



ALG

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

Analyst Conference | Q1 FY 2026

May 17, 2026

Boursa Kuwait | Ticker: ALG

Q1 2026 HIGHLIGHTS

KWD 57M

Revenue

KWD 5.4M

Net Profit

12.20 fils

EPS

30.89%

Return on Equity ^(TTM)

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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 **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.

Q1 2026 PERFORMANCE AT A GLANCE



KWD 57M

Revenue

▼ 27.10% YoY



KWD 4.81M

Net Profit – Parent Co.

▼ 36.00% YoY



12.20 fils

Earnings / Share

▼ 36.36% YoY



30.89%

Return on Equity (TTM)



KWD 2.6M

Operating Cash Flow

▲ 144.21% YoY



KWD 107.6M

Total Equity

▲ 7.53% YoY



0.47x

Bank Debt-to-Equity

Improved from 0.59x

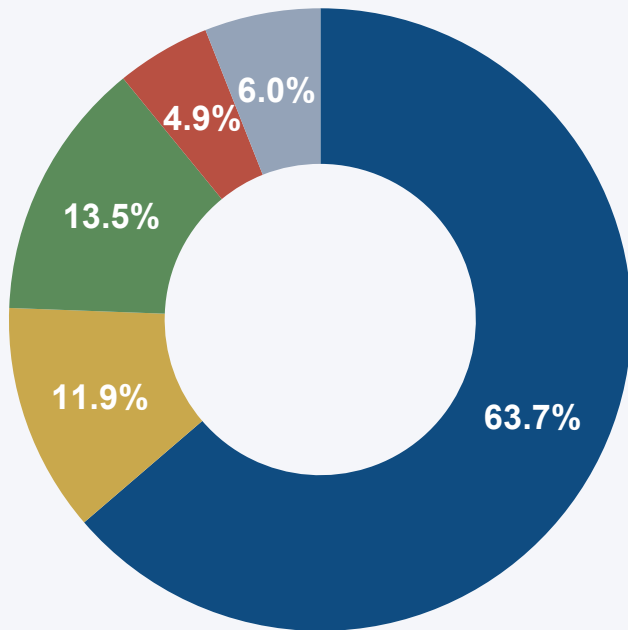


1.33x

Current Ratio

Improved from 1.13x

REVENUE BREAKDOWN – Q1 2026



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

Passenger Cars/ Bikes (63.7%)

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

Core growth driver

Used Cars (11.9%)

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

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

Aftersales (13.5%)

Service, Body Shop, Parts & Accessories

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

Commercial HE (4.9%)

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

Infrastructure-linked demand in Kuwait and regional markets

Other (6.0%)

Synergistic 2.2% | Rental & Leasing 2.9% | Technology 0.9%

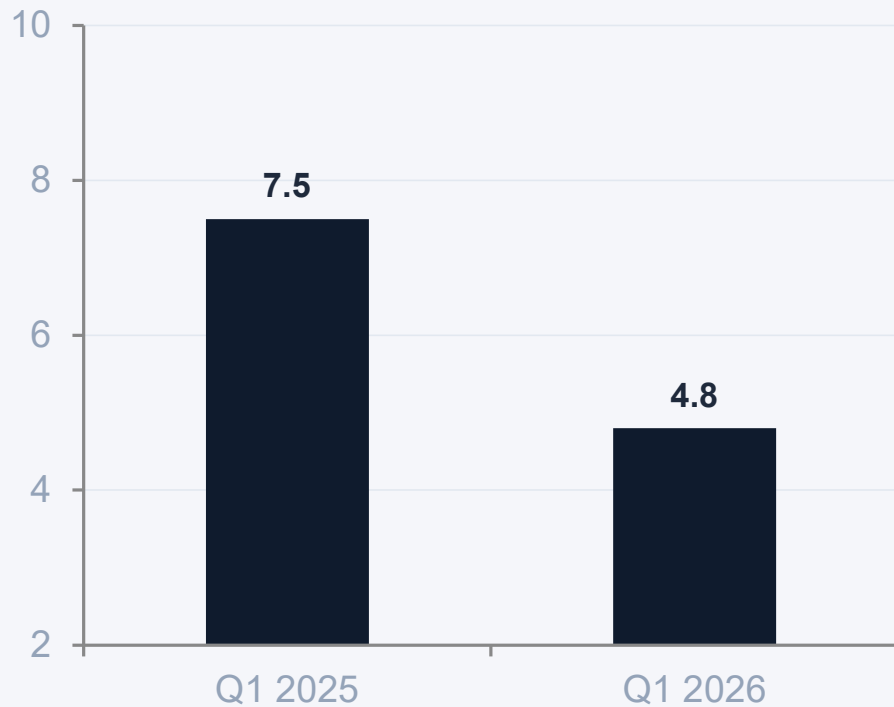
Tires, Lubricants, Batteries, F&I, Rove Luxury booking Service, Technical Inspections, Vehicle Rental & Leasing

03

Financial Performance

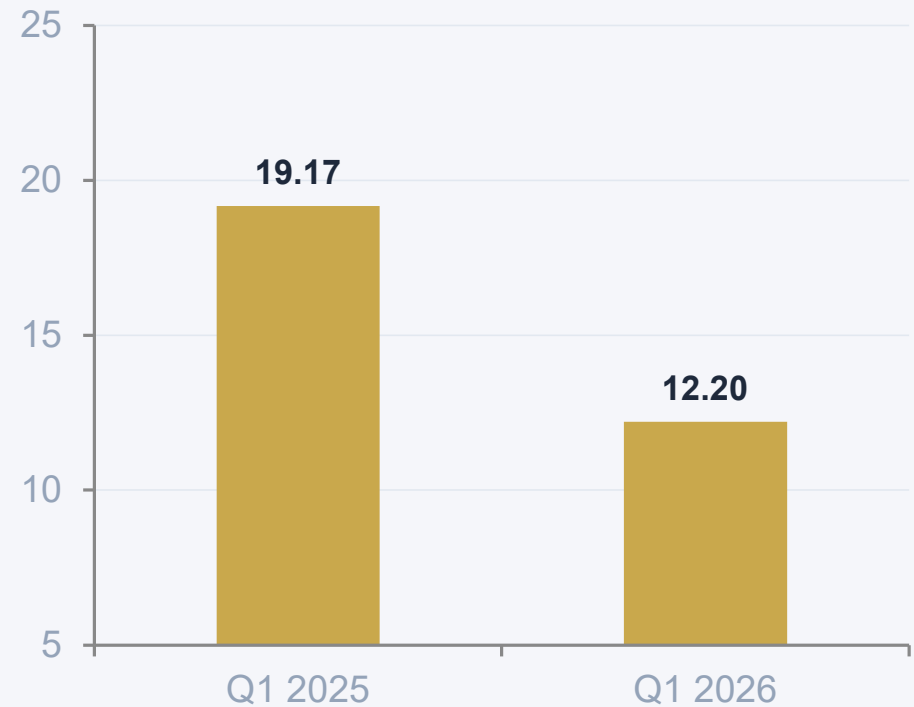
EPS & PROFIT – Parent Co.

Profit attributable to Parent Co. (KWD Million)



▼ -36.00% YoY

EPS attributable to Parent Co. (fils)



▼ -36.36% YoY

INCOME STATEMENT

Amount in KWD

Income Statement	Mar 2026	Mar 2025	Change %
Revenue	56,719,112	77,800,190	(27.10)
Cost of Sales & Services Rendered	(43,994,413)	(60,435,211)	(27.20)
Gross Profit	12,724,699	17,364,979	(26.72)
Share of Equity-Accounted Investees	453,502	1,132,548	(59.96)
Net Expenses (S&D, Admin & Others)	(7,787,452)	(8,928,345)	(12.78)
Net Profit	5,390,749	9,569,182	(43.67)
Profit attributable to Equity holders	4,809,249	7,514,483	(36.00)
Earnings Per Share (fils)	12.20	19.17	(36.36)

BALANCE SHEET

Amount in KWD

Balance Sheet	Mar 2026	Dec 2025	Change %
ASSETS			
PPE (Incl. Investment Properties)	122,139,552	122,083,623	0.05
Other Non-Current Assets	24,438,496	26,908,337	(9.18)
Current Assets	113,989,789	125,534,070	(9.20)
Total Assets	260,567,837	274,526,030	(5.08)
EQUITY & LIABILITIES			
Total Equity	107,641,597	117,697,342	(8.54)
Non-current Liabilities	67,258,303	57,375,265	17.23
Current Liabilities	85,667,937	99,453,423	(13.86)
Total Liabilities	152,926,240	156,828,688	(2.49)
Total Equity & Liabilities	260,567,837	274,526,030	(5.08)

CASH FLOW STATEMENT

Amount in KWD

Cash Flow Statement	Mar 2026	Mar 2025
Cash from Operating activities before WC changes	8,568,577	12,477,772
Changes in Working Capital	(5,891,930)	(17,846,406)
Other items	(81,837)	(500,686)
Net Cash from Operating Activities	2,594,810	(5,869,320)
PPE & Intangible Assets	(3,094,021)	(2,972,112)
Investment in Associates & Others	(1,182,767)	-
Net Cash from Investing Activities	(4,276,788)	(2,972,112)
Net movement in Finance Payables & Finance Cost	5,649,112	13,142,302
Dividends Paid to Equity Holders & NCI	(61,982)	(66,234)
Lease Liability & Other movements	(4,071,523)	(246,846)
Net Cash from Financing Activities	1,515,607	12,829,222
Net Movement in Cash & Cash Equivalents	(166,371)	3,987,790

KEY RATIOS

LIQUIDITY		
Ratio	Mar 26	Mar 25
Current Ratio	1.33	1.13
Quick Ratio	0.46	0.37
Cash Ratio	0.26	0.21

PROFITABILITY		
Ratio	Mar 26	Mar 25
Gross Profit Margin	22.43%	22.32%
Net Profit Margin	9.50%	12.30%

PERFORMANCE		
Ratio	Mar 26	Mar 25
ROA ^(TTM)	11.84%	14.21%
ROE ^(TTM)	30.89%	40.02%

SOLVENCY		
Ratio	Mar 26	Mar 25
Bank Debt/Assets	0.20	0.21
Bank Debt/Equity	0.47	0.59

Q & A

We welcome your questions

Thank You

INVESTOR RELATIONS

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