

**AL TAYSEER ARABIAN COMPANY**  
**(A Saudi Closed Joint Stock Company)**

**CONDENSED INTERIM FINANCIAL INFORMATION (UNAUDITED)**  
**FOR THE THREE-MONTH PERIOD ENDED MARCH 31, 2018**  
**AND REPORT ON REVIEW OF INTERIM FINANCIAL INFORMATION**

**AL TAYSEER ARABIAN COMPANY**  
**(A Saudi Closed Joint Stock Company)**  
**CONDENSED INTERIM FINANCIAL INFORMATION (UNAUDITED)**  
**FOR THE THREE-MONTH PERIOD ENDED MARCH 31, 2018**

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## *Report on review of interim financial information*

To the shareholders of Al Tayseer Arabian Company:  
(A Saudi Closed Joint Stock Company)

### **Introduction**

We have reviewed the accompanying condensed interim statement of financial position of Al Tayseer Arabian Company as of March 31, 2018 and the related condensed statements of comprehensive income, changes in shareholders' equity and cash flows for the three-month period then ended and notes, comprising a summary of significant accounting policies and other explanatory notes. Management is responsible for the preparation and presentation of this condensed interim financial information in accordance with International Accounting Standard 34 - "Interim Financial Reporting" ("IAS 34") as modified by the Saudi Arabian Monetary Authority ("SAMA") for the accounting of zakat and income tax. Our responsibility is to express a conclusion on this condensed 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, as 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 interim financial information is not prepared, in all material respects, in accordance with IAS 34 as modified by SAMA for the accounting of zakat and income tax.

### **PricewaterhouseCoopers**

A handwritten signature in blue ink, appearing to read 'Omar M. Al Sagga', is written over the printed name.

Omar M. Al Sagga  
License Number 369

June 5, 2018

**AL TAYSEER ARABIAN COMPANY**  
**(A Saudi Closed Joint Stock Company)**  
**CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION**  
(All amounts in Saudi Riyals thousands unless otherwise stated)

	Note	As at March 31, 2018	As at December 31, 2017
		(Unaudited)	(Audited)
<b>Assets</b>			
<b>Current assets</b>			
Cash and cash equivalents	3	7,793	6,399
Net investment in finance leases - current portion	4	253,796	338,899
Prepayments and other receivables	6	28,504	42,995
		<u>290,093</u>	<u>388,293</u>
<b>Non-current assets</b>			
Long-term deposit	7	18,750	18,750
Net investment in finance leases - non-current portion	4	382,750	372,561
Property and equipment		5,609	5,799
Intangible assets		5,930	6,093
		<u>413,039</u>	<u>403,203</u>
<b>Total assets</b>		<u>703,132</u>	<u>791,496</u>
<b>Liabilities and shareholders' equity</b>			
<b>Liabilities</b>			
<b>Current liabilities</b>			
Accounts payable		5,779	13,494
Accrued and other liabilities		14,412	11,775
Current maturity of long-term borrowings	7	46,875	46,875
Due to related parties - current portion	5	130,090	157,033
Zakat payable	8	40,749	37,278
		<u>237,905</u>	<u>266,455</u>
<b>Non-current liabilities</b>			
Long-term borrowings	7	91,662	103,381
Due to related parties - non-current portion	5	51,039	70,000
Employee termination benefits		9,879	9,911
		<u>152,580</u>	<u>183,292</u>
<b>Total liabilities</b>		<u>390,485</u>	<u>449,747</u>
<b>Shareholders' equity</b>			
Share capital		400,000	400,000
Statutory reserve		6,294	6,294
Accumulated deficit		(93,647)	(64,545)
<b>Total shareholders' equity</b>		<u>312,647</u>	<u>341,749</u>
<b>Total liabilities and shareholders' equity</b>		<u>703,132</u>	<u>791,496</u>

The accompanying notes from 1 to 10 form an integral part of this condensed interim financial information.

**AL TAYSEER ARABIAN COMPANY**  
**(A Saudi Closed Joint Stock Company)**  
**CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME**  
 (All amounts in Saudi Riyals thousands unless otherwise stated)

	Note	For the three-month period ended March 31,	
		2018 (Unaudited)	2017 (Unaudited)
Income from finance leases, net		19,681	23,461
<b>Expenses</b>			
Reversal of (provision for) impairment, net	4.2, 6	11,975	(28,789)
Insurance and other cost of financed vehicles		(8,249)	(9,275)
General and administrative		(2,715)	(5,316)
Selling and marketing		(5,585)	(6,961)
Net operating income (loss)		15,107	(26,880)
<b>Other (expenses) income</b>			
Finance costs		(3,949)	(2,357)
Other income		880	71
<b>Net profit (loss) for the period</b>		<u>12,038</u>	<u>(29,166)</u>
<b>Other comprehensive income</b>		<u>-</u>	<u>-</u>
<b>Total comprehensive income (loss) for the period</b>		<u>12,038</u>	<u>(29,166)</u>

The accompanying notes from 1 to 10 form an integral part of this condensed interim financial information.

**AL TAYSEER ARABIAN COMPANY**  
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**CONDENSED INTERIM STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY**  
(All amounts in Saudi Riyals thousands unless otherwise stated)

	Note	Share capital	Statutory reserve	Retained earnings / (Accumulated deficit)	Total
<b>December 31, 2017 - audited</b>		400,000	6,294	(64,545)	<b>341,749</b>
Adjustment on adoption of IFRS 9	4	-	-	(37,669)	<b>(37,669)</b>
Balance at January 1, 2018		400,000	6,294	(102,214)	<b>304,080</b>
Net profit for the period		-	-	12,038	<b>12,038</b>
Other comprehensive income		-	-	-	-
Total comprehensive income for the period		-	-	12,038	<b>12,038</b>
Zakat charge for the period	8	-	-	(3,471)	<b>(3,471)</b>
<b>March 31, 2018 - unaudited</b>		<b>400,000</b>	<b>6,294</b>	<b>(93,647)</b>	<b>312,647</b>
<b>December 31, 2016 - audited</b>		400,000	6,294	50,385	456,679
Net loss for the period		-	-	(29,166)	(29,166)
Other comprehensive income		-	-	-	-
Total comprehensive loss for the period		-	-	(29,166)	(29,166)
Zakat charge for the period	8	-	-	-	-
<b>March 31, 2017 - unaudited</b>		<b>400,000</b>	<b>6,294</b>	<b>21,219</b>	<b>427,513</b>

The accompanying notes from 1 to 10 form an integral part of this condensed interim financial information.

**AL TAYSEER ARABIAN COMPANY**  
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**CONDENSED INTERIM STATEMENT OF CASH FLOWS**  
(All amounts in Saudi Riyals thousands unless otherwise stated)

	Note	For the three-month period ended March 31,	
		2018 (Unaudited)	2017 (Unaudited)
<b>Cash flows from operating activities</b>			
Net profit (loss) for the period		12,038	(29,166)
<u>Adjustments for non-cash items</u>			
(Reversal of) provision for impairment, net	4.2, 6	(11,975)	28,789
Depreciation and amortization		2,919	139
Financial costs		3,949	2,357
<u>Changes in working capital</u>			
Net investment in finance leases		49,220	45,120
Prepayments and other receivables		14,491	(2,876)
Accounts payable		(7,715)	6,516
Accrued and other liabilities		2,637	(8,418)
Finance costs paid		(3,949)	(2,357)
Employee termination benefits		(32)	100
Net cash generated from operating activities		<u>61,583</u>	<u>40,204</u>
<b>Cash flows from investing activity</b>			
Purchase of property and equipment		<u>(2,566)</u>	<u>(1,065)</u>
<b>Cash flows from financing activities</b>			
Due to related parties		(45,904)	(165,041)
Long-term borrowings obtained		-	154,095
Repayments of long-term borrowings		(11,719)	(2,088)
Long-term deposit		-	(18,750)
Net cash (utilized in) generated from financing activities		<u>(57,623)</u>	<u>31,784</u>
<b>Net increase in cash and cash equivalents</b>		<b>1,394</b>	<b>7,355</b>
Cash and cash equivalents at beginning of the period		<u>6,399</u>	<u>5,302</u>
<b>Cash and cash equivalents at end of the period</b>		<b><u>7,793</u></b>	<b><u>12,657</u></b>

The accompanying notes from 1 to 10 form an integral part of this condensed interim financial information.

**AL TAYSEER ARABIAN COMPANY**  
**(A Saudi Closed Joint Stock Company)**  
**Notes to the condensed interim financial information**  
**For the three-month period ended March 31, 2018 (Unaudited)**  
(All amounts in Saudi Riyals thousands unless otherwise stated)

**1. General information**

Al Tayseer Arabian Company (the "Company") is principally engaged in providing various types of automotive finance services to the retail and corporate sector in Saudi Arabia. The Company is part of Al Jomaih Group (the "Group") and effectively 100% owned by Al Jomaih Automotive Company ("AAC") which is ultimately owned by Al Jomaih Holding Company ("AJHC", "the Holding Company" or "the Group").

The Company is a closed joint stock company operating under commercial registration number 2051060381 issued in Riyadh on Jumad ul Akhira 11, 1436 H (March 31, 2015). The registered address of the Company is P.O. Box 224, King Abdullah Street, Khobar 31411, Kingdom of Saudi Arabia.

The Company holds an equity interest in Al Jomaih Beverages Limited Company ("ABC") which was formed during 2013, on behalf of the Holding Company under trustee arrangements. Accordingly, such equity interest has not been recorded in the Company's books of accounts.

The Company also holds an equity interest in International Refreshments Company ("IRC") which was acquired during 2014, on behalf of ABC under trustee arrangements. Accordingly, such equity interest has not been recorded in the Company's books of accounts.

This condensed interim financial information has been reviewed, not audited.

**2. Basis of preparation**

- 2.1** The condensed interim financial information of the Company as at March 31, 2018 and for the three-month period ended March 31, 2018 has been prepared in accordance with International Accounting Standard 34 - Interim Financial Reporting ("IAS 34") as modified by the Saudi Arabian Monetary Authority ("SAMA") for the accounting of zakat and income tax, which requires, adoption of all International Financial Reporting Standards as issued by the International Accounting Standards Board ("IASB") except for the application of International Accounting Standard (IAS) 12 - "Income Taxes" and IFRIC 21 - "Levies" so far as these relate to zakat and income tax. As per the SAMA circular number 381000074519 dated April 11, 2017 and subsequent amendments through certain clarifications relating to the accounting for zakat and income tax ("SAMA Circular"), the zakat and income tax are to be accrued through shareholders' equity under retained earnings.
- 2.2** The condensed interim financial information do not include all information and disclosures required in the annual financial statements and should be read in conjunction with the annual financial statements for the year ended December 31, 2017.
- 2.3** The principal accounting policies applied in the preparation of condensed interim financial information of the Company are consistent with those of the previous financial year and corresponding interim reporting period, except for the adoption of new and amended standards as set out below.
- 2.4 Standards issued but not yet effective**

IFRS 16, 'Leases' was issued in January 2016. It will result in almost all leases being recognized on the balance sheet, as the distinction between operating and finance leases is removed. Under the new standard, an asset (the right to use the leased item) and a financial liability to pay rentals are recognized. The only exceptions are short-term and low-value leases.

The accounting for lessors will not significantly change.

The standard is mandatory for accounting periods beginning on or after January 1, 2019, but has not been early adopted by the Company. The Company intends to apply the simplified transition approach and will not restate comparative amounts for the year prior to first adoption. The Company is still in the process of assessing the impact of this standard.



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**2.5 New and amended standards adopted by the Company**

A number of new or amended standards became applicable for the current reporting period and the Company had to change its accounting policies as a result of adopting IFRS 9 Financial Instruments ("IFRS 9"). In accordance with the transitional provisions of IFRS 9, comparative figures have not been restated and the adjustment arising from the new impairment rules has been recognised in the opening balance sheet on January 1, 2018. Accordingly, the information presented for 2017 does not reflect the requirements of IFRS 9 and therefore is not comparable to the information presented for 2018 under IFRS 9. The impact of the adoption of this standard and the new accounting policies are disclosed in Note 4 and Note 2.6, respectively.

The other standards did not have any impact on the Company's accounting policies and did not require retrospective adjustments.

**2.6 Changes in accounting policies**

**Financial Instruments**

**(i) Classification**

From January 1, 2018, the Company's financial assets are classified and measured at amortised cost as such assets are held for collection of contractual cash flows where those cash flows represent solely payments of principal and interest.

**(ii) Measurement**

At initial recognition, the Company 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 that are directly attributable to the acquisition of the financial asset.

Subsequent measurement of Company's financial assets are at amortised cost. Interest income from these financial assets is included in finance income using the effective interest rate method. Any gain or loss arising on derecognition is recognised directly in the profit or loss and presented in other gains/(losses), together with foreign exchange gains and losses. Impairment losses are presented as separate line item in the profit or loss.

**(iii) Impairment**

From January 1, 2018, the Company assesses on a forward looking basis the expected credit losses associated with its financial assets. Previously, the Company was using incurred loss model.

For net investment in finance leases i.e. "lease receivables", the Company applies the simplified approach as permitted by IFRS 9, which requires expected lifetime losses to be recognized from the initial recognition of the lease receivables.

The Company uses a provision matrix in the calculation of the expected credit losses on lease receivables to estimate the lifetime expected credit losses, applying certain provision rates to respective contractual past due aging buckets. The provision matrix was developed considering probability of default and loss given default which were derived from historical data of the Company and are adjusted to reflect the expected future outcome which includes macro-economic factors such as inflation and gross domestic product growth rate.

The Company uses similar approach in calculating expected credit losses on other instruments as well.

Financial assets are written off only when:

- (i) the lease or other receivable is at least one year past due, and
- (ii) there is no reasonable expectation of recovery.

Where financial assets are written off, the Company continues to engage enforcement activities to attempt to recover the lease receivable due. Where recoveries are made, after write-off, such recoveries are recognized as other income in the profit or loss.

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Impact on the amounts recognised and the classification of financial assets and liabilities from the adoption of IFRS 9 is as follows:

	<b>Original classification under IAS 39</b>	<b>New classification under IFRS 9</b>	<b>Original carrying value under IAS 39</b>	<b>New carrying value under IFRS 9</b>
<b>Financial assets</b>				
Cash and cash equivalents	Loans and receivables	Amortised cost	6,399	6,399
Investment in finance lease	Amortised cost	Amortised cost	711,460	673,791
Long-term deposit	Amortised cost	Amortised cost	18,750	18,750
Insurance claims and other receivables (Included within prepayments and other receivables)	Loans and receivables	Amortised cost	36,541	36,541
<b>Financial liabilities</b>				
Long-term borrowings	Other financial liabilities at amortised cost	Amortised cost	150,256	150,256
Accounts payable and due to related parties	Other financial liabilities at amortised cost	Amortised cost	240,527	240,527
Accrued and other liabilities	Other financial liabilities at amortised cost	Amortised cost	11,775	11,775

**3. Cash and cash equivalents**

	<b>March 31, 2018</b>	<b>December 31, 2017</b>
	<b>(Unaudited)</b>	<b>(Audited)</b>
Cash in hand	365	5,286
Cash at banks	7,428	1,113
	<b>7,793</b>	<b>6,399</b>

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**4. Net investment in finance leases**

**4.1** Reconciliation between gross and net investment in finance leases is as follows:

	<b>March 31, 2018</b>	<b>December 31, 2017</b>
	<b>(Unaudited)</b>	<b>(Audited)</b>
Gross investment in finance leases	<b>927,313</b>	984,350
Unearned finance income	<b>(173,185)</b>	(181,002)
Present value of minimum lease payments receivable	<b>754,128</b>	803,348
Provision for impairment	<b>(117,582)</b>	(91,888)
Net investment in finance leases	<b>636,546</b>	711,460
Investment in finance leases - non-current portion	<b>(382,750)</b>	(372,561)
Investment in finance leases - current portion	<b>253,796</b>	338,899

**4.2** The movement in impairment provision for finance leases is as follows:

	<b>For the three- month period ended March 31, 2018</b>	<b>For the year ended December 31, 2017</b>
	<b>(Unaudited)</b>	<b>(Audited)</b>
Opening balance	<b>91,888</b>	45,472
Adjustment on adoption of IFRS 9	<b>37,669</b>	-
	<b>129,557</b>	45,472
(Reversal) charge for the period/year	<b>(11,975)</b>	46,416
Closing balance	<b>117,582</b>	91,888

As explained in Note 2, the Company elected not to restate prior period, and accordingly, the difference between previous amount of the provision for impairment calculated on incurred loss model and provision for impairment calculated on expected loss model has been recognized in the opening accumulated deficit as of January 1, 2018 and has been presented in the condensed interim statement of changes in shareholders' equity.

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**5. Related party transactions and balances**

The Company is a member of group of companies which is directly or indirectly controlled by AJHC (collectively "related parties").

5.1 Significant transactions with related parties included in the condensed interim financial information are summarized below:

	<b>For the three-month period ended March 31,</b>	
	<b>2018</b>	<b>2017</b>
	<b>(Unaudited)</b>	<b>(Unaudited)</b>
Purchase of vehicles for leases from AAC	25,996	53,175
Shared service costs charged by AAC	731	1,201
Financial cost charged by AAC	794	1,241
Financial cost charged by AJHC	1,273	1,046

**Key management personnel compensation**

Salaries and other employee benefits	612	1,545
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**5.2 Due to related parties**

	<b>March 31, 2018</b>	<b>December 31, 2017</b>
	<b>(Unaudited)</b>	<b>(Audited)</b>
AAC	<u>100,469</u>	<u>131,087</u>
AJHC	80,660	95,946
Less: current portion	<u>(29,621)</u>	<u>(25,946)</u>
	<u>51,039</u>	<u>70,000</u>

Amounts due to AAC are set off on daily basis based on the collections made by the AAC on behalf of the Company. These amounts bear financial charges at prevailing variable market rates.

Balance due to AJHC is repayable in equal quarterly installments up to 2020. These amounts bear financial charges at prevailing variable market rates. A receivable balance of Saudi Riyals 30.4 million has been offset from the current portion of the above balance as at March 31, 2018 (December 31, 2017: Saudi Riyals 28.1 million).

**5.3 Due from related parties**

	<b>March 31, 2018</b>	<b>December 31, 2017</b>
	<b>(Unaudited)</b>	<b>(Audited)</b>
Al Jomaih Bottling Plants Limited	442	298
Al Jomaih Equipment Company Limited	31	20
Al Jumaih Automotive AC Delco	108	84
Al Jomaih Tyres	19	11
	<u>600</u>	<u>413</u>

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**6. Prepayments and other receivables**

	<b>March 31, 2018</b>	<b>December 31, 2017</b>
	<b>(Unaudited)</b>	<b>(Audited)</b>
Prepaid insurance	1,240	6,454
Insurance claims receivable	26,373	38,668
Other	6,293	3,275
	<b>33,906</b>	<b>48,397</b>
Provisions for impairment	<b>(5,402)</b>	<b>(5,402)</b>
	<b>28,504</b>	<b>42,995</b>

Movement in provision for doubtful insurance claims and other receivables are as follows:

	<b>For the three- month period ended March 31, 2018</b>	<b>For the year ended December 31, 2017</b>
	<b>(Unaudited)</b>	<b>(Audited)</b>
Opening balance	5,402	3,139
Charge for the period/year	-	2,263
Closing balance	<b>5,402</b>	<b>5,402</b>

Prepaid insurance principally relates to insurance premium paid on leased vehicles sold to customers on financing lease.

Insurance claims receivable represent Company's claims with insurance companies against the insurance of its vehicles sold under financing lease. Other receivables include fines and penalties paid by the Company which are receivable from the customers and certain amounts due from related parties of Saudi Riyals 0.6 million (December 31, 2017: Saudi Riyals 0.4 million) as indicated in Note 5.

At March 31, 2018, the Company had net outstanding insurance claims receivable amounting to Saudi Riyals 23.2 million (December 31, 2017: Saudi Riyals 23.2 million) from an insurance service provider with which the Company has suspended its business activities. The Group is currently under negotiation for settlement of such amounts at the Group level and the balance is expected to be settled during the second quarter of 2018.

**7. Long-term borrowings - secured**

	<b>March 31, 2018</b>	<b>December 31, 2017</b>
	<b>(Unaudited)</b>	<b>(Audited)</b>
Long-term borrowings	138,537	150,256
Less: current maturity shown under current liabilities	<b>(46,875)</b>	<b>(46,875)</b>
	<b>91,662</b>	<b>103,381</b>

During the year 2016, the Company entered into a Murabaha Financing Agreement with a commercial bank amounting to Saudi Riyals 187.5 million secured against lease receivables. The loan is repayable in 48 equal monthly installments. The loan is denominated in Saudi Riyals and bears financial charges based on prevailing market rates. The covenants of the borrowing facility requires the Company to maintain certain levels of financial condition, places limitations on dividends distribution, changes in shareholding structure and disposal of its assets.

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As at March 31, 2018, the Company has assigned lease receivables to the bank amounting to Saudi Riyals 173.2 million representing 125% of the outstanding loan balance as of March 31, 2018. The Company has also opened a deposit/cash margin account with the bank with an equivalent of 10% of the total loan utilized pledged in favor of the bank during the term of the loan agreement.

The loan is secured by a corporate guarantee from AAC in addition to joint and several guarantees signed by shareholders of the Holding Company, the ultimate parent company.

**8. Provision for zakat**

	<b>For the three- month period ended March 31, 2018</b>	<b>For the year ended December 31, 2017</b>
	<b>(Unaudited)</b>	<b>(Audited)</b>
Opening balance	37,278	6,964
Charged for the period / year to retained earnings	3,471	14,775
Provision related to prior years charged to retained earnings	-	32,554
Payments	-	(17,015)
Closing balance	<b>40,749</b>	<b>37,278</b>

***Status of assessments***

The zakat declaration is filed at the consolidated level of the AJHC group. During 2017, the assessment relating to the year 2015 was finalized and the Company recognized an additional charge of Saudi Riyals 10 million for 2015, representing the amount in excess of provision maintained by the Company for such year. Zakat provision for the year ended December 31 2016 and 2017 have also been maintained on similar lines in anticipation of similar disallowances by the General Authority of Zakat and Tax. Zakat provision for the three-month period ended March 31, 2018 has been recognized in the condensed interim statement of changes in shareholders' equity in accordance with SAMA's guidance.

**9. Contingency and commitments**

***Contingency***

The contingency related to zakat is disclosed in Note 8 to this condensed interim financial information.

***Commitments***

There are no significant commitments as at the balance sheet date.

**10. Date of authorization of issue**

The accompanying condensed interim financial information was authorized for issuance by the Company's Board of Directors on June 5, 2018.