

Consolidated Financial Results of the Company for the first half of the year 2017

1) <u>Potash Production Volume</u>

Total quantity produced increased by 50% and stood at (543) thousand MT in the second quarter of the year 2017 compared to (361) thousand MT produced in the same period last year. Last year, two months of maintenance shutdown took place starting in March for one of APC's main plants (Hot Leach Plant-HLP) that resulted in drop in production. The monthly capacity of HLP is 120 thousand MT.

The company produced (1.1) million MT in the first half of the year 2017 compared to (807) thousand MT of the corresponding period of the last year.



2) <u>Potash Sales Volume</u>

The Arab Potash Company sold (550) thousand MT in the second quarter of the year 2017 compared to (463) thousand MT for the same period last year, representing an increase of 19%. The increase in sales was mainly due to the delay in signing the annual contracts with China and India in 2016, noting that the second quarter sales quantities is benefiting from carryover sales from the same 2016 contracts with China and India.

The Company's sales improved by 47% in the first half of this year to reach (1.2) million MT from (782) thousand MT in the same period last year.





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

The consolidated revenues for the second quarter of the year 2017 stood at JD (103) million compared to JD (85) million for the same period of last year with an increase of 21%. The increase in sales revenues was mainly attributed to the higher sales quantities of potash during this quarter which also more than offset the drop in potash international prices which reached their lowest level in 10 years.

The total sales revenue stood at JD (202) million in the first half of 2017 compared to JD (156) million in the same period last year.



4) <u>Net Profit</u>

The company achieved a consolidated profit before income tax of JD (20.2) million in the second quarter of the year 2017 vs. JD (4.4) million for the same period last year. The consolidated net profit after tax for 2017 second quarter was JD (16.5) million compared to JD (4.4) million in the second quarter last year which represents an increase of 275%. The increase in net profit is mainly attributed to the higher sales quantities of potash in the second quarter which also more than offset the drop in potash international prices.

APC's net profit stood at JD (42.8) million in the first half of 2017 compared to JD (28.7) million of the corresponding period last year.

The below charts shows the increase in Arab Potash Company's net profit for the second quarter of year 2017 compared to the same period of 2016:





