



Date: 17/08/2025

Ref: ALG/CO/48/2025

التاريخ: 2025/08/17

Dear Bursa Kuwait Company  
Greeting,

السادة/ شركة بورصة الكويت  
المحترمين  
تحية طيبة وبعد،

**Subject: Analysts/ Investors Conference Meeting for  
Q2 of the Financial Year 2025**

**الموضوع: انعقاد مؤتمر المحللين/ المستثمرين للربع الثاني  
من العام 2025**

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:

- The company (ALG) has conducted the Analysts/ Investors Conference for Q2 of the financial year 2025 via a live webcast at 02:00 pm on Sunday, 17/08/2025 (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 Financial Year 2025.

- عقدت الشركة (الغانم) مؤتمر المحللين/ المستثمرين للربع الثاني من العام 2025 عن طريق بث مباشر على شبكة الإنترنت وذلك في تمام الساعة 02:00 بعد الظهر من يوم الأحد الموافق 2025/08/17 (وفق توقيت دولة الكويت). ولم يتم الإفصاح عن أي معلومات جوهرية جديدة خلال المؤتمر.
- مرفق العرض التقديمي لمؤتمر المحللين/ المستثمرين للربع الثاني من العام 2025.

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:	17/08/2025	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"> <li>The company (ALG) has conducted the Analysts/ Investors Conference for Q2 of the financial year 2025 via a live webcast at 02:00 PM on Sunday, 17/08/2025 (Kuwait local time). There was no new material information discussed during the conference.</li> <li>Attached is the presentation of the Analysts/ Investors Conference for Q2 of the Financial Year 2025.</li> </ul>	<ul style="list-style-type: none"> <li>عقدت الشركة (الغانم) مؤتمر المحللين/ المستثمرين للربع الثاني من العام 2025 عن طريق بث مباشر على شبكة الإنترنت وذلك في تمام الساعة 02:00 بعد الظهر من يوم الأحد الموافق 2025/08/17 (وفق توقيت دولة الكويت). ولم يتم الإفصاح عن أي معلومات جوهرية جديدة خلال المؤتمر.</li> <li>مرفق العرض التقديمي لمؤتمر المحللين/ المستثمرين للربع الثاني من العام 2025.</li> </ul>	
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	
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# Ali Alghanim Sons Automotive Company K.S.C.P.

Analyst Conference

Q2 2025

August 17<sup>th</sup> 2025



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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 Abdjaleel 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

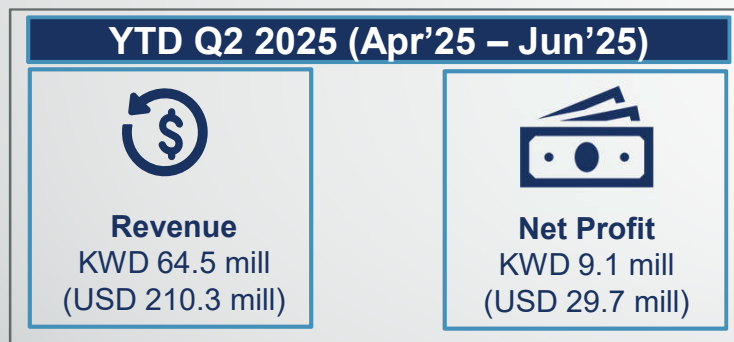
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# COMPANY OVERVIEW: PERFORMANCE HIGHLIGHTS

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.

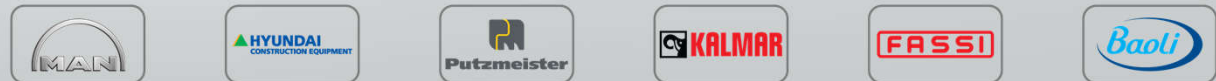


**Brands:** Ali Alghanim Sons Automotive deals with numerous brands in the category of Passenger Cars, Heavy Commercial Equipment and Auto parts

## Passenger Cars



## Heavy Commercial Equipment



## Auto Parts



# REVENUE BREAKDOWN (H1 2025)



Passenger Cars	After Sales	Used Cars	Commercial Heavy Equipment
<ul style="list-style-type: none"> <li>• BMW</li> <li>• Land Rover</li> <li>• Rolls Royce</li> <li>• McLaren</li> <li>• MINI</li> <li>• Geely</li> <li>• Great Wall</li> <li>• Haval</li> </ul> <div> <b>Revenue</b>  H1 25 65%  H1 24 74% </div>	<ul style="list-style-type: none"> <li>• Service</li> <li>• Body Shop</li> <li>• Parts and Accessories</li> </ul> <div> <b>Revenue</b>  H1 25 11%  H1 24 11% </div>	<ul style="list-style-type: none"> <li>• BMW</li> <li>• Land Rover</li> <li>• MINI</li> <li>• Geely</li> <li>• Haval</li> </ul> <div> <b>Revenue</b>  H1 25 16%  H1 24 7% </div>	<ul style="list-style-type: none"> <li>• MAN Truck &amp; Bus</li> <li>• Putzmeister</li> <li>• Hyundai</li> <li>• Baoli</li> <li>• Fassi</li> <li>• Service &amp; Parts</li> </ul> <div> <b>Revenue</b>  H1 25 3%  H1 24 3% </div>
Rental and Leasing	Synergistic Lines	Technology Initiatives	
<ul style="list-style-type: none"> <li>• Renting among the available selection of affordable, luxury and ultra luxury vehicles</li> <li>• Leasing of vehicles</li> </ul> <div> <b>Revenue</b>  H1 25 2%  H1 24 2% </div>	<ul style="list-style-type: none"> <li>• Sale of Aftermarket Products: <ul style="list-style-type: none"> <li>• Tires – Sumitomo, Roadstone, Kinforest</li> <li>• Lubricants – Liquimoly</li> <li>• Batteries – Exide, Livguard</li> <li>• Sparkplugs – NGK</li> </ul> </li> <li>• Finance &amp; Insurance</li> <li>• Technical inspections and renewal of vehicle registration for all types of passenger cars</li> </ul> <div> <b>Revenue</b>  H1 25 2%  H1 24 2% </div>	<ul style="list-style-type: none"> <li>• Luxury car booking service (Rove)</li> </ul> <div> <b>Revenue</b>  H1 25 1%  H1 24 1% </div>	



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# FINANCIAL OVERVIEW

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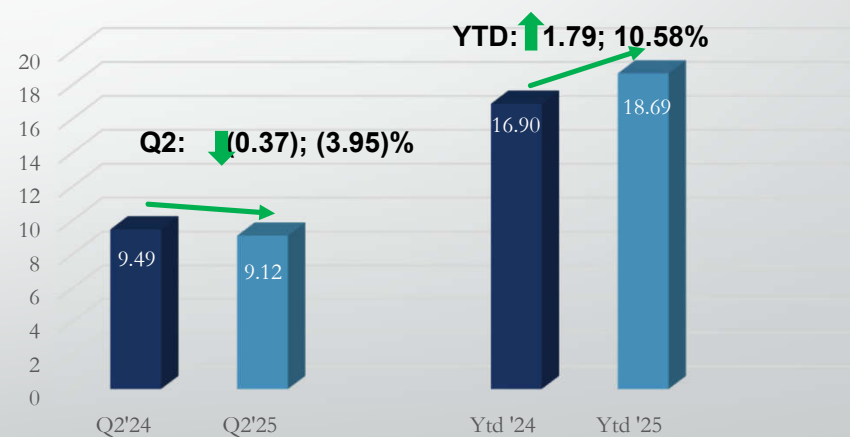


# FINANCIAL OVERVIEW: Q2 2025 & YTD 2025

**Revenue**  
(in KWD Million)



**Net Profit**  
(in KWD Million)



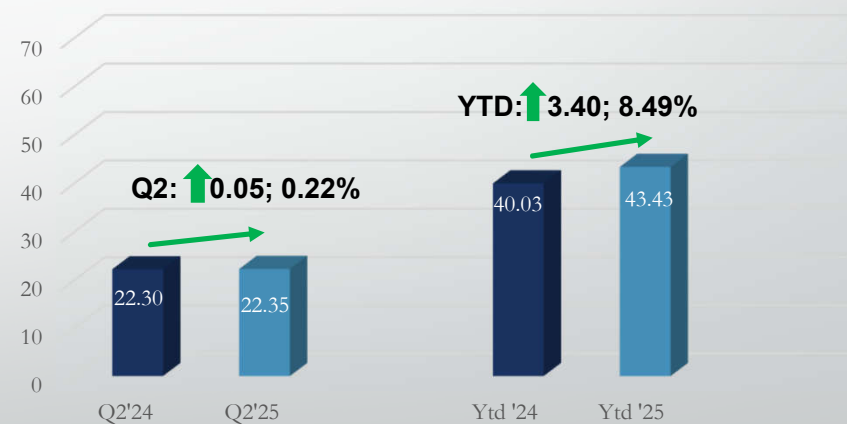


# FINANCIAL OVERVIEW: Q2 2025 & YTD 2025

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



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





# INCOME STATEMENT – Q2 2025 (APR-JUNE)

Amount in KWD

INCOME STATEMENT	Q2'25	Q2'24	CHANGE
<b>REVENUE</b>	<b>64,531,840</b>	<b>66,226,732</b>	<b>(2.56)%</b>
Cost of sales and services rendered	(47,918,787)	(49,657,495)	(3.50)%
<b>GROSS PROFIT</b>	<b>16,613,053</b>	<b>16,569,237</b>	<b>0.26%</b>
Share of results of equity-accounted investees	716,891	1,342,171	(46.59)%
Net Expenses (S&D, Admin & Others)	(8,210,257)	(8,416,703)	(2.45)%
<b>NET PROFIT</b>	<b>9,119,687</b>	<b>9,494,705</b>	<b>(3.95)%</b>
Profit attributable to equity holders of parent company	7,986,369	7,941,129	0.57%
<b>EARNINGS PER SHARE</b>	<b>22.35</b>	<b>22.30</b>	<b>0.22%</b>





# INCOME STATEMENT – YTD 2025 (JAN-JUNE)

Amount in KWD

INCOME STATEMENT	YTD June '25	YTD June'24	CHANGE
<b>REVENUE</b>	<b>142,332,030</b>	<b>130,114,140</b>	<b>9.39%</b>
Cost of sales and services rendered	(108,539,102)	(98,385,433)	10.32%
<b>GROSS PROFIT</b>	<b>33,792,928</b>	<b>31,728,707</b>	<b>6.51%</b>
Share of results of equity-accounted investees	1,849,439	1,873,259	(1.27)%
Net Expenses (S&D, Admin & Others)	(16,953,498)	(16,700,712)	1.51%
<b>NET PROFIT</b>	<b>18,688,869</b>	<b>16,901,254</b>	<b>10.58%</b>
Profit attributable to equity holders of parent company	15,500,852	14,257,697	8.72%
<b>EARNINGS PER SHARE</b>	<b>43.43</b>	<b>40.03</b>	<b>8.49%</b>



# BALANCE SHEET

Amount in KWD

BALANCE SHEET	June'25	Dec'24	CHANGE
<b>ASSETS</b>			
Property, plant, and equipment	120,780,125	119,347,817	1.20%
Other Non-Current assets	25,532,273	16,032,295	59.26%
Current assets	127,443,879	127,826,680	(0.30)%
<b>TOTAL ASSETS</b>	<b>273,756,277</b>	<b>263,206,792</b>	<b>4.01%</b>
<b>Equity and Liability</b>			
<b>TOTAL EQUITY</b>	<b>110,128,570</b>	<b>99,398,292</b>	<b>10.80%</b>
Non-current liabilities	64,712,151	58,387,894	10.83%
Current liabilities	98,915,556	105,420,606	(6.17)%
<b>TOTAL LIABILITY</b>	<b>163,627,707</b>	<b>163,808,500</b>	<b>(0.11)%</b>
<b>Total Equity and Liabilities</b>	<b>273,756,277</b>	<b>263,206,792</b>	<b>4.01%</b>



# CASH FLOW STATEMENT

Amount in KWD

CASH FLOW STATEMENT	June'25	June'24
Cash from operating activities before working capital changes	24,690,800	21,410,643
Changes in working capital	(23,951,616)	(18,031,327)
Other items	(2,193,513)	(1,581,170)
<b>NET CASH FLOWS (USED IN) FROM OPERATING ACTIVITIES</b>	<b>(1,454,329)</b>	<b>1,798,146</b>
PPE & Intangible Assets	(5,675,080)	(7,936,698)
Investment in Associates & Others	(1,218,142)	(4,579,125)
<b>NET CASH FLOWS USED IN INVESTING ACTIVITIES</b>	<b>(6,893,222)</b>	<b>(12,515,823)</b>
Net movement in Islamic Finance payables & Finance Costs	21,071,465	15,213,002
Dividends Paid to Equity Holders & NCI	(10,050,063)	(10,442,190)
Lease Liability & Other movements	(619,062)	973,573
<b>NET CASHFLOW FROM (USED IN) FINANCING ACTIVITIES</b>	<b>10,402,340</b>	<b>5,744,385</b>
<b>NET MOVEMENT IN CASH AND CASH EQUIVALENTS</b>	<b>2,054,789</b>	<b>(4,973,292)</b>



# KEY RATIOS – JUNE 25 (JAN – JUNE)

KEY RATIOS		YTD June '25	YTD June '24
<b>LIQUIDITY RATIOS</b>			
Current Ratio	(Current Assets/Current Liabilities)	1.29	1.27
Quick Ratio	(Current Assets-Inventories/Current Liabilities)	0.43	0.45
Cash Ratio	(Cash/Current Liabilities)	0.21	0.21
<b>PROFITABILITY RATIOS</b>			
Gross Profit Margin	(Gross Profit/Revenue)	23.74%	24.39%
Net Profit Margin	(Net Profit/ Revenue)	13.13%	12.99%
<b>PERFORMANCE RATIOS</b>			
Return on Asset (ROA) <sup>TTM</sup>	(Net Profit/ Average Assets)	14.22%	15.65%
Return on Equity (ROE) <sup>TTM</sup>	(Net Profit/ Average Equity)	35.87%	39.18%
<b>SOLVENCY RATIOS (Cash not adjusted)</b>			
Bank Borrowing to Asset Ratio	(Debt/Total Assets)	0.24	0.22
Bank Borrowing to Equity Ratio	(Debt/Total Equity)	0.59	0.57 <sup>16</sup>



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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

