



Investor Brief Q1-2018



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



Services

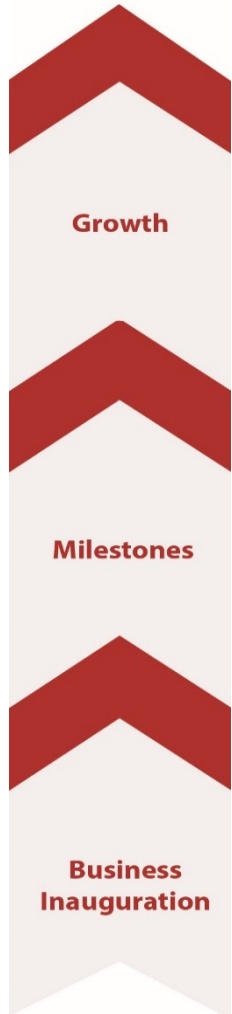


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Overview



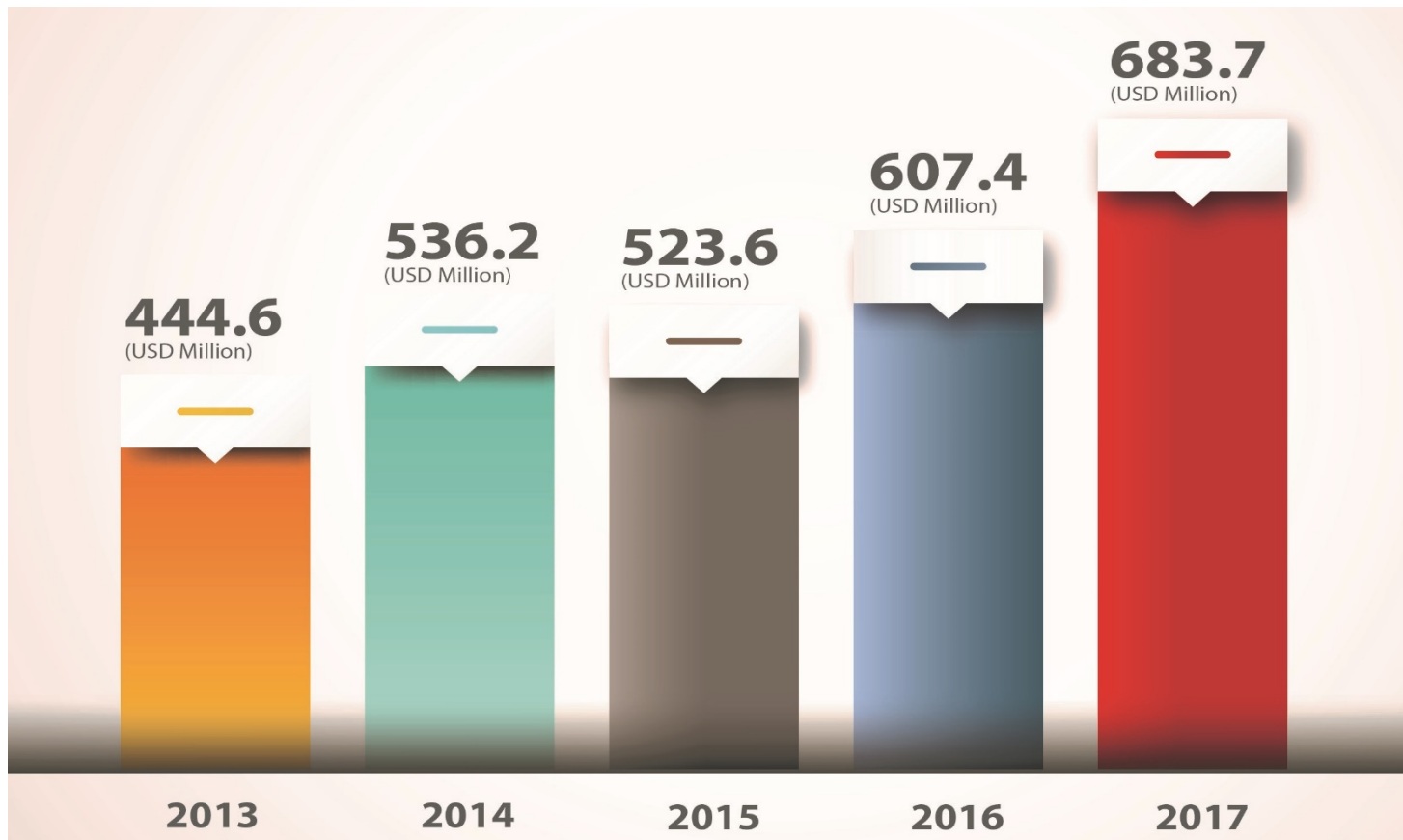
Today	<ul style="list-style-type: none"> Total revenues in 2017 amounted to USD 683.7 million, a growth of 13% year on year. 	
	<ul style="list-style-type: none"> Paid-up capital of USD 70 million. 	
	<ul style="list-style-type: none"> Public shareholding listed and traded on Palestine Exchange (PEX: APIC) 	
	<ul style="list-style-type: none"> Over 1,650 employees in Palestine, Jordan, Saudi Arabia and the United Arab Emirates. 	
<hr/>		
2014	<ul style="list-style-type: none"> Listed its shares on the Palestine Exchange (PEX) on March 2, 2014 (PEX: APIC). Established Arab Leasing Company, Palestine. 	
2013	<ul style="list-style-type: none"> Transformed into a public shareholding company. 	
2000	<ul style="list-style-type: none"> Established Arab Palestinian Shopping Centers Company, Palestine. Acquired Sky Advertising, Public Relations and Event Management Company, Palestine. 	
	<hr/>	
1998	<ul style="list-style-type: none"> Acquired Unipal General Trading Company, Palestine. Acquired Palestine Automobile Company, Palestine. Acquired Medical Supplies and Services Company, Palestine. 	
	1996	<ul style="list-style-type: none"> Acquired Siniora Food Industries Company, Palestine and Jordan. Registered in Palestine as a foreign private shareholding company.
		1995
1994	<ul style="list-style-type: none"> Established and registered in BVI as a private investment holding company with a capital of USD 70 million. 	

> 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	1st
Index	Al-Quds Index
Sector	Investment
Book value per share as at March 31, 2018	USD 1.39
Share close as at March 31, 2018	USD 2.22
Price/Book ratio as at March 31, 2018	1.6x

> Overview

Total revenues 2013-2017 (USD millions)

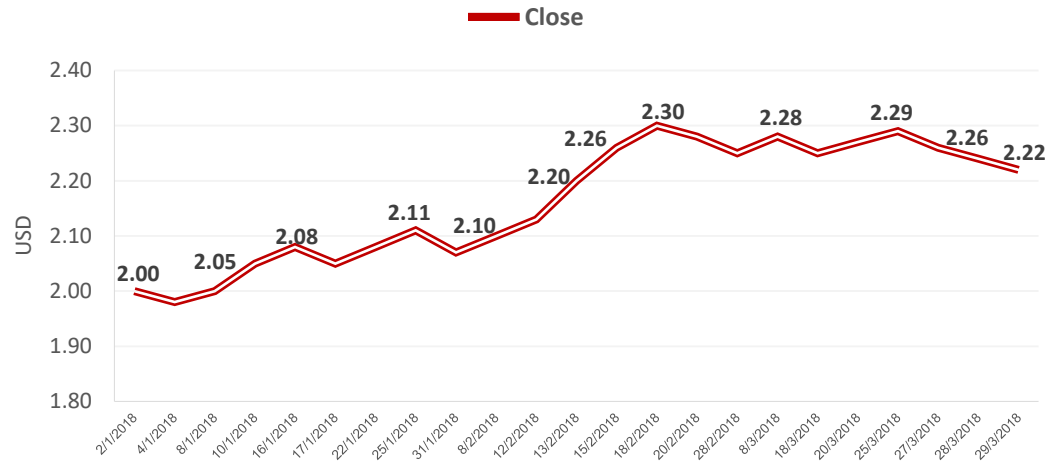


> Achievements of Q1/2018

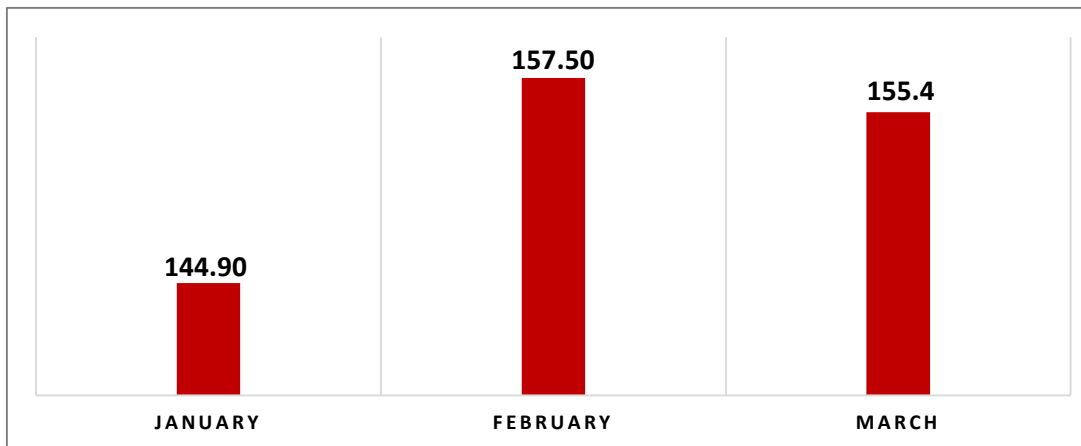
- APIC achieved net profits after tax of USD 4.56 million in the first quarter 2018, a growth of 27.6% versus same period last year, while net profits attributed to APIC shareholders amounted to USD 3.16 million in the first quarter 2018, a growth of 51.2 % versus same period last year.
- APIC increased its shareholding ownership percentage from 61.18% to 65.68% in its subsidiary Siniora Food Industries.
- In line with its strategic plan to diversify its investments, APIC acquired a 6.2% stake in MadfoatCom in Jordan, in a deal worth USD 2.3 million. Established in 2011, MadfoatCom is a leading financial services technology company that provides e-payment services. It is the operator of the national integrated e-payment platform in Jordan, E-Bills, which was established in partnership with the Central Bank of Jordan.
- APIC subsidiary Siniora Food Industries distributed USD 7.3 million in profits to its shareholders, representing 23.63% of the company's paid-up capital- 10% as cash dividends amounting to USD 3.1 million and 13.63% as three million bonus shares.

> Stock Performance

**APIC's Stock Performance (USD)
January - March 2018**



**APIC's Market Capitalization (USD millions)
January - March 2018**



Trading Statistics January- March 2018

Open (January 2)	USD 1.98
Close (March 31)	USD 2.22
High	USD 2.30
Low	USD 1.97
Trading Volume	4,182,353 shares
Trading Value	USD 9,057,163
Number of Transactions	905
Daily Average Turnover Value	USD 158,898
Market Cap as at 31/3/2018	USD 155,400,000
Free Float	46.1%
Turnover Ratio	6%
Trailing P/E Ratio	11.65x

> Financial Performance

Item (USD millions)	31/03/2018	31/03/2017	% Change
Revenues	172.04	158.65	8.44%
EBITDA	10.00	8.60	16.27%
Net Profit After Tax	4.56	3.57	27.58%
Net Profit (APIC Shareholders)	3.16	2.09	51.23%
Earnings Per Share (USD)	0.045	0.032	42.59%
	31/03/2018	31/12/2017	% Change
Total Assets	368.58	356.53	3.38%
Capital	70.00	70.00	0.00%
Net Equity (APIC Shareholders)	97.32	94.25	3.26%
Book Value Per Share (USD)	1.39	1.35	2.96%

> APIC Investments

Company	Ownership % as at March 31, 2018	Country of Registration	Country of Operations	Main Activities & Operations
Manufacturing Sector				
<input type="checkbox"/> National Aluminum and Profiles Company PLC	72.99% ⁽¹⁾	Palestine	Palestine, Jordan	Manufacturing of aluminum and profiles
<input type="checkbox"/> Siniora Food Industries Company PLC	66.24% ⁽²⁾	Jordan	Jordan, Palestine, Saudi Arabia, UAE	Manufacturing of cold cuts, luncheon canned meat and frozen meat
Trade and Distribution Sector				
<input type="checkbox"/> Unipal General Trading Company PSC	93.4%	Palestine	Palestine	Distribution of consumer products
<input type="checkbox"/> Palestine Automobile Company PSC	100%	Palestine	Palestine	Distribution of cars and after-sales service
<input type="checkbox"/> Medical Supplies and Services Company PSC	50%	Palestine	Palestine	Distribution of medical supplies, equipment and healthcare products
<input type="checkbox"/> Arab Palestinian Shopping Centers Company PSC	99.72% ⁽³⁾	Palestine	Palestine	Operating shopping centers and the largest supermarket chain in Palestine "Bravo"
Services Sector				
<input type="checkbox"/> Sky Advertising, Public Relations and Event Management PSC	100%	Palestine	Palestine	Advertising, public relations and event management
<input type="checkbox"/> Arab Leasing Company PSC	100%	Palestine	Palestine	Leasing of vehicles
<input type="checkbox"/> Arab Palestinian Storage and Cooling Company PSC	68.47% ⁽⁴⁾	Palestine	Palestine	Storage and cooling
(1) This percentage represents APIC's direct ownership of 70.96% in addition to its indirect ownership of 2.03 % through its subsidiary Unipal.				
(2) This percentage represents APIC's direct ownership of 65.68% in addition to its indirect ownership of 0.56% through its subsidiary Unipal.				
(3) This percentage represents APIC's direct ownership of 99.11% in addition to its indirect ownership of 0.61% through its subsidiary Unipal.				
(4) This percentage represents APIC's direct ownership of 31.1% in addition to its indirect ownership of 37.37% through its subsidiary Unipal.				

Other Investments	Number of Shares	Ownership %
Palestine Private Power Company*	186,364	4.55%
Palestine Power Generation Company	800,000	4%
Bank of Palestine	5,331,976	2.67%

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

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