



Date: 02/03/2025

Ref: ALG/CO/17/2025

التاريخ: 2025/03/02

Dear Boursa Kuwait Company
Greeting,

السادة/ شركة بورصة الكويت
المحترمين
تحية طيبة وبعد،

**Subject: Analysts/ Investors Conference
Meeting for FY Ended 31/12/2024**

**الموضوع: انعقاد مؤتمر المحللين/ المستثمرين
عن السنة المالية المنتهية في 2024/12/31**

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 إفادتكم بما يلي:

- The company (ALG) has conducted the Analysts/ Investors Conference for FY ended 31/12/2024 via a live webcast at 01:00 pm on Sunday, 02/03/2025 (Kuwait local time). There was no new material information discussed during the conference.
- Attached is the presentation of the Analysts/ Investors Conference for FY ended 31/12/2024.

- عقدت الشركة (الغانم) مؤتمر المحللين/ المستثمرين للسنة المالية المنتهية في 2024/12/31 عن طريق بث مباشر على شبكة الإنترنت وذلك في تمام الساعة 01:00 ظهراً من يوم الأحد الموافق 2025/03/02 (وفق توقيت دولة الكويت). ولم يتم الإفصاح عن أي معلومات جوهرية جديدة خلال المؤتمر.
- مرفق العرض التقديمي لمؤتمر المحللين/ المستثمرين للسنة المالية المنتهية في 2024/12/31.

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:	02/03/2025	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"> Ali Alghanim Sons Automotive Company (ALG) has conducted the Analysts / Investors Conference for FY ended 31/12/2024 via a live webcast at 01:00 pm on Sunday 02/03/2025 (Kuwait local time). There was no new material information discussed during the conference. Attached is the presentation of the Analysts/ Investors Conference for FY ended 31/12/2024. 	<ul style="list-style-type: none"> عقدت شركة أولاد علي الغانم للسيارات (الغانم) مؤتمر المحللين/ المستثمرين للسنة المالية المنتهية في 2024/12/31 عن طريق بث مباشر على شبكة الإنترنت، وذلك في تمام الساعة 01:00 ظهراً من يوم الأحد الموافق 2025/03/02 (وفق توقيت دولة الكويت). ولم يتم الإفصاح عن أي معلومات جوهرية جديدة خلال المؤتمر. مرفق العرض التقديمي لمؤتمر المحللين/ المستثمرين للسنة المالية المنتهية في 2024/12/31. 	
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	
The issuer of this disclosure bears full responsibility for the soundness, accuracy, and completeness of the information contained therein. The issuer acknowledges that it has assumed care of a prudent person to avoid any misleading, false, or incomplete information. The Capital Markets Authority and Boursa Kuwait Securities Exchange shall have no liability whatsoever for the contents of this disclosure. This disclaimer applies to any damages incurred by any Person as a result of the publication of this disclosure, permitting its dissemination through their electronic systems or websites, or its use in any other manner.	يتحمل من أصدر هذا الإفصاح كامل المسؤولية عن صحة المعلومات الواردة فيه ودقتها واكتمالها، ويقر بأنه بذل عناية الشخص الحريص في تجنب أية معلومات مضللة أو خاطئة أو ناقصة، وذلك دون أدنى مسؤولية على كل من هيئة أسواق المال وبورصة الكويت للاوراق المالية بشأن محتويات هذا الإفصاح، وبما ينفي عنهما المسؤولية عن أية أضرار قد تلحق بأي شخص جراء نشر هذا الإفصاح أو السماح بنشره عن طريق أنظمتها الإلكترونية أو موقعها الإلكتروني، أو نتيجة استخدام هذا الإفصاح بأي طريقة أخرى.	



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

Analyst Conference

Q4 2024

March 2nd 2025



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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.

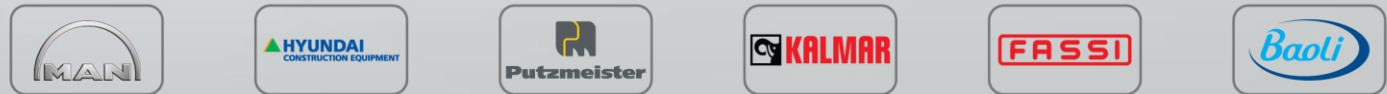
Q4 2024 (Oct'24 – Dec'24)		YTD 2024 (Jan'24 – Dec'24)	
 Revenue KWD 78.5 mill (USD 254.75 mill)	 Net Profit KWD 9.13 mill (USD 29.63 mill)	 Revenue KWD 265.02 mill (USD 860.04 mill)	 Net Profit KWD 34.49 mill (USD 111.93 mill)

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 Dec 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> <hr/> <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> <hr/> <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> <hr/> <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> <hr/> <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> <hr/> <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> <hr/> <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> <hr/> <p>YTD 23 1%</p> </div>



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FINANCIAL OVERVIEW

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FINANCIAL OVERVIEW: YTD DEC 2024

Revenue
(in KWD Million)



Net Profit
(in KWD Million)





FINANCIAL OVERVIEW: YTD DEC 2024

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



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





INCOME STATEMENT – YTD 2024 (JAN-DEC)

Amount in KWD

INCOME STATEMENT	YTD Dec '24	YTD Dec '23	CHANGE
REVENUE	265,019,690	264,534,015	0.18%
Cost of sales and services rendered	(200,124,339)	(198,691,552)	0.72%
GROSS PROFIT	64,895,351	65,842,463	(1.44)%
Share of results of equity-accounted investees	3,649,050	3,510,835	3.94%
Net Expenses (S&D, Admin & Others)	(34,055,474)	(36,109,554)	(5.69)%
NET PROFIT	34,488,927	33,243,744	3.75%
Profit attributable to equity holders of parent company	29,260,282	28,481,450	2.73%
EARNINGS PER SHARE	106.81	103.93	2.77%



BALANCE SHEET

Amount in KWD

BALANCE SHEET	Dec'24	Dec'23	CHANGE
ASSETS			
Property, plant, and equipment	119,347,817	109,949,266	8.55%
Other Non-Current assets	16,032,295	13,920,455	15.17%
Current assets	127,826,680	99,312,747	28.71%
TOTAL ASSETS	263,206,792	223,182,468	17.93%
Equity and Liability			
TOTAL EQUITY	99,398,292	92,428,822	7.54%
Non-current liabilities	58,387,894	51,277,462	13.87%
Current liabilities	105,420,606	79,476,184	32.64%
TOTAL LIABILITY	163,808,500	130,753,646	25.28%
Total Equity and Liabilities	263,206,792	223,182,468	17.93%

CASH FLOW STATEMENT

Amount in KWD

CASH FLOW STATEMENT	Dec'24	Dec'23
Cash from operating activities before working capital changes	44,149,180	44,909,788
Changes in working capital	(6,963,999)	(15,276,857)
Other items	(2,228,327)	(1,354,769)
NET CASH FLOWS FROM OPERATING ACTIVITIES	34,956,854	28,278,162
PPE & Intangible Assets	(16,312,382)	(11,083,793)
Investment in Associates & Others	(6,274,125)	(9,882,135)
NET CASH FLOWS USED IN INVESTING ACTIVITIES	(22,586,507)	(20,965,928)
Net movement in Islamic Finance payables & Finance Costs	4,489,719	15,113,949
Dividends Paid to Equity Holders & NCI	(20,259,025)	(19,714,462)
Lease Liability & Movement in Payables	(450,255)	2,725,814
NET CASHFLOW (USED IN) FROM FINANCING ACTIVITIES	(16,219,561)	(1,874,699)
NET MOVEMENT IN CASH AND CASH EQUIVALENTS	(3,849,214)	5,437,535



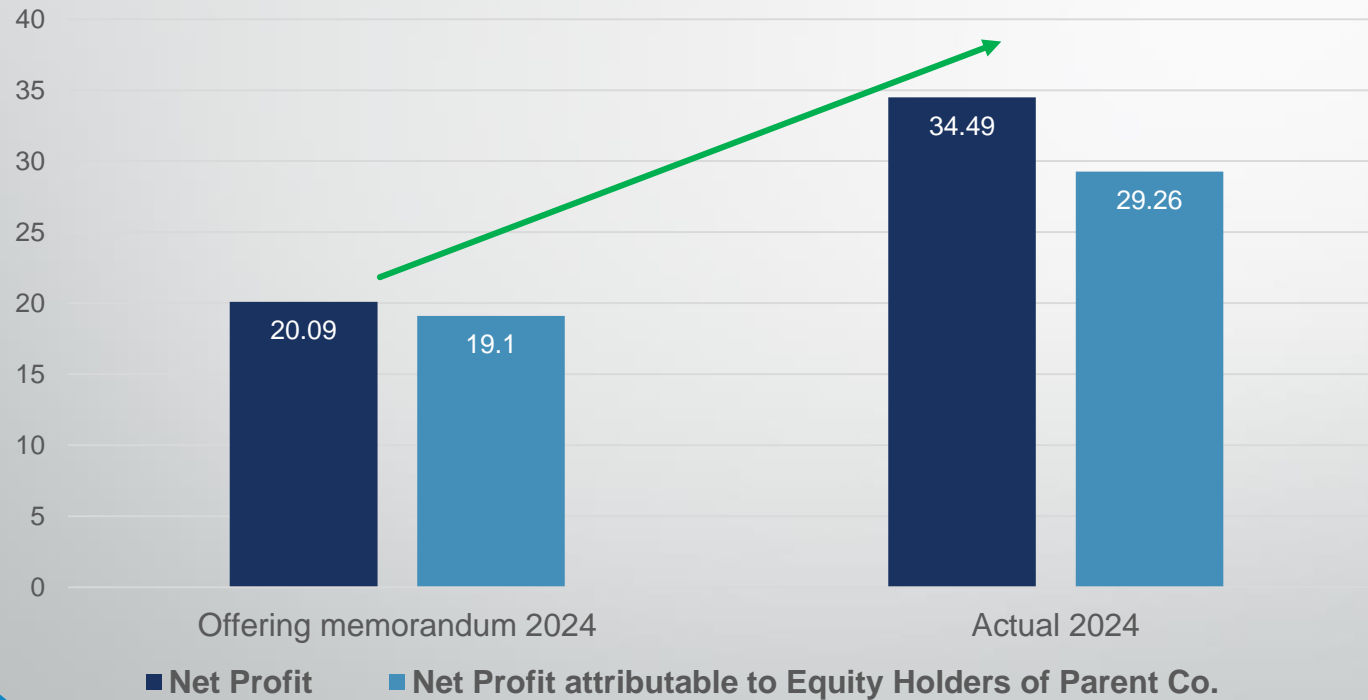
KEY RATIOS – DEC 24 (JAN – DEC)

KEY RATIOS		YTD DEC '24	YTD DEC '23
LIQUIDITY RATIOS			
Current Ratio	(Current Assets/Current Liabilities)	1.21	1.25
Quick Ratio	(Current Assets-Inventories/Current Liabilities)	0.33	0.45
Cash Ratio	(Cash/Current Liabilities)	0.16	0.26
PROFITABILITY RATIOS			
Gross Profit Margin	(Gross Profit/Revenue)	24.49%	24.89%
Net Profit Margin	(Net Profit/ Revenue)	13.01%	12.57%
PERFORMANCE RATIOS			
Return on Asset (ROA) ^{TTM}	(Net Profit/ Average Assets)	14.18%	16.17%
Return on Equity (ROE) ^{TTM}	(Net Profit/ Average Equity)	35.96%	38.63%
SOLVENCY RATIOS (Cash not adjusted)			
Bank Borrowing to Asset Ratio	(Debt/Total Assets)	0.16	0.15
Bank Borrowing to Equity Ratio	(Debt/Total Equity)	0.41	0.36



STRONG PERFORMANCE AND AHEAD OF FORECAST

Net Profit (in KWD Million)



- Achieved 171.67% of the Forecasted Net Profit mentioned in the Offering Memorandum.
- Achieved 153.19% of the Forecasted Net Profit attributable to Equity Holders of the Parent Co. mentioned in the Offering Memorandum.



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Q&A SESSION

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Thank you

For Investor Relations

Please Visit or Contact us on

Website: <https://alg.com.kw>

Email Address: investors@alg.com.kw

Telephone: 22246000

