



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

Analyst Conference

Q3 2023

November 13th 2023



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AGENDA

Particulars	Page
BOARD OF DIRECTORS AND EXECUTIVE MANAGEMENT TEAM	4
COMPANY OVERVIEW AND ACCOMPLISHMENTS	6
FINANCIAL OVERVIEW	9
Q&A SESSION	18



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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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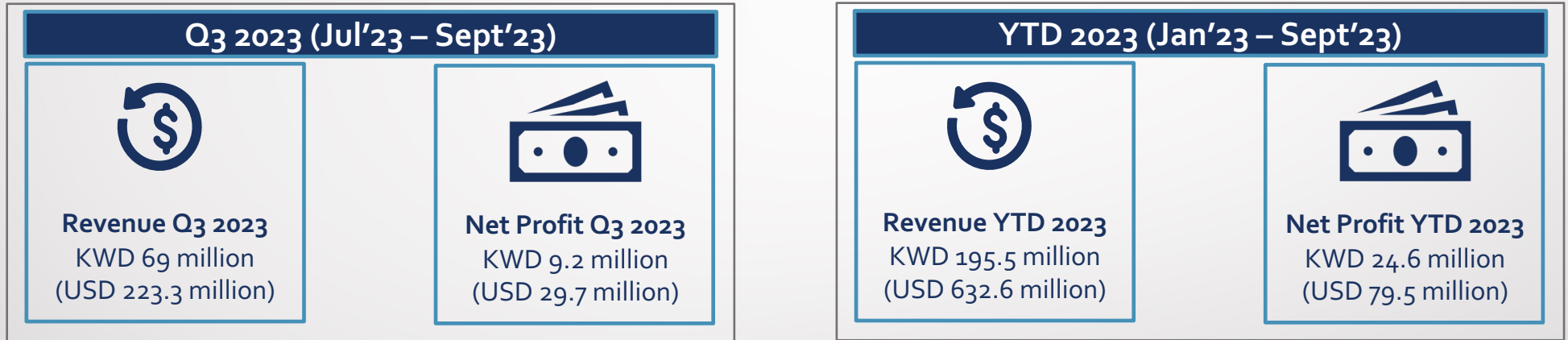
COMPANY OVERVIEW AND ACCOMPLISHMENTS

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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 (YTD Nine Months 2023)

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>YTD'23 76%</td></tr><tr><td>YTD'22 72%</td></tr></tbody></table>	Revenue	YTD'23 76%	YTD'22 72%	<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>YTD'23 11%</td></tr><tr><td>YTD'22 13%</td></tr></tbody></table>	Revenue	YTD'23 11%	YTD'22 13%	<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>YTD'23 5%</td></tr><tr><td>YTD'22 6%</td></tr></tbody></table>	Revenue	YTD'23 5%	YTD'22 6%	<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>YTD'23 4%</td></tr><tr><td>YTD'22 4%</td></tr></tbody></table>	Revenue	YTD'23 4%	YTD'22 4%
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Revenue															
YTD'23 4%															
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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>YTD'23 2%</td></tr><tr><td>YTD'22 1%</td></tr></tbody></table>	Revenue	YTD'23 2%	YTD'22 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• 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>YTD'23 2%</td></tr><tr><td>YTD'22 2%</td></tr></tbody></table>	Revenue	YTD'23 2%	YTD'22 2%	<ul style="list-style-type: none">• Luxury car booking service (Rove) <table border="1"><thead><tr><th>Revenue</th></tr></thead><tbody><tr><td>YTD'23 1%</td></tr><tr><td>YTD'22 1%</td></tr></tbody></table>	Revenue	YTD'23 1%	YTD'22 1%				
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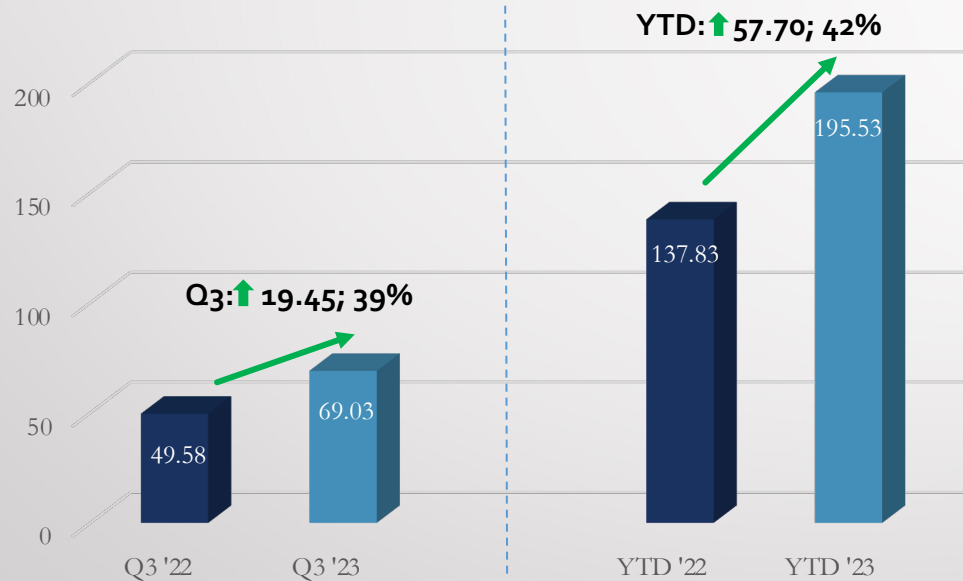
FINANCIAL OVERVIEW

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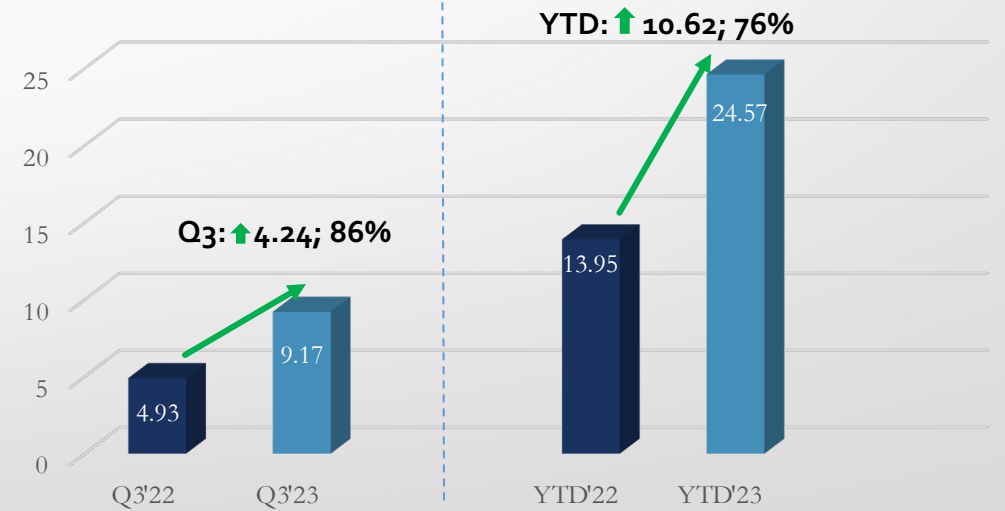


FINANCIAL OVERVIEW: Q3 2023 & YTD 2023

Revenue (in KWD Million)



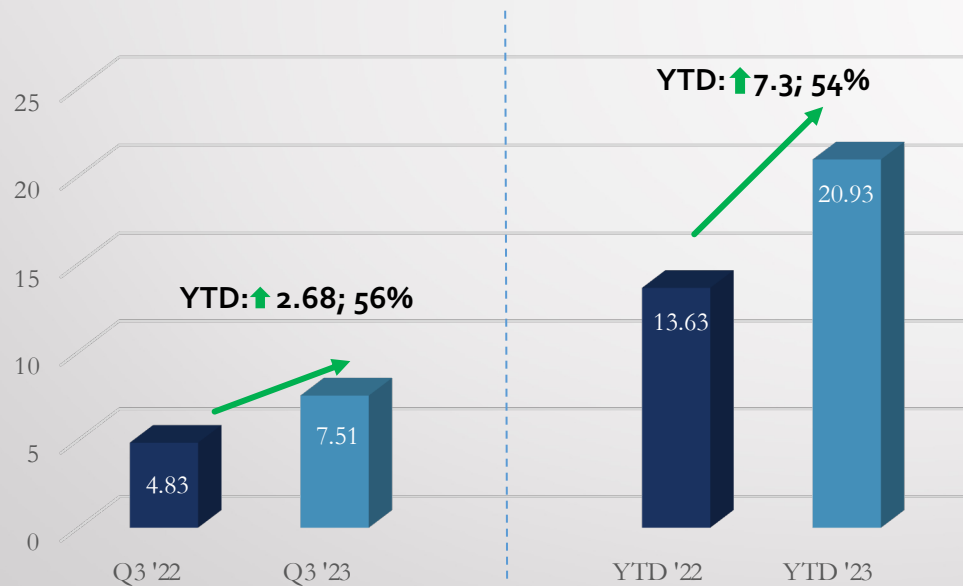
Net Profit (in KWD Million)



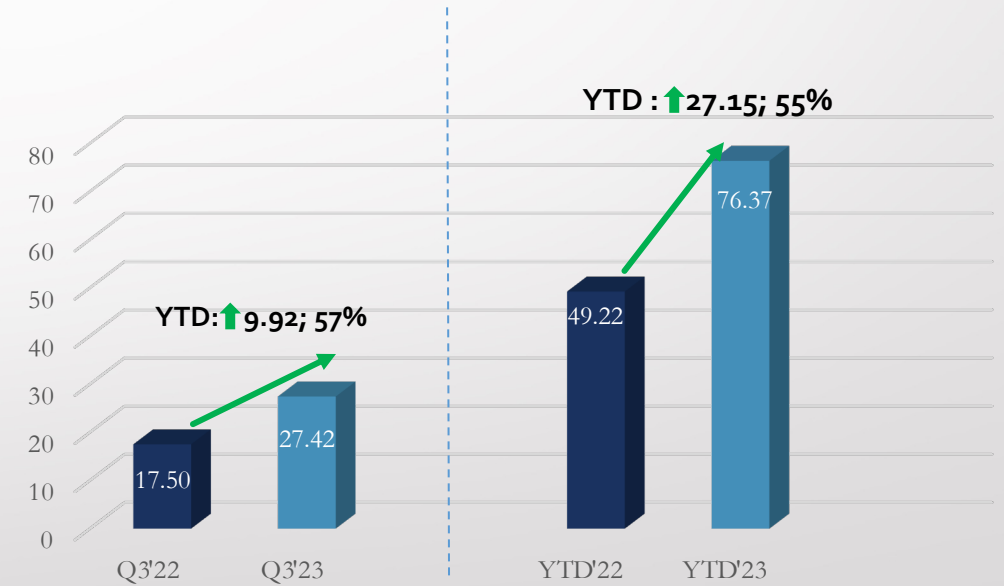


FINANCIAL OVERVIEW: Q3 2023 & YTD 2023

Profit attributable to equity holders
(in KWD Million)



Earnings per share attributable to equity holders
(in FILS)





INCOME STATEMENT – Q3 2023

Amount in KWD

INCOME STATEMENT	Q3'23	Q3'22	CHANGE
REVENUE	69,030,786	49,577,993	39.24%
Cost of sales and services rendered	(51,838,312)	(38,257,094)	35.50%
GROSS PROFIT	17,192,474	11,320,899	51.86%
Other income	1,045,317	748,489	39.66%
Share of results of equity-accounted investees	773,652	(302,374)	-
Total Expenses (S&D, Admin & Others)	(9,841,149)	(6,838,743)	43.90%
NET PROFIT	9,170,294	4,928,271	86.08%
Profit attributable to equity holders of parent company	7,513,366	4,830,498	55.54%
EARNINGS PER SHARE	27.42	17.50	56.69%

- Significant Increase in Net Profit led by Revenue & Gross Profit is due to new cars volume increase and Model mix.
- Share of results of equity-accounted investees mainly consist of share of income from Global Auto.



INCOME STATEMENT – YTD 23 (JAN-SEP)

Amount in KWD

INCOME STATEMENT	YTD Sept '23	YTD Sept '22	CHANGE
REVENUE	195,533,152	137,828,604	41.87%
Cost of sales and services rendered	(147,650,452)	(106,070,169)	39.20%
GROSS PROFIT	47,882,700	31,758,435	50.77%
Other income	2,290,337	2,135,822	7.23%
Share of results of equity-accounted investees	2,270,442	(302,374)	-
Total Expenses (S&D, Admin & Others)	(27,871,041)	(19,643,537)	41.88%
NET PROFIT	24,572,438	13,948,346	76.17%
Profit attributable to equity holders of parent company	20,928,834	13,631,993	53.53%
EARNINGS PER SHARE	76.37	49.22	55.16%

- ⌘ Significant Increase in Net Profit led by Revenue & Gross Profit is due to volume increase and Model mix.
- ⌘ Share of results of equity-accounted investees mainly consist of share of income from Global Auto.

BALANCE SHEET

Amount in KWD

BALANCE SHEET	SEP'23	DEC'22	CHANGE
ASSETS			
Property, plant, and equipment	105,415,294	101,715,627	3.64%
Other Non-Current assets	10,781,700	4,707,184	129.05%
Current assets	106,148,083	81,655,951	29.99%
TOTAL ASSETS	222,345,077	188,078,762	18.22%
Equity and Liability			
TOTAL EQUITY	84,747,112	79,666,254	6.38%
Non-current liabilities	46,967,016	31,409,905	49.53%
Current liabilities	90,630,949	77,002,603	17.70%
TOTAL LIABILITY	137,597,965	108,412,508	26.92%
Total Equity and Liabilities	222,345,077	188,078,762	18.22%

CASH FLOW STATEMENT

Amount in KWD

CASH FLOW STATEMENT	SEP'23	SEP'22
Cash in operating activities before working capital changes	33,008,289	23,650,363
Changes in working capital	(16,095,572)	2,457,619
Other items	(1,213,628)	(683,580)
NET CASH FLOWS FROM OPERATING ACTIVITIES	15,699,089	25,424,402
PPE & Intangible Assets	(5,257,961)	(1,617,806)
Investment in Associates & Others	(7,788,775)	(9,131,213)
NET CASH FLOWS USED IN INVESTING ACTIVITIES	(13,046,736)	(10,749,019)
Net movement in Islamic Finance payables & Finance Costs	21,695,510	1,088,613
Dividends Paid to Equity Holders & NCI	(19,702,942)	(11,172,715)
Lease Liability & Movement in Payables	2,639,142	(4,147,587)
NET CASHFLOW (USED IN) FROM FINANCING ACTIVITIES	4,631,710	(14,231,689)
NET INCREASE IN CASH AND CASH EQUIVALENTS	7,284,063	443,694

🚗 Net Profit Increase contributed to positive Cash flow.

KEY RATIOS – YTD 23 (JAN – SEP)



KEY RATIOS		YTD Sept'23	YTD Sept '22
LIQUIDITY RATIOS			
Current Ratio	(Current Assets/Current Liabilities)	1.17	1.05
Quick Ratio	(Current Assets- Inventories/Current Liabilities)	0.44	0.57
Cash Ratio	(Cash/Current Liabilities)	0.25	0.33
PROFITABILITY RATIOS			
Gross Profit Margin	(Gross Profit/Revenue)	24.49%	23.04%
Net Profit Margin	(Net Profit/ Revenue)	12.57%	10.12%
PERFORMANCE RATIOS			
Return on Asset (ROA) ^{TTM}	(Net Profit/ Average Assets)	15.69%	10.27%
Return on Equity (ROE) ^{TTM}	(Net Profit/ Average Equity)	41.01%	24.16%
SOLVENCY RATIOS (Cash not adjusted)			
Bank Borrowing to Asset Ratio	(Debt/Total Assets)	0.18	0.15
Bank Borrowing to Equity Ratio	(Debt/Total Equity)	0.47	0.39

☛ Current Ratio increased mainly due to increase in inventory.

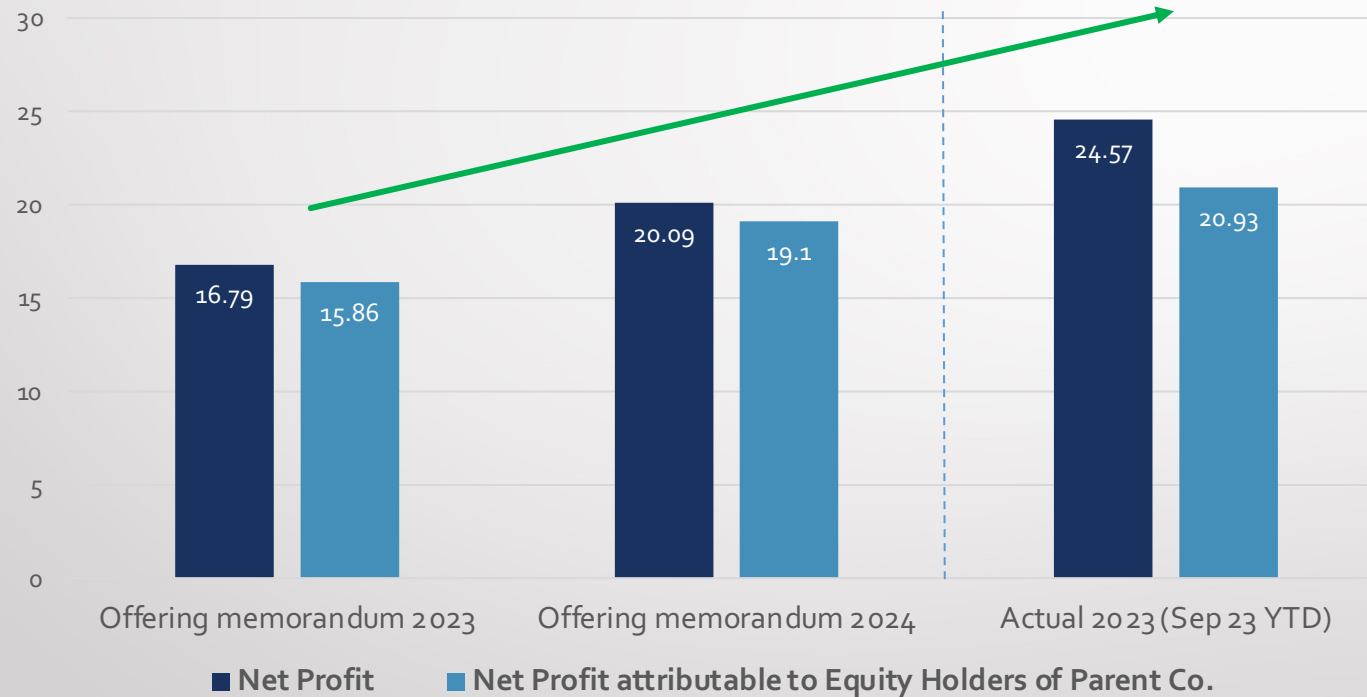
☛ Improvement in Gross Profit & Net Profit Margin is due to increase in vehicle volume.

☛ Performance ratios improved significantly due to increase in Net Profit.



Strong performance and Ahead of forecast

Net Profit (in KWD Million)



- We achieved 146% of the 2023 Forecasted Net Profit mentioned in the Offering Memorandum within 9 months of the year.
- We achieved 132% of the 2023 Forecasted Net Profit attributable to Equity Holders of the Parent Co. mentioned in the Offering Memorandum within 9 months of the year.
- We have even crossed significantly the 2024 Forecasted Net Profit & Net Profit attributable to Equity Holders of the Parent Co. mentioned in the Offering Memorandum within 9 months of the year.



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Q&A SESSION

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Thank you

For Investor Relations

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