

THE ARAB POTASH			
Establish In	:	1958	
Address	:	Al-Shmaisani - Amman	
Telephone	:	(5666165)	
P.O.Box	:	(1470) Amman 11118	
E-Mail	:	info@arabpotash.com	
Fax	:	(5674416)	
No. of Branches	:	Local: 3	Abroad: —

Auditors	:	Allied Accountants
Legal Counselor	:	Osama Milkawe

<b><u>Main Objectives of the Co.:</u></b> Extraction of salts and other chemicals from the Dead Sea brines , and setting up of the industries derived from the salts and chemicals extracted from the Dead Sea of its bottom or from the concession area.	
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Board of Directors			
Sleman Al-Hafith / chairman Yousef Abd Al-Mawla / Vice Aouni Al-Masri Abd Al-Rahman Al-Ajlouni Nabeh Salameh Mohammad Thafer Al-Alem Abdullah Al-Bader Mohammad Arafat Dr. Ahmed Mustafa Mousa Abu Taleb Abd Al-Razaq Al-Safi Hisham Sha'ar Farouk Al-Bandar Taher Al-Qorbi			
General Manager Issa Ayyoub			
Termination Date of the Board:			

	No. of Shareholder				Ownership(Share)				Ownership ratio %			
	Jordanians	Arabs	Foreigners	Total	Jordanians	Arabs	Foreigners	Total	Jordanians	Arabs	Foreigners	Total
Individuals	2,379	145	5	2,529	971,686	137,609	996	1,110,291	1.166	0.165	0.001	1.333
Companies	24	4	3	31	1,600,444	21,554,828	131,100	23,286,372	1.921	25.871	0.157	27.949
Gov. Agencies	1	0	0	1	2,684,668	0	0	2,684,668	3.222	0.000	0.000	3.222
Government	1	8	0	9	44,060,532	11,168,806	0	55,229,338	52.883	13.405	0.000	66.288
Others	18	2	2	22	527,901	395,468	83,462	1,006,831	0.634	0.475	0.100	1.208
Total	2,423	159	10	2,592	49,845,231	33,256,711	215,558	83,317,500	59.826	39.916	0.259	100.000

No.	Name of shareholders owning 5% or more of the company shares	Ownership Ratio %
1	Jordan Investment Corporation	52.88
2	Arab Mining Co.	20.71
3	Islamic Development Bank / Jeddah	5.16

No. of Employees			
	Male	Female	Total
Jordanians	2084	87	2171
Non-Jordanians	29	1	30

## **141043 THE ARAB POTASH**

### **Trading Information**

	<b>2000</b>	<b>2001</b>
Par Value/Share(JD)	1	1
Closing Price(JD)	3.10	3.67
Value Traded(JD)	6,425,411	7,282,970
No. of Shares Traded	1,849,672	2,381,324
No. of Transactions	1,741	4,767
No. of Subscribed Shares	83,318,000	83,318,000
Market Capitalization(JD)	258,285,800	305,777,060
Fiscal Year Ended	31-12-2000	31-12-2001

### **Assets(JD)**

Cash on Hand & at Banks	57,795,000	66,414,000
Accounts Receivables,Net	47,824,000	30,906,000
Short Term Investments	0	0
Inventory	19,738,000	18,229,000
Total Current Assets	131,075,000	120,668,000
Long Term Investments	18,320,000	31,253,000
Fixed Assets,Net	146,001,000	134,260,000
Projects in Progress	53,579,000	85,360,000
Total Fixed Assets	199,580,000	219,620,000
Other Assets	41,727,000	43,006,000
Total Assets	390,702,000	414,547,000

Liabilities & Shareholders Equity

Liabilities(JD)

2000

2001

Accounts and Notes Payable	7,959,000	7,243,000
Credit Banks	39,000	0
Short Term Loans	0	0
Accrued Part of Long Term Loans	5,111,000	5,614,000
Total Current Liabilities	32,670,000	29,484,000
Long Term Loans & Notes Payable	57,083,000	70,483,000
Corporate Bonds	0	0
Other Liabilities	25,857,000	26,243,000
Total Liabilities	115,610,000	126,210,000

Shareholders Equity(JD)

Authorized Capital	83,318,000	83,318,000
Subscribed Capital	83,318,000	83,318,000
Paid in Capital	83,318,000	83,318,000
Compulsory Reserves	41,121,000	44,697,000
Voluntary Reserve	74,921,000	82,074,000
Other Reserves	0	0
Issuance Premium	54,854,000	54,854,000
Issuance Discount	0	0
Treasury Stocks	0	0
Proposed Dividends	14,997,000	18,330,000
Accumulated Change in Fair Value	0	0
Retained Earnings	5,881,000	5,064,000
Total Shareholders Equity	275,092,000	288,337,000
Total Liabilities & Shareholders Equity	390,702,000	414,547,000

**Income Statement(JD)**

	<b>2000</b>	<b>2001</b>
Sales,Net	144,317,000	143,967,000
Cost of Goods Sold	77,194,000	79,111,000
Gross Profit	67,123,000	64,856,000
General and Administrative Expenses	7,548,000	8,991,000
Selling and Distribution Expenses	9,312,000	9,494,000
Depreciation(period)	23,637,000	24,642,000
Other Operating Expenses	17,122,000	11,146,000
Net Operating Income	33,141,000	35,225,000
Other Revenues	9,576,000	4,763,000
Other Expenses	2,414,000	2,239,000
Minority Interest	-579,000	-370,000
Income Before Interest & Tax	40,882,000	38,119,000
Interest Expenses	4,345,000	3,146,000
Income Before Tax	36,537,000	34,973,000
Income Tax (period)	7,083,000	6,731,000
Income Tax (Previous Years)	0	0
Jordan Universities Fees	0	0
Scientific Research Fees	0	0
Net Income	29,454,000	28,242,000

**Cash Flow (JD)**

Cash Balance(Beginning)	97,646,000	57,756,000
Net Cash Flow from (Used In) Operating Activities	65,160,000	71,423,000
Net Cash Flow from (Used In) Investing Activities	-50,884,000	-57,189,000
Net Cash Flow from (Used In) Financing Activities	-54,166,000	-5,576,000
Cash Balance(Ending)	57,756,000	66,414,000

**Financial Ratios****2000****2001**

Turnover Ratio %	2.22	2.86
Earning Per Share (JD)	0.35	0.34
Dividends Per Share (JD)	0.18	0.22
Book Value Per Share (JD)	3.30	3.46
Price Earnings Ratio (Times)	8.77	10.83
Dividend Yield %	5.81	5.99
Dividends Per Share to Earning Per Share %	50.92	64.90
Price to Book Value (Times)	0.94	1.06

Gross Margine %	46.51	45.05
Margine Before Interest and Tax %	28.33	26.48
Profit Margine %	20.41	19.62
Return On Assets %	7.54	6.81
Return On Equity %	10.71	9.79

Debt Ratio %	29.59	30.45
Equity Ratio %	70.41	69.55
Interest Coverage Ratio (Times)	9.41	12.12

Total Assets Turnover (Times)	0.37	0.35
Fixed Assets Turnover (Times)	0.72	0.66
Working Capital Turonver (Times)	1.47	1.58

Current Ratio (Times)	4.01	4.09
Working Capital (JD)	98,405,000	91,184,000