



Date: 19/05/2025

Ref: ALG/CO/39/2025

التاريخ: 2025/05/19

Dear Bursa Kuwait Company
Greeting,

السادة/ شركة بورصة الكويت
المحترمين
تحية طيبة وبعد،

**Subject: Analysts/ Investors Conference Meeting for
Q1 of the Financial Year 2025**

**الموضوع: انعقاد مؤتمر المحللين/ المستثمرين للربع الأول من
العام 2025**

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 الالتزام 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 2025 via a live webcast at 02:00 pm on Monday, 19/05/2025 (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 2025.

- عقدت الشركة (الغانم) مؤتمر المحللين/ المستثمرين للربع الأول من العام 2025 عن طريق بث مباشر على شبكة الإنترنت وذلك في تمام الساعة 02:00 ظهراً من يوم الإثنين الموافق 2025/05/19 (وفق توقيت دولة الكويت). ولم يتم الإفصاح عن أي معلومات جوهرية جديدة خلال المؤتمر.
- مرفق العرض التقديمي لمؤتمر المحللين/ المستثمرين للربع الأول من العام 2025.

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:	19/05/2025	التاريخ:
Name of The Listed Company:	اسم الشركة المدرجة:	
Ali Alghanim Sons Automotive Co. (K.S.C.P) - ALG	شركة أولاد علي الغانم للسيارات (ش.م.ك.ع) - الغانم	
Material Information	المعلومات الجوهرية	
<ul style="list-style-type: none"> The company (ALG) has conducted the Analysts/ Investors Conference for Q1 of the financial year 2025 via a live webcast at 02:00 pm on Monday, 19/05/2025 (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 2025. 	<ul style="list-style-type: none"> عقدت الشركة (الغانم) مؤتمر المحللين/ المستثمرين للربع الأول من العام 2025 عن طريق بث مباشر على شبكة الإنترنت وذلك في تمام الساعة 02:00 ظهراً من يوم الإثنين الموافق 2025/05/19 (وفق توقيت دولة الكويت). ولم يتم الإفصاح عن أي معلومات جوهرية جديدة خلال المؤتمر. مرفق العرض التقديمي لمؤتمر المحللين/ المستثمرين للربع الأول من العام 2025. 	
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	
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Ali Alghanim Sons Automotive Company K.S.C.P.

Analyst Conference

Q1 2025

May 19th 2025



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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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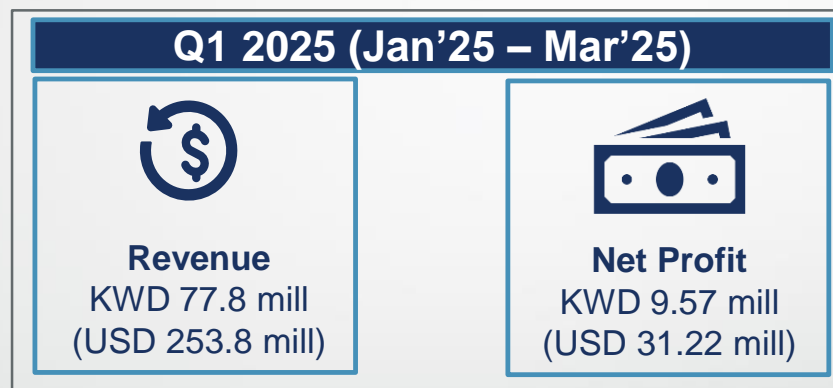
COMPANY OVERVIEW

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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 2025)



Passenger Cars	After Sales	Used Cars	Commercial Heavy Equipment
<ul style="list-style-type: none"> BMW Land Rover Rolls Royce McLaren MINI Geely Great Wall Haval <div> Revenue Q1 25 67% Q1 24 75% </div>	<ul style="list-style-type: none"> Service Body Shop Parts and Accessories <div> Revenue Q1 25 10% Q1 24 12% </div>	<ul style="list-style-type: none"> BMW Land Rover MINI Geely Haval <div> Revenue Q1 25 15% Q1 24 7% </div>	<ul style="list-style-type: none"> MAN Truck & Bus Putzmeister Hyundai Baoli Fassi Service & Parts <div> Revenue Q1 25 3% Q1 24 2% </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 <div> Revenue Q1 25 2% Q1 24 2% </div>	<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 <div> Revenue Q1 25 2% Q1 24 2% </div>		<ul style="list-style-type: none"> Luxury car booking service (Rove) <div> Revenue Q1 25 1% Q1 24 1% </div>



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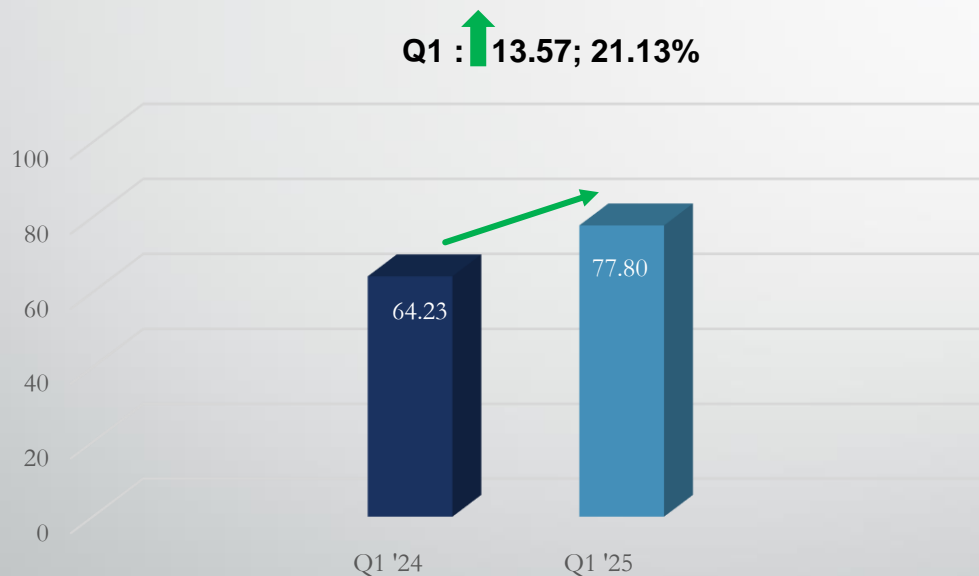
FINANCIAL OVERVIEW

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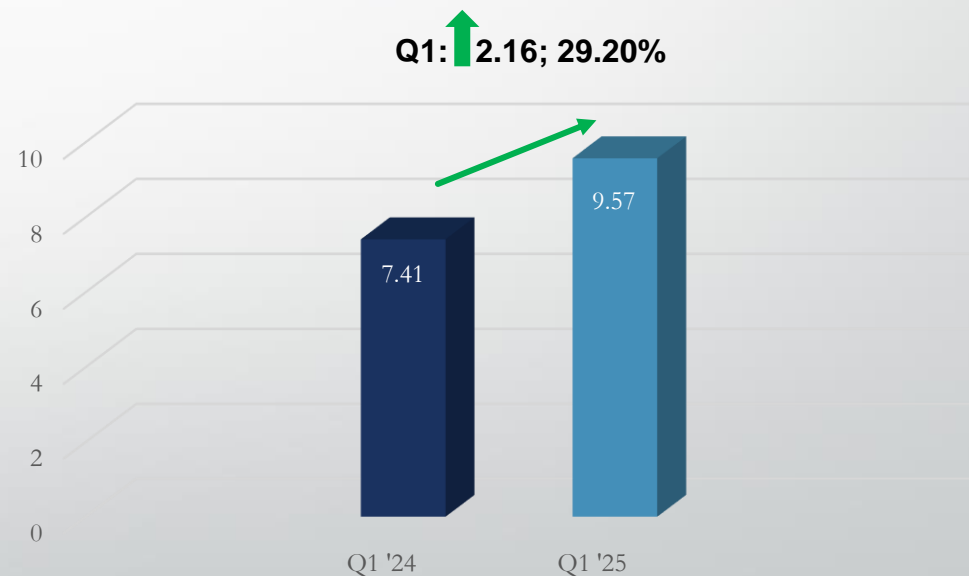


FINANCIAL OVERVIEW: Q1 2025

Revenue
(in KWD Million)



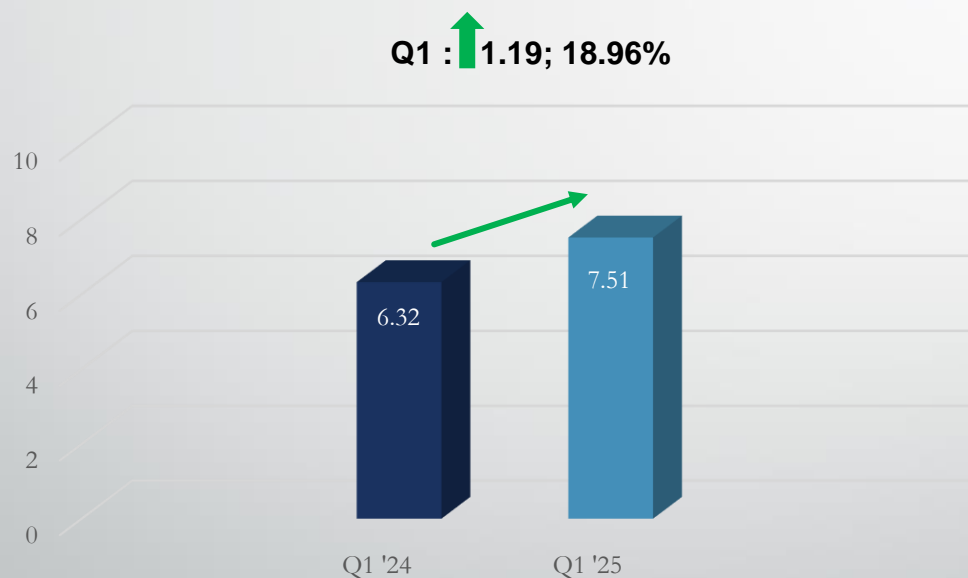
Net Profit
(in KWD Million)



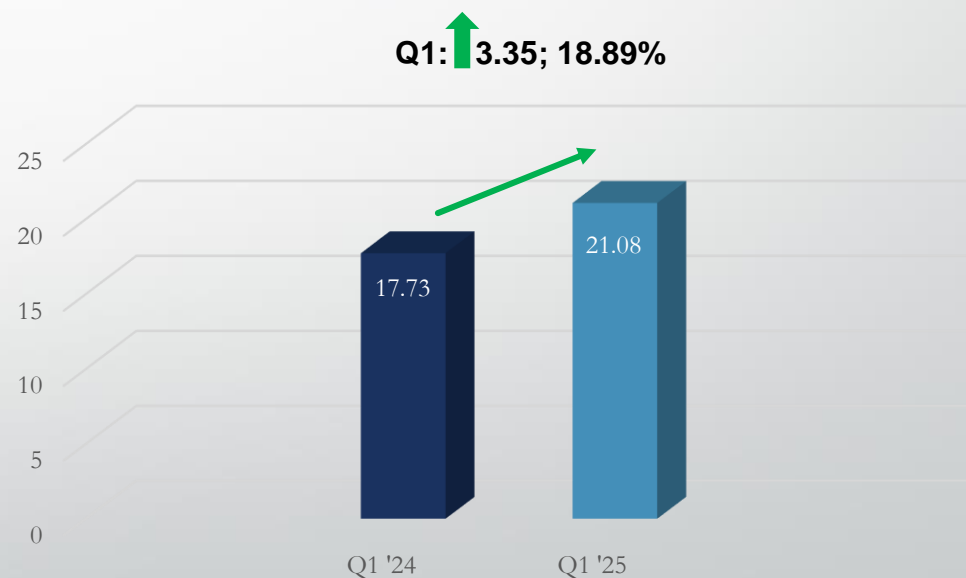


FINANCIAL OVERVIEW: Q1 2025

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



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





INCOME STATEMENT – Q1 2025 (JAN-MAR)

Amount in KWD

INCOME STATEMENT	Q1'25	Q1'24	CHANGE
REVENUE	77,800,190	64,227,026	21.13%
Cost of sales and services rendered	(60,435,211)	(48,727,938)	24.03%
GROSS PROFIT	17,364,979	15,499,088	12.04%
Share of results of equity-accounted investees	1,132,548	531,088	113.25%
Net Expenses (S&D, Admin & Others)	(8,928,345)	(8,623,627)	3.53%
NET PROFIT	9,569,182	7,406,549	29.20%
Profit attributable to equity holders of parent company	7,514,483	6,316,568	18.96%
EARNINGS PER SHARE	21.08	17.73	18.89%



BALANCE SHEET

Amount in KWD

BALANCE SHEET	Mar'25	Dec'24	CHANGE
ASSETS			
Property, plant, and equipment	120,500,456	119,347,817	0.97%
Other Non-Current assets	24,788,888	16,032,295	54.62%
Current assets	136,126,706	127,826,680	6.49%
TOTAL ASSETS	281,416,050	263,206,792	6.92%
Equity and Liability			
TOTAL EQUITY	100,106,347	99,398,292	0.71%
Non-current liabilities	60,902,184	58,387,894	4.31%
Current liabilities	120,407,519	105,420,606	14.22%
TOTAL LIABILITY	181,309,703	163,808,500	10.68%
Total Equity and Liabilities	281,416,050	263,206,792	6.92%



CASH FLOW STATEMENT

Amount in KWD

CASH FLOW STATEMENT	Mar'25	Mar'24
Cash from operating activities before working capital changes	12,477,772	10,269,333
Changes in working capital	(17,846,406)	(394,798)
Other items	(500,686)	(171,657)
NET CASH FLOWS (USED IN) FROM OPERATING ACTIVITIES	(5,869,320)	9,702,878
PPE & Intangible Assets	(2,972,112)	(2,535,117)
Investment in Associates & Others	-	(4,605,375)
NET CASH FLOWS USED IN INVESTING ACTIVITIES	(2,972,112)	(7,140,492)
Net movement in Islamic Finance payables & Finance Costs	13,142,302	(4,493,953)
Dividends Paid to Equity Holders & NCI	(66,234)	(862,149)
Lease Liability & Other movements	(246,846)	1,649,093
NET CASHFLOW FROM (USED IN) FINANCING ACTIVITIES	12,829,222	(3,707,009)
NET MOVEMENT IN CASH AND CASH EQUIVALENTS	3,987,790	(1,144,623)



KEY RATIOS – Mar 25 (JAN – MAR)

KEY RATIOS		YTD Mar '25	YTD Mar '24
LIQUIDITY RATIOS			
Current Ratio	(Current Assets/Current Liabilities)	1.13	1.09
Quick Ratio	(Current Assets-Inventories/Current Liabilities)	0.37	0.36
Cash Ratio	(Cash/Current Liabilities)	0.21	0.19
PROFITABILITY RATIOS			
Gross Profit Margin	(Gross Profit/Revenue)	22.32%	24.13%
Net Profit Margin	(Net Profit/ Revenue)	12.30%	11.53%
PERFORMANCE RATIOS			
Return on Asset (ROA) ^{TTM}	(Net Profit/ Average Assets)	14.21%	15.89%
Return on Equity (ROE) ^{TTM}	(Net Profit/ Average Equity)	40.02%	42.58%
SOLVENCY RATIOS (Cash not adjusted)			
Bank Borrowing to Asset Ratio	(Debt/Total Assets)	0.21	0.13
Bank Borrowing to Equity Ratio	(Debt/Total Equity)	0.59	0.36



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Q&A SESSION

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Thank you

For Investor Relations

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