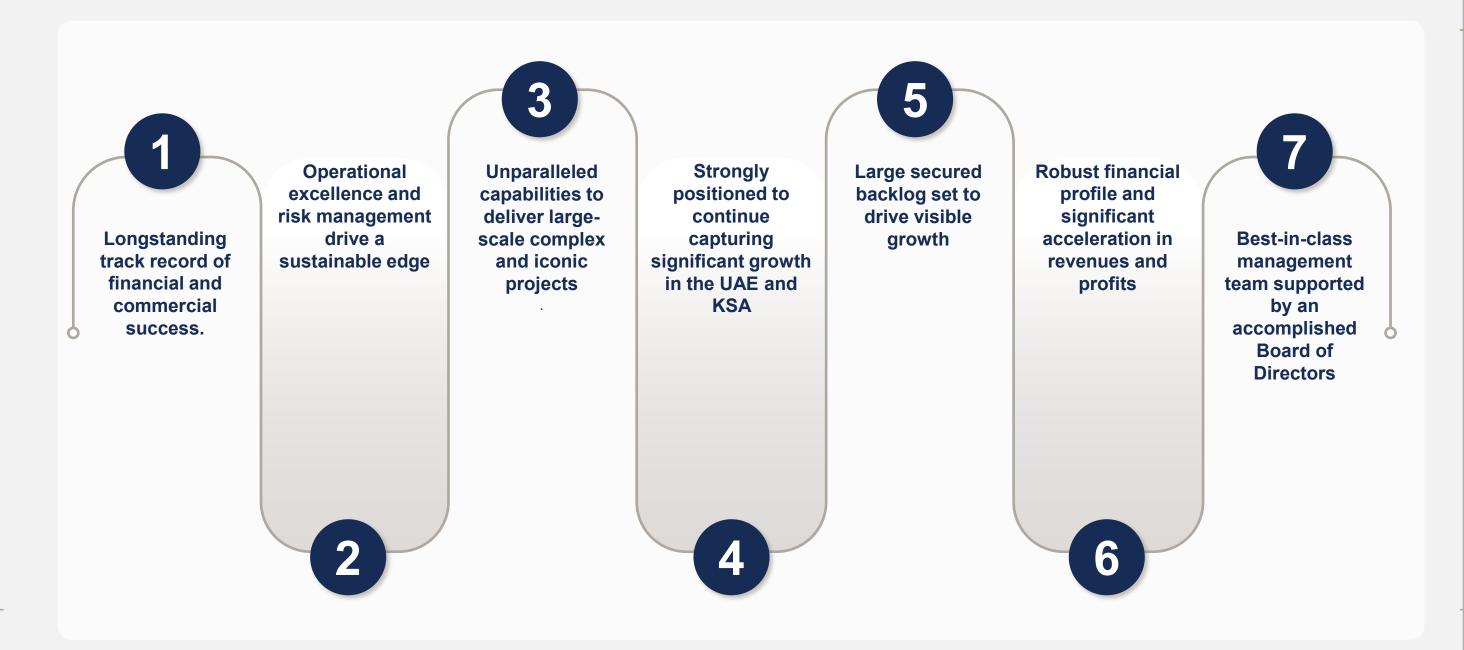
ON TRACK TO ACHIEVE 2025 GUIDANCE

	Management's Outlook				
	2025	MEDIUM-TERM			
Backlog	100% of revenue covered	Backlog coverage is expected to remain at ~2.0x-2.5x supported by a healthy projects pipeline and future anticipated projects			
Revenue Growth	~50-52%	Revenue growth is expected to be ~50-55% in 2026E, of which a vast majority is contracted. Thereafter, revenue is expected to grow at an implied CAGR of ~7-8%			
Gross Profit Margin	~10.3%	Expected to gradually improve by ~100bps			
EBITDA Margin	~8.5%	Expected to gradually improve by ~150bps			
Сарех	~2.0-3.0% of revenue	Expected to gradually decline to ~1.0% of revenue			
Gross Leverage	~1x	Gross leverage ratio expected to remain below 1x			





ALEC'S DIFFERENTIATED VALUE PROPOSITION



Source: Company information





Q&A

THANK YOU



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