



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

Analyst Conference

Q2 2025

August 17th 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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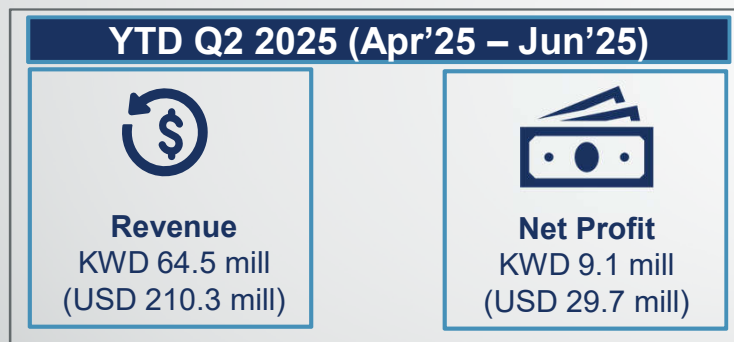
COMPANY OVERVIEW

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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.

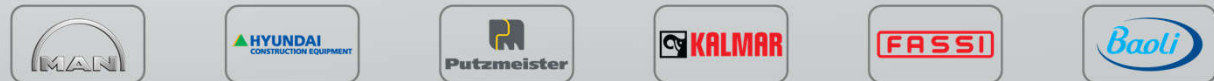


Brands: Ali Alghanim Sons Automotive deals with numerous brands in the category of Passenger Cars, Heavy Commercial Equipment and Auto parts

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">• BMW• Land Rover• Rolls Royce• McLaren• MINI• Geely• Great Wall• Haval <div><div>Revenue</div><table><tr><td>H1 25</td><td>65%</td></tr><tr><td>H1 24</td><td>74%</td></tr></table></div>	H1 25	65%	H1 24	74%	<ul style="list-style-type: none">• Service• Body Shop• Parts and Accessories <div><div>Revenue</div><table><tr><td>H1 25</td><td>11%</td></tr><tr><td>H1 24</td><td>11%</td></tr></table></div>	H1 25	11%	H1 24	11%	<ul style="list-style-type: none">• BMW• Land Rover• MINI• Geely• Haval <div><div>Revenue</div><table><tr><td>H1 25</td><td>16%</td></tr><tr><td>H1 24</td><td>7%</td></tr></table></div>	H1 25	16%	H1 24	7%	<ul style="list-style-type: none">• MAN Truck & Bus• Putzmeister• Hyundai• Baoli• Fassi• Service & Parts <div><div>Revenue</div><table><tr><td>H1 25</td><td>3%</td></tr><tr><td>H1 24</td><td>3%</td></tr></table></div>	H1 25	3%	H1 24	3%
H1 25	65%																		
H1 24	74%																		
H1 25	11%																		
H1 24	11%																		
H1 25	16%																		
H1 24	7%																		
H1 25	3%																		
H1 24	3%																		
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><div>Revenue</div><table><tr><td>H1 25</td><td>2%</td></tr><tr><td>H1 24</td><td>2%</td></tr></table></div>	H1 25	2%	H1 24	2%	<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><div>Revenue</div><table><tr><td>H1 25</td><td>2%</td></tr><tr><td>H1 24</td><td>2%</td></tr></table></div>		H1 25	2%	H1 24	2%	<ul style="list-style-type: none">• Luxury car booking service (Rove) <div><div>Revenue</div><table><tr><td>H1 25</td><td>1%</td></tr><tr><td>H1 24</td><td>1%</td></tr></table></div>	H1 25	1%	H1 24	1%				
H1 25	2%																		
H1 24	2%																		
H1 25	2%																		
H1 24	2%																		
H1 25	1%																		
H1 24	1%																		



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FINANCIAL OVERVIEW

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FINANCIAL OVERVIEW: Q2 2025 & YTD 2025

Revenue
(in KWD Million)



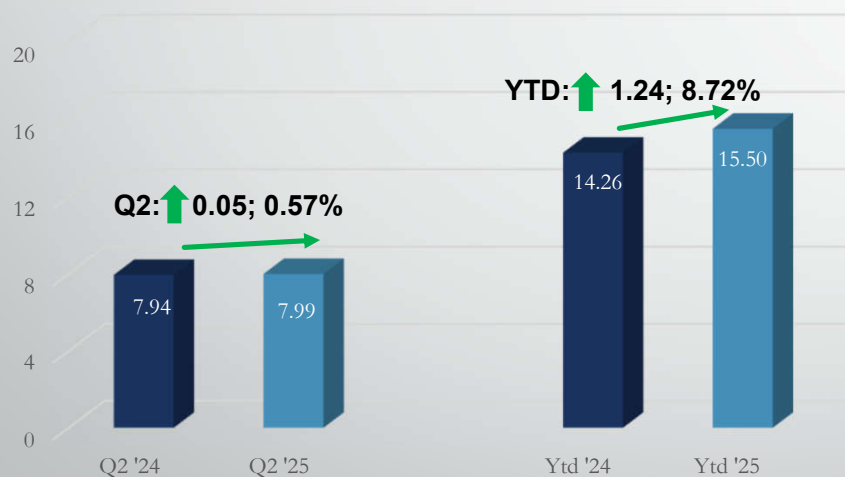
Net Profit
(in KWD Million)





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
REVENUE	64,531,840	66,226,732	(2.56)%
Cost of sales and services rendered	(47,918,787)	(49,657,495)	(3.50)%
GROSS PROFIT	16,613,053	16,569,237	0.26%
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)%
NET PROFIT	9,119,687	9,494,705	(3.95)%
Profit attributable to equity holders of parent company	7,986,369	7,941,129	0.57%
EARNINGS PER SHARE	22.35	22.30	0.22%



INCOME STATEMENT – YTD 2025 (JAN-JUNE)

Amount in KWD

INCOME STATEMENT	YTD June '25	YTD June'24	CHANGE
REVENUE	142,332,030	130,114,140	9.39%
Cost of sales and services rendered	(108,539,102)	(98,385,433)	10.32%
GROSS PROFIT	33,792,928	31,728,707	6.51%
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%
NET PROFIT	18,688,869	16,901,254	10.58%
Profit attributable to equity holders of parent company	15,500,852	14,257,697	8.72%
EARNINGS PER SHARE	43.43	40.03	8.49%



BALANCE SHEET

Amount in KWD

BALANCE SHEET	June'25	Dec'24	CHANGE
ASSETS			
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)%
TOTAL ASSETS	273,756,277	263,206,792	4.01%
Equity and Liability			
TOTAL EQUITY	110,128,570	99,398,292	10.80%
Non-current liabilities	64,712,151	58,387,894	10.83%
Current liabilities	98,915,556	105,420,606	(6.17)%
TOTAL LIABILITY	163,627,707	163,808,500	(0.11)%
Total Equity and Liabilities	273,756,277	263,206,792	4.01%



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)
NET CASH FLOWS (USED IN) FROM OPERATING ACTIVITIES	(1,454,329)	1,798,146
PPE & Intangible Assets	(5,675,080)	(7,936,698)
Investment in Associates & Others	(1,218,142)	(4,579,125)
NET CASH FLOWS USED IN INVESTING ACTIVITIES	(6,893,222)	(12,515,823)
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
NET CASHFLOW FROM (USED IN) FINANCING ACTIVITIES	10,402,340	5,744,385
NET MOVEMENT IN CASH AND CASH EQUIVALENTS	2,054,789	(4,973,292)



KEY RATIOS – JUNE 25 (JAN – JUNE)

KEY RATIOS		YTD June '25	YTD June '24
LIQUIDITY RATIOS			
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
PROFITABILITY RATIOS			
Gross Profit Margin	(Gross Profit/Revenue)	23.74%	24.39%
Net Profit Margin	(Net Profit/ Revenue)	13.13%	12.99%
PERFORMANCE RATIOS			
Return on Asset (ROA) ^{TTM}	(Net Profit/ Average Assets)	14.22%	15.65%
Return on Equity (ROE) ^{TTM}	(Net Profit/ Average Equity)	35.87%	39.18%
SOLVENCY RATIOS (Cash not adjusted)			
Bank Borrowing to Asset Ratio	(Debt/Total Assets)	0.24	0.22
Bank Borrowing to Equity Ratio	(Debt/Total Equity)	0.59	0.57 ¹⁶



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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

