

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

**UNAUDITED CONDENSED CONSOLIDATED
INTERIM FINANCIAL STATEMENTS FOR
THE THREE-MONTH AND NINE-MONTH PERIODS
ENDED SEPTEMBER 30, 2019 AND REVIEW REPORT**

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
CONDENSED CONSOLIDATED INTERIM FINANCIAL STATEMENTS (UNAUDITED)
FOR THE THREE-MONTH AND NINE-MONTH PERIODS ENDED SEPTEMBER 30, 2019

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REPORT ON REVIEW OF INTERIM FINANCIAL INFORMATION

To the shareholders of Jarir Marketing Company:
(A Saudi Joint Stock Company)

Introduction

We have reviewed the accompanying condensed consolidated interim statement of financial position of Jarir Marketing Company (the "Company") and its subsidiaries (collectively referred to as the "Group") as of September 30, 2019, the related condensed consolidated interim statements of income, comprehensive income for the three-month and nine-month periods then ended, the condensed consolidated interim statements of changes in shareholders' equity and cash flows for the nine-month period then ended and the notes, comprising a summary of significant accounting policies and other explanatory notes. Management is responsible for the preparation and presentation of this condensed consolidated interim financial information in accordance with International Accounting Standard No. 34 - "Interim Financial Reporting" (IAS 34), as endorsed in the Kingdom of Saudi Arabia. Our responsibility is to express a conclusion on this condensed consolidated interim financial information based on our review.

Scope of Review

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of interim financial information performed by the independent auditor of the entity" as endorsed in the Kingdom of Saudi Arabia. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing, that are endorsed in the Kingdom of Saudi Arabia, and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying condensed consolidated interim financial information is not prepared, in all material respects, in accordance with IAS 34, as endorsed in the Kingdom of Saudi Arabia.

PricewaterhouseCoopers

Omar M. Al Sagga
License Number 369

November 5, 2019

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Condensed consolidated interim statement of financial position
(All amounts in Saudi Riyals thousands unless otherwise stated)

	Note	September 30, 2019 (Unaudited)	December 31, 2018 (Audited)
Assets			
Current assets			
Cash and cash equivalents		110,810	145,545
Trade receivables		169,770	180,482
Inventories		1,025,689	1,057,673
Prepayments and other assets		239,283	374,212
Total current assets		1,545,552	1,757,912
Non-current assets			
Financial assets at fair value through profit or loss		27,951	27,951
Investment properties	8	411,890	313,754
Property and equipment	8	1,792,711	1,115,297
Total non-current assets		2,232,552	1,457,002
Total assets		3,778,104	3,214,914
Liabilities and shareholders' equity			
Current liabilities			
Bank borrowings and term loans	3	160,000	275,000
Lease liabilities	2.1(iv)	118,995	665
Accounts payable		836,723	904,748
Accrued expenses and other liabilities		112,788	115,931
Employees' incentive program		6,956	24,788
Deferred revenues		15,389	14,558
Zakat payable		29,627	28,316
Total current liabilities		1,280,478	1,364,006
Non-current liabilities			
Lease liabilities	2.1(iv)	670,369	9,610
End of service benefits		145,451	133,612
Employees' incentive program		9,086	3,771
Deferred revenues		4,204	4,498
Total non-current liabilities		829,110	151,491
Total liabilities		2,109,588	1,515,497
Shareholders' equity			
Share capital		1,200,000	1,200,000
Statutory reserve	2.12	166,778	95,999
Foreign exchange reserve		(67,404)	(73,139)
Retained earnings		369,142	476,557
Total shareholders' equity		1,668,516	1,699,417
Total liabilities and shareholders' equity		3,778,104	3,214,914

The notes on pages 8 to 23 form an integral part of these condensed consolidated interim financial statements.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Condensed consolidated interim statement of income
 (All amounts in Saudi Riyals thousands unless otherwise stated)

	Note	Three-month period ended September 30,		Nine-month period ended September 30,	
		2019 (Unaudited)	2018 (Unaudited)	2019 (Unaudited)	2018 (Unaudited)
Revenue	10	2,251,231	1,932,082	6,030,453	5,224,824
Cost of sales		(1,862,095)	(1,593,526)	(5,105,281)	(4,431,072)
Gross profit		389,136	338,556	925,172	793,752
General and administrative expenses		(31,081)	(29,241)	(86,946)	(77,487)
Selling and marketing expenses		(43,375)	(24,224)	(96,943)	(64,713)
Other income, net		14,621	9,488	32,524	28,076
Income from operations		329,301	294,579	773,807	679,628
Finance costs	4	(16,482)	(2,033)	(47,966)	(2,792)
Income before zakat and income tax		312,819	292,546	725,841	676,836
Zakat		(7,800)	(4,500)	(17,900)	(7,000)
Income tax		(51)	(51)	(154)	(154)
Net income for the period		304,968	287,995	707,787	669,682
All attributable to the shareholders of the Company					
Earnings per share (Saudi Riyals):					
Basic and diluted earnings per share	5	2.54	2.40	5.90	5.58

The notes on pages 8 to 23 form an integral part of these condensed consolidated interim financial statements.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Condensed consolidated interim statement of comprehensive income
 (All amounts in Saudi Riyals thousands unless otherwise stated)

	Three-month period ended September 30,		Nine-month period ended September 30,	
	2019 (Unaudited)	2018 (Unaudited)	2019 (Unaudited)	2018 (Unaudited)
Net income for the period	304,968	287,995	707,787	669,682
<i>Other comprehensive income that may be reclassified subsequently to the consolidated statement of income</i>				
Exchange differences on translation of foreign operations	1,642	-	5,735	-
Other comprehensive income for the period	1,642	-	5,735	-
Total comprehensive income for the period	306,610	287,995	713,522	669,682

All attributable to the shareholders of the Company.

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JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Condensed consolidated interim statement of changes in shareholders' equity
 (All amounts in Saudi Riyals thousands unless otherwise stated)

	Note	Share capital	Statutory reserve	Foreign exchange reserve	Retained earnings	Total
January 1, 2019 (Audited)		1,200,000	95,999	(73,139)	476,557	1,699,417
Impact of initial application of IFRS 16		-	-	-	(66,423)	(66,423)
Adjusted total equity at January 1, 2019		1,200,000	95,999	(73,139)	410,134	1,632,994
Net income for the period		-	-	-	707,787	707,787
Other comprehensive income for the period		-	-	5,735	-	5,735
Total comprehensive income for the period		-	-	5,735	707,787	713,522
Transfer to statutory reserve		-	70,779	-	(70,779)	-
Transactions with owners in their capacity as owners:						
Dividends	6	-	-	-	(678,000)	(678,000)
September 30, 2019 (Unaudited)		1,200,000	166,778	(67,404)	369,142	1,668,516
January 1, 2018 (Audited)		900,000	296,500	(71,888)	501,431	1,626,043
Net income for the period		-	-	-	669,682	669,682
Other comprehensive income for the period		-	-	-	-	-
Total comprehensive income for the period		-	-	-	669,682	669,682
Transactions with owners in their capacity as owners:						
Dividends	6	-	-	-	(607,500)	(607,500)
September 30, 2018 (Unaudited)		900,000	296,500	(71,888)	563,613	1,688,225

The notes on pages 8 to 23 form an integral part of these condensed consolidated interim financial statements.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Condensed consolidated interim statement of cash flows
(All amounts in Saudi Riyals thousands unless otherwise stated)

	Note	Nine-month period ended September 30,	
		2019 (Unaudited)	2018 (Unaudited)
Cash flows from operating activities			
Net income for the period		707,787	669,682
<u>Adjustments for non-cash items</u>			
Depreciation		106,284	42,612
Net impairment losses on trade receivables		1,637	24
Provision for slow moving inventory		(8,300)	15,410
(Gain) loss on sale of property and equipment		(5,051)	3,779
Zakat and income tax		18,054	7,154
Provision for employees' incentive program		5,925	4,457
Provision for end of service benefits		15,893	15,228
Finance costs		47,966	2,792
<u>Changes in working capital</u>			
Accounts receivable		9,075	(8,548)
Inventories		40,284	69,678
Prepayments and other assets		93,629	(102,545)
Accounts payable		(68,025)	(44,123)
Accrued expenses and other liabilities		(2,592)	(38,551)
Deferred revenues		537	778
Employees' incentive program paid		(18,442)	-
Zakat and income tax paid		(16,589)	(14,493)
Finance costs paid		(32,103)	(2,589)
End of service benefits paid		(4,054)	(4,209)
Net cash generated from operating activities		891,915	616,536
Cash flows from investing activities			
Additions to investment properties	8	(29,031)	(34,565)
Additions to property and equipment	8	(68,164)	(91,195)
Proceeds from sale of property and equipment		14,565	668
Net cash utilized in investing activities		(82,630)	(125,092)
Cash flows from financing activities			
Payment of lease liabilities		(50,746)	(471)
(Repayment of) proceeds from bank borrowing and term loans		(115,000)	75,000
Dividends paid	6	(678,000)	(607,500)
Net cash utilized in financing activities		(843,746)	(532,971)
Net change in cash and cash equivalents		(34,461)	(41,527)
Net effect of foreign exchange difference		(274)	-
Cash and cash equivalents at beginning of the period		145,545	200,331
Cash and cash equivalents at end of the period		110,810	158,804

Non-cash financing and investing activities 2.1(iv), 8

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JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to condensed consolidated interim financial statements
For the nine-month period ended September 30, 2019 (Unaudited)
(All amounts in Saudi Riyals thousands unless otherwise stated)

1. General information

Jarir Marketing Company (the "Company") is a Saudi joint stock company formed pursuant to the resolution of the Ministry of Commerce and Industry Number 1193 dated Rajab 11, 1421H (corresponding to October 8, 2000) and registered in Riyadh, Kingdom of Saudi Arabia under Commercial Registration Number 1010032264 dated Shaa'ban 18, 1400H (corresponding to July 1, 1980).

The Company's registered office is based in Riyadh. As at September 30, 2019, the Company had 63 showrooms (2018: 57 showrooms) in the Kingdom of Saudi Arabia and the other Gulf countries including wholesale outlets, in addition to real estate investments in the Arab Republic of Egypt through Jarir Egypt Financial Leasing Company SAE.

The objectives of the Company and its subsidiaries (collectively referred to as the "Group") include; retail and wholesale trading in office and school supplies, children toys, books, educational aids, office furniture, engineering equipment, computers and computer systems, electronic and electrical devices, maintenance of computers and electronic and electrical devices, sports and scout equipment and paper. It also includes, purchase of residential and commercial buildings and the acquisition of land to construct buildings for sale or lease for the interest of the Company.

On October 28, 2018, the shareholders, based on the proposal of Board of Directors dated August 7, 2018, resolved in an extraordinary general meeting to increase the share capital of the Company from Saudi Riyals 900 million (90 million shares of Saudi Riyals 10 each) to Saudi Riyals 1,200 million (120 million shares of Saudi Riyals 10 each) by granting one bonus share for every three shares held, through the capitalization of Saudi Riyals 296.5 million from the statutory reserve and Saudi Riyals 3.5 million from the retained earnings.

The accompanying condensed consolidated interim financial statements comprise the financial statements of the Company and its following subsidiaries:

Subsidiaries	Country of incorporation	Direct and indirect ownership as at September 30,	
		2019	2018
United Company for Office Supplies and Stationeries WLL	Qatar	100%	100%
Jarir Trading Company LLC	Abu Dhabi	100%	100%
United Bookstore	Abu Dhabi	100%	100%
Jarir International Central Market WLL	Kuwait	100%	100%
Jarir Egypt Financial Leasing Company - SAE	Egypt	100%	100%
Jarir Marketing SPC	Bahrain	100%	100%

Certain ownership interests in the subsidiaries are registered in the name of trustees who have formally assigned their shares to the Company.

The accompanying condensed consolidated interim financial statements were approved by the Company's Board of Directors on November 5, 2019.

2. Summary of significant accounting policies

Significant accounting policies applied in the preparation of these condensed consolidated interim financial statements are set out below. These policies are consistently applied to all periods presented and the consolidated financial statements for the year ended December 31, 2018, unless otherwise stated.

2.1 Basis of preparation

(i) Statement of Compliance

These condensed consolidated interim financial statements have been prepared in compliance with IAS 34 "Interim Financial Reporting" as endorsed in the Kingdom of Saudi Arabia.

These condensed consolidated interim financial statements do not include all the information and disclosures required in the annual consolidated financial statements and should be read in conjunction with the Group's annual financial statements as at December 31, 2018, which have been prepared in accordance with International Financial Reporting Standards as endorsed in the Kingdom of Saudi Arabia and other standards and pronouncements issued by the Saudi Organization for Certified Public Accountants (SOCPA), collectively hereafter referred to as "IFRS".

The amounts in the condensed consolidated interim financial statements have been presented in Saudi Riyals with all values rounded to the nearest thousand except where stated otherwise.

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(ii) Historic cost convention

The condensed consolidated interim financial statements have been prepared under the historical cost convention, as modified for financial assets at fair value through profit or loss and by using the actuarial basis for end of service benefits, on the accrual basis of accounting.

(iii) Critical accounting estimates and judgments

The preparation of condensed consolidated interim financial statements requires management to use judgment in applying its accounting policies and estimates and assumptions about the future. Estimates and other judgments are continuously evaluated and are based on management's experience and other factors, including expectations about future events that are believed to be reasonable under the circumstances. Although these estimates and judgments are based on management's best knowledge of current events and actions, actual results ultimately may differ from those estimates. The estimates and assumptions that have a risk of causing an adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below:

(a) Component approach applied to property and equipment and investment properties

In applying the component approach of IAS 16 which requires significant parts of an item of property and equipment as well as investment properties to be depreciated separately, the cost allocated to the significant parts as well as respective estimated useful lives are advised by the main contractor for the properties constructed by the Group. Reasonableness of such cost allocation and useful lives has been assessed by management.

(b) Impairment test for non-financial assets

Judgment is required in assessing whether certain factors would be considered an indicator of impairment. Management considers both internal and external information to determine whether there is an indicator of impairment present and, accordingly, whether impairment testing is required. When impairment testing is required, discounted cash flow models are used to determine the recoverable amount of respective assets. When market transactions for comparable assets are available, these are considered in determining the recoverable amount of assets. Significant assumptions used in preparing discounted cash flow models include growth rates, expected future cash flows, operating costs, capital expenditures and discount rates. These inputs are based on management's best estimates of what an independent market participant would consider appropriate. Changes in these inputs may alter the results of impairment testing, the amount of the impairment charges recorded in the consolidated statement of income and the resulting carrying values of assets.

(c) Financial assets at fair value through profit or loss (FVTPL)

These financial assets are investments in unquoted equity where insufficient recent information is available to measure fair value and management assessment is that cost represents the best estimate of fair value.

(d) Assumptions for end of service benefits provision

The calculation of end of service benefits provision greatly depends on employees' estimated length of service and their estimated salary at end of service. Such estimates were based on the actuarial assumptions developed by management. Those actuarial assumptions were based on the Group's historical data, recent trends, and management plans and forecasts with respect to salary levels.

Life expectancy is not considered a principal actuarial assumption in measuring end of service benefits provision and therefore, possible changes in life expectancy are not expected to have a significant impact on the level of obligation, especially since only a few employees are assumed to serve until the retirement age. Moreover, changes in life expectancy will affect the estimates related to those employees only if life expectancy becomes less than retirement age and in such cases, the impact is not expected to be significant.

The discount rate was estimated by reference to yields on the governmental bonds, as management assessed that there is no deep market in high quality corporate bonds. The Group used a single discount rate that approximates the estimated timing and amount of benefit payments.

(e) Provision for impairment of trade receivables

The impairment provision for trade receivables is estimated based on assumptions about risk of default and expected loss rates. The Group uses judgement in making such assumptions and how changes in market and economic factors affect expected credit loss. The Group's judgement is based on the Group's past history, market conditions and forward looking estimates at each reporting date.

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(f) Provision for slow moving inventories

Provision for slow moving inventories is maintained at a level considered adequate to provide for potential loss on inventory items. The level of allowance is determined and guided by the Group's policy. An evaluation of inventories, designed to identify potential charges to provision, is performed on a continuous basis throughout the year. Management uses judgment based on the best available facts and circumstances, including but not limited to evaluation of individual inventory items' future utilization. The amount and timing of recorded expenses for any period would therefore differ based on the judgments or estimates made. An increase in provision for slow moving inventories would increase the Group's recorded expenses and decrease current assets.

(iv) Changes in accounting policy and disclosures

New standards adopted by the Group

The following standard effective as of January 1, 2019 has been adopted:

IFRS 16 'Leases': The Group applied IFRS 16 with a date of initial application of January 1, 2019. As a result, the Group has changed its accounting policy for lease contracts as detailed below.

The Group applied IFRS 16 using the modified retrospective approach, under which the cumulative effect of initial application is recognized in retained earnings at January 1, 2019, and comparative information is not restated. The details of the changes in accounting policies are disclosed below.

On transition to IFRS 16, the Group elected to apply the following practical expedient as permitted by the standard:

- Decided not to separate non-lease components from lease components, and instead account for each lease component and any associated non-lease components as a single lease component.
- For the contracts entered into before January 1, 2019, the Group did not reassess whether a contract is, or contains, a lease at the date of initial application, and applied IFRS 16 to contracts that were previously identified as leases applying IAS 17 'Leases' and IFRIC 4 'Determining whether and Arrangement contains a Lease'.
- Applied a single discount rate to a portfolio of leases with reasonably similar characteristics.
- Accounted for leases for which the lease term ends within 12 months from January 1, 2019 as short-term leases.
- Excluded initial direct costs for the measurement of the right-of-use asset at the date of initial application. and
- Used hindsight when determining the lease term if the contract contains options to extend or terminate the lease.

As a lessee

As a lessee, the Group previously classified leases as operating or finance leases based on its assessment of whether the lease transfers significantly all of the risks and rewards incidental to ownership of the underlying asset. Under IFRS 16, the Group is required to recognize right-of-use assets and lease liabilities. The Group elected not to apply this requirement in to leases with a lease term of 12 months or less (short-term leases), and recognizes lease payments associated with short-term leases as an expense in profit or loss on a straight-line basis.

(i) Leases previously classified as operating leases under IAS 17

At transition, lease liabilities were measured at the present value of the remaining lease payments discounted at the Group's incremental borrowing rate as at January 1, 2019. Right-of-use assets are measured at amounts equal to the lease liabilities, adjusted by prepaid or accrued lease payments. For certain chosen leases the right of use assets are measured at carrying amounts as if the standard had been applied since the commencement dates of leases discounted using the Group's incremental borrowing rate at January 1, 2019. Each subsequent lease payment is allocated between the liability and finance cost. Right-of-use assets are presented on the statement of consolidated financial position within property and equipment unless they meet the definition of investment property, and in such case they are presented within investment properties.

(ii) Leases previously classified as finance leases under IAS 17

For leases that were classified as finance leases under IAS 17, the carrying amount of the right of use asset and the lease liability at January 1, 2019 are determined at the carrying amount of the lease asset and lease liability under IAS 17 immediately before that date.

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As a lessor

The Group is not required to make any adjustments on transition to IFRS 16 for leases in which it acts as a lessor. However, under IFRS 16, the Group is required to assess the classification of sub-leases with reference to the right-of-use asset, not the underlying asset. On transition, the Group concluded that there is no sub-lease that qualifies as a finance lease under IFRS 16.

Impact of implementation of IFRS 16 on financial statements

On January 1, 2019 to IFRS 16, the Group recognized:

- an additional Saudi Riyals ٧٠٦,٢ million of right-of-use assets (apart from Saudi Riyals 9.6 million, the carrying amount of right of use lease immediately before January 1, 2019 related to the lease previously classified as a finance lease),
- an additional Saudi Riyals ٧٢٦,٦ million of lease liabilities (apart from Saudi Riyals 10.3 million, the carrying amount of lease liability immediately before January 1, 2019 related to the lease previously classified as a finance lease),
- An adjustment to in retained earnings (reduction) of Saudi Riyals ٦٦,٤ million.

When measuring lease liabilities, the Group discounted lease payments using its incremental borrowing rate at January 1, 2019. The weighted average incremental borrowing rate applied to the additional lease liabilities recognized at the date of initial application applied is 6.6%.

The table below summarizes the maturity profile of the Group's lease liabilities based on contractual payments (undiscounted cash flows) at September 30, 2019:

	Less than 6 months	6 - 12 months	1 - 5 years	More than 5 year	Total
Lease liabilities	54,435	68,315	377,728	720,869	1,221,347

Lease liabilities included in the statement of financial position are carried at the present value of the future lease payments.

Lease expense in profit or loss relating to short-term leases amounts to Saudi Riyals 9.2 million for the nine-month period ended September 30, 2019.

2.2 Subsidiaries

Subsidiaries are those entities which the Company controls. The Company controls an investee if, and only if, the Company has:

- Power over the investee (i.e., existing rights that give it the current ability to direct the relevant activities of the investee)
- Exposure, or rights, to variable returns from its involvement with the investee
- The ability to use its power over the investee to affect its returns

The presumption is that a majority of voting rights results in control. All relevant activities are directed by the Company being the holder of all the voting rights. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are de-consolidated from the date that control ceases.

When necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with the Group's accounting policies. All intra-group assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated in full on consolidation.

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The acquisition method of accounting is used to account for the acquisition of subsidiaries. The consideration transferred for the acquisition of subsidiary comprises the:

- the fair value of the assets transferred
- liabilities incurred to the former owners of the acquired business
- equity interest issued by the Group
- fair value of any asset or liability resulting from a contingent consideration arrangement
- fair value of any pre-existing equity interest in the subsidiary

Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are, with limited exceptions, measured initially at their fair values at the acquisition date. The Group recognizes any non-controlling interest in the acquired entity on an acquisition-by-acquisition basis at the non-controlling interest's proportionate share of the acquired entity's net identifiable assets.

Acquisition-related costs are expensed as incurred.

Non-controlling interests, if any, represent equity interests in subsidiaries owned by outside parties. Non-controlling interests, in the results and equity of subsidiaries are shown separately in the consolidated statement of income, statement of comprehensive income, statement of changes in equity and statement of financial position respectively.

2.3 Foreign currency

The consolidated financial statements are presented in Saudi Riyals, which is the Company's functional currency and the Group's presentation currency. Each subsidiary in the Group determines its own functional currency (which is the currency of the primary economic environment in which the entity operates), and as a result, items included in the financial statements of each subsidiary are measured using that functional currency.

Foreign currency transactions are translated into Saudi Riyals using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at the period-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognized in the consolidated statement of income.

The results and financial position of foreign operations (none of which has the currency of a hyperinflationary economy) that have a functional currency different from the Group's presentation currency are translated into the presentation currency as follows:

- assets and liabilities for each statement of financial position presented are translated at the closing rate at the date of that statement of financial position;
- income and expenses for each statement of income and statement of comprehensive income are translated at average exchange rates (unless this is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates, in which case income and expenses are translated at the dates of the transactions).

On consolidation, exchange differences arising from the translation of any net investment in foreign entities, are recognized in other comprehensive income. When a foreign operation is sold, the associated exchange differences are reclassified to profit or loss, as part of the gain or loss on sale.

Exchange differences on monetary items receivable from or payable to a foreign operation for which settlement is neither planned nor likely to occur and therefore in substance forms a part of the Company's net investment in that foreign operation, are recognized in equity through other comprehensive income and reclassified to the profit or loss on disposal of the net investment.

2.4 Financial Instruments

(a) Initial recognition and measurement of financial instruments

The Group initially recognizes financial assets and financial liabilities when it becomes party to the contractual provisions of the financial instrument.

Trade receivables that do not have a significant financing component, initial measurement is at their transaction price, which is the amount of consideration to which the Group expects to be entitled in exchange for transferring promised goods or services to a customer, excluding amounts collected on behalf of third parties.

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Except for trade receivables that do not have a significant financing component, initial measurement of the financial instrument is at its fair value plus or minus, in the case of a financial asset or financial liability not at fair value through profit or loss (FVTPL), transaction costs that are directly attributable to the acquisition or issue of the financial asset or financial liability. Transaction costs of financial assets carried at FVTPL are expensed in the consolidated statement of income.

(b) Financial assets - subsequent classification and measurement

Financial assets are subsequently measured at amortized cost, fair value through other comprehensive income or fair value through profit or loss. There are two criteria used to determine how financial assets should be classified and measured:

- (a) the Group's business model for managing the financial assets; and
- (b) the contractual cash flow characteristics of the financial asset.

Key management personnel have determined that the Group's financial assets are held within a business model whose objective is to hold financial assets in order to collect cash flows.

A financial asset is measured at amortized cost if the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding. Otherwise, a financial asset is measured at fair value through profit or loss (FVTPL).

Investments in equity instruments are measured at fair value, and the Group did not elect to present in other comprehensive income subsequent changes in the fair value of such investment in an equity instrument. On transition to IFRS, the available for sale investment was reclassified to financial assets at FVTPL.

For investments in unquoted equity, if insufficient more recent information is available to measure fair value, or if there is a wide range of possible fair value measurements and cost represents the best estimate of fair value within that range, cost may be an appropriate estimate of fair value.

Financial assets are only reclassified between measurement categories, when and only when, the Group's business model for managing them changes, which is expected to be uncommon.

The Group derecognizes a financial asset when the rights to the cash flows from the financial asset have expired or where the Group has transferred substantially all risks and rewards associated with the financial asset and does not retain control of the financial asset.

(c) Impairment of financial assets

The Group assesses on a forward looking basis the expected credit losses associated with its assets carried at amortized cost.

As required by IFRS 9, the Group applies the simplified approach for trade receivables. As permitted by IFRS 9, the Group elected to apply the simplified approach for lease receivables, so the Group always measures the loss allowance at an amount equal to lifetime expected credit losses. The Group uses a provision matrix in the calculation of the expected credit losses on trade receivables to estimate the lifetime expected credit losses, applying certain provision rates to respective aging buckets. Trade receivables are segmented into two segments: (i) wholesale and (ii) corporate sales, as each has its own credit loss pattern and, accordingly, different aging buckets and provision rates.

Financial assets are written-off only when:

- (i) the debt is at least one year past due,
- (ii) the Group have attempted to recover and engaged in all relevant legal enforcement activities,
- (iii) it is concluded that there is no reasonable expectation of recovery, and
- (iv) the write-off is approved by the Board of Directors, or management to the extent delegated by the Board of Directors.

Recoveries made are recognized in the consolidated statement of income.

(d) Financial liabilities - subsequent classification and measurement

Financial liabilities are subsequently measured at amortized cost using the effective interest method. The effective interest rate is the rate that discounts the estimated future cash payments through the expected life of the financial liability, or where appropriate, a shorter period to the net carrying amount on initial recognition.

The Group derecognizes a financial liability (or a part of a financial liability) from its statement of financial position when, and only when, it is extinguished, i.e. when the obligation specified in the contract is discharged or cancelled or expires.

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(e) Cash and cash equivalents

Cash and cash equivalents include cash at banks and on hand and short-term deposits with a maturity of three months or less that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.

(f) Offsetting of financial instruments

Financial assets and financial liabilities are offset and the net amount presented in the statement of financial position when, and only when, the Group has a legally enforceable right to offset the recognized amounts and intends to settle them on a net basis or to realize the asset and settle the liability simultaneously.

2.5 Inventories

Inventories are carried at the lower of cost or net realizable value. Cost is determined using weighted average method. Net realizable value is the estimated selling price in the ordinary course of business, less the estimated costs to sell.

2.6 Investment properties

Investment properties are properties held to earn rentals and/or for capital appreciation, including property under construction for such purposes.

Investment properties are stated at cost less of accumulated depreciation and/or accumulated impairment losses, if any. Cost includes expenditure that is directly attributable to the acquisition of the items.

Land is not depreciated. Capital work in progress is transferred to the appropriate investment properties category upon completion and depreciated from the point at which it is ready for use. Depreciation of buildings is calculated on a straight-line basis over the estimated useful lives of between 20 - 33 years. Significant parts of an item of investment properties are depreciated separately.

Investment properties are derecognized either when they have been disposed of or when the investment property is permanently withdrawn from use and no future economic benefit is expected from its disposal. If an investment property becomes owner-occupied, it is reclassified as property and equipment.

The difference between the net disposal proceeds and the carrying amount of the asset is recognized in the consolidated statement of income in the period of derecognition.

The Group discloses the fair values of investment properties in the notes to the annual consolidated financial statements.

2.7 Property and equipment

Property and equipment are stated at cost, net of accumulated depreciation and/or accumulated impairment losses, if any. Cost includes expenditure that is directly attributable to the acquisition of the items.

Major inspections are recognized in the carrying amount of the property and equipment as a replacement if the recognition criteria are satisfied. All other repair and maintenance costs are recognized in the consolidated statement of income as incurred.

Land is not depreciated. Capital work in progress is transferred to the appropriate property and equipment category upon completion and depreciated from the point at which it is ready for use. Depreciation is calculated on a straight-line basis over the estimated useful lives of the assets as follows:

Buildings	20 - 33 years
Machinery and equipment	5 - 13.33 years
Furniture and fixtures	5 - 10 years
Motor vehicles	4 years
Computers	5 years
Leasehold improvements	3 years

Significant parts of an item of property and equipment are depreciated separately.

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An item of property and equipment is derecognized upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in the consolidated statement of income when the asset is derecognized. When the use of a property changes from owner-occupied to investment property, the property is reclassified as investment property.

The residual values, useful lives and methods of depreciation of property and equipment are reviewed at each financial year-end and adjusted prospectively, if appropriate.

2.8 Impairment of non-financial assets

The Group assesses at the end of each reporting period whether there is any indication that non-financial assets may be impaired.

Non-financial assets other than goodwill, if any, are tested for impairment when events or changes in circumstances indicate that the carrying amount may not be recoverable. Goodwill, if any, is tested for impairment annually. For the purpose of measuring recoverable amounts, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units 'CGUs'). Recoverable amount is the higher of an asset's fair value less costs of disposal and value in use (being the present value of the expected future cash flows of the relevant asset or CGU, as determined by management). When 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. Such impairment loss is recognized in the consolidated statement of income in the period it has occurred.

The Group assesses at the end of each reporting period whether there is any indication that an impairment loss recognized in prior periods for an asset other than goodwill, if any, may no longer exist or may have decreased. A previously recognized impairment loss is reversed only if there has been a change in the estimates used to determine the asset's recoverable amount since the last impairment loss was recognized. Such reversal is recognized in the consolidated statement of income. Impairment losses on goodwill, if any, are not reversible.

2.9 Provisions

Provisions are recognized when the Group has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. Provisions are not recognized for future operating losses.

Where the Group expects some or all of a provision to be reimbursed, for example under an insurance contract, the reimbursement is recognized as a separate asset but only when the reimbursement is virtually certain. The expense relating to a provision is presented in the consolidated statement of income net of any reimbursement.

2.10 Zakat and income taxes

The Company is subject to zakat in accordance with the regulations of the General Authority of Zakat and Tax (the "GAZT"). Provision for zakat is computed in accordance with the regulations of GAZT, and is charged to the consolidated statement of income. Differences arising from final assessments are accounted for in the reporting period in which such assessments are finalized, with associated adjustments to zakat provision recognized in the consolidated statement of income.

The Company withholds taxes with non-residents as required under Saudi Arabian Income Tax Law. Foreign subsidiaries are subject to income taxes in their respective countries of domicile. Such income taxes are charged to the consolidated statement of income.

2.11 Employee benefits

(a) Provision for end-of-service benefit

The level of benefit provided is based on the length of service and earnings of the person entitled, and computed in accordance with the rules stated under the Saudi Arabian Labor and Workmen Law.

The liability for of end of service benefits, being a defined benefit plan, is determined using the projected unit credit method with actuarial valuations being conducted at end of annual reporting periods. The related liability recognized in the consolidated statement of financial position is the present value of the end of service benefits obligation at the end of the reporting period.

The discount rate applied in arriving at the present value of the end of service benefits obligation represents the yield on government bonds, by applying a single discount rate that approximately reflects the estimated timing and amount of benefit payments.

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End of service benefits costs are categorized as follows:

- (i) current service cost (increase in the present value of end of service benefits obligation resulting from employee service in the current period)
- (ii) interest expense (calculated by applying the discount rate at the beginning of the period to the end of service benefits liability); and
- (iii) remeasurement.

Current service cost and the interest expense arising on the end of service benefits liability are included in the same line items in the consolidated statement of income as the related compensation cost.

Remeasurement, comprising actuarial gains and losses, is recognized in full in the period in which they occur, in other comprehensive income without recycling to the profit or loss in subsequent periods. Amounts recognized in other comprehensive income are recognized immediately in retained earnings.

For the quarters reporting purposes, measurement of the provision for end-of-service is based on the extrapolation of the actuarial valuation performed at the end of the preceding year.

(b) Short-term employee benefits

Short-term employee benefits are employee benefits that are expected to be settled wholly before twelve months after the end of the annual reporting period in which the employees render the related service. Short-term employee benefit obligations are measured on an undiscounted basis and are expensed as the related service is provided.

A liability is recognized for the amount expected to be paid under short-term cash bonus if the Group has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee, and the obligation can be estimated reliably.

(c) Employees' incentive program

The Group adopts an employees' incentive program (the Program) whereby the Group grants selected employees the right to receive incentive cash compensation at the end of a vesting period if specified conditions are met. The amount of compensation is linked to the growth in net income as reported in the annual consolidated financial statements of the Group. Since the incentives are not expected to be settled wholly within twelve months after the end of the annual reporting period in which the employees render the related service, the liability for the Program is measured as the present value of the estimated future payments in respect of services provided by employees up to the reporting date using the projected unit credit method. The estimated future payments are discounted using the relevant yield on government bonds. Remeasurement is recognized in the consolidated statement of income in the period in which they arise. The liability for the Program is classified under current and non-current liability based on the expected date of settlement.

2.12 Statutory reserve

In accordance with the Regulations for Companies in the Kingdom of Saudi Arabia, the Company is required to transfer 10% of its net income to a statutory reserve until such reserve equals minimum of 30% of share capital. This reserve is not available for distribution to the shareholders of the Company.

2.13 Sale revenue

Sales revenue is measured based on the consideration specified in a contract with a customer excluding amounts collected on behalf of third parties, if any. The Group generally recognizes revenue at a point in time when it transfers control over a product to a customer, which typically occurs when the product is delivered to the customer. Sales revenue exclude value added tax (VAT) collected. Sales are shown in the consolidated statement of income net of returns and any discounts given.

The following is a description of principal activities, from which the Group generates its revenue:

(i) Sales in retail outlets

The Group owns and operates a chain of retail outlets under the "Jarir bookstore" brand, selling office supplies, school supplies, books, computers & peripherals, computer supplies, smartphones & accessories, electronics, art & craft supplies, video games and kids' development products.

Sales revenue is recognized when the customer takes possession of the product sold by a Group entity. Payment of the transaction price is due immediately when the customer purchases the product.

The Group's return policy grants customers the right of return within three days with certain requirements and certain exceptions.

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(ii) Wholesales

The Group sells office supplies, school supplies, computer supplies and art & craft supplies to other resellers. Sales are recognized when control of the products has transferred, being when the products are delivered to the reseller and there is no unfulfilled obligation that could affect the reseller's acceptance of the products. This type of sales involves credit terms of 30-90 days. Typically, wholesales are non-returnable, and goods might be returned only at management's discretion.

(iii) Sale to corporate customers

The Group sells office supplies, school supplies, computer supplies, and art & craft supplies to corporate customers for their own use. Sales are recognized when the products are delivered to the customer and the Group has objective evidence that all criteria for acceptance have been satisfied. Typically, this type of sales involves credit terms of 30-90 days, and for certain customers, goods are returnable within 90 days provided goods are in their original condition.

(iv) Online sales

Retail sales are also conducted online in the Kingdom through "Jarir.com" website and "Jarir Bookstore app". Sales are recognized when the products are delivered to the customers by the shipping agent. Payment of the transaction price is normally received upon or before placing online orders and recognized as a liability until the recognition of sales.

For all types of sales, historical experience suggests that the amount of returns is totally immaterial, and accordingly, no refund liability is recognized at the time of sale. The validity of this conclusion is assessed at each reporting date. If the returns pattern changed, the Group would recognize a refund liability and corresponding asset (right to the returned goods) for products expected to be returned, with revenue and related cost of sales adjusted accordingly.

In all the above types, the stated price is the transaction price, and the Group does not have contracts where the period between the transfer of the promised goods to the customer and payment by the customer exceeds one year, and as a result, the Group does not adjust transaction prices for the time value of money.

The Group typically sells computers, peripherals smartphone and other electronic devices with standard warranties that provide assurance to the consumer that the product will work as intended normally for 12 months to 24 months from the date of sale. Provision is made for estimated warranty claims in respect of products sold which are still under warranty at the end of the reporting period. The provision is estimated based on historical warranty claim information, suppliers' recommendation, and recent trends.

The Group typically sells its own gift vouchers to its customers. The amounts collected from such sales are recognized as a liability being a performance obligation and recognized as revenue when the gift vouchers are redeemed by the customers. As per the terms of the gift voucher, its validity is one year.

2.14 Cost of sales and operating expenses

Cost of sales consists of the costs previously included in the measurement of inventory that has been sold to customers, warehouse costs, cost of distribution to outlets, and all the costs of retail outlets including salaries, wages and benefits, operating expenses, depreciation and occupancy costs.

Other operating expenses are classified as either general and administrative or selling and marketing expenses.

2.15 Rental revenue

Rental revenue from operating leases on investment properties as well as subleases within leased properties where the Group is lessee is accounted for on a straight-line basis over the lease terms and recognized in the consolidated statement of income. Rents received in advance represent rents collected from tenants and are unearned at the reporting date and presented under current liability in the consolidated statement of financial position. Operating lease receivables represent the amount of rent receivables arising from operating lease contracts. Rental revenue from these properties is included under 'other income' in the consolidated statement of income.

2.16 Finance costs

Financing cost, if any, is recognized within 'finance costs' in the consolidated statement of income using the effective interest rate method, except for borrowing costs relating to qualifying assets, if any, which are capitalized as part of the cost of that asset.

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The effective interest method is a method of calculating the amortized cost of a financial liability and of allocating the interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments throughout the expected life of the financial instrument to the net carrying amount of the financial liability.

2.17 Earnings per share

The Group presents basic, and diluted (if any), earnings per share (EPS) data for its common shares. Basic EPS is calculated by dividing the profit or loss attributable to common shareholders of the Company by the weighted average number of common shares outstanding during the period, adjusted for own shares held (if any). Diluted EPS, if any, is determined by adjusting the profit or loss attributable to common shareholders and the weighted average number of common shares outstanding, adjusted for own shares held, for the effects of all dilutive potential common shares.

2.18 Segment reporting

An operating segment is a component of the Group that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the Group's other components. All operating segments' operating results are reviewed regularly by the chief executive officer of the Group, being the chief operating decision-maker, to make decisions about resources to be allocated to the segment and assess its performance, and for which discrete financial statements are available.

Operating segments are reported in a manner consistent with the internal reporting provided to the chief executive officer.

2.19 Leases where the Group is the lessee (applies to comparative information only)

Leases in which a significant portion of the risks and rewards of ownership are retained by another party, the lessor, are classified as operating leases. Payments made under operating leases are charged to the consolidated statement of income on a straight-line basis over the non-cancellable period of lease together with any further terms for which the Group has the option to continue the lease when at the inception of the lease it is reasonably certain that the Group will exercise the option.

Leases of assets where the Group has substantially all the risks and rewards of ownership are classified as finance leases. Finance leases are recognized at the lease's commencement at the lower of the fair value of the leased property and the present value of the minimum lease payments. Each lease payment is allocated between the liability and finance charges so as to achieve a constant rate on the finance balance outstanding. The corresponding rental obligations, net of finance charges, are included in current and non-current liabilities. The interest element of the finance cost is treated as finance costs and expensed over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

The assets acquired under finance leases are depreciated over the shorter of the asset's useful life and the lease term provided there is no reasonable certainty that the Group will obtain ownership at the end of the lease term and in such cases, the assets are depreciated over the asset's useful life.

2.20 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 between market participants at the measurement date. 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 fair value of an asset/liability is measured using the assumptions that market participants would use when pricing those assets, assuming that market participants act in their economic best interest.

The Group uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximizing the use of relevant observable inputs and minimizing the use of unobservable inputs.

All assets for which fair value is disclosed in the annual consolidated financial statements are categorized within the fair value hierarchy. This is 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

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- 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

To measure the fair value of properties, the Group engages an independent valuer who holds a recognized and relevant professional qualification and has recent experience in the location and category of the asset being valued.

Management reviews valuer's report and assesses appropriateness of assumptions and valuation techniques and the overall reasonableness of valuation. For the purpose of fair value disclosures, the Group has determined classes of assets on the basis of the nature, characteristics and risks of the asset and the level of the fair value hierarchy, as explained above. Management determined that the investment properties consist of two classes of assets: (i) office, retail and residential properties in KSA and (ii) office and retail properties in Egypt.

2.21 Current versus non-current classification

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

- Expected to be realized or intended to be sold or consumed in the normal operating cycle
- Held primarily for the purpose of trading
- Expected to be realized 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.

All other liabilities are classified as non-current.

3. Bank borrowings and term loans

	September 30, 2019	December 31, 2018
Short term Murabaha/Tawarruq loans	160,000	275,000
	<u>160,000</u>	<u>275,000</u>

Short term Murabaha/Tawarruq loans have maturity periods of three months or less.

4. Finance costs

	Three-month periods ended September 30,		Nine-month periods ended September 30,	
	2019	2018	2019	2018
Finance cost on overdraft facility (Islamic debit current account)	315	238	1,074	403
Finance cost on overdraft facility (conventional)	84	85	118	95
Finance cost on Murabaha/Tawarruq term loans	3,544	1,710	9,611	2,294
Finance cost on lease liability *	12,539	-	37,163	-
	<u>16,482</u>	<u>2,033</u>	<u>47,966</u>	<u>2,792</u>

* Finance cost on lease liability arises from the application of IFRS 16 due to the use of present value in recognizing lease liability.

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5. Earnings per share

Earnings per share has been calculated by dividing net income for the periods ended September 30, 2019 and 2018 by 120 million shares.

6. Dividends

Based on the pre-approval of the General Assembly, the Board of Directors in their meetings held on March 10, 2019 April 30, 2019 and August 5, 2019 resolved to distribute interim cash dividends amounting to Saudi Riyals 282 million Saudi Riyals 228 million and Saudi Riyals 168 million respectively, which were paid to the shareholders during the nine-month period ended September 30, 2019, (a total of Saudi Riyals 5.65 per share).

Based on the pre-approval of the General Assembly, the Board of Directors in their meetings held on March 22 2018, May 7 2018 and August 7, 2018 resolved to distribute interim cash dividends amounting to Saudi Riyals 229.5 million Saudi Riyals 216 million and Saudi Riyals 162 million respectively, which were paid to the shareholders during the nine-month period ended September 30, 2018, (a total of Saudi Riyals 5.06 per share).

7. Financial instruments

Financial assets at fair value through profit or loss represent investments in unquoted equity securities where insufficient recent information is available to measure fair value and management assessment is that cost represents the best estimate of fair value. All other financial assets and liabilities of the Group are classified and measured at amortized cost.

For all financial instruments, the fair value of financial instruments does not materially differ from their carrying values.

8. Property and equipment and investment property

Apart from right of use assets, additions made to property and equipment during the nine-month period ended September 30, 2019 amounted to Saudi Riyals 68.2million (nine-month period ended September 30, 2018: Saudi Riyals 91.2 million) out of which Saudi Riyals 59.8 million relates to buildings and construction and other work in progress (nine-month period ended September 30, 2018: Saudi Riyals 82.0 million).

Apart from right of use assets, additions made to investment property during the nine-month period ended September 30, 2019 amounted to Saudi Riyals 29.0 million (nine-month period ended September 30, 2018: Saudi Riyals 34.6 million). The amount relates to buildings and construction and other work in progress.

These amounts include cost of construction and related services performed by a party related to the Board of Directors amounting to Saudi Riyals 71.1 million for the nine-month period ended September 30, 2019 (nine-month period ended September 30, 2018: Saudi Riyals 98.7 million). There were no special terms and conditions with the aforementioned related party as compared to un-related parties.

The following table presents the balances and movements of right of use assets included in property and equipment and investment properties:

	Right of use land and buildings within property and equipment	Right of use within Investment properties
Cost		
January 1, 2019	-	-
Adjustment on adoption of IFRS 16	655,010	46,703
Right of use previously reported as finance lease asset, net	9,625	-
Right of use recognized at January 1, 2019	664,635	46,703
Additions	86,479	-
Modifications	(78)	-
September 30, 2019	751,036	46,703
Accumulated depreciation		
January 1, 2019	-	-
Charge for the period	(56,295)	(4,802)
Modifications	35	-
September 30, 2019	(56,260)	(4,802)
Net book value	694,776	41,901

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9. Segment information

a) Operating segments

The Group is organized into business units based on factors including distribution method, targeted customers, products and geographic location.

The Group has two major operating segments namely, retail outlets and wholesale. The Group's chief executive officer reviews the internal management reports of each segment at least quarterly for the purpose of resources allocation and assessment of performance.

All other operating segments that are not reportable are combined under "All other segments". The sources of income of those segments include corporate sales, e-commerce and rentals.

The following summary describes the operations of each reportable segment.

Reportable segment Operation

Retail outlets	Sale of office supplies, school supplies, books, computers & peripherals, computer supplies, smartphones and accessories, electronics, art & craft supplies, video games, smart TV's, kids' development products and provides after-sale services. All the retail outlets operate under the "Jarir bookstore" brand.
Wholesale	Sale of office supplies, school supplies, computer supplies, and art & craft supplies to other resellers.

The segmental information for the nine-month periods ended September 30, was as follows:

	(Saudi Riyals in millions)			Consolidated
	Retail outlets	Wholesale	All other segments	
2019				
Revenue	5,392	269	369	6,030
Income before zakat and income tax	641	37	48	726
2018				
Revenue	4,750	254	221	5,225
Income before zakat and income tax	604	36	37	677

Sales reported above are all generated from external customers and there were no inter-segment sales.

Management uses segment income before tax to measure performance being the most relevant in evaluating the results of segments.

The accounting policies of the reportable segments are the same as the Group's accounting policies described in note 2 above.

b) Geographical information

The Group operates in two geographical segments namely, Saudi Arabia and other Gulf countries and Egypt. The Group sales to external customers for the nine-month periods ended September 30, are detailed below.

	(Saudi Riyals in millions)		Consolidated
	Kingdom of Saudi Arabia	Other Gulf Countries and Egypt	
2019			
Sales to external customers	5,697	333	6,030
2018			
Sales to external customers	4,880	345	5,225

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The Group information about non-current assets by location as of September 30, 2019 and December 31, 2018 are detailed below:

	(Saudi Riyals in millions)		
	Kingdom of Saudi Arabia	Other Gulf Countries and Egypt	Consolidated
September 30, 2019			
Non-current assets	1,904	329	2,233
December 31, 2018			
Non-current assets	1,377	80	1,457

Geographic information on sales is based on the geographic location of the customers and the geographic information on non-current assets is based on the geographic location of those assets. The Group maintains separate accounts for each country.

10. Revenue

Set out below is the disaggregation of the Group's revenue

The following table sets out the Group's revenue disaggregated by products and services category by reportable segment for the nine-month period ended September 30:

	(Saudi Riyals in millions)			
	Retail outlets	Wholesale	All other segments	Total
2019				
Smartphones, electronics and accessories	2,885	-	163	3,048
Other IT and digital products and services	1,825	2	128	1,955
Books and office, school and arts supplies	682	267	78	1,027
	5,392	269	369	6,030
	(Saudi Riyals in millions)			
	Retail outlets	Wholesale	All other segments	Total
2018				
Smartphones, electronics and accessories	2,472	-	89	2,561
Other IT and digital products and services	1,623	2	68	1,693
Books and office, school and arts supplies	653	251	67	971
	4,748	253	224	5,225

The following table sets out the Group's revenue disaggregated by products and services category by geographical market for the nine-month period ended September 30:

	(Saudi Riyals in millions)		
	Kingdom of Saudi Arabia	Other Gulf Countries and Egypt	Total
2019			
Smartphones, electronics and accessories	2,958	90	3,048
Other IT and digital products and services	1,834	121	1,955
Books and office, school and arts supplies	905	122	1,027
	5,697	333	6,030
2018			
Smartphones, electronics and accessories	2,462	98	2,560
Other IT and digital products and services	1,566	127	1,693
Books and office, school and arts supplies	852	120	972
	4,880	345	5,225

All the above revenues are recognized at a point in time.

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(All amounts in Saudi Riyals thousands unless otherwise stated)

11. Seasonality of operations

The Group's sales are positively affected by the back to school seasons, particularly sales of school and office supplies. Normally, the grand season (back to school from year-end holiday) falls in the third quarter while the small season (back to school from mid-year break) falls in the first quarter, but may partly fall in the fourth quarter (of the preceding financial year) depending on the school calendar. The grand season usually has a greater impact than the small season.

12. Commitments and contingencies

Contingencies and commitments are as follows:

	(Saudi Riyals in millions)	
	September 30, 2019	December 31, 2018
Letters of credit	116.3	161.8
Letters of guarantee	13.5	12.1

12.1 Capital commitments

At September 30, 2019, the Group had capital commitments of Saudi Riyals 81.8 million (December 31, 2018: Saudi Riyals 114 million). This balance includes capital commitment of Saudi Riyals 77.7 with a party related to the Board of Directors (December 31, 2018: Saudi Riyals 111 million). These commitments are principally relating to the construction of the buildings and leasehold improvements which will comprise spaces for Group's own use including its retail outlets, and spaces to earn rentals.

13. Changes to capital management policy

The following change to capital management policy took place during the current reporting period as compared with the respective policy presented in the most recent Group's annual financial statements (2018):

The Group monitors capital using a ratio of net debt to shareholders equity. Net debt includes bank borrowings and term loans less cash and cash equivalents. The Group's policy is to keep this ratio below 50% (changed from 25% presented in 2018 Group's annual financial statements).

The following table sets out the period end net debt and the ratio of net debt to shareholders equity:

	September 30, 2019	December 31, 2018
Total borrowings and term loans	160,000	275,000
Less: cash and cash equivalents	(110,810)	(145,545)
Net debt	<u>49,190</u>	<u>129,455</u>
Ratio of net debt to shareholders equity	<u>2.9%</u>	<u>7.6%</u>

14. Zakat matters

On August 21, 2019, the Group received zakat assessments from GAZT for the years 2011 to 2015, claiming zakat differences totaling Saudi Riyals 25.6 million as compared to zakat paid for those years. The Group objected to those assessments in due time and believes it has valid grounds to rebut such zakat assessments. The Group concluded that it is not probable that additional material zakat payments will eventually be made based on the final outcome of those assessments.

15. Comparative figures

Certain reclassifications have been made to the comparative information to conform with the current period presentation.