



Date: 01/03/2023

إشارة: IR/ALG/09/2023

التاريخ: 2023/03/01

Dear/Boursa Kuwait Company
Greeting,

السادة/ شركة بورصة الكويت المحترمين
تحية طيبة وبعد،

**Subject: Analysts/ Investors Conference Call
for the Financial Year Ended 31/12/2022**

**الموضوع: انعقاد مؤتمر المحللين/ المستثمرين
عن السنة المالية المنتهية في 2022/12/31**

With reference to the above subject, and in the interest of Ali Alghanim Sons Automotive Company (ALG) to adhering with requirements of article No. (7-8-1/3) of Boursa Kuwait Rulebook, we would like to inform you:

بالإشارة إلى الموضوع أعلاه، وحرصاً من شركة أولاد علي الغانم للسيارات (الغانم) على الإلتزام بمتطلبات المادة رقم (7-8-1/3) من كتاب قواعد البورصة، نود إفادتكم بما يلي:

- The ALG has conducted the Analysts/Investors Conference for the FY Ended 31/12/2022 via a live webcast at 02:00 pm on Wednesday 01/03/2023 (Kuwait local time). There was no new material information discussed during the conference.
- Attached is the presentation of the Analysts/ Investors Conference for FY Ended 31/12/2022.

- عقدت شركة الغانم مؤتمر المحللين/ المستثمرين للسنة المالية المنتهية في 2022/12/31 عن طريق بث مباشر على شبكة الإنترنت وذلك في تمام الساعة 02:00 بعد ظهر يوم الأربعاء الموافق 2023/03/01 (وفق توقيت دولة الكويت). ولم يتم الإفصاح عن أي معلومات جوهرية جديدة خلال المؤتمر.
- مرفق العرض التقديمي لمؤتمر المحللين/ المستثمرين عن السنة المالية المنتهية في 2022/12/31.

sincerely yours,

وتفضلوا بقبول فائق التحية والإحترام،

يوسف عبدالله القطامي

Vice Chairman & CEO

نائب رئيس مجلس الإدارة
والرئيس التنفيذي



Disclosure of Material Information Form

Date:	01/03/2023	التاريخ:
Name of The Listed Company:	اسم الشركة المدرجة:	
Ali Alghanim Sons Automotive (K.S.C.P)	شركة أولاد علي الغانم للسيارات (ش.م.ك.ع)	
Material Information	المعلومات الجوهرية	
<ul style="list-style-type: none"> ▪ The Ali Alghanim Sons Automotive Company (ALG) has conducted the Analysts/Investors Conference for the FY Ended 31/12/2022, via a live webcast at 02:00 pm on Wednesday 01/03/2023 (Kuwait local time). There was no new material information discussed during the conference. ▪ Attached is the presentation of the Analysts/Investors Conference for the FY Ended 31/12/2022. 	<ul style="list-style-type: none"> ▪ عقدت شركة أولاد علي الغانم للسيارات (الغانم) مؤتمر المحللين/المستثمرين عن السنة المالية المنتهية في 2022/12/31 عن طريق بث مباشر على شبكة الإنترنت وذلك في تمام الساعة 02:00 بعد ظهر يوم الأربعاء الموافق 2023/03/01 (وفق توقيت دولة الكويت). ولم يتم الإفصاح عن أي معلومات جوهرية جديدة خلال المؤتمر. ▪ مرفق العرض التقديمي لمؤتمر المحللين/المستثمرين للسنة المالية المنتهية في 2022/12/31. 	
Significant effect of the material information on the financial position of the company	أثر المعلومات الجوهرية على المركز المالي للشركة	
No significant effect of the material information on the financial position of the company	لا يوجد أثر للمعلومات الجوهرية على المركز المالي للشركة	





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

Analyst Conference

Q4 2022

March 01, 2023

ALI ALGHANIM SONS AUTOMOTIVE COMPANY K.S.C.P



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This presentation has been prepared Ali Alghanim Sons Automotive Company K.S.C.P and reflects the management's current expectations or strategy concerning future events and are subject to known and unknown risks and uncertainties.

Certain portions of this document contain “forward-looking statements”, which are based on current expectations and reasonable assumptions, we can however give no assurance they will be achieved. The information contained in this presentation is subject to change and we disclaim any obligation to update you of any such changes, particularly those pertaining to the forward-looking statements. Furthermore, it should be noted that there are a myriad potential risks, uncertainties and unforeseen factors that could cause the actual results to differ materially from the forward-looking statements made herein.

We can offer no assurance that our estimates or expectations will be achieved. Without prejudice to existing obligations under Capital Markets Authority Law, we do not assume any obligation to update forward-looking statements to take new information or future events into account or otherwise. Accordingly, this presentation does not constitute an offering of securities or otherwise constitute an invitation or inducement to any person to underwrite, subscribe for, or otherwise acquire or dispose of, securities in any company within Ali Alghanim Sons Automotive Company K.S.C.P.



AGENDA

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BOARD OF DIRECTORS AND EXECUTIVE MANAGEMENT TEAM



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

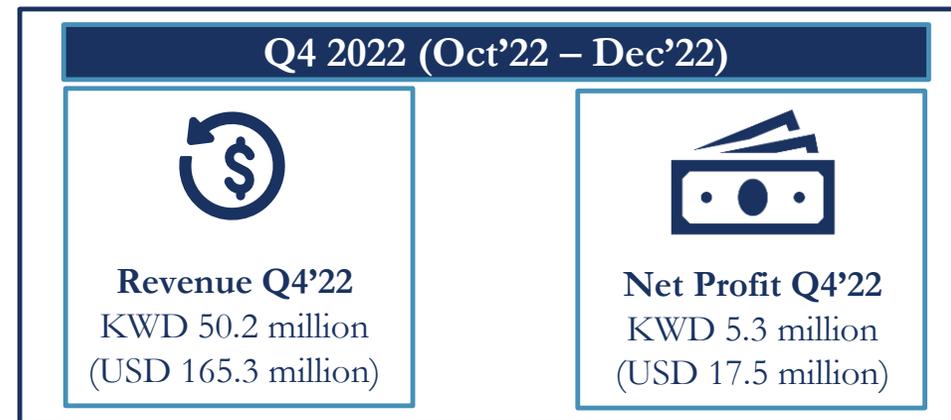
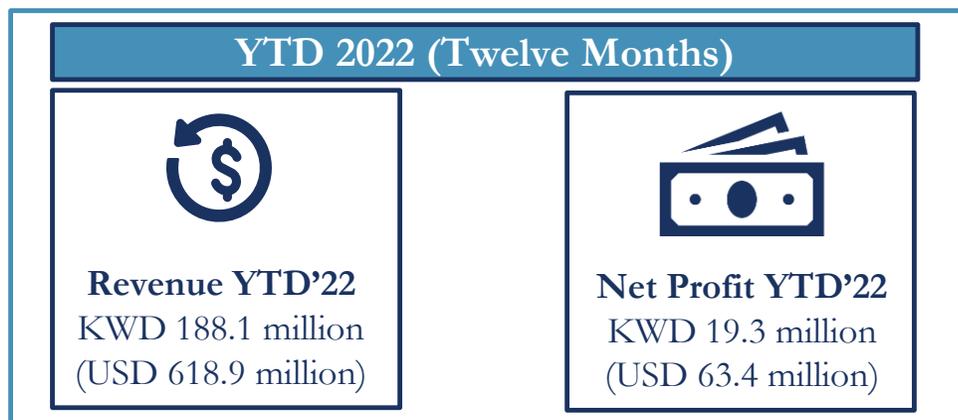


COMPANY OVERVIEW AND ACCOMPLISHMENTS



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.



*Conversion rate: KWD 1 = USD 3.291

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





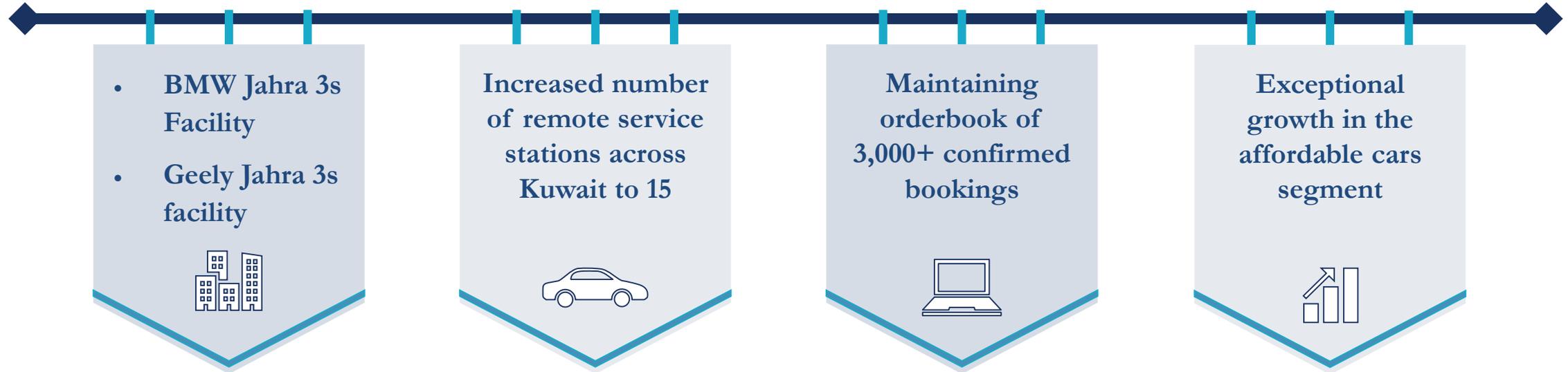
COMPANY OVERVIEW: REVENUE BREAKDOWN – YTD (12 Months)

Passenger Cars	After Sales	Certified Used Cars	Commercial Heavy Equipment
<ul style="list-style-type: none"> • BMW • Land Rover • Rolls Royce • McLaren • MINI • Geely • Great Wall • Haval 	<ul style="list-style-type: none"> • Service • Body Shop • Parts and Accessories 	<ul style="list-style-type: none"> • BMW • Land Rover • MINI • Geely • Haval 	<ul style="list-style-type: none"> • MAN Truck & Bus • Putzmeister • Hyundai • Baoli • Fassi <p>Servicing and spare parts sale</p>
<div style="display: flex; justify-content: space-around;"> <div style="background-color: #1a3d4d; color: white; padding: 5px;">2022 71%</div> <div style="background-color: #1a3d4d; color: white; padding: 5px;">2021 68%</div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="background-color: #1a3d4d; color: white; padding: 5px;">2022 13%</div> <div style="background-color: #1a3d4d; color: white; padding: 5px;">2021 14%</div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="background-color: #1a3d4d; color: white; padding: 5px;">2022 6%</div> <div style="background-color: #1a3d4d; color: white; padding: 5px;">2021 8%</div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="background-color: #1a3d4d; color: white; padding: 5px;">2022 4%</div> <div style="background-color: #1a3d4d; color: white; padding: 5px;">2021 4%</div> </div>
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 	<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 • Technical inspections and renewal of vehicle registration for all types of passenger cars 		<ul style="list-style-type: none"> • Luxury car booking service (Rove) • Car valuation app (Oogoo)
<div style="display: flex; justify-content: space-around;"> <div style="background-color: #1a3d4d; color: white; padding: 5px;">2022 1%</div> <div style="background-color: #1a3d4d; color: white; padding: 5px;">2021 2%</div> </div>	<div style="display: flex; justify-content: space-around;"> <div style="background-color: #1a3d4d; color: white; padding: 5px;">2022 2%</div> <div style="background-color: #1a3d4d; color: white; padding: 5px;">2021 3%</div> </div>		<div style="display: flex; justify-content: space-around;"> <div style="background-color: #1a3d4d; color: white; padding: 5px;">2022 1%</div> <div style="background-color: #1a3d4d; color: white; padding: 5px;">2021 1%</div> </div>

Note: Segment revenue composition is calculated before intercompany eliminations & consolidations amounting to KWD 2.7 million for YTD 2022 and KWD 3.8 million for YTD 2021



ACCOMPLISHMENTS

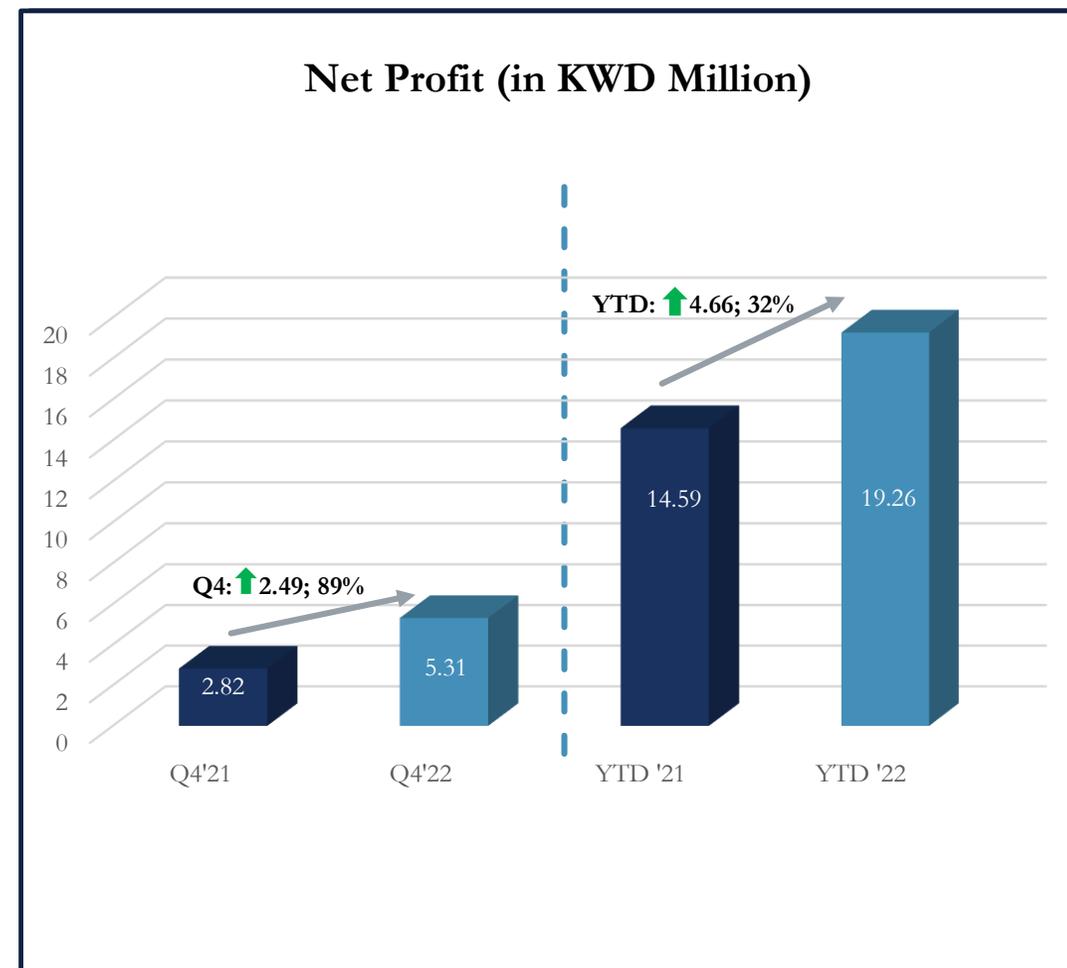
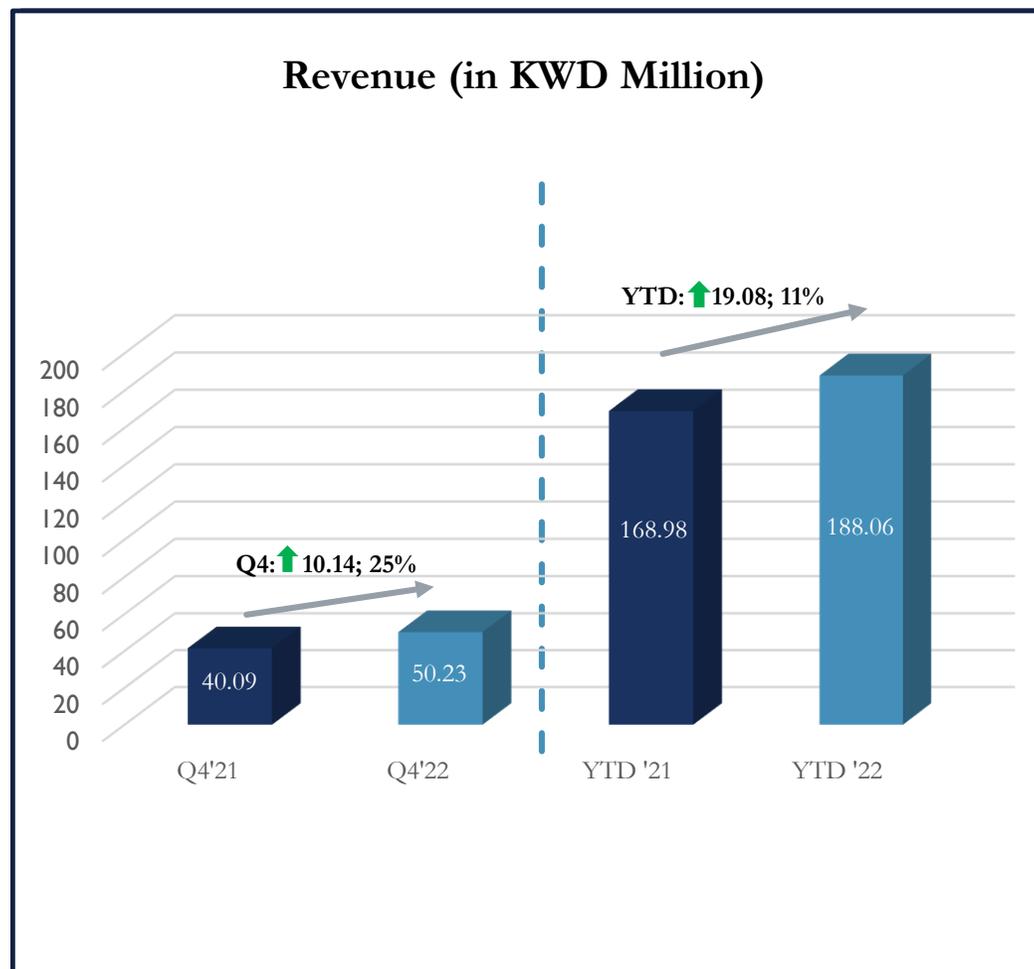




FINANCIAL OVERVIEW

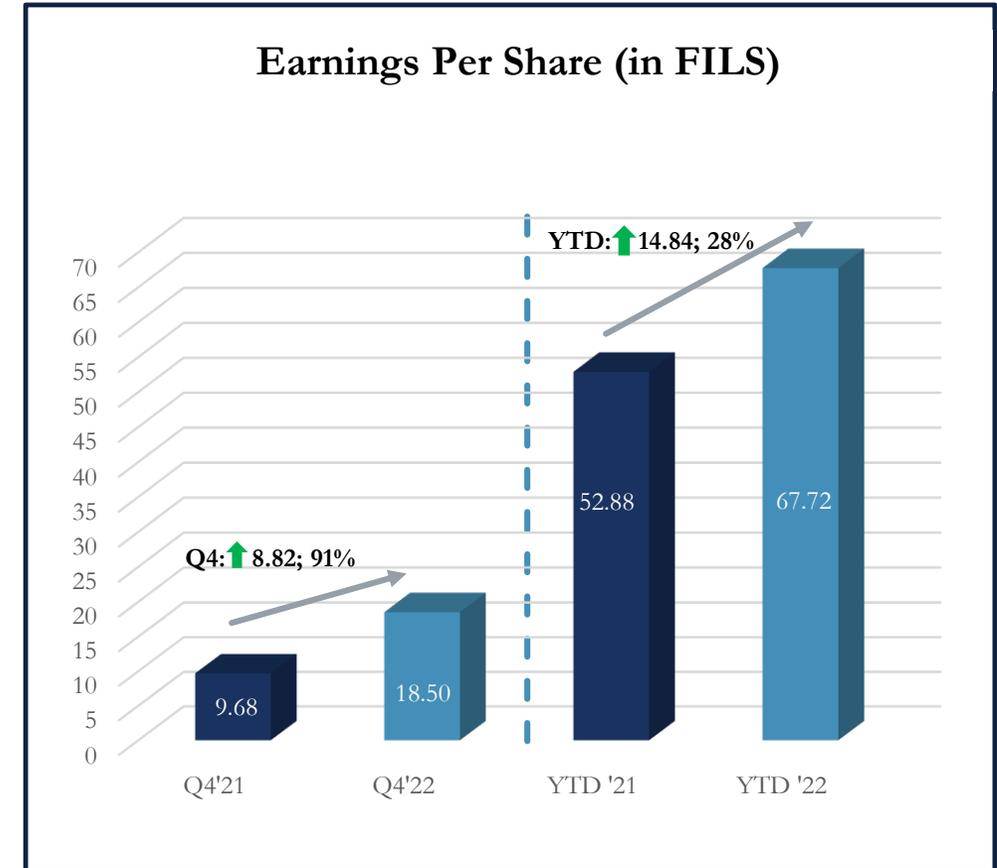
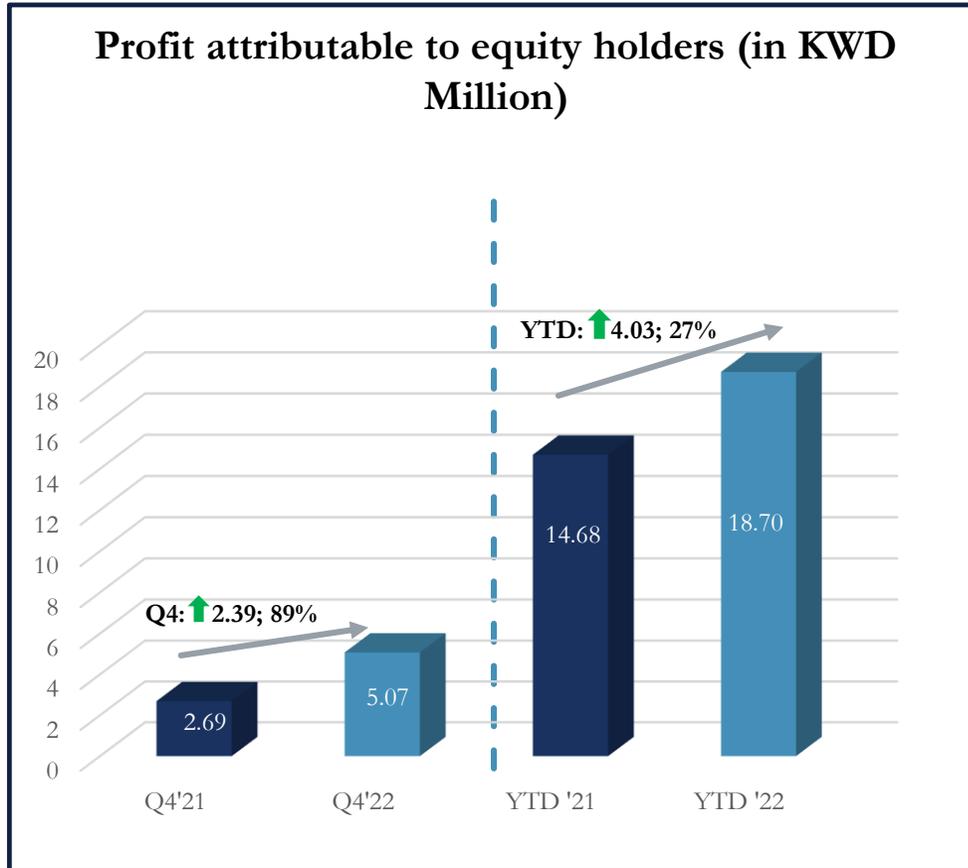


FINANCIAL OVERVIEW: YTD and Q4 2022





FINANCIAL OVERVIEW: YTD and Q4 2022



Note: As per offering memorandum the EPS for FY 2022 was 52 FILS, however already achieved for FY 2022 is 67.72 FILS (130%)



INCOME STATEMENT: FINANCIAL HIGHLIGHTS – YTD (Twelve Months)

INCOME STATEMENT	Amount in KWD		
	YTD'22	YTD'21	CHANGE
REVENUE	188,059,053	168,982,481	11.29%
Cost of sales and services rendered	(144,385,220)	(133,359,928)	8.27%
GROSS PROFIT	43,673,833	35,622,553	22.60%
Other income	2,855,470	3,178,717	-10.17%
Share of result of Associate	(678,436)	(123,893)	447.60%
Total Expenses (Distribution, Admin, Finance cost and others)	(26,595,501)	(24,085,567)	10.42%
NET PROFIT	19,255,366	14,591,810	31.96%
Profit attributable to equity holders of parent company	18,704,850	14,675,517	27.46%
EARNINGS PER SHARE	67.72	52.88	28.06%

- ☛ Increase in revenue of luxury & affordable brands contributed to growth in revenue.
- ☛ Increase in vehicle margin of luxury brands along with increase in sale of affordable brands positively impacting gross profit.
- ☛ Other Income was higher in YTD Dec' 21 due to miscellaneous income.
- ☛ Share of results of Associates comprises of expenses of Global Auto.
- ☛ Net Profit increased significantly due to increase in revenue from luxury and affordable brands and margins from luxury brands.

*YTD- January to December (Twelve Months)
ALI ALGHANIM SONS AUTOMOTIVE COMPANY K.S.C.P



INCOME STATEMENT: FINANCIAL HIGHLIGHTS – Q4 (Oct – Dec)

INCOME STATEMENT	Amount in KWD		
	Q4'22	Q4'21	CHANGE
REVENUE	50,230,449	40,093,924	25.28%
Cost of sales and services rendered	(38,315,051)	(30,783,972)	24.46%
GROSS PROFIT	11,915,398	9,309,952	27.99%
Other income	719,648	1,228,901	(41.44)%
Share of result of Associate	(376,062)	(123,893)	203.54%
Total Expenses (Distribution, Admin and Finance cost and others)	(6,951,964)	(7,599,812)	(8.52)%
NET PROFIT	5,307,020	2,815,148	88.52%
Profit attributable to equity holders of parent company	5,072,857	2,687,084	88.78%
EARNINGS PER SHARE	18.50	9.68	91.12%

- ☛ Increase in revenue from premium models of luxury brands and affordable brands contributed to growth in revenue.
- ☛ Increase in vehicle margin from luxury brands positively impacting gross profit.
- ☛ Other Income was higher in YTD Dec' 21 due to miscellaneous income.
- ☛ Share of results of Associates consist of expenses of Global Auto.
- ☛ Net Profit improved significantly due to increase in margins of luxury brands.



BALANCE SHEET: FINANCIAL HIGHLIGHTS

Amount in KWD

BALANCE SHEET	DEC'22	DEC'21	CHANGE
Assets			
Property, plant, and equipment	101,715,627	91,983,666	10.58%
Other non current assets	4,707,184	1,957,509	140.47%
Current assets	81,655,951	54,144,739	50.81%
TOTAL ASSETS	188,078,762	148,085,914	27.01%
Equity and Liability			
TOTAL EQUITY	79,666,254	63,969,209	24.54%
Non-current liabilities	31,409,905	33,525,600	(6.31)%
Current liabilities	77,002,603	50,591,105	52.21%
TOTAL LIABILITY	108,412,508	84,116,705	28.88%
Total Equity and Liabilities	188,078,762	148,085,914	27.01%

- ☛ Property, plant, and equipment increased due to revaluation of land.
- ☛ Other non-current assets increased due to Investment in an associate.
- ☛ Current assets increased due to increase in inventory.
- ☛ Equity increase is due to land revaluation surplus and current year profits.
- ☛ Decrease in non-current liabilities is due to settlement of bank loans.
- ☛ Current liabilities increased mainly due to increase in trade payables (shipments received) and customer advances (increased vehicle demand).



CASH FLOW STATEMENT: FINANCIAL HIGHLIGHTS

CASH FLOW STATEMENT	Amount in KWD	
	DEC'22	DEC'21
Cash in operating activities before working capital changes	31,692,554	22,835,063
Changes in working capital	454,837	5,487,563
Other items	(261,269)	(315,116)
NET CASH FLOWS FROM OPERATING ACTIVITIES	31,886,122	28,007,510
Capex + Investments	(2,511,997)	(1,989,631)
Investment in Associates + Treasury Shares & Others	(13,453,260)	-
NET CASH FLOWS USED IN INVESTING ACTIVITIES	(15,965,257)	(1,989,631)
Loans and borrowings	(5,627,316)	(15,287,676)
Dividend and movement in payables to related parties	(11,615,007)	(10,514,780)
Finance cost and Others	(2,751,096)	(2,772,583)
NET CASHFLOW (USED IN) FROM FINANCING ACTIVITIES	(19,993,419)	(28,575,039)
NET INCREASE IN CASH AND CASH EQUIVALENTS	(4,072,554)	(2,557,160)

- ⌘ Operating Activities – Cash Inflow is due to increase in profits along with the positive cash flow from working capital.
- ⌘ Investing Activities – Cash Outflow is due to investment in associate and purchase of treasury shares.
- ⌘ Financing Activities – Cash Outflow is due to Dividend Payment and Loan settlement.



FINANCIAL OVERVIEW: KEY RATIOS - YTD (Twelve Months)

KEY RATIOS		YTD'22	YTD'21
LIQUIDITY RATIOS			
Current Ratio	(Current Assets/Current Liabilities)	1.06	1.07
Quick Ratio	(Current Assets-Inventories/Current Liabilities)	0.38	0.59
Cash Ratio	(Cash/Current Liabilities)	0.21	0.38
PROFITABILITY RATIOS			
Gross Profit Margin	(Gross Profit/Revenue)	23.22%	21.08%
Net Profit Margin	(Net Profit/ Revenue)	10.24%	8.64%
PERFORMANCE RATIOS			
Return on Asset (ROA)	(Net Profit/ Average Assets)	11.46%	9.26%
Return on Equity (ROE)	(Net Profit/ Average Equity)	26.81%	21.77%
SOLVENCY RATIOS (Cash not adjusted)			
Bank Borrowing to Asset Ratio	(Debt/Total Assets)	0.09	0.15
Bank Borrowing to Equity Ratio	(Debt/Total Equity)	0.21	0.35

- ☛ Cash Ratio dropped due to drop in cash and cash equivalents as it was utilized for repayment of long term bank debts and investments.
- ☛ Quick Ratio decreased due to receipt of deposits from customers and increase in trade payables.
- ☛ Profitability ratios improved significantly due to increase in vehicle margin of Luxury brands.
- ☛ Performance ratios improved due to increase in Net Profit.
- ☛ Bank Borrowing to Asset and Equity Ratio improved due to settlement of loans and Increased equity.

*YTD 2022- January to December 2022 (Twelve Months)



Q&A SESSION



THANK YOU

For Investor Relations

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Telephone: 22246000

