



Date: 08/08/2024

Ref: ALG/CO/67/2024

التاريخ: 2024/08/08

Dear Bursa Kuwait Company  
Greeting,

السادة/ شركة بورصة الكويت  
المحترمين  
تحية طيبة وبعد،

**Subject: Analysts/ Investors Conference Meeting  
for Q2 of the Financial Year 2024**

**الموضوع: انعقاد مؤتمر المحللين/ المستثمرين  
للربع الثاني من السنة المالية 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 Q2 of the financial year 2024 via a live webcast at 02:00 pm on Thursday, 08/08/2024 (Kuwait local time). There was no new material information discussed during the conference.
- Attached is the presentation of the Analysts/ Investors Conference for Q2 of the financial year 2024.

- عقدت الشركة (الغانم) مؤتمر المحللين/ المستثمرين للربع الثاني من السنة المالية 2024 عن طريق بث مباشر على شبكة الإنترنت وذلك في تمام الساعة 02:00 ظهراً يوم الخميس الموافق 2024/08/08 (وفق توقيت دولة الكويت). ولم يتم الإفصاح عن أي معلومات جوهرية جديدة خلال المؤتمر.
- مرفق العرض التقديمي لمؤتمر المحللين/ المستثمرين للربع الثاني من السنة المالية 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

<b>Date:</b>	<b>08/08/2024</b>	<b>التاريخ:</b>
<b>Name of The Listed Company:</b>	<b>اسم الشركة المدرجة:</b>	
<b>Ali Alghanim Sons Automotive Co. (K.S.C.P) - ALG</b>	<b>شركة أولاد علي الغانم للسيارات (ش.م.ك.ع) - الغانم</b>	
<b>Material Information</b>	<b>المعلومات الجوهرية</b>	
<ul style="list-style-type: none"> <li>Ali Alghanim Sons Automotive Company (ALG) has conducted the Analysts / Investors Conference for Q2 of the financial year 2024 via a live webcast at 02:00 pm on Thursday 08/08/2024 (Kuwait local time). There was no new material information discussed during the conference.</li> <li>Attached is the presentation of the Analysts / Investors Conference for Q2 of the financial year 2024.</li> </ul>	<ul style="list-style-type: none"> <li>عقدت شركة أولاد علي الغانم للسيارات (الغانم) مؤتمر المحللين / المستثمرين للربع الثاني من السنة المالية 2024 عن طريق بث مباشر على شبكة الإنترنت، وذلك في تمام الساعة 02:00 ظهراً من يوم الخميس الموافق 2024/08/08 (وفق توقيت دولة الكويت). ولم يتم الإفصاح عن أي معلومات جوهرية جديدة خلال المؤتمر.</li> <li>مرفق العرض التقديمي لمؤتمر المحللين/ المستثمرين للربع الثاني من السنة المالية 2024.</li> </ul>	
<b>Significant effect of the material information on the financial position of the company</b>	<b>أثر المعلومات الجوهرية على المركز المالي للشركة</b>	
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

Q2 2024

August 8<sup>th</sup> 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. Jihad 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

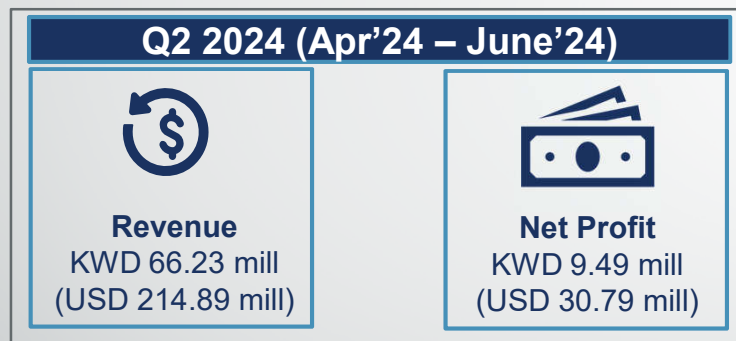
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# COMPANY OVERVIEW: PERFORMANCE HIGHLIGHTS

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.

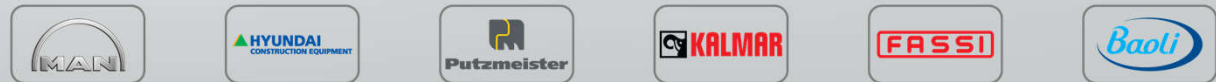


**Brands:** Ali Alghanim Sons Automotive deals with numerous brands in the category of Passenger Cars, Heavy Commercial Equipment and Auto parts

## Passenger Cars



## Heavy Commercial Equipment



## Auto Parts



# REVENUE BREAKDOWN (H1 2024)



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 style="text-align: right;"> <p><b>Revenue</b></p> <table border="1"> <tr><td>H1 24</td></tr> <tr><td>74%</td></tr> <tr><td>H1 23</td></tr> <tr><td>78%</td></tr> </table> </div>	H1 24	74%	H1 23	78%	<ul style="list-style-type: none"> <li>• Service</li> <li>• Body Shop</li> <li>• Parts and Accessories</li> </ul> <div style="text-align: right;"> <p><b>Revenue</b></p> <table border="1"> <tr><td>H1 24</td></tr> <tr><td>11%</td></tr> <tr><td>H1 23</td></tr> <tr><td>11%</td></tr> </table> </div>	H1 24	11%	H1 23	11%	<ul style="list-style-type: none"> <li>• BMW</li> <li>• Land Rover</li> <li>• MINI</li> <li>• Geely</li> <li>• Haval</li> </ul> <div style="text-align: right;"> <p><b>Revenue</b></p> <table border="1"> <tr><td>H1 24</td></tr> <tr><td>7%</td></tr> <tr><td>H1 23</td></tr> <tr><td>4%</td></tr> </table> </div>	H1 24	7%	H1 23	4%	<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 style="text-align: right;"> <p><b>Revenue</b></p> <table border="1"> <tr><td>H1 24</td></tr> <tr><td>3%</td></tr> <tr><td>H1 23</td></tr> <tr><td>3%</td></tr> </table> </div>	H1 24	3%	H1 23	3%
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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 style="text-align: right;"> <p><b>Revenue</b></p> <table border="1"> <tr><td>H1 24</td></tr> <tr><td>2%</td></tr> <tr><td>H1 23</td></tr> <tr><td>1%</td></tr> </table> </div>	H1 24	2%	H1 23	1%	<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 style="text-align: right;"> <p><b>Revenue</b></p> <table border="1"> <tr><td>H1 24</td></tr> <tr><td>2%</td></tr> <tr><td>H1 23</td></tr> <tr><td>2%</td></tr> </table> </div>	H1 24	2%	H1 23	2%		<ul style="list-style-type: none"> <li>• Luxury car booking service (Rove)</li> </ul> <div style="text-align: right;"> <p><b>Revenue</b></p> <table border="1"> <tr><td>H1 24</td></tr> <tr><td>1%</td></tr> <tr><td>H1 23</td></tr> <tr><td>1%</td></tr> </table> </div>	H1 24	1%	H1 23	1%				
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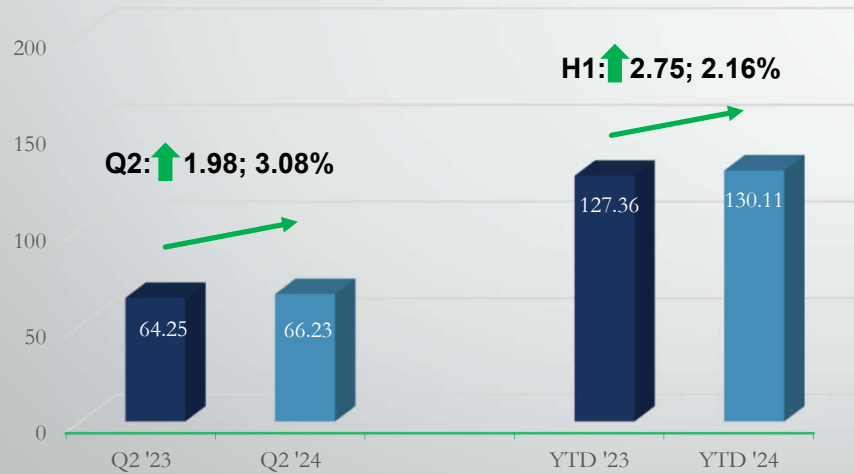
# FINANCIAL OVERVIEW

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# FINANCIAL OVERVIEW: Q2 2024 & H1 2024

**Revenue**  
(in KWD Million)



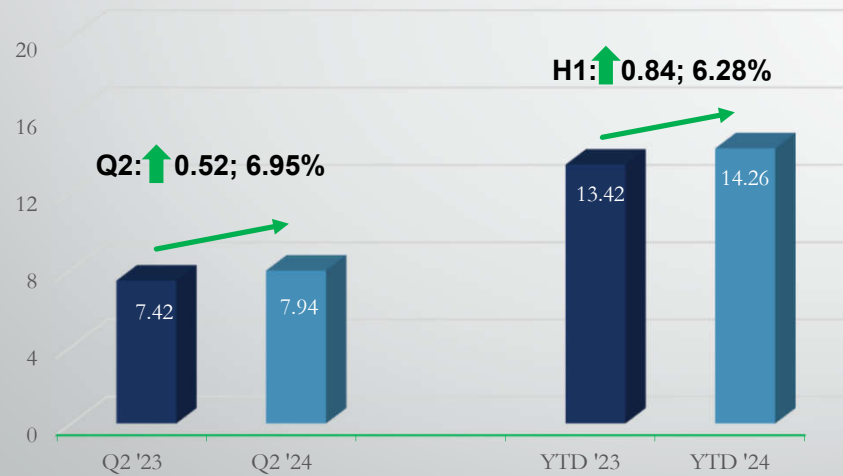
**Net Profit**  
(in KWD Million)



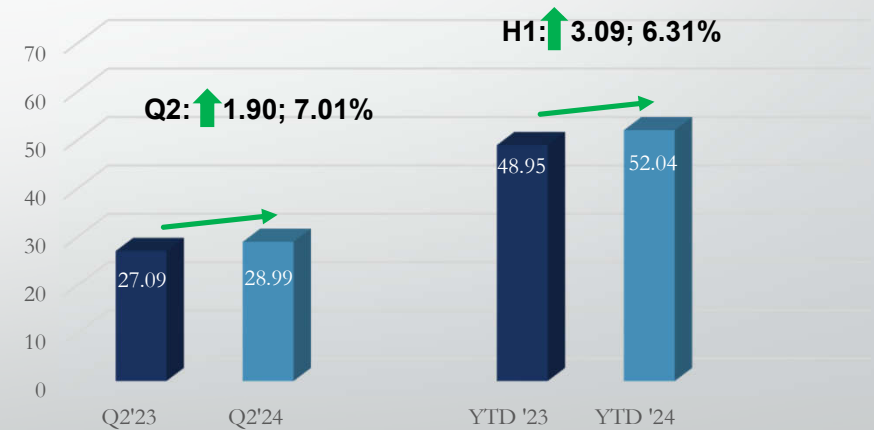


# FINANCIAL OVERVIEW: Q2 2024 & H1 2024

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



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



# INCOME STATEMENT – Q2 2024

Amount in KWD

INCOME STATEMENT	Q2'24	Q2'23	CHANGE
<b>REVENUE</b>	<b>66,226,732</b>	<b>64,246,217</b>	<b>3.08%</b>
Cost of sales and services rendered	(49,657,495)	(48,423,950)	2.55%
<b>GROSS PROFIT</b>	<b>16,569,237</b>	<b>15,822,267</b>	<b>4.72%</b>
Share of results of equity-accounted investees	1,342,171	1,729,788	(22.41)%
Net Expenses (S&D, Admin & Others)	(8,416,703)	(8,690,554)	(3.15)%
<b>NET PROFIT</b>	<b>9,494,705</b>	<b>8,861,501</b>	<b>7.15%</b>
Profit attributable to equity holders of parent company	7,941,129	7,424,864	6.95%
<b>EARNINGS PER SHARE</b>	<b>28.99</b>	<b>27.09</b>	<b>7.01%</b>





# INCOME STATEMENT – YTD 2024(JAN-JUNE)

Amount in KWD

INCOME STATEMENT	YTD June '24	YTD June '23	CHANGE
<b>REVENUE</b>	<b>130,114,140</b>	<b>127,358,518</b>	<b>2.16%</b>
Cost of sales and services rendered	(98,385,433)	(96,300,861)	2.16%
<b>GROSS PROFIT</b>	<b>31,728,707</b>	<b>31,057,657</b>	<b>2.16%</b>
Share of results of equity-accounted investees	1,873,259	1,496,790	25.15%
Net Expenses (S&D, Admin & Others)	(16,700,712)	(17,152,303)	(2.63)%
<b>NET PROFIT</b>	<b>16,901,254</b>	<b>15,402,144</b>	<b>9.73%</b>
Profit attributable to equity holders of parent company	14,257,697	13,415,468	6.28%
<b>EARNINGS PER SHARE</b>	<b>52.04</b>	<b>48.95</b>	<b>6.31%</b>



# BALANCE SHEET

Amount in KWD

BALANCE SHEET	June'24	Dec'23	CHANGE
<b>ASSETS</b>			
Property, plant, and equipment	113,487,915	109,949,266	3.22%
Other Non-Current assets	13,460,049	13,920,455	(3.31)%
Current assets	109,629,236	99,312,747	10.39%
<b>TOTAL ASSETS</b>	<b>236,577,200</b>	<b>223,182,468</b>	<b>6.00%</b>
<b>Equity and Liability</b>			
<b>TOTAL EQUITY</b>	<b>92,110,904</b>	<b>92,428,822</b>	<b>(0.34)%</b>
Non-current liabilities	58,124,247	51,277,462	13.35%
Current liabilities	86,342,049	79,476,184	8.64%
<b>TOTAL LIABILITY</b>	<b>144,466,296</b>	<b>130,753,646</b>	<b>10.49%</b>
<b>Total Equity and Liabilities</b>	<b>236,577,200</b>	<b>223,182,468</b>	<b>6.00%</b>

# CASH FLOW STATEMENT

Amount in KWD

CASH FLOW STATEMENT	June'24	June'23
Cash from operating activities before working capital changes	21,410,643	20,779,812
Changes in working capital	(18,031,327)	(7,569,090)
Other items	(1,581,170)	(835,250)
<b>NET CASH FLOWS FROM OPERATING ACTIVITIES</b>	<b>1,798,146</b>	<b>12,375,472</b>
PPE & Intangible Assets	(7,936,698)	(4,183,504)
Investment in Associates & Others	(4,579,125)	(6,817,562)
<b>NET CASH FLOWS USED IN INVESTING ACTIVITIES</b>	<b>(12,515,823)</b>	<b>(11,001,066)</b>
Net movement in Islamic Finance payables & Finance Costs	15,213,002	7,193,552
Dividends Paid to Equity Holders & NCI	(10,442,190)	(10,126,970)
Lease Liability & Movement in Payables	973,573	3,016,257
<b>NET CASHFLOW (USED IN) FROM FINANCING ACTIVITIES</b>	<b>5,744,385</b>	<b>82,839</b>
<b>NET MOVEMENT IN CASH AND CASH EQUIVALENTS</b>	<b>(4,973,292)</b>	<b>1,457,245</b>



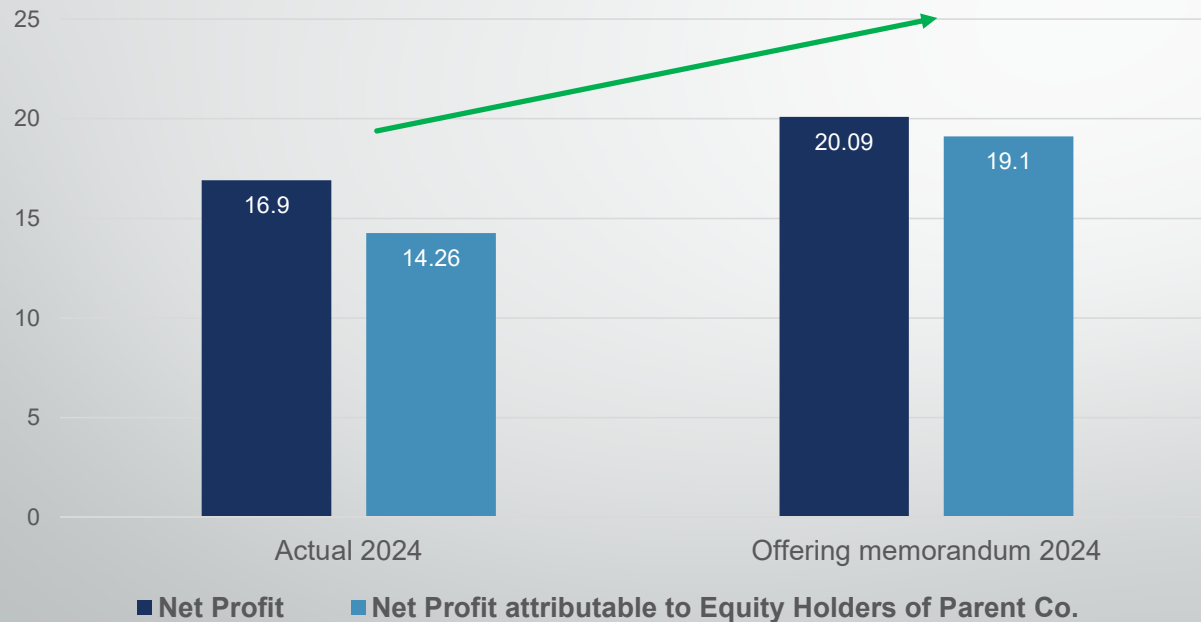
# KEY RATIOS – June 24 (JAN – JUNE)

KEY RATIOS		YTD June '24	YTD June '23
<b>LIQUIDITY RATIOS</b>			
Current Ratio	(Current Assets/Current Liabilities)	1.27	1.13
Quick Ratio	(Current Assets-Inventories/Current Liabilities)	0.45	0.40
Cash Ratio	(Cash/Current Liabilities)	0.21	0.20
<b>PROFITABILITY RATIOS</b>			
Gross Profit Margin	(Gross Profit/Revenue)	24.39%	24.39%
Net Profit Margin	(Net Profit/ Revenue)	12.99%	12.09%
<b>PERFORMANCE RATIOS</b>			
Return on Asset (ROA) <sup>TTM</sup>	(Net Profit/ Average Assets)	15.65%	14.03%
Return on Equity (ROE) <sup>TTM</sup>	(Net Profit/ Average Equity)	39.18%	33.79%
<b>SOLVENCY RATIOS (Cash not adjusted)</b>			
Bank Borrowing to Asset Ratio	(Debt/Total Assets)	0.22	0.12
Bank Borrowing to Equity Ratio	(Debt/Total Equity)	0.57	0.29



# STRONG PERFORMANCE AND AHEAD OF FORECAST

Net Profit (in KWD Million)



- ☞ Achieved 84.12% of the Forecasted Net Profit mentioned in the Offering Memorandum within 6 Months of the year.
- ☞ Achieved 74.66% of the Forecasted Net Profit attributable to Equity Holders of the Parent Co. mentioned in the Offering Memorandum within 6 Months of the year.
- ☞ Achieved highest ever Quarterly Net Profit & Net Profit attributable to Equity Holders of Parent Co. in Q2 2024



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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](mailto:investors@alg.com.kw)

Telephone: 22246000

