# FINANCIAL STATEMENTS

31 DECEMBER 2016



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# AUDITORS' REPORT TO THE SHAREHOLDERS OF AUDI CAPITAL COMPANY (A Saudi Closed Joint Stock Company)

**Registration Number: 45** 

# Scope of Audit:

We have audited the accompanying balance sheet of Audi Capital Company - a Saudi Closed Joint Stock Company (the "Company") as of 31 December 2016 and the related statements of income, cash flows and changes in shareholders' equity for the year then ended. These financial statements are the responsibility of the Company's management and have been prepared by them in accordance with the requirements of the Regulations for Companies and submitted to us together with all the information and explanations which we required. Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the Kingdom of Saudi Arabia. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable degree of assurance to enable us to express an opinion on the financial statements.

# Ungualified opinion:

In our opinion, the financial statements taken as a whole:

- present fairly, in all material respects, the financial position of the Company as of 31 December 2016 and the results of its operations and its cash flows for the year then ended, in accordance with accounting standards generally accepted in the Kingdom of Saudi Arabia.
- ii) comply with the requirements of the Regulations for Companies and the Company's by-laws in so far as they affect the preparation and presentation of the financial statements.

for Ernst & Young

Waleed G.Tawfiq Certified Public Accountant Registration No. 437

Riyadh: 10 Jumad Thani 1438H (9 March 2017)

BALANCE SHEET

As of 31 December 2016

	Notes	2016 SR	2015 SR
ASSETS	HOLES	31	JK
CURRENT ASSETS			
Cash and cash equivalents	3	29,382,812	37,715,556
Accounts receivable, prepayments and other current assets	4	20,691,893	27,915,941
Loans	5	673,998	10,462,227
Held to maturity investments	7	38,536,376	<del>.</del>
TOTAL CURRENT ASSETS		89,285,079	76,093,724
NON-CURRENT ASSETS			
Available for sale investments	6	24,759,902	39,771,400
Held to maturity investments	7	37,507,000	38,875,784
Property and equipment	8	2,243,200	3,413,099
Intangible assets	9	1,502,514	2,077,059
TOTAL NON-CURRENT ASSETS		66,012,616	84,137,342
TOTAL ASSETS		155,297,695	160,231,066
LIABILITIES AND SHAREHOLDERS' EQUITY			
CURRENT LIABILITIES			
Accounts payable and accruals	10	3,925,544	12,549,178
Zakat and income tax payable	11	318,878	1,205,758
TOTAL CURRENT LIABILITIES		4,244,422	13,754,936
NON-CURRENT LIABILITY			
Employees' terminal benefits		5,210,812	5,371,056
TOTAL LIABILITIES		9,455,234	19,125,992
SHAREHOLDERS' EQUITY			
Share capital	13	100,000,000	100,000,000
Statutory reserve		10,023,743	9,374,384
Retained earnings		35,817,818	29,973,584
Unrealized gain on available for sale investments	6	900	1,757,106
TOTAL SHAREHOLDERS' EQUITY		145,842,461	141,105,074
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	7	155,297,695	160,231,066

The attached notes 1 to 23 form part of these financial statements.

# STATEMENT OF INCOME

For the year ended 31 December 2016

	Notes	2016 SR	2015 SR
OPERATING INCOME		17 115 (70	24 012 521
Managing income	14	17,115,679 16,984,392	34,913,521 19,726,551
Dealing income, net	14	2,943,157	4,019,961
Custody income		1,075,001	2,882,177
Arranging income Advising income		7,351	2,355,193
TOTAL OPERATING INCOME		38,125,580	63,897,403
OPERATING EXPENSES			
General and administration	15	(31,639,403)	(43,831,782)
Impairment loss on available for sales investments	6	-	(762,089)
Finance charges	12		(19,263)
TOTAL OPERATING EXPENSES		(31,639,403)	(44,613,134)
INCOME FROM MAIN OPERATIONS		6,486,177	19,284,269
Exchange gain, net		7,769	201,329
Gain on disposal/write-off of property, equipment, and intangible assets, net		-	3,567
NET INCOME FOR THE YEAR		6,493,946	19,489,165
Earnings per share	19		
Attributable to:	17		
Income from main operations		0.65	1.93
Net income		0.65	1.95
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The attached notes 1 to 23 form part of these financial statements.

# STATEMENT OF CASH FLOWS Year ended 31 December 2016

Year ended 51 December 2010			
		2016	2015
	Notes	SR	SR
OPERATING ACTIVITIES			
Net income for the year Adjustments for:		6,493,946	19,489,165
Gain on disposal of available for sale investments, net	14	(5,202,082)	(5,090,070)
Depreciation and amortization	15	2,100,736	1,971,189
Provision for employees terminal benefits		1,046,834	1,462,099
Net amortization of premium and discount		323,473	415,857
Gain on disposal of held for trading investments	14	(21,416)	(9)
Exchange gain, net	(	(7,769)	(201,329)
Impairment of available for sale investments	6 14	-	762,089 (45,672)
Gain on disposal of held to maturity investments, net Gain on disposal / write-off of property, equipment	14	-	(+3,072)
and intangible assets, net		-	(3,567)
		4,733,722	18,759,752
Changes in operating assets and liabilities: Accounts receivable, prepayments and other current assets		7,224,048	(3,724,061)
Accounts receivable, prepayments and other current assets Accounts payable and accruals		(8,623,634)	(4,272,523)
Loans		9,788,229	(10,462,227)
Net cash from operations		13,122,365	300,941
Employees terminal benefits paid		(1,207,078)	(141,825)
Zakat and income tax paid	11	(887,233)	(2,591,985)
Net cash from (used in) operating activities		11,028,054	(2,432,869)
INVESTING ACTIVITIES	0		
Purchase of property and equipment	8	(93,792)	(1,460,550)
Purchase of intangible assets	9	(262,500)	(1,938,820) 4,999
Proceeds from disposal of property and equipment Proceeds from disposal of held to maturity investments		-	63,078,941
Proceeds from disposal of available for sale investments		53,893,174	34,233,562
Proceeds from disposal of held for trading investments		296,360	819
Purchase of held to maturity investments		(37,507,000)	(39,079,799)
Purchase of available for sale investments		(35,412,096)	(16,012,228)
Purchase of held for trading investments		(274,944)	(810)
Net cash (used in) from investing activities		(19,360,798)	38,826,114
FINANCING ACTIVITIES			(13,969,364)
Dividend paid			· · · · · · · · · · · · · · · · · · ·
Cash used in financing activities			(13,969,364)
NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS		(8,332,744)	22,423,881
Cash and cash equivalents at the beginning of the year		37,715,556	15,291,675
CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR	3	29,382,812	37,715,556
Non-cash transactions: Unrealized loss on available for sale investments, net		1,756,206	7,895,795
			<u></u>

The attached notes 1 to 23 form part of these financial statements.

# STATEMENT OF CHANGES IN SHAREHODLERS' EQUITY For the year ended 31 December 2016

				Unrealized gain (loss) on available	
	Share capital SR	Statutory reserve SR	Retained earnings SR	for sale investments SR	Total SR
Balance at 31 December 2014	100,000,000	7,546,043	13,518,518	9,652,901	130,717,462
Net income for the year	-	-	19,489,165	-	19,489,165
Zakat and income tax (note 11)	-	-	(1,205,758)	-	(1,205,758)
Transfer to statutory reserve	-	1,828,341	(1,828,341)	-	-
Unrealized loss on available for sale investments during the year, net	-	-	-	(8,657,884)	(8,657,884)
Impairment loss on available for sale investments transferred to statement of income (note 6)	-	-	-	762,089	762,089
Balance at 31 December 2015	100,000,000	9,374,384	29,973,584	1,757,106	141,105,074
Net income for the year	-	-	6,493,946		6,493,946
Zakat and income tax (note 11)	-	-	(353)	-	(353)
Transfer to statutory reserve	-	649,359	(649,359)	-	-
Unrealized loss on available for sale investments during the year, net		-	<u> </u>	(1,756,206)	(1,756,206)
Balance at 31 December 2016	100,000,000	10,023,743	35,817,818	900	145,842,461

The attached notes 1 to 23 form part of these financial statements.

At 31 December 2016

# 1 ACTIVITIES

Audi Capital Company (the "Company") is a Saudi Closed Joint Stock Company, registered in Riyadh, Kingdom of Saudi Arabia. The Company has obtained a license number 692 dated 2 Jumad Al Awal 1427 H (corresponding to 30 May 2006) from the Saudi Arabian General Investment Authority ("SAGIA"). The Company is registered under commercial registration number 1010226747 dated 18 Dhul Hajjah 1427H (corresponding to 8 January 2007). The Company has also obtained a license number 06017-37 dated 22 Rabi Al Thani 1427H (corresponding to 20 May 2006) from the Capital Market Authority (the "CMA").

The Company is licensed to act as principal and agent and to provide underwriting and managing mutual funds and portfolios, arranging, advising, custodial and international brokerage services.

# 2 SIGNIFICANT ACCOUNTING POLICIES

The financial statements have been prepared in accordance with accounting standards generally accepted in the Kingdom of Saudi Arabia. The significant accounting policies adopted are as follows:

#### Accounting convention

The financial statements are prepared under the historical cost convention modified to indicate the measurement of available for sale investments at fair values.

#### Use of estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires the use of estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Although these estimates and judgments are based on management's best knowledge of current events and actions, actual results ultimately may differ from those estimates.

#### Cash and cash equivalents

For the purposes of statement of cash flows, cash and cash equivalents consists of cash on hand, current accounts and time deposits that are readily convertible into known amounts of cash and have a maturity of three months or less when purchased.

#### Investments

#### *a) Held to maturity investments*

These represent investments having fixed or determinable payments and fixed maturity that the Company has the intention and ability to hold to maturity. These are initially recognized at fair value plus directly attributable transaction costs and after initial recognition these are re-measured at amortized cost, less provision for accumulated impairment in value. Amortized cost is calculated by taking into account any discount or premium on acquisition using an effective yield basis. The losses arising from the impairment of such investments, if any, are recognized in the statement of income.

# b) Held for trading investments

These represent investments acquired for the purpose of selling and/or repurchasing in the near term. These are initially recorded at fair value with all transaction costs being directly recognized in the statement of income. These are subsequently measured at fair value with the changes in the fair values recorded in the statement of income.

# 2 SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Investments (continued)

#### *c) Available for sale investments*

Investments that are bought neither with the intention of being held to maturity nor for trading purposes, are classified as available for sale investments and are carried at fair value and included under non-current assets. They include investment in equity instruments, bonds and mutual funds.

These are initially recognized at fair value plus directly attributable transaction costs. After initial measurement, these are re-measured at fair value. Unrealized gains and losses on the valuation of these investments are recognized directly in shareholders' equity as "unrealized gains (losses) on available for sale investments".

Decline, other than temporary, in the value of investments is charged to the statement of income.

When the security is disposed of, the cumulative gain or loss previously recognized in equity is recognized in the statement of income. Where partial holdings are sold, the cost of investments sold, is accounted for on a weighted average basis.

Fair value is determined by reference to the market value if an open market exists. In the absence of active market, the fair value is determined through other indicators, otherwise, cost is considered to be the fair value.

#### Loans

Loans are carried at the gross amount due under the arrangement less any provision required for impairment based on a review of all outstanding amounts at year end.

#### Property and equipment

Property and equipment are stated at cost less accumulated depreciation and any accumulated impairment in value. The cost less estimated residual value of property and equipment is depreciated on a straight line basis over the estimated useful lives of the assets.

The carrying values of property and equipment are reviewed for impairment when events or changes in circumstances indicate the carrying value may not be recoverable. If any such indication exists and where the carrying values exceed the estimated recoverable amount, the assets are written down to their recoverable amount, being the higher of their fair value less costs to sell and their value in use.

Leasehold improvements are amortized on a straight-line basis over the shorter of the useful life of the improvement and the term of the lease.

Expenditure for repair and maintenance is charged as expense. Other subsequent expenditure is capitalized only when it increases the value or materially extends the life of the related assets.

#### Intangible assets

Intangible assets are stated at cost less accumulated amortization and any accumulated impairment in value. Intangible assets represent computer software licenses and are amortized over their estimated useful life of 4 years.

# Impairment and uncollectibility of financial assets

An assessment is made at each balance sheet date to determine whether there is objective evidence that a specific financial asset may be impaired. If such evidence exists, any impairment loss is recognized in the statement of income. Impairment is determined as follows:

- a) For assets carried at fair value, impairment is the difference between cost and fair value, less any impairment loss previously recognized in the statement of income;
- b) For assets carried at cost, impairment is the difference between carrying value and the present value of future cash flows discounted at the current market rate of return for a similar financial asset;
- c) For assets carried at amortized cost, impairment is the difference between carrying amount and the present value of future cash flows discounted at the original effective interest rate.

At 31 December 2016

# 2 SIGNIFICANT ACCOUNTING POLICIES (continued)

## Accounts payable and accruals

Accounts payable and accruals are measured at fair value. Liabilities are recognized for amounts to be paid in the future for services received, whether billed by the supplier or not.

#### Zakat and income tax

Zakat and income tax are provided for in accordance with the Saudi Arabian fiscal regulations. The provision is charged to retained earnings. Accordingly, amounts reimbursed by the shareholders of such zakat and income tax are credited to retained earnings.

## Employees' terminal benefits

Provision is made for amounts payable under the Saudi Arabian Labor Law applicable to employees' accumulated periods of service at the balance sheet date.

#### Statutory reserve

In accordance with the Saudi Arabian Regulations for Companies and the Company's by-laws, the Company must set aside 10% of its income after zakat and income tax and after deducting losses brought forward in each year until it has built up a reserve equal to one half of the capital. The reserve is not available for distribution.

#### Income recognition

Income from dealing and arranging services is recognized when the service has been provided. Special commission income, custody and managing income are recognized on an accrual basis. Advising income is recognized on an accrual basis or as the services are provided based on the nature of arrangement with the counter party.

# Foreign currencies

Transactions in foreign currencies are recorded in Saudi Riyals at the rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the rate of exchange ruling at the balance sheet date. All differences are taken to the statement of income.

#### Segment reporting

A segment is a distinguishable component of the Company that is engaged either in providing products or services (a business segment) or in providing products or services within a particular economic environment (a geographic segment), which is subject to risks and rewards that are different from those of other segments. Because the Company carries out all its activities in the Kingdom of Saudi Arabia, reporting is provided by business segment only.

#### **Operating** lease

Operating lease payments are recognized as an expense in the statement of income on a straight line basis over the lease term.

#### Customers' investments

The Company offers investment services to its customers, which include management of certain investments on behalf of its customers. Investments held through such arrangements are not treated as assets of the Company and accordingly, are not included in the balance sheet.

# Expenses

Given the nature of the Company's business, all expenses are classified as general and administration expenses.

#### Fair values

For investments traded in organised markets, fair value is determined by reference to quoted market bid prices.

The fair value of special commission bearing items is estimated based on discounted cash flows using special commission rates for items with similar terms and risk characteristics.

# 3 CASH AND CASH EQUIVALENTS

	2016 SR	2015 SR
Cash in hand Cash at bank Short term time deposit	45,145 6,337,667 23,000,000	41,397 9,039,349 28,634,810
	29,382,812	37,715,556

Short term time deposits have original maturity of less than 90 days from the date of acquisition and carry an average interest rate of 1.2% per annum (2015: 2.3% per annum).

# 4 ACCOUNTS RECEIVABLE, PREPAYMENTS AND OTHER CURRENT ASSETS

	2016 SR	2015 SR
Accrued revenue Advance income tax (note 11) Advances and prepayments Advances to employees Margin deposits (note 16) Fees receivable Accrued special commission income Other receivables	7,083,990 4,571,039 2,831,263 2,402,227 2,216,906 725,056 507,889 353,523 20,691,893	13,631,221 5,458,047 2,088,412 2,394,500 2,216,906 262,600 1,700,445 163,810 27,915,941
5 LOANS	2016 SR	2015 SR

Loan to a related party (5.1)	-	10,000,000
Loans to customers (5.2)	673,998	462,227
	673,998	10,462,227

- 5.1 This loan neither carries interest nor commission and is unsecured. The loan was granted exclusively for the purpose of financing the operations of the related party and was to mature in January 2016 with an option to extend the maturity for one month subject to prior written consent of both parties. The option to extend the loan was exercised with mutual consent, however, the extension expired in February 2016. The parties negotiated a further extension of three months to extend the maturity of the loan to May 2016. This loan has been fully settled during 2016.
- 5.2 Loans to customers represent securities lending transaction as allowed by the CMA. They are short term, interest bearing and secured loans.

# 6 AVAILABLE FOR SALE INVESTMENTS

		20	16	
		Changes in fai	r	
	Cost SR	value SR	Impairment SR	Carrying value SR
Sukuk – local / international Mutual funds	14,759,002 10,000,000	- 900	-	14,759,002 10,000,900
	24,759,002	900		24,759,902
		20	15	
		Changes in fair		
	Cost	value	Impairment	Carrying value
	SR	SR	SR	SR
Sukuk – local / international	25,119,921	(1,620,175)	-	23,499,746
Mutual funds	11,539,284	3,377,281	-	14,916,565
Local equities	2,117,178	-	(762,089)	1,355,089
	38,776,383	1,757,106	(762,089)	39,771,400

# 7 HELD TO MATURITY INVESTMENTS

	20	16	2015	
	Carrying value SR	Market value SR	Carrying value SR	Market value SR
Government notes -fixed rate	76,043,376	75,086,641	38,875,784	38,887,976

As at 31 December, the contractual maturity of the above investments is as follows:

	2016 SR	2015 SR
Due within one year – current Due after one year	38,536,376 37,507,000	- 38,875,784
	76,043,376	38,875,784

(A Saudi Closed Joint Stock Company) NOTES TO THE FINANCIAL STATEMENTS (continued) At 31 December 2016 Audi Capital Company

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# PROPERTY AND EQUIPMENT ø

The estimated useful lives of the assets for the calculation of depreciation are as follows:

		1				
Furniture, fixtures and improvements Office equipment and computers	10 years 4 years	Motor vehicles		4 years		
4		Furniture, fixtures and improvements SR	Office equipment and computers SR	Motor vehicles SR	Total 2016 SR	Total 2015 SR
Cost: At the beginning of the year Additions Disposals		7,318,800 -	8,232,532 93,792 -	139,700	15,691,032 93,792 -	$\begin{array}{c} 14,286,402\\ 1,460,550\\ (55,920)\end{array}$
At the end of the year		7,318,800	8,326,324	139,700	15,784,824	15,691,032
Accumulated depreciation: At the beginning of the year Depreciation charge for the year Relating to disposals		5,338,631 731,968	6,833,968 512,973	105,334 18,750	12,277,933 1,263,691 -	$\begin{array}{c} 10,888,383\\ 1,444,038\\ (54,488)\end{array}$
At the end of the year		6,070,599	7,346,941	124,084	13,541,624	12,277,933
Net book amounts: At 31 December 2016		1,248,201	979,383	15,616	2,243,200	
At 31 December 2015		1,980,169	1,398,564	34,366		3,413,099

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# 9 INTANGIBLE ASSETS

9 INTANGIBLE ASSETS	2016 SR	2015 SR
Cost: At the beginning of the year Additions	7,475,224 262,500	5,536,404 1,938,820
At the end of the year	7,737,724	7,475,224
Accumulated amortization: At the beginning of the year Amortization charge for the year	5,398,165 837,045	4,871,014 527,151
At the end of the year	6,235,210	5,398,165
Net book value	1,502,514	2,077,059

# 10 ACCOUNTS PAYABLE AND ACCRUALS

	2016 SR	2015 SR
Accrued expenses Accounts payable and others	2,420,108 1,386,881	3,423,762 2,506,861
Accrued employees bonus	<u> </u>	6,618,555 12,549,178

# 11 ZAKAT AND INCOME TAX

# a) Zakat

# Charge for the year

The zakat charge provided for in the statement of changes in shareholders' equity amounting to SR 353 (2015: SR 305) representing provision for the current year.

The current year provision is based on the following:

The current year provision is based on the following:	2016 SR	2015 SR
Share capital Retained earnings Statutory reserve Provisions	100,000,000 29,973,584 9,374,384 4,163,978	100,000,000 13,518,518 7,546,043 5,791,105
Book value of long term assets and cost of investments	143,511,946 (10,529,691)	126,855,666 (15,547,005)
Adjusted profit for the year	132,982,255 8,417,469	111,308,661 10,577,455
Zakat base	141,399,724	121,886,116
Saudi shareholders' share of the zakat base at 0.01% (2015: 0.01%)	14,139	12,189
Movements in provision during the year		
The movement in the zakat provision for the year was as follows:	2016 SR	2015 SR
At the beginning of the year Provided during the year Paid during the year	305 353 (270)	185 305 (185)
At the end of the year	388	305

## b) Income tax

Charge for the year

During the current year, the Company provided for income tax of Nil (2015: SR 1,205,453), relating to the non-Saudi shareholders' holding of 99.99% (2015: 99.99%) of the share capital.

At 31 December 2016

#### ZAKAT AND INCOME TAX (continued) 11

#### b) Income tax (continued)

# Movements in provision during the year

The movement in the income tax provision for the year was as follows:

The movement in the moone tax provision for the year was to follows:	2016 SR	2015 SR
At the beginning of the year Provided during the year Paid during the year	1,205,453 (886,963)	2,591,800 1,205,453 (2,591,800)
At the end of the year	318,490	1,205,453

During 2008, the Company paid advance income tax of SR 5,461,598 against zakat and income tax of subsequent years. As at 31 December 2016, the balance is SR 4,571,039 (2015: SR 5,458,047) (note 4).

#### c) Status of assessments

During 2011, the Company received assessments from the General Authority of Zakat and Tax (the "GAZT") for the years 2007 and 2008 resulting in additional zakat and tax liabilities. Accordingly, the Company filed an appeal providing its detailed arguments against such assessments, which was not accepted by the GAZT and then the case was transferred to the Preliminary Appeal Committee ("PAC").

On 2 January 2014, PAC issued its resolution in connection with the above mentioned appeal. The resolution was partially in favor of the Company resulting in a due amount from GAZT amounting to SR 3,453,700. However, the Company filed an appeal to the High Appeal Committee ("HAC") against PAC resolution for the items adjudged against the Company. This appeal still under review by HAC.

#### RELATED PARTY TRANSACTIONS AND BALANCES 12

The following are details of major related party transactions during the year and the related party balances at the end of the year:

Related parties Nature of transactions		Amount of	<sup>t</sup> transactions
,	y ,	2016	2015
		SR	SR
Affiliates and	Managing income	7,351,186	16,073,639
shareholders	Dealing income	5,894,185	8,556,668
	Custody income	707,917	1,189,532
	Advising income	_	950,491
	Finance charges		(19,263)

The remuneration to the members of Board of Directors and Audit Committee is disclosed in note 15 to the financial statements.

# 12 RELATED PARTY TRANSACTIONS AND BALANCES (continued)

Related parties	Nature of account	Balances		
<i>I</i>	Ŷ	2016	2015	
		SR	SR	
Affiliates and	Cash and cash equivalents	1,626,366	29,115,644	
shareholders	Available for sale investments (Managed funds)	10,000,900	14,916,565	
	Available for sale investments (banks and financial institutions)	14,759,002	14,764,120	
	Loan to a related party	<u> </u>	10,000,000	
	Accrued revenue	4,565,393	7,353,977	
	Accounts payable and accruals	1,051,227	1,100,065	
	Accrued special commission income	254,225	278,994	

In addition, the Company maintains the following fiduciary accounts for related parties and their customers:

	Cash SR	Funds SR	Bonds SR	Equities SR	Total SR
As of 31 December 2016	72,563,853	273,562,093	307,068	831,343,814	1,177,776,828
As of 31 December 2015	134,780,750	336,862,968	369,593	929,443,670	1,401,456,981

# 13 SHARE CAPITAL

The Company's share capital as at 31 December 2016 amounts to SR 100 million (2015: SR 100 million) divided into 10 million shares of SR 10 each (2015: 10 million shares of SR 10 each).

# 14 DEALING INCOME, NET

	2016 SR	2015 SR
Brokerage income	6,257,560	10,677,152
Gain on disposal of available for sale investments, net	5,202,082	5,090,070
Special commission income	4,932,910	3,896,117
Dividend income	570,424	17,531
Gain on disposal of held for trading investments, net	21,416	9
Gain on disposal of held to maturity investments, net	-	45,672
	16,984,392	19,726,551

At 31 December 2016

# 15 GENERAL AND ADMINISTRATION EXPENSES

	2016	2015
	SR	SR
Employee costs	21,548,603	30,538,996
Depreciation and amortization (notes 8 and 9)	2,100,736	1,971,189
Information technology, telecommunication and related expense	1,921,585	1,745,108
Rent expense	1,669,732	1,581,384
Legal and professional fees	1,178,022	1,540,912
Repairs and maintenance expense	1,138,563	1,016,114
Travel and transportation expense	805,051	1,637,102
Insurance expense	738,784	703,725
Telephone, postage and electricity expense	434,966	521,046
Stationery and office supplies	362,293	475,188
Board of Directors meeting expenses	200,000	400,000
Audit Committee meeting expenses	200,000	200,000
Others	(658,932)	1,501,018
	31,639,403	43,831,782

# 16 COMMITMENTS AND CONTINGENCIES

As of 31 December 2016, the Company in the capacity of a lessee, has ongoing rental agreements for its offices amounting to SR 784,449 (2015: SR 1,523,200) due in one year and SR 5,631,081 (2015: SR 6,415,529) due in the next 2 to 5 years.

The banker of the Company issued a guarantee of SR 2,216,906 to the GAZT against a margin deposit placed during 2014, which is still valid (note 4).

# 17 CUSTOMERS' INVESTMENTS

These represent funds invested by the Company on behalf of its customers under a fiduciary arrangement. The investments are made in different financial instruments such as time placements, equity shares, funds and bonds. These amounts are summarized below:

As at 31 December 2016	Cash	Funds	Bonds	Equities	Total
	SR	SR	SR	SR	SR
Advisory Clients	224,739,467	420,114,174	521,754,440	2,178,246,625	3,344,854,706
Managed Mutual Funds	66,490,853	204,255,071		231,483,803	502,229,727
Discretionary Clients	183,110,025	22,205,676		626,320,702	831,636,403
	474,340,345	646,574,921	521,754,440	3,036,051,130	4,678,720,836

# 17 CUSTOMERS' INVESTMENTS (continued)

As at 31 December 2015	Cash	Funds	Bonds	Equities	Total
	SR	SR	SR	SR	SR
Advisory Clients	520,913,984	634,609,452	418,817,903	1,054,441,192	2,628,782,531
Managed Mutual Funds	128,235,756	259,963,564		345,804,543	734,003,863
Discretionary Clients	603,553,476	250,000	25,678,923	1,193,643,038	1,823,125,437
	1,252,703,216	894,823,016	444,496,826	2,593,888,773	5,185,911,831

Certain customers have pledged their investments, amounting to SR 1,341,064,339 as at 31 December 2016 (2015: SR 709,288,760), against their borrowings from the Company and from third parties.

# 18 SEGMENT INFORMATION

The Company is organized into the following main business segments:

- Dealing activities include trading in a security, whether as principal or agent, and to sale, purchase and to manage the subscription for/of underwriting securities.
- Managing activities include managing securities belonging to another person in circumstances involving the exercise of discretion.
- Custody activities include safeguarding assets belonging to another person including securities, or arranging for another person to do so, and custody includes taking the necessary administrative measures.
- Arranging activities include introducing parties in relation to securities business, advising on corporate finance business or acting in any way to bring about a deal in a security.
- Advising activities include advising a person on the merits of dealing in a security or exercising any right to deal conferred by a security.
- Others represent certain assets, liabilities, operating income or expenses of the Company, which have not been allocated to the above segments.

	Dealing activities	Managing activities	Custody activities	Arranging activities	Advising activities	Others	Total
	SR	SR	SR	SR	SR	SR	SR
2016 Total assets Total liabilities Total operating income Total expenses Net income (loss)	131,324,096 - 16,984,392 (2,025,566) 14,958,826	7,876,615 1,089,101 17,115,679 (6,815,218) 10,300,461	648,118 45,499 2,943,157 (2,017,826) 925,331	38,240 1,075,001 (485,992)	- 7,351 (5,338,141) (5,330,790)	14,723,810 8,282,394 (14,948,891) (14,948,891)	155,297,695 9,455,234 38,125,580 (31,631,634) 6,493,946
2015 Total assets Total liabilities Total operating income Total expenses Net income (loss)	128,484,014 65,291 19,726,551 (2,200,048) 17,526,503	12,950,187 1,262,771 34,913,521 (6,878,119) 28,035,402	709,837 47,700 4,019,961 (2,137,183) 1,882,778	2,882,177 (1,094,778)	2,355,193 (6,344,938)	17,747,075 17,750,230 (25,753,172) (25,753,172)	160,231,066 19,125,992 63,897,403 (44,408,238) 19,489,165

Total expenses include general and administration expenses, impairment loss, exchange gain and net gain on disposal/write-off of property, equipment and intangible assets.

# NOTES TO THE FINANCIAL STATEMENTS (continued) At 31 December 2016

#### 19 EARNINGS PER SHARE

Earnings per share attributable to income from main operations and net income is calculated by dividing the income from main operations and the net income for the year, respectively, by the weighted average number of shares outstanding during the year which for 2016 were 10,000,000 shares (2015: 10,000,000 shares).

#### **RISK MANAGEMENT** 20

## Special commission rate risk

The Company is subject to special commission rate risk on its special commission bearing assets, including, mainly investments, loans and bank deposits. The Company is exposed to special commission rate risk as a result of mismatches or gaps in the amounts of assets and liabilities that mature or re-price in a given period. The Company manages this risk by matching the re-pricing of assets and liabilities through risk management strategies.

The table below summarizes the Company's exposure to special commission rate risks. Included in the tables are the Company's assets and liabilities at carrying amounts, categorized by the earlier of contractual re-pricing or maturity dates. . .

2016	Non special commission bearing SR	Upto 1 year SR	1 to 5 Years SR	> 5 years SR	Total SR
Cash and cash equivalents	6,382,812	23,000,000	-	-	29,382,812
Accounts receivable, prepayments and					
other current assets	20,691,893	-	-	-	20,691,893
Loans	-	673,998	-		673,998
Investments	10,000,900	38,536,376	-	52,266,002	100,803,278
Property and equipment	2,243,200	-	-	-	2,243,200
Intangible assets	1,502,514	-	-	-	1,502,514
Total assets	40,821,319	62,210,374	-	52,266,002	155,297,695
Accounts payable and accruals	3,925,544		-	-	3,925,544
Zakat and income tax payable	318,878	-	-	-	318,878
Employees' terminal benefits	5,210,812	-	-	-	5,210,812
Total liabilities	9,455,234	-	-	-	9,455,234
Special commission rate sensitivity gap	31,366,085	62,210,374	-	52,266,002	
Cumulative special commission rate gap	31,366,085	93,576,459	93,576,459	145,842,461	
	-				

Represented by shareholders' equity

145,842,461

At 31 December 2016

# 20 RISK MANAGEMENT (continued)

# Special commission rate risk (continued)

Accounts receivable, prepayments and other current assets 27,915,941 27,91 Loans 10,000,000 462,227 10,46	5,556 5,941 52,227
other current assets 27,915,941 - - - 27,91   Loans 10,000,000 462,227 - - 10,46	52,227
Loans 10,000,000 462,227 10,46	52,227
Liouns , , , ,	
	17 104
Investments 16,271,654 - 38,875,784 23,499,746 78,64	
	3,099
Intangible assets 2,077,059 2,07	7,059
Total assets 68,758,499 29,097,037 38,875,784 23,499,746 160,2	31,066
Accounts payable and accruals 12,549,178 12,54	19,178
Zakat and income tax payable 1,205,758 1,20	)5,758
	71,056
Total liabilities 19,125,992 19,12	25,992
Special commission rate sensitivity gap 49,632,507 29,097,037 38,875,784 23,499,746	<u>.</u>
Cumulative special commission rate gap 49,632,507 78,729,544 117,605,328 141,105,074	
Represented by shareholders' equity 141,1	05 074

# Credit risk

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss. Financial assets, which are potentially subject to concentration of credit risk, consist principally of bank balance, loans, investments and other assets.

The table below shows the maximum exposure to credit risk for components of the balance sheet:

	2016 SR	2015 SR
Bank balances Loans Held to maturity investments Accounts receivable and other current assets Available for sale investments	29,337,667 673,998 76,043,376 11,072,685 14,759,002	37,674,159 10,462,227 38,875,784 18,152,576 23,499,746
	131,886,728	128,664,492

At 31 December 2016

# 20 RISK MANAGEMENT (continued)

#### Liquidity risk

Liquidity risk is the risk that the Company will encounter difficulty in releasing funds to meet commitments associated with financial liabilities. Liquidity risk may result from an inability to sell a financial asset quickly at an amount close to its fair value. The Company manages its liquidity risk by ensuring that bank facilities are available through its principal shareholder. The table below summarises the maturities of the Company's assets and liabilities at 31 December, based on contractual payment dates.

				No fixed	
2016	Up to 1 year SR	1 to 5 Years SR	> 5 years SR	maturity SR	Total SR
Cash and cash equivalents Accounts receivable, prepayments and other	29,337,667	-	-	45,145	29,382,812
current assets	20,691,893	-	-	-	20,691,893
Loans	673,998	-	-	-	673,998
Investments	38,536,376	-	52,266,002	10,000,900	100,803,278
Property and equipment	-	-	-	2,243,200	2,243,200
Intangible assets	-	-	-	1,502,514	1,502,514
Total assets	89,239,934		52,266,002	13,791,759	155,297,695
Accounts payable and accruals	3,925,544	-	-	-	3,925,544
Zakat and income tax payable	318,878	-	-	-	318,878
Employees' terminal benefits		<u> </u>	<u> </u>	5,210,812	5,210,812
Total liabilitics	4,244,422	_	<u> </u>	5,210,812	9,455,234
Liquidity gap	84,995,512	-	52,266,002	8,580,947	
Cumulative gap	84,995,512	84,995,512	137,261,514	145,842,461	
Represented by shareholders' equity					145,842,461
2015	Up to 1 year SR	1 to 5 Years SR	> 5 years SR	No fixed maturity SR	Total SR
Cash and cash equivalents	37,674,159	-	-	41,397	37,715,556
Accounts receivable, prepayments and other	27,915,941			_	27,915,941
current assets	10,462,227		_	_	10,462,227
Loans Investments	10,102,227	38,875,784	23,499,746	16,271,654	78,647,184
Property and equipment	_	-	,,	3,413,099	3,413,099
Intangible assets	-	-	-	2,077,059	2,077,059
Total assets	76,052,327	38,875,784	23,499,746	21,803,209	160,231,066
Accounts payable and accruals	12,549,178			-	12,549,178
Zakat and income tax payable	1,205,758	-	-	-	1,205,758
Employees' terminal benefits	- , ,/ * *	-	-	5,371,056	5,371,056
Total liabilities	13,754,936	-		5,371,056	19,125,992
Liquidity gap	62,297,391	38,875,784	23,499,746	16,432,153	

Cumulative gap

Represented by shareholders' equity

141,105,074

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101,173,175

62,297,391

124,672,921

141,105,074

At 31 December 2016

# 20 RISK MANAGEMENT (continued)

# Currency risk

Currency risk is the risk that the value of assets and liabilities denominated in foreign currencies will fluctuate due to changes in foreign exchange rates. The Company is subject to fluctuations in foreign exchange rates in the normal course of its business. The table below summarises the Company's exposure in different currencies based on values in Saudi Riyals, based on exchange rates at 31 December:

2016	Saudi Riyals SR	US Dollars SR	Lebanese Pounds SR	Other currencies SR	Total SR
Cash and cash equivalents	25,665,193	3,220,422	-	497,197	29,382,812
Accounts receivable, prepayments and other current assets	17,446,213	3,178,457	22,841	44,382	20,691,893
Loans Investments	673,998 10,000,900	52,266,002	38,536,376	-	673,998 100,803,278
Total assets	53,786,304	58,664,881	38,559,217	541,579	151,551,981
Accounts payable and accruals	3,011,942	913,602		-	3,925,544
Zakat and income tax payable Employees' terminal benefits	318,878 5,210,812	-	-	-	318,878 5,210,812
Total liabilities	8,541,632	913,602			9,455,234
Net gap	45,244,672	57,751,279	38,559,217	541,579	
Cumulative gap	45,244,672	102,995,951	141,555,168	142,096,747	
2015	Saudi Riyals SR	US Dollars SR	Lebanese Pounds SR	Other currencies SR	Total SR
Cash and cash equivalents	2,731,900	34,178,160	-	805,496	37,715,556
Accounts receivable, prepayments and other current assets	24,791,102	1,790,355	1,302,405	32,079	27,915,941
Loans Investments	10,462,227 1,355,089	- 38,416,311	- 38,875,784	-	10,462,227 78,647,184
	<u>.</u>		,		
Total assets	39,340,318	74,384,826	40,178,189	837,575	154,740,908
Accounts payable and accruals	11,520,263	963,795	65,120	-	12,549,178 1,205,758
Zakat and income tax payable Employees' terminal benefits	1,205,758 5,371,056	-	-	-	5,371,056
Total liabilities	18,097,077	963,795	65,120	-	19,125,992
Net gap	21,243,241	73,421,031	40,113,069	837,575	
Cumulative gap	21,243,241	94,664,272	134,777,341	135,614,916	

At 31 December 2016

# 20 RISK MANAGEMENT (continued)

# Equity price risk

Equity price risk is the risk that the fair value of equities would change as a result of changes in the levels of equity indices and the value of individual stocks.

As at 31 December 2016, the Company has no equity instruments and therefore is not directly exposed to equity price risk. As at 31 December 2015, based on equity instruments held by the Company, a 1 basis point change in value of investment securities listed on GCC stock exchanges will effect the Company's equity by SR 14,770.

# 21 CAPITAL REGULATORY REQUIREMENTS AND CAPITAL ADEQUACY RATIO

The capital base, minimum capital requirement and capital adequacy ratio of the Company as per the CMA's Prudential Rules are as follows:

	2016	2015
	SR '000	SR '000
Capital Base:		
Tier 1 Capital	144,339	137,271
Tier 2 Capital	1	1,757
Total Capital Base	144,340	139,028
Minimum Capital Requirement:		
Market risk	6,590	7,149
Credit risk	67,315	54,725
Operational risk	7,910	10,958
Total Minimum Capital Required	81,815	72,832
Capital Adequacy Ratio:		
Total Capital Ratio (times)	1.76	1.91
Tier 1 Capital Ratio (times)	1.76	1.88
Surplus in the capital	62,525	66,196

- a) The capital base consists of Tier 1 capital (which includes share capital, statutory reserve and audited retained earnings) and Tier 2 capital (include unrealized gain on available for sale investments) as per article 4 and 5 of the Prudential Rules. The minimum capital requirements for market, credit and operational risk are calculated as per the requirements specified in part 3 of the Prudential Rules.
- b) The Company manages its capital base in light of Pillar I and Pillar II of the Prudential Rules the capital base should not be less than the minimum capital requirement.
- c) The Company's business objectives when managing capital adequacy is to comply with the capital requirements set forth by the CMA to safeguard the Company's ability to continue as a going concern, and to maintain a strong capital base.

# 22 APPROVAL OF FINANCIAL STATEMENTS

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The Board of Directors, in its meeting held on 25 Jumad Awal 1438H (corresponding to 22 February 2017), approved the financial statements.

# 23 COMPARATIVE FIGURES

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Certain of the prior year amounts have been reclassified to conform with the presentation in the current year.

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