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

شركة أولاد علي الغانم للسيارات ش.م.ك.ع

Date: 09/11/2025 **Ref: ALG/CO/61/2025** **التاريخ: 2025/11/09**

Dear Boursa Kuwait Company

Greeting,

Subject: Analysts/ Investors Conference Meeting for Q3 of the Financial Year 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 Boursa Kuwait Rulebook, we would like to inform you:

- The company (ALG) has conducted the Analysts/ Investors Conference for Q3 of the financial year 2025 via a live webcast at 02:00 PM on Sunday, 09/11/2025 (Kuwait local time). There was no new material information discussed during the conference.
- Attached is the presentation of the Analysts/ Investors Conference for Q3 of the Financial Year 2025.

Sincerely yours,

السادة/ شركة بورصة الكويت المحترمين

تحية طيبة وبعد،

الموضوع: انعقاد مؤتمر المحللين/ المستثمرين للربع الثالث من العام 2025

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:

- عقدت الشركة (الغانم) مؤتمر المحللين/ المستثمرين للربع الثالث من العام 2025 عن طريق بث مباشر على شبكة الإنترنت وذلك في تمام الساعة 02:00 بعد الظهر من يوم الأحد الموافق 2025/11/09 (وفق توقيت دولة الكويت). ولم يتم الإفصاح عن أي معلومات جوهرية جديدة خلال المؤتمر.
- مرفق العرض التقديمي لمؤتمر المحللين/ المستثمرين للربع الثالث من العام 2025.

وتفضلوا بقبول فائق التحية والإحترام،

....

Yousef Abdullah Al Qatami **يوسف عبدالله القطامي**

Vice Chairman & CEO **نائب رئيس مجلس الإدارة والرئيس التنفيذي**

شركة أولاد علي الغانم للسيارات (ش.م.ك) عامة

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العنوان: ص.ب ٢١٥٤٠ الصفاة ١٣٠٧٦ الكويت
هاتف: ٢٢٢٤٦٠٠٠(٩٦٥+) فاكس: ٢٤٨٣٠٥١١(٩٦٥+)
س.ت: ٣٩٩٣٤٧ | رأس المال المصدر والمدفوع: ٣٦,٠٧٥,٠٠٠ د.ك

نموذج الإفصاح عن المعلومات الجوهرية

Disclosure of Material Information Form

Date:	09/11/2025	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**
▪ The company (ALG) has conducted the Analysts/ Investors Conference for Q3 of the financial year 2025 via a live webcast at 02:00 PM on Sunday, 09/11/2025 (Kuwait local time). There was no new material information discussed during the conference. ▪ Attached is the presentation of the Analysts/ Investors Conference for Q3 of the Financial Year 2025.	▪ عقدت الشركة (الغانم) مؤتمر المحللين/ المستثمرين للربع الثالث من العام 2025 عن طريق بث مباشر على شبكة الإنترنت وذلك في تمام الساعة 02:00 بعد الظهر من يوم الأحد الموافق 2025/11/09 (وفق توقيت دولة الكويت). ولم يتم الإفصاح عن أي معلومات جوهرية جديدة خلال المؤتمر. ▪ مرفق العرض التقديمي لمؤتمر المحللين/ المستثمرين للربع الثالث 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

Q3 2025

November 9th 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. Arpit Bohara
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.

Q3 2025 (Jul'25 – Sep'25)	
Revenue KWD 77.6 mill (USD 253.1 mill)	**Net Profit** KWD 8.8 mill (USD 28.7 mill)

YTD 2025 (Jan'25 – Sep'25)	
Revenue KWD 219.9 mill (USD 717.3 mill)	**Net Profit** KWD 27.5 mill (USD 89.7 mill)

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

Passenger Cars: BMW, MINI, Rolls-Royce Motor Cars, McLaren, Land Rover, Geely, Haval, Great Wall, GWM Tank

Heavy Commercial Equipment: MAN, Hyundai Construction Equipment, Putzmeister, Kalmar, Fassi, Baoli

Auto Parts: Liqui Moly, Exide, NGK, Sumitomo, Roadstone, Kinforest, Livguard

REVENUE BREAKDOWN (YTD Sept 2025)

Passenger Cars

- BMW
- Land Rover
- Rolls Royce
- McLaren
- MINI
- Geely
- Great Wall
- Haval

Revenue
YTD 25 64%
YTD 24 71%

After Sales

- Service
- Body Shop
- Parts and Accessories

Revenue
YTD 25 11%
YTD 24 12%

Used Cars

- BMW
- Land Rover
- MINI
- Geely
- Haval

Revenue
YTD 25 16%
YTD 24 9%

Commercial Heavy Equipment

- MAN Truck & Bus
- Putzmeister
- Hyundai
- Baoli
- Fassi
- Service & Parts

Revenue
YTD 25 3%
YTD 24 3%

Rental and Leasing

- Renting among the available selection of affordable, luxury and ultra luxury vehicles
- Leasing of vehicles

Revenue
YTD 25 2%
YTD 24 2%

Synergistic Lines

- Sale of Aftermarket Products:
  - 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

Revenue
YTD 25 3%
YTD 24 2%

Technology Initiatives

- Luxury car booking service (Rove)

Revenue
YTD 25 1%
YTD 24 1%

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FINANCIAL OVERVIEW

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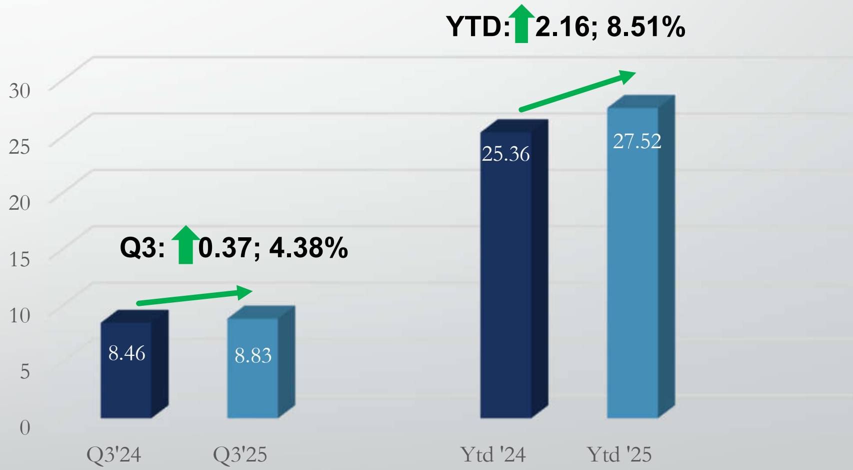
FINANCIAL OVERVIEW : Q3 2025 & YTD 2025

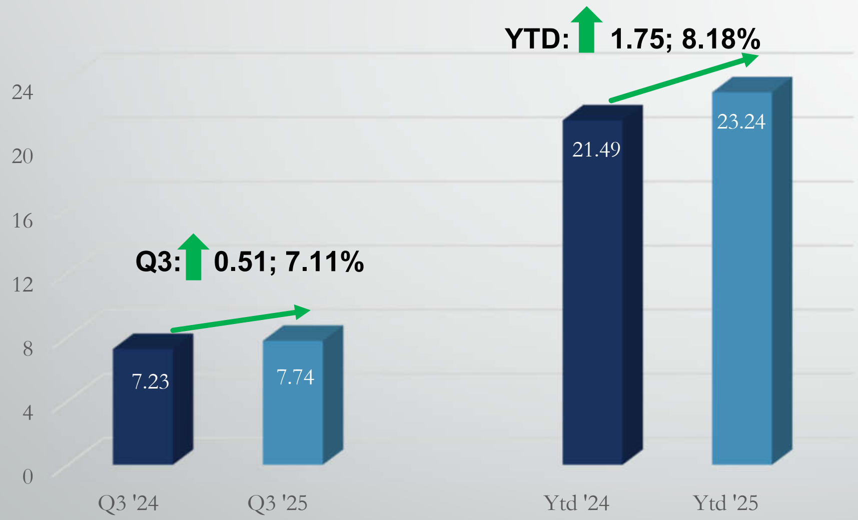
Revenue
(in KWD Million)

Net Profit
(in KWD Million)

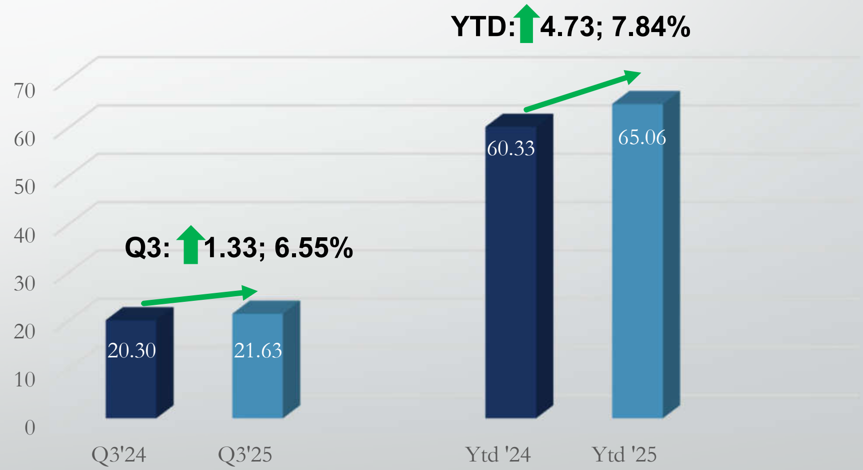


FINANCIAL OVERVIEW : Q3 2025 & YTD 2025

Profit attributable to equity holders (in KWD Million)



Earnings per share attributable to equity holders (in FILS)



INCOME STATEMENT – Q3 2025 (Jul – Sep)

Amount in KWD

INCOME STATEMENT	Q3'25	Q3'24	CHANGE
REVENUE	**77,606,947**	**56,409,127**	**37.58%**
Cost of sales and services rendered	(60,075,756)	(41,732,290)	43.96%
GROSS PROFIT	**17,531,191**	**14,676,837**	**19.45%**
Share of results of equity-accounted investees	784,409	980,286	(19.98)%
Net Expenses (S&D, Admin & Others)	(9,487,271)	(7,199,565)	31.78%
NET PROFIT	**8,828,329**	**8,457,558**	**4.38%**
Profit attributable to equity holders of parent company	7,742,063	7,228,164	7.11%
EARNINGS PER SHARE	**21.63**	**20.30**	**6.55%**

INCOME STATEMENT – YTD 2025 (Jan – Sep)

Amount in KWD

INCOME STATEMENT	YTD SEP '25	YTD SEP '24	CHANGE
REVENUE	**219,938,977**	**186,523,267**	**17.92%**
Cost of sales and services rendered	(168,614,858)	(140,117,723)	20.34%
GROSS PROFIT	**51,324,119**	**46,405,544**	**10.60%**
Share of results of equity-accounted investees	2,633,848	2,853,545	(7.70)%
Net Expenses (S&D, Admin & Others)	(26,440,769)	(23,900,277)	10.63%
NET PROFIT	**27,517,198**	**25,358,812**	**8.51%**
Profit attributable to equity holders of parent company	23,242,915	21,485,861	8.18%
EARNINGS PER SHARE	**65.06**	**60.33**	**7.84%**

BALANCE SHEET

Amount in KWD

BALANCE SHEET	Sep'25	Dec'24	CHANGE
ASSETS			
Property, plant, and equipment	120,763,030	119,347,817	1.19%
Other Non-Current assets	27,105,701	16,032,295	69.07%
Current assets	125,142,128	127,826,680	(2.10)%
TOTAL ASSETS	**273,010,859**	**263,206,792**	**3.72%**
Equity and Liability			
TOTAL EQUITY	**107,907,510**	**99,398,292**	**8.56%**
Non-current liabilities	62,712,682	58,387,894	7.41%
Current liabilities	102,390,667	105,420,606	(2.87)%
TOTAL LIABILITY	**165,103,349**	**163,808,500**	**0.79%**
Total Equity and Liabilities	**273,010,859**	**263,206,792**	**3.72%**

CASH FLOW STATEMENT

Amount in KWD

CASH FLOW STATEMENT	Sep’25	Sep’24
Cash from operating activities before working capital changes	36,516,460	31,851,096
Changes in working capital	(15,086,343)	(17,616,031)
Other items	(2,307,544)	(2,027,900)
NET CASH FLOWS (USED IN) FROM OPERATING ACTIVITIES	**19,122,573**	**12,207,165**
PPE & Intangible Assets	(8,343,908)	(10,035,940)
Investment in Associates & Others	(2,188,227)	(4,579,125)
NET CASH FLOWS USED IN INVESTING ACTIVITIES	**(10,532,135)**	**(14,615,065)**
Net movement in Islamic Finance payables & Finance Costs	24,029,441	13,984,831
Dividends Paid to Equity Holders & NCI	(21,189,094)	(20,022,188)
Lease Liability & Other movements	(1,872,883)	261,764
NET CASHFLOW FROM (USED IN) FINANCING ACTIVITIES	**967,464**	**(5,775,593)**
NET MOVEMENT IN CASH AND CASH EQUIVALENTS	**9,557,902**	**(8,183,493)**

KEY RATIOS – YTD SEP 25 (JAN – SEP)

KEY RATIOS		YTD Sep '25	YTD Sep '24
LIQUIDITY RATIOS			
Current Ratio	(Current Assets/Current Liabilities)	1.22	1.19
Quick Ratio	(Current Assets-Inventories/Current Liabilities)	0.47	0.36
Cash Ratio	(Cash/Current Liabilities)	0.26	0.16
PROFITABILITY RATIOS			
Gross Profit Margin	(Gross Profit/Revenue)	23.34%	24.88%
Net Profit Margin	(Net Profit/ Revenue)	12.51%	13.60%
PERFORMANCE RATIOS			
Return on Asset (ROA) TTM	(Net Profit/ Average Assets)	14.09%	14.49%
Return on Equity (ROE) TTM	(Net Profit/ Average Equity)	36.88%	38.76%
SOLVENCY RATIOS (Cash not adjusted)			
Bank Borrowing to Asset Ratio	(Debt/Total Assets)	0.25	0.22
Bank Borrowing to Equity Ratio	(Debt/Total Equity)	0.63	0.59

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Q&A SESSION

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Thank you

For Investor Relations

Please Visit or Contact us on

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