



البوتاس العربية
Arab Potash



ARAB POTASH COMPANY

2023 Full Year 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 may contain 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.

Major Highlights; FY 2023

Record levels of production and sales volumes achieved have contributed to the Company achieving its third-highest annual operating profit in its history.



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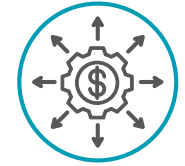
Potash Production
Record Volumes
2,780 K Tons



Market Penetration
APC's Products have reached
more than 47 Countries



Net Consolidated Income
JOD 293 m



Capital Expenditures
JOD 170 m



Potash Sales Volumes
Record Volumes
2,887 K Tons



Net Consolidated Revenues
JOD 793 m



Royalties and Tax
JOD 158 m



Total Assets
USD 2 Bn



Average Net Selling Price
USD 352



Net Operating Profits
JOD 308 m
Third highest operating profits in
Company's history



**Supply Kingdom's
Treasury with Foreign Currency**
USD 1.54 Bn



**Return on average
Assets**
15%

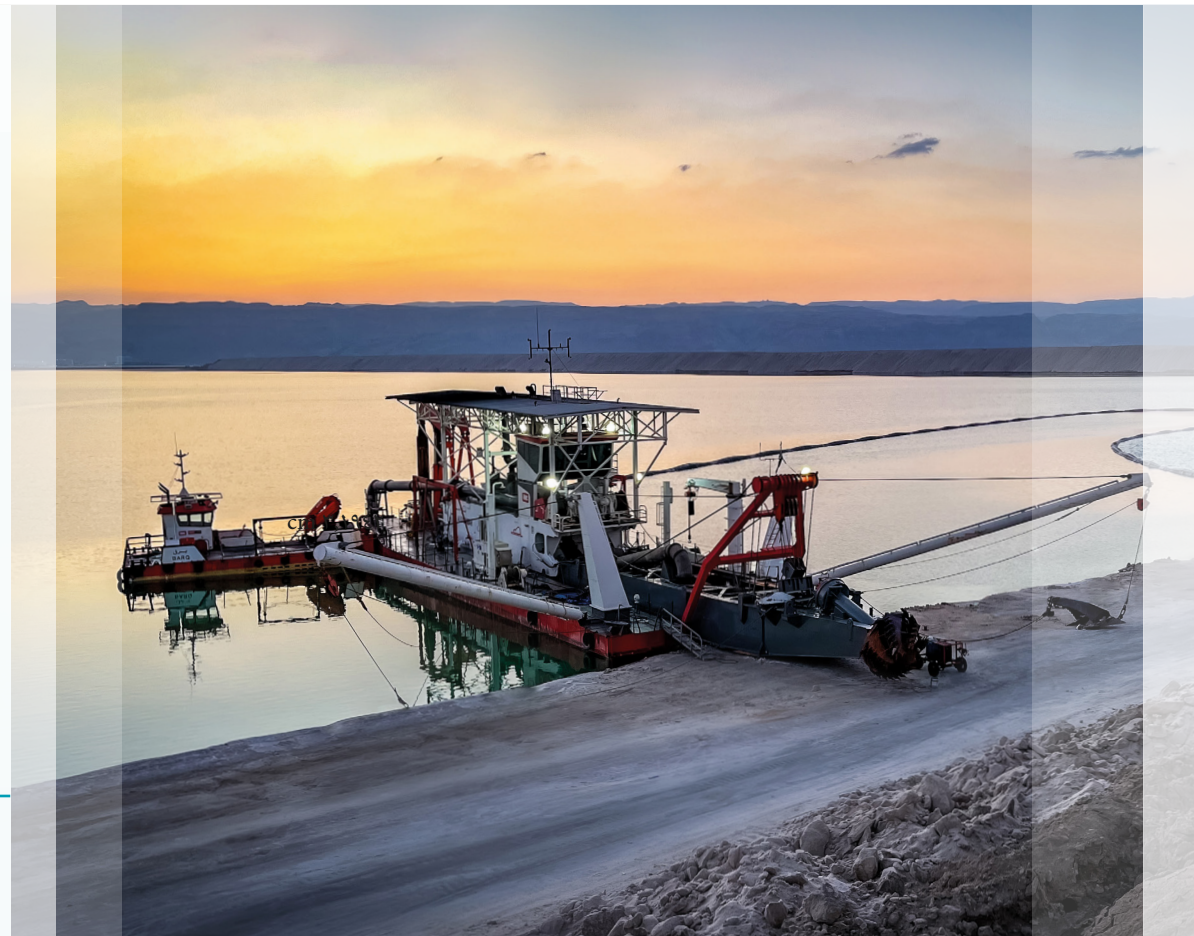
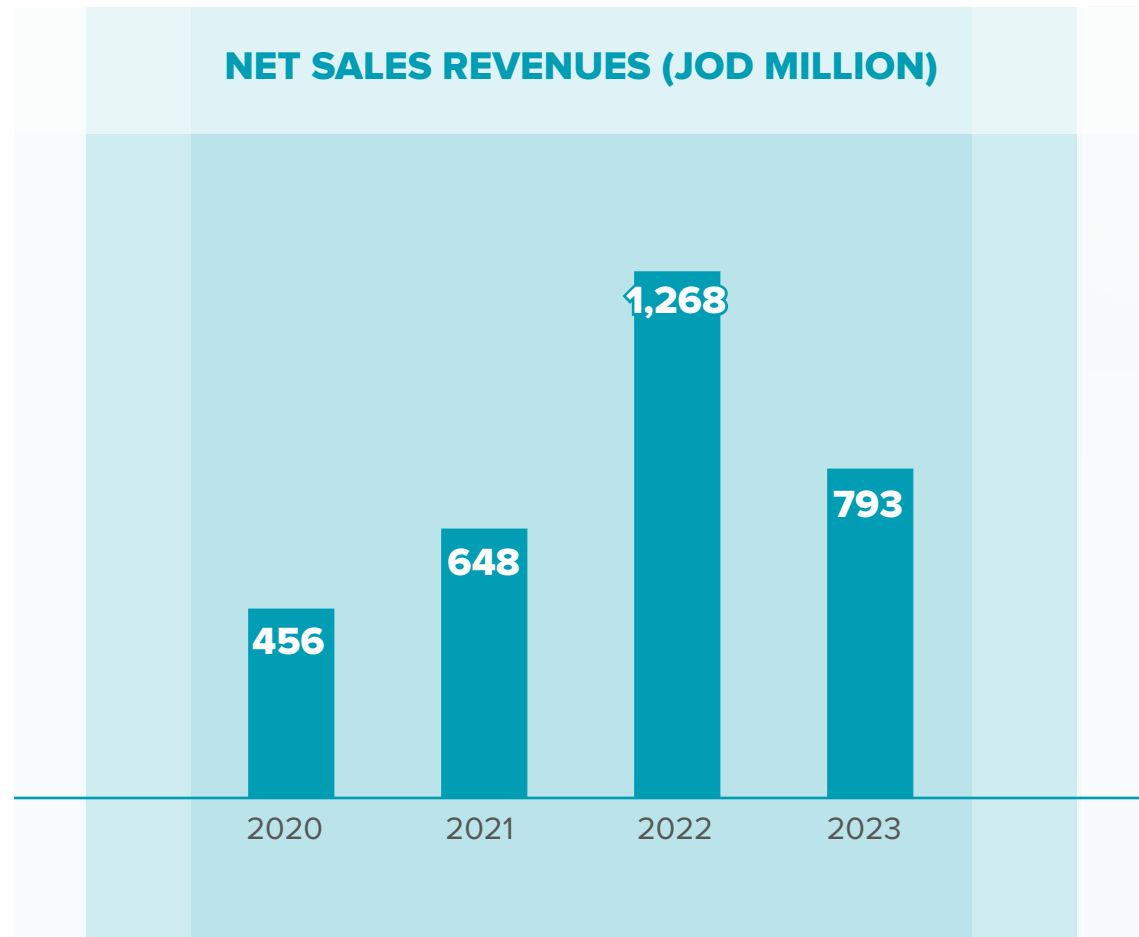
Net Sales Revenues (million JOD) - FY 2023

Record levels of production and sales volumes achieved have helped mitigate the impact of the global drop in potash selling prices and have led the net consolidated revenues to align with the average of the last three years.



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NET SALES REVENUES (JOD MILLION)



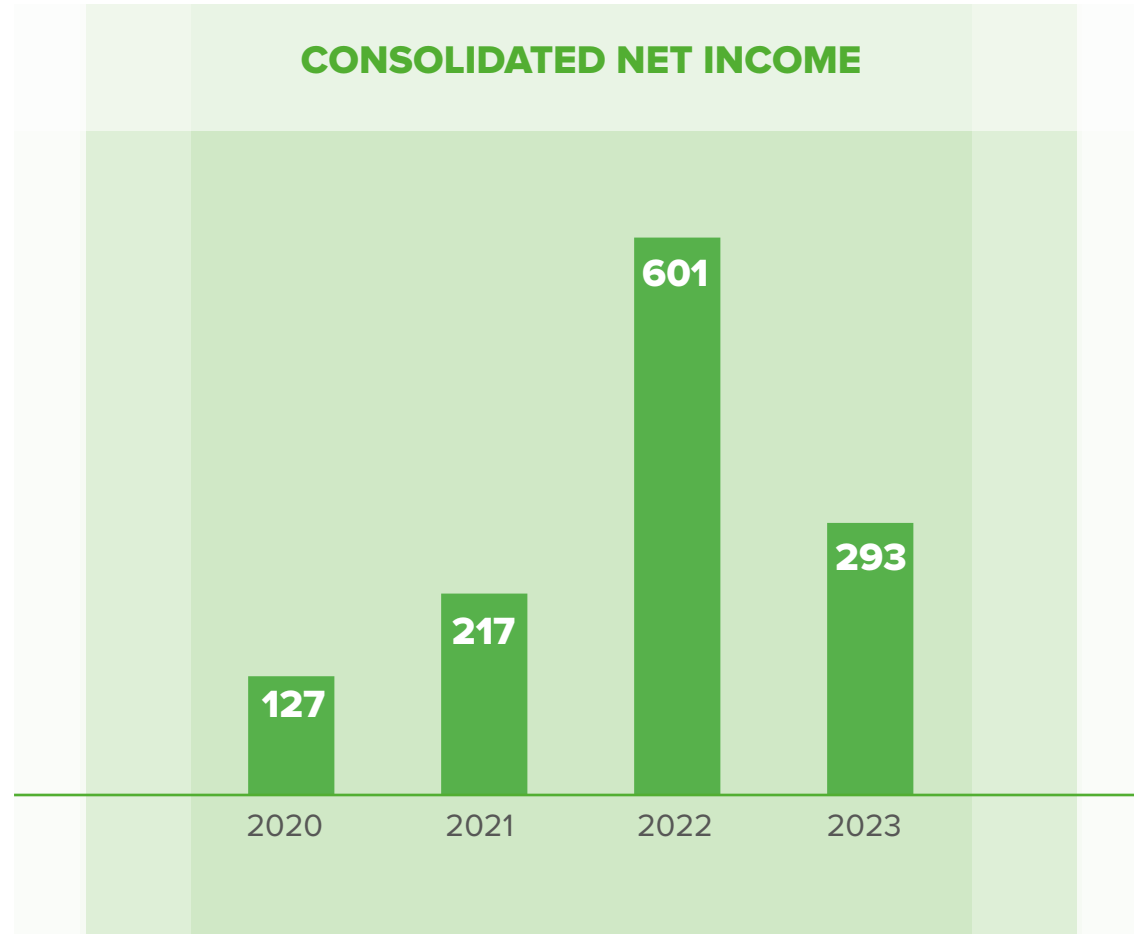
Operating Profits and Consolidated Net Income (million JOD) - FY 2023

In 2023, the Company achieved its third-highest operating profit in its history, and the net profits of the group were in line with the average net profits for the last three years.



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CONSOLIDATED NET INCOME



OPERATING PROFITS





Future Outlook

General overview of global markets:

The fertilizer market is characterized by modest growth, closely linked to the growth in global GDP, which grew in 2023 by less than (3%), achieving a decline from 2022. It is expected that the decrease in consumer spending during the period (2023 - 2024) will lead to a decline in prices of goods due to a decrease in demand, affecting the fertilizer market in general and the potash market in particular.

Potash production and sales budgeted volumes in 2024:

The company has set its budget for the year 2024, with production volumes of (2.7) million tons and sales volumes of (2.65) million tons.





Future Projects

Expansion in Potash Production

1. **Northern Expansion:** (140) thousand tons annually.
2. **Eastern Expansion Project in its two phases:** (120) thousand tons annually.
3. **Study of the Southern Expansion Project:** (550) thousand tons annually.



Other Major Projects

1. **Main Intake Pump Station Project** with a total cost of (231) million dollars, scheduled for completion during the year 2024.
2. **Research and Development and Innovation (RD&I) Center:** The Company is on the verge of completing the Research, Development and Innovation Center building, where research activities will commence in collaboration with top global research centers.
3. **Sustainability and Cost Optimization Projects - Energy, Water, Dredging, and Transportation Projects:** The Company has devised a strategic plan that is being implemented, including several projects, some of which are underway and others under study. The most important projects include:
 - Commencement of the new gas turbine project.
 - Sustainability and alternative energy projects.
 - Study on replacing fuel-operated trucks with electric ones due to the positive environmental impact and cost reduction.
 - Water recycling and reuse projects.
 - Dredging projects, including converting dredgers to operate on electricity instead of fuel.
4. **Digital Transformation:** The Company is working on a comprehensive digital transformation plan and implementing artificial intelligence applications in all production and administrative processes.

The marketing strategy of the company

Arab Potash Company continues to develop agile marketing strategy, enabling it to increase its market share and expand into high-yield markets such as the markets of South America, Europe, and Australia, while maintaining its market share in Asian and African markets.

Expansion in Downstream and value-added Industries

1. Studying the expansion of the production capacity of Jordan Bromine Company in partnership with Albemarle, USA.
2. Specialty Fertilizer Complex: Feasibility studies and design are being prepared in partnership with one of the leading companies in this field globally.
3. Production of downstream and integrated industries: Diversifying the Company's product portfolio through expansion in the production of downstream and integrated industries in the fertilizer and chemical industry through local and global strategic partnerships, contributing to enhancing the Company's global competitiveness and maximizing its role in supporting the national economy.
4. Study for establishing a plant for ammonia production.
5. Study for extracting lithium from the Deadsea.



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