



Date: 12/05/2024

Ref: ALG/CO/47/2024

التاريخ: 2024/05/12

Dear Bursa Kuwait Company
Greeting,

السادة/ شركة بورصة الكويت المحترمين
تحية طيبة وبعد،

**Subject: Analysts/ Investors Conference Meeting
for Q1 of the Financial Year 2024**

**الموضوع: انعقاد مؤتمر المحللين/ المستثمرين للربع الأول
من السنة 2024**

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 Bursa 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 company (ALG) has conducted the Analysts/Investors Conference for Q1 of the financial year 2024 via a live webcast at 3:00 pm on Sunday, 12/05/2024 (Kuwait local time). There was no new material information discussed during the conference.
- Attached is the presentation of the Analysts/ Investors Conference for Q1 of the financial year 2024.

▪ عقدت الشركة (الغانم) مؤتمر المحللين/ المستثمرين للربع الأول من السنة 2024 عن طريق بث مباشر على شبكة الإنترنت وذلك في تمام الساعة 3:00 بعد ظهر يوم الأحد الموافق 2024/05/12 (وفق توقيت دولة الكويت). ولم يتم الإفصاح عن أي معلومات جوهرية جديدة خلال المؤتمر.

▪ مرفق العرض التقديمي لمؤتمر المحللين/ المستثمرين للربع الأول من السنة 2024.

sincerely yours,

وتفضلوا بقبول فائق التحية والإحترام،

يوسف عبدالله القطامي
Vice Chairman
& CEO
نائب رئيس مجلس الإدارة
والرئيس التنفيذي





نموذج الإفصاح عن المعلومات الجوهرية

Disclosure of Material Information Form

Date:	12/05/2024	التاريخ:
Name of The Listed Company:	Ali Alghanim Sons Automotive Co. (K.S.C.P) - ALG	اسم الشركة المدرجة:
		شركة أولاد علي الغانم للسيارات (ش.م.ك.ع) - الغانم
Material Information		المعلومات الجوهرية
<ul style="list-style-type: none"> Ali Alghanim Sons Automotive Company (ALG) has conducted the Analysts/Investors Conference for Q1 of the financial year 2024 via a live webcast at 3:00 pm on Sunday 12/05/2024 (Kuwait local time). There was no new material information discussed during the conference. Attached is the presentation of the Analysts/ Investors Conference for Q1 of the financial year 2024. 		<ul style="list-style-type: none"> عقدت شركة أولاد علي الغانم للسيارات (الغانم) مؤتمر المحللين/المستثمرين للربع الأول من السنة المالية 2024 عن طريق بث مباشر على شبكة الإنترنت، وذلك في تمام الساعة 3:00 بعد ظهر يوم الأحد الموافق 2024/05/12 (وفق توقيت دولة الكويت). ولم يتم الإفصاح عن أي معلومات جوهرية جديدة خلال المؤتمر. مرفق العرض التقديمي لمؤتمر المحللين/المستثمرين للربع الأول من السنة المالية 2024.
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

Q1 2024

May 12th 2024



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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

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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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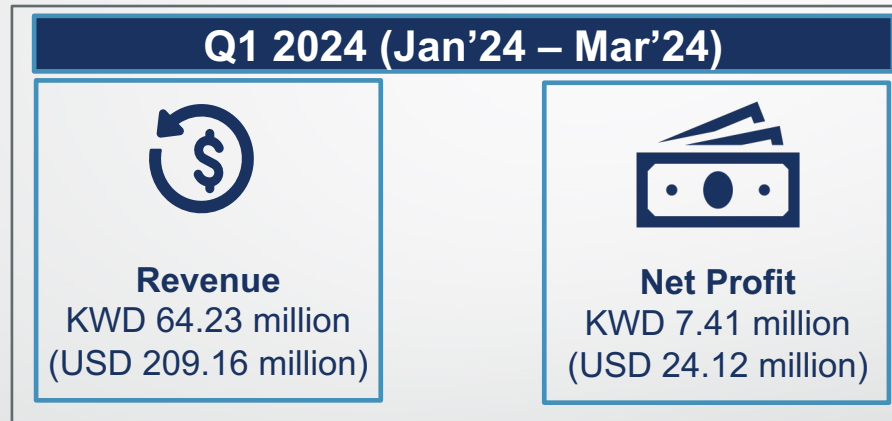
COMPANY OVERVIEW

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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 2024)



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 <table border="1"> <thead> <tr> <th>Revenue</th> </tr> </thead> <tbody> <tr> <td>Q1 24 75%</td> </tr> <tr> <td>Q1 23 78%</td> </tr> </tbody> </table>	Revenue	Q1 24 75%	Q1 23 78%	<ul style="list-style-type: none"> • Service • Body Shop • Parts and Accessories <table border="1"> <thead> <tr> <th>Revenue</th> </tr> </thead> <tbody> <tr> <td>Q1 24 12%</td> </tr> <tr> <td>Q1 23 11%</td> </tr> </tbody> </table>	Revenue	Q1 24 12%	Q1 23 11%	<ul style="list-style-type: none"> • BMW • Land Rover • MINI • Geely • Haval <table border="1"> <thead> <tr> <th>Revenue</th> </tr> </thead> <tbody> <tr> <td>Q1 24 7%</td> </tr> <tr> <td>Q1 23 4%</td> </tr> </tbody> </table>	Revenue	Q1 24 7%	Q1 23 4%	<ul style="list-style-type: none"> • MAN Truck & Bus • Putzmeister • Hyundai • Baoli • Fassi • Service & Parts <table border="1"> <thead> <tr> <th>Revenue</th> </tr> </thead> <tbody> <tr> <td>Q1 24 2%</td> </tr> <tr> <td>Q1 23 3%</td> </tr> </tbody> </table>	Revenue	Q1 24 2%	Q1 23 3%
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Q1 24 7%															
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Revenue															
Q1 24 2%															
Q1 23 3%															
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 <table border="1"> <thead> <tr> <th>Revenue</th> </tr> </thead> <tbody> <tr> <td>Q1 24 2%</td> </tr> <tr> <td>Q1 23 1%</td> </tr> </tbody> </table>	Revenue	Q1 24 2%	Q1 23 1%	<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 • Finance & Insurance • Technical inspections and renewal of vehicle registration for all types of passenger cars <table border="1"> <thead> <tr> <th>Revenue</th> </tr> </thead> <tbody> <tr> <td>Q1 24 2%</td> </tr> <tr> <td>Q1 23 3%</td> </tr> </tbody> </table>	Revenue	Q1 24 2%	Q1 23 3%	<ul style="list-style-type: none"> • Luxury car booking service (Rove) <table border="1"> <thead> <tr> <th>Revenue</th> </tr> </thead> <tbody> <tr> <td>Q1 24 1%</td> </tr> <tr> <td>Q1 23 1%</td> </tr> </tbody> </table>	Revenue	Q1 24 1%	Q1 23 1%				
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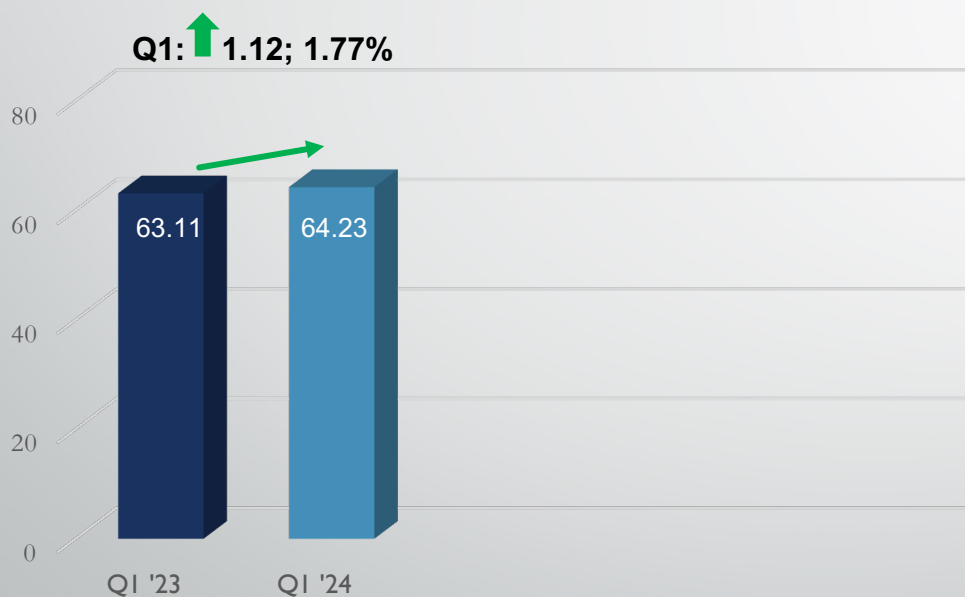
FINANCIAL OVERVIEW

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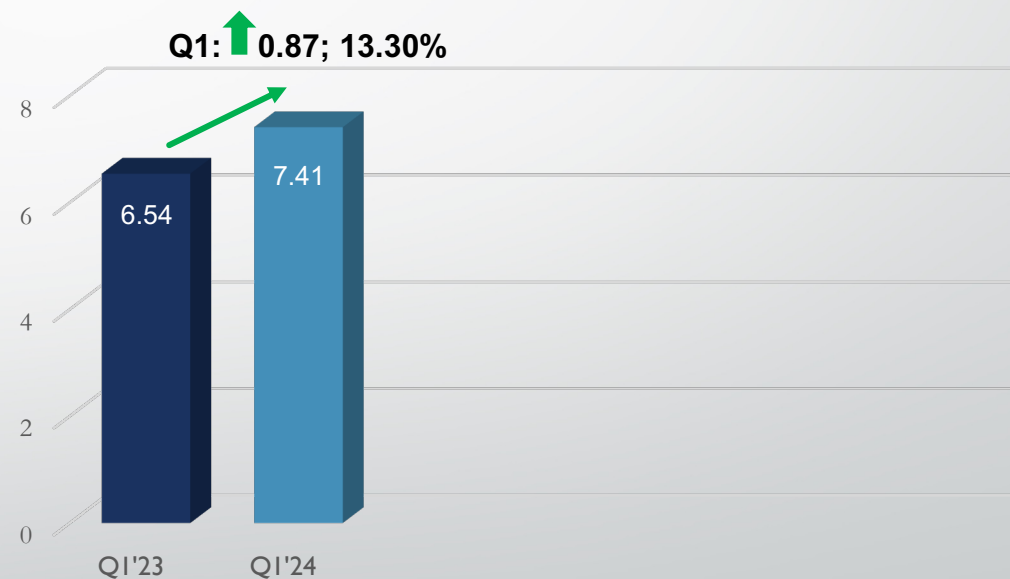


FINANCIAL OVERVIEW: Q1 2024

Revenue (in KWD Million)



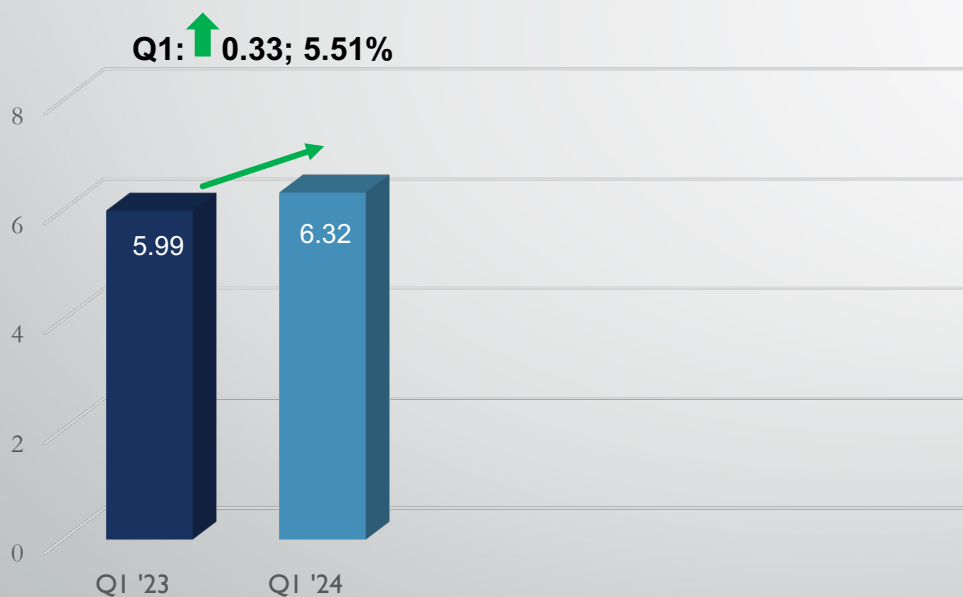
Net Profit (in KWD Million)





FINANCIAL OVERVIEW: Q1 2024

Profit attributable to equity holders
(in KWD Million)



Earnings per share attributable to
equity holders (in FILS)



INCOME STATEMENT – Q1 2024

Amount in KWD

INCOME STATEMENT	Q1'24	Q1'23	CHANGE
REVENUE	64,227,026	63,112,301	1.77%
Cost of sales and services rendered	(48,727,938)	(47,876,911)	1.78%
GROSS PROFIT	15,499,088	15,235,390	1.73%
Share of results of equity-accounted investees	531,088	(232,998)	327.94%
Net Expenses (S&D, Admin & Others)	(8,623,627)	(8,461,749)	1.91%
NET PROFIT	7,406,549	6,540,643	13.24%
Profit attributable to equity holders of parent company	6,316,568	5,990,604	5.44%
EARNINGS PER SHARE	23.05	21.86	5.44%



BALANCE SHEET

Amount in KWD

BALANCE SHEET	Mar'24	Dec'23	CHANGE
ASSETS			
Property, plant, and equipment	110,638,532	109,949,266	0.63%
Other Non-Current assets	12,848,200	13,920,455	(7.70)%
Current assets	110,929,521	99,312,747	11.70%
TOTAL ASSETS	234,416,253	223,182,468	5.03%
Equity and Liability			
TOTAL EQUITY	83,070,354	92,428,822	(10.13)%
Non-current liabilities	49,149,140	51,277,462	(4.15)%
Current liabilities	102,196,759	79,476,184	28.59%
TOTAL LIABILITY	151,345,899	130,753,646	15.75%
Total Equity and Liabilities	234,416,253	223,182,468	5.03%

CASH FLOW STATEMENT

Amount in KWD

CASH FLOW STATEMENT	Mar'24	Mar'23
Cash from operating activities before working capital changes	10,269,333	9,797,175
Changes in working capital	(394,798)	1,073,704
Other items	(171,657)	(201,465)
NET CASH FLOWS FROM OPERATING ACTIVITIES	9,702,878	10,669,414
PPE & Intangible Assets	(2,535,117)	(1,920,527)
Investment in Associates & Others	(4,605,375)	(3,215,855)
NET CASH FLOWS USED IN INVESTING ACTIVITIES	(7,140,492)	(5,136,382)
Net movement in Islamic Finance payables & Finance Costs	(4,493,953)	1,590,556
Dividends Paid to Equity Holders & NCI	(862,149)	(353,343)
Lease Liability & Movement in Payables	1,649,093	1,019,076
NET CASHFLOW (USED IN) FROM FINANCING ACTIVITIES	(3,707,009)	2,256,289
NET MOVEMENT IN CASH AND CASH EQUIVALENTS	(1,144,624)	7,789,321





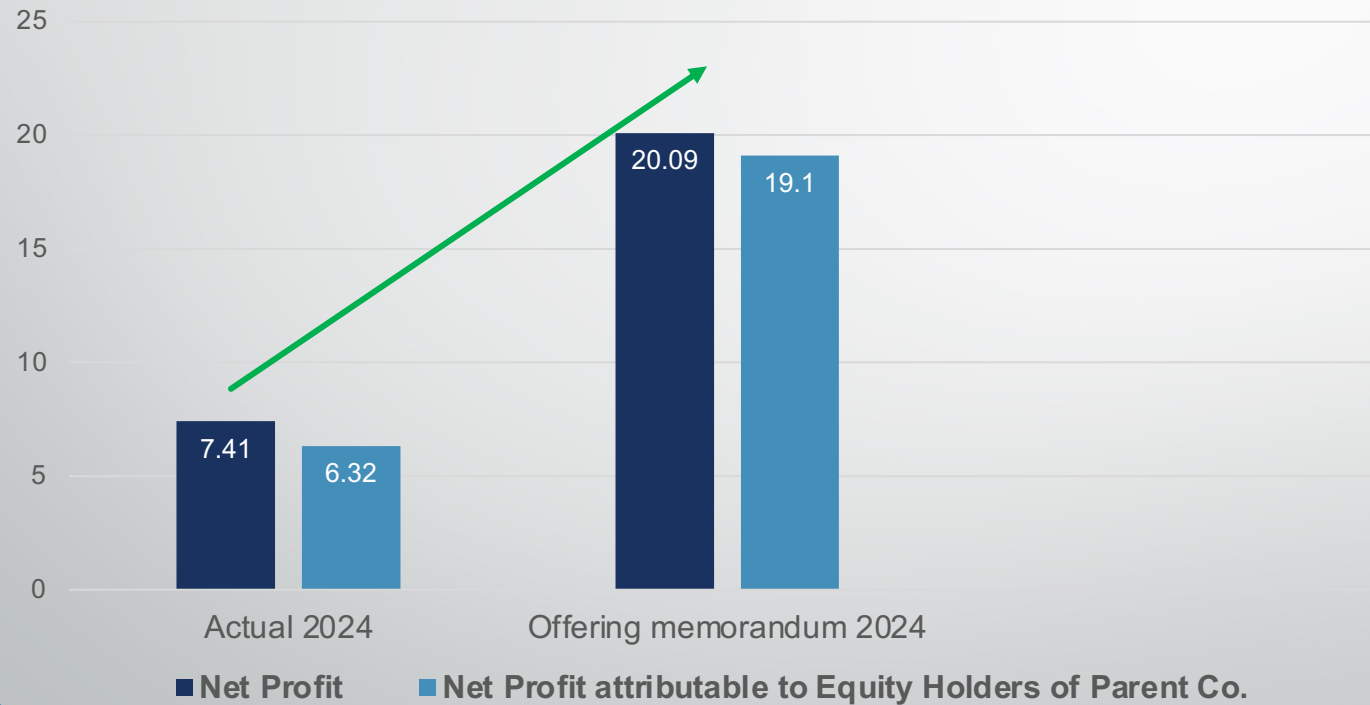
KEY RATIOS – Mar 24 (JAN – MAR)

KEY RATIOS		YTD Mar '24	YTD Mar '23
LIQUIDITY RATIOS			
Current Ratio	(Current Assets/Current Liabilities)	1.09	1.05
Quick Ratio	(Current Assets-Inventories/Current Liabilities)	0.36	0.47
Cash Ratio	(Cash/Current Liabilities)	0.19	0.28
PROFITABILITY RATIOS			
Gross Profit Margin	(Gross Profit/Revenue)	24.13%	24.14%
Net Profit Margin	(Net Profit/ Revenue)	11.53%	10.36%
PERFORMANCE RATIOS			
Return on Asset (ROA) ^{TTM}	(Net Profit/ Average Assets)	15.89%	12.45%
Return on Equity (ROE) ^{TTM}	(Net Profit/ Average Equity)	42.58%	30.90%
SOLVENCY RATIOS (Cash not adjusted)			
Bank Borrowing to Asset Ratio	(Debt/Total Assets)	0.13	0.09
Bank Borrowing to Equity Ratio	(Debt/Total Equity)	0.36	0.24



STRONG PERFORMANCE AND AHEAD OF FORECAST

Net Profit (in KWD Million)



- Achieved 36.88% of the Forecasted Net Profit mentioned in the Offering Memorandum within 3 Months of the year.
- Achieved 33.09% of the Forecasted Net Profit attributable to Equity Holders of the Parent Co. mentioned in the Offering Memorandum within 3 Months of the year.



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Q&A SESSION

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Thank you

For Investor Relations

Please Visit or Contact us on

Website: <https://alg.com.kw>

Email Address: investors@alg.com.kw

Telephone: 22246000

