



APIC أيبك

Investor Brief

Q1/2016



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:

Manufacturing



Trade and Distribution

براڤو bravov



Services



APIC آيبك

Contents

- Overview
- Developments in Q1/2016
- Shareholder Structure
- Stock Performance
- Financial Performance
- APIC Investments
- Contact



Overview

Business Inauguration

1994-1998

1994	<ul style="list-style-type: none"> Established and registered in BVI as a private investment holding company with capital of USD70 million
1995	<ul style="list-style-type: none"> Acquired National Aluminum and Profiles Co., Palestine
1996	<ul style="list-style-type: none"> Acquired Siniora Food Industries Co., Palestine and Jordan Registered in Palestine as a foreign private shareholding company
1998	<ul style="list-style-type: none"> Acquired Unipal General Trading Co., Palestine Acquired Palestine Automobile Co., Palestine Acquired Medical Supplies and Services Co., Palestine

Milestones

2000-2014

2000	<ul style="list-style-type: none"> Established Arab Palestinian Shopping Centers Co., Palestine Acquired Sky Advertising, Public Relations and Event Management Co., Palestine
2013	<ul style="list-style-type: none"> Transformed into a public shareholding company
2014	<ul style="list-style-type: none"> Listed its shares on Palestine Exchange on March 2, 2014 Established Arab Leasing Co., Palestine

Growth

TODAY

<ul style="list-style-type: none"> Public shareholding listed and traded on Palestine Exchange (PEX: APIC)
<ul style="list-style-type: none"> Paid up capital USD60 million
<ul style="list-style-type: none"> Revenues in 2015 amounted to USD523.6 million
<ul style="list-style-type: none"> 1600 employees in Palestine, Jordan, KSA, UAE



APIC **أبي**

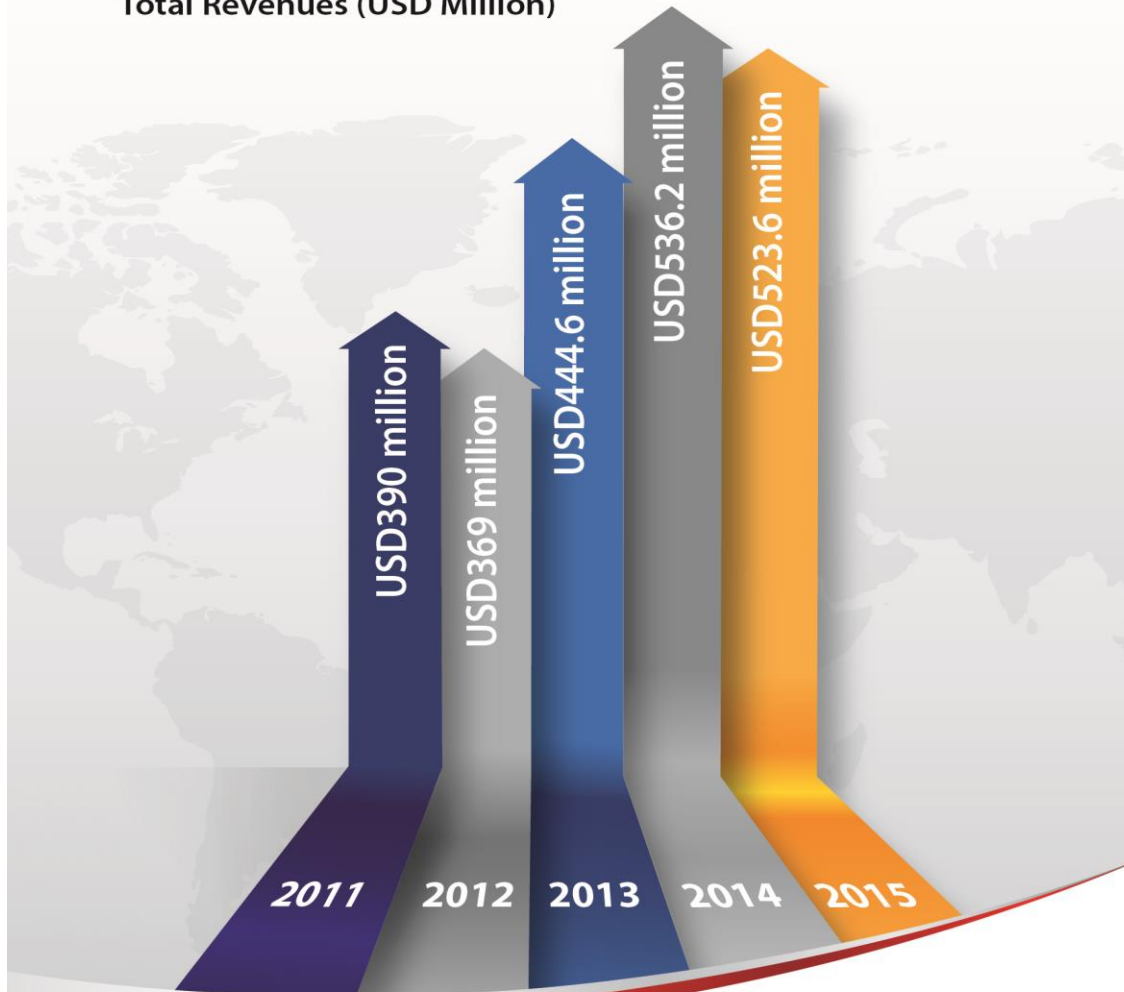
Overview

Year/Country of Establishment	1994 / British Virgin Islands “BVI”
Authorized Capital	USD70 million
Paid Up Capital	USD60 million
# of issued Shares	60 million shares
Par Value	USD1
ISIN No.	PS4010112960
Listed on	Palestine Exchange (PEX)
Listing Date	March 2 , 2014
Trading Symbol	APIC
Market	1st
Index	Al-Quds Index
Sector	Investment
Book Value per Share as at March 31, 2016	USD1.42
Share Price as at March 31, 2016	USD1.23
Price/Book Ratio as at March 31, 2016	0.87



Overview

Total Revenues (USD Million)



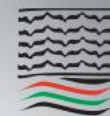
Developments in Q1/2016

- APIC achieved net profit after tax of USD3.03 million in the first quarter of 2016, **a growth of 15%** compared to the first quarter of 2015, while net profit attributed to APIC's shareholders amounted to USD2.154 million in the first quarter of 2016, **a growth of 20%** compared to the first quarter of 2015.
- APIC increased its ownership percentage in its subsidiary Unipal General Trading Company (Unipal). APIC bought 486,119 shares from Al Huda Holding, increasing its shareholding from 4,184,324 shares (83.6%) to 4,670,443 shares (93.4%).
- As part of its expansionary strategy, APIC's subsidiary, Siniora Food Industries (Siniora) acquired 70% of Diamond Meat Processing Company in Dubai, UAE, for USD12 million. This acquisition should enhance Siniora's regional market share, especially in the GCC.
- During the second week of March, Siniora launched its new line of frozen meat products in Jordan, which includes more than 35 products.



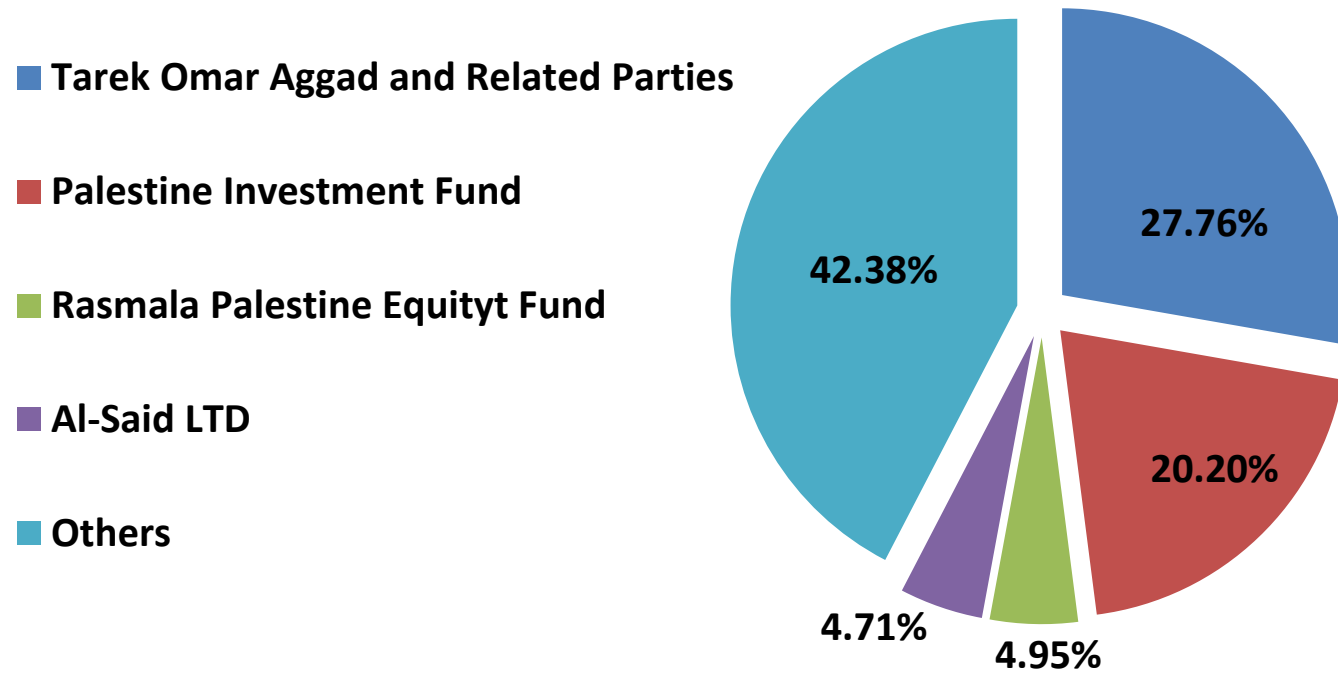
Developments in Q1/2016

- APIC's subsidiary, Arab Palestinian Shopping Centers (Bravo) launched its new Bravo supermarket in Nablus, Palestine. The store is the largest in Palestine, with a total retail area of 2300 square meters built over a 10,000-square-meter plot, and employs over 100 women and men. The complex includes, in addition to Bravo supermarket, a coffee shop (Jasmine), a children's indoor play area (Happy Land), a showroom for the Chrysler Fiat Group as well as a branch of Wataniya Mobile.
- APIC's subsidiary, National Aluminum and Profiles Company (NAPCO) expanded its portfolio of products by adding two new products that serve folding doors and featuring a special glazing for the thermal break system.
- APIC's subsidiary, Palestine Automobile Company (PAC) inaugurated its new Fiat Chrysler Automobiles showroom in Nablus, Palestine. In March 2016, PAC also launched the all-new Hyundai Tucson in the Palestinian market. PAC also launched the Alfa Romeo Giulietta in Palestine for the first time.



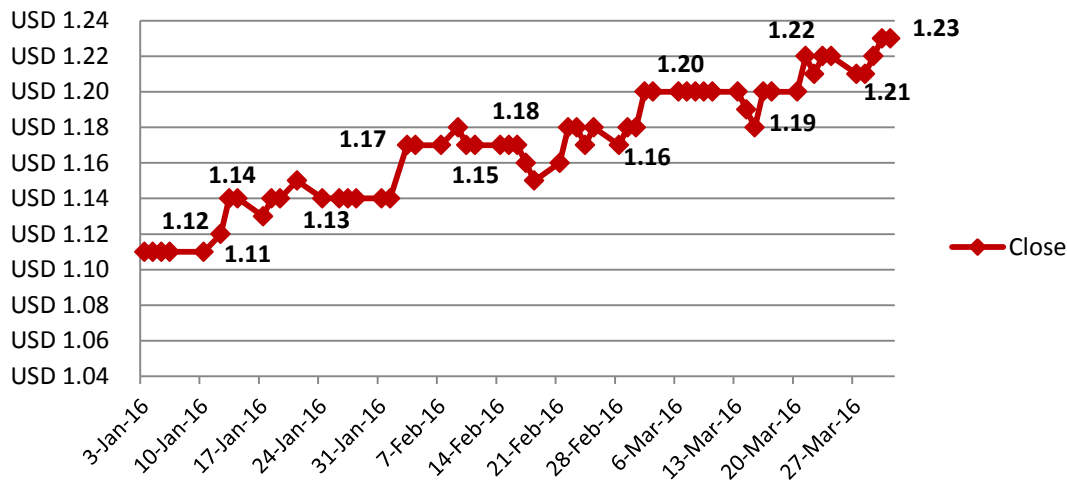
Shareholder Structure

APIC's Shareholder Structure- March 31, 2016

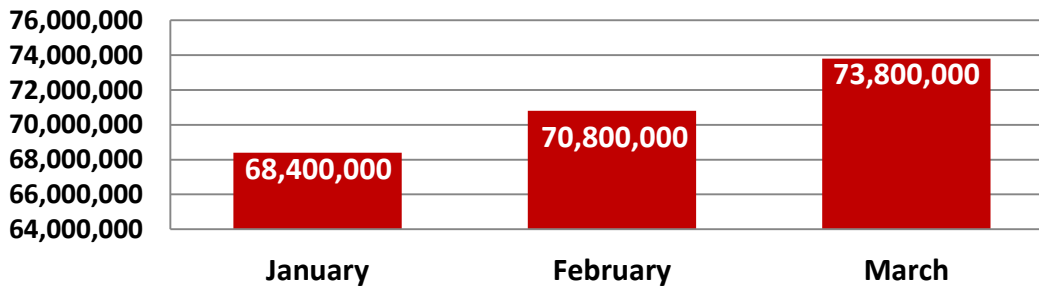


Stock Performance

APIC's Stock Performance (Jan 3 – March 31, 2016)



APIC's Market Cap. (USD) 2016



Trading Statistics Jan 3- March 31, 2016

Open (Jan.4)	USD1.11
Close (Mar. 31)	USD1.23
High	USD1.23
Low	USD1.11
Trading Volume	4,331,015 shares
Trading Value	USD5,073,675
Number of Transactions	706
Daily Average Turnover Value	85,994
Market Cap as at 31/03/2016	USD73,800,000
Free Float	46.35%
Turnover Ratio	7.22%
2015 Trailing P/E Ratio	10.34x



APIC أيبى

Financial Performance

Q1/2016

Item (million USD)	31/03/2016	31/03/2015	% Change
Revenues	129.62	116.93	10.8%
EBITDA	7.19	6.82	5.3%
Net Profit after Tax	3.03	2.63	15.0%
Net Profit (APIC Shareholders)	2.15	1.79	20.1%
Earnings per Share (USD)	0.036	0.030	20.1%
	31/3/2016	31/12/2015	% Change
Total Assets	301.12	278.54	8.1%
Capital	60.00	60.00	0%
Net Equity (APIC Shareholders)	84.94	81.60	4.1%
Book Value per Share (USD)	1.42	1.36	4.1%



APIC Investments

Subsidiaries	Ownership %	Country of Operations
Manufacturing Sector		
National Aluminum & Profiles Company (NAPCO)	70.61%	Palestine, Jordan
Siniora Food Industries Company (Siniora)	61.18%	Jordan, Palestine, Saudi Arabia, UAE
Trade & Distribution Sector		
Arab Palestinian Shopping Centers Company (BRAVO)	86.00%	Palestine
Palestine Automobile Company (PAC)	100.00%	Palestine
Medical Supplies and Services Company (MSS)	50.00%	Palestine
Unipal General Trading Company (Unipal)	93.4%	Palestine
Services Sector		
Sky Advertising, Public Relations and Event Management (Sky)	100.00%	Palestine
Arab Leasing Company	100.00%	Palestine
Other Investments		
	Number of Shares	Ownership %
Palestine Electricity Holding Company *	1,827,275	9.09%
Palestine Power Generating Company	400,000	4.00%
Bank of Palestine Ltd.	4,436,035	2.4%

* Unipal owns the same number of shares in Palestine Electricity Company

Contact



Investor Relations & Corporate Communication

Tel: +970 2 297 7040

Mobile: +970 569 400 449

Email: fida@apic.com.jo ; apic@apic.com.jo

www.apic.ps

