



Date: 08/11/2022

إشارة: IR/ALG/90/2022

التاريخ: 2022/11/08

Dear/Boursa Kuwait Company
Greeting,

السادة/ شركة بورصة الكويت المحترمين
تحية طيبة وبعد،

Subject: Analysts/ Investors Conference

الموضوع: اجتماع مؤتمر المحللين/ المستثمرين

Meeting for Q3 of the Financial Year 2022

للربع الثالث من السنة المالية 2022

With reference to the above subject, and in the interest of Ali Alghanim Sons Automotive Company (ALG) to adhering with requirements of article No. (7-8-1/3) of Boursa Kuwait Rulebook, we would like to inform you:

بالإشارة إلى الموضوع أعلاه، وحرصاً من شركة أولاد علي الغانم للسيارات (الغانم) على الإلتزام بمتطلبات المادة رقم (7-8-1/3) من كتاب قواعد البورصة، نود إفادتك بما يلي:

- The company (ALG) has conducted the Analysts/Investors Conference for Q3 of the FY 2022 via a live webcast at 02:00 pm on Tuesday 08/11/2022 (Kuwait local time). There was no new material information discussed during the conference.
- Attached is the presentation of the Analysts/ Investors Conference for Q3 of FY 2022.

- عقدت الشركة (الغانم) مؤتمر المحللين/ المستثمرين للربع الثالث من السنة المالية 2022 عن طريق بث مباشر على شبكة الإنترنت وذلك في تمام الساعة 02:00 من ظهر يوم الثلاثاء الموافق 2022/11/08 (وفق توقيت دولة الكويت). ولم يتم الإفصاح عن أي معلومات جوهرية جديدة خلال المؤتمر.
- مرفق العرض التقديمي لمؤتمر المحللين/ المستثمرين للربع الثالث من السنة المالية 2022.

sincerely yours,

وتفضلوا بقبول فائق التحية والإحترام،

يوسف عبدالله القطامي

Vice Chairman & CEO

نائب رئيس مجلس الإدارة
والرئيس التنفيذي





نموذج الإفصاح عن المعلومات الجوهرية

Disclosure of Material Information Form

Date:	08/11/2022	التاريخ:
Name of The Listed Company:	Ali Alghanim Sons Automotive (K.S.C.P)	اسم الشركة المدرجة:
		شركة أولاد علي الغانم للسيارات (ش.م.ك.ع)
Material Information		المعلومات الجوهرية
<ul style="list-style-type: none"> The Ali Alghanim Sons Automotive Company (ALG) has conducted the Analysts/Investors Conference for Q3 of the FY 2022 via a live webcast at 02:00 pm on Tuesday 08/11/2022 (Kuwait local time). There was no new material information discussed during the conference. Attached is the presentation of the Analysts/Investors Conference for Q3 of FY 2022. 	<ul style="list-style-type: none"> عقدت شركة أولاد علي الغانم للسيارات (الغانم) مؤتمر المحللين/المستثمرين للربع الثالث من السنة المالية 2022 عن طريق بث مباشر على شبكة الإنترنت وذلك في تمام الساعة 02:00 من ظهر يوم الثلاثاء الموافق 2022/11/08 (وفق توقيت دولة الكويت). ولم يتم الإفصاح عن أي معلومات جوهرية جديدة خلال المؤتمر. مرفق العرض التقديمي لمؤتمر المحللين/المستثمرين للربع الثالث من السنة المالية 2022. 	
Significant effect of the material information on the financial position of the company		أثر المعلومات الجوهرية على المركز المالي للشركة
No significant effect of the material information on the financial position of the company		لا يوجد أثر للمعلومات الجوهرية على المركز المالي للشركة





Ali Alghanim Sons Automotive Company K.S.C.P

Analyst Conference

Q3 2022

November 08, 2022



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AGENDA

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BOARD OF DIRECTORS AND EXECUTIVE MANAGEMENT TEAM



BOARD OF DIRECTORS AND EXECUTIVE MANAGEMENT TEAM

BOARD OF DIRECTORS



Eng. Fahad Ali Alghanim
Chairman
Non - Executive



Mr. Yousef Al Qatami
Vice Chairman and CEO
Executive



Mr. Ali Marzouq Alghanim
Member of the Board
Non - Executive



Mr. Mohammad Khaled Alghanim
Member of the Board
Non - Executive



Mr. Ali Abduljaleel Behbehani
Member of the Board
Non - Executive



Mr. Ahmad Meshari Abdulwahab Al-Faris
Member of the Board
Independent Director



Mr. Jehad Mohammad Ahmed Al-Qabandi
Member of the Board
Independent Director

EXECUTIVE MANAGEMENT TEAM



Mr. Yousef Al Qatami
Chief Executive Officer



Mr. Chavijit Singh Bawa
Chief Financial Officer

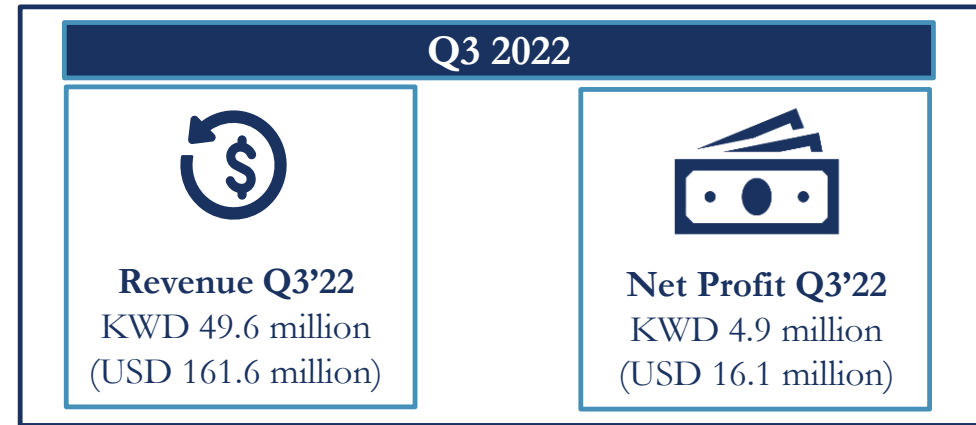
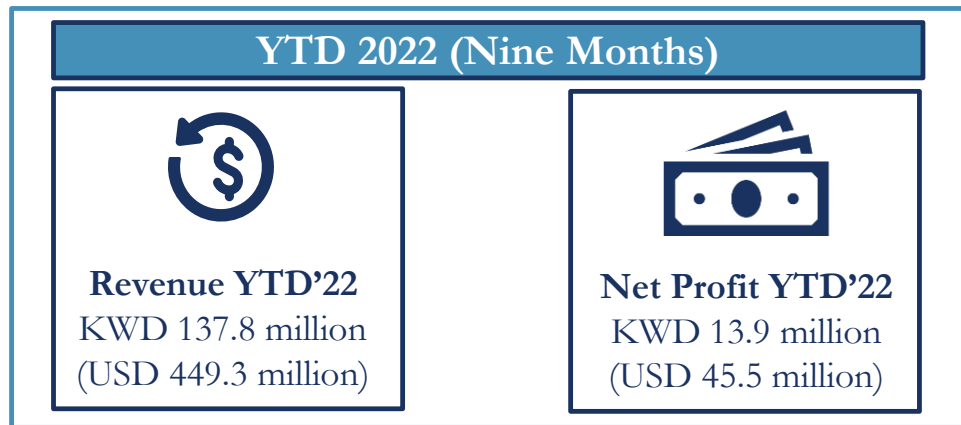


COMPANY OVERVIEW AND ACCOMPLISHMENTS



COMPANY OVERVIEW: PERFORMANCE HIGHLIGHTS

A large-scale Kuwaiti shareholding company comprising of a group of automotive businesses that supply the Kuwaiti market, and some of the Arab Markets, with the finest international automotive brands and services.



*Conversion rate: KWD 1 = USD 3.26

Brands: Ali Alghanim Sons Automotive deals with numerous brands in the category of Passenger Cars, Heavy Commercial Equipment and Auto parts

Passenger Cars



Heavy Commercial Equipment



Auto Parts





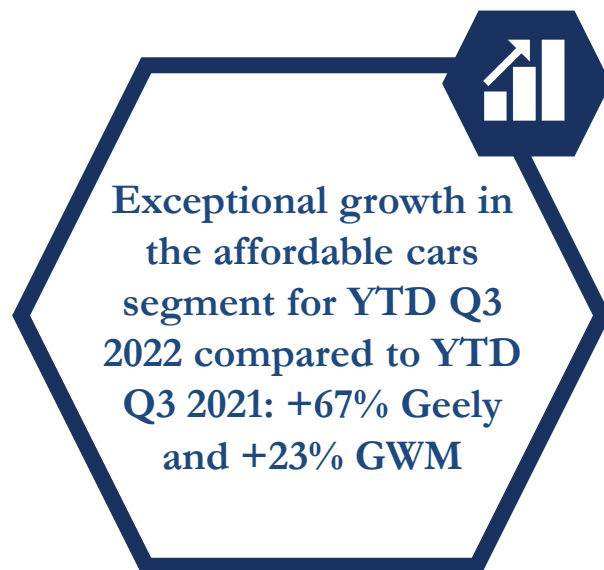
COMPANY OVERVIEW: REVENUE BREAKDOWN – YTD (Nine Months) and Q3 2022

Passenger Cars	After Sales	Certified Used Cars	Commercial Heavy Equipment
<ul style="list-style-type: none">• BMW• Land Rover• Rolls Royce• McLaren• MINI• Geely• Great Wall• Haval	<ul style="list-style-type: none">• Service• Body Shop• Parts and Accessories	<ul style="list-style-type: none">• BMW• Land Rover• MINI• Geely• Haval	<ul style="list-style-type: none">• MAN Truck & Bus• Putzmeister• Hyundai• Baoli• Fassi <p>Servicing and spare parts sale</p>
YTD 72%	YTD 13%	YTD 6%	YTD 4%
Q3 72%	Q3 13%	Q3 5%	Q3 5%
Rental and Leasing	Synergistic Lines		Technology Initiatives
<ul style="list-style-type: none">• Renting among the available selection of affordable, luxury and ultra luxury vehicles• Leasing of vehicles	<ul style="list-style-type: none">• Sale of Aftermarket Products:<ul style="list-style-type: none">• Tires – Sumitomo, Roadstone, Kinforest• Lubricants – Liquimoly• Batteries – Exide, Livguard• Sparkplugs – NGK• Technical inspections and renewal of vehicle registration for all types of passenger cars		<ul style="list-style-type: none">• Luxury car booking service (Rove)• Car valuation app (Oogoo)
YTD 1%	YTD 2%	YTD 2%	YTD 1%
Q3 1%	Q3 2%	Q3 2%	Q3 1%

Note: Segment revenue composition is calculated before intercompany eliminations & consolidations amounting to KWD 0.8 million for Q3'2022 and KWD 2.0 million for YTD 2022.



ACCOMPLISHMENTS

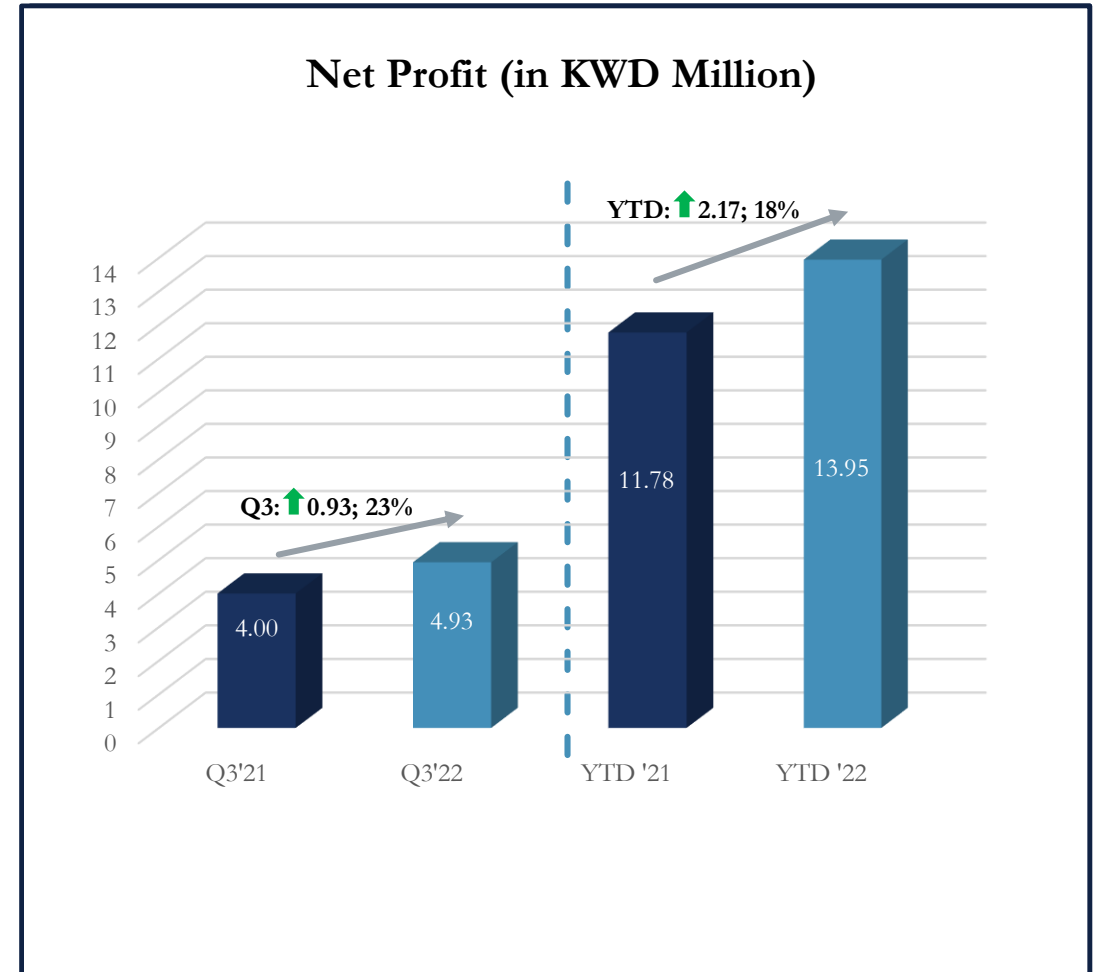
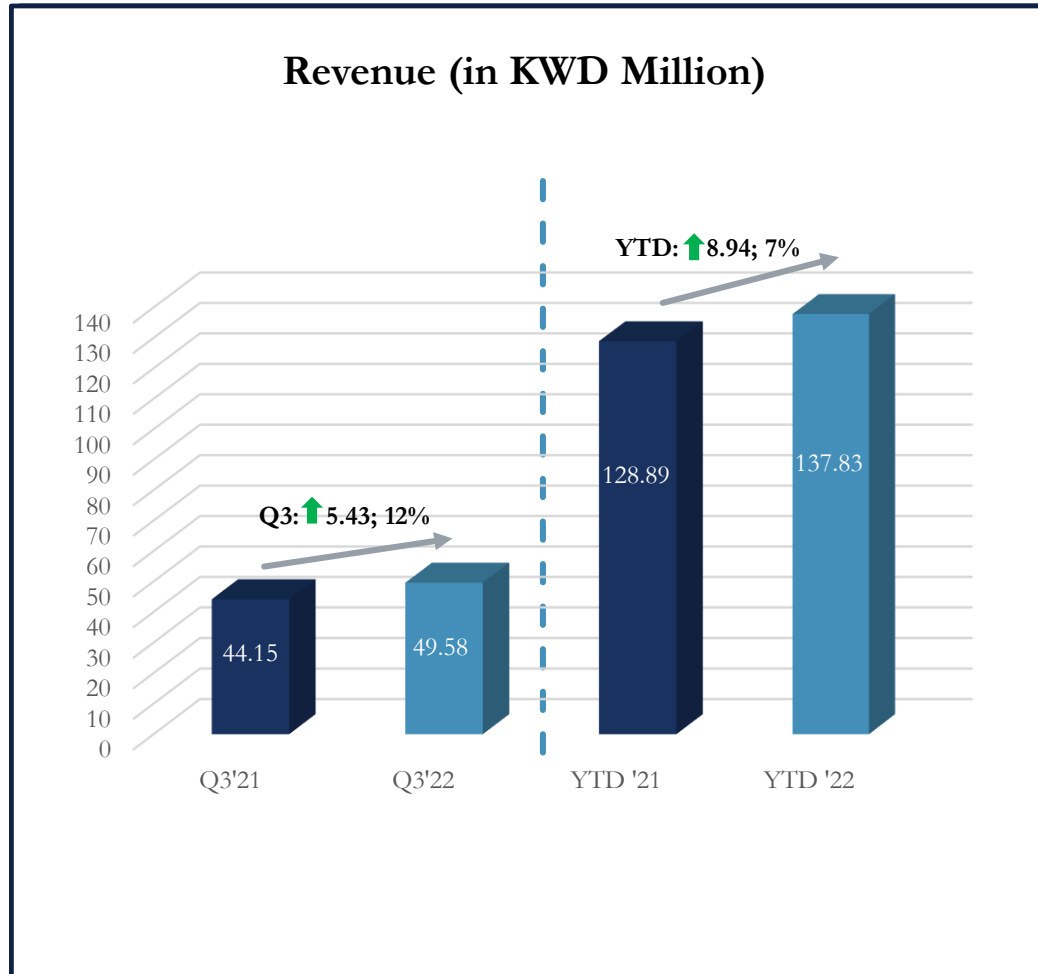




FINANCIAL OVERVIEW

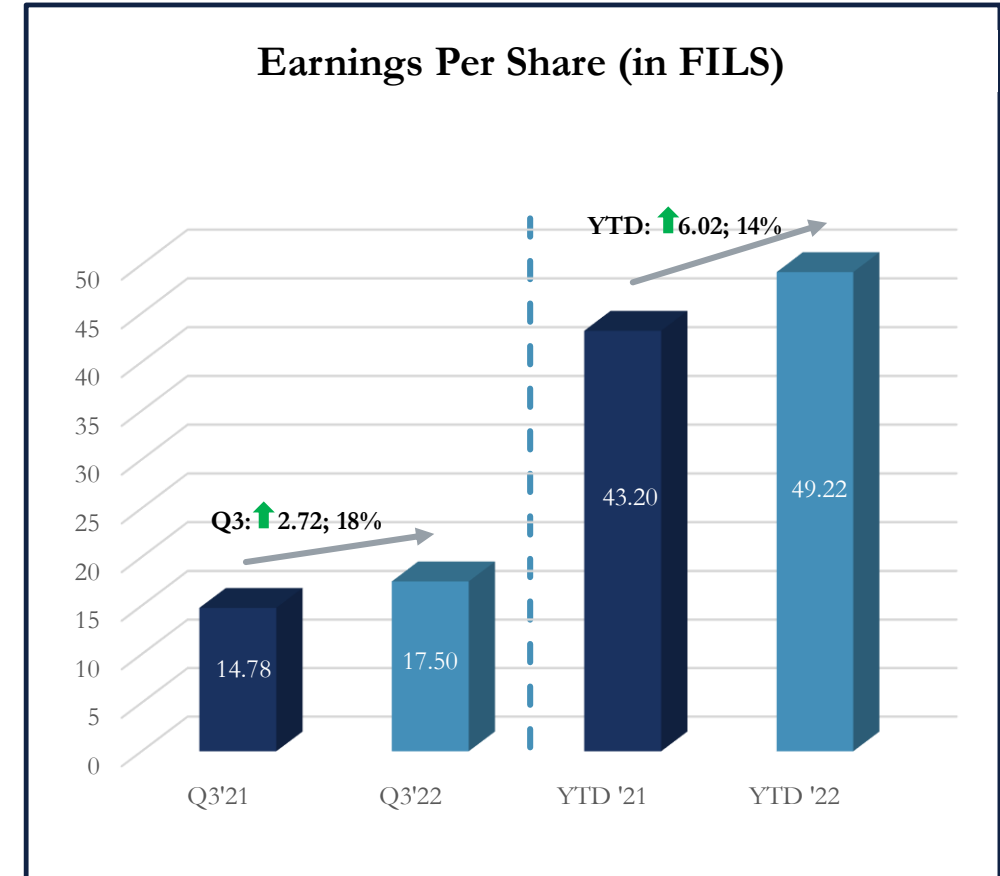
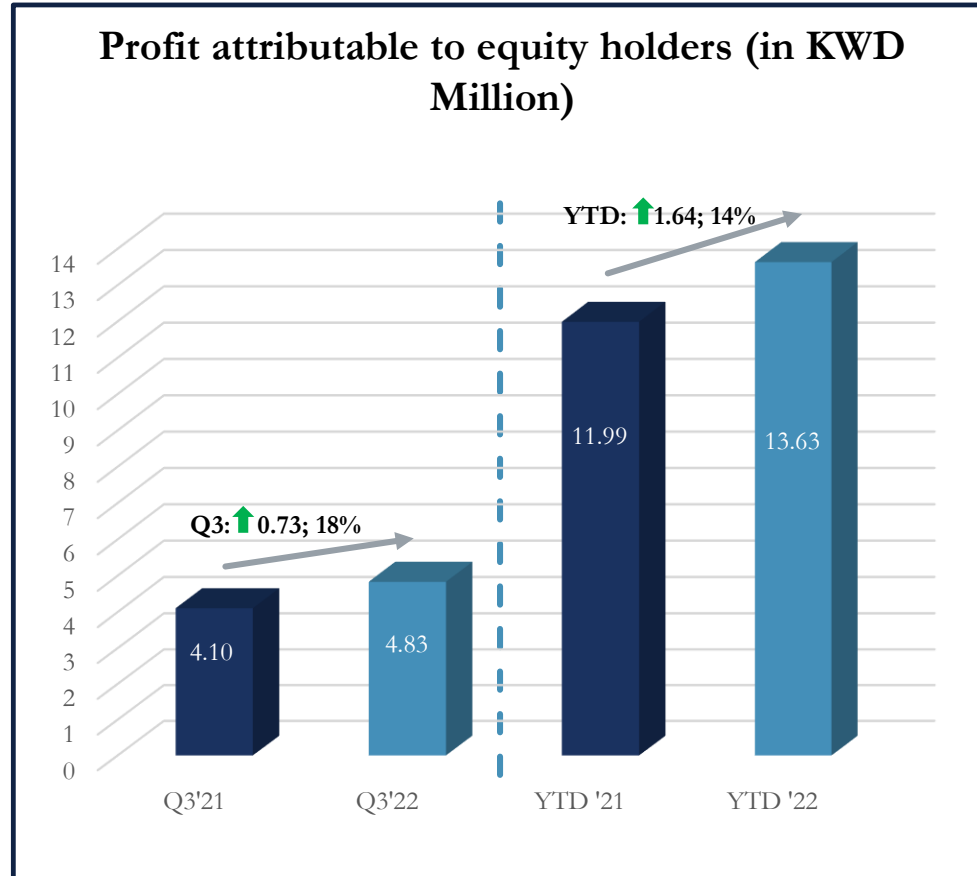


FINANCIAL OVERVIEW: YTD (Nine Months) and Q3 2022





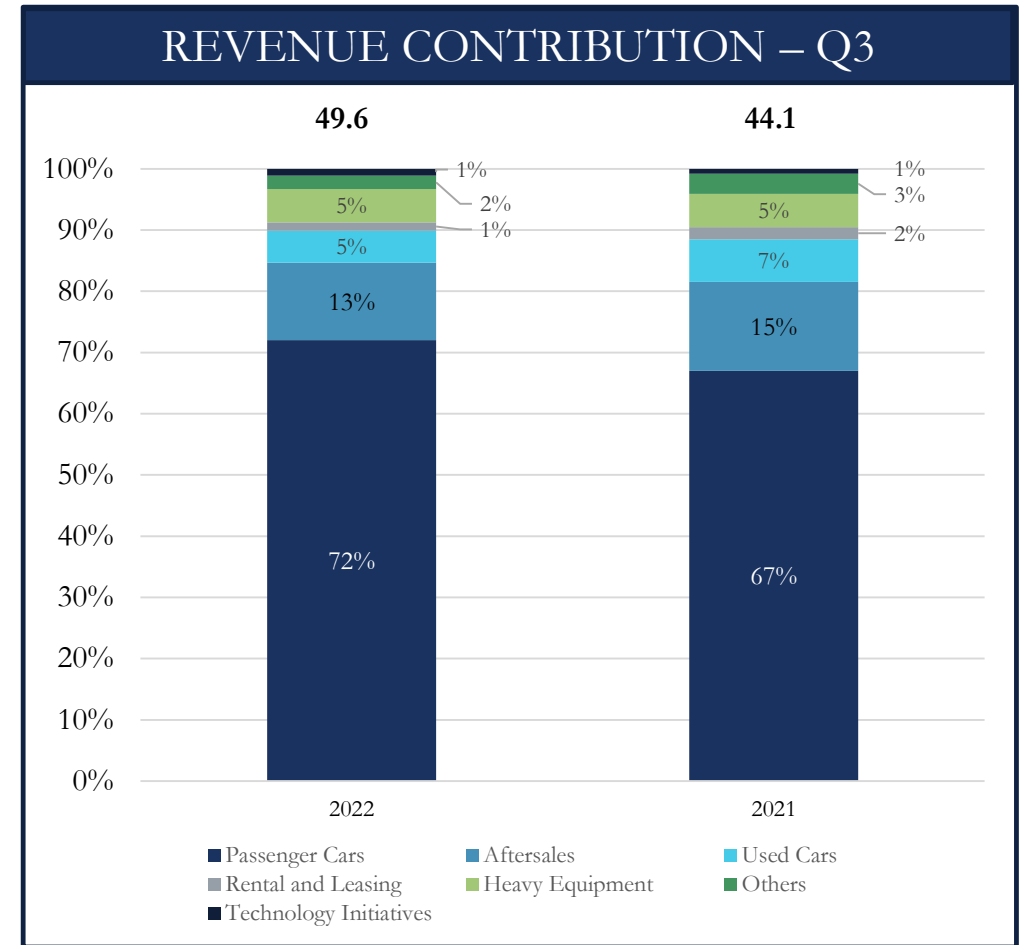
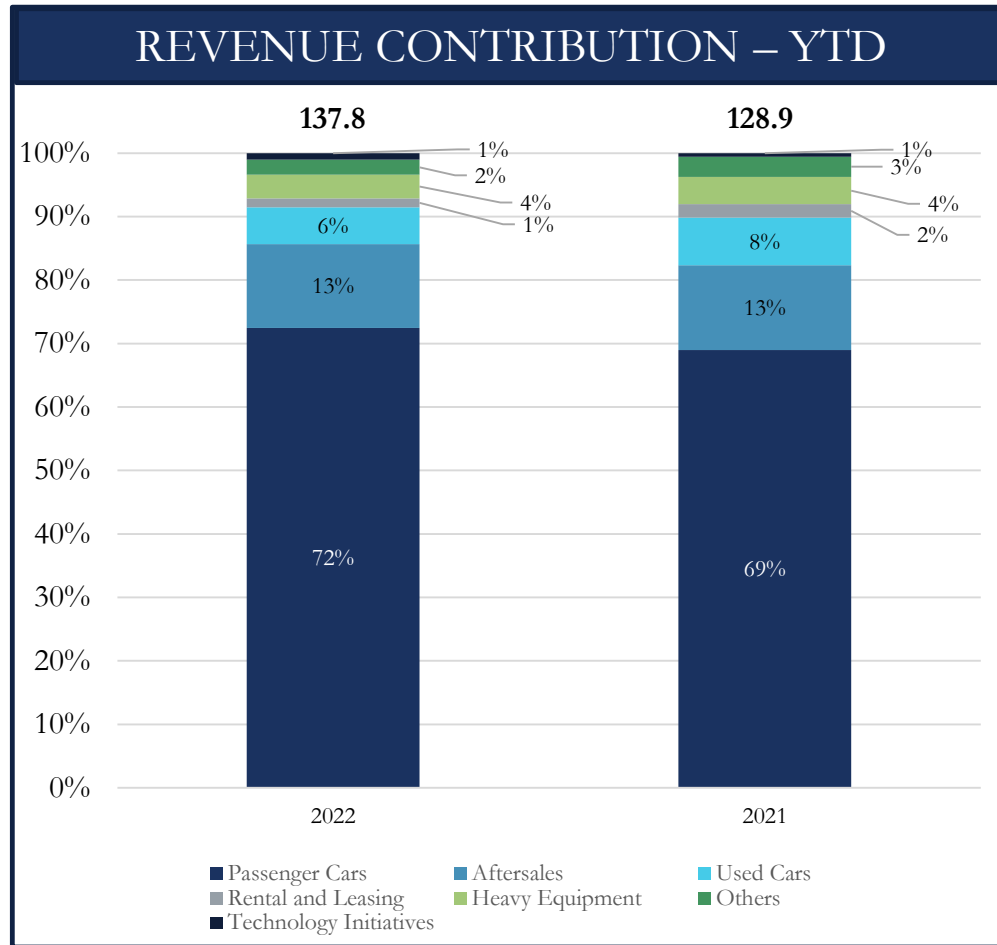
FINANCIAL OVERVIEW: YTD (Nine Months) and Q3 2022



Note: As per offering memorandum the EPS for FY 2022 was 52 FILS, however already achieved till September 2022 is 49.22 FILS (95%)



SEGMENT WISE REVENUE CONTRIBUTION (In KWD Millions)

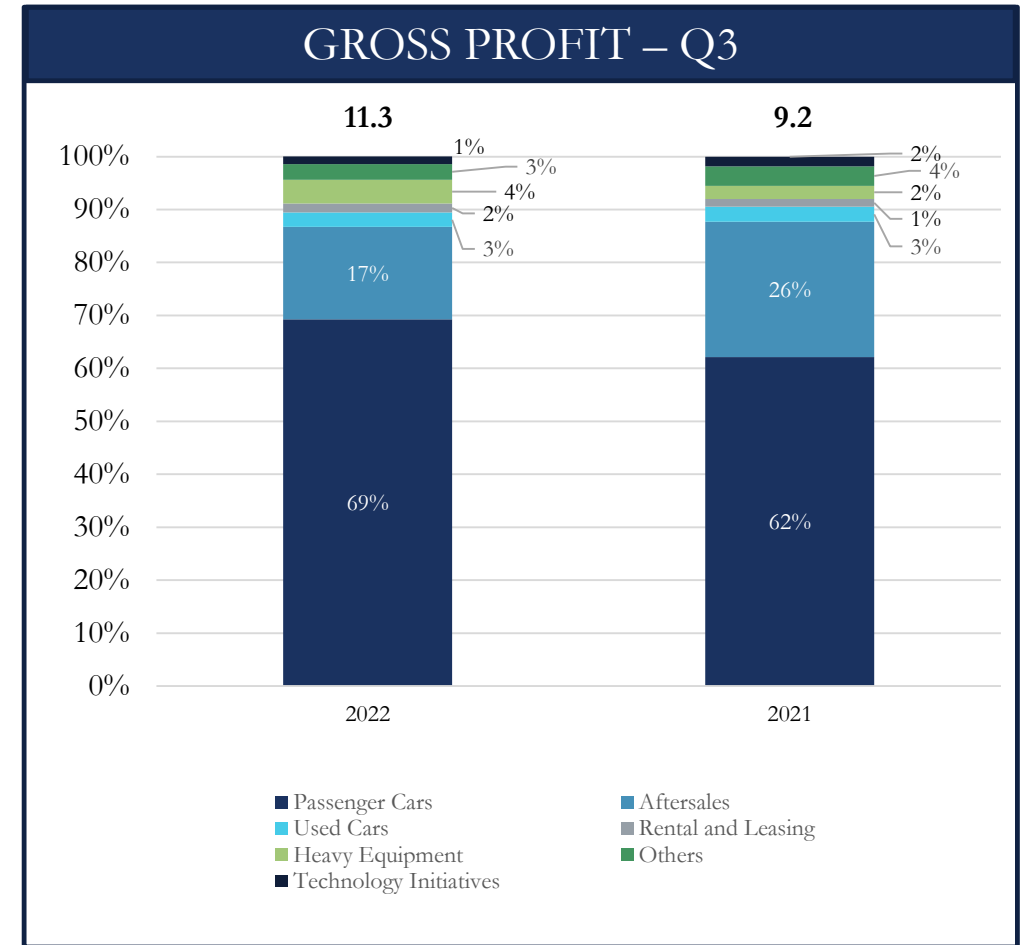
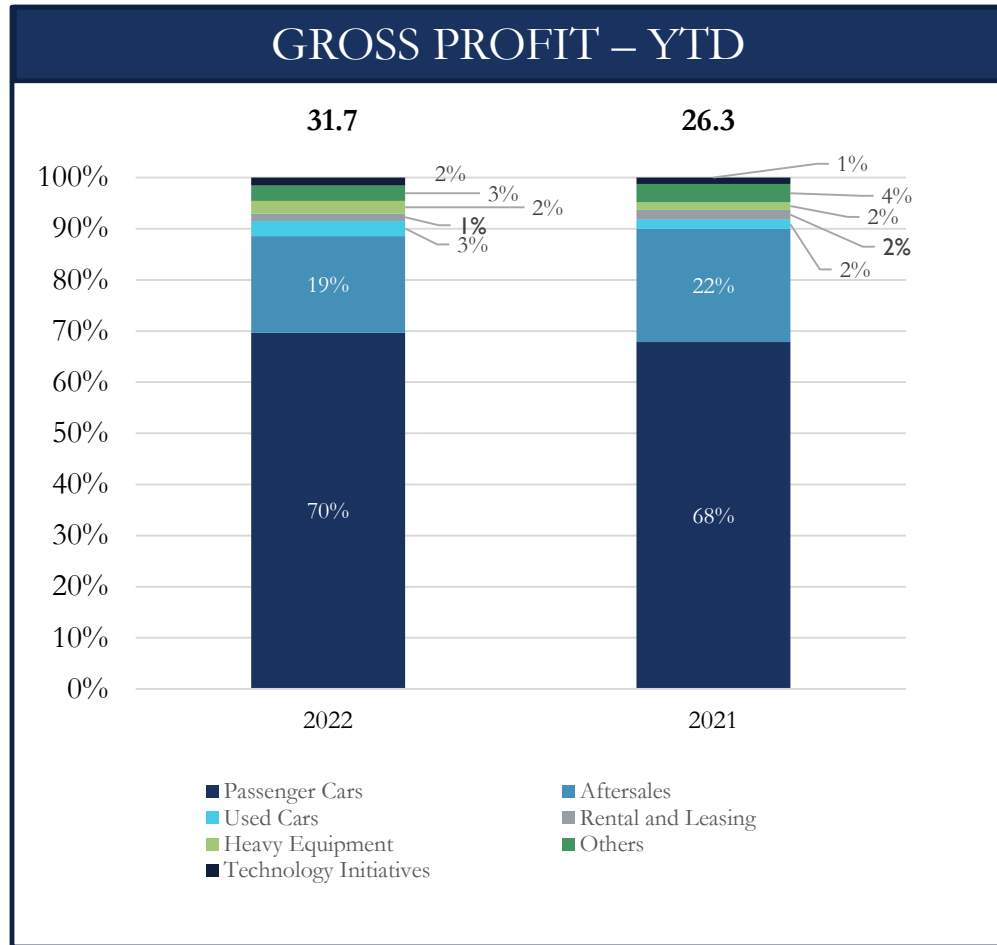


Note: Segment revenue composition is calculated before intercompany eliminations & consolidations amounting to:

- KWD 0.8 million for Q3'2022 and KWD 1.2 million for Q3'2021; KWD 2.0 million for YTD'2022 and KWD 2.9 million for YTD'2021.



SEGMENT WISE GROSS PROFIT (In KWD Millions)



Note: Segment gross profit composition is calculated before intercompany eliminations & consolidations amounting to:

- KWD 0.02 million for Q3'2022 and KWD 0.18 million for Q3'2021; KWD 0.04 million for YTD 2022 and KWD 0.14 million for YTD 2021.



INCOME STATEMENT: FINANCIAL HIGHLIGHTS (In KWD)

INCOME STATEMENT	YTD'22	YTD'21	CHANGE
REVENUE	137,828,604	128,888,557	7%
Cost of sales and services rendered	(106,070,169)	(102,575,956)	3%
GROSS PROFIT	31,758,435	26,312,601	21%
Other income	2,135,822	1,949,816	10%
Share of result of Associate	(302,374)	-	0%
Total Expenses (Distribution, Admin, Finance cost and others)	(19,643,537)	(16,485,755)	19%
NET PROFIT	13,948,346	11,776,662	18%
Profit attributable to equity holders of parent company	13,631,993	11,988,433	14%
EARNINGS PER SHARE	49.22	43.20	14%

- ⌘ Increase in revenue of Luxury & Affordable brands contributed to growth in revenue.
- ⌘ Increase in vehicle margin of Luxury brands along with increase in sale of affordable brands positively impacting gross profit.
- ⌘ Expenses for YTD Sep'21 is lower due to significant write back of provisions; on normalization increase is not significant.
- ⌘ Net Profit increased significantly due to impact of increase in revenue of Luxury & Affordable brands and increase in margin of Luxury brands.

*YTD 2022- January to September 2022 (Nine Months)



INCOME STATEMENT: FINANCIAL HIGHLIGHTS (In KWD)

INCOME STATEMENT	Q3'22	Q3'21	CHANGE
REVENUE	49,577,993	44,149,440	12%
Cost of sales and services rendered	(38,257,094)	(34,894,816)	10%
GROSS PROFIT	11,320,899	9,254,624	22%
Other income	748,489	724,291	3%
Share of result of Associate	(302,374)	-	0%
Total Expenses (Distribution, Admin and Finance cost and others)	(6,838,743)	(5,979,198)	14%
NET PROFIT	4,928,271	3,999,717	23%
Profit attributable to equity holders of parent company	4,830,498	4,101,874	18%
EARNINGS PER SHARE	17.50	14.78	18%

- ☛ Increase in revenue from premium models of Luxury brands and Affordable brands contributed to growth in revenue.
- ☛ Increase in vehicle margin from Luxury brands positively impacting gross profit.
- ☛ Net Profit improved significantly due to increase in margins of Luxury brands.



BALANCE SHEET: FINANCIAL HIGHLIGHTS (In KWD)

BALANCE SHEET	SEP'22	SEP'21	CHANGE
Assets			
Property, plant, and equipment	91,204,165	101,223,829	(10)%
Other non current assets	6,034,764	2,217,226	172%
Current assets	61,349,219	64,544,899	(5)%
TOTAL ASSETS	158,588,148	167,985,954	(6)%
Equity and Liability			
TOTAL EQUITY	60,981,322	77,801,431	(22)%
Non-current liabilities	38,968,206	36,724,119	6%
Current liabilities	58,638,620	53,460,404	10%
TOTAL LIABILITY	97,606,826	90,184,523	8%
Total Equity and Liabilities	158,588,148	167,985,954	(6)%

- ⌘ Property, plant, and equipment decreased due to retirement of rental vehicles and low replacement capex.
- ⌘ Other non-current assets increased mainly due to investment in an associate.
- ⌘ Current assets decreased due to drop in Cash as it was utilized for repayment of term bank debts, investment in associates and purchase of treasury shares.
- ⌘ Dividend payout and purchase of treasury shares resulted to decrease in equity value.
- ⌘ Increase in non-current liabilities is mainly due to increase in accumulation of service contracts.
- ⌘ Current liabilities increased mainly due to increase in customer advances (increased vehicle demand).



CASH FLOW STATEMENT: FINANCIAL HIGHLIGHTS (In KWD)

CASH FLOW STATEMENT	SEP'22	SEP'21
Cash in operating activities before working capital changes	23,401,623	17,411,212
Changes in working capital	2,227,299	(834,164)
Other items	(204,520)	(182,694)
NET CASH FLOWS FROM OPERATING ACTIVITIES	25,424,402	16,394,354
Capex + Investments	(1,617,806)	(1,625,598)
Investment in Associates + Treasury Shares & Others	(12,080,728)	-
NET CASH FLOWS USED IN INVESTING ACTIVITIES	(13,698,534)	(1,625,598)
Loans and borrowings	1,711,956	(10,060,109)
Dividend and movement in payables to related parties	(11,071,040)	2,050,726
Finance cost and Others	(1,923,090)	(2,140,155)
NET CASHFLOW (USED IN) FROM FINANCING ACTIVITIES	(11,282,174)	(10,149,538)
NET INCREASE IN CASH AND CASH EQUIVALENTS	443,694	4,619,218

- Improvement in free cash flow is due to increase in profits along with the positive cash flow from working capital.
- Increase in cash outflows from investing activities is mainly due to investment in associate and purchase of treasury shares.



FINANCIAL OVERVIEW: KEY RATIOS - YTD (Nine Months)

KEY RATIOS		YTD'22	YTD'21
LIQUIDITY RATIOS			
Current Ratio	(Current Assets/Current Liabilities)	1.05	1.21
Quick Ratio	(Current Assets-Inventories/Current Liabilities)	0.57	0.74
Cash Ratio	(Cash/Current Liabilities)	0.33	0.51
PROFITABILITY RATIOS			
Gross Profit Margin	(Gross Profit/Revenue)	23.04%	20.42%
Net Profit Margin	(Net Profit/ Revenue)	10.12%	9.14%
PERFORMANCE RATIOS			
Return on Asset (ROA)	(Net Profit/ Average Assets)	9.12%	7.03%
Return on Equity (ROE)	(Net Profit/ Average Equity)	22.33%	15.93%
SOLVENCY RATIOS (Cash not adjusted)			
Bank Borrowing to Asset Ratio	(Debt/Total Assets)	0.15	0.16
Bank Borrowing to Equity Ratio	(Debt/Total Equity)	0.39	0.35

☛ Liquidity ratios dropped mainly due to drop in cash and cash equivalents as it was utilized for repayment of term bank debts, investment in associates & purchase of treasury shares.

☛ Profitability ratios improved significantly due to increase in vehicle margin of Luxury brands.

☛ Performance ratios improved due to increase in Net Profit.

☛ Bank Borrowing to Asset Ratio improved due to settlement of loans.

☛ Bank Borrowing to Equity ratio movement attributed to Dividend payout.

*YTD 2022- January to September 2022 (Nine Months)



Q&A SESSION

THANK YOU

For Investor Relations

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