

ALG

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

Analyst Conference | FY 2025

February 24, 2026

Boursa Kuwait | Ticker: ALG



FY 2025 HIGHLIGHTS

KWD 297M

Revenue (+12.09% YoY)

KWD 36.3M

Net Profit (+5.16% YoY)

87.06 fils

EPS (+5.96% YoY)

33.41%

Return on Equity

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AGENDA

01 Board & Executive Management

Leadership team and governance

02 Company Overview

Business segments & Brands

03 Financial Performance

Profitability, Financial position, Cash flow & Key ratios

04 Strategic Outlook

Growth drivers & Forward strategy

05 Q&A Session

Open discussion

01

Board of Directors & Executive Management

BOARD OF DIRECTORS & EXECUTIVE MANAGEMENT

Eng. Fahad Ali Alghanim

Chairman

Non-Executive

Mr. Yousef Al Qatami

Vice Chairman & CEO

Executive

Mr. Mohammad Khaled Alghanim

Board Member

Non-Executive

Mr. Ali Marzouq Alghanim

Board Member

Non-Executive

Mr. Ali Abduljaleel Behbehani

Board Member

Non-Executive

Mr. Jehad M. Al-Qabandi

Board Member

Independent

Mr. Ahmad M. Al-Fares

Board Member

Independent

EXECUTIVE MANAGEMENT

Mr. Yousef Al Qatami

Chief Executive Officer

Mr. Arpit Bohara

Chief Financial Officer

02

Company Overview

A large-scale Kuwaiti shareholding company comprising automotive businesses supplying Kuwait and select Arab markets with world-class brands and services.

FY 2025 PERFORMANCE AT A GLANCE



KWD 297M

Revenue

▲ 12.09% YoY



KWD 36.3M

Net Profit

▲ 5.16% YoY



87.06 fils

Earnings / Share

▲ 5.96% YoY



33.41%

Return on Equity



KWD 43.2M

Operating Cash Flow

▲ 23.61% YoY



KWD 117.7M

Total Equity

▲ 18.41% YoY



0.43x

Bank Debt-to-Equity

Conservative leverage



1.26x

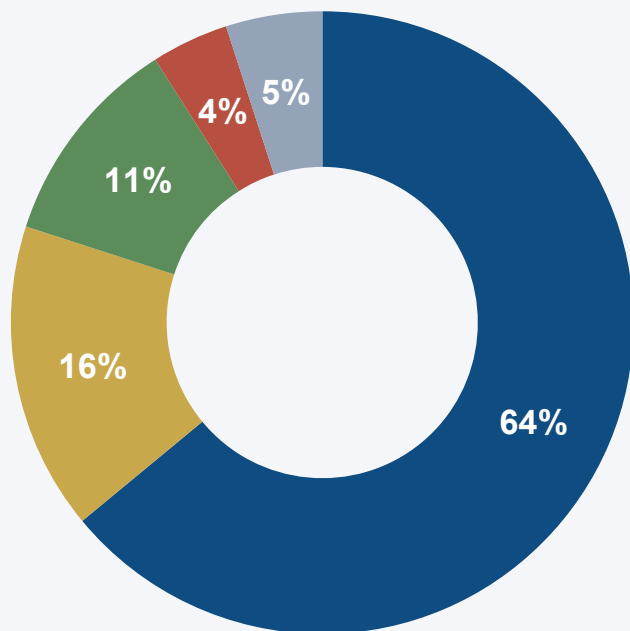
Current Ratio

Improved from 1.21x

Q4 2025 PERFORMANCE:

Revenue KWD 77.1M | Net Profit KWD 8.75M

REVENUE BREAKDOWN – FY 2025



■ Passenger Cars / Bikes ■ Used Cars ■ Aftersales ■ Commercial HE ■ Others

Passenger Cars/ Bikes (64%)

BMW, Land Rover, Rolls-Royce, McLaren, MINI, Geely, Great Wall, Haval, Mazda

Core growth driver

Used Cars (16%)

BMW, Land Rover, Rolls-Royce, McLaren, MINI, Geely, Great Wall, Haval

Certified pre-owned program captures trade-in and resale value

Aftersales (11%)

Service, Body Shop, Parts & Accessories

Recurring revenue engine — follows new car sales growth with a lag

Commercial HE (4%)

MAN Truck & Bus, Putzmeister, Hyundai, Baoli, Fassi, Bull

Infrastructure-linked demand in Kuwait and regional markets

Other (5%)

Synergistic 2.6% | Rental & Leasing 1.9% | Technology 0.8%

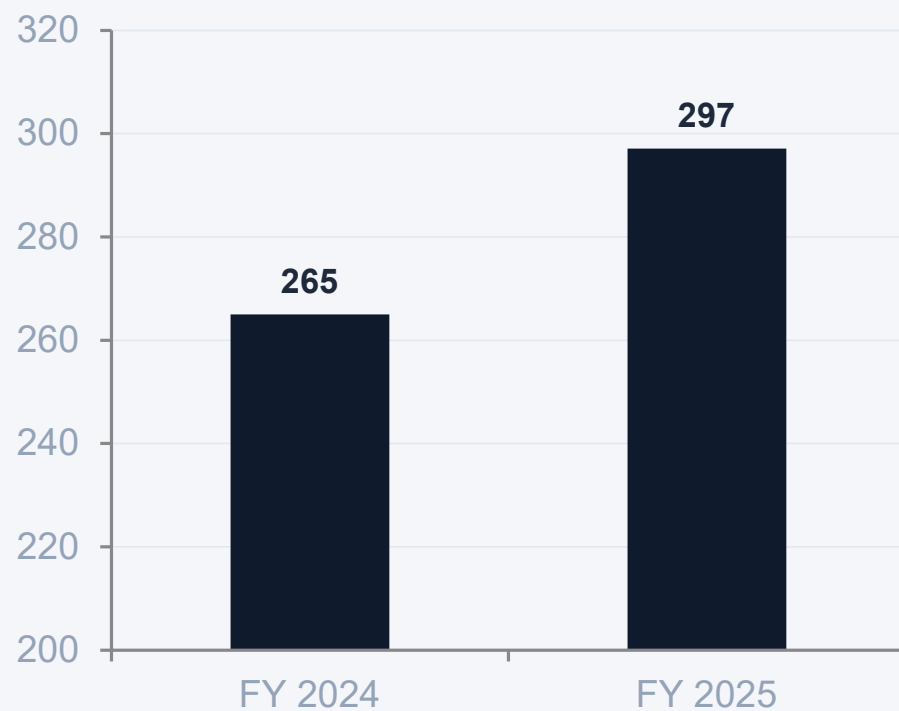
Tires, Lubricants, Batteries, F&I, Rove Luxury booking Service, Technical Inspections, Vehicle Rental & Leasing

03

Financial Performance

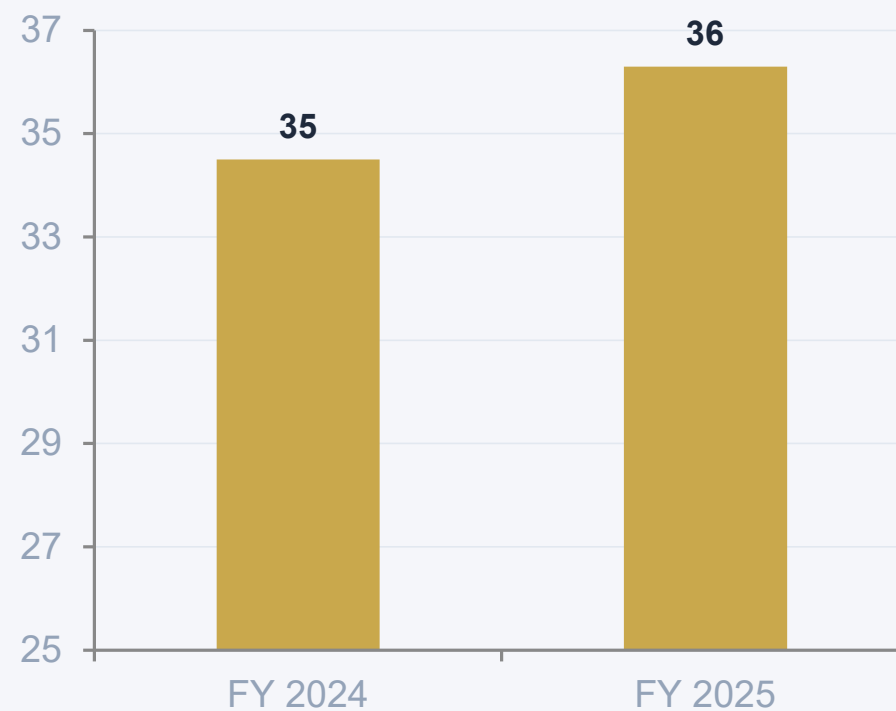
REVENUE & NET PROFIT TREND

Revenue (KWD Million)



▲ +12.09% YoY Growth

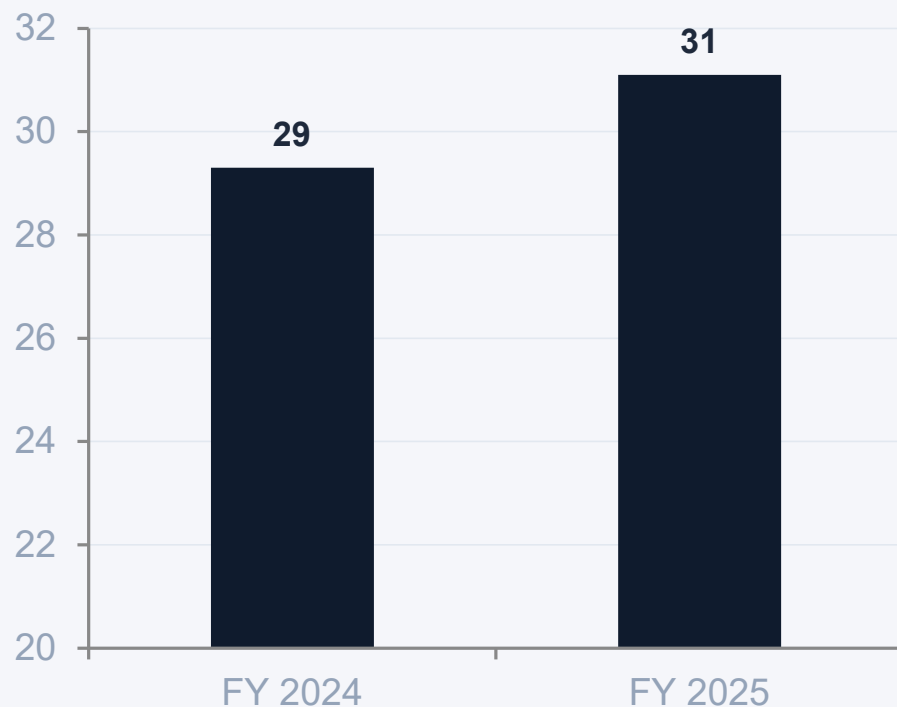
Net Profit (KWD Million)



▲ +5.16% YoY Growth

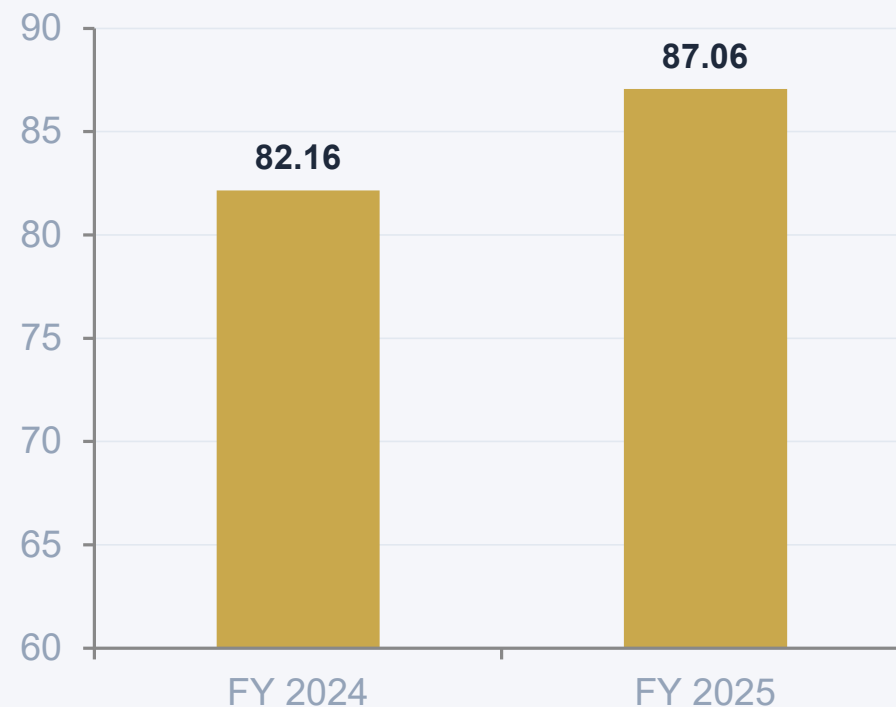
EPS & PROFIT ATTRIBUTABLE TO EQUITY HOLDERS

Profit attributable to Equity holders (KWD Million)



▲ +6.42% YoY Growth

EPS attributable to Equity holders (fils)



▲ +5.96% YoY Growth

INCOME STATEMENT

Amount in KWD

Income Statement	FY 2025	FY 2024	Change
Revenue	297,063,835	265,019,690	+12.09%
Cost of Sales & Services Rendered	(227,378,039)	(200,124,339)	+13.62%
Gross Profit	69,685,796	64,895,351	+7.38%
Share of Equity-Accounted Investees	3,481,061	3,649,050	-4.60%
Net Expenses (S&D, Admin & Others)	(36,898,480)	(34,055,474)	+8.35%
Net Profit	36,268,377	34,488,927	+5.16%
Profit attributable to Equity holders	31,139,795	29,260,282	+6.42%
Earnings Per Share (fils)	87.06	82.16	+5.96%

BALANCE SHEET

Amount in KWD

Balance Sheet	Dec 2025	Dec 2024	Change
ASSETS			
PPE (Incl. Investment Properties)	122,083,623	119,347,817	+2.29%
Other Non-Current Assets	26,908,337	16,032,295	+67.84%
Current Assets	125,534,070	127,826,680	-1.79%
Total Assets	274,526,030	263,206,792	+4.30%
EQUITY & LIABILITIES			
Total Equity	117,697,342	99,398,292	+18.41%
Non-current Liabilities	57,375,265	58,387,894	-1.73%
Current Liabilities	99,453,423	105,420,606	-5.66%
Total Liabilities	156,828,688	163,808,500	-4.26%
Total Equity & Liabilities	274,526,030	263,206,792	+4.30%

CASH FLOW STATEMENT

Amount in KWD

Cash Flow Statement	Dec 2025	Dec 2024
Cash from Operating activities before WC changes	48,570,727	44,149,180
Changes in Working Capital	(2,200,272)	(6,963,999)
Other items	(3,159,843)	(2,228,327)
Net Cash from Operating Activities	43,210,612	34,956,854
PPE & Intangible Assets	(13,467,713)	(16,312,382)
Investment in Associates & Others	(1,940,000)	(6,274,125)
Net Cash from Investing Activities	(15,407,713)	(22,586,507)
Net movement in Finance Payables & Finance Cost	(230,342)	4,489,719
Dividends Paid to Equity Holders & NCI	(21,205,231)	(20,259,025)
Lease Liability & Other movements	(795,472)	(450,255)
Net Cash from Financing Activities	(22,231,045)	(16,219,561)
Net Movement in Cash & Cash Equivalents	5,571,854	(3,849,214)

KEY RATIOS

LIQUIDITY

Ratio	FY 25	FY 24
Current Ratio	1.26	1.21
Quick Ratio	0.48	0.33
Cash Ratio	0.29	0.16

PROFITABILITY

Ratio	FY 25	FY 24
Gross Profit Margin	23.46%	24.49%
Net Profit Margin	12.21%	13.01%

PERFORMANCE

Ratio	FY 25	FY 24
ROA	13.49%	14.18%
ROE	33.41%	35.96%

SOLVENCY

Ratio	FY 25	FY 24
Bank Debt/Assets	0.18	0.16
Bank Debt/Equity	0.43	0.41

04

Strategic Outlook

04 STRATEGIC OUTLOOK & GROWTH DRIVERS

PASSENGER CAR MOMENTUM

Volume growth driven thru Affordable segment. Luxury & Ultra Luxury segment anchoring premium margins. Dual-segment strategy insulates against market shifts.

REGIONAL EXPANSION

Egypt and Iraq operations extending the brand portfolio into fast-growing markets.

AFTER-SALES FLYWHEEL

Growing installed base of vehicles sold creates a widening recurring revenue stream. Service, Parts & Body shop revenue follows new car sales with 12-18 month lag

CAPITAL EFFICIENCY

33.41% ROE with conservative 0.43x Bank Debt - to - Equity. KWD 43.2M operating cash flow funds growth . Equity grew 18.41% YoY organically.

INFRASTRUCTURE PLAY

MAN Truck & Bus and Putzmeister well-positioned for Kuwait's capital expenditure cycle. Government infrastructure projects provide multi-year demand visibility.

TECHNOLOGY & DIVERSIFICATION

Rove luxury booking platform, Insurance Income, technical inspections, and aftermarket products (tires, lubricants, batteries) broaden revenue beyond traditional auto retail.

Q & A

We welcome your questions

Thank You

INVESTOR RELATIONS

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