UNAUDITED INTERIM FINANCIAL STATEMENTS AND REVIEW REPORT

FOR THE PERIOD FROM 26 NOVEMBER 2014 TO 31 DECEMBER 2015

# INTERIM FINANCIAL STATEMENTS (UNAUDITED)

For the period ended 31 December 2015

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# REVIEW REPORT TO THE SHAREHOLDERS OF TAMWILY INTERNATIONAL COMPANY (A SAUDI CLOSED JOINT STOCK COMPANY)

# Scope of Limited Review

We have reviewed the accompanying interim statement of financial position of Tamwily International Company (a Saudi Closed Joint Stock Company) (the "Company") as at 31 December 2015 and the related interim statement of comprehensive income for the three-month period ended 31 December 2015 and for the period from 26 November 2014 to 31 December 2015, and the interim statement of cash flows and changes in shareholders' equity for the period from 26 November 2014 to 31 December 2015 and the related notes, which form an integral part of these interim financial statements. These interim financial statements are the responsibility of the Company's management and have been prepared by them in accordance with International Accounting Standard number 34 "Interim Financial Reporting" ("IAS 34") and submitted to us together with all the information and explanations which we required. We conducted our review in accordance with the Saudi Organization for Certified Public Accountants ("SOCPA") auditing standard on interim financial reporting. A review consists principally of applying analytical procedures to financial data and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit conducted in accordance with generally accepted auditing standards, the objective of which is the expression of an opinion on the interim financial statements taken as a whole. Accordingly, we do not express such an opinion.

# Conclusion

Based on our limited review, we are not aware of any material modifications that should be made to the accompanying interim financial statements for them to be in conformity with IAS 34.

for Ernst & Young

Ahmed I. Reda Certified Public Accountant

Ecense No. 356

15 Jumad Awal 1437 H 24 February 2016

Jeddah

15/36/00



# INTERIM STATEMENT OF COMPREHENSIVE INCOME (UNAUDITED)

For the period from 26 November 2014 to 31 December 2015

Note   SR   Cunaudited   SR   SR   SR			For the three- month period ended 31 December 2015	For the period from 26 November 2014 to 31 December 2015
Contract fee income       501,253       1,662,364         Direct costs       15       (30,774,882)       (144,573,219)         GROSS LOSS       (13,727,601)       (62,339,023)         EXPENSES       Selling and distribution       16       (105,902)       (21,088,916)         General and administration       17       (6,918,798)       (22,693,913)         LOSS FROM OPERATIONS       (20,752,301)       (106,121,852)         Other income       18       5,103,700       21,815,821         NET LOSS FOR THE PERIOD BEFORE ZAKAT       (15,648,601)       (84,306,031)         Zakat       12       (1,500,000)       (7,000,000)         NET LOSS FOR THE PERIOD       (17,148,601)       (91,306,031)         OTHER COMPREHENSIVE INCOME FOR THE PERIOD       -       -		Note	,	
Direct costs       15       (30,774,882)       (144,573,219)         GROSS LOSS       (13,727,601)       (62,339,023)         EXPENSES       Selling and distribution       16       (105,902)       (21,088,916)         General and administration       17       (6,918,798)       (22,693,913)         LOSS FROM OPERATIONS       (20,752,301)       (106,121,852)         Other income       18       5,103,700       21,815,821         NET LOSS FOR THE PERIOD BEFORE ZAKAT       (15,648,601)       (84,306,031)         Zakat       12       (1,500,000)       (7,000,000)         NET LOSS FOR THE PERIOD       (17,148,601)       (91,306,031)         OTHER COMPREHENSIVE INCOME FOR THE PERIOD       —       —		14		, ,
EXPENSES  Selling and distribution 16 (105,902) (21,088,916) General and administration 17 (6,918,798) (22,693,913)  LOSS FROM OPERATIONS (20,752,301) (106,121,852)  Other income 18 5,103,700 21,815,821  NET LOSS FOR THE PERIOD BEFORE ZAKAT (15,648,601) (84,306,031)  Zakat 12 (1,500,000) (7,000,000)  NET LOSS FOR THE PERIOD (17,148,601) (91,306,031)  OTHER COMPREHENSIVE INCOME FOR THE PERIOD		15	,	
Selling and distribution       16       (105,902)       (21,088,916)         General and administration       17       (6,918,798)       (22,693,913)         LOSS FROM OPERATIONS       (20,752,301)       (106,121,852)         Other income       18       5,103,700       21,815,821         NET LOSS FOR THE PERIOD BEFORE ZAKAT       (15,648,601)       (84,306,031)         Zakat       12       (1,500,000)       (7,000,000)         NET LOSS FOR THE PERIOD       (17,148,601)       (91,306,031)         OTHER COMPREHENSIVE INCOME FOR THE PERIOD       -       -	GROSS LOSS		(13,727,601)	(62,339,023)
General and administration       17       (6,918,798)       (22,693,913)         LOSS FROM OPERATIONS       (20,752,301)       (106,121,852)         Other income       18       5,103,700       21,815,821         NET LOSS FOR THE PERIOD BEFORE ZAKAT       (15,648,601)       (84,306,031)         Zakat       12       (1,500,000)       (7,000,000)         NET LOSS FOR THE PERIOD       (17,148,601)       (91,306,031)         OTHER COMPREHENSIVE INCOME FOR THE PERIOD       —       —	EXPENSES			
LOSS FROM OPERATIONS  (20,752,301)  (106,121,852)  Other income  18 5,103,700 21,815,821  NET LOSS FOR THE PERIOD BEFORE ZAKAT  (15,648,601)  (84,306,031)  Zakat  12 (1,500,000)  (7,000,000)  NET LOSS FOR THE PERIOD  (17,148,601)  (91,306,031)  OTHER COMPREHENSIVE INCOME FOR THE PERIOD	Selling and distribution	16	(105,902)	(21,088,916)
Other income 18 5,103,700 21,815,821  NET LOSS FOR THE PERIOD BEFORE ZAKAT (15,648,601) (84,306,031)  Zakat 12 (1,500,000) (7,000,000)  NET LOSS FOR THE PERIOD (17,148,601) (91,306,031)  OTHER COMPREHENSIVE INCOME FOR THE PERIOD -	General and administration	17	(6,918,798)	(22,693,913)
NET LOSS FOR THE PERIOD BEFORE ZAKAT       (15,648,601)       (84,306,031)         Zakat       12       (1,500,000)       (7,000,000)         NET LOSS FOR THE PERIOD       (17,148,601)       (91,306,031)         OTHER COMPREHENSIVE INCOME FOR THE PERIOD       —       —	LOSS FROM OPERATIONS		(20,752,301)	(106,121,852)
Zakat       12       (1,500,000)       (7,000,000)         NET LOSS FOR THE PERIOD       (17,148,601)       (91,306,031)         OTHER COMPREHENSIVE INCOME FOR THE PERIOD       -       -	Other income	18	5,103,700	21,815,821
NET LOSS FOR THE PERIOD  (17,148,601)  OTHER COMPREHENSIVE INCOME FOR THE PERIOD  (91,306,031)	NET LOSS FOR THE PERIOD BEFORE ZAKAT		(15,648,601)	(84,306,031)
OTHER COMPREHENSIVE INCOME FOR THE PERIOD	Zakat	12	(1,500,000)	(7,000,000)
	NET LOSS FOR THE PERIOD		(17,148,601)	(91,306,031)
TOTAL COMPREHENSIVE LOSS FOR THE PERIOD (91,306,031)	OTHER COMPREHENSIVE INCOME FOR THE PERIOD		ō	.70
	TOTAL COMPREHENSIVE LOSS FOR THE PERIOD		(17,148,601)	(91,306,031)

# INTERIM STATEMENT OF FINANCIAL POSITION

As at 31 December 2015

	Note	31 December 2015 (Unaudited) SR	26 November 2014 (Audited) SR
ASSETS			
CURRENT ASSETS  Bank balances and cash  Net investment in finance lease and instalment sales  Prepayments and other receivables  Due from affiliates	5 6 8 13	75,665,815 156,108,803 48,350,071 33,761,650	50,506,196 99,497,880 285,049,461 112,638,599
TOTAL CURRENT ASSETS		313,886,339	547,692,136
NON-CURRENT ASSETS  Net investment in finance lease and instalment sales  Property and equipment	6 7	202,914,968 10,217,965	115,275,550 6.585,229
TOTAL NON-CURRENT ASSETS		213,132,933	121,860,779
TOTAL ASSETS		527,019,272	669,552,915
LIABILITIES AND SHAREHOLDERS' EQUITY			
CURRENT LIABILITIES  Accounts payable  Due to affiliates  Accruals and other liabilities  Short term loan	9 13 10 11	47,988,734 869,449 17,378,581 232,529,547	46,888,704 1,963,996 21,182,369 250,000,000
TOTAL CURRENT LIABILITIES		298,766,311	320,035,069
NON-CURRENT LIABILITIES  Net servicing liability  Employees' end of service benefits  TOTAL NON-CURRENT LIABILITIES	19 20	29,013,375 7,226,068 36,239,443	59,348,909 6,849,388 66,198,297
TOTAL LIABILITIES			
EQUITY		335,005,754	386,233,366
SHAREHOLDERS' EQUITY Share capital Statutory reserve Retained earnings	1 21	100,000,000 10,571,920 81,441,598	100,000,000 10,571,920 172,747,629
TOTAL SHAREHOLDERS' EQUITY		192,013,518	283,319,549
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY		527,019,272	669,552,915

# INTERIM STATEMENT OF SHAREHOLDERS' EQUITY (UNAUDITED)

For the period from 26 November 2014 to 31 December 2015

	Share capital SR	Statutory reserve SR	Retained earnings SR	Total SR
Transferred from Aqsat International Trading Company Limited (a Limited Liability Company) on 26 November 2014 (see note 2.1 (audited))	100,000,000	10,571,920	172,747,629	283,319,549
Net loss for the period from 26 November 2014 to 31 December 2015	æ	-	(91,306,031)	(91,306,031)
Balance at 31 December 2015 (Unaudited)	100,000,000	10,571,920	81,441,598	192,013,518

# INTERIM STATEMENT OF CASH FLOWS (UNAUDITED)

For the period from 26 November 2014 to 31 December 2015

		For the period from 26 November 2014 to 31 December 2015 (Unaudited)
	Note	SR
OPERATING ACTIVITIES		(94.307.031)
Net loss for the period before zakat Adjustments for:		(84,306,031)
Depreciation	7	2,342,276
Allowance for doubtful debts	6	10,318,982
Provision for employees' end of service benefits	20	1,856,860
Gain on disposal of property and equipment		(30,008)
Released on repurchase of receivables		(677,866)
		(70,495,787)
Changes in operating assets and liabilities:		
Net investment in finance lease and instalment sales		(154,569,323)
Prepayments and other receivables		236,699,390
Due from affiliates		78,876,949
Accounts payable		1,100,030
Due to affiliates		(1,094,547)
Accruals and other liabilities		(2,181,355)
Net servicing liability		(29,657,668)
Cash from operations		58,677,689
Zakat paid	12	(8,622,433)
Employees' end of service benefits paid	20	(1,480,180)
Employees and of service benefits paid	20	(1,400,100 <i>)</i>
Net cash from operating activities		48,575,076
INVESTING ACTIVITIES		
Purchase of property and equipment	7	(6,031,114)
Proceeds from disposal of property and equipment		86,110
Net cash used in investing activities		(5,945,004)
FINANCING ACTIVITY		
Net movement in short term bank loan		(17,470,453)
NET INCREASE IN BANK BALANCES AND CASH		25,159,619
Bank balances and cash at the beginning of the period		50,506,196
BANK BALANCES AND CASH AT THE END OF THE PERIOD	5	75,665,815

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED)

At 31 December 2015

#### 1 ACTIVITIES

Tamwily International Company ("the Company") is a Saudi Closed Joint Stock Company registered in the Kingdom of Saudi Arabia under Commercial Registration number 4030171226, issued on 8 Rajab 1428 H (corresponding to 22 July 2007). The Company is engaged in the activities of sale of new and used motor vehicles under finance leases and instalment sales.

The shareholders of the Company resolved to convert the Company to a Saudi Closed Joint Stock Company on 26 Dhu al-Qidah 1436 H (corresponding to 21 September 2014) (the "Conversion Date"). The conversion was announced by Ministerial Decision number 338 on 4 Safar 1436 H (corresponding to 26 November 2014).

Prior to the Conversion Date, the Company was licensed for the wholesale and retail sale of spare parts, electric appliances, sale and lease of construction tools, and purchase and sale of real estate for the purpose of rentals and resale. However, no such activities have been carried out by the Company to date.

# a) Changes in the name of the Company

The name of the Company at the time of incorporation was "Aqsat International Trading Company Limited. Subsequently on 4 Safar 1436 H (corresponding to 26 November 2014) the name of the Company was changed to Tamwily International Company (a Saudi Closed Joint Stock Company).

# b) Changes to the share capital of the Company

Prior to above mentioned change, the share capital of the Company was divided into 10,000 shares of SR 10,000 each and was owned as follows:

No. of shares of	Amount
SR 10,000 Each	SR
8,500	85,000,000
1,500	15,000,000
10,000	100,000,000
	8,500 1,500

Subsequently, on 26 Dhul Qadah 1436H (corresponding to 21 September 2014), based on an agreement between the old and new shareholders, it was resolved to change the par value of the Company's share from SR 10,000 each to SR 10 each and as a result the number of shares increased from 10,000 shares of SR 10,000 each to 10 million shares of SR 10 each. The total share capital state at SR 100 million. As at 26 November 2014 and 31 December 2015, the revised share capital of the Company was owned as follows:

	10,000,000	100,000,000
Anis Abdul Jaleel Jamjoom	500,000	5,000,000
Tahir Mohammed Al Dabagh	500,000	5,000,000
Sanabel National Trade and Service	500,000	5,000,000
Mohammed Yousuf Naghi	1,500,000	15,000,000
Jiad International Holding Co for Commercial Development Limited (A Limited Liability Company)	7,000,000	70,000,000
Lied International Holding Co. for Commercial Development Limited	SR 10 Each	(Audite <u>d)</u>
	No. of shares of	SR
		Amount

The Company is ultimately owned by Saudi shareholders.

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

#### 1 ACTIVITIES (continued)

# c) License from Saudi Arabian Monetary Agency (SAMA)

On 17 Jumada Al Awwal 1435 H (corresponding to 18 March 2014), in order to comply with the new finance regulations, the Company filed an application to undertake activities of finance leasing and financing with the Saudi Arabian Monetary Agency (SAMA).

The Company received a license from SAMA on 19 Safar 1436 H (corresponding to 11 December 2014) to undertake activities of finance leasing and financing the retail, small and medium enterprises in the Kingdom of Saudi Arabia.

#### 2 BASIS OF PREPARATION AND STATEMENT OF COMPLIANCE

#### 2.1 Basis of preparation

As per the By Laws of the Company at the time of its conversion to a Saudi Closed Joint Stock Company, the first financial statements of the Company will be prepared for the period from 26 November 2014, being date of its ministerial resolution, to 31 December 2015. The Company's first financial period commenced on the date of ministerial resolution and will be upto 31 December 2015.

On 26 November 2014, being the date of the ministerial resolution announcing the change of the status of the Company from a Limited Liability Company to a Saudi Closed Joint Stock Company, the net assets of the Limited Liability Company were transferred to the Saudi Closed Joint Stock Company at net book value of SR 283,319,549.

The interim financial statements are prepared under the historical cost convention.

# 2.2 Statement of compliance

These interim financial statements have been prepared in accordance with International Accounting Standard (IAS) 34 "Interim Financial Reporting" as issued by the International Accounting Standards Board ("IASB") as required by the Implementing Regulation of the Finance Companies Control Law and not in accordance with Accounting Standards Generally Accepted in the Kingdom of Saudi Arabia.

These interim financial statements are prepared for a part of the period covered by the first set of financial statements prepared in accordance with International Financial Reporting Standards ("IFRS"). These interim financial statements have been prepared using the same accounting policies as outlined in the Company's interim financial statements for the period from 26 November 2014 to 31 March 2015. These interim financial statements do not include all the information required for the annual financial statements.

These interim financial statements have been presented in Saudi Riyal, which is the functional and presentation currency of the Company, except as otherwise indicated.

The total shareholder's equity transferred on 26 November 2014 and reported under Accounting Standards Generally Accepted in the Kingdom of Saudi Arabia, is identical to the total shareholder's equity in these interim financial statements prepared under the IFRS framework, as there are no changes to accounting policies or restatement of numbers.

# 2.3 Significant accounting judgments, estimates and assumptions

The preparation of the Company's financial statements requires management to make judgments, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and the accompanying disclosures, and the disclosure of contingent liabilities. Uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of assets or liabilities affected in future periods.

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 2 BASIS OF PREPARATION AND STATEMENT OF COMPLIANCE (continued)

# 2.3 Significant accounting judgments, estimates and assumptions (continued)

The key assumptions concerning the future and other key sources of estimation uncertainty at the reporting date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial period, are described below. The Company based its assumptions and estimates on parameters available when the financial statements were prepared. Existing circumstances and assumptions about future developments, however, may change due to market changes or circumstances arising beyond the control of the Company. Such changes are reflected in the assumptions when they occur.

# Determination of servicing liability

Under the purchase and agency agreements, the Company has been appointed by the banks to service the receivables purchased by the banks. Assumptions used to calculate the servicing assets / liability are based on estimates of collection costs to be incurred by the Company over the life of the purchase and agency agreements.

### Determination of expected defaults and discounts

In order to calculate the net deferred consideration receivable under the purchase and agency agreements, the Company uses assumptions to calculate the allowance for delinquent receivables and discounts based on historical trends which are updated periodically (at least once in a year or more frequently when needed) based on a change in circumstances which indicate that the historical rates may not be appropriate.

# Determination of discount rate for present value calculations

Discount rate represents the current market assessment of the risks specific to the Company, taking into consideration the time value of money and the individual risks of the underlying assets. The discount rate calculation is based on the specific circumstances of the Company and is derived from its weighted average cost of capital ("WACC"). The WACC takes into account both debt and equity. The cost of equity is derived from the expected return on investment by the Company's investors. The cost of debt is based on the cost of financing provided by the banks under the purchase and agency agreements. The beta factors are evaluated annually based on publicly available market data.

# Impairment of finance lease

An estimate of the collectible amount of receivables under finance lease is made when collection of the full amount is no longer probable. For individually significant amounts, this estimation is performed on an individual basis. Amounts which are not individually significant, but which are past due, are assessed collectively and an allowance applied according to the length of time past due, based on historical recovery rates.

At the reporting date, outstanding finance lease receivable were SR 497,567,997 (as at 26 November 2014: SR 309,374,987), and the allowance for doubtful debts relating to finance lease receivable amounts to SR 64,107,116 (as at 26 November 2014: SR 53,788,134). Any difference between the amounts actually collected in future periods and the amounts expected will be recognised in the interim statement of comprehensive income of those periods.

# 2.4 New and amended accounting standards and interpretations

As stated in note 2.2, these financial statements are prepared for a part of the period covered by the first set of financial statements prepared in accordance with IFRS. A number of new and amended standards and interpretations were applicable to the financial statements of the Company with effect from 26 November 2014 and were adopted by the Company.

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 2 BASIS OF PREPARATION AND STATEMENT OF COMPLIANCE (continued)

# 2.4 New and amended accounting standards and interpretations (continued)

The nature and the effect of these changes are disclosed below. Although these new standards and amendments apply for the first time in 2015, they do not have a material impact on the financial statements of the Company.

The nature and the impact of each new standard or amendment is described below:

# Amendments to IAS 19 Defined Benefit Plans: Employee Contributions

IAS 19 requires an entity to consider contributions from employees or third parties when accounting for defined benefit plans. Where the contributions are linked to service, they should be attributed to periods of service as a negative benefit. These amendments clarify that, if the amount of the contributions is independent of the number of years of service, an entity is permitted to recognise such contributions as a reduction in the service cost in the period in which the service is rendered, instead of allocating the contributions to the periods of service. This amendment is effective for annual periods beginning on or after 1 July 2014. This amendment is not relevant to the Company, since none of the entities within the Company has defined benefit plans with contributions from employees or third parties.

#### Annual Improvements 2010-2012 Cycle

These improvements are effective from 1 July 2014 and the Company has applied these amendments for the first time in these financial statements. They include:

#### IFRS 2 Share-based Payment

This improvement is applied prospectively and clarifies various issues relating to the definitions of performance and service conditions which are vesting conditions, including:

A performance condition must contain a service condition

A performance target must be met while the counterparty is rendering service

A performance target may relate to the operations or activities of an entity, or to those of another entity in the same group

A performance condition may be a market or non-market condition

If the counterparty, regardless of the reason, ceases to provide service during the vesting period, the service condition is not satisfied

The above definitions are consistent with how the Company has identified any performance and service conditions which are vesting conditions in previous periods, and thus these amendments do not impact the Company's accounting policies.

# IFRS 3 Business Combinations

The amendment is applied prospectively and clarifies that all contingent consideration arrangements classified as liabilities (or assets) arising from a business combination should be subsequently measured at fair value through profit or loss whether or not they fall within the scope of IFRS 9 (or IAS 39, as applicable). This is consistent with the Company's current accounting policy, and thus this amendment does not impact the Company's accounting policy.

# IFRS 8 Operating Segments

The amendments are applied retrospectively and clarify that:

An entity must disclose the judgements made by management in applying the aggregation criteria in paragraph 12 of IFRS 8, including a brief description of operating segments that have been aggregated and the economic characteristics (e.g., sales and gross margins) used to assess whether the segments are 'similar'. The reconciliation of segment assets to total assets is only required to be disclosed if the reconciliation is reported to the chief operating decision maker, similar to the required disclosure for segment liabilities. The Company has not applied the aggregation criteria in IFRS 8.12.

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 2 BASIS OF PREPARATION AND STATEMENT OF COMPLIANCE (continued)

# 2.4 New and amended accounting standards and interpretations (continued)

# IAS 16 Property, Plant and Equipment and IAS 38 Intangible Assets

The amendment is applied retrospectively and clarifies in IAS 16 and IAS 38 that the asset may be revalued by reference to observable data by either adjusting the gross carrying amount of the asset to market value or by determining the market value of the carrying value and adjusting the gross carrying amount proportionately so that the resulting carrying amount equals the market value. In addition, the accumulated depreciation or amortisation is the difference between the gross and carrying amounts of the asset. The Company did not record any revaluation adjustments during the current period.

# IAS 24 Related Party Disclosures

The amendment is applied retrospectively and clarifies that a management entity (an entity that provides key management personnel services) is a related party subject to the related party disclosures. In addition, an entity that uses a management entity is required to disclose the expenses incurred for management services. This amendment is not relevant for the Company as it does not receive any management services from other entities.

# Annual Improvements 2011-2013 Cycle

These improvements are effective from 1 July 2014 and the Company has applied these amendments for the first time in these financial statements. They include:

#### IFRS 3 Business Combinations

The amendment is applied prospectively and clarifies the scope exceptions within IFRS 3 that joint arrangements, not just joint ventures, are outside the scope of IFRS 3. This scope exception applies only to the accounting in the financial statements of the joint arrangement itself. The Company is not a joint arrangement, and thus this amendment is not relevant for the Company and its subsidiaries.

# IFRS 13 Fair Value Measurement

The amendment is applied prospectively and clarifies that the portfolio exception in IFRS 13 can be applied not only to financial assets and financial liabilities, but also to other contracts within the scope of IFRS 9 (or IAS 39, as applicable). The Company does not apply the portfolio exception in IFRS 13.

#### IAS 40 Investment Property

The description of ancillary services in IAS 40 differentiates between investment property and owner-occupied property (i.e., property, plant and equipment). The amendment is applied prospectively and clarifies that IFRS 3, and not the description of ancillary services in IAS 40, is used to determine if the transaction is the purchase of an asset or a business combination. This amendment does not impact the accounting policy of the Company.

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 2 BASIS OF PREPARATION AND STATEMENT OF COMPLIANCE (continued)

### 2.5 Standards issued but not yet effective

Standards issued but not yet effective up to the date of issue of the Company's financial statements are listed below. This listing is of standards and interpretations issued, which the Company reasonably expects to be applicable at a future date. The Company intends to adopt those standards when they become effective. The Company is currently assessing the implications of the below mentioned standards and amendments on the Company's financial statements and the related timing of adoption.

#### IFRS 9 Financial Instruments

In July 2014, the IASB issued the final version of IFRS 9 Financial Instruments which reflects all phases of the financial instruments project and replaces IAS 39 Financial Instruments: Recognition and Measurement and all previous versions of IFRS 9. The standard introduces new requirements for classification and measurement, impairment, and hedge accounting. IFRS 9 is effective for annual periods beginning on or after 1 January 2018, with early application permitted. Retrospective application is required, but comparative information is not compulsory.

# IFRS 15 Revenue from Contracts with Customers

IFRS 15 was issued in May 2014 and establishes a new five-step model that will apply to revenue arising from contracts with customers. Under IFRS 15, revenue is recognised at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer. The principles in IFRS 15 provide a more structured approach to measuring and recognising revenue.

The new revenue standard is applicable to all entities and will supersede all current revenue recognition requirements under IFRS. Either a full or modified retrospective application is required for annual periods beginning on or after 1 January 2018 with early adoption permitted.

# Amendments to IAS 1: Disclosure Initiative

The amendments to IAS 1 Presentation of Financial Statements clarify, rather than significantly change, existing IAS 1 requirements. The amendments clarify:

- The materiality requirements in IAS 1.
- That specific line items in the statement(s) of profit or loss and Other Comprehensive Income and the statement of financial position may be disaggregated.
- That entities have flexibility as to the order in which they present the notes to financial statements.

Furthermore, the amendments clarify the requirements that apply when additional subtotals are presented in the statement of financial position and the statement(s) of profit or loss and other comprehensive income. These amendments are intended to assist entities in applying judgment when meeting the presentation and disclosure requirements in IFRS, and do not affect recognition and measurement.

Amendments to IAS 16 and IAS 38: Clarification of Acceptable Methods of Depreciation and Amortisation. The amendments clarify the principle in IAS 16 and IAS 38 that revenue reflects a pattern of economic benefits that are generated from operating a business (of which the asset is part) rather than the economic benefits that are consumed through use of the asset. As a result, a revenue-based method cannot be used to depreciate property, plant and equipment and may only be used in very limited circumstances to amortise intangible assets. The amendments are effective prospectively for annual periods beginning on or after 1 January 2016, with early adoption permitted.

# Annual improvements 2012-2014 Cycle

In the 2012-2014 annual improvements cycle, the IASB issued five amendments to four standards, summaries of which are provided below. The changes are effective 1 January 2016. Earlier application is permitted and must be disclosed.

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 2 BASIS OF PREPARATION AND STATEMENT OF COMPLIANCE (continued)

# 2.5 Standards issued but not yet effective (continued)

Amendments to IFRS 5: Non-Current Assets Held for Sale and Discontinued Operations

Assets (or disposal groups) are generally disposed of either through sale or distribution to owners. The amendment clarifies that changing from one of these disposal methods to the other would not be considered a new plan of disposal, rather it is a continuation of the original plan. There is, therefore, no interruption of the application of the requirements in IFRS 5. The amendment must be applied prospectively.

# Amendments to IFRS 7: Financial Instruments: Disclosures

The amendment clarifies that a servicing contract that includes a fee can constitute continuing involvement in a financial asset. An entity must assess the nature of the fee and the arrangement against the guidance given for continuing involvement in IFRS 7 in order to assess whether the disclosures are required.

The assessment of which servicing contracts constitute continuing involvement must be done retrospectively. However, the required disclosures would not need to be provided for any period beginning before the annual period in which the entity first applies the amendments.

# Amendments to IAS 19: Employee Benefits (Discount rate: regional market issue)

The amendment clarifies that market depth of high quality corporate bonds is assessed based on the currency in which the obligation is denominated, rather than the country where the obligation is located. When there is no deep market for high quality corporate bonds in that currency, government bond rates must be used.

## Amendments to IAS 34 Interim Financial Reporting

The amendment clarifies that the required interim disclosures must either be in the interim financial statements or incorporated by cross-reference between the interim financial statements and wherever they are included within the interim financial report (e.g., in the management commentary or risk report).

The other information within the interim financial report must be available to users on the same terms as the interim financial statements and at the same time. The amendment must be applied retrospectively.

# 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies adopted in the preparation of these financial statements are as follows:

#### Current versus non-current classification

The Company presents assets and liabilities in the statement of financial position based on current / non-current classification. An asset is classified as current when it is:

- Expected to be realised or intended to be sold or consumed in the normal operating cycle;
- Held primarily for the purpose of trading;
- Expected to be realised within twelve months after the reporting period; or
- Cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period.

All other assets are classified as non-current.

# A liability is current when:

- It is expected to be settled in the normal operating cycle;
- It is held primarily for the purpose of trading;
- It is due to be settled within twelve months after the reporting period; or
- There is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period.

The Company classifies all other liabilities as non-current.

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Fair value measurement

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction in the principal (or most advantageous) market at the measurement date under current market conditions (i.e. an exit price) regardless of whether that price is directly observable or estimated using another valuation technique. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either:

- In the principal market for the asset or liability; or
- In the absence of a principal market, in the most advantageous market for the asset or liability.

The principal or the most advantageous market must be accessible to the Company.

The fair value of an asset or a liability is measured using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their economic best interest.

A fair value measurement of a non-financial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use. The Company uses valuation techniques that are appropriate in the circumstances and for which sufficient data is available to measure fair value, maximizing the use of relevant observable inputs and minimizing the use of unobservable inputs.

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorized within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- Level 1 Quoted (unadjusted) market prices in active markets for identical assets or liabilities.
- Level 2 Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable.
- Level 3 Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable.

For assets and liabilities that are recognised in the financial statements on a recurring basis, the Company determines whether transfers have occurred between Levels in the hierarchy by re-assessing categorization (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

For the purpose of fair value disclosures, the Company determines classes of assets and liabilities on the basis of the nature, characteristics and risks of the asset or liability and the level of the fair value hierarchy as explained above.

# Revenue recognition

#### Leasing

Income from finance leases and instalment sales is recognized over the period of the lease contract using a periodic rate of return calculated under the sum of digits method, which approximates to the effective interest method.

As part of the periodic installments due from customers, the Company charges customers for insurance cover on the vehicles under lease contracts. Insurance charges represent cost of insurance (premium). Consequently, premiums are paid to the Insurers for the insurance cover for the vehicles under lease, pursuant to the agreement.

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### Revenue recognition (continued)

Contract fee income

Contract fee income represents lease initiation, customer credit assessment, vehicle registration and other fee income. Contract fee income is recognised immediately upon execution of the agreements with the customers.

Income from purchase and agency agreements (amortization of net servicing liability)

Income from purchase and agency arrangements represents management fees due under the purchase and agency agreements with certain banks and is recognised on an accrual basis.

# **Expenses**

Selling and marketing expenses principally comprise of costs incurred in the marketing and sale of the Company's products / services. All other expenses are classified as general and administrative expenses.

General and administrative expenses include direct and indirect costs not specifically part of the operating activities of the Company. Allocations between general and administrative expenses and direct costs, when required, are made on a consistent basis.

#### Zakat

The Company is subject to the Regulations of the Department of Zakat and Income Tax ("DZIT") in the Kingdom of Saudi Arabia. Zakat is provided on an accruals basis. The zakat charge is computed on the zakat base. Any difference in the estimate is recorded when the final assessment is approved at which time the provision is cleared.

# Foreign currency translation

Foreign currency transactions are translated into Saudi Riyals at the rates of exchange prevailing at the time of the transactions. Monetary assets and liabilities denominated in foreign currencies at the reporting date are retranslated at the exchange rates prevailing at that date. Gains and losses from settlement and translation of foreign currency transactions are included in the statement of comprehensive income.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates as at the dates of the initial transactions.

# Property and equipment

Depreciable property and equipment other than land are stated at cost less accumulated depreciation. Expenditure on maintenance and repairs is expensed, while expenditure for betterment is capitalized. Depreciation is provided over the estimated useful lives of the applicable assets using the straight-line method.

The estimated useful lives of the principal classes of assets are as follows:

Leasehold improvements	4 years
Furniture, fixtures and office equipment	7 years
Motor vehicles	4 years
Software	7 years

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

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

### Impairment of financial assets

At each reporting date, the Company assesses whether there are any indications, internal or external, of impairment in the value of financial assets. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss. Recoverable amount represents the higher of fair value less cost to sell and recoverable value in use.

The Company assesses at each reporting date whether there is an indication that an asset may be impaired. If any indication exists, or when annual impairment testing for an asset is required, the Company estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash-generating unit's (CGU) fair value less costs to sell and its value in use and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets. Where the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount.

In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs to sell, an appropriate valuation model is used.

These calculations are corroborated by valuation multiples or other available fair value indicators.

Impairment losses of continuing operations are recognised in the statement of comprehensive income if those expense categories are consistent with the function of the impaired asset. For assets excluding goodwill, an assessment is made at each reporting date as to whether there is any indication that previously recognised impairment losses may no longer exist or may have decreased. If such indication exists, the Company estimates the asset's or cash-generating unit's recoverable amount. A previously recognised impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognised.

The reversal is limited so that the carrying amount of the asset does not exceed its recoverable amount, nor exceed the carrying amount that would have been determined, net of depreciation, had no impairment loss been recognised for the asset in prior years. Such reversal is recognised in the statement of comprehensive income.

# Financial instruments - initial recognition and subsequent measurement

# i) Financial assets

Initial recognition and measurement

The Company determines the classification of its financial assets at initial recognition. All financial assets are recognised initially at fair value plus, directly attributable transaction costs, if any.

Financial assets comprises of bank balances and cash, net investment in finance lease and instalment sales, due from related affiliates, deferred consideration receivable, employees' receivables, amount due from insurer and other receivables and are initially measured at fair value and thereafter stated at cost or amortized cost as reduced by allowance for doubtful receivables and impairment, if any.

# Subsequent measurement

For purposes of subsequent measurement net investment in finance lease is mainly classified as loans and receivables.

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### i) Financial assets (continued)

Loans and receivables

This category is the most relevant to the Company. Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Finance lease is carried at amortized cost, less any amounts written off and allowance for doubtful debts. Gross investment in finance lease represents the gross lease payments receivable by the Company and the net investment represents the present value of these lease payments, discounted at interest rate implicit in the lease. The difference between the gross investment and unearned finance income represents net investment which is stated net of allowance for doubtful debts.

# Derecognition of financial assets

A financial asset or, where applicable a part of a financial asset or part of a group of similar financial assets is derecognised when:

- the contractual right to receive cash flows from the asset has expired; or
- the contractual right to receive cash flows from the asset has not expired, but the Company has assumed
  an obligation to pay them in full without material delay to a third party under a "pass through"
  arrangement; or
- the Company has transferred its contractual right to receive cash flows from the asset and either (a) has
  transferred substantially all the risks and rewards of the asset, or (b) has neither transferred nor retained
  substantially all the risks and rewards of the asset, but has transferred control of the asset.

Any resulting gains or losses on derecognition of financial assets are recognised at the time of derecognition of financial assets.

When the Company has transferred its contractual right to receive cash flows from an asset or has entered into a "pass through" arrangement, whereby it has assumed an obligation to pay cash flows from an asset in full without material delay to a third party, but has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, the asset is recognised to the extent of the Company's continuing involvement in the asset.

Where the Company is appointed to service the derecognised financial assets for a fee (agency fee), the Company recognises either a net servicing asset or a net servicing liability for that servicing contract. If the fee to be received is not expected to compensate the Company adequately for performing the service, a net servicing liability for the servicing obligation is recognised at its fair value.

If the fee to be received is expected to be more than adequate compensation for the services to be provided, a servicing asset is recognised for the servicing right. Following initial recognition, net servicing assets, being intangible assets, are carried at cost less any accumulated amortisation and any accumulated impairment losses.

Net servicing assets are amortised over their definite useful economic life (in conformity with the collection arrangements with the banks) and assessed for impairment whenever there is an indication that the intangible asset may be impaired. The amortisation of net servicing asset is charged to the statement of comprehensive income.

# Impairment of financial assets

The amount of any impairment loss identified is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future expected credit losses that have not yet been incurred). The present value of the estimated future cash flows is discounted at the financial asset's original effective interest rate.

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Impairment of financial assets (continued)

The carrying amount of the asset is reduced through the use of an allowance account and the loss is recognised in the statement of comprehensive income. Assets together with the associated allowance are written off when there is no realistic prospect of future recovery and all collateral has been realised or has been transferred to the Company. If, in a subsequent year, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognised, the previously recognised impairment loss is increased or reduced by adjusting the allowance account. If a write-off is later recovered, the recovery is credited to the statement of comprehensive income.

Net investment in finance lease and instalment sales is considered to be impaired when a payment is overdue by 30 days or more. Since the risk metrics for Net investment in finance lease and instalment sales are based on a collective "pool" basis, rather than on individual financings, the allowances for doubtful debts are also computed on a "pool basis" using the 'flow rate" methodology. The allowance coverage is 100% for such non-performing financings which reach the "write off point" (write-off points are set at 1 year past due). The carrying amount of the asset is adjusted through the use of an allowance for doubtful debts account and the amount of the adjustment is included in the statement of comprehensive income.

#### ii) Financial liabilities

# Initial recognition and measurement

The Company determines the classification of its financial liabilities at initial recognition. Financial liabilities are recognised initially at fair value plus, directly attributable transaction costs (where applicable) and thereafter stated at their amortized cost.

Financial liabilities are classified according to the substance of contractual arrangements entered into. Significant financial liabilities include accounts payable, due to affiliates, short-term loan and other liabilities.

#### Subsequent measurement

Financial liabilities are subsequently recognized for amounts to be paid in the future for goods or services received, whether billed by the supplier or not.

# Derecognition of financial liability

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires. When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as the derecognition of the original liability and the recognition of a new liability. The difference in the respective carrying amounts is recognised in the statement of comprehensive income.

### iii) Offsetting

Financial assets and financial liabilities are offset and the net amount reported in the statement of financial position if, and only if there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, or to realise the assets and settle the liabilities simultaneously.

# **Provisions**

Provisions are recognised when the Company has a present obligation (legal or constructive) as a result of a past event, it is probable that the Company will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation.

If the effect of the time value of money is material, provisions are discounted using a discount rate that reflects, when appropriate, the risks specific to the liability. When discounting is used, the increase in the provision due to the passage of time is recognised as a finance cost.

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### **Onerous contracts**

An onerous contract is one where the unavoidable costs of meeting the Company's contractual obligations exceed the expected economic benefits. If the Company has a contract that is onerous, it recognises the present obligation under the contract as a provision. The estimated future cash flows of the onerous contract are discounted at the Company's weighted average cost of capital ("WACC"). The unwinding of the discount is expensed as incurred and recognised in the statement of comprehensive income as a finance cost.

# Leases

Finance leases are those where the terms of the lease transfer substantially all of the risks and rewards of ownership to the lessee. All other leases are classified as operating leases. As lessee, the Company classifies its leases as operating leases and the rentals payments are charged to the statement of comprehensive income on a straight line basis.

#### Claims

The amounts paid or payable in respect of the Company's obligation in respect of the insurance cover and the risks insured by the Insurers are claimed from the Insurers, net of salvage and subrogation recoveries and deductibles. Salvage recoveries represent the value of the damaged vehicles recorded at their net realizable values based on management's best estimate, with a corresponding payable being recorded to the Insurer. The Company also has the right to pursue third parties for payment of some or all costs of claims. (i.e. subrogation). Subrogation receivables, net of allowance for potential irrecoverable amounts are recognised in other assets, with a corresponding payable being recorded to the Insurer.

Outstanding claims comprise the estimated cost of claims incurred but not settled at the reporting date together with related claims handling costs, with a corresponding receivable being recorded from the Insurer.

# Cash and bank balances

For the purpose of the statement of cash flows, cash and cash equivalents consist of cash on hand, cash in bank and deposits with original maturity of three months or less.

# 4 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.

The Company carries out its activities entirely in the Kingdom of Saudi Arabia and is mainly engaged in providing vehicles to customers on finance lease and instalment basis.

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 5 BANK BALANCES AND CASH

31 December 2015	26 November 2014
(Unaudited)	(Audited)
SR	SR
197,082	3,454,262
75,468,733	47,051,934
75,665,815	50,506,196
	(Unaudited) SR 197,082 75,468,733 75,665,815

Certain bank accounts of the Company with balances amounting to SR 0.7 million (26 November 2014: SR 45.7 million) are in the name of Mohammad Yousuf Naghi Motors Corporation. However, these bank accounts are beneficially utilized by the Company and accordingly are included in the statement of financial position of the Company under bank balances above.

#### 6 NET INVESTMENT IN FINANCE LEASE AND INSTALMENT SALES

The Company finances the sale of vehicles to its customers through finance leases and instalment sales. Under finance lease, the legal ownership of the vehicle is retained by the Company while under instalment sales legal ownership is transferred to the customer. Finance leases represent 71% (26 November 2014:76%) of the total gross investments shown below as at 31 December 2015:

As at 31 December 2015	Current	Non-current	Total
	portion	portion	(Unaudited)
	SR	SR	SR
Gross investment in finance lease and instalment sales	236,207,471	261,360,526	497,567,997
Less: allowance for doubtful debts	(41,765,584)	(22,341,532)	(64,107,116)
Less: unearned finance income	(38,333,084)	(36,104,026)	(74,437,110)
Net investment in finance lease and instalment sales	156,108,803	202,914,968	359,023,771
As at 26 November 2014	Current	Non-current	Total
	Portion	portion	(Audited)
	SR	SR	SR
Gross investment in finance lease and instalment sales	146,661,280	162,713,707	309,374,987
Less: allowance for doubtful debts	(27,878,421)	(25,909,713)	(53,788,134)
Less: unearned finance income	(19,284,979)	(21,528,444)	(40,813,423)
Net investment in finance lease and instalment sales	99,497,880	115,275,550	214,773,430

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 6 NET INVESTMENT IN FINANCE LEASE AND INSTALMENT SALES (continued)

a) The movement in allowance for doubtful debts is given below:

For the period from 26 November 2014 to 31 December 2015 (Unaudited) SR

Transferred from Aqsat International Trading Company Limited (a Limited Liability Company) on 26 November 2014

Net movement during the period (see note 16)

53,788,134 10,318,982

At the end of the period

64,107,116

The overdue receivables relating to certain customers as at 31 December 2015 amount to SR 59.1 million (26 November 2014: SR 40.4 million). The receivable balances not yet due from such customer's amount to SR 119.6 million as at 31 December 2015 (26 November 2014: SR 127.9 million).

	31 December 2015 (Unaudited) SR	26 November 2014 (Audited) SR
Overdue balances: 1 - 4 months 5 - 12 months More than 12 months	23,798,364 9,986,763 25,339,952 59,125,079	20,562,834 19,060,459 740,535 40,363,828
	31 December 2015 (Unaudited) SR	26 November 2014 (Audited) SR
Not yet due balances relating to the above overdue balances: 1 - 4 months 5 - 12 months More than 12 months	76,855,461 23,418,445 19,383,254 119,657,160	62,347,496 65,467,113 84,040 127,898,649
Gross investment in finance leases and instalment sales due is as follows:	ws: 31 December 2015 (Unaudited) SR	26 November 2014 (Audited) SR
Overdue balances Due within 1 year Due from 1-2 years Due from 2-3 years Due more than 3 years	59,125,079 177,082,392 121,479,980 59,258,630 80,621,916	40,363,828 106,297,452 75,923,599 35,048,429 51,741,679

# (A SAUDI CLOSED JOINT STOCK COMPANY) TAMWILY INTERNATIONAL COMPANY

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued) At 31 December 2015

# PROPERTY AND EQUIPMENT

Total 31 December 2015 SR	12,958,122	6,031,114 - (296,555)	18,692,681	6,372,893 2,342,276 (240,453)	8,474,716	•	10,217,965	6.585.229
Work in progress		1.917.647 (1.834.137)	83,510				83,510	
Software SR	1.591.292	660,719	2.252.011	207.383 692.052	899,435		1,352,576	1,383,909
Motor vehicles SR	1.180.821	673.600	1.557.866	546.576 317.834 (240.453)	623.957		933,909	634,245
Furniture and fixtures SR	1.178.141	906.908	1.785.049	940,636 117,013	1.057.649		727,400	237.505
Equipment SR	6.808.310	1,061,391	7.871.001	2.640.261 785.656	3.425.917		4,445,084	4.168.049
Leasehold improvements SR	2.199.558	1.110.849	5.143.244	2.038.037 429.721 -	2,467,758	4	2,675,486	161,521
Ost	Transferred from Aqsat International Trading Company Limited (a Limited Liability Company) on 26 November 2014	Additions Transfers Disposals	At the end of the period	Depreciation: Transferred from Aqsat International Trading Company Limited (a Limited Liability Company) on 26 November 2014 Charge for the period (note 17) Disposals	At the end of the period	Net book amounts:	At 31 December 2015 (Unaudited)	At 26 November 2014 (Audited)

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 8 PREPAYMENTS AND OTHER RECEIVABLES

	31 December 2015 (Unaudited) SR	26 November 2014 (Audited) SR
Prepaid expenses	12,891,711	2,983,692
Insurance claims receivable	20,013,967	35,976,258
Staff advances	684,255	528,065
Receivable from assignment (see note 8.1)	-	240,500,000
Receivable from customers (see note 8.2)	4,003,104	-
Other debtors	7,016,875	4,462,255
Other receivables	3,740,159	599,191
	48,350,071	285,049,461

- 8.1 During the period ended 26 November 2014, the Company entered into an assignment agreement with a third party ("Establishment") to assign all of its right, title and interest in the margin deposits maintained with banks under purchase and securitisation agreements with those banks in exchange for a purchase consideration of SR 240.5 million.
- 8.2 It represents the shortage/excess of collections received against the securitized receivables from the customers than payment required to be made in accordance with the service agreements entered into with the bank.

# 9 ACCOUNTS PAYABLE

	<i>31 December 2015</i>	26 November 2014
	(Unaudited)	(Audited)
	SR	SR
Advances from customers	116,380	116,380
Deferred revenue – dealer support income	8,202,695	4,993,637
Payable to assignment (see note 9.1)	27,249,109	-
Other creditors	9,211,749	100,521
Collections payable to bank	-	23,443,828
Other payables	3,208,801	18,234,338
	47,988,734	46,888,704

9.1 In accordance with securitisation agreements with banks (note 19), during the period ended 31 December 2015, certain margin deposits against finance lease receivables were released to the Company by the banks. The right to these margin deposits—were already assigned to Establishment (note 8.1). The net amount released has been recorded as payable to Establishment in accordance with the assignment agreement with Establishment.

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 10 ACCRUALS AND OTHER LIABILITIES

	31 December 2015 (Unaudited) SR	26 November 2014 (Audited) SR
Zakat payable (note 12) Accrued employees benefits Accrued advertising and commission Other accruals	5,903,053 6,330,444 438,480 4,706,604	7,525,486 5,530,644 1,026,291 7,099,948
	17,378,581	21,182,369

# 11 SHORT TERM LOAN

This represents short term loans from a bank to meet the Company's working capital requirements. The loan is secured by the guarantees from shareholder.

# 12 ZAKAT

The opening value of zakat provision was Transferred from Aqsat International Trading Company Limited (a Limited Liability Company) on 26 November 2014. The movement in the zakat provision for the period was as follows:

	For the three- month period ended 31 December 2015 (Unaudited) SR	For the period from 26 November 2014 to 31 December 2015 (Unaudited) SR
At the beginning of the period Transferred from Aqsat International Trading Company Limited (a Limited Liability Company) on 26 November 2014	4,403,053	- 7,525,486
Provided during the period Paid during the period	1,500,000	7,000,000 (8,622,433)
At the end of the period	5,903,053	5,903,053

# Status of assessments

Zakat assessments have been agreed with the Department of Zakat and Income Tax up to 31 December 2008 for Aqsat International Trading Company Limited. The assessments for the years ended 31 December 2009 to 31 December 2013 and period ended 25 November 2014 have not yet been raised.

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 13 TRANSACTIONS WITH RELATED PARTIES

In the ordinary course of business, the Company purchases and pays for vehicles from an affiliated Company on an arm's length basis. The following are the details of major related party transactions during the period/year and the related balances at the period/year end:

Related party	Nature of transactions	Amount of transactions	ransactions	Balance	исе
		For the three-month period ended 31 December 2015 (Unaudited) SR	For the period from 26 November 2014 to 31 December 2015 (Unaudited) SR	31 December 2015 (Unaudited) SR	26 November 2014 (Audited) SR
Due to affiliates					
Mohammed Yousuf Naghi Motors Corporation	Purchase of cars and allocation of common costs by the affiliate	136,235,158	315,973,266	•	1
Arabian Trading Supplies	Payable for services received	2,738,921	5,230,792	869,449	1.963.996
				869,449	1,963.996
Due from affiliates					
Mohammed Yousuf Naghi Motors Corporation	Advanced against the purchase of the cars	92,817,524	270,837,673	28,046,382	108.411.484
United Yousuf Naghi Motors Corporation	Installments settled in respect of car financing to affiliate's employees	248,154	845,206	2,014,752	1,169,546
Hafil Hajj Transport Establishment	Installments settled in respect of car financing to affiliate's employees	(153,683)	609,329	3,543,270	2.933.941
Jiad Company	Installments settled in respect of car financing to affiliate's employees	7,758	33,618	157,246	123,628
				33,761,650	112.638.599

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 13 TRANSACTIONS WITH RELATED PARTIES (continued)

# Key management compensation

For the period from 26 November 2014 to 31 December 2015, the Company incurred costs amounting to SR 5,623,267 towards key management compensations.

# 14 REVENUE AND NET GAINS ON FINANCIAL ASSETS

	For the three- month period ended 31 December 2015 (Unaudited) SR	For the period from 26 November 2014 to 31 December 2015 (Unaudited) SR
Murabaha revenue Insurance income Amortisation of net servicing liability (note 19)	6,865,985 4,138,280 5,541,763 16,546,028	30,000,176 20,913,988 29,657,668 80,571,832
15 DIRECT COSTS		
	For the three- month period ended 31 December 2015 (Unaudited) SR	For the period from 26 November 2014 to 31 December 2015 (Unaudited) SR
Employee related costs Insurance Other direct costs	9,558,567 15,637,182 5,579,133 30,774,882	43,269,609 82,066,476 19,237,134 144,573,219
16 SELLING AND DISTRIBUTION		
	For the three- month period ended 31 December 2015 (Unaudited) SR	For the period from 26 November 2014 to 31 December 2015 (Unaudited) SR
Sales commission Net movement in allowance for doubtful debts (note 6a) Other	1,291,720 (2,742,520) 1,556,702	3,768,686 10,318,982 7,001,248
	105,902	21,088,916

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 17 GENERAL AND ADMINISTRATION

	For the three- month period ended 31 December 2015 (Unaudited) SR	For the period from 26 November 2014 to 31 December 2015 (Unaudited) SR
Expense re-charged by an affiliate Office rent Depreciation (note 7) Other	700,000 952,730 684,223 4,581,845 6,918,798	3,700,000 3,722,718 2,342,276 12,928,919 22,693,913
18 OTHER INCOME		
	For the three- month period ended 31 December 2015 (Unaudited) SR	For the period from 26 November 2014 to 31 December 2015 (Unaudited) SR
Recovery of debts previously written off Other income	5,103,700	21,744,608 71,213 21,815,821

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 19 FINANCE LEASE RECEIVABLES AND PURCHASE AGREEMENTS

In accordance with the terms of certain lease receivable purchase agreements, the Company has sold finance lease receivables to the banks.

The Company continues to manage these off-balance sheet finance lease receivables as a servicer in accordance with the service agreements entered into with the banks. The Company is continuing to manage these sold receivables for an agreed fee which is disclosed as income.

The outstanding position of off-balance sheet finance lease receivables is SR 1,192,279,921 at 31 December 2015 (26 November 2014: 1,951,279,447).

The maturity analysis of the outstanding finance lease receivables as of 31 December 2015 and 26 November 2014 is as follows:

	31 December 2015	26 November 2014
	(Unaudited) SR	(Audited) SR
Upto 12 months	531,686,477	781,502,451
More than 12 months	660,593,444	1,169,776,996
	1,192,279,921	1,951,279,447
Gross servicing asset and gross servicing liability is provided below:		
Gross amount of servicing asset	56,083,769	82,322,029
Gross amount of servicing liability	(85,097,144)	(141,670,938)
Net servicing liability	(29,013,375)	(59,348,909)

Movement of gross servicing asset and gross servicing liability has been provided below:

	Servicing asset 31December 2015 (Unaudited) SR	Servicing liability 31 December 2015 (Unaudited) SR	Net servicing liability 31 December 2015 (Unaudited) SR
Transferred from Aqsat International Trading Company Limited (a Limited Liability Company) on 26 November 2014 Amortisation during the period (note 14) Released on repurchase of receivables	82,322,029 (25,994,016) (244,244)	(141,670,938) 55,651,684 922,110	(59,348,909) 29,657,668 677,866
At the end of the period	56,083,769	(85,097,144)	(29,013,375)

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

#### 20 EMPLOYEES' END OF SERVICE BENEFITS

The movement in the employees' end of service benefits provision for the period was as follows:

31 December 2015 (Unaudited) SR

Transferred from Aqsat International Trading Company Limited (a Limited
Liability Company) on 26 November 2014

Provision for employees' end of service benefits

Employees' end of service benefits paid

At the end of the period

7,226,068

#### 21 STATUTORY RESERVE

In accordance with Saudi Arabian Regulations for Companies, 10% from the yearly profits of the Company should be transferred to statutory reserve. This amount was transferred from Aqsat International Trading Company Limited on 26 November 2014 and no allocation was made after that as the Company has incurred losses.

# 22 FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The Company's significant financial liabilities include, accounts payable, due to affiliates, short-term loan and other liabilities and are initially measured at fair value and thereafter stated at their amortized cost. Financial assets comprises of bank balances and cash, net investment in finance lease and instalment sales, due from related affiliates, deferred consideration receivable, employees' receivables, amount due from insurer and other receivables and are initially measured at fair value and thereafter stated at cost or amortized cost as reduced by allowance for doubtful receivables and impairment, if any.

The Company is exposed to interest rate risk, liquidity risk, credit risk and currency risk. The Company's senior management oversees the management of these risks. The Company's senior management is supported by a Treasury Department that advises on the financial risks and the appropriate financial risk governance framework. The Treasury Department provides assurance to the senior management that the financial risk activities are governed by appropriate policies and procedures and that the financial risks are identified, measured and managed in accordance with the policies and risk objectives. The Board of Directors reviews and agrees policies for managing each of these risks, which are summarized below.

### Market risk

Market risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: interest rate risk, currency risk and other price risk, such as equity price risk and commodity risk.

# Interest rate risk

Interest rate risk arises from the possibility that changes in interest rates will affect the value of the financial instruments. Before entering into purchase and agency arrangements with banks, the Company is exposed to interest rate risk on its financial assets to be sold.

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 22 FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (continued)

#### Market risk (continued)

# Interest rate sensitivity of assets, liabilities and off balance sheet items

The Company manages exposure to the effects of various risks associated with fluctuations in the prevailing levels of market interest rates on its financial position and cash flows. The table below summarises the Company's exposure to interest rate risks. Included are the Company's assets and liabilities at carrying amounts, categorised by the earlier of contractual re-pricing or maturity dates. The Company is exposed to interest 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.

Interest	bearing		
Within 1 year	1 to 5 years	Non- interest bearing	Total
CD2000	CD2000	CD:000	(Unaudited) SR'000
3K 000	SK 000	SK 000	3K 000
156,109	202,915	-	359,024
-		10,218	10,218
			·
-	-	48,350	48,350
≅	121	33,762	33,762
<u>=</u>	_	75,666	75,666
156,109	202,915	167,996	527,020
	<del></del>		
	29,013		29,013
-	2	7,226	7,226
-	2	47,989	47,989
-	2	869	869
-	*	17,379	17,379
232,530	-	-	232,530
-	-	192,014	192,014
232,530	29,013	265,477	527,020
(76,421)	173,902	(97,481)	
	Within I year  SR'000  156,109	year         1 to 5 years           SR'000         SR'000           156,109         202,915           -         -           -         -           -         -           -         -           -         -           -         -           -         -           -         -           -         -           -         -           -         -           232,530         -           -         -           232,530         29,013	Within I year         I to 5 years         Noninterest bearing           SR'000         SR'000         SR'000           156,109         202,915         -           -         -         48,350           33,762         -         75,666           156,109         202,915         167,996           -         -         47,989           -         -         47,989           -         -         17,379           232,530         -         -           232,530         29,013         265,477

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 22 FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (continued)

Market risk (continued)

	Interes	t bearing		
26 November 2014	Within I year	1 to 5 years	Non- interest bearing	Total (audited)
	SR'000	SR'000	SR'000	SR'000
Assets				
Net investment in finance lease				
and instalment sales	99,498	115,276	-	214,774
Property and equipment	0.70	-	6,585	6,585
Prepayments and other				
receivables	12	-	285,049	285,049
Due from affiliates	12	-	112,639	112,639
Bank balances and cash	(( <b>a</b> )	-	50,506	50,506
Total assets	99,498	115,276	454,779	669,553
Total liabilities and shareholders' equity				
Net servicing liability	-	59,349	-	59,349
Employees' end of service benefits	-	-	6,849	6,849
Accounts payable	-	-	46,889	46,889
Due to affiliates	-	-	1,964	1,964
Accruals and other liabilities	-	-	21,182	21,182
Short term loan	250,000	-	-	250,000
Shareholders' equity	-	-	283,320	283,320
Total liabilities and shareholders' equity	250,000	59,349	360,204	669,553
Gap	(150,502)	55,927	94,575	

# Analysis of financial liabilities by remaining contractual maturities

As at the statement of financial position date, all of the financial liabilities of the Company are having maturity dates of one year.

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 22 FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (continued)

#### Credit risk and concentration of credit risk

Credit risk arises from the possibility of asset impairment occurring because counter parties cannot meet their obligations in transactions involving financial instruments. The Company is exposed to credit risk on cash and bank balances, net investment in finance lease, due from related parties, employees' receivables and other receivables. The Company has established procedures to manage credit exposure including, credit approvals, credit limits, collateral and guarantee requirements. These procedures are based on the Company's internal guidelines.

Concentration of credit risk indicates the relative sensitivity of the Company's performance to developments affecting a particular segment of customers.

The Company manages concentration of credit risk exposure through diversification of activities and sale of eligible receivable and future net investment in finance lease receivables to different banks through purchase and agency agreements. However, the Company mitigates its credit risk through evaluation of credit worthiness through one of its affiliate and by obtaining personal and bank guarantees. For certain types of customers, the maximum credit limits are defined. An allowance for doubtful finance lease is maintained at a level which, in the judgment of management, is adequate to provide for impairment losses on delinquent receivables.

All finance lease is secured mainly through personal guarantees and yield a fixed rate of commission for each contract. The title of the vehicles sold under finance lease agreements is held in the name of the Company as collateral to be repossessed, in case of default by the customer.

The carrying amount of financial assets recorded in the financial statements, which is net of impairment losses, represents the Company's maximum exposure to credit risk without taking account of the value of any collateral obtained.

# Currency risk

Currency risk arises from the possibility that changes in foreign exchange rates will affect the value of the financial assets and liabilities denominated in foreign currencies, in case the Company does not hedge its currency exposure by means of hedging instruments. All of the purchases and sales of the Company are made in Saudi Riyals. As the Company did not undertake significant transactions in currencies other than Saudi Riyals, during the period, the Company was not exposed to any significant currency risk.

#### Other price risk

The Company is not exposed to other price risk such as equity risk and commodity risk as the Company is neither involved in investment in trading securities nor the commodities.

# Liquidity risk

Liquidity risk is the risk that the Company will be unable to meet its net funding requirements. This risk is managed through sale of receivables to different banks. The average credit period on purchases of vehicles from an affiliate and third parties is up to one month. No interest is charged on the accounts payable. Liquidity requirements are monitored on a regular basis and management ensures that sufficient funds are available to meet any commitments as they arise.

The Company's financial liabilities primarily consist of accounts payable, due to affiliates, short-term loan and other liabilities. A significant portion of these financial liabilities are expected to be settled within 12 months from the reporting date and the Company expects to have adequate liquid funds to do so.

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UNAUDITED) (continued)

At 31 December 2015

# 22 FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES (continued)

#### Capital management

The Company's capital management objectives are to ensure the Company's ability to continue as a going concern and to provide adequate return to its shareholders through the optimization of the capital structure. The Company manages the capital structure and makes adjustments in the light of changes in economic conditions and risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders, return capital to shareholders or issue new shares. No changes were made in objectives, policies or processes for managing capital during the period from 26 November 2014 to 31 December 2015.

The Company monitors capital on the basis of the regulatory requirements of Regulations for Companies and SAMA minimum capital requirements for financing companies.

31 December 2015
Total capital ratio

Capital adequacy ratio

**1.87** times

(Net investment in finance lease divided by total shareholders' equity)

# 23 FAIR VALUES OF FINANCIAL INSTRUMENTS

Fair value is the amount for which an asset could be exchanged, or a liability settled between knowledgeable willing parties in an arm's length transaction. The Company's financial assets consist of bank balances and cash, net investment in finance lease and instalment sales, due from affiliates, staff advances and insurance claims receivable; and its financial liabilities consist of accounts payable, due to affiliates, short-term loan and other liabilities. As of 26 November 2014 and 31 December 2015, there are no financial instruments which are carried at fair value.

The fair values of financial instruments are not materially different from their carrying values.

# 24 RESULTS OF INTERIM PERIOD

The interim financial statements may not be considered indicative of the actual results for the period ended 31 December 2015.

# 25 BOARD OF DIRECTORS' APPROVAL

These financial statements were approved by the Board of Directors on 15 Jurnad Awal 1437H (corresponding to 24 February 2016).