

Consolidated Financial Results of the Company from 1/1/2018 till 31/3/2018

## 1) Potash Production

Total quantity produced was 597 thousand MT for the first quarter of the year 2018 compared to 557 thousand MT produced for the same period last year representing an increase of 7.2%. APC's achieved a historical record high production volume in quarter one this year compared to the same period.



## 2) Potash Sales Quantity

Total quantity sold was 584.5 thousand MT for the first quarter of the year 2018 compared to 603.4 thousand MT sold for the same period last year, representing a decrease of 3.1%. The lower sales volumes were mainly due to timing of vessels shipments.





#### 3) <u>Sales Revenues:</u>

Consolidated Revenues for the first quarter of the year 2018 increased by 10.5% and reached JD 109.9 million compared to JD 99.5 million for the same period last year. The growth was driven by higher potash sales prices which offset the effect of lower sales volume in the first quarter of 2018 compared to the same period last year.



## 4) Cost of Goods Sold

APC's consolidated cost of goods sold decreased by 7.7% and stood at JD 73.5 million in the first quarter of 2018 compared to JD 79.6 million in the first quarter of 2017. The lower cost of production came from lower energy costs, lower salary expenses and better economies of scale because of higher production volumes which reduced the fixed cost per ton.





# 5) <u>Profits</u>

Consolidated profits before income tax for the first quarter of the year 2018 amounted to JD 29.9 million compared to JD 27.7 million for the same period last year. Net profit after tax for the first quarter of 2018 reached JD 25.7 million compared to JD 25.3 million last year, an increase of 1.6%. Profit from operations in quarter one 2018 stood at JD 20.3 million compared to JD 8 million for the same period, an increase of 150%. Net profits came in line with last year given that a large portion of last year's net profits was attributed to the sale of Jordan Magnesium Co. in February 2017 and recording a non-operating income of JD 8 million.

