

# Investor Brief

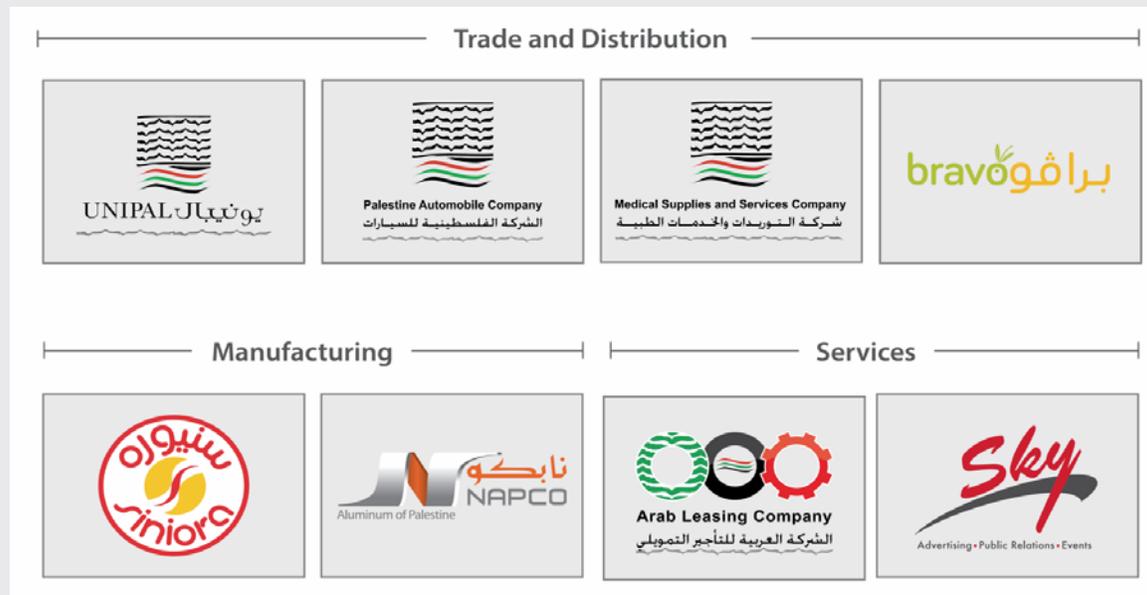
H1-2019



APIC أَيْبِك

يقودنا التميُّز Driven by Excellence

APIC is an investment holding company with subsidiaries operating across Palestine, Jordan, Saudi Arabia, and United Arab Emirates that offers quality products and services in three vital sectors including:



- Overview
- Total Revenues 2015-H1/2019
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# Overview

Year/Country of Establishment	1994 / British Virgin Islands (BVI)
Authorized Capital	USD 100 million
Paid-up Capital	USD 87.5 million
Number of Issued Shares	87.5 million shares
Par Value	USD 1
ISIN No.	PS4010112960
Listed On	Palestine Exchange (PEX)
Listing Date	March 2, 2014
Trading Symbol	APIC
Market	1 <sup>st</sup>
Index	Al-Quds Index
Sector	Investment
Book Value per Share as at June 30, 2019	USD 1.36
Share Close as at June 30, 2019	USD 2.34
Price/Book Ratio as June 30, 2019	1.72x

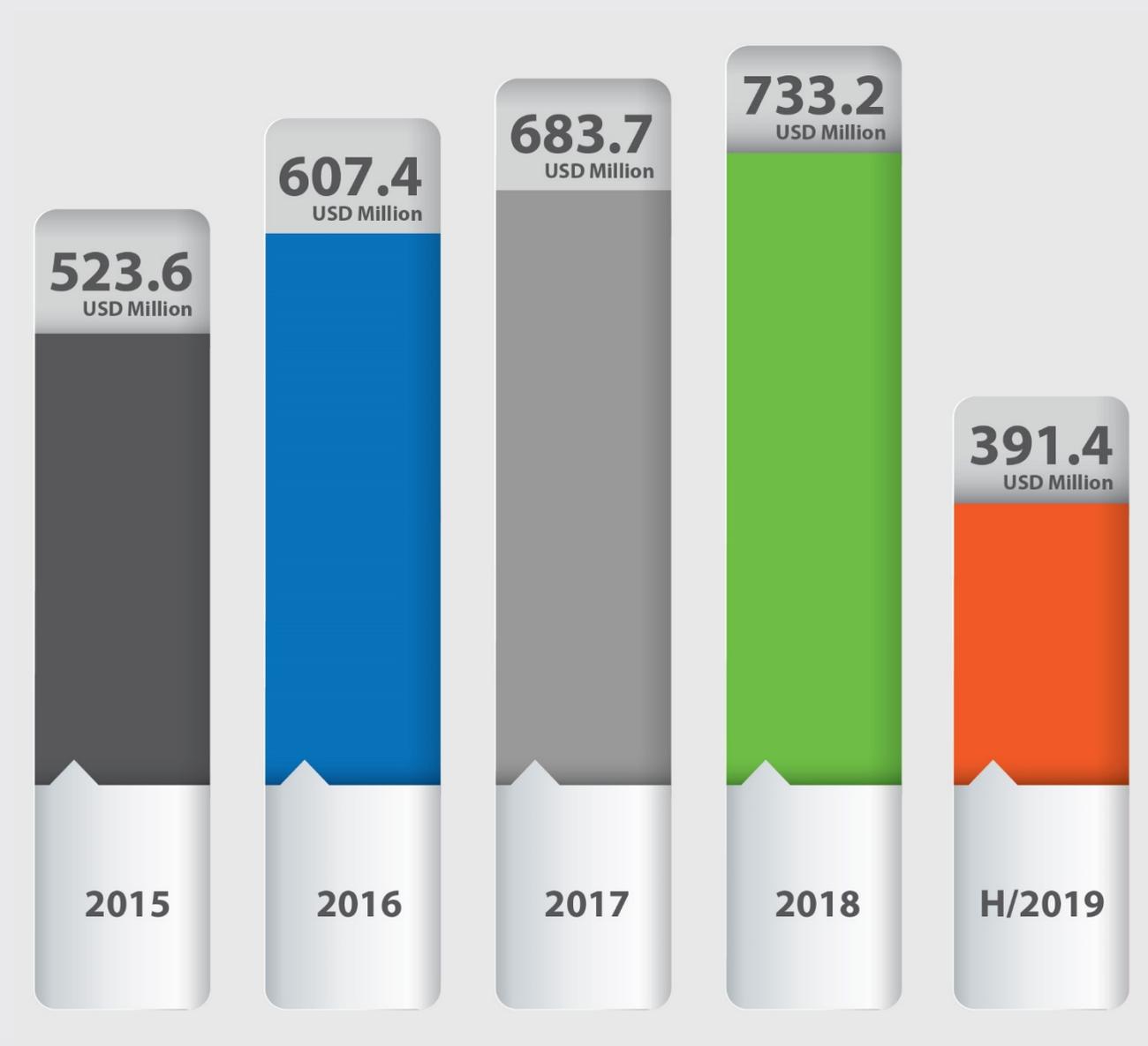
<b>Today</b>	<ul style="list-style-type: none"> <li>• Net profits attributed to APIC shareholders amounted to USD 13.1 million in 2018, a growth of 9.7% year on year.</li> <li>• Total revenues in 2018 amounted to USD 733.2 million, a growth of 7.24% year on year.</li> <li>• Paid-up capital of USD 87.5 million.</li> <li>• Authorized Capital of USD 100 million</li> <li>• Public shareholding listed and traded on Palestine Exchange (PEX: APIC)</li> <li>• 1,900 employees in Palestine, Jordan, Saudi Arabia and the United Arab Emirates.</li> </ul>	
	<b>2014</b>	<ul style="list-style-type: none"> <li>• Listed its shares on the Palestine Exchange (PEX) on March 2, 2014 (PEX: APIC).</li> <li>• Established Arab Leasing Company, Palestine.</li> </ul>
	<b>2013</b>	<ul style="list-style-type: none"> <li>• Became a public shareholding company.</li> </ul>
	<b>2000</b>	<ul style="list-style-type: none"> <li>• Established Arab Palestinian Shopping Centers Company, Palestine.</li> <li>• Acquired Sky Advertising and Promotion, Palestine.</li> </ul>
	<b>1998</b>	<ul style="list-style-type: none"> <li>• Acquired Unipal General Trading Company, Palestine.</li> <li>• Acquired Palestine Automobile Company, Palestine.</li> <li>• Acquired Medical Supplies and Services Company, Palestine.</li> </ul>
	<b>1996</b>	<ul style="list-style-type: none"> <li>• Acquired Siniora Food Industries Company, Palestine and Jordan.</li> <li>• Registered in Palestine as a foreign private shareholding company.</li> </ul>
<b>1995</b>	<ul style="list-style-type: none"> <li>• Acquired National Aluminum and Profiles Company, Palestine.</li> </ul>	
<b>1994</b>	<ul style="list-style-type: none"> <li>• Established and registered in BVI as a private investment holding company with a capital of USD 70 million.</li> </ul>	

Growth

Milestones

Business Inauguration

# Total Revenues 2015 – H1/2019



# Achievements of H1-2019

- APIC achieved net profits after tax of USD 10.2 million in the first half of 2019, a growth of 26.7% year on year, while net profits attributed to APIC shareholders amounted to USD 8.3 million in the first half of 2019, a growth of 46.4% year on year.
- In its ordinary meeting on May 2, 2019, APIC's general assembly ratified the dividend distribution of 12.8% as follows:
  - ✓ Cash dividends amounting to USD 5 million, representing 6.1% of the share's par value
  - ✓ Share dividends amounting to 5.5 million shares, representing 6.7% of the share's par value.
- The general assembly of the National Aluminum & Profiles Company (NAPCO), a subsidiary of APIC, ratified the increase of the company's paid-in capital through the distribution of share dividends to its shareholders amounting to 414,000 shares, representing 6% of the company's pro-forma paid-in capital.
- APIC subsidiary Unipal General Trading Company obtained the exclusive distribution rights in Palestine for Edita, a leader in confectionary products in Egypt and a strong brand in Arabian markets. Unipal launched Freska of Edita in the Palestinian market, which includes eight products at competitive prices and with strong positioning, with more categories slated to be launched in the near future. Unipal also expanded its main warehouse distribution center in Ramallah, Palestine. The extension is made up of two warehouses that encompass up to 600 pallets that are monitored 24 hours a day, seven days a week through an advanced online system.
- APIC subsidiary Palestine Automobile Company (PAC) launched its new showroom and maintenance center for Fiat-Chrysler Automobiles (Fiat, Fiat Professional, Alfa Romeo, Chrysler, Jeep, Dodge and Ram brands) in Nablus, Palestine. The new center is one-of-a-kind in the northern governorate of West Bank, and includes advanced equipment and technologies. This is directly in line with PAC's vision to expand in the local market and offer excellence in after-sale services via state-of-the-art service centers.

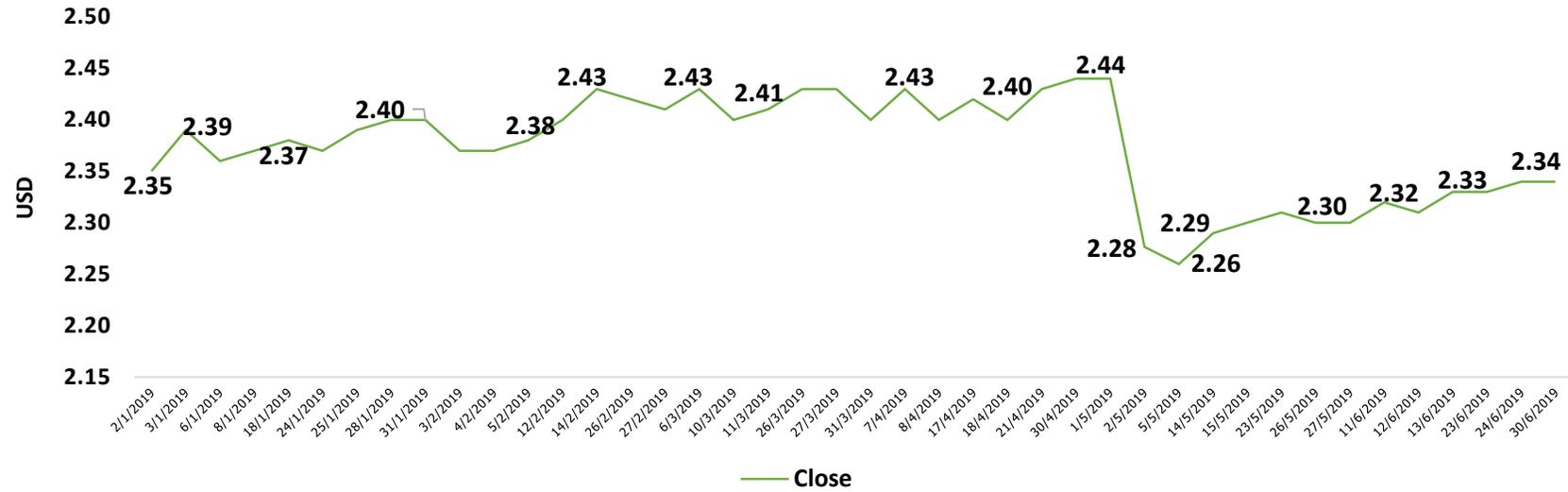
# Share Performance

Jan. 2- June 30, 2019

## Trading Statistics

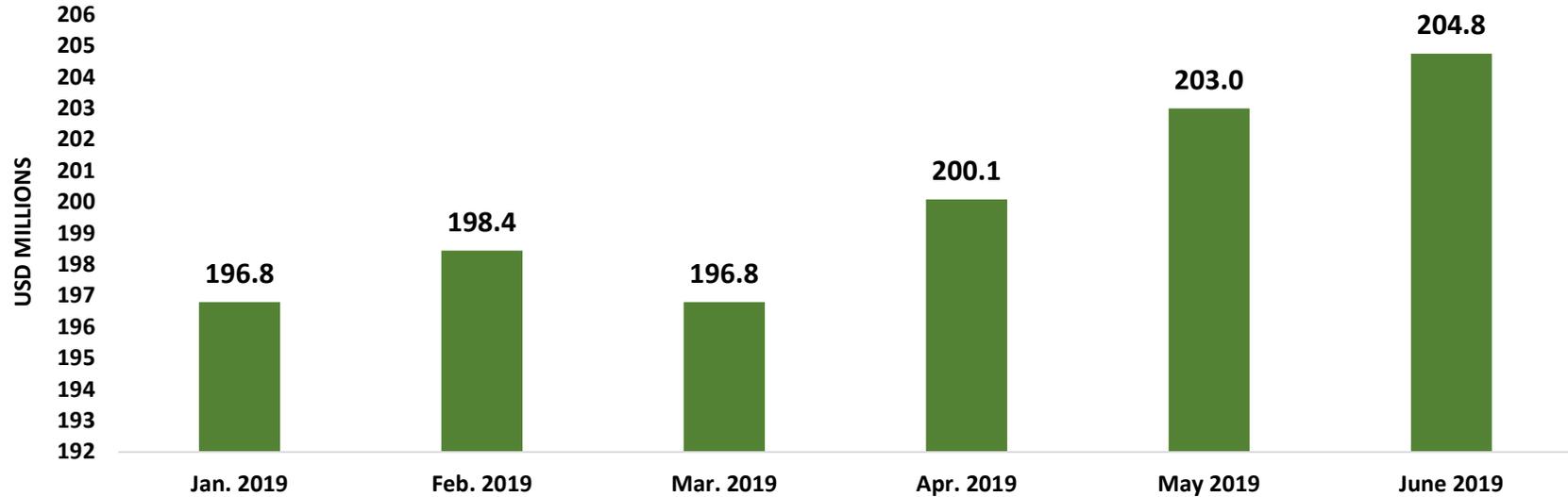
Open (January 2)	USD 2.33
Close (June 30)	USD 2.34
High	USD 2.44
Low	USD 2.26
Trading Volume	4,375,784 shares
Trading Value	USD 10,319,484
Number of Transactions	1002
Daily Average Turnover Value	USD 104,237
Market Cap as at June 30, 2019	USD 204,750,000
Free Float	44.8%
Turnover Ratio	5%
P/E Ratio	13.8x

### APIC's Share Performance (USD)



Stock price was adjusted by PEX on May 2, 2019 by the stock dividend payout ratio of 6.7%

### APIC's Market Capitalization (USD millions)



# Financial Performance

Item (USD millions)	30/06/2019	30/06/2018	% Change
Revenues	391.35	346.86	12.83%
EBITDA	22.68	19.19	18.17%
Net Profit After Tax	10.19	8.04	26.68%
Net Profit (APIC Shareholders)	8.31	5.67	46.42%
Earnings Per Share (USD)	0.095	0.076	25.50%
Adjusted Earnings Per Share (USD)*	0.095	0.070	34.70%
Item (USD millions)	30/06/2019	31/12/2018	% Change
Total Assets	412.31	383.14	7.62%
Capital	87.50	82.00	6.71%
Net Equity (APIC Shareholders) **	119.12	115.89	2.79%
Book Value Per Share (USD)	1.36	1.41	-3.67%
Adjusted Book Value Per Share (USD) ***	1.45	1.41	3.03%

\* Earnings per share (EPS) for the period ended June 30, 2018 were adjusted according to the weighted average number of shares of 80.5 million instead of 75 million shares resulting from the capitalization of retained earnings in accordance with the International Accounting Standards (IAS 33) requirements.

\*\* During the first half of 2019, USD 5 million was distributed to APIC's shareholders as cash dividend reducing the net equity attributed to APIC shareholders by same amount.

\*\*\* For fair comparison purposes, share capital increase of 6.7% in May 2019 was neutralized to demonstrate consistent ratio performance comparison.

# APIC Investments

Subsidiaries	Ownership %	Country of Registration	Country of Operations	Main Activities & Operations
<b>Manufacturing Sector</b>				
National Aluminum and Profiles Company PLC	72.99% <sup>(1)</sup>	Palestine	Palestine, Jordan	Manufacturing of aluminum and profiles
Siniora Food Industries Company PLC	65.77% <sup>(2)</sup>	Jordan	Jordan, Palestine, Saudi Arabia, UAE	Manufacturing of cold cuts, luncheon canned meat and frozen meat
<b>Trade and Distribution Sector</b>				
Unipal General Trading Company PSC	93.41%	Palestine	Palestine	Distribution of consumer products
Palestine Automobile Company PSC	100%	Palestine	Palestine	Distribution of cars and after-sales services
Medical Supplies and Services Company PSC	100%	Palestine	Palestine	Distribution of medical supplies, equipment and healthcare products
Arab Palestinian Shopping Centers Company PSC	99.78% <sup>(3)</sup>	Palestine	Palestine	Operating shopping centers and Bravo, the largest supermarket chain in Palestine
<b>Services Sector</b>				
Sky Advertising and Promotion Company PSC	100%	Palestine	Palestine	Advertising, public relations and event management
Arab Leasing Company PSC	100%	Palestine	Palestine	Leasing of vehicles
Arab Palestinian Storage and Cooling Company PSC	68.47% <sup>(4)</sup>	Palestine	Palestine	Storage and cooling
<p>(1) This percentage represents APIC's direct ownership of 70.96% in addition to its indirect ownership of 2.03 % through its subsidiary Unipal.</p> <p>(2) This percentage represents APIC's direct ownership of 65.633% in addition to its indirect ownership of 0.137% through its subsidiary Unipal.</p> <p>(3) This percentage represents APIC's direct ownership of 99.16% in addition to its indirect ownership of 0.62% through its subsidiary Unipal.</p> <p>(4) This percentage represents APIC's direct ownership of 31.1% in addition to its indirect ownership of 37.37% through its subsidiary Unipal.</p>				

Other Investments	Country	Number of Shares	Ownership %
Bank of Palestine	Palestine	5,438,615	2.67%
Palestine Private Power Company*	Palestine	186,364	4.55%
MadfoatCom	Jordan	224,162	5.93%
Palestine Power Generation Company	Palestine	800,000	4%
Islamic Finance House Company	Jordan	615,000	7.5%
Al-Fares National Company for Investment & Export (Optimiza)	Jordan	354,000	2.21%

\* Unipal owns the same number of shares in Palestine Private Power Company



Investor Relations & Corporate Communication

Tel: +970 2 297 7040

Mobile: +970 569 400 449

Email: [fida@apic.com.jo](mailto:fida@apic.com.jo)

[www.apic.ps](http://www.apic.ps)