



البوتاس العربية  
Arab Potash

**ARAB POTASH COMPANY**

**Q3 2023 Earnings**

## Disclaimer

- This presentation may contain forward-looking statements, and may include, but are not limited to, those that discuss strategies, goals, targets, objectives, our long-term plans, financial targets and outlook, current expectations, existing or new projects, existing or new markets, or other non-historical matters. Future outlook are based on current expectations, and they are subject to uncertainties.
- This presentation contains a Non-IFRS financial measures and such as “EBITDA”, in addition to the segment reporting. Those terms might be different in other companies, and were calculated based on company’s management believes of what is beneficial and useful.

# Quarterly Highlights; YTD - Q3 2023

Drop in Potash Prices globally, mitigated by record sales and production volumes, accompanied by cost reductions



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**Potash Production**  
Record Volumes  
**2,117 K Tons**



**Average Net Selling Price**  
**361 USD**  
Decreased 47% YoY



**Net Consolidated Income**  
**239 m JOD**  
Decreased 50% YoY



**Total Assets**  
**1.93 Bn JOD**



**Potash Sales Volumes**  
Record Volumes  
**2,162 K Tons**



**Cost Per Ton**  
Decreased 18% YoY



**Royalties and Tax Payments**  
**128 m JOD**



**Return on average Assets**  
**12%**



**Capital Expenditures**  
**104 m JOD**



**Net Consolidated Revenues**  
**600 m JOD**  
Decreased 39% YoY



**Supply Kingdom's Treasury with Foreign Currency**  
**1.2 Bn USD**



**Return on average Equity**  
**15%**

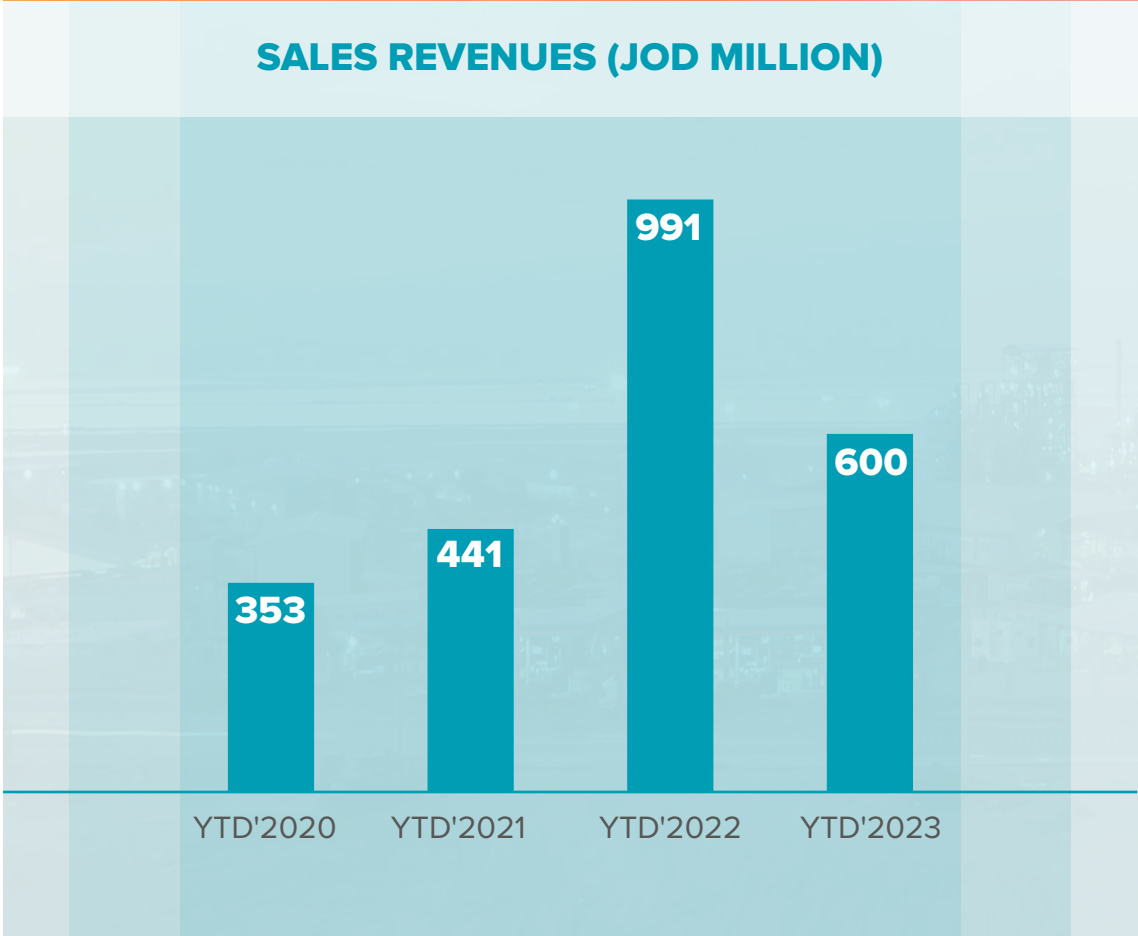


# Sales Revenues (million JOD) - Q3 2023 YTD

The consolidated revenues up to 30 September 2023 are in line with the average sales revenues of the same period in the last three years



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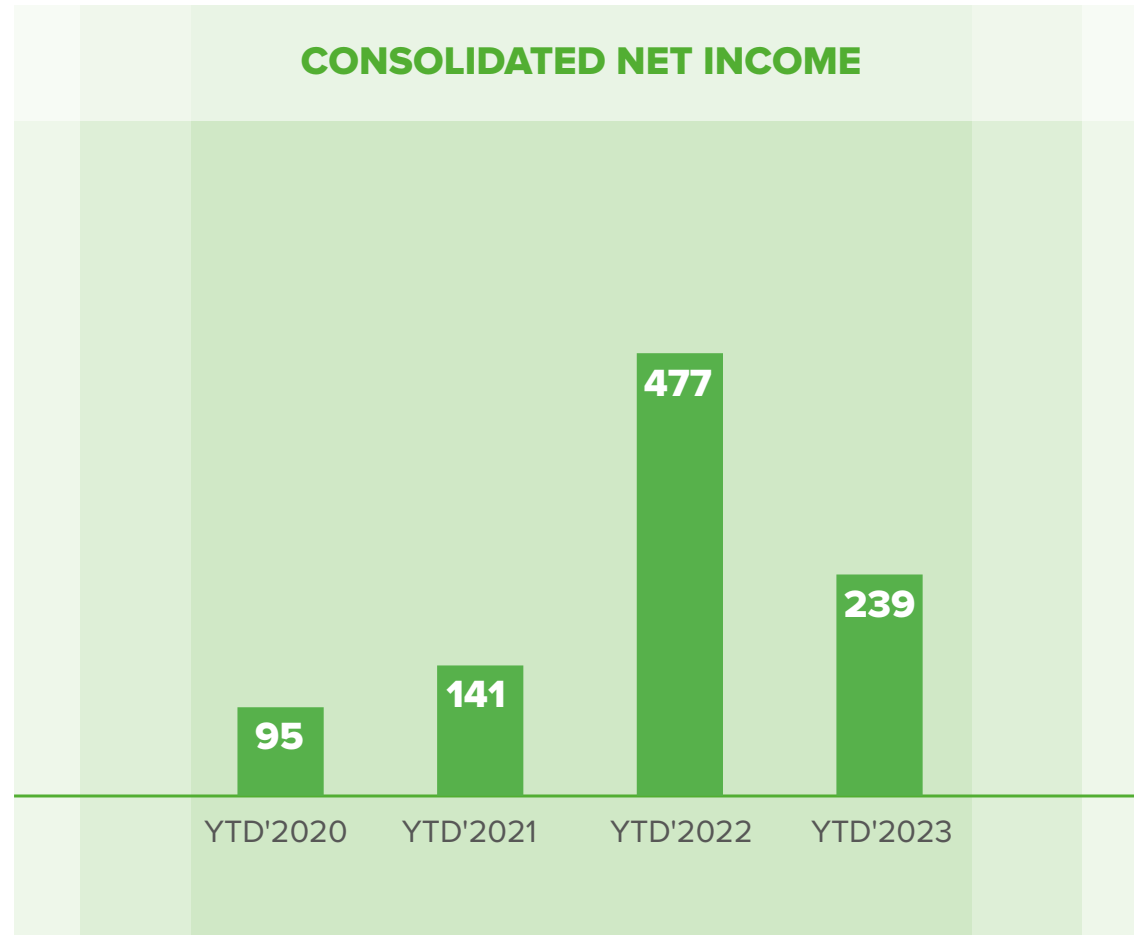
# EBITDA and Net Income (million JOD) - Q3 2023 YTD



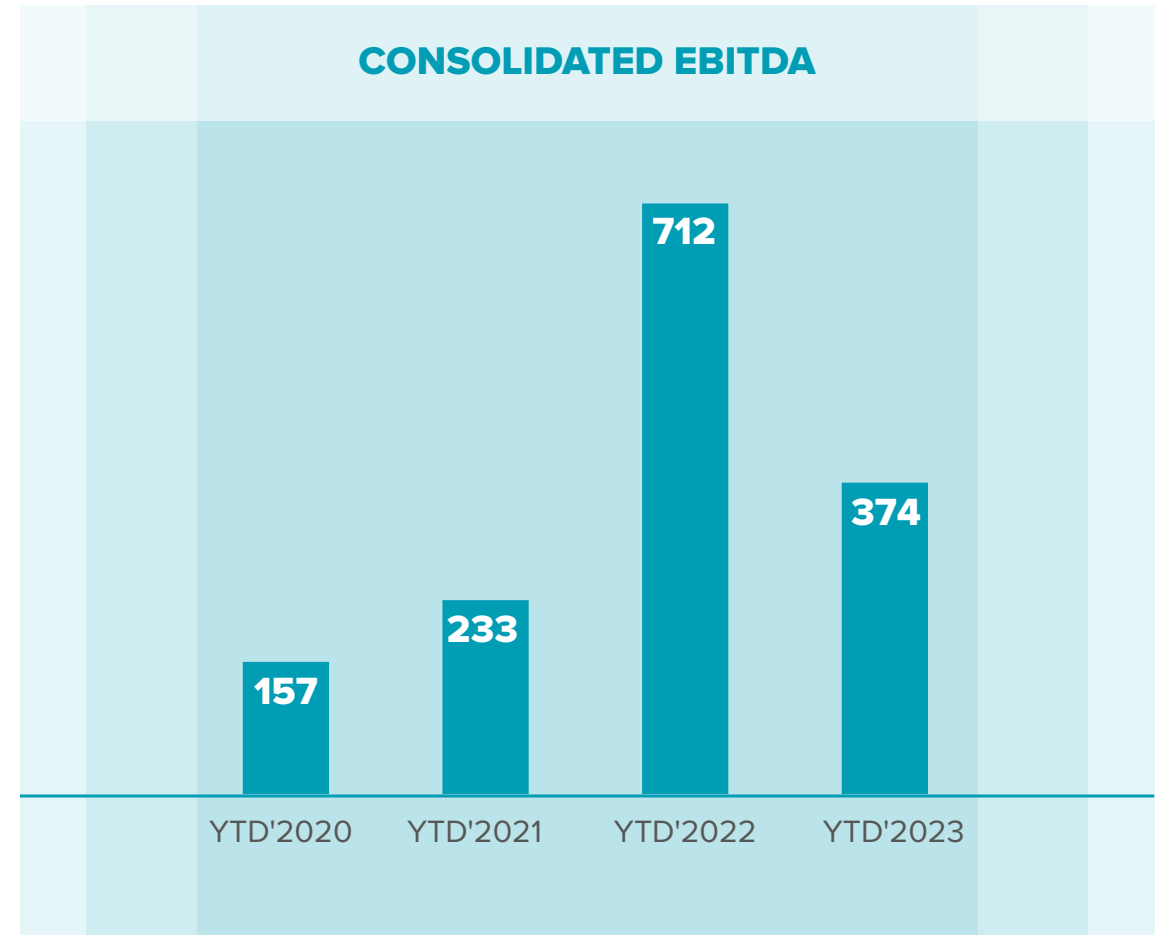
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The consolidated profits up to 30 September 2023 are in line with the average profits of the same period in the last three years

## CONSOLIDATED NET INCOME



## CONSOLIDATED EBITDA





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*Partners  
in Food  
Security*