



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

Analyst Conference

Q4 2024

March 2<sup>nd</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 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.

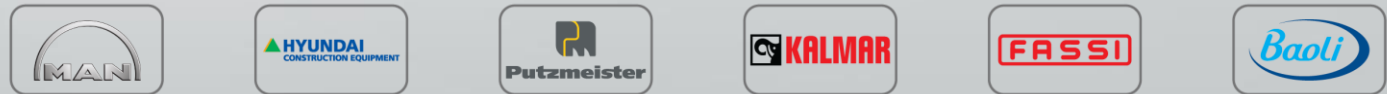
Q4 2024 (Oct'24 – Dec'24)		YTD 2024 (Jan'24 – Dec'24)	
 <b>Revenue</b> KWD 78.5 mill (USD 254.75 mill)	 <b>Net Profit</b> KWD 9.13 mill (USD 29.63 mill)	 <b>Revenue</b> KWD 265.02 mill (USD 860.04 mill)	 <b>Net Profit</b> KWD 34.49 mill (USD 111.93 mill)

**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"> <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 style="text-align: right;"> <p><b>Revenue</b></p> <p>YTD 24 71%</p> <p>YTD 23 76%</p> </div>	<ul style="list-style-type: none"> <li>• Service</li> <li>• Body Shop</li> <li>• Parts and Accessories</li> </ul> <div style="text-align: right;"> <p><b>Revenue</b></p> <p>YTD 24 12%</p> <p>YTD 23 11%</p> </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 style="text-align: right;"> <p><b>Revenue</b></p> <p>YTD 24 9%</p> <p>YTD 23 5%</p> </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 style="text-align: right;"> <p><b>Revenue</b></p> <p>YTD 24 3%</p> <p>YTD 23 4%</p> </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 style="text-align: right;"> <p><b>Revenue</b></p> <p>YTD 24 2%</p> <p>YTD 23 1%</p> </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 style="text-align: right;"> <p><b>Revenue</b></p> <p>YTD 24 2%</p> <p>YTD 23 2%</p> </div>		<ul style="list-style-type: none"> <li>• Luxury car booking service (Rove)</li> </ul> <div style="text-align: right;"> <p><b>Revenue</b></p> <p>YTD 24 1%</p> <p>YTD 23 1%</p> </div>





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# FINANCIAL OVERVIEW

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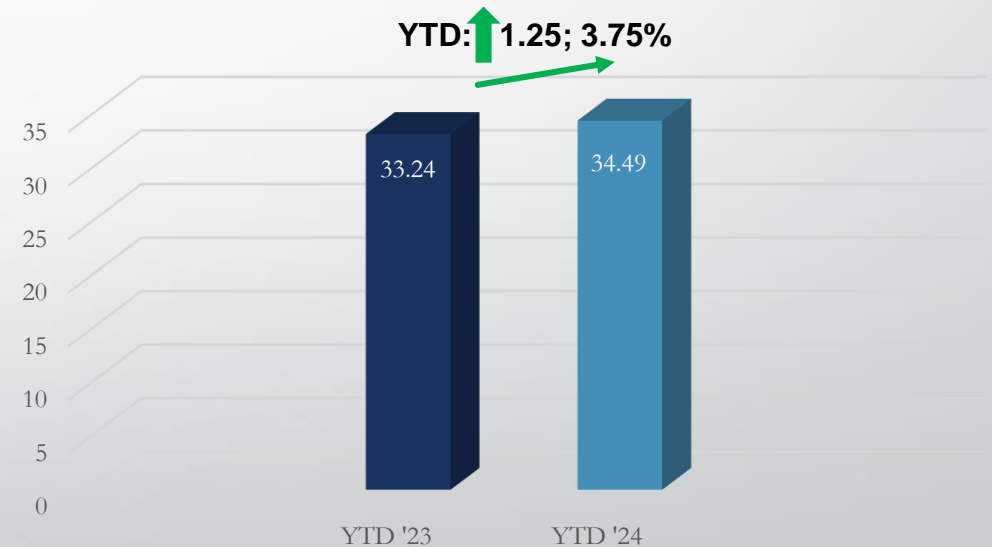


# FINANCIAL OVERVIEW: YTD DEC 2024

**Revenue**  
(in KWD Million)



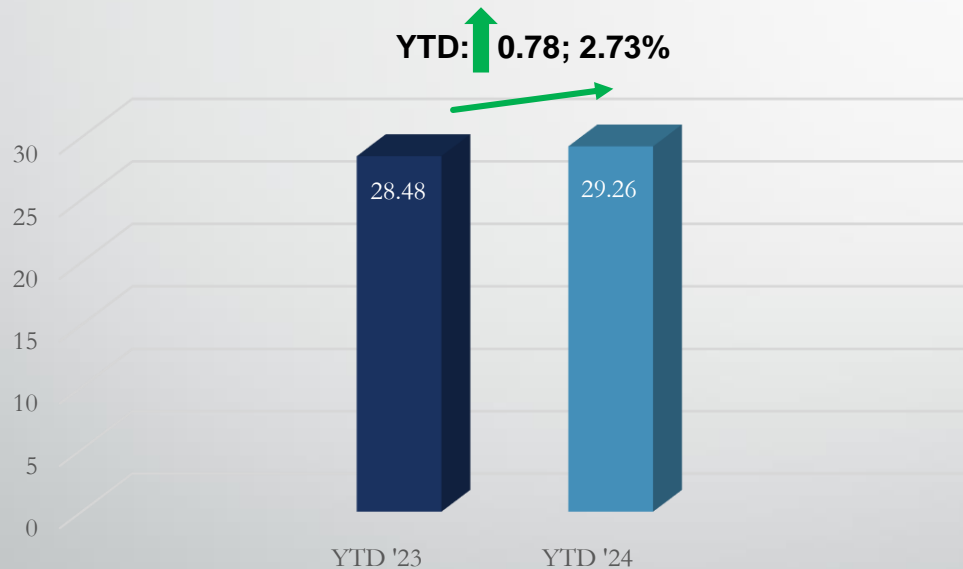
**Net Profit**  
(in KWD Million)





# 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
<b>REVENUE</b>	<b>265,019,690</b>	<b>264,534,015</b>	<b>0.18%</b>
Cost of sales and services rendered	(200,124,339)	(198,691,552)	0.72%
<b>GROSS PROFIT</b>	<b>64,895,351</b>	<b>65,842,463</b>	<b>(1.44)%</b>
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)%
<b>NET PROFIT</b>	<b>34,488,927</b>	<b>33,243,744</b>	<b>3.75%</b>
Profit attributable to equity holders of parent company	29,260,282	28,481,450	2.73%
<b>EARNINGS PER SHARE</b>	<b>106.81</b>	<b>103.93</b>	<b>2.77%</b>



# BALANCE SHEET

Amount in KWD

BALANCE SHEET	Dec'24	Dec'23	CHANGE
<b>ASSETS</b>			
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%
<b>TOTAL ASSETS</b>	<b>263,206,792</b>	<b>223,182,468</b>	<b>17.93%</b>
<b>Equity and Liability</b>			
<b>TOTAL EQUITY</b>	<b>99,398,292</b>	<b>92,428,822</b>	<b>7.54%</b>
Non-current liabilities	58,387,894	51,277,462	13.87%
Current liabilities	105,420,606	79,476,184	32.64%
<b>TOTAL LIABILITY</b>	<b>163,808,500</b>	<b>130,753,646</b>	<b>25.28%</b>
<b>Total Equity and Liabilities</b>	<b>263,206,792</b>	<b>223,182,468</b>	<b>17.93%</b>

# 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)
<b>NET CASH FLOWS FROM OPERATING ACTIVITIES</b>	<b>34,956,854</b>	<b>28,278,162</b>
PPE & Intangible Assets	(16,312,382)	(11,083,793)
Investment in Associates & Others	(6,274,125)	(9,882,135)
<b>NET CASH FLOWS USED IN INVESTING ACTIVITIES</b>	<b>(22,586,507)</b>	<b>(20,965,928)</b>
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
<b>NET CASHFLOW (USED IN) FROM FINANCING ACTIVITIES</b>	<b>(16,219,561)</b>	<b>(1,874,699)</b>
<b>NET MOVEMENT IN CASH AND CASH EQUIVALENTS</b>	<b>(3,849,214)</b>	<b>5,437,535</b>



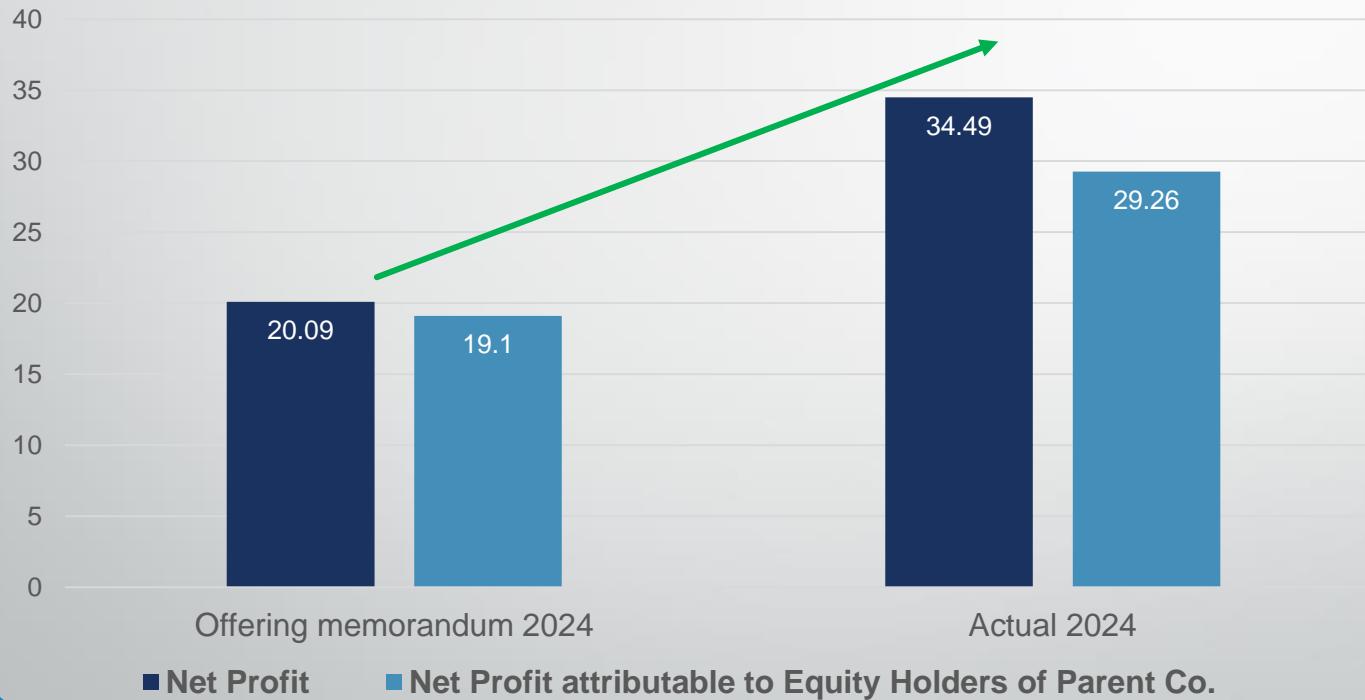
# KEY RATIOS – DEC 24 (JAN – DEC)

KEY RATIOS		YTD DEC '24	YTD DEC '23
<b>LIQUIDITY RATIOS</b>			
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
<b>PROFITABILITY RATIOS</b>			
Gross Profit Margin	(Gross Profit/Revenue)	24.49%	24.89%
Net Profit Margin	(Net Profit/ Revenue)	13.01%	12.57%
<b>PERFORMANCE RATIOS</b>			
Return on Asset (ROA) <sup>TTM</sup>	(Net Profit/ Average Assets)	14.18%	16.17%
Return on Equity (ROE) <sup>TTM</sup>	(Net Profit/ Average Equity)	35.96%	38.63%
<b>SOLVENCY RATIOS (Cash not adjusted)</b>			
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

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