



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

Analyst Conference

Q1 2025

May 19<sup>th</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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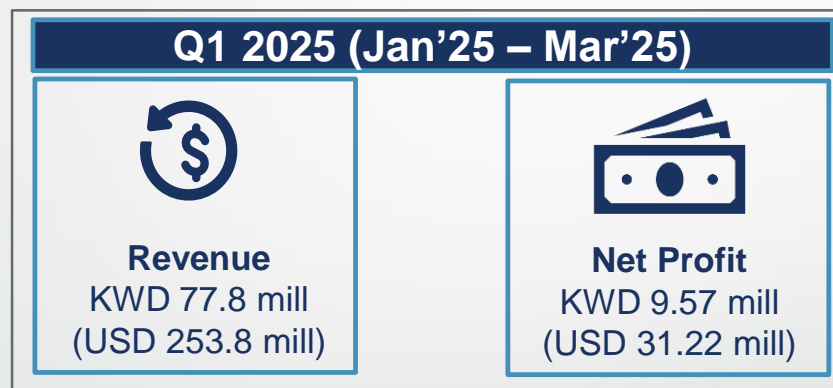
# COMPANY OVERVIEW

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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.



**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

## (Q1 2025)



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><div>Revenue</div><div><div>Q1 25</div><div>67%</div></div><div><div>Q1 24</div><div>75%</div></div></div>	<ul style="list-style-type: none"><li>• Service</li><li>• Body Shop</li><li>• Parts and Accessories</li></ul> <div><div>Revenue</div><div><div>Q1 25</div><div>10%</div></div><div><div>Q1 24</div><div>12%</div></div></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><div>Revenue</div><div><div>Q1 25</div><div>15%</div></div><div><div>Q1 24</div><div>7%</div></div></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><div>Revenue</div><div><div>Q1 25</div><div>3%</div></div><div><div>Q1 24</div><div>2%</div></div></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><div>Revenue</div><div><div>Q1 25</div><div>2%</div></div><div><div>Q1 24</div><div>2%</div></div></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><div>Revenue</div><div><div>Q1 25</div><div>2%</div></div><div><div>Q1 24</div><div>2%</div></div></div>		<ul style="list-style-type: none"><li>• Luxury car booking service (Rove)</li></ul> <div><div>Revenue</div><div><div>Q1 25</div><div>1%</div></div><div><div>Q1 24</div><div>1%</div></div></div>





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# FINANCIAL OVERVIEW

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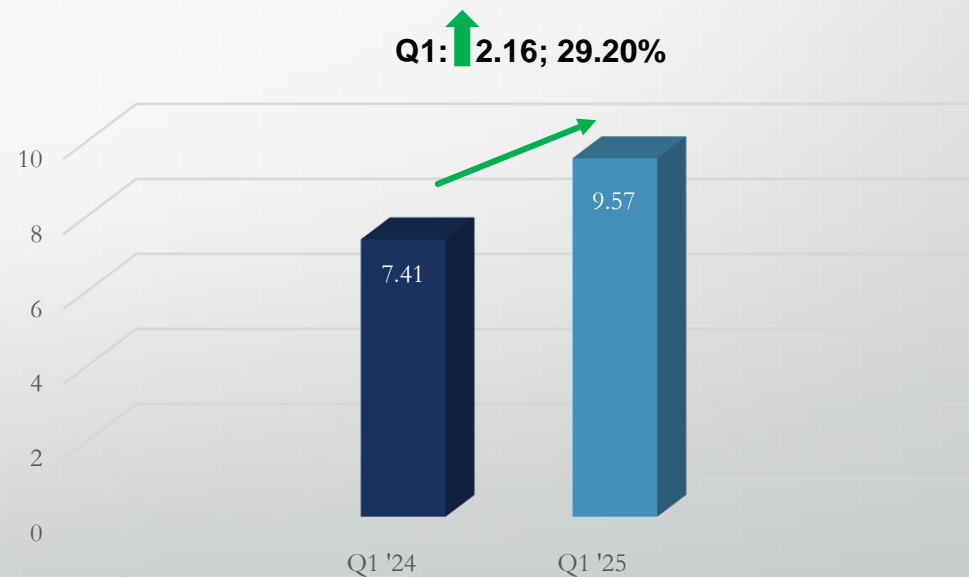


# FINANCIAL OVERVIEW: Q1 2025

**Revenue**  
(in KWD Million)



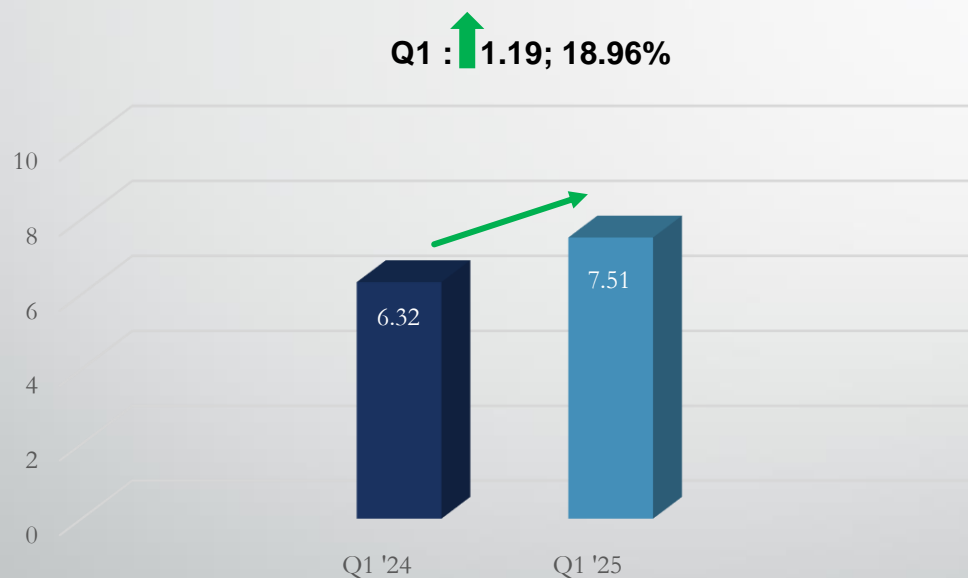
**Net Profit**  
(in KWD Million)



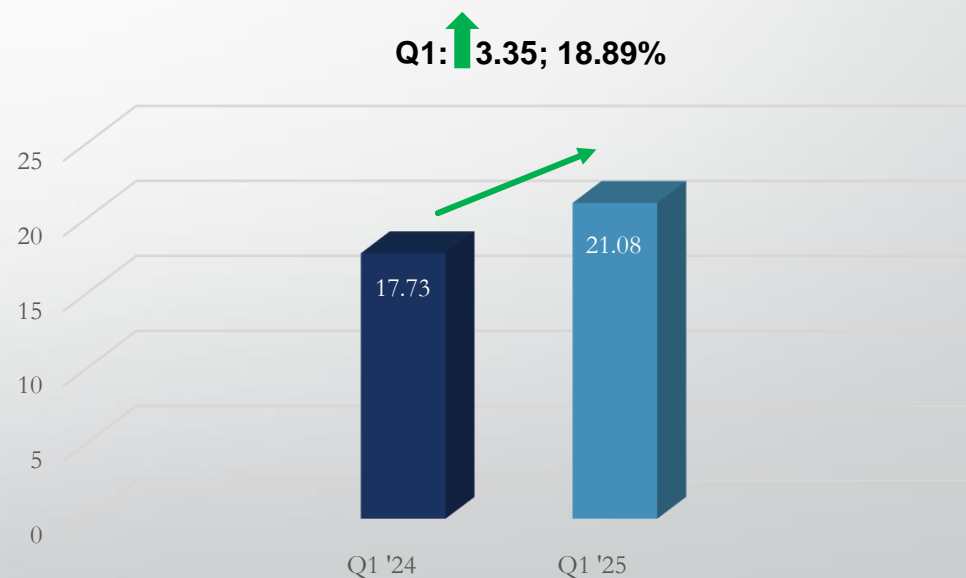


# FINANCIAL OVERVIEW: Q1 2025

**Profit attributable to equity holders  
(in KWD Million)**



**Earnings per share attributable to  
equity holders (in FILS)**





# INCOME STATEMENT – Q1 2025 (JAN-MAR)

Amount in KWD

INCOME STATEMENT	Q1'25	Q1'24	CHANGE
<b>REVENUE</b>	<b>77,800,190</b>	<b>64,227,026</b>	<b>21.13%</b>
Cost of sales and services rendered	(60,435,211)	(48,727,938)	24.03%
<b>GROSS PROFIT</b>	<b>17,364,979</b>	<b>15,499,088</b>	<b>12.04%</b>
Share of results of equity-accounted investees	1,132,548	531,088	113.25%
Net Expenses (S&D, Admin & Others)	(8,928,345)	(8,623,627)	3.53%
<b>NET PROFIT</b>	<b>9,569,182</b>	<b>7,406,549</b>	<b>29.20%</b>
Profit attributable to equity holders of parent company	7,514,483	6,316,568	18.96%
<b>EARNINGS PER SHARE</b>	<b>21.08</b>	<b>17.73</b>	<b>18.89%</b>



# BALANCE SHEET

Amount in KWD

BALANCE SHEET	Mar'25	Dec'24	CHANGE
<b>ASSETS</b>			
Property, plant, and equipment	120,500,456	119,347,817	0.97%
Other Non-Current assets	24,788,888	16,032,295	54.62%
Current assets	136,126,706	127,826,680	6.49%
<b>TOTAL ASSETS</b>	<b>281,416,050</b>	<b>263,206,792</b>	<b>6.92%</b>
<b>Equity and Liability</b>			
<b>TOTAL EQUITY</b>	<b>100,106,347</b>	<b>99,398,292</b>	<b>0.71%</b>
Non-current liabilities	60,902,184	58,387,894	4.31%
Current liabilities	120,407,519	105,420,606	14.22%
<b>TOTAL LIABILITY</b>	<b>181,309,703</b>	<b>163,808,500</b>	<b>10.68%</b>
<b>Total Equity and Liabilities</b>	<b>281,416,050</b>	<b>263,206,792</b>	<b>6.92%</b>



# CASH FLOW STATEMENT

Amount in KWD

CASH FLOW STATEMENT	Mar'25	Mar'24
Cash from operating activities before working capital changes	12,477,772	10,269,333
Changes in working capital	(17,846,406)	(394,798)
Other items	(500,686)	(171,657)
<b>NET CASH FLOWS (USED IN) FROM OPERATING ACTIVITIES</b>	<b>(5,869,320)</b>	<b>9,702,878</b>
PPE & Intangible Assets	(2,972,112)	(2,535,117)
Investment in Associates & Others	-	(4,605,375)
<b>NET CASH FLOWS USED IN INVESTING ACTIVITIES</b>	<b>(2,972,112)</b>	<b>(7,140,492)</b>
Net movement in Islamic Finance payables & Finance Costs	13,142,302	(4,493,953)
Dividends Paid to Equity Holders & NCI	(66,234)	(862,149)
Lease Liability & Other movements	(246,846)	1,649,093
<b>NET CASHFLOW FROM (USED IN) FINANCING ACTIVITIES</b>	<b>12,829,222</b>	<b>(3,707,009)</b>
<b>NET MOVEMENT IN CASH AND CASH EQUIVALENTS</b>	<b>3,987,790</b>	<b>(1,144,623)</b>



# KEY RATIOS – Mar 25 (JAN – MAR)

KEY RATIOS		YTD Mar '25	YTD Mar '24
LIQUIDITY RATIOS			
Current Ratio	(Current Assets/Current Liabilities)	1.13	1.09
Quick Ratio	(Current Assets-Inventories/Current Liabilities)	0.37	0.36
Cash Ratio	(Cash/Current Liabilities)	0.21	0.19
PROFITABILITY RATIOS			
Gross Profit Margin	(Gross Profit/Revenue)	22.32%	24.13%
Net Profit Margin	(Net Profit/ Revenue)	12.30%	11.53%
PERFORMANCE RATIOS			
Return on Asset (ROA) <sup>TTM</sup>	(Net Profit/ Average Assets)	14.21%	15.89%
Return on Equity (ROE) <sup>TTM</sup>	(Net Profit/ Average Equity)	40.02%	42.58%
SOLVENCY RATIOS (Cash not adjusted)			
Bank Borrowing to Asset Ratio	(Debt/Total Assets)	0.21	0.13
Bank Borrowing to Equity Ratio	(Debt/Total Equity)	0.59	0.36



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# Q&A SESSION

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# Thank you

For Investor Relations

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