



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

Analyst Conference

Q2 2024

August 8th 2024



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AGENDA

Particulars	Page
BOARD OF DIRECTORS AND EXECUTIVE MANAGEMENT TEAM	4
COMPANY OVERVIEW	6
FINANCIAL OVERVIEW	9
Q&A SESSION	18



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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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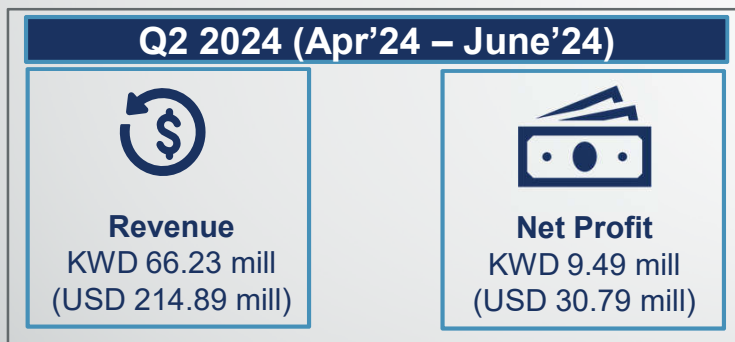
COMPANY OVERVIEW

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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.

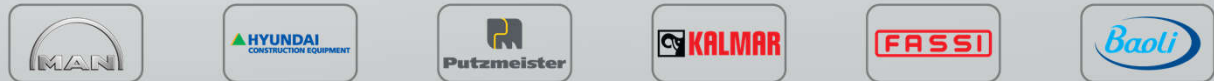


Brands: Ali Alghanim Sons Automotive deals with numerous brands in the category of Passenger Cars, Heavy Commercial Equipment and Auto parts

Passenger Cars



Heavy Commercial Equipment



Auto Parts



REVENUE BREAKDOWN (H1 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> <table border="1"> <tr><td>H1 24</td></tr> <tr><td>74%</td></tr> <tr><td>H1 23</td></tr> <tr><td>78%</td></tr> </table> </div>	H1 24	74%	H1 23	78%	<ul style="list-style-type: none"> • Service • Body Shop • Parts and Accessories <div style="text-align: right;"> <p>Revenue</p> <table border="1"> <tr><td>H1 24</td></tr> <tr><td>11%</td></tr> <tr><td>H1 23</td></tr> <tr><td>11%</td></tr> </table> </div>	H1 24	11%	H1 23	11%	<ul style="list-style-type: none"> • BMW • Land Rover • MINI • Geely • Haval <div style="text-align: right;"> <p>Revenue</p> <table border="1"> <tr><td>H1 24</td></tr> <tr><td>7%</td></tr> <tr><td>H1 23</td></tr> <tr><td>4%</td></tr> </table> </div>	H1 24	7%	H1 23	4%	<ul style="list-style-type: none"> • MAN Truck & Bus • Putzmeister • Hyundai • Baoli • Fassi • Service & Parts <div style="text-align: right;"> <p>Revenue</p> <table border="1"> <tr><td>H1 24</td></tr> <tr><td>3%</td></tr> <tr><td>H1 23</td></tr> <tr><td>3%</td></tr> </table> </div>	H1 24	3%	H1 23	3%
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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 <div style="text-align: right;"> <p>Revenue</p> <table border="1"> <tr><td>H1 24</td></tr> <tr><td>2%</td></tr> <tr><td>H1 23</td></tr> <tr><td>1%</td></tr> </table> </div>	H1 24	2%	H1 23	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 • Finance & Insurance • Technical inspections and renewal of vehicle registration for all types of passenger cars <div style="text-align: right;"> <p>Revenue</p> <table border="1"> <tr><td>H1 24</td></tr> <tr><td>2%</td></tr> <tr><td>H1 23</td></tr> <tr><td>2%</td></tr> </table> </div>	H1 24	2%	H1 23	2%		<ul style="list-style-type: none"> • Luxury car booking service (Rove) <div style="text-align: right;"> <p>Revenue</p> <table border="1"> <tr><td>H1 24</td></tr> <tr><td>1%</td></tr> <tr><td>H1 23</td></tr> <tr><td>1%</td></tr> </table> </div>	H1 24	1%	H1 23	1%				
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FINANCIAL OVERVIEW

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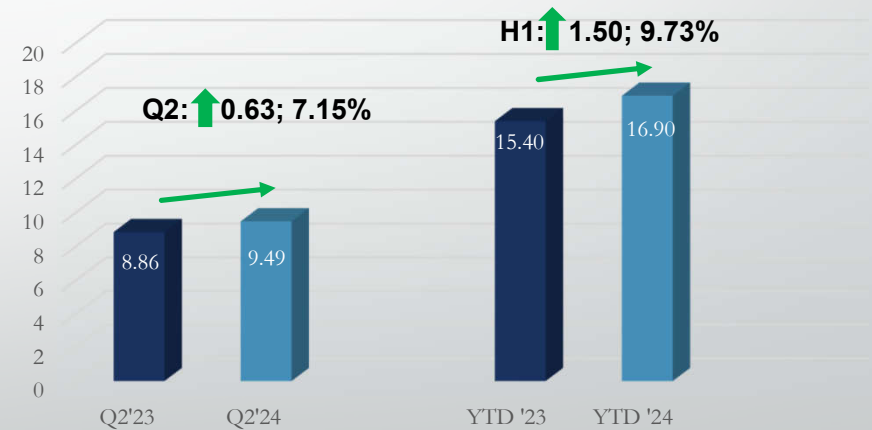


FINANCIAL OVERVIEW: Q2 2024 & H1 2024

Revenue
(in KWD Million)



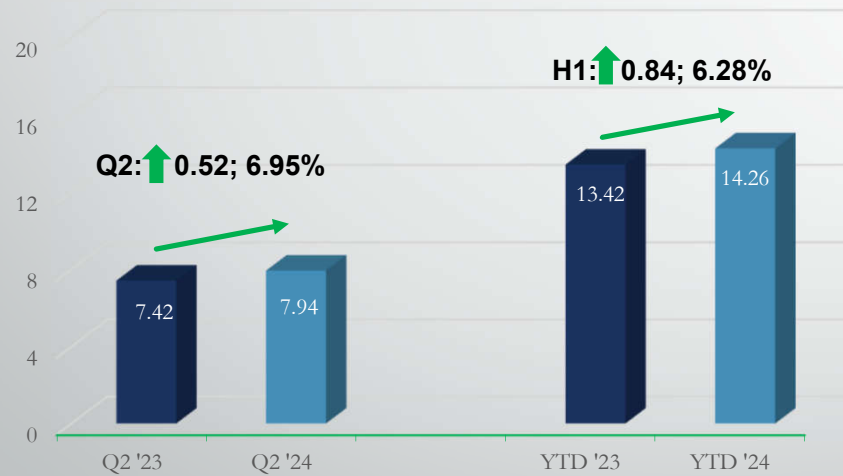
Net Profit
(in KWD Million)



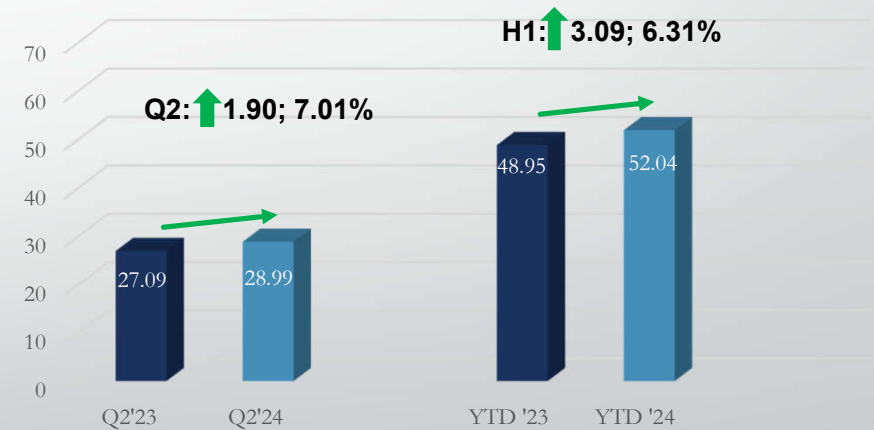


FINANCIAL OVERVIEW: Q2 2024 & H1 2024

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



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



INCOME STATEMENT – Q2 2024

Amount in KWD

INCOME STATEMENT	Q2'24	Q2'23	CHANGE
REVENUE	66,226,732	64,246,217	3.08%
Cost of sales and services rendered	(49,657,495)	(48,423,950)	2.55%
GROSS PROFIT	16,569,237	15,822,267	4.72%
Share of results of equity-accounted investees	1,342,171	1,729,788	(22.41)%
Net Expenses (S&D, Admin & Others)	(8,416,703)	(8,690,554)	(3.15)%
NET PROFIT	9,494,705	8,861,501	7.15%
Profit attributable to equity holders of parent company	7,941,129	7,424,864	6.95%
EARNINGS PER SHARE	28.99	27.09	7.01%



INCOME STATEMENT – YTD 2024(JAN-JUNE)

Amount in KWD

INCOME STATEMENT	YTD June '24	YTD June '23	CHANGE
REVENUE	130,114,140	127,358,518	2.16%
Cost of sales and services rendered	(98,385,433)	(96,300,861)	2.16%
GROSS PROFIT	31,728,707	31,057,657	2.16%
Share of results of equity-accounted investees	1,873,259	1,496,790	25.15%
Net Expenses (S&D, Admin & Others)	(16,700,712)	(17,152,303)	(2.63)%
NET PROFIT	16,901,254	15,402,144	9.73%
Profit attributable to equity holders of parent company	14,257,697	13,415,468	6.28%
EARNINGS PER SHARE	52.04	48.95	6.31%



BALANCE SHEET

Amount in KWD

BALANCE SHEET	June'24	Dec'23	CHANGE
ASSETS			
Property, plant, and equipment	113,487,915	109,949,266	3.22%
Other Non-Current assets	13,460,049	13,920,455	(3.31)%
Current assets	109,629,236	99,312,747	10.39%
TOTAL ASSETS	236,577,200	223,182,468	6.00%
Equity and Liability			
TOTAL EQUITY	92,110,904	92,428,822	(0.34)%
Non-current liabilities	58,124,247	51,277,462	13.35%
Current liabilities	86,342,049	79,476,184	8.64%
TOTAL LIABILITY	144,466,296	130,753,646	10.49%
Total Equity and Liabilities	236,577,200	223,182,468	6.00%

CASH FLOW STATEMENT

Amount in KWD

CASH FLOW STATEMENT	June'24	June'23
Cash from operating activities before working capital changes	21,410,643	20,779,812
Changes in working capital	(18,031,327)	(7,569,090)
Other items	(1,581,170)	(835,250)
NET CASH FLOWS FROM OPERATING ACTIVITIES	1,798,146	12,375,472
PPE & Intangible Assets	(7,936,698)	(4,183,504)
Investment in Associates & Others	(4,579,125)	(6,817,562)
NET CASH FLOWS USED IN INVESTING ACTIVITIES	(12,515,823)	(11,001,066)
Net movement in Islamic Finance payables & Finance Costs	15,213,002	7,193,552
Dividends Paid to Equity Holders & NCI	(10,442,190)	(10,126,970)
Lease Liability & Movement in Payables	973,573	3,016,257
NET CASHFLOW (USED IN) FROM FINANCING ACTIVITIES	5,744,385	82,839
NET MOVEMENT IN CASH AND CASH EQUIVALENTS	(4,973,292)	1,457,245



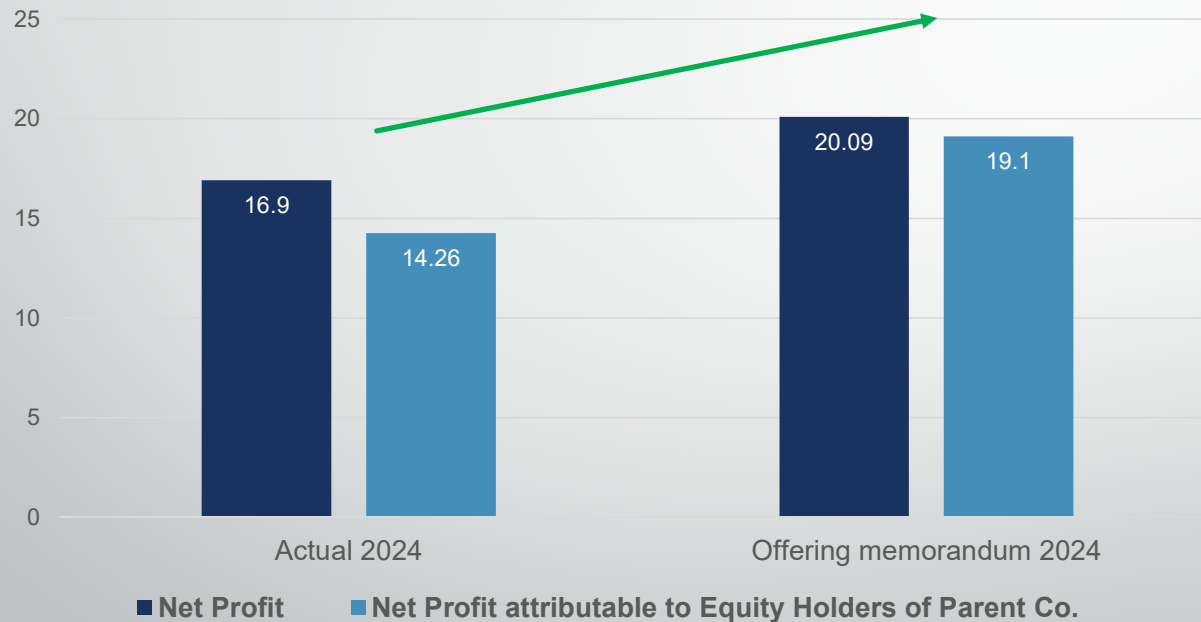
KEY RATIOS – June 24 (JAN – JUNE)

KEY RATIOS		YTD June '24	YTD June '23
LIQUIDITY RATIOS			
Current Ratio	(Current Assets/Current Liabilities)	1.27	1.13
Quick Ratio	(Current Assets-Inventories/Current Liabilities)	0.45	0.40
Cash Ratio	(Cash/Current Liabilities)	0.21	0.20
PROFITABILITY RATIOS			
Gross Profit Margin	(Gross Profit/Revenue)	24.39%	24.39%
Net Profit Margin	(Net Profit/ Revenue)	12.99%	12.09%
PERFORMANCE RATIOS			
Return on Asset (ROA) ^{TTM}	(Net Profit/ Average Assets)	15.65%	14.03%
Return on Equity (ROE) ^{TTM}	(Net Profit/ Average Equity)	39.18%	33.79%
SOLVENCY RATIOS (Cash not adjusted)			
Bank Borrowing to Asset Ratio	(Debt/Total Assets)	0.22	0.12
Bank Borrowing to Equity Ratio	(Debt/Total Equity)	0.57	0.29



STRONG PERFORMANCE AND AHEAD OF FORECAST

Net Profit (in KWD Million)



- ☞ Achieved 84.12% of the Forecasted Net Profit mentioned in the Offering Memorandum within 6 Months of the year.
- ☞ Achieved 74.66% of the Forecasted Net Profit attributable to Equity Holders of the Parent Co. mentioned in the Offering Memorandum within 6 Months of the year.
- ☞ Achieved highest ever Quarterly Net Profit & Net Profit attributable to Equity Holders of Parent Co. in Q2 2024



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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

