



Date: 08/08/2023

Ref: IR/ALG/47/2023

التاريخ: 2023/08/08

Dear Bursa Kuwait Co.
Greeting,السادة/ شركة بورصة الكويت
المحترمين
تحية طيبة وبعد،**Subject: Analysts/ Investors Conference
Meeting for Q2 of the Financial Year 2023****الموضوع: انعقاد مؤتمر المحللين/ المستثمرين
للربع الثاني من السنة المالية 2023**

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 Bursa Kuwait Rulebook, we would like to inform you:

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

- ALG has conducted the Analysts/Investors Conference for Q2 of the financial year 2023 via a live webcast at 02:00 pm on Tuesday 08/08/2023 (Kuwait local time). There was no new material information discussed during the conference.
- Attached is the presentation of the Analysts/ Investors Conference for Q2 of the FY 2023.

- عقدت شركة الغانم مؤتمر المحللين/ المستثمرين للربع الثاني من السنة المالية 2023 عن طريق بث مباشر على شبكة الإنترنت وذلك في تمام الساعة 02:00 من ظهر يوم الثلاثاء الموافق 2023/08/08 (وفق توقيت دولة الكويت). ولم يتم الإفصاح عن أي معلومات جوهرية جديدة خلال المؤتمر.
- مرفق العرض التقديمي لمؤتمر المحللين/ المستثمرين للربع الثاني من السنة المالية 2023.

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:	08/08/2023	التاريخ:
Name of The Listed Company:	اسم الشركة المدرجة:	
Ali Alghanim Sons Automotive (K.S.C.P) - ALG	شركة أولاد علي الغانم للسيارات (ش.م.ك.ع) - الغانم	
Material Information	المعلومات الجوهرية	
<ul style="list-style-type: none"> Ali Alghanim Sons Automotive Company (ALG) has conducted the Analysts/Investors Conference for Q2 of the FY 2023 via a live webcast at 02:00 pm on Tuesday 08/08/2023 (Kuwait local time). There was no new material information discussed during the conference. Attached is the presentation of the Analysts/Investors Conference for Q2 of the FY 2023. 	<ul style="list-style-type: none"> عقدت شركة أولاد علي الغانم للسيارات (الغانم) مؤتمر المحللين/المستثمرين للربع الثاني من السنة المالية 2023 عن طريق بث مباشر على شبكة الإنترنت وذلك في تمام الساعة 02:00 من ظهر يوم الثلاثاء الموافق 2023/08/08 (وفق توقيت دولة الكويت). ولم يتم الإفصاح عن أي معلومات جوهرية جديدة خلال المؤتمر. مرفق العرض التقديمي لمؤتمر المحللين/المستثمرين للربع الثاني من السنة المالية 2023. 	
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

Q2 2023

August 8, 2023



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AGENDA

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BOARD OF DIRECTORS AND EXECUTIVE MANAGEMENT TEAM

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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-Fares
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



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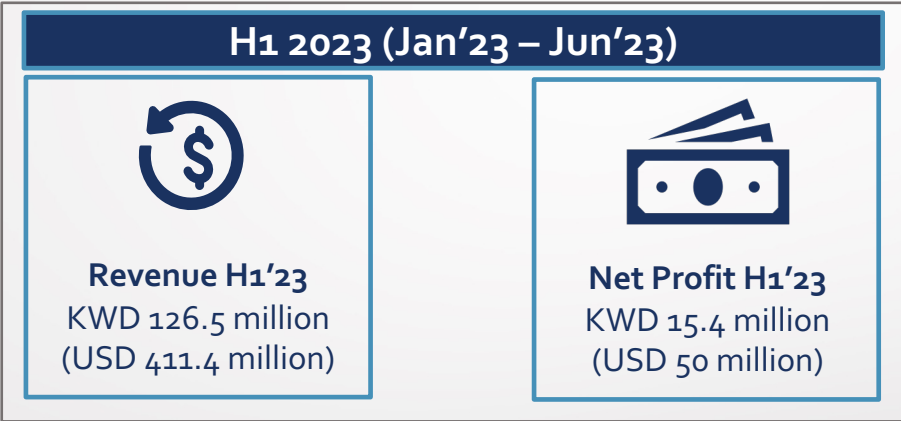
COMPANY OVERVIEW AND ACCOMPLISHMENTS

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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.



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





REVENUE & GROSS PROFIT BREAKDOWN– H1 2023

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 <table border="1"> <thead> <tr> <th>Revenue</th> <th>GP</th> </tr> </thead> <tbody> <tr> <td>H1'23 78%</td> <td>H1'23 75%</td> </tr> <tr> <td>H1'22 73%</td> <td>H1'22 70%</td> </tr> </tbody> </table>	Revenue	GP	H1'23 78%	H1'23 75%	H1'22 73%	H1'22 70%	<ul style="list-style-type: none"> Service Body Shop Parts and Accessories <table border="1"> <thead> <tr> <th>Revenue</th> <th>GP</th> </tr> </thead> <tbody> <tr> <td>H1'23 11%</td> <td>H1'23 16%</td> </tr> <tr> <td>H1'22 14%</td> <td>H1'22 20%</td> </tr> </tbody> </table>	Revenue	GP	H1'23 11%	H1'23 16%	H1'22 14%	H1'22 20%	<ul style="list-style-type: none"> BMW Land Rover MINI Geely Haval <table border="1"> <thead> <tr> <th>Revenue</th> <th>GP</th> </tr> </thead> <tbody> <tr> <td>H1'23 4%</td> <td>H1'23 2%</td> </tr> <tr> <td>H1'22 6%</td> <td>H1'22 3%</td> </tr> </tbody> </table>	Revenue	GP	H1'23 4%	H1'23 2%	H1'22 6%	H1'22 3%	<ul style="list-style-type: none"> MAN Truck & Bus Putzmeister Hyundai Baoli Fassi <p>Servicing and spare parts sale</p> <table border="1"> <thead> <tr> <th>Revenue</th> <th>GP</th> </tr> </thead> <tbody> <tr> <td>H1'23 3%</td> <td>H1'23 2%</td> </tr> <tr> <td>H1'22 3%</td> <td>H1'22 1%</td> </tr> </tbody> </table>	Revenue	GP	H1'23 3%	H1'23 2%	H1'22 3%	H1'22 1%
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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 <table border="1"> <thead> <tr> <th>Revenue</th> <th>GP</th> </tr> </thead> <tbody> <tr> <td>H1'23 1%</td> <td>H1'23 1%</td> </tr> <tr> <td>H1'22 1%</td> <td>H1'22 1%</td> </tr> </tbody> </table>	Revenue	GP	H1'23 1%	H1'23 1%	H1'22 1%	H1'22 1%	<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 <table border="1"> <thead> <tr> <th>Revenue</th> <th>GP</th> </tr> </thead> <tbody> <tr> <td>H1'23 2%</td> <td>H1'23 2%</td> </tr> <tr> <td>H1'22 3%</td> <td>H1'22 3%</td> </tr> </tbody> </table>	Revenue	GP	H1'23 2%	H1'23 2%	H1'22 3%	H1'22 3%	<ul style="list-style-type: none"> Luxury car booking service (Rove) <table border="1"> <thead> <tr> <th>Revenue</th> <th>GP</th> </tr> </thead> <tbody> <tr> <td>H1'23 1%</td> <td>H1'23 1%</td> </tr> <tr> <td>H1'22 1%</td> <td>H1'22 2%</td> </tr> </tbody> </table>	Revenue	GP	H1'23 1%	H1'23 1%	H1'22 1%	H1'22 2%							
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FINANCIAL OVERVIEW

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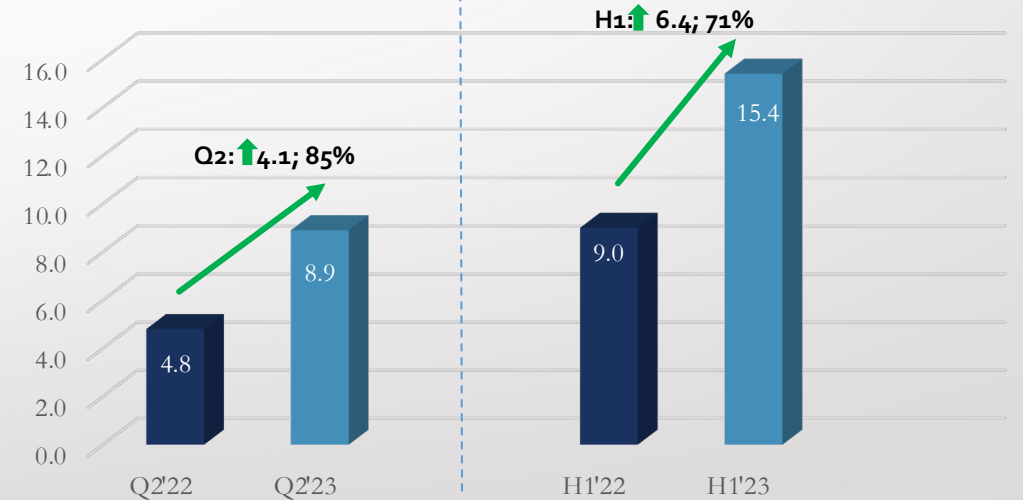


FINANCIAL OVERVIEW: Q2 2023 & H1 2023

Revenue (in KWD Million)



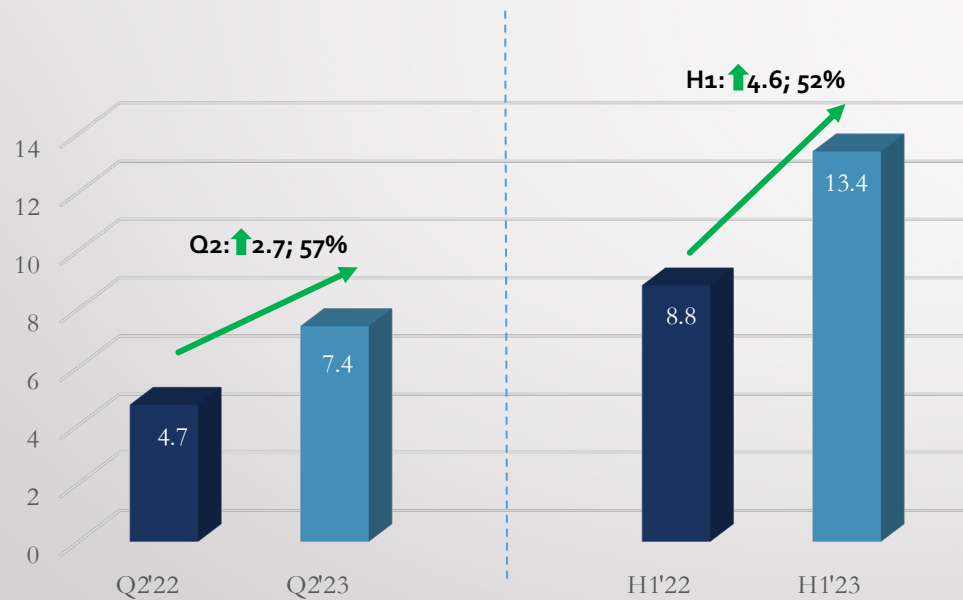
Net Profit (in KWD Million)



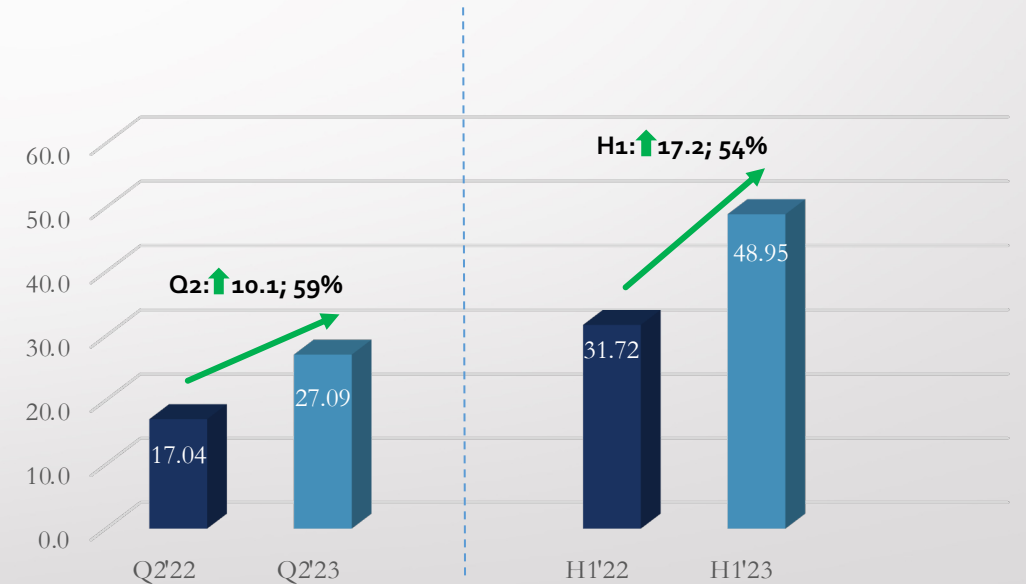


FINANCIAL OVERVIEW: Q2 2023 & H1 2023

Profit attributable to equity holders
(in KWD Million)



Earnings per share attributable to equity holders
(in FILS)



INCOME STATEMENT – Q2 2023

Amount in KWD

INCOME STATEMENT	Q2'23	Q2'22	CHANGE
REVENUE	63,809,158	48,465,886	31.66%
Cost of sales and services rendered	(48,240,045)	(37,304,791)	29.31%
GROSS PROFIT	15,569,113	11,161,095	39.49%
Other income	708,589	650,145	8.99%
Share of results of equity-accounted investees	1,729,788	-	-
Total Expenses	(9,145,989)	(7,018,057)	30.32%
NET PROFIT	8,861,501	4,793,183	84.88%
Profit attributable to equity holders of parent company	7,424,864	4,728,946	57.01%
EARNINGS PER SHARE	27.09	17.04	58.98%

- ⌘ Increase in Net Profit led by Revenue & Gross Profit is due to volume increase.
- ⌘ Share of results of equity-accounted investees consist of share of income from Global Auto.
- ⌘ Increase in expenses are in line with increase in revenue.





INCOME STATEMENT – H1 2023

Amount in KWD

INCOME STATEMENT	YTD '23	YTD'22	CHANGE
REVENUE	126,502,366	88,250,611	43.34%
Cost of sales and services rendered	(95,812,140)	(67,813,075)	41.29%
GROSS PROFIT	30,690,226	20,437,536	50.17%
Other income	1,245,020	1,387,333	(10.26%)
Share of results of equity-accounted investees	1,496,790	-	-
Total Expenses	(18,029,892)	(12,804,794)	40.81%
NET PROFIT	15,402,144	9,020,075	70.75%
Profit attributable to equity holders of parent company	13,415,468	8,801,495	52.42%
EARNINGS PER SHARE	48.95	31.72	54.32%

- ⌘ Increase in Net Profit led by Revenue & Gross Profit is due to volume increase.
- ⌘ Share of results of equity-accounted investees mainly consist of share of income from Global Auto.
- ⌘ Increase in expenses are in line with increase in revenue.

BALANCE SHEET

Amount in KWD

BALANCE SHEET	JUN'23	DEC'22	CHANGE
ASSETS			
Property, plant, and equipment	102,408,048	101,715,627	0.68%
Other non current assets	9,823,906	4,707,184	108.70%
Current assets	95,090,461	81,655,951	16.45%
TOTAL ASSETS	207,322,415	188,078,762	10.23%
Equity and Liability			
TOTAL EQUITY	85,227,057	79,666,254	6.98%
Non-current liabilities	38,197,937	31,409,905	21.61%
Current liabilities	83,897,421	77,002,603	8.95%
TOTAL LIABILITY	122,095,358	108,412,508	12.62%
Total Equity and Liabilities	207,322,415	188,078,762	10.23%

CASH FLOW STATEMENT

Amount in KWD

CASH FLOW STATEMENT	JUN'23	JUN'22
Cash in operating activities before working capital changes	20,516,675	13,819,251
Changes in working capital	(8,055,498)	2,700,394
Other items	(59,455)	(91,777)
NET CASH FLOWS FROM OPERATING ACTIVITIES	12,401,722	16,427,868
PPE & Intangible Assets	(4,183,504)	(900,246)
Investment in Associates & Others	(6,843,812)	-
NET CASH FLOWS USED IN INVESTING ACTIVITIES	(11,027,316)	(900,246)
Net movement in Islamic Finance payables & Finance Costs	7,193,552	(8,799,272)
Dividends Paid to Equity Holders & NCI	(10,126,970)	(4,820,165)
Lease Liability & Movement in Payables	3,016,257	(1,091,161)
NET CASHFLOW (USED IN) FROM FINANCING ACTIVITIES	82,839	(14,710,598)
NET INCREASE IN CASH AND CASH EQUIVALENTS	1,457,245	817,024

Net Profit Increase contributed to positive Cash flow.

KEY RATIOS – H1 (JAN – JUN)



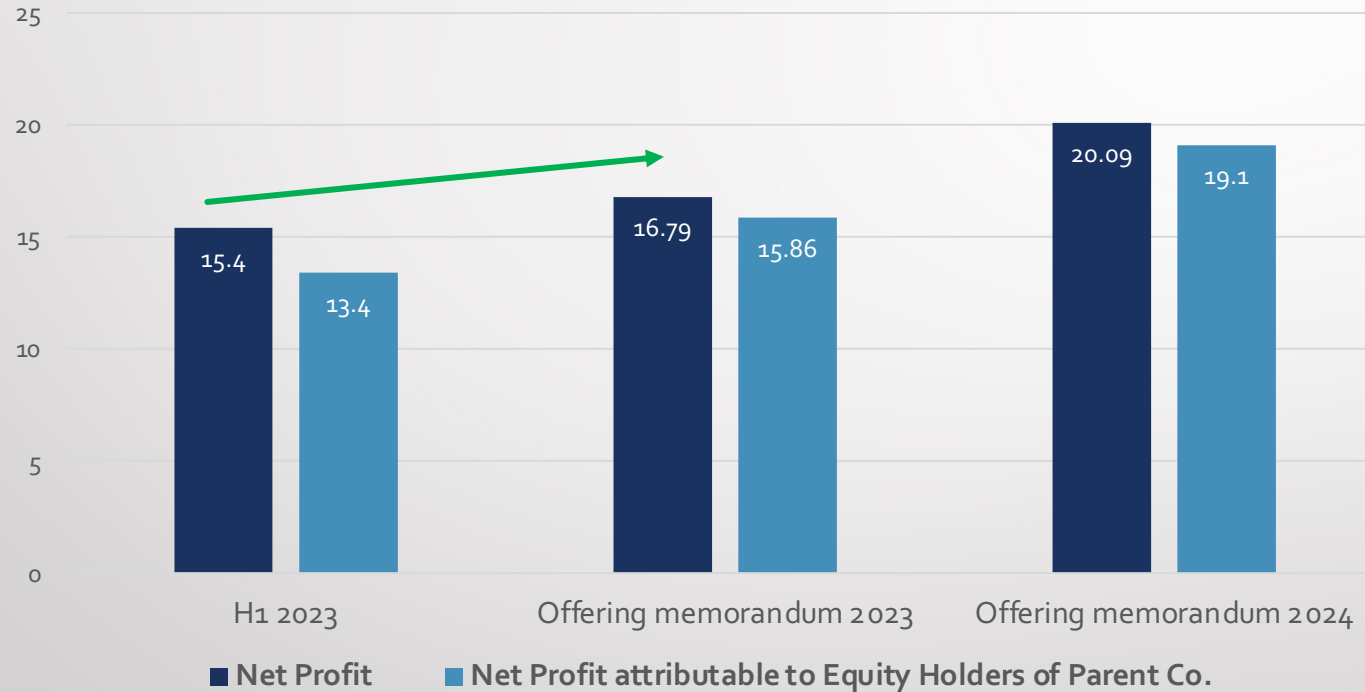
KEY RATIOS		H1'23	H1'22
LIQUIDITY RATIOS			
Current Ratio	(Current Assets/Current Liabilities)	1.13	1.02
Quick Ratio	(Current Assets-Inventories/Current Liabilities)	0.40	0.52
Cash Ratio	(Cash/Current Liabilities)	0.20	0.33
PROFITABILITY RATIOS			
Gross Profit Margin	(Gross Profit/Revenue)	24.26%	23.16%
Net Profit Margin	(Net Profit/ Revenue)	12.18%	10.22%
PERFORMANCE RATIOS			
Return on Asset (ROA) ^{TTM}	(Net Profit/ Average Assets)	14.03%	9.63%
Return on Equity (ROE) ^{TTM}	(Net Profit/ Average Equity)	33.79%	22.56%
SOLVENCY RATIOS (Cash not adjusted)			
Bank Borrowing to Asset Ratio	(Debt/Total Assets)	0.12	0.09
Bank Borrowing to Equity Ratio	(Debt/Total Equity)	0.29	0.21

- ☛ Current Ratio increased mainly due to increase in inventory.
- ☛ Improvement in Gross Profit & Net Profit Margin is due to increase in vehicle volume and margin.
- ☛ Performance ratios improved significantly due to increase in Net Profit.



Strong performance and ahead of our forecast

Net Profit (in KWD Million)



- We achieved 92% of the 2023 Forecasted Net Profit mentioned in the Offering Memorandum within 1st Half of the year.
- We achieved 85% of the 2023 Forecasted Net Profit attributable to Equity Holders of the Parent Co. mentioned in the Offering Memorandum within 1st Half of the year.



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Q&A SESSION

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Thank you

For Investor Relations

Please Visit or Contact us on

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Telephone: 22246000

