INTERIM CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) AND AUDITOR'S LIMITED REVIEW REPORT

FOR THE THREE-MONTH PERIOD ENDED 30 JUNE 2013

# INTERIM CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) FOR THE THREE-MONTH PERIOD ENDED 30 JUNE 2013

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LIMITED REVIEW REPORT TO THE SHAREHOLDERS OF FAWAZ ABDULAZIZ AL HOKAIR & CO. (A SAUDI JOINT STOCK COMPANY)

#### **SCOPE OF REVIEW**

We have reviewed the accompanying interim consolidated balance sheet of Fawaz Abdulaziz Al Hokair & Co.- A Saudi Joint Stock Company (the "Company") and its subsidiaries (the "Group") as at 30 June 2013, and the related interim consolidated statements of income, cash flows and changes in equity for the three-month period then ended. These interim consolidated financial statements are the responsibility of the Group's management and have been prepared by them and submitted to us together with all the information and explanations which we required. We conducted our limited review in accordance with the Standard on Review of Interim Financial Reporting issued by the Saudi Organization for Certified Public Accountants ("SOCPA"). A limited review consists principally of applying analytical procedures to financial data and information 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 regarding the 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 consolidated financial statements for them to be in conformity with accounting standards generally accepted in the Kingdom of Saudi Arabia.

For Ernst & Young

Rashid S. AlRashoud
Certified Public Accountant

Registration No. 366

Riyadh: 9 Ramadan 1434H (17 July 2013)

# (A Saudi Joint Stock Company)

# INTERIM CONSOLIDATED BALANCE SHEET

AS AT 30 JUNE 2013

CURRENT ASSETS Cash and bank balances Prepayments, due from related parties and other receivables Inventories  TOTAL CURRENT ASSETS  NON-CURRENT ASSETS  NON-CURRENT ASSETS  NON-CURRENT ASSETS  Froperty and equipment Intangible assets - goodwill Other intangible assets  TOTAL NON-CURRENT ASSETS  LIABILITIES  LIABILITIES Short-term murabaha financing and learn loans Current portion of murabaha financing and term loans Total current LIABILITIES  NON-CURRENT LIABILITIES		Note	30 June 2013 (Unaudited) SR	30 June 2012 (Unaudited) SR
Cash and bank balances         Prepayments, due from related parties and other receivables inventories         5 657,184,993 1,251,612,355 880,776,529 1,251,612,355 880,776,529           TOTAL CURRENT ASSETS         2,068,901,127 1,535,817,878           NON-CURRENT ASSETS Investments in associates and others Property and equipment Intangible assets — goodwill 98,951,519 87,903,289         7 479,234,543 61,437,764 1,390,163,767 887,953,289           Cherrent ASSETS TOTAL NON-CURRENT ASSETS TOTAL ASSETS LIABILITIES AND EQUITY         2,206,598,906 1,284,017,782 1,28	ASSETS			
NON-CURRENT ASSETS   1,390,163,767   246,720,742	Cash and bank balances Prepayments, due from related parties and other receivables	5	657,184,993	557,975,922
NON-CURRENT ASSETS   6   238,249,077   246,720,742     Investments in associates and others   1,390,163,767   887,955,987     Property and equipment   7   479,234,543   61,437,764     Intangible assets = goodwill   98,951,519   87,903,289     CHORLING ASSETS   2,206,598,906   1,284,017,782     TOTAL NON-CURRENT ASSETS   4,275,500,033   2,819,835,660     LIABILITIES AND EQUITY	TOTAL CURRENT ASSETS		2,068,901,127	1,535,817,878
TOTAL NON-CURRENT ASSETS  LIABILITIES AND EQUITY  CURRENT LIABILITIES Short-term murabaha financing and loans Current portion of murabaha financing and term loans Trade accounts payable Accrued expenses and other payables  NON-CURRENT LIABILITIES Murabaha financing and term loans End-of-service indemnities  TOTAL NON-CURRENT LIABILITIES  MURABILITIES  TOTAL NON-CURRENT LIABILITIES  TOTAL SHAREHOLDERS' EQUITY  MINORITY INTERESTS  TOTAL SHAREHOLDERS' EQUITY  MINORITY INTERESTS  TOTAL EQUITY  1 700,000,000  700,000,000  700,000,000  700,000,0	NON-CURRENT ASSETS Investments in associates and others Property and equipment Intangible assets – goodwill	-	1,390,163,767 479,234,543	887,955,987 61,437,764
TOTAL ASSETS			2,206,598,906	1,284,017,782
CURRENT LIABILITIES   Short-term murabaha financing and loans   Strade accounts payable   Accrued expenses and other payables   A36,455,958   A39,746,502   358,589,827			4,275,500,033	2,819,835,660
CURRENT LIABILITIES         8         248,628,941         135,232,163           Short-term murabaha financing and loans         8         271,250,115         100,000,000           Current portion of murabaha financing and term loans         436,455,958         337,484,956           Trade accounts payable         439,746,502         358,589,827           Accrued expenses and other payables         1,396,081,516         931,306,946           NON-CURRENT LIABILITIES         1,396,081,516         931,306,946           NON-CURRENT LIABILITIES         8         812,622,810         287,518,000           Murabaha financing and term loans         68,003,902         54,200,917           TOTAL NON-CURRENT LIABILITIES         880,626,712         341,718,917           TOTAL LIABILITIES         2,276,708,228         1,273,025,863           EQUITY           Share capital         251,142,965         189,173,723           Statutory reserve         1,025,925,079         633,922,057           Retained earnings         1,977,068,044         1,523,095,780           TOTAL SHAREHOLDERS' EQUITY         1,977,068,044         1,523,095,780           MINORITY INTERESTS         1,998,791,805         1,546,809,797           TOTAL EQUITY         1,275				
TOTAL CURRENT LIABILITIES         1,396,081,516         931,306,946           NON-CURRENT LIABILITIES         8         812,622,810         287,518,000           Murabaha financing and term loans         68,003,902         54,200,917           TOTAL NON-CURRENT LIABILITIES         880,626,712         341,718,917           TOTAL LIABILITIES         2,276,708,228         1,273,025,863           EQUITY         1         700,000,000         700,000,000           Share capital         251,142,965         189,173,723           Statutory reserve         1,025,925,079         633,922,057           TOTAL SHAREHOLDERS' EQUITY         1,977,068,044         1,523,095,780           MINORITY INTERESTS         21,723,761         23,714,017           TOTAL EQUITY         1,998,791,805         1,546,809,797	CURRENT LIABILITIES Short-term murabaha financing and loans Current portion of murabaha financing and term loans Trade accounts payable		271,250,115 436,455,958	100,000,000 337,484,956
NON-CURRENT LIABILITIES       8       812,622,810       287,518,000         Murabaha financing and term loans       68,003,902       54,200,917         End-of-service indemnities       880,626,712       341,718,917         TOTAL NON-CURRENT LIABILITIES       2,276,708,228       1,273,025,863         EQUITY       1       700,000,000       700,000,000         Share LIABILITIES       1       700,000,000       700,000,000         Share capital       251,142,965       189,173,723         Statutory reserve       1,025,925,079       633,922,057         Retained earnings       1,977,068,044       1,523,095,780         TOTAL SHAREHOLDERS' EQUITY       21,723,761       23,714,017         MINORITY INTERESTS       1,998,791,805       1,546,809,797         TOTAL EQUITY       1,998,791,805       1,546,809,797			1,396,081,516	931,306,946
TOTAL NON-CURRENT LIABILITIES         880,626,712         341,718,917           TOTAL LIABILITIES         2,276,708,228         1,273,025,863           EQUITY         1         700,000,000         700,000,000           Share capital         251,142,965         189,173,723           Statutory reserve         1,025,925,079         633,922,057           Retained earnings         1,977,068,044         1,523,095,780           TOTAL SHAREHOLDERS' EQUITY         21,723,761         23,714,017           MINORITY INTERESTS         1,998,791,805         1,546,809,797           TOTAL EQUITY         4,275,500,033         2,819,835,660	NON-CURRENT LIABILITIES  Murabaha financing and term loans	8	812,622,810 68,003,902	
TOTAL LIABILITIES  EQUITY SHAREHOLDERS' EQUITY Share capital Statutory reserve Retained earnings  TOTAL SHAREHOLDERS' EQUITY  MINORITY INTERESTS  1,273,025,863  1,273,025,863  1,000,000,000 700,000,000 700,000,000 700,000,0			880,626,712	341,718,917
EQUITY SHAREHOLDERS' EQUITY Share capital Statutory reserve Retained earnings  TOTAL SHAREHOLDERS' EQUITY  MINORITY INTERESTS  TOTAL EQUITY  1 700,000,000 700,000,000 189,173,723 189,173,723 189,173,723 189,173,723 189,173,723 189,173,723 189,173,723 19922,057 19925,079 19925			2,276,708,228	1,273,025,863
4.275 500 033 2.819.835.660	EQUITY SHAREHOLDERS' EQUITY Share capital Statutory reserve Retained earnings TOTAL SHAREHOLDERS' EQUITY MINORITY INTERESTS	1	251,142,965 1,025,925,079 1,977,068,044 21,723,761	189,173,723 633,922,057 1,523,095,780 23,714,017
	TOTAL LIABILITIES AND EQUITY		4,275,500,033	2,819,835,660

The attached notes 1 to 14 form an integral part of these interim consolidated financial statements

# INTERIM CONSOLIDATED STATEMENT OF INCOME FOR THE THREE-MONTH PERIOD ENDED 30 JUNE 2013

	Note	2013 (Unaudited) SR	2012 (Unaudited) SR
Sales		1,258,316,435	865,276,702
Direct costs	14	(918,652,682)	(641,149,670)
GROSS PROFIT		339,663,753	224,127,032
Selling and marketing expenses General and administrative expenses Depreciation and amortization	14	(45,608,220) (68,492,304) (50,413,180)	(31,172,131) (50,374,475) (34,271,557)
INCOME FROM MAIN OPERATIONS		175,150,049	108,308,869
Financing charges Other income, net		(12,537,428) 8,818,922	(5,298,281) 26,044,119
INCOME BEFORE ZAKAT AND INCOME TAX AND MINORITY INTERESTS		171,431,543	129,054,707
Zakat and income tax	9	(5,542,408)	(7,667,495)
INCOME BEFORE MINORITY INTERESTS		165,889,135	121,387,212
Minority interests		(713,720)	(491,645)
NET INCOME FOR THE PERIOD		165,175,415	120,895,567
EARNINGS PER SHARE:			
Attributable to income from main operations	10	2.50	1.55
Attributable to net income for the period	10	2.36	1.73



July D

# INTERIM CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE THREE-MONTH PERIOD ENDED 30 JUNE 2013

	2013 (Unaudited) SR	2012 (Unaudited) SR
OPERATING ACTIVITIES  Income before zakat and income tax and minority interests  Adjustments for:	171,431,543	129,054,707
Adjustments for: Depreciation and amortization Provision for end-of-service indemnities Gain on disposal of property and equipment	50,413,180 4,190,504 (26,000)	34,271,556 5,635,428 -
	226,009,227	168,961,691
Changes in operating assets and liabilities: Prepayments, due from related parties and other receivables Inventories Trade accounts payable Accrued expenses and other payables	7,810,925 (148,122,719) 94,933,585 19,307,781	(100,885,761) (134,816,295) 85,910,513 44,631,673
Cash from operations	199,938,799	63,801,821
Zakat paid End-of-service indemnities paid	(2,072,035) (2,121,464)	(4,000,000) (586,398)
Net cash from operating activities	195,745,300	59,215,423
INVESTING ACTIVITIES Investments in associates and others Purchase of property and equipment Other intangible assets Proceeds from disposal of property and equipment	(86,052,831) (3,328,199) 26,000	(3,279,483) (129,185,950) (11,505,381)
Net cash used in investing activities	(89,355,030)	(143,970,814)
FINANCING ACTIVITIES Proceeds from (repayment of) murabaha financing and loans, net Dividends paid Minority interests	22,464,811 (102,917,846)	(16,451,633) - 225,555
Net cash used in financing activities	(80,453,035)	(16,226,078)
Net increase (decrease) in cash and bank balances	25,937,235	(100,981,469)
Cash and bank balances at the beginning of the period	134,166,544	198,046,896
CASH AND BANK BALANCES AT THE END OF THE PERIOD	160,103,779	97,065,427
NON-CASH TRANSACTIONS:		
Dividends payable	107,082,154	-



July C

INTERIM CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE THREE-MONTH PERIOD ENDED 30 JUNE 2013

	Attributable to equity holders of the parent				200	Total
	Share capital SR	Statutory reserve SR	Retained earnings SR	Total shareholders' equity SR	Minority interests SR	equity SR
30 June 2013			1 070 740 664	2,021,892,629	21,010,041	2,042,902,670
Balance at 31 March 2013	700,000,000	251,142,965	1,070,749,664	•		165,889,135
Net income for the period	-	-	165,175,415	165,175,415	713,720	
Interim dividends (note 13)	-	-	(210,000,000)	(210,000,000)		(210,000,000)
Balance at 30 June 2013	700,000,000	251,142,965	1,025,925,079	1,977,068,044	21,723,761	1,998,791,805
30 June 2012		100 172 722	513,026,490	1,402,200,213	22,996,817	1,425,197,030
Balance at 31 March 2012	700,000,000	189,173,723	•	,	491,645	121,387,212
Net income for the period	-	-	120,895,567	120,895,567	-	
Movement in minority interest	-	-	-	18 <u> </u>	225,555	225,555
Balance at 30 June 2012	700,000,000	189,173,723	633,922,057	1,523,095,780	23,714,017	1,546,809,797



NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) 30 JUNE 2013

## ORGANIZATION AND ACTIVITIES

Fawaz Abdulaziz Al Hokair & Co. (the "Company") is a listed Saudi Joint Stock Company registered in Riyadh, Kingdom of Saudi Arabia under commercial registration No. 1010076209 dated 20 Sha'ban 1410H (corresponding to 18 March 1990). The Company's share capital amounted to SR 700 million divided into 70 million shares (2012: 70 million shares) of SR 10 each.

The objectives of the Company as per its Bylaws are to engage in the following activities:

- Wholesale and retail trading in ready-made cloth for men, women and children, shoes, textiles, house and office furniture, perfumes, natural cosmetics, ornaments and beauty materials and their compounds and traditional jewelry.
- Wholesale and retail trading in sports wares and shoes and their complementary.
- Management and operation of optics centers, wholesale and retail trading in eye glasses and sun glasses, contact lenses, optical equipment and accessories.
- Trading agencies.
- Purchase of land and construction of buildings thereon for the purpose of running the Company's activities and business.
- Manufacture, wholesale and retail in Ibayas, robes, scarfs and other women embroidered gowns.
- Wholesale and retail trading in gold, silver, jewelry, precious stones, diamonds, gold ornaments and precious metals.
- Wholesale and retail trading in communication equipment and related accessories and spare parts, maintenance and operation through trading agencies.
- Retail trading in consumer food products.

# 2. BASIS OF CONSOLIDATION

These interim consolidated financial statements include the assets, liabilities and result of operations of the Company and the following subsidiaries:

Subsidiary company	Country of incorporation	Direct and shareho	
	Kingdom of Saudi Arabia	100	100
Al Waheedah Equipment Co. Ltd. Haifa B. Al Kalam & Partners	Kingdom of Saudi Anaola	100	
International Co. for Trading	Kingdom of Saudi Arabia	100	100
Saudi Retail Co. Ltd.	Kingdom of Saudi Arabia	100	100
Wahba Trading Company Limited	Kingdom of Saudi Arabia	100	100
Kazakhstan Group (i)	Republic of Kazakhstan	85	85
Al Farida Trading Agencies Company	Kingdom of Saudi Arabia	70	70
Retail Group Egypt	Arab Republic of Egypt	98	98
Retail Group Jordan	Hashemite Kingdom of Jordan	95	95
Retail Group of America LLC	United States of America	100	100
Retail Group Azerbaijan (ii)	Republic of Azerbaijan	90	90
Retail Group Georgia (iii)	Georgia	80	80
Nesk Trading Projects Company (note 7)	Kingdom of Saudi Arabia	100	-
Retail Group Armenia (iv)	Republic of Armenia	80	-

(i) Kazakhstan Group represents three entities namely Retail Management Kazakhstan, Fashion Retail Kazakhstan and Global Apparel Kazakhstan. All these entities are 85% directly owned.

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) 30 JUNE 2013

#### 2. BASIS OF CONSOLIDATION (continued)

- (ii) During the year ended 31 March 2012, the Company established nine companies collectively known as Retail Group Azerbaijan, registered in the Republic of Azerbaijan and all are 90% indirectly owned entities.
- (iii) During the quarter ended 30 June 2012, the Company finalized the establishment of nine companies collectively known as Retail Group Georgia, and are 80% indirectly owned entities.
- (iv) During the quarter ended 31 December 2012, the Company finalized the establishment of nine companies collectively known as Retail Group Armenia, and are 80% indirectly owned entities.

The principal activities of all the above subsidiary companies are wholesale and retail trading.

Indirect shareholding represents cross ownership among the subsidiary companies.

A subsidiary is an entity in which the Company has direct and indirect equity interest of more than 50% and/or over which it exerts effective control. The financial statements of the subsidiaries are prepared using accounting policies which are consistent with those of the Company. The subsidiaries are consolidated from the date on which the Company is able to exercise effective control.

All significant inter-company balances and transactions have been eliminated on consolidation.

Minority interest in the net assets (excluding goodwill) of consolidated subsidiaries is identified separately from the Company's equity therein. Minority interests consist of the amount of those interests at the date of the original business combination and the minority's share of changes in equity since the date of the combination. Losses applicable to the minority in excess of the minority's interest in subsidiary's equity are allocated against the interest of the Company except to the extent that the minority has a binding obligation and is able to make an additional investment to cover the losses.

#### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The interim consolidated financial statements have been prepared in accordance with the Standard of Interim Financial Reporting issued by the Saudi Organization for Certified Public Accountants. The significant accounting policies adopted by the Company and its subsidiaries in preparing the interim consolidated financial statements, summarized below, are in conformity with those described in the annual audited consolidated financial statements for the year ended 31 March 2013. The interim consolidated financial statements and the accompanying notes should be read in conjunction with the annual audited consolidated financial statements and the related notes for the year ended 31 March 2013.

#### Accounting convention

The interim consolidated financial statements are prepared under the historical cost convention, as modified to include the measurement, at fair value, of investments in available for sale securities.

#### Use of estimates

The preparation of interim consolidated financial statements in conformity with generally accepted accounting standards requires 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 consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Although these estimates are based on management's best knowledge of current event and activities actual result ultimately may differ from those estimate.

#### Inventories

Inventories are stated at the lower of cost or net realizable value. Cost is determined on a weighted average cost basis.

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) 30 JUNE 2013

#### SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued) 3.

#### Investments

## Investments in associates

Investments in associates in which the Company and its subsidiaries have equity interest between 20% to 50% or over which they exercise significant influence are recorded using the equity method, under which the investment is stated initially at cost and adjusted thereafter for the post acquisition changes in the net assets of the investee companies. The Company and its subsidiaries share in the net earnings or losses of the associates are included in the interim consolidated statement of income.

## Investments in available for sale securities

Investments in available for sale securities are stated at fair value and included under non-current assets in the interim consolidated balance sheet. Unrealized gains or losses are included in the interim statement of changes in equity until the investment is derecognized or the investment is determined to be impaired. On derecognition or impairment, the cumulative gain or loss previously reported in equity is included in the interim consolidated statement of income for the period. Fair value is determined based on the market value if an open market exists; otherwise cost is considered to be the fair value.

## Property and equipment

Property and equipment are stated at cost less accumulated depreciation and any impairment in value. 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. Land and capital work in progress are not depreciated. The estimated rates of depreciation/amortization of the principal classes of assets are as follows:

	Depreciation percentage
Buildings Leasehold improvements Furniture and office equipment Motor vehicles	3% 12.5% 10% 25%

### Intangible assets

#### Goodwill

Goodwill arising from investments in subsidiaries represents the excess of the cost of acquisition over the Company's interests in the fair value of the net assets of these subsidiaries at the date of acquisition. The carrying amount of the goodwill is reviewed annually to determine whether there is any indication of impairment. If any such indication exists the carrying amount of goodwill is reduced to the estimated recoverable amount. Goodwill after initial recognition is measured at cost less accumulated impairment losses, if any.

## Other intangible assets

Other intangible assets represent software implementation cost, key money, trademarks and other deferred charges, and are amortized using the straight line method over the estimated period of benefit.

The estimated period of amortization of the principal classes of other intangible assets is as follows:

	Years
Software implementation cost	25
Key money	10
Deferred charges	4

Trademarks are not subject to amortization. These are tested for impairment on annual basis.

# Fawaz Abdulaziz Al Hokair & Co. and its subsidiaries

(A Saudi Joint Stock Company)

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) 30 JUNE 2013

### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Impairment of non-current assets

The Company and its subsidiaries periodically reviews the carrying amounts of their non-current tangible and intangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss. Where it is not possible to estimate the recoverable amount of an individual asset, the Company and its subsidiaries estimates the recoverable amount of the cash generating unit to which that asset belongs.

If the recoverable amount of an asset or cash generating unit is estimated to be less than its carrying amount, the carrying amount of the asset or cash generating unit is reduced to its recoverable amount. Impairment loss is recognized as an expense immediately.

Except for goodwill, where an impairment loss subsequently reverses, the carrying amount of the asset or cash generating unit is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognized for the asset or cash generating unit in prior periods. A reversal of an impairment loss is recognized as income immediately.

Accounts payable and accrued expenses

Liabilities are recognized for amounts to be paid in the future for goods or services received, whether billed by the suppliers or not.

#### **Provisions**

Provisions are recognized when the Company and its subsidiaries have an obligation (legal or constructive) arising from a past event, and the costs to settle the obligation are both probable and can be measured reliably.

#### Zakat and income tax

Zakat is provided in accordance with the Regulations of the Department of Zakat and Income Tax ("DZIT") in the Kingdom of Saudi Arabia and on an accrual basis. The provision is charged to the interim consolidated statement of income. Differences, if any, resulting from the final assessments are adjusted in the year of their finalization.

For subsidiaries outside the Kingdom of Saudi Arabia, provision for corporate tax is computed in accordance with tax regulations of the respective countries and charged to the interim consolidated statement of income.

#### Dividends

Interim dividends are recorded as and when declared and approved by the Board of Directors. Annual final dividends are recognized as a liability at the time of their approval by the General Assembly.

End-of-service indemnities

End-of-service indemnities, required by the Saudi Arabian Labor Law, are provided in the interim consolidated financial statements based on the employees' length of service by the Company and its subsidiaries as of the interim consolidated balance sheet date. Foreign subsidiaries have pension schemes for their eligible employees in relevant foreign jurisdictions.

Revenue recognition

Sales are recognized when goods are delivered and invoices are issued to customers.

Dividend income is recognized when dividends are declared.

Expenses

Selling and marketing expenses principally comprise of costs incurred in the distribution and sale of the Company and its subsidiaries products. All other expenses are classified as general and administrative expenses.

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) 30 JUNE 2013

### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Leasing

Rental proceeds under operating leases are recognized as income on a straight line basis over the term of the operating leases.

Rentals payments under operating leases are charged as expenses on the interim consolidated statement of income on a straight line basis over the term of the operating leases.

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 interim consolidated balance sheet date are translated at the exchange rates prevailing at that date. Gains and losses from settlement and translation of foreign currency transactions are included in the interim consolidated statement of income.

Assets and liabilities of the consolidated subsidiaries denominated in foreign currencies are translated into Saudi Riyals at exchange rates prevailing at the interim consolidated balance sheet date. Revenues and expenses of the consolidated subsidiaries denominated in foreign currencies are translated into Saudi Riyals at average exchange rates during the interim period. Component of equity, other than retained earnings, are translated at the rates prevailing at the date of their occurrence. Exchange differences arising from such translations, if material, are included in the cumulative translation adjustment account under equity in the interim consolidated balance sheet.

Segment reporting

A segment is a distinguishable component of the Company and its subsidiaries that is engaged either in providing products or services (business segment) or in providing products or services within a particular economic environment (geographic segment), which is subject to risks and rewards that are different from those of other segments.

#### 4. INTERIM RESULTS

All adjustments that the Company and its subsidiaries' management believe are material for the fair presentation of the interim consolidated financial statements and the results of operations have been incorporated. An interim period forms an integral part of the entire year. Due to the seasonality of the Company and its subsidiaries business, interim results may not be an indicator of the results of the whole financial year.

## 5. PREPAYMENTS, DUE FROM RELATED PARTIES AND OTHER RECEIVABLES

Prepayments, due from related parties and other receivables include advances made to affiliated companies for the construction and rental of outlets amounting to SR 10.7 million and SR 140.6 million, respectively (2012: SR 13.7 million and SR 86.7 million, respectively).

Such transactions are approved by management in the ordinary course of business.

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) 30 JUNE 2013

### 6. INVESTMENTS IN ASSOCIATES AND OTHERS

		Balar	nce at
		30 Јипе	30 June
		2013	2012
Ownership		SR	SR
%	Country of incorporation	(Unaudited)	(Unaudited)
		20 (00 000	21 255 200
40.0	_	, ,	31,255,200
13.9	Kingdom of Bahrain	22,472,000	22,472,000
50.0	United Arab Emirates	187,780	187,780
		55,268,068	53,914,980
	rr' 1 C. C di Amahin	99 002 274	93,002,274
=		, ,	
9.32	Kingdom of Saudi Arabia		94,000,000
		978,735	5,803,488
		182,981,009	192,805,762
		238,249,077	246,720,742
	40.0 13.9	% Country of incorporation  40.0 Kingdom of Saudi Arabia 13.9 Kingdom of Bahrain 50.0 United Arab Emirates  16.67 Kingdom of Saudi Arabia	30 June           2013           SR           %         Country of incorporation         (Unaudited)           40.0         Kingdom of Saudi Arabia         32,608,288           13.9         Kingdom of Bahrain         22,472,000           50.0         United Arab Emirates         187,780           55,268,068           16.67         Kingdom of Saudi Arabia         88,002,274           9.32         Kingdom of Saudi Arabia         94,000,000           978,735         182,981,009

(\*) Investment in Gallery Mall represents the Company's share in a Musharaka venture. The venture is for the construction and management of a mall and a hotel. The investment is amortized over the period of 19 years being the legal term life of the investment.

Following is the movement in the investment in Gallery Mall for the period ended 30 June:

	30 June 2013 SR (Unaudited)	30 June 2012 SR (Unaudited)
Cost At the beginning and end of the period	104,252,274	104,252,274
Accumulated amortization At the beginning of the period Charge for the period	15,000,000 1,250,000	10,000,000 1,250,000
At the end of the period	16,250,000	11,250,000
Net book value	88,002,274	93,002,274

## 7. ACQUISITION OF A NEW SUBSIDIARY

On 10 Dhul-Qadah 1433H (corresponding to 26 September 2012), the Company has completed the acquisition process of Nesk Trading Projects Company, a limited liability company registered in the Kingdom of Saudi Arabia, and operates fashion retail stores all over the Kingdom with franchise rights of a number of international fashion brands including Stradivarius, Mango, Okaidi, Women' Secret, Gerry Weber and Ikks.

The Company acquired an effective 100% equity interest in Nesk Trading Projects Company through a tender offer by the Company for cash in an aggregate amount of SR 730 million having net acquisition cost of SR 661.2 million after deducting net cash acquired amounting to SR 68.8 million. The acquisition was financed through internal funding of SR 13 million and the balance was arranged through Murabaha financing (note 8).

The acquisition has been accounted for using the purchase method of accounting, and accordingly, the consideration paid has been allocated based on the fair values of the assets acquired and liabilities assumed. The excess of the consideration paid over the fair value of the assets acquired, including separately identifiable intangible assets, and liabilities assumed has been allocated to goodwill.

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) 30 JUNE 2013

#### ACQUISITION OF A NEW SUBSIDIARY (continued) 7.

The purchase price paid has been allocated to the assets and liabilities based on fair values of the assets acquired and liabilities assumed, as determined by both parties. The fair values of the identifiable assets and liabilities as at the date of acquisition and their updated final fair values based on management most recent assessment are as follows:

	30 June 2012 (At acquisition	As at
	date)	30 June 2013
	SR	SR
ASSETS	64 706 122	68,773,980
Cash and cash equivalents	64,706,132 78,909,873	80,614,373
Inventories	22,124,972	2,101,674
Prepayments and other assets	221,751,191	230,164,769
Property and equipment Intangible assets	3,413,925	4,077,857
Total assets	390,906,093	385,732,653
LIABILITIES		
Trade payables	41,854,643	44,246,275
Accrued expenses and other liabilities	23,874,781	22,835,208
End-of-service indemnities	6,447,949	6,447,949
Total liabilities	72,177,373	73,529,432
Total identifiable net assets at fair value	318,728,720	312,203,221
Net assets acquired	318,728,720	312,203,221
Goodwill arising on acquisition	411,271,280	417,796,779
Cost of acquisition	730,000,000	730,000,000
Following are the cash flows related to the above acquisition for the y	year ended 31 March 201	3:
_		
Cash flows on acquisition  Net cash acquired		68,773,980
Cost of acquisition		(730,000,000)
Net cash outflow		(661,226,020)

#### MURABAHA FINANCING AND LOANS 8.

The Company has medium and short-term Murabaha facilities with local commercial banks amounting to SR 460 million. As at 30 June 2013, the facilities have been fully utilized. However, the outstanding balance of these facilities as at 30 June 2013 was SR 248.6 million (2012: SR 135.2 million). The facilities are secured by promissory notes by the Company.

During the year ended 31 March 2010, the Company concluded an agreement with a local financing bank to reschedule part of its short-term Murabaha facility amounting to SR 300 million into a medium-term Murabaha which is repayable in equal quarterly installments of SR 25 million each commencing from July 2011. The Murabaha facility carries markup at SIBOR plus agreed margin per annum. The outstanding balance as at 30 June 2013 was SR 100 million (30 June 2012: SR 200 million).

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) 30 JUNE 2013

#### MURABAHA FINANCING AND LOANS (continued) 8.

In addition to the above, the Company has signed a long term Murabaha financing agreement with International Finance Corporation ("IFC"), a member of World Bank Group, amounting to USD 50 million (SR 187.5 million) on 1 October 2011. During the year ended 31 March 2013, the Company has agreed with IFC to increase the Murabaha facility amount by USD 25 million (SR 93.75 million). As per the terms of the agreement, the term of the Murabaha facility is for a period of five and half years. The Murabaha facility is repayable in equal semi-annual installments commencing after the two years from the date of the first disbursement. As at 30 June 2013, the Company has fully utilized this facility. The Murabaha facility carries markup at LIBOR plus agreed margin per

In connection with the acquisition of Nesk Trading Projects Company (note 7), a debt of SR 717 million was raised. The debt comprises a long term syndicated Murabaha financing from SAMBA Financial Group, Gulf International Bank and Saudi Hollandi Bank. As per the syndicated facility agreement, the term of the Murabaha facility is for a period of 5 years. The Murabaha facility is repayable in equal 8 installments commencing on March 2014 and ending on October 2017. As of 30 June 2013, the Company has fully utilized this facility. The Murabaha facility carries markup at SIBOR plus agreed margin per annum. The facility is secured by promissory notes by the Company.

The above Murabaha facilities are disclosed net of related unamortized upfront fees (including commitment fees) amounting to SR 14.3 million as at 30 June 2013.

#### ZAKAT AND INCOME TAX 9.

Zakat and income tax are provided for and charged to the interim consolidated statement of income on an estimated basis. Differences resulting from the final zakat and income tax calculation are adjusted at year end.

Zakat status of the Company and its local subsidiaries

The Company has filed its zakat returns with DZIT for all years up to the year ended 31 March 2012 and received zakat certificate. The zakat returns for the years ended 31 March 2008, 2009, 2010, 2011 and 2012 are under review of DZIT.

During the year ended 31 March 2012, the Company received zakat assessment for the years ended 31 March 2002 to 2007, which showed additional claims from DZIT amounting to SR 10 million. The Company has objected on certain items amounted to SR 4 million and accordingly submitted a letter of guarantee for the objected amount and received the final zakat certificate for the said years. The Company filed an appeal against the remaining amount of SR 6 million with DZIT during the year ended 31 March 2013.

Income tax status of foreign subsidiaries

The income tax returns have been filed and assessed by the relevant tax authorities for all years up to the year ended 31 March 2012 for the subsidiary in Jordon.

For the subsidiaries in Egypt and United States of America, the income tax returns have been filed for all years upto the year ended 31 March 2012. For the subsidiaries in Kazakhstan, Georgia and Azerbaijan the income tax returns have been filed up to the year ended 31 December 2012. The income tax returns are under review by the relevant tax authorities.

#### EARNINGS PER SHARE 10.

Earnings per share from income from main operations and from net income for the period is calculated by dividing income from main operation and net income for the period by the number of outstanding ordinary shares during the period amounting to 70 million shares.

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) 30 JUNE 2013

## 11. SEGMENT INFORMATION

The Company and its subsidiaries mainly sell fashion apparels and operate through their various retail outlets scattered in the Kingdom of Saudi Arabia. Further, the Company operates through certain subsidiaries in the international markets, in Jordan, Egypt, Republic of Kazakhstan, United States of America, Republic of Azerbaijan, Georgia and Armenia.

Since the Company and its subsidiaries carry out their activities through one business segment in various geographical areas, segment reporting is provided by geographical area only.

The selected segment information is provided by geographical segments as follows:

	Domestic SR′000	International SR'000	Intersegment elimination SR'000	Total SR'000
As at 30 June 2013 (unaudited) Total assets Total liabilities Sales	5,021,472 2,213,343 1,052,093	674,469 670,536 206,223	(1,420,441) (607,171)	4,275,500 2,276,708 1,258,316
As at 30 June 2012 (unaudited) Total assets Total liabilities Sales	3,347,450 1,298,243 754,676	431,571 389,008 110,601	(959,185) (414,225)	2,819,836 1,273,026 865,277

# 12. CONTINGENT LIABILITIES AND CAPITAL COMMITMENTS

At 30 June, the Company and its subsidiaries had contingent liabilities and capital commitments as follows:

	30 June 2013 SR (unaudited)	30 June 2012 SR (unaudited)
Letters of credit and guarantee	633,213,183	431,675,066
Capital commitment- property and equipments	105,127,421	92,598,319

#### 13. SUBSEQUENT EVENT

The general assembly of shareholders in its meeting on 7 Ramadan 1434H (corresponding to 16 July 2013) has approved:

- Increase of the Company's share capital by 50% (i.e. from 700 million to SR 1,050 million) consequently increasing the number of shares from 70 million to 105 million through distribution of one bonus share for every two shares held; and
- Distribution of interim cash dividends of SR 3 per share totaling SR 210 million representing 30% of the Company's share capital before the increase of the capital.

The Company is in process of obtaining the required regulatory approvals to increase the Company's share capital.

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) 30 JUNE 2013

#### 14. COMPARATIVE FIGURES

During the year ended 31 March 2013, the management has performed an internal review of the component of selling and marketing expenses and allocated all stores related costs to direct costs. Accordingly, certain figures for the prior period have been reclassified to conform with the allocation of those expenses in the current period. This allocation does not have any impact on the financial position and results of the operations of the Company and its subsidiaries.

In addition to above, certain figures for the prior period have been reclassified to conform with the presentation in the current period.