(A SAUDI JOINT STOCK COMPANY)

INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UN-AUDITED) FOR THE THREE-MONTH PERIOD ENDED 31 MARCH 2018 AND INDEPENDENT AUDITOR'S REVIEW REPORT

Interim Condensed Consolidated Financial Statements and Independent Auditor's Review Report For the three-month period ended 31 March 2018

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Independent auditor's review report on the interim condensed consolidated financial statements to the shareholders of Saudi Marketing Company (Farm Superstores) and its subsidiaries (A Saudi Joint Stock Company)

#### Introduction:

We have reviewed the accompanying interim condensed consolidated statement of financial position of Saudi Marketing Company (Farm Superstores) a Saudi Joint Stock Company ("the Company") and its subsidiaries (collectively referred to as "the Group") as at 31 March 2018, and the related interim condensed consolidated statements of profit or loss and other comprehensive income, changes in equity and cash flows for the three-month period then ended, and a summary of significant accounting policies and other explanatory notes. Management is responsible for the preparation and presentation of these interim condensed consolidated financial statements in accordance with International Accounting Standard 34, "Interim Financial Reporting" (IAS 34) that is endorsed in the Kingdom of Saudi Arabia. Our responsibility is to express a conclusion on these interim condensed consolidated financial statements 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" endorsed in the Kingdom of Saudi Arabia. A review of interim financial statements 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 interim condensed consolidated financial statements are not prepared, in all material respects, in accordance with IAS 34 that is endorsed in the Kingdom of Saudi Arabia.

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OUNG & CO. PUBLIC ACCOUNT

for Ernst & Young

Marwan Al Afaliq Certified Public Accountant Registration No. 422 K

23 Sha'ban 1439H 9 May 2018

Al Khobar

INTERIM CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

For the three-month period ended 31 March 2018

For the	three-month	period	ended
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	31 Ma	ırch
	2018	2017
	SR (Un-audited)	SR (Un-audited)
	(On-anuneu)	(Оп-анинеи)
Revenue	443,861,002	480,589,418
Rental income	8,455,069	10,877,784
REVENUE	452,316,071	491,467,202
Cost of revenue	(326,241,670)	(364,131,346)
GROSS PROFIT	126,074,401	127,335,856
EXPENSES		
Selling, distribution and administration expenses	(110,048,051)	(101,542,509)
PROFIT FROM OPERATION	16,026,350	25,793,347
Finance costs	(4,196,347)	(3,037,718)
Other income, net	645,464	440,134
INCOME BEFORE ZAKAT AND INCOME TAX	12,475,467	23,195,763
Zakat and income tax	(344,377)	(604,022)
NET INCOME FOR THE PERIOD	12,131,090	22,591,741
· ·		
TOTAL COMPREHENSIVE INCOME	12,131,090	22,591,741
Attributable to:		
Shareholders of the Company	12,124,799	22,527,317
Non-controlling interests	6,291	64,424
	12,131,090	22,591,741
EARNINGS PER SHARE (SAUDI RIYAL)		
Number of shares outstanding	45,000,000	45,000,000
Basic and diluted earnings per share attributable to the equity	0.27	0.50
holders of the Company	0.27	0.50

CEO

Maher Hazem Fayez Al Aswad

CFO

Abdafjaleel Mahmoud Atieh Daoud

INTERIM CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION As at 31 March 2018

715 dt 51 Maioù 2010		
	31 March	31 December
	2018	2017
	SR (see andited)	SR
A CONTROL	(un-audited)	(audited)
ASSETS		
NON-CURRENT ASSETS		747.000.400
Property and equipment	754,311,937	747,088,423
Investment properties	132,625,733 3,128,211	133,312,622 3,302,809
Intangible assets Prepaid lease rental	1,441,668	1,091,667
Available for sale investment	-	1,257,829
Equity instrument at FVOCI	1,257,829	-
TOTAL NON-CURRENT ASSETS	892,765,378	886,053,350
CURRENT ASSETS		
Inventories	649,302,990	617,880,299
Trade accounts receivable	41,587,825	39,557,101
Prepayments and other receivables	56,768,100	48,529,329
Investments held for trading Equity instruments at FVPL	46,050	7,296,220
Cash and cash equivalents	17,021,342	19,989,342
TOTAL CURRENT ASSETS	764,726,307	733,252,291
2	1,657,491,685	1,619,305,641
TOTAL ASSETS	1,057,471,085	1,019,505,041
EQUITY AND LIABILITIES		
EQUITY		
Share capital	450,000,000	450,000,000
Statutory reserve	91,480,289	91,480,289
Retained earnings	119,263,876	107,139,077
EQUITY ATTRIBUTABLE TO THE SHAREHOLDERS OF THE COMPANY	660,744,165	648,619,366
Non-controlling interest	233,204	226,913
TOTAL EQUITY	660,977,369	648,846,279
NON-CURRENT LIABILITIES		
Term loans	195,638,894	235,662,673
Employees' benefits	52,366,032	51,441,525
TOTAL NON-CURRENT LIABILITIES	248,004,926	287,104,198
CURRENT LIABILITIES		
Accounts payable and accruals	397,121,610	360,486,330
Short-term loans	193,998,087	167,994,169
Current portion of term loans	149,316,770	144,556,502
Deferred revenue	4,691,669 3,381,254	7,281,289 3,036,874
Zakat and income tax provision		
TOTAL CURRENT LIABILITIES	748,509,390	683,355,164
TOTAL LIABILITIES	996,514,316	970,459,362
TOTAL EQUITY AND LIABILITIES	1,657,491,685	1,619,305,641
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Maher Hazem Fayez Al Aswad

CFO

el Mahmoud Atieh Daoud

The accompanying notes 1 to 8 form part of these interim condensed consolidated financial statements.

(A Saudi Joint Stock Company)

INTERIM CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

For the three-month period ended 31 March 2018

	Attr	ibutable to the share	Attributable to the shareholders of the Company	ıny		
	Share				Non-controlling interest	Total equity
	capital	Statutory reserve	Retained earnings	Total		
	SR	SR	SR	SR	SR	SR
Balance as at 1 January 2017 (audited)	450,000,000	85,567,150	98,397,726	633,964,876	167,826	634,132,702
Profit for the period	1	T	22,527,317	22,527,317	64,424	22,591,741
Total Comprehensive income	Į.		22,527,317	22,527,317	64,424	22,591,741
Balance at 31 March 2017 (un-audited)	450,000,000	85,567,150	120,925,043	656,492,193	232,250	656,724,443
Balance as at 1 January 2018 (audited)	450,000,000	91,480,289	107,139,077	648,619,366	226,913	648,846,279
Profit for the period		1	12,124,799	12,124,799	6,291	12,131,090
Total Comprehensive income	3	A CONTRACT OF THE CONTRACT OF	12,124,799	12,124,799	6,291	12,131,090
Balance at 31 March 2018 (un-audited)	450,000,000	91,480,289	119,263,876	660,744,165	233,204	660,977,369
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MM CEO
Maher Hazem Fayez Al Aswad

CFO CFO Abdaljaleel Mahmoud Atieh Daoud

The attached notes 1 to 8 form part of these interim condensed consolidated financial statements.

# INTERIM CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

For the three-month period ended 31 March 2018

		For the three month March	
		2018	2017
		SR	SR
		(Un-audited)	(Un-audited)
OPERATING ACTIVITIES		12,475,467	23,195,763
Income before zakat and income tax		12,475,407	25,195,705
Adjustments for:  Depreciation of property and equipment		13,124,869	11,975,664
Amortization of intangible assets		174,598	89,664
Amortization of prepaid lease		350,001	174,111
Gain on disposal of property and equipment		(10,498)	(55,782)
Employees' terminal benefits, net		924,507	1,009,160
Finance costs		4,196,347	3,037,719
		31,235,291	39,426,299
Working capital adjustments:			(*** *** ***)
Inventories		(31,422,691)	(23,333,890)
Trade accounts receivable		(10,969,494)	(13,577,204)
Investment properties		686,889	(211.0(0)
Equity instrument at FVPL		7,250,170	(311,969)
Deferred revenue		(2,589,620)	(929,802)
Accounts payable and accruals		36,635,280	(21,127,208)
Cash provided by/(used in) operations		30,825,825	(19,853,774)
Finance costs paid		(4,196,347)	(3,037,719)
Net cash flows provided by/(used in) operating activities		26,629,478	(22,891,493)
INVESTING ACTIVITIES			
Purchase of property and equipment		(20,348,385)	(20,495,709)
Proceeds from disposal of property and equipment		10,500	113,088
Additions to intangible assets			(379,339)
Net cash flows used in investing activities		(20,337,885)	(20,761,960)
FINANCING ACTIVITIES			
Net change in short term loans		26,003,918	59,996,199
Net change in term loans		(35,263,511)	(32,588,556)
Net cash flows (used in)/provided by financing activities		(9,259,593)	27,407,643
Net decrease in cash and cash equivalents		(2,968,000)	(16,245,810)
Cash and cash equivalents at the beginning of the		19,989,342	29,753,476
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	) h	17,021,342	13,507,666

CEO

Maher Hazem Fayez Al Aswad

CFO

Abdaljaleel Mahmoud Atieh Daoud

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UN-AUDITED)
At 31 March 2018

## 1 Corporate information

Saudi Marketing Company (Farm Superstores) ("the Company") is a Saudi Joint Stock Company registered in Dammam, Kingdom of Saudi Arabia under commercial registration number 2050006430 dated 2 Muharram 1399H (corresponding to 3 December 1978).

At the reporting date, the Company has the following subsidiaries (collectively referred to as the "Group"):

#### Effective Ownership Percentage as at

Subsidiary name	31 March 2018	31 December 2017	Country of incorporation
Pure Springs Agencies & Trading Company Ltd.	90.00	90.00	Saudi Arabia
Saudi Marketing and Trading S.A.L. (Holding)	99.95	99.95	Lebanon

The Company and its subsidiaries listed above (collectively referred to as the "Group") are engaged in:

- Wholesale and retail of foodstuff, household consumables, toys, textiles and stationery,
- Marketing services on behalf of third parties and managing and operating bakeries,
- Managing and operating restaurants and coffee shops and providing fast food items and cold and hot beverages,
- Establishment, operation and maintenance of amusement centers.

# 2 Basis of preparation and basis of measurement

## 2.1 Statement of compliance

The interim condensed consolidated financial statements for the three-month period ended 31 March 2018 have been prepared in accordance with IAS 34 Interim Financial Reporting.

The interim condensed consolidated financial statements do not include all the information and disclosures required in annual consolidated financial statements to be prepared in accordance with International Financial Reporting Standards ("IFRS") that are endorsed in the Kingdom of Saudi Arabia and other standards and pronouncements issued by Saudi Organization for Certified Public Accountants ("SOCPA") and should be read in conjunction with the Group's annual consolidated financial statements as at 31 December 2017.

## 2.2 Basis of measurement

The interim condensed consolidated financial statements have been prepared using the accruals basis of accounting under the historical cost convention, except for the remeasurement of equity instrument at fair value through other comprehensive income and equity instruments at fair value through profit or loss and employees' benefits that have been measured at the present value of the expected benefits obligation.

The interim condensed consolidated financial statements are presented in Saudi Riyal (SR) which is also the functional currency of the Company.

# 2.3 Basis of consolidation

The interim condensed consolidated financial statements of the Group incorporate the financial statements of the Company and its subsidiaries. Subsidiaries are entities controlled by the Group. Control exists when the Group is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. Specifically, the Group controls an investee if, and only if, the Group has all of the following three elements:

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

Subsidiaries are consolidated from the date on which control is transferred to the Group. They are deconsolidated from the date that control ceases. Inter-group investments, transactions, balances and unrealised gains or losses on transactions between Group companies are climinated. The accounting policies of the subsidiaries are consistent with those adopted by the Group.

# (A Saudi Joint Stock Company)

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UN-AUDITED) (Continued) At 31 March 2018

# 2 Basis of preparation and basis of measurement (continued)

#### 2.3 Basis of consolidation (continued)

Non-controlling interests in the results and equity of not wholly owned subsidiaries are shown separately in the interim condensed consolidated statement of profit or loss and other comprehensive income, interim condensed consolidated statement of financial position and interim condensed consolidated statement of changes in equity, respectively.

#### 2.4 Approval of interim condensed consolidated financial statements

These interim condensed consolidated financial statements were approved by the Board of Directors on 23 Sha'ban 1439H (corresponding to 9 May 2018).

#### 3 Summary of changes to the Group's accounting policies

The accounting policies adopted in the preparation of the interim condensed consolidated financial statements are consistent with those followed in the preparation of the Group's annual consolidated financial statements for the year ended 31 December 2017, except for the adoption of new standards effective as of 1 January 2018. The Group has not early adopted any other standard, interpretation or amendment that has been issued but is not yet effective.

The Group applies, for the first time, IFRS 15 Revenue from Contracts with Customers and IFRS 9 Financial Instruments from 1 January 2018 and accounting policies for these new standards are disclosed below.

Several other amendments and interpretations apply for the first time in 2018, but do not have an impact on the interim condensed consolidated financial statements of the Group.

# 3.1 IFRS 15 - Revenue from Contracts with Customers

The Group recognises revenue from contracts with customers based on a five-step model as set out in applicable standards as adopted by SOCPA. This includes:

- a. Identification of a contract with a customer, i.e., agreements with the Group that creates enforceable rights and obligations.
- b. Identification of the performance obligations in the contract, i.e., promises in such contracts to transfer products or services.
- c. Determination of the transaction price which shall be the amount of consideration the Group will expect to be entitled to in exchange for fulfilling its performance obligations (and excluding any amounts collected on behalf of third parties).
- d. Allocation of the transaction price to each identified performance obligation based on the relative stand-alone estimated selling price of the products or services provided to the customer.
- e. Recognition of revenue when / as a performance obligation is satisfied, i.e., when the promised products or services are transferred to the customer and the customer obtains control. This may be over time or at a point in time.

Revenue shall be measured at the fair value of the consideration received or receivable, taking into account contractually defined terms of payment and excluding taxes or duty.

The Group shall assess its revenue arrangements against specific criteria to determine if it is acting as a principal or agent.

The specific recognition criteria described below must also be met before revenue is recognized. Where there is no specific criteria, above policy will apply and revenue is recorded as earned and accrued.

The Group revenue is recognized upon the transfer of promised goods to customers in an amount that reflect the consideration to which entity expects to be entitled in exchange for these goods, which shall be considered in the context of following the 5-step approach mentioned previously.

The Group's contracts with customers for the sale of goods generally include one performance obligation. The Group has concluded that revenue from sale of goods should be recognized at the point in time when control of such goods is transferred to the customer, generally on delivery of the goods. Therefore, the adoption of IFRS 15 did not have an impact on the timing of revenue recognition and the amount of revenue recognized.

(A Saudi Joint Stock Company)

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UN-AUDITED) (Continued) At 31 March 2018

# 3 Summary of changes to the Group's accounting policies (continued)

# 3.1 IFRS 15 - Revenue from Contracts with Customers (continued)

#### Financing components

The Group currently does not have or expect to have any customer contracts in routine sales or products where the period between the transfer of the promised products or services to the customer and payment by the customer exceeds a period of one year. As a consequence, the Group currently does not adjust any of the transaction prices for the time value of money. However, if any such case is identified, the related amounts shall be re-measured to adjust for the time value of money.

#### 3.2 IFRS 9 - Financial Instruments

IFRS 9 Financial Instruments replaces IAS 39 Financial Instruments: Recognition and Measurement for annual periods beginning on or after 1 January 2018, bringing together all three aspects of the accounting for financial instruments: classification and measurement; impairment; and hedge accounting.

The Group has applied the exemption for not to restate the comparative information for prior periods with respect to classification and measurement.

#### (a) Classification and measurement

Except for certain trade receivables, under IFRS 9, the Group initially measures a financial asset at its fair value plus, in the case of a financial asset not at fair value through profit or loss, transaction costs.

Under IFRS 9, debt financial instruments are subsequently measured at fair value through profit or loss (FVPL), amortised cost, or fair value through other comprehensive income (FVOCI). The classification is based on two criteria: the Group's business model for managing the assets; and whether the instruments' contractual cash flows represent 'solely payments of principal and interest' on the principal amount outstanding (the 'SPPI criterion').

At transition date to IFRS 9, the Group has financial assets measured at amortised cost, equity instrument at FVOCI and equity instruments at FVPL. The new classification and measurement of the Group's financial assets are, as follows:

Debt instruments at amortised cost for financial assets that are held within a business model with the objective to hold the financial assets in order to collect contractual cash flows that meet the SPPI criterion. This category includes the Group's trade accounts receivable.

Equity instruments at FVOCI, with no recycling of gains or losses to profit or loss on derecognition. This category only includes equity instrument, which the Group intends to hold for the foreseeable future and which the Group has irrevocably elected to so classify upon initial recognition or transition. The Group classified its unquoted equity instrument as equity instrument at FVOCI are not subject to an impairment assessment under IFRS 9. Under IAS 39, the Group's unquoted equity instrument were classified as AFS financial assets.

Financial assets at FVPL comprise quoted equity instruments which the Group had not irrevocably elected, at initial recognition or transition, to classify at FVOCI. This category would also include debt instruments whose cash flow characteristics fail the SPPI criterion or are not held within a business model whose objective is either to collect contractual cash flows, or to both collect contractual cash flows and sell. Under IAS 39, the Group's quoted equity securities were classified as HFT financial assets.

The accounting for the Group's financial liabilities remains largely the same as it was under IAS 39. Accordingly, the adoption of IFRS 9 has not had a significant effect on the Group's accounting policies related to financial liabilities.

#### (b) Impairment

The adoption of IFRS 9 has fundamentally changed the Group's accounting for impairment losses for financial assets by replacing IAS 39's incurred loss approach with a forward-looking expected credit loss (ECL) approach. IFRS 9 requires the Group to record an allowance for ECLs for all loans and other debt financial assets not held at FVPL.

ECLs are based on the difference between the contractual cash flows due in accordance with the contract and all the cash flows that the Group expects to receive. The shortfall is then discounted at an approximation to the asset's original effective interest rate.

For trade accounts receivable, the Group has applied the standard's simplified approach and has calculated ECLs based on lifetime expected credit losses. The Group has established a provision matrix that is based on the Group's historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment.

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UN-AUDITED) (Continued) At 31 March 2018

### 3 Summary of changes to the Group's accounting policies (continued)

#### 3.2 IFRS 9 - Financial Instruments (continued)

The Group considers a financial asset in default when contractual payments are 360 days past due. However, in certain cases, the Group may also consider a financial asset to be in default when internal or external information indicates that the Group is unlikely to receive the outstanding contractual amounts in full before taking into account any credit enhancements held by the Group.

The adoption of the ECL requirements of IFRS 9 was not recognized in retained earnings as at 1 January 2018 as the impact was not significant. Accordingly, the information presented for 2017 does not generally reflect the requirements of IFRS 9 but rather those of IAS 39.

#### 4 Zakat and income tax

The Group is subject to zakat in accordance with the regulation of the General Authority of Zakat and Tax ("GAZT"). Provision for zakat for the Company and its Saudi Arabian subsidiary, and foreign income tax related to the Group's ownership in its foreign subsidiary, are charged to the interim condensed consolidated statement of profit or loss.

#### Status of assessments

The Company has received the zakat assessments for the years 2009 to 2012 claiming additional zakat liability. During the period, the Company has settled additional zakat claim and obtained final assessments up to the year 2012. The zakat assessments for the year 2013 to 2016 are still under review by GAZT.

For Pure Springs Agencies and Trading Company Ltd., the assessments have been agreed by GAZT up to year 2008. The assessments for the years 2009 up to 2016 have not been raised yet by GAZT.

Zakat base has been computed based on the management's understanding of the zakat regulations enforced in the Kingdom of Saudi Arabia. The zakat regulations in Saudi Arabia are subject to different interpretations. The assessments to be raised by GAZT could be different from the declarations filed by the companies in Saudi Arabia.

For Saudi Marketing and Trading SAL (Holding) and its subsidiary operating in the Republic of Lebanon ("SMT"), SMT is not subject to income tax on profits, rather it is subject to tax on capital and reserves with ceiling of Lebanese Lirat (LL) 5 million (SR 12,400). SMT's books were reviewed by the department of income tax for the years from 2008 to 2011. The preliminary outcome of this review resulted in additional tax and penalties amounting to LL 107,304,000 (SR 266,144) which were accrued for by SMT.

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UN-AUDITED) (Continued) At 31 March 2018

# 5 Segment information

Management monitors the operating results as one reportable business segment for the purpose of making decisions about resource allocations and performance assessment. As such and consistent with the Group's internal reporting process. The Group has one business segment.

#### Geographical segments

The following tables include revenue and results of periods ended 31 March 2018 and 31 March 2017. Assests and liabilities information regarding geographical segments are presented as at 31 March 2018 and 31 March 2017:

	Kingdom of Saudi Arabia	Republic of Lebanon	Total
	SR	SR	SR
As At 31 March 2018			
Revenue	450,257,430	2,058,641	452,316,071
Operations profits /(losses)	17,326,854	(1,300,504)	16,026,350
Net income/(loss)	13,430,736	(1,299,646)	12,131,090
Total assets	1,532,090,058	125,401,627	1,657,491,685
Total liabilities	991,420,399	5,093,917	996,514,316
	Kingdom of Saudi Arabia	Republic of Lebanon	Total
	SR	SR	SR
As At 31 March 2017	-		
Revenue	488,895,963	2,571,239	491,467,202
Operations profits /(losses)	26,763,816	(970,469)	25,793,347
Net income/(loss)	23,556,786	(965,045)	22,591,741
Total assets	1,414,402,650	127,702,154	1,542,104,804
Total liabilities	880,670,140	4,710,221	885,380,361

## 6 Commitment and contingencies

The Group's bankers have issued payment guarantees, on behalf of the Group, amounting to SR 11.7 million (2017: SR 9.9 million). The Group has future capital commitments of SR 1.6 million (2017: SR 2.9 million) in respect of construction of various outlets.

#### 7 Subsequent events

The Shareholder's ordinary general assembly, in its meeting held on 14 Sha'ban 1439H (corresponding to 30 April 2018) approved cash dividends to the shareholders of the Group amounting to SR 33.75 million for the year ended 31 December 2017 at (SR 0.75 per share). Furthermore, it approved to pay an amount of SR 1.4 million as remunerations to the Board members for the financial year ended 31 December 2017.

In the opinion of management, there have been no significant subsequent events since the period ended 31 March 2018 that would have a material impact on the financial position of the Group as reflected in these interim condensed consolidated financial statements.

# 8 COMPARATIVE FIGURES

Certain comparative figures have been reclassified to conform with the current period's presentation.