



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

Analyst Conference

Q4 2023

February 22nd 2024



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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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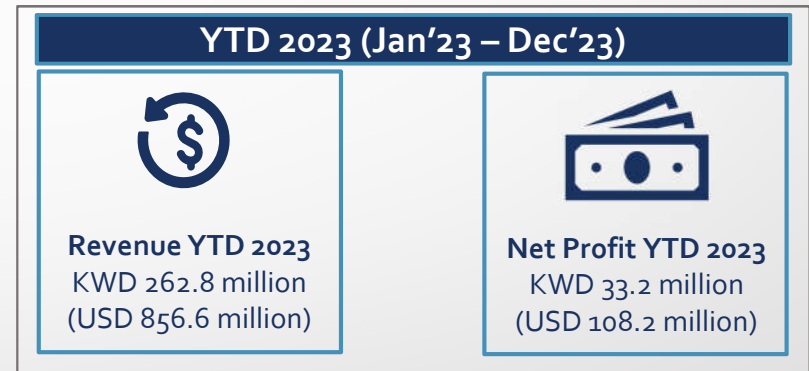
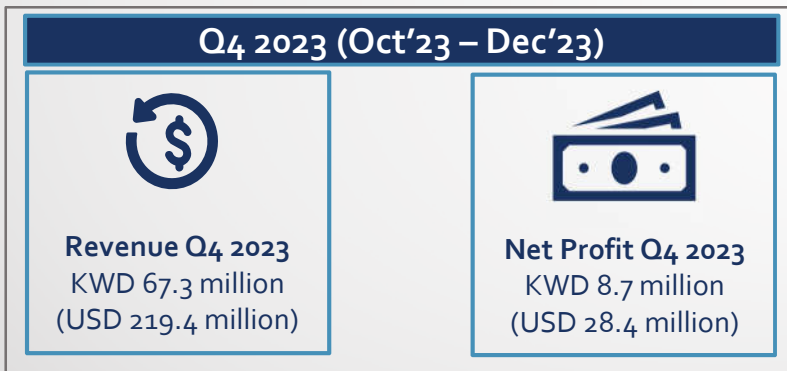
COMPANY OVERVIEW AND ACCOMPLISHMENTS

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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.

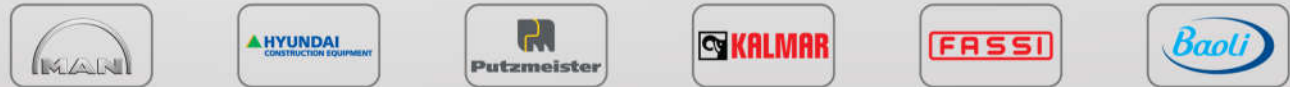


Brands: Ali Alghanim Sons Automotive deals with numerous brands in the category of Passenger Cars, Heavy Commercial Equipment and Auto parts

Passenger Cars



Heavy Commercial Equipment



Auto Parts





REVENUE BREAKDOWN (YTD Twelve 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 77%</td></tr><tr><td>YTD'22 71%</td></tr></tbody></table>	Revenue	YTD'23 77%	YTD'22 71%	<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 1%</td></tr><tr><td>YTD'22 1%</td></tr></tbody></table>	Revenue	YTD'23 1%	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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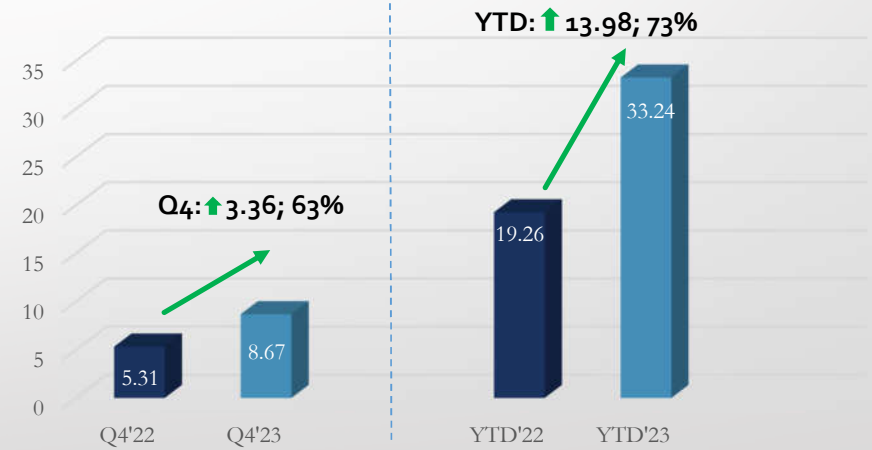


FINANCIAL OVERVIEW: Q4 2023 & YTD 2023

Revenue (in KWD Million)



Net Profit (in KWD Million)



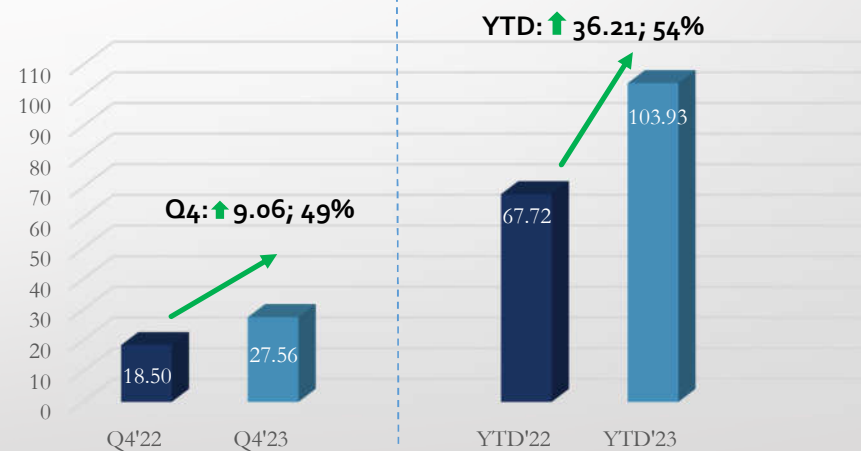


FINANCIAL OVERVIEW: Q4 2023 & YTD 2023

Profit attributable to equity holders
(in KWD Million)



Earnings per share attributable to equity holders
(in FILS)



INCOME STATEMENT – Q4 2023

Amount in KWD

INCOME STATEMENT	Q4'23	Q4'22	CHANGE
REVENUE	67,252,204	50,230,449	33.89%
Cost of sales and services rendered	(51,041,100)	(38,380,285)	32.99%
GROSS PROFIT	16,211,104	11,850,164	36.80%
Share of results of equity-accounted investees	1,240,393	(376,062)	429.84%
Net Expenses (S&D, Admin & Others)	(8,780,191)	(6,167,082)	42.37%
NET PROFIT	8,671,306	5,307,020	63.39%
Profit attributable to equity holders of parent company	7,552,616	5,072,857	48.88%
EARNINGS PER SHARE	27.56	18.50	48.97%

- Increase in Net Profit led by 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-DEC)

Amount in KWD

INCOME STATEMENT	YTD Dec '23	YTD Dec '22	CHANGE
REVENUE	262,785,356	188,059,053	39.74%
Cost of sales and services rendered	(198,691,552)	(144,450,454)	37.55%
GROSS PROFIT	64,093,804	43,608,599	46.98%
Share of results of equity-accounted investees	3,510,835	(678,436)	617.49%
Net Expenses (S&D, Admin & Others)	(34,360,895)	(23,674,797)	45.14%
NET PROFIT	33,243,744	19,255,366	72.65%
Profit attributable to equity holders of parent company	28,481,450	18,704,850	52.27%
EARNINGS PER SHARE	103.93	67.72	53.47%

- Increase in Net Profit led by new cars 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	Dec'23	DEC'22	CHANGE
ASSETS			
Property, plant, and equipment	109,949,266	101,715,627	8.09%
Other Non-Current assets	13,920,455	4,707,184	195.73%
Current assets	99,312,747	81,655,951	21.62%
TOTAL ASSETS	223,182,468	188,078,762	18.66%
Equity and Liability			
TOTAL EQUITY	92,428,822	79,666,254	16.02%
Non-current liabilities	51,277,462	31,409,905	63.25%
Current liabilities	79,476,184	77,002,603	3.21%
TOTAL LIABILITY	130,753,646	108,412,508	20.61%
Total Equity and Liabilities	223,182,468	188,078,762	18.66%



CASH FLOW STATEMENT

Amount in KWD

CASH FLOW STATEMENT	Dec'23	Dec'22
Cash in operating activities before working capital changes	44,909,788	31,995,442
Changes in working capital	(15,276,857)	575,844
Other items	(1,354,769)	(762,558)
NET CASH FLOWS FROM OPERATING ACTIVITIES	28,278,162	31,808,728
PPE & Intangible Assets	(11,083,793)	(2,511,997)
Investment in Associates & Others	(9,882,135)	(10,503,745)
NET CASH FLOWS USED IN INVESTING ACTIVITIES	(20,965,928)	(13,015,742)
Net movement in Islamic Finance payables & Finance Costs	15,113,949	(6,571,889)
Dividends Paid to Equity Holders & NCI	(19,714,462)	(11,259,828)
Lease Liability & Movement in Payables	2,725,814	(5,033,823)
NET CASHFLOW (USED IN) FROM FINANCING ACTIVITIES	(1,874,699)	(22,865,540)
NET INCREASE IN CASH AND CASH EQUIVALENTS	5,437,535	(4,072,554)
<p>Net Profit Increase contributed to positive Cash flow.</p>		

KEY RATIOS – YTD 23 (JAN – Dec)



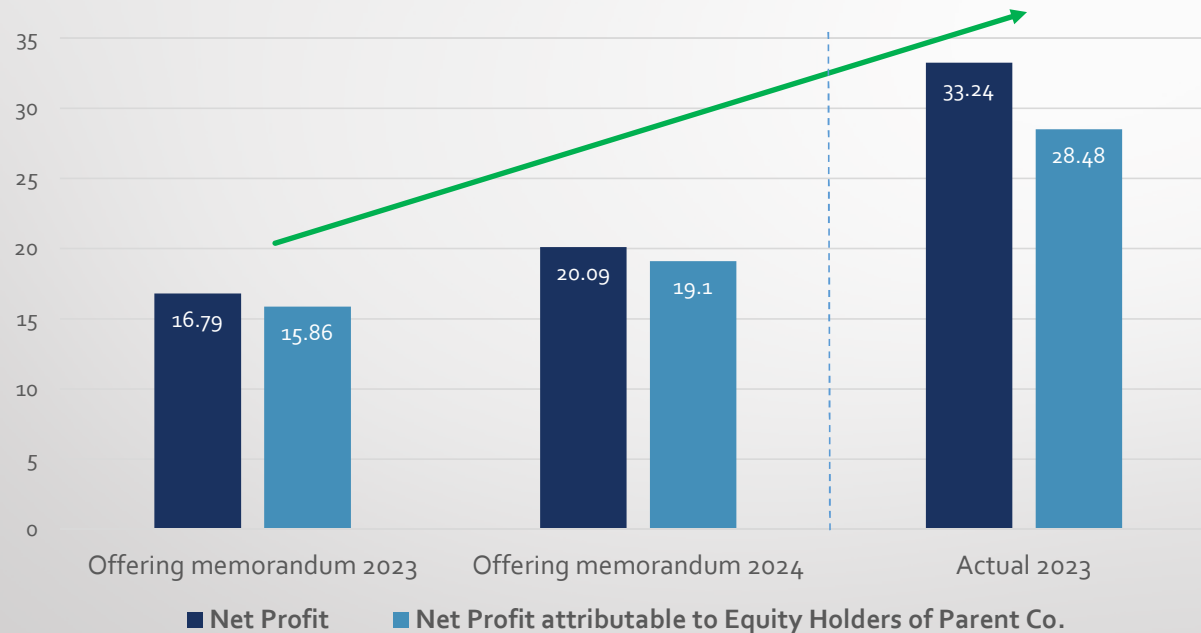
KEY RATIOS		YTD Dec '23	YTD Dec '22
LIQUIDITY RATIOS			
Current Ratio	(Current Assets/Current Liabilities)	1.25	1.06
Quick Ratio	(Current Assets- Inventories/Current Liabilities)	0.45	0.38
Cash Ratio	(Cash/Current Liabilities)	0.26	0.21
PROFITABILITY RATIOS			
Gross Profit Margin	(Gross Profit/Revenue)	24.39%	23.19%
Net Profit Margin	(Net Profit/ Revenue)	12.65%	10.24%
PERFORMANCE RATIOS			
Return on Asset (ROA) ^{TTM}	(Net Profit/ Average Assets)	16.17%	11.46%
Return on Equity (ROE) ^{TTM}	(Net Profit/ Average Equity)	38.63%	26.81%
SOLVENCY RATIOS (Cash not adjusted)			
Bank Borrowing to Asset Ratio	(Debt/Total Assets)	0.15	0.09
Bank Borrowing to Equity Ratio	(Debt/Total Equity)	0.36	0.21

- Liquidity ratios increased mainly due to increase in Inventory & Cash balances.
- Gross Profit & Net Profit Margin improved due to increase in vehicle volume & model mix.
- Performance ratios improved due to increase in Net Profit.



Strong performance and Ahead of forecast

Net Profit (in KWD Million)



- We achieved 198% of the 2023 Forecasted Net Profit mentioned in the Offering Memorandum.
- We achieved 180% of the 2023 Forecasted Net Profit attributable to Equity Holders of the Parent Co. mentioned in the Offering Memorandum.
- 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.



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Q&A SESSION

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Thank you

For Investor Relations

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