



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

Analyst Conference

Q3 2024

November 13th 2024



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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 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.

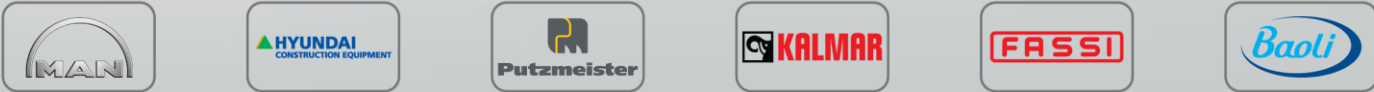
Q3 2024 (July'24 – Sep'24)		YTD 2024 (Jan'24 – Sep'24)	
 Revenue KWD 56.41 mill (USD 185.07 mill)	 Net Profit KWD 8.46 mill (USD 27.76 mill)	 Revenue KWD 186.52 mill (USD 611.94 mill)	 Net Profit KWD 25.36 mill (USD 83.20 mill)

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 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> <table border="1"> <tr><td>YTD 24</td></tr> <tr><td>71%</td></tr> <tr><td>YTD 23</td></tr> <tr><td>76%</td></tr> </table> </div>	YTD 24	71%	YTD 23	76%	<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>YTD 24</td></tr> <tr><td>12%</td></tr> <tr><td>YTD 23</td></tr> <tr><td>11%</td></tr> </table> </div>	YTD 24	12%	YTD 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>YTD 24</td></tr> <tr><td>9%</td></tr> <tr><td>YTD 23</td></tr> <tr><td>5%</td></tr> </table> </div>	YTD 24	9%	YTD 23	5%	<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>YTD 24</td></tr> <tr><td>3%</td></tr> <tr><td>YTD 23</td></tr> <tr><td>4%</td></tr> </table> </div>	YTD 24	3%	YTD 23	4%
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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>YTD 24</td></tr> <tr><td>2%</td></tr> <tr><td>YTD 23</td></tr> <tr><td>1%</td></tr> </table> </div>	YTD 24	2%	YTD 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>YTD 24</td></tr> <tr><td>2%</td></tr> <tr><td>YTD 23</td></tr> <tr><td>2%</td></tr> </table> </div>	YTD 24	2%	YTD 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>YTD 24</td></tr> <tr><td>1%</td></tr> <tr><td>YTD 23</td></tr> <tr><td>1%</td></tr> </table> </div>	YTD 24	1%	YTD 23	1%				
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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



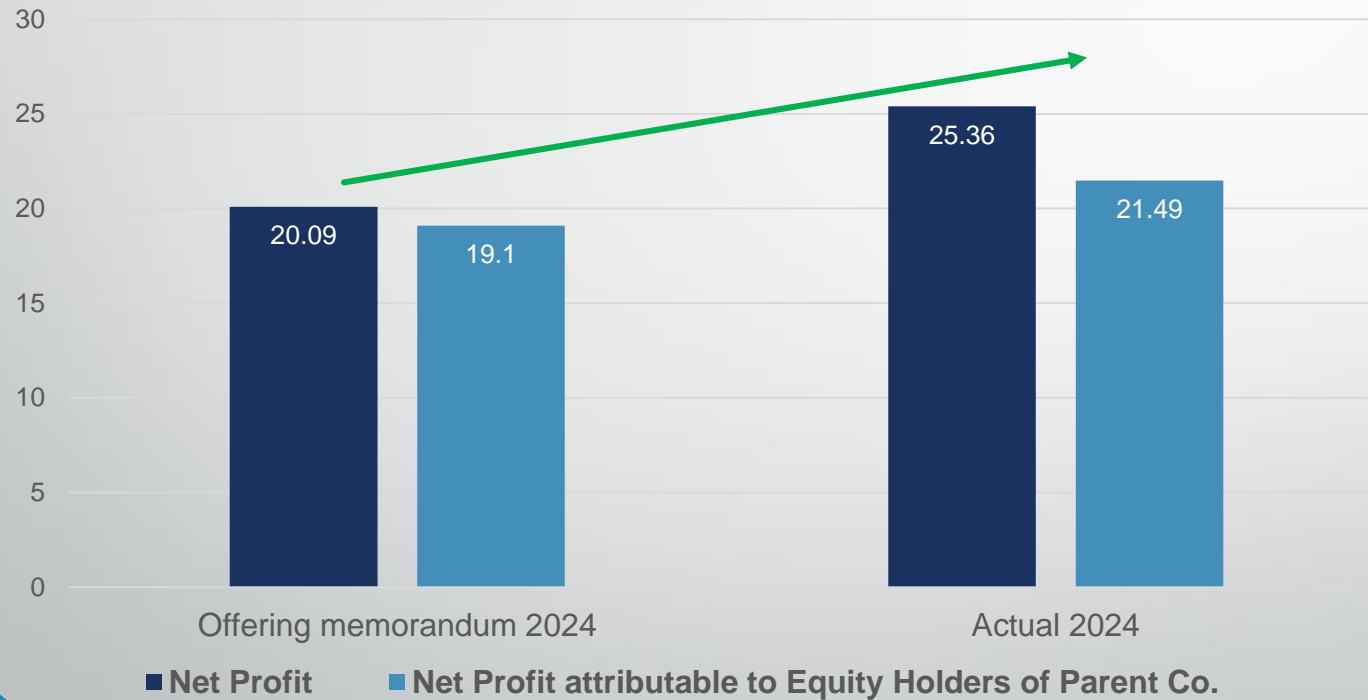
KEY RATIOS – SEP 24 (JAN – SEP)

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

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