



APIC أَيْبِكْ

**Investor Brief**  
**Preliminary Results-2017**

**Financial information in this document is preliminary and may change after the issuance of the final audited financial statements.**



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

Trade and Distribution



Manufacturing



# Contents

- Overview
- Achievements of 2017
- Stock Performance
- Financial Performance
- APIC Investments
- Contact



# Overview

<b>Today</b>	<ul style="list-style-type: none"> <li>• Net profits after tax amounted to USD 17.45 million in 2017, a growth of 46% year on year, while net profits attributed to APIC shareholders amounted to USD 11.87 million in 2017, a growth of 44% year on year.</li> </ul>
	<ul style="list-style-type: none"> <li>• Total revenues in 2017 amounted to USD 686.9 million, a growth of 13% year on year.</li> </ul>
	<ul style="list-style-type: none"> <li>• Paid-up capital of USD 70 million.</li> </ul>
	<ul style="list-style-type: none"> <li>• Public shareholding listed and traded on Palestine Exchange (PEX: APIC)</li> </ul>
	<ul style="list-style-type: none"> <li>• Over 1,650 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 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>• Transformed into 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, Public Relations and Event Management Company, 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

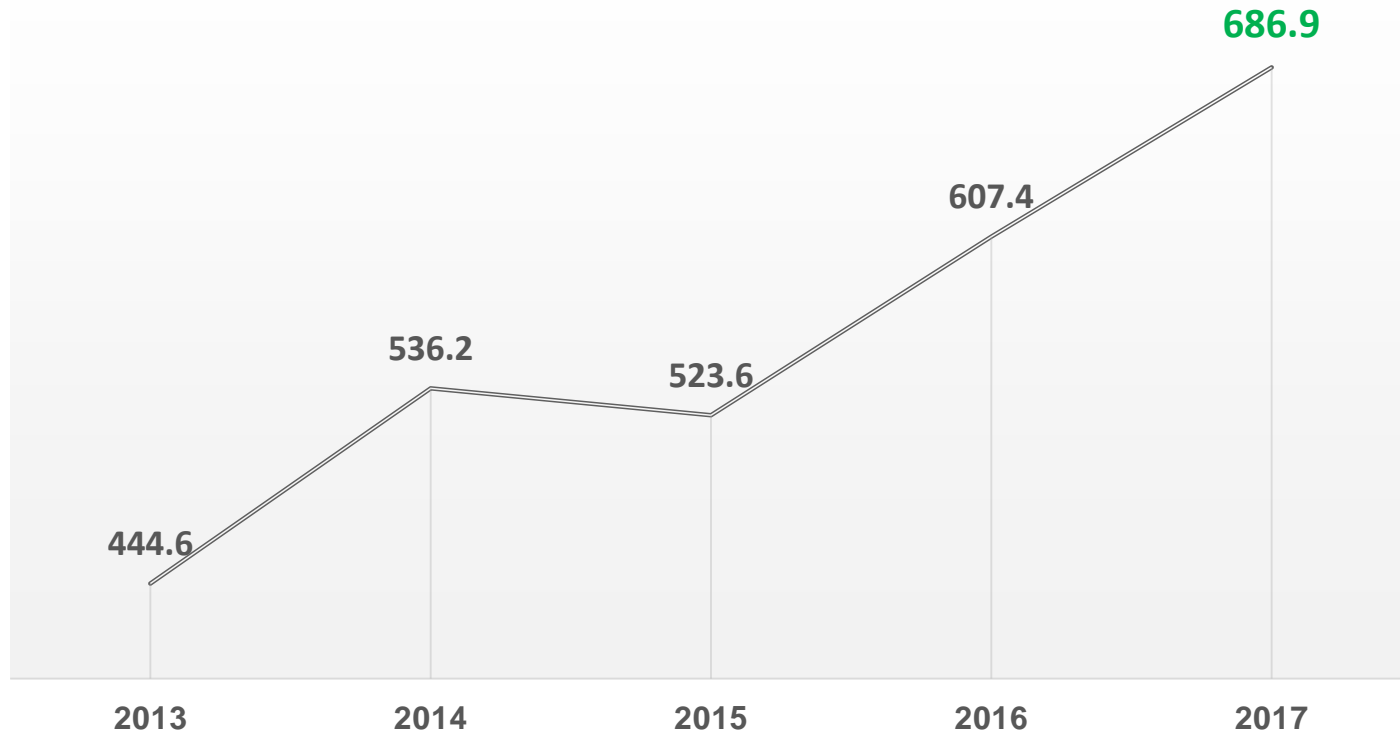
# Overview

Year/Country of Establishment	1994 / British Virgin Islands “BVI”
Authorized Capital	USD 70 million
Paid-up Capital	USD 70 million
# of issued Shares	70 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 December 31, 2017	USD 1.34
Share close as at December 31, 2017	USD 1.98
Price/Book ratio as at December 31, 2017	1.48x



# Overview

## Total revenues 2013-2017 (USD millions)



# Achievements of 2017

- APIC achieved net profits after tax of USD 17.45 million in 2017, a growth of 46% year on year, while net profits attributed to APIC shareholders amounted to USD 11.87 million in 2017, a growth of 44% year on year.
- In line with the global trends in utilizing renewable energy and environment friendly sources, APIC subsidiaries, Unipal General Trading Company and Palestine Automobile Company installed solar panels of 141 Kwp at the main distribution center and 77 Kwp at the Hyundai headquarters respectively.
- In a step towards an eco-friendly smoke-free environment, APIC subsidiary Unipal General Trading Company launched IQOS in Palestine. This came following the exclusive distribution rights Unipal received from Philip Morris International (PMI) to launch IQOS in Palestine, the first Arab country to launch the product and the twenty-ninth globally, following European markets, Japan, South Korea and Canada, among others. IQOS's heat-not-burn product is a breakthrough tobacco heating system with sophisticated electronics that heats specially designed tobacco units just enough to release a flavorful nicotine-containing vapor without burning the tobacco. So far, over 3.7 million consumers have switched to IQOS worldwide. According to PMI statements, IQOS is the result of over ten years of research and development and around USD 3 billion in investments to create a smoke-free, potentially less harmful product.



# Achievements of 2017

- Siniora factories in Jordan and Palestine received a highly- ranked international food safety certificate, the FSSC: Food Safety System Certificate 22000 (ISO/TS22002-1), which represents the adoption of the highest food security standards worldwide and is recognized by key international organizations including the European Food and Beverage Association, the American Manufacturing Association and the Global Food Safety Initiative.
- In line with its future expansion strategy in the region, APIC subsidiary Siniora Food Industries purchased a 3,500-square-meter warehousing facility in Riyadh, Saudi Arabia at a total cost of USD 2 million. The company also purchased a 11,590 square-meter land in the Industrial Estate in Amman, Jordan at a total cost of USD 1.55 million, as a preparatory step to expand its plant in Jordan.
- Siniora subsidiary, Diamond Meat Processing Company (Al-Masa) which is based in Dubai, UAE has been accredited by the Saudi Food and Drug Authority to export its meat products to Saudi Arabia.
- Unipal signed a distribution agreement with Wataniya Mobile Company for the distribution of Wataniya products in the Gaza market, a move that is in line with the strategic partnership and expansion plan of both companies throughout Palestine.



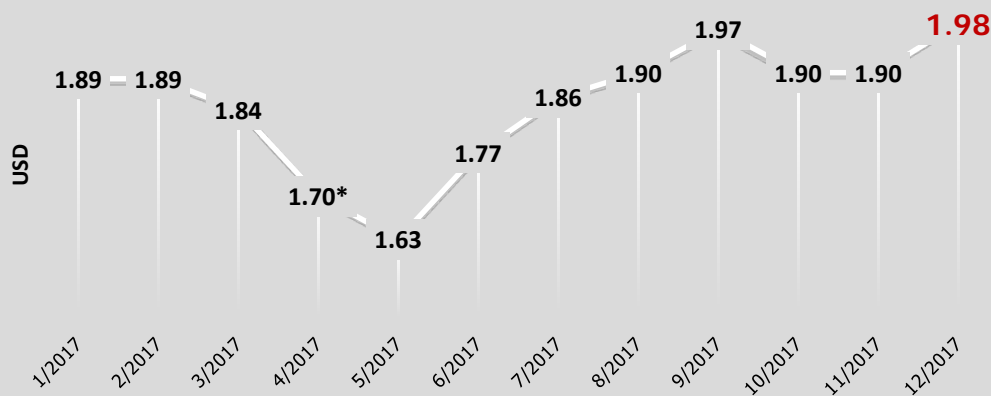
# Achievements of 2017

- APIC subsidiary Palestine Automobile Company (PAC) inaugurated its new Hyundai headquarters in Ramallah, Palestine completed at a cost of USD 4 million. This sizable investment includes a state-of-the-art service center, a large spare parts division and a new body/paint workshop. The center will be the base for the future growth of Hyundai in Palestine, and offers customers the ideal conditions to service their vehicles, including those that run on hybrid and electric technologies. PAC also launched the first mainstream hybrid vehicle in the Palestinian market, the IONIQ Hybrid. This beautifully-designed and high performance vehicle combines fuel-saving technologies with eco-friendly safety systems, a modern design and integrated supplies. PAC also refurbished its Hyundai showrooms in Ramallah, Nablus and Hebron, bringing them up to the global standard set by Hyundai Motor Company.
- APIC subsidiary National Aluminum and Profiles Company (NAPCO) received distribution rights for an integrated engineering software Orgadata Logikal® in Palestine- NAPCO Pro. Orgadata is a German company that develops software for the commercial aluminum business. This software calculates aluminum quantities and provides power analysis for infrastructure projects and facade constructions. This comes as part of NAPCO's commitment to continuously provide high-tech services that are on par with international practices, and as part of its strategy to provide engineering and software solutions for the construction sector at large and the aluminum sector in specific.



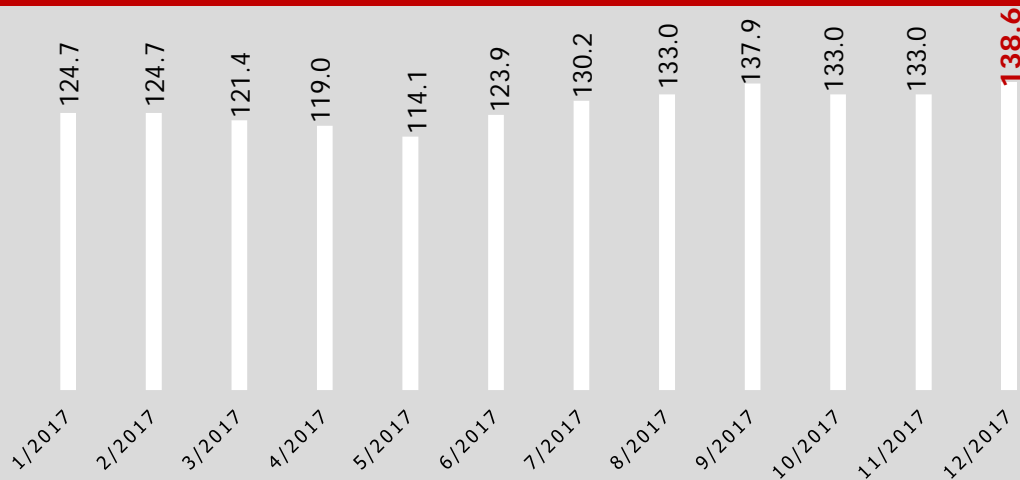
# Stock Performance

## APIC's Stock Performance 2017



\* Stock price was adjusted by PEX in April 2017 by the stock dividend payout ratio of 6.06%

## APIC's Market Capitalization 2017 USD millions



## Trading Statistics 2017

Open (January 3)	USD 1.88
Close (December 31)	USD 1.98
High	USD 1.98
Low	USD 1.62
Trading Volume	19,535,525 shares
Trading Value	USD 36,345,261
Number of Transactions	2,884
Daily Average Turnover Value	USD 160,111
Market Cap as at 31/12/2017	USD 138,600,000
Free Float	45%
Turnover Ratio	28%
P/E Ratio	11.65x

# Financial Performance

	31/12/2017 (Preliminary)	31/12/2016 (Audited)	% Change
USD million			
Revenues	686.87	607.36	13.09%
EBITDA	38.72	30.65	26.34%
Net Profits After Tax	17.45	11.94	46.05%
Net Profits(APIC Shareholders)	11.87	8.24	44.01%
Earnings Per Share (USD)	0.170	0.125	35.78%
Adjusted Earning Per Share*	0.180	0.125	44.01%
Total Assets	355.11	329.78	7.68%
Capital	70.00	66.00	6.06%
Net Equity (APIC Shareholders) **	93.82	85.89	9.24%
Book Value Per Share (USD)	1.340	1.301	3.00%
Adjusted Book Value Per Share (USD) *	1.422	1.301	9.24%

\* For fair comparison purposes, share capital increase of 6.06% in May 2017 was neutralized to demonstrate consistent ratio performance comparison.

\*\* During the first half of 2017, USD 3,960,000 million was distributed to APIC's shareholders as cash dividend reducing the net equity attributed to APIC shareholders by same amount.



# APIC Investments

Subsidiaries	Ownership %	Country of Operations
<b>Manufacturing Sector</b>		
National Aluminum & Profiles Company (NAPCO)	70.96%	Palestine, Jordan
Siniora Food Industries Company (Siniora)	61.18%	Jordan, Palestine, Saudi Arabia, UAE
<b>Trade &amp; Distribution Sector</b>		
Arab Palestinian Shopping Centers Company (BRAVO)	99.11%	Palestine
Palestine Automobile Company (PAC)	100%	Palestine
Medical Supplies and Services Company (MSS)	50%	Palestine
Unipal General Trading Company (Unipal)	93.4%	Palestine
<b>Services Sector</b>		
Sky Advertising, Public Relations and Event Management (Sky)	100%	Palestine
Arab Leasing Company	100%	Palestine
<b>Other Investments</b>		
	<b>Number of Shares</b>	<b>Ownership %</b>
Palestine Private Power Company*	186,364	4.55%
Palestine Power Generation Company	800,000	4%
Bank of Palestine	5,093,244	2.55%

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

# Contact



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