



Date: 13/11/2024

Ref: ALG/CO/81/2024

التاريخ: 2024/11/13

Dear Bursa Kuwait Company
Greeting,

السادة/ شركة بورصة الكويت
المحترمين
تحية طيبة وبعد،

**Subject: Analysts/ Investors Conference Meeting
for Q3 of the Financial Year 2024**

**الموضوع: انعقاد مؤتمر المحللين/ المستثمرين
للربع الثالث من السنة المالية 2024**

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 الإلتزام بمتطلبات المادة رقم (7-8-1/3) من كتاب قواعد البورصة، نود إفادتكم بما يلي:

- The company (ALG) has conducted the Analysts/ Investors Conference for Q3 of the financial year 2024 via a live webcast at 03:00 pm on Wednesday, 13/11/2024 (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 the financial year 2024.

- عقدت الشركة (الغانم) مؤتمر المحللين/ المستثمرين للربع الثالث من السنة المالية 2024 عن طريق بث مباشر على شبكة الإنترنت وذلك في تمام الساعة 03:00 عصراً يوم الأربعاء الموافق 2024/11/13 (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 2024.

sincerely yours,

وتفضلوا بقبول فائق التحية والإحترام،

Yousef Abdullah Al Qatami يوسف عبدالله القطامي
Vice Chairman نائب رئيس مجلس الإدارة
& CEO والرئيس التنفيذي





نموذج الإفصاح عن المعلومات الجوهرية

Disclosure of Material Information Form

Date:	13/11/2024	التاريخ:
Name of The Listed Company:	اسم الشركة المدرجة:	
Ali Alghanim Sons Automotive Co. (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 Q3 of the financial year 2024 via a live webcast at 03:00 pm on Wednesday 13/11/2024 (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 the financial year 2024. 	<ul style="list-style-type: none"> عقدت شركة أولاد علي الغانم للسيارات (الغانم) مؤتمر المحللين / المستثمرين للربع الثالث من السنة المالية 2024 عن طريق بث مباشر على شبكة الإنترنت، وذلك في تمام الساعة 03:00 عصراً من يوم الأربعاء الموافق 2024/11/13 (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 2024. 	
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 2024

November 13th 2024



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We can offer no assurance that our estimates or expectations will be achieved. Without prejudice to existing obligations under Capital Markets Authority Law, we do not assume any obligation to update forward-looking statements to take new information or future events into account or otherwise. Accordingly, this presentation does not constitute an offering of securities or otherwise constitute an invitation or inducement to any person to underwrite, subscribe for, or otherwise acquire or dispose of, securities in any company within Ali Alghanim Sons Automotive Company K.S.C.P.



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

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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.

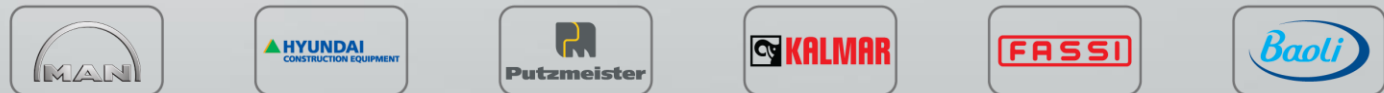


Brands: Ali Alghanim Sons Automotive deals with numerous brands in the category of Passenger Cars, Heavy Commercial Equipment and Auto parts

Passenger Cars



Heavy Commercial Equipment



Auto Parts



REVENUE BREAKDOWN (YTD Sept 2024)



Passenger Cars	After Sales	Used Cars	Commercial Heavy Equipment
<ul style="list-style-type: none"> • BMW • Land Rover • Rolls Royce • McLaren • MINI • Geely • Great Wall • Haval <div style="text-align: right;"> <p>Revenue</p> <p>YTD 24 71%</p> <p>YTD 23 76%</p> </div>	<ul style="list-style-type: none"> • Service • Body Shop • Parts and Accessories <div style="text-align: right;"> <p>Revenue</p> <p>YTD 24 12%</p> <p>YTD 23 11%</p> </div>	<ul style="list-style-type: none"> • BMW • Land Rover • MINI • Geely • Haval <div style="text-align: right;"> <p>Revenue</p> <p>YTD 24 9%</p> <p>YTD 23 5%</p> </div>	<ul style="list-style-type: none"> • MAN Truck & Bus • Putzmeister • Hyundai • Baoli • Fassi • Service & Parts <div style="text-align: right;"> <p>Revenue</p> <p>YTD 24 3%</p> <p>YTD 23 4%</p> </div>
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 <div style="text-align: right;"> <p>Revenue</p> <p>YTD 24 2%</p> <p>YTD 23 1%</p> </div>	<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 • Finance & Insurance • Technical inspections and renewal of vehicle registration for all types of passenger cars <div style="text-align: right;"> <p>Revenue</p> <p>YTD 24 2%</p> <p>YTD 23 2%</p> </div>		<ul style="list-style-type: none"> • Luxury car booking service (Rove) <div style="text-align: right;"> <p>Revenue</p> <p>YTD 24 1%</p> <p>YTD 23 1%</p> </div>



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FINANCIAL OVERVIEW

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FINANCIAL OVERVIEW: YTD Sept 2024

Revenue
(in KWD Million)



Net Profit
(in KWD Million)



FINANCIAL OVERVIEW: YTD Sept 2024



**Profit attributable to equity holders
(in KWD Million)**



**Earnings per share attributable to
equity holders (in FILS)**





INCOME STATEMENT – YTD 2024 (JAN-SEP)

Amount in KWD

INCOME STATEMENT	YTD Sep '24	YTD Sep '23	CHANGE
REVENUE	186,523,267	196,839,099	(5.24)%
Cost of sales and services rendered	(140,117,723)	(148,511,157)	(5.65)%
GROSS PROFIT	46,405,544	48,327,942	(3.98)%
Share of results of equity-accounted investees	2,853,545	2,270,442	25.68%
Net Expenses (S&D, Admin & Others)	(23,900,277)	(26,025,946)	(8.17)%
NET PROFIT	25,358,812	24,572,438	3.20%
Profit attributable to equity holders of parent company	21,485,861	20,928,834	2.66%
EARNINGS PER SHARE	78.42	76.37	2.68%



BALANCE SHEET

Amount in KWD

BALANCE SHEET	Sep'24	Dec'23	CHANGE
ASSETS			
Property, plant, and equipment	113,242,539	109,949,266	3.00%
Other Non-Current assets	14,385,170	13,920,455	3.34%
Current assets	119,610,577	99,312,747	20.44%
TOTAL ASSETS	247,238,286	223,182,468	10.78%
Equity and Liability			
TOTAL EQUITY	90,844,748	92,428,822	(1.71)%
Non-current liabilities	56,253,929	51,277,462	9.70%
Current liabilities	100,139,609	79,476,184	26.00%
TOTAL LIABILITY	156,393,538	130,753,646	19.61%
Total Equity and Liabilities	247,238,286	223,182,468	10.78%

CASH FLOW STATEMENT

Amount in KWD

CASH FLOW STATEMENT	Sep'24	Sep'23
Cash from operating activities before working capital changes	31,851,096	33,008,289
Changes in working capital	(17,616,031)	(16,095,572)
Other items	(2,027,900)	(1,213,628)
NET CASH FLOWS FROM OPERATING ACTIVITIES	12,207,165	15,699,089
PPE & Intangible Assets	(10,035,940)	(5,257,961)
Investment in Associates & Others	(4,579,125)	(7,788,775)
NET CASH FLOWS USED IN INVESTING ACTIVITIES	(14,615,065)	(13,046,736)
Net movement in Islamic Finance payables & Finance Costs	13,984,831	21,695,510
Dividends Paid to Equity Holders & NCI	(20,022,188)	(19,702,942)
Lease Liability & Movement in Payables	261,764	2,639,142
NET CASHFLOW (USED IN) FROM FINANCING ACTIVITIES	(5,775,593)	4,631,710
NET MOVEMENT IN CASH AND CASH EQUIVALENTS	(8,183,493)	7,284,063



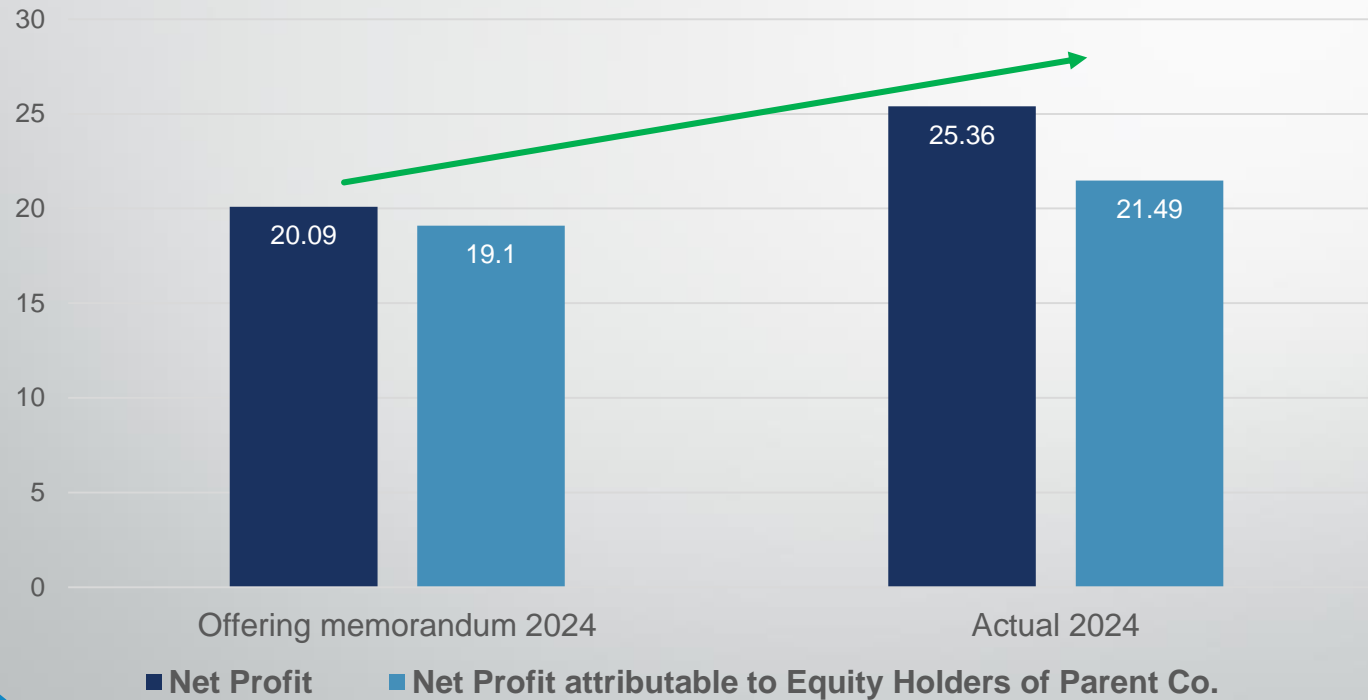
KEY RATIOS – SEP 24 (JAN – SEP)

KEY RATIOS		YTD SEP '24	YTD SEP '23
LIQUIDITY RATIOS			
Current Ratio	(Current Assets/Current Liabilities)	1.19	1.17
Quick Ratio	(Current Assets-Inventories/Current Liabilities)	0.36	0.44
Cash Ratio	(Cash/Current Liabilities)	0.16	0.25
PROFITABILITY RATIOS			
Gross Profit Margin	(Gross Profit/Revenue)	24.88%	24.55%
Net Profit Margin	(Net Profit/ Revenue)	13.60%	12.48%
PERFORMANCE RATIOS			
Return on Asset (ROA) _{TTM}	(Net Profit/ Average Assets)	14.49%	15.69%
Return on Equity (ROE) _{TTM}	(Net Profit/ Average Equity)	38.76%	41.01%
SOLVENCY RATIOS (Cash not adjusted)			
Bank Borrowing to Asset Ratio	(Debt/Total Assets)	0.22	0.18
Bank Borrowing to Equity Ratio	(Debt/Total Equity)	0.59	0.47



STRONG PERFORMANCE AND AHEAD OF FORECAST

Net Profit (in KWD Million)



- Achieved 126.23% of the Forecasted Net Profit mentioned in the Offering Memorandum within 9 Months of the year.
- Achieved 112.51% of the Forecasted Net Profit attributable to Equity Holders of the Parent Co. mentioned in the Offering Memorandum within 9 Months 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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