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# In the name of Allah The most gracious, the most merciful



His Highness Sheikh

Sabah Al-Ahmad Al-Jaber Al-Sabah

The Amir Of The State Of Kuwait



His Highness Sheikh

Jaber Mubarak Al-Hamad Al-Sabah

The Prime Minister



His Highness Sheikh

Nawaf Al-Ahmad Al-Jaber Al-Sabah

The Crown Prince



### **Board of Directors**

#### Sulaiman Khaled Al-Sahli

Chairman

**Hamad Ahmad Al-Amiri** Vice Chairman

Abdulhadi Ahmad Al-Dousari

**Board Member** 

Khaled Abdulaziz Al-Usaimi

**Bader Yousef Al-Ghanim** 

**Board Member** 

**Board Member** 

**Anwar Jassim Al-Kharafi** 

**Bader Mohammad Al-Qattan** 

Board Member

Board Member



## **General Management**

#### Khaled Abdulaziz Al-Usaimi

Chief Executive officer

#### **Mohammad Rashed Al-Qaoud**

Senior Vice President- Support group

#### Muneer Abdulmuhsen Al-Sharhan

Senior Vice President- Investment group





#### **Message From The Chairman**



Dear shareholders of COAST Investment & Development Co. KSC (CLOSED) May the Peace and Blessings of Allah be Upon You

It is a great pleasure for me and my colleagues in the Board of Directors to welcome you at COAST's annual general meeting to review together the annual report of COAST Investment & Development Co. KSC (CLOSED) for the year ending on 31 December 2011.

#### Dear shareholders,

The year 2011 witnessed many political and economic events, as well as tensions that had negative repercussions on the performance of financial markets in general. Markets suffered a lack of liquidity, aggravated by the reluctance of investors who were affected by the events that swept through the entire Arab countries. At the same time, the European debt crisis worsened during the course of the year, which resulted in a sluggish recovery of the international markets despite the efforts exerted by the European Union to help the stumbling EU economies come to terms with the accumulating debt.

Locally, oil prices went soaring once again since early January 2011 as a result of mounting tension between the international community and Iran. For example, Kuwait's oil reached the price of \$105.5/barrel, which is a 38% increase compared to 2010. This has had a positive impact on the government budget as it secured a surplus of more than KWD 10 billion for 2011, an increase by KWD 5 billion compared to 2010.

Like the rest of the regional and international markets, the KSE (Kuwait Stock Exchange) showed a weak performance as it was not spared by the local political events on one hand, and by the reluctance of investors on the other hand, in addition to a drop in the volume of trading. The failure to sell Zain shares to the Emirates' Etisalat, and to sell Zain-KSA to a consortium between Bahrain's BATELCO and the Kingdom Holding (KSA) has negatively affected Zain stock price on the KSE, which has negatively impacted the performance of the KSE in general.

Consequently, the value of traded stocks dropped from KWD 13 billion at the end of 2010 to around KD 6.2 billion in 2011, which represents a drop by more than 50%. The market capital value declined by more than 20% for the same period, down from KWD 36 billion to KWD 29 billion. The weighted index and the price index closed the year 2011 with a negative performance of 16.5%.

#### Dear shareholders.

In light of all these developments, COAST has put together the required plans that would enable it to focus on direct investment as this type of investment is relatively resistant to crises. Furthermore, this area is one where the company has had a long experience. Accordingly, COAST has raised its share in the Kuwaiti German Holding Company (KGH), COAST's investment arm in Germany. KGH is now a COAST subsidiary. Consequently, the financial statements of KGH and COAST had to be consolidated as per the international accounting standards. As a result, COAST's assets have increased to reach KWD 253,342 million, which is an increase by KWD 109,241 million compared to 2010. Total Income has reached KWD 25,641 million.

With regards to the COAST's commitments to banks, the company succeeded in securing the necessary liquidity to pay off those commitments. During the year, KWD 17,099 million were spent to pay off loans, in addition to paying some due interests amounting to KWD 3,769 million. The total amount paid off to banks since the financial crisis struck in 2008 is estimated at KWD 78,593 million, including installments and interests. Furthermore, COAST is currently negotiating with all local banks to restructure the existing loans in a manner that goes in line with the company's plans for the future. COAST has come a long way in this regard, based on the contracts it had already signed with the banks and on the good business relationship it maintained with all banks during the previous years.

#### Dear Shareholders,

Looking at COAST's consolidated financial statements, we can see - and are thankful to GOD Almighty for this - that the company has achieved good results during the past year with net profits reaching KWD 4,155 million, after the deduction of provisions estimated at KWD 7,322 million.

On this occasion, I would like to extend my heartfelt thanks and appreciation to the Board members and all the staff at Coast for their continuous and unwavering support, hoping that God Almighty will continue to bestow more success on COAST for even better results in the near future.

Thank you

Sulaiman Khaled Al-Sahli Chairman







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# INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS of COAST INVESTMENT & DEVELOPMENT COMPANY K.S.C. (CLOSED)

#### **Report on Consolidated Financial Statements**

We have audited the accompanying consolidated financial statements of Coast Investment & Development Company K.S.C.(Closed) (the "parent company") and its subsidiaries (collectively "the group"), which comprise the consolidated statement of financial position as at 31 December 2011, and the consolidated statement of income, statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory notes

#### Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards as adopted for use by the State of Kuwait and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### **Auditors' Responsibility**

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate for the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of the group as at 31 December 2011, and its financial performance and cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted for use by the State of Kuwait.

# INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS of COAST INVESTMENT & DEVELOPMENT COMPANY K.S.C. (CLOSED) (continued)

#### **Report on Other Legal and Regulatory Requirements**

Furthermore, in our opinion, proper books of account have been kept by the parent company and the consolidated financial statements, together with the contents of the report of the parent company's board of directors relating to these consolidated financial statements, are in accordance therewith. We further report that, we obtained all the information and explanations that we required for the purpose of our audit and that the consolidated financial statements incorporate all information that is required by the Commercial Companies Law of 1960, as amended, and by the parent company's articles of association, as amended, that an inventory was duly carried out and that, to the best of our knowledge and belief, no violations of the Commercial Companies Law, as amended, nor of the parent company's articles of association, as amended, have occurred during the year ended 31 December 2011 that might have had a material effect on the business of the parent company or on its financial position.

We further report that, during the course of our audit we have not become aware of any material violations of the provisions of Law No. 32 of 1968, as amended, concerning currency, the Central Bank of Kuwait and the organisation of banking business, and its related regulations during the year ended 31 December 2011.

WALEED A. AL OSAIMI LICENCE NO. 68 A

OF ERNST & YOUNG

DR. SAUD AL-HUMAIDI

License No. 51 A

Dr. Saud Al-humaidi & Partners Member of Baker Tilly International

28 March 2012 Kuwait





CONSOLIDATED INCOME STATEMENT For the year ended 31 December 2011

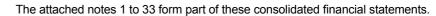
|  | Notes                     | 2011<br>KD '000   | 2010<br>KD '000  |
|--|---------------------------|---|--|
| REVENUE Sales Changes in inventories of finished goods and work in   | 3                         | 17,321<br>(1,798)   | -<br>-   |
| progress<br>Own work capitalised   |                           | 347   |  |
| COST OF REVENUE  |                           | 15,870  | -  |
| Cost of raw materials, consumables and supplies and of purchased merchandise Cost of purchased services  |                           | (3,932)<br>(6,488)  | -<br>-   |
| GROSS PROFIT   |                           | 5,450   | -  |
| INCOME  Net investment income Share of results of associates Dividend income Management fees Interest income Other income  | 4<br>12<br>13 & 16        | 8,490<br>4,087<br>3,016<br>942<br>146<br>3,510                              | 3,648<br>4,534<br>2,920<br>1,021<br>754<br>10                    |
| EXPENSES General and administrative expenses Finance costs Depreciation Amortisation Write back (impairment loss) on accounts receivable Impairment loss on investment in associate Impairment loss on financial assets available for sale | 6<br>10<br>11<br>12<br>13 | 25,641<br>(8,624)<br>(4,200)<br>(433)<br>(1,138)<br>2<br>(2,397)<br>(4,925) | 12,887<br>(1,409)<br>(4,882)<br>(41)<br>-<br>(253)<br>-<br>(430) |
| Profit for the year before taxation Taxation   | 7                         | 3,926<br>(1,112)  | 5,872<br>(72)  |
| PROFIT FOR THE YEAR  |                           | 2,814   | 5,800  |
| ATTRIBUTABLE TO: Shareholders of the parent company Non controlling interest   |                           | 4,155<br>(1,341)  | 5,802  |
|  |                           | 2,814   | 5,800  |
| Basic and diluted earnings per share attributable to   |                           | Fils  | Fils   |
| shareholders of the parent company   | 8                         | 7   | 10   |

The attached notes 1 to 33 form part of these consolidated financial statements.



## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME For the year ended 31 December 2011

|   | Note | 2011<br>KD '000         | 2010<br>KD '000         |
|---|------|-------------------------|-------------------------|
| Profit for the year   |      | 2,814                   | 5,800                   |
| Other comprehensive (loss) income Changes in fair values of financial assets available for sale Impairment loss on financial assets available for sale transferred to                               |      | (8,492)                 | 4,944                   |
| consolidated income statement   |      | 4,644                   | 166                     |
| Realised gain on sale of financial assets available for sale transferred to consolidated income statement Share of other comprehensive income of associates Foreign currency translation adjustment | 12   | (147)<br>75<br>(10,106) | (242)<br>178<br>(2,970) |
| Other comprehensive (loss) income for the year  |      | (14,026)                | 2,076                   |
| Total comprehensive (loss) income for the year  |      | (11,212)                | 7,876                   |
| Attributable to: Shareholders of the parent company Non controlling interest  |      | (6,664)<br>(4,548)      | 7,878<br>(2)            |
| Total comprehensive (loss) income for the year  |      | (11,212)                | 7,876                   |







#### CONSOLIDATED STATEMENT OF FINANCIAL POSITION

| CONSOLIDATED STATEMENT OF FINANCIAL POSITION              |          |                   |                 |
|---|----------|-------------------|-----------------|
| As at 31 December 2011                                    |          | 2011              | 2010            |
| ASSETS  | Notes    | KD '000           | KD '000         |
| Non-current assets  | 10       | 20 554            | 1 115           |
| Property, plant and equipment Intangible assets           | 10<br>11 | 30,554<br>90,231  | 1,145           |
| Investment in associates                                  | 12       | 25,496            | 67,354          |
| Investment property                                       |          | 140               | 140             |
| Financial assets available for sale                       | 13       | 25,302            | 35,196          |
| Accounts receivable and other assets                      | 14       | 893               | -               |
| Deferred tax assets                                       | 15       | 2,776             |                 |
|   |          | 175,392           | 103,835         |
| Current Assets  |          |                   |                 |
| Financial assets at fair value through profit or loss     | 16       | 5,448             | 22,531          |
| Accounts receivable and other assets Inventories          | 14<br>17 | 21,229<br>24,994  | 14,736          |
| Cash and bank balances                                    | 18       | 21,445            | 650             |
| Money at call and short notice                            | 18       | 4,834             | 2,349           |
|   |          | 77,950            | 40,266          |
| Total assets  |          | 253,342           | 144,101         |
|   |          |                   |                 |
| EQUITY AND LIABILITIES Equity                             |          |                   |                 |
| Share capital   | 19       | 62,529            | 62,529          |
| Statutory reserve   | 19       | 11,647            | 11,647          |
| Voluntary reserve   | 19       | 1,991             | 1,991           |
| Treasury shares   | 19       | (7,366)           | (7,340)         |
| Treasury shares reserve                                   |          | 577               | 577             |
| Other reserve   |          | 2,812             | -               |
| Foreign currency translation reserve                      |          | (4,885)           | 2,014           |
| Cumulative changes in fair values                         |          | (636)             | 3,284           |
| Accumulated losses  |          | (14 <u>,</u> 254) | (18,409)        |
| Equity attributable to shareholders of the parent company |          | 52,415            | 56,293          |
| Non-controlling interests                                 |          | 54,350            | 43              |
| Total equity  |          | 106,765           | 56,336          |
| Liabilities   |          |                   |                 |
| Non-current liabilities                                   |          |                   |                 |
| Borrowings  | 20       | 32,161            | 30,460          |
| End of service benefits                                   | 21       | 13,659            | 877             |
| Deferred tax liabilities                                  | 15       | 1,412             | -               |
| Accounts payable and other liabilities                    | 22       | 11,420            | -               |
| Amount due to related parties                             | 23       | 2,897             | -               |
| Other accruals  | 24       | 1,683             |                 |
|   |          | 63,232            | 31,337          |
| Current liabilities                                       | 40       | _                 | 4.450           |
| Bank overdrafts<br>Borrowings                             | 18<br>20 | 4<br>45,283       | 1,159<br>52,478 |
| Accounts payable and other liabilities                    | 22       | 23,807            | 1,858           |
| Amount due to related parties                             | 23       | 8,630             | 1,000           |
| Other accruals  | 24       | 5,621             | 933             |
|   | _,       | 83,345            | 56,428          |
| Total liabilities   |          |                   |                 |
| Total liabilities   |          | 146,577           | 87,765          |



Total equity and liabilities

Khaled A. Al-Usaimi Chief Executive Officer

144,101

The attached notes 1 to 33 form part of these consolidated financial statements.



Chairman



CONSOLIDATED STATEMENT OF CHANGES IN EQUITY For the year ended 31 December 2011

| Statutory Volur reserve rese KD '000 KD 11,647 11,647 11,647 11,647 1  |
|--|
| Statutory Wreserve KD '000 MD '11,647 MD '11 |
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The attached notes 1 to 33 form part of these consolidated financial statements.



COAST INVESTMENT & DEVELOPMENT CO K.S.C (CLOSED)

#### **CONSOLIDATED STATEMENT OF CASH FLOWS**

For the year ended 31 December 2011

|   | Notes                           | 2011<br>KD '000  | 2010<br>KD '000                          |
|---|---------------------------------|--|--|
| OPERATING ACTIVITIES Profit for the year  |                                 | 2,814  | 5,800                                    |
| Adjustments for: Unrealised (gain) loss on financial assets at fair value through profit or loss  | 4                               | 3,001  | (2,663)                                  |
| Net gain on sale of financial assets available for sale Gain on fair valuation of previously held equity interest in Subsidiaries   | 4<br>4                          | (530)<br>(13,040)  | (502)                                    |
| Share of results of associates Dividend income  | 12<br>13 & 16                   | `(4,087)<br>(3,016)  | (4,534)<br>(2,920)                       |
| Interest income Depreciation and amortisation (Write back ) impairment loss on accounts receivable  | 10 & 11                         | (146)<br>1,571<br>(2)  | (754)<br>41<br>253                       |
| Impairment loss on investment in associates Impairment loss on financial assets available for sale Finance costs  | 12<br>13                        | 2,397<br>4,925<br>4,200  | 430<br>4,882                             |
| End of service benefits Taxation  | 21<br>7                         | 168<br>1,112   | 155                                      |
| Changes in operating assets and liabilities:  |                                 | (633)  | 188                                      |
| Financial assets at fair value through profit or loss Accounts receivable and other assets  |                                 | 14,082<br>14,564   | 4,986<br>1,313                           |
| Inventories Accounts payable and other liabilities Other accruals   |                                 | 10,849<br>(8,201)<br>6,371   | 142                                      |
| Amount due to related parties End of service benefits paid  | 21                              | (12,535)<br>(977)  | (19)                                     |
| Net cash from operating activities  |                                 | 23,520   | 6,610                                    |
| INVESTING ACTIVITIES  Net acquisition of property, plant and equipment Investment in associates  Proceeds from redemption of investment in associates  Dividends received from associates  Net movement in financial assets available for sale  Net cash inflow on acquisition of subsidiaries  Purchase of non-controlling interest  Dividend received  Interest income received | 10<br>12<br>12<br>12<br>12<br>9 | (462)<br>(10,491)<br>3,349<br>1,092<br>2,058<br>10,721<br>(486)<br>3,016<br>45 | (23)<br>93<br>2,316<br>-<br>2,920<br>281 |
| Net cash from investing activities  |                                 | 8,842  | 5,587                                    |
| FINANCING ACTIVITIES Purchase of treasury shares Net movement in borrowings Finance costs paid Movement in non-controlling interest   |                                 | (26)<br>(18,905)<br>(3,935)<br>19,992  | (10,596)<br>(4,714)                      |
| Net cash used in financing activities   |                                 | (2,874)  | (15,310)                                 |
| Net foreign exchange difference   |                                 | (5,053)  |  |
| INCREASE (DECREASE) IN CASH AND CASH<br>EQUIVALENTS<br>Cash and cash equivalents at 1 January   | 18                              | 24,435<br>1,840  | (3,113)<br>4,953                         |
| CASH AND CASH EQUIVALENTS AT 31 DECEMBER  | 18                              | 26,275   | 1,840                                    |

The attached notes 1 to 33 form part of these consolidated financial statements.



NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### INCORPORATION AND ACTIVITIES

Coast Investment & Development Company K.S.C. (Closed) (the "parent company") is a Kuwaiti closed shareholding company incorporated on 29 July 1975. The parent company and its subsidiaries (collectively, the "group") are engaged in various types of investment management activities such as private equity, asset management and real estate investments in local and international markets. The parent company's registered office is at PO Box 26755, Safat 13128, State of Kuwait.

The parent company's shares are listed on the Kuwait Stock Exchange.

The consolidated financial statements of the group for the year ended 31 December 2011 were authorised for issue in accordance with a resolution of the Board of Directors on 28 March 2012, and are issued subject to the approval of the annual general assembly of the shareholders' of the parent company. The annual general assembly of the shareholders has the power to amend these consolidated financial statements after issuance.

The principal activities of the group are explained in note 27.

#### 2 SIGNIFICANT ACCOUNTING POLICIES

#### Statement of compliance

The consolidated financial statements of the group have been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted for use by the State of Kuwait for financial services institutions regulated by the Central Bank of Kuwait ("CBK"). These regulations require adoption of all IFRS except for the International Accounting Standard IAS 39: Financial Instruments: Recognition and Measurement requirement for a collective provision, which has been replaced by the CBK's requirement for a minimum general provision as described under the accounting policy for impairment of financial assets.

#### Basis of preparation

The consolidated financial statements have been prepared under the historical cost convention except for the measurement at fair value of financial assets at fair value through profit or loss, financial assets available for sale and investment property.

The consolidated financial statements are presented in Kuwaiti Dinars ("KD"), which is the functional currency of the parent company, and all values are rounded to the nearest thousand except when otherwise indicated

#### Changes in accounting policies and disclosures

The accounting policies used in the preparation of these consolidated financial statements are consistent with those used in previous year, except for the adoption of the following amended IASB Standards and new International Financial Reporting Interpretations Committee ("IFRIC") Interpretations:

#### IFRS 7: Financial Instruments: Disclosures (Amendment) (effective 1 January 2011)

The amendment was intended to simplify the disclosures provided by reducing the volume of disclosures around collateral held and improving disclosures by requiring qualitative information to put the quantitative information in context.

#### IAS 1: Presentation of Financial Statements (Amendment) (effective 1 January 2011)

The amendment clarifies that an option to present an analysis of each component of other comprehensive income may be included either in the statement of changes in equity or in the notes to the financial statements. The Group provides this analysis in the statement of changes in equity.

#### IAS 24: Related party (Amendment) (effective 1 January 2011)

The amendment clarifies the definitions of a related party. The new definitions emphasise a symmetrical view of related party relationships as well as clarifying in which circumstances persons and key management personnel affect related party relationships of an entity. Secondly, the amendment introduces an exemption from the general related party disclosure requirements for transactions with a government and entities that are controlled, jointly controlled or significantly influenced by the same government as the reporting entity.

#### IAS 32: Financial Instruments: Presentation (Amendment) (effective 1 February 2010)

The amendment alters the definition of a financial liability in IAS 32 to enable entities to classify rights issues and certain options or warrants as equity instruments. The amendment is applicable if the rights are given pro- rata to all of the existing owners of the same class of an entity's non-derivative equity instruments, to acquire a fixed number of the entity's own equity instruments for a fixed amount in any currency.



## 2 SIGNIFICANT ACCOUNTING POLICIES (continued) Changes in accounting policies and disclosures (continued)

IFRIC 14: Prepayments of a Minimum Funding Requirement (Amendment) (effective 1 January 2011)
The amendment removes an unintended consequence when an entity is subject to minimum funding requirements and makes an early payment of contributions to cover such requirements. The amendment permits a prepayment of future service cost by the entity to be recognised as pension asset.

IFRIC Interpretation 19: Extinguishing financial liabilities with equity instrument (effective 1 July 2010)
The interpretation clarifies that equity instruments issued to a creditor to extinguish a financial liability qualify as consideration paid. The equity instruments issued are measured at their fair value. In case that this cannot be reliably measured, the instruments are measured at the fair value of the liability extinguished. Any gain or loss is recognised immediately in consolidated income statement.

The adoption of above mentioned amendments did not have any material impact on the financial position or performance of the group.

#### Standards issued but not yet effective

The following new and amended IASB Standards have been issued but not yet mandatory, and have not been adopted by the group:

## IAS 1: Financial Statement Presentation – Presentation of Items of Other Comprehensive Income (Amendment) (effective 1 July 2012)

The amendments to IAS 1 change the grouping of items presented in other comprehensive income. Items that could be reclassified (or 'recycled') to consolidated income statement at a future point in time (for example, upon derecognition or settlement) would be presented separately from items that will never be reclassified. The amendment affects presentation only and has no impact on the group's financial position or performance.

#### IAS 12: Income Taxes – Recovery of Underlying Assets (Amendment) (effective 1 January 2012)

The amendment clarified the determination of deferred tax on investment property measured at fair value. The amendment introduces a rebuttable presumption that deferred tax on investment property measured using the fair value model in IAS 40: Investment Property should be determined on the basis that its carrying amount will be recovered through sale. Furthermore, it introduces the requirement that deferred tax on non-depreciable assets that are measured using the revaluation model in IAS 16: Property, Plant and Equipment always be measured on a sale basis of the asset. The amendment will have no effect on the consolidated financial statements of the group.

#### IAS 27: Separate Financial Statements (Amendment) (effective 1 January 2013)

As a consequence of the new IFRS 10: Consolidated Financial Statements and IFRS 12: Disclosure of Involvement with Other Entities, what remains of IAS 27 is limited to accounting for subsidiaries, jointly controlled entities, and associates in separate financial statements. The group does not present separate financial statements.

#### IAS 28: Investments in Associates and Joint Ventures (Amendment) (effective 1 January 2013)

As a consequence of the new IFRS 11: Joint Arrangements and IFRS 12: Disclosure of Involvement with Other Entities, IAS 28 has been renamed IAS 28 Investments in Associates and Joint Ventures, and describes the application of the equity method to investments in joint ventures in addition to associates.

#### IFRS 3: Business Combinations (Amendment) (effective 1 July 2011)

The measurement options available for non controlling interest have been amended. Only components of non controlling interest that constitute a present ownership interest that entitles their holder to a proportionate share of the entity's net assets in the event of liquidation shall be measured at either fair value or at the present ownership instruments' proportionate share of the acquiree's identifiable net assets. All other components are to be measured at their acquisition date fair value.



NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### 2 SIGNIFICANT ACCOUNTING POLICIES (continued) Standards issued but not yet effective (continued)

## IFRS 7: Financial Instruments: Disclosures - Enhanced Derecognition Disclosure Requirements (Amendment) (effective 1 July 2011)

The amendment requires additional disclosure about financial assets that have been transferred but not derecognised to enable the user of the Group's financial statements to understand the relationship with those assets that have not been derecognised and their associated liabilities. In addition, the amendment requires disclosures about continuing involvement in derecognised assets to enable the user to evaluate the nature of, and risks associated with, the entity's continuing involvement in those derecognised assets. The amendment becomes effective for annual periods beginning on or after 1 July 2011. The amendment affects disclosure only and has no impact on the group's financial position or performance.

#### IFRS 9: Financial Instruments: Classification and Measurement (effective 1 January 2015)

IFRS 9 as issued reflects the first phase of the IASBs work on the replacement of IAS 39: Financial Instruments: Recognition and Measurement and applies to classification and measurement of financial assets and financial liabilities as defined in IAS 39. In subsequent phases, the IASB will address hedge accounting and impairment of financial assets. The completion of this project is expected over the course of 2011 or the first half of 2012. The adoption of the first phase of IFRS 9 will have an effect on the classification and measurement of the Group's financial assets, but will potentially have no impact on classification and measurements of financial liabilities. The group will quantify the effect in conjunction with the other phases, when issued, to present a comprehensive picture.

#### IFRS 10: Consolidated Financial Statements (effective 1 January 2013)

IFRS 10 replaces the portion of IAS 27 that addresses the accounting for consolidated financial statements. It also includes the issues raised in SIC-12 Consolidation - Special Purpose Entities. IFRS 10 establishes a single control model that applies to all entities including special purpose entities. The changes introduced by IFRS 10 will require management to exercise significant judgement to determine which entities are controlled, and therefore, are required to be consolidated by a parent, compared with the requirements that were in IAS 27.

#### IFRS 11: Joint Arrangements (effective 1 January 2013)

IFRS 11 replaces IAS 31: Interests in Joint Ventures and SIC-13 Jointly-controlled Entities - Non-monetary Contributions by Venturers. IFRS 11 removes the option to account for jointly controlled entities (JCEs) using proportionate consolidation. Instead, JCEs that meet the definition of a joint venture must be accounted for using the equity method. The application of this new standard will have no impact on the financial position of the group.

#### IFRS 12: Disclosure of Involvement with Other Entities (effective 1 January 2013)

IFRS 12 includes all of the disclosures that were previously in IAS 27 related to consolidated financial statements, as well as all of the disclosures that were previously included in IAS 31 and IAS 28. These disclosures relate to an entity's interests in subsidiaries, joint arrangements, associates and structured entities. A number of new disclosures will also be required.

#### IFRS 13: Fair Value Measurement (effective 1 January 2013)

IFRS 13 establishes a single source of guidance under IFRS for all fair value measurements. IFRS 13 does not change when an entity is required to use fair value, but rather provides guidance on how to measure fair value under IFRS when fair value is required or permitted. The group is currently assessing the impact that this standard will have on the financial position and performance.

Additional disclosures will be made in the consolidated financial statements when these Standards become effective.

#### Basis of consolidation

The consolidated financial statements comprise the financial statements of the parent company and its subsidiaries as at 31 December 2011.

Subsidiaries are those enterprises controlled by the parent company. Control exists when the parent company has the power, directly or indirectly, to govern the financial and operating policies of an enterprise so as to obtain benefits from its activities. The financial statements of the subsidiaries are included in the consolidated financial statements on a line by line basis from the date that control is effective until the date that control ceases.





## 2 SIGNIFICANT ACCOUNTING POLICIES (continued) Basis of consolidation (continued)

The financial statements of the subsidiaries are prepared for the same reporting period as the parent company, using consistent accounting policies. All material intra group balances, transactions, unrealised gains and losses resulting from intra group transactions are eliminated on consolidation.

Non controlling interest represents the equity in the subsidiaries not attributable directly, or indirectly, to the shareholders of the parent company. Equity and net income attributable to non controlling interest are shown separately in the consolidated statement of financial position, consolidated income statement, consolidated statement of comprehensive income and consolidated statement of changes in equity.

Losses within a subsidiary are attributed to the non controlling interest even if that results in a deficit balance.

A change in the ownership interest of a subsidiary, without a loss of control, is accounted for as an equity transaction. If the group loses control over a subsidiary, it:

- · Derecognises the assets (including goodwill) and liabilities of the subsidiary
- Derecognises the carrying amount of any non-controlling interest
- · Derecognises the cumulative translation differences, recorded in equity
- Recognises the fair value of the consideration received
- Recognises the fair value of any investment retained
- Recognises any surplus or deficit in consolidated income statement
- Reclassifies the parent company's share of components previously recognised in other comprehensive income to consolidated income statement or retained earnings, as appropriate.

The subsidiaries of the group are as follows:

| Name of the company                                  | Country of incorporation | Effective equity interest |      | • •                                     |  | Principal activity |
|--|--------------------------|---------------------------|------|---|--|--------------------|
| <b>Directly held</b><br>Kuwaiti German Holding       |                          | 2011                      | 2010 |   |  |                    |
| Company K.S.C. Closed ("KGH")                        | Kuwait                   | 53.51%                    | -    | Investing activities                    |  |                    |
| Coast Investments Limited                            | British Virgin Islands   | 100%                      | 100% | Investment services                     |  |                    |
| Coast Holding Corporation                            | USA                      | 100%                      | 100% | Investment services                     |  |                    |
| Lujain Group of Economic &<br>Management Consultancy | Kuwait                   | 51%                       | 51%  | Management consultancy                  |  |                    |
| Held through KGH                                     |                          |                           |      | Manufacturing of wood                   |  |                    |
| Weinig International A.G.*                           | Germany                  | 40.2%                     | -    | processing machinery                    |  |                    |
| JNW Middle East **                                   | Kuwait                   | 29.43%                    | -    | Cleaning of heat exchangers             |  |                    |
| Melius GmbH  | Germany                  | 100%                      | -    | Management consultancy Cleaning of heat |  |                    |
| JNW Cleaning Solutions GmbH                          | Germany                  | 100%                      | -    | exchangers                              |  |                    |

<sup>\*</sup> The parent company holds direct equity interest of 12.37% and indirect equity interest of 52% through KGH resulting in effective equity interest of 40.2%.

<sup>\*\*</sup> KGH holds direct equity interest of 45% and indirect equity interest of 10% through JNW Cleaning Solutions GmbH (100% owned by KGH) resulting in effective equity interest of 29.43% at parent company level.





NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### 2 SIGNIFICANT ACCOUNTING POLICIES (continued)

#### **Business combinations and goodwill**

Business combinations are accounted for using the acquisition method. The cost of an acquisition is measured as the aggregate of the consideration transferred, measured at acquisition date fair value and the amount of any non controlling interest in the acquiree. For each business combination, the acquirer measures the non controlling interest in the acquiree either at fair value or at the proportionate share of the acquiree's identifiable net assets. Acquisition costs incurred are expensed and included in general and administrative expenses.

When the group acquires a business, it assesses the financial assets and liabilities assumed for appropriate classification and designation in accordance with the contractual terms, economic circumstances and pertinent conditions as at the acquisition date. This includes the separation of embedded derivatives in host contracts by the acquiree.

If the business combination is achieved in stages, the acquisition date fair value of the acquirer's previously held equity interest in the acquiree is remeasured to fair value at the acquisition date through consolidated income statement.

Any contingent consideration to be transferred by the acquirer will be recognised at fair value at the acquisition date. Subsequent changes to the fair value of the contingent consideration which is deemed to be an asset or liability will be recognised in accordance with IAS 39 either in consolidated income statement or as a change to other comprehensive income. If the contingent consideration is classified as equity, it should not be remeasured until it is finally settled within equity. In instances where the contingent consideration does not fall within the scope of IAS 39, it is measured in accordance with the appropriate IFRS.

Goodwill is initially measured at cost being the excess of the aggregate of the consideration transferred and the amount recognised for non controlling interest over the net identifiable assets acquired and liabilities assumed.

If this consideration is lower than the fair value of the net assets of the subsidiary acquired, the difference is recognised in consolidated income statement.

After initial recognition, goodwill is measured at cost less any accumulated impairment losses. For the purpose of impairment testing, goodwill acquired in a business combination is, from the acquisition date, allocated to each of the group's cash-generating units that are expected to benefit from the combination, irrespective of whether other assets or liabilities of the acquiree are assigned to those units.

Where goodwill forms part of a cash-generating unit and part of the operation within that unit is disposed of, the goodwill associated with the operation disposed of is included in the carrying amount of the operation when determining the gain or loss on disposal of the operation. Goodwill disposed of in this circumstance is measured based on the relative values of the operation disposed of and the portion of the cash-generating unit retained.

#### Revenue recognition

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the group and the revenue can be reliably measured, regardless of when the payment is being made. Revenue is measured at the fair value of the consideration received or receivable. The group assesses its revenue arrangements against specific criteria in order to determine if it is acting as principal or agent. The group has concluded that it is acting as a principal in most of its revenue arrangements.

The following specific recognition criteria must also be met before revenue is recognised:

- Revenue from sale of goods is recognised when the significant risks and rewards of ownership of the goods have passed to the buyer, usually on delivery of the goods.
- Revenue from rendering of services is recognised when the outcome of the transaction can be estimated
  reliably by reference to the stage of completion of the transaction at the reporting date. Where the outcome
  cannot be measured reliably, revenue is recognised only to the extent that the expenses incurred are
  eliqible to be recovered.
- Revenue from production orders are recognised on a pro-rata basis at reporting date, based on the
  percentage of completion of the order. The percentage of completion applicable is calculated using the
  cost-to-cost method (costs incurred to date in relation to the expected total costs). The revenues from the
  order constitute the contractual price and follow-up price as agreed to in writing with the customer.



شكركذ الساحس للست مية والاستثمار شرم.ك (متنلذ)
COAST INVESTMENT & DEVELOPMENT CO K.S.C (CLOSED)

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## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

## 2 SIGNIFICANT ACCOUNTING POLICIES (continued) Revenue recognition (continued)

- Management fees, relating to fiduciary client portfolios, fund management and custody services, are recognised over the period of time when these services are rendered.
- Interest income is recognised using the effective yield method taking into account the principal outstanding and the rate applicable.
- Dividend income is recognised when the right to receive payment is established.

#### **Taxation**

#### National Labour Support Tax (NLST)

The parent company calculates the NLST in accordance with Law No. 19 of 2000 and the Minister of Finance Resolutions No. 24 of 2006 at 2.5% of taxable profit for the period. As per law, income from associates and subsidiaries, cash dividends from listed companies which are subjected to NLST have been deducted from the profit for the year.

#### Kuwait Foundation for the Advancement of Sciences (KFAS)

The parent company calculates the contribution to KFAS at 1% in accordance with the modified calculation based on the Foundation's Board of Directors resolution, which states that the income from associates and subsidiaries, Board of Directors' remuneration, transfer to statutory reserve should be excluded from profit for the year when determining the contribution.

#### Zakat

Contribution to Zakat is calculated at 1% of the profit of the group in accordance with the Ministry of Finance resolution No. 58/2007 effective from 10 December 2007.

#### Taxation on overseas subsidiaries

Taxation on overseas subsidiaries is calculated on the basis of the tax rates applicable and prescribed according to the prevailing laws, regulations and instructions of the countries where these subsidiaries operate. Income tax payable on taxable profit ('current tax') is recognised as an expense in the period in which the profits arise in accordance with the fiscal regulations of the respective countries in which the Group operates. Deferred tax assets are recognised for deductible temporary differences, carry forward of unused tax credits and unused tax losses, to the extent it is probable that future taxable profits will be available to utilise this. Deferred tax liabilities are recognised for taxable temporary differences. Deferred tax assets and liabilities are measured using tax rates and applicable legislation at the reporting date.

#### **Financial assets**

#### Initial recognition and measurement

Financial assets within the scope of IAS 39 are classified as financial assets at fair value through profit or loss, loans and receivables and financial assets available for sale. The group determines the classification of its financial assets at initial recognition.

All financial assets are recognised initially at fair value plus transaction costs, except in the case of financial assets recorded at fair value through profit or loss.

All regular way purchases and sales of financial assets are recognised on the settlement date, i.e. the date the asset is received from or delivered to the counterparty. Changes in fair value between the trade date and settlement date are recognised in the consolidated income statement or in consolidated statement of comprehensive income through cumulative changes in fair values in accordance with the policy applicable to the related instrument. Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the time frame generally established by regulations or conventions in the market place.

The group's financial assets include cash and bank balances, money at call and short notice, trade and other receivables, quoted and unquoted financial instruments and derivative financial instruments.



#### 2 SIGNIFICANT ACCOUNTING POLICIES (continued) Financial assets (continued)

#### Subsequent measurement

The subsequent measurement of financial assets depends on their classification as described below:

#### Financial assets at fair value through profit or loss

Financial assets at fair value through profit or loss include financial assets held for trading and financial assets designated upon initial recognition at fair value through profit or loss. Financial assets are classified as held for trading if they are acquired for the purpose of selling or repurchasing in the near term. Derivatives, including separated embedded derivatives are also classified as held for trading unless they are designated as effective hedging instruments as defined by IAS 39.

Financial assets at fair value through profit or loss are carried in the statement of financial position at fair value with net changes in fair value recognised in the consolidated income statement.

Financial assets designated upon initial recognition at fair value through profit or loss are designated at their initial recognition date and only if the criteria under IAS 39 are satisfied. The group has not designated any financial assets at fair value through profit or loss.

The group evaluates its financial assets held for trading, other than derivatives, to determine whether the intention to sell them in the near term is still appropriate. When in rare circumstances the group is unable to trade these financial assets due to inactive markets and management's intention to sell them in the foreseeable future significantly changes, the group may elect to reclassify these financial assets. The reclassification to loans and receivables, financial assets available for sale or held to maturity depends on the nature of the asset. This evaluation does not affect any financial assets designated at fair value through profit or loss using the fair value option at designation, these instruments cannot be reclassified after initial recognition.

Derivatives embedded in host contracts are accounted for as separate derivatives and recorded at fair value if their economic characteristics and risks are not closely related to those of the host contracts and the host contracts are not held for trading or designated at fair value though profit or loss. These embedded derivatives are measured at fair value with changes in fair value recognised in the consolidated income statement. Reassessment only occurs if there is a change in the terms of the contract that significantly modifies the cash flows that would otherwise be required.

#### Financial assets available for sale

Financial assets available for sale include equity securities. Equity investments classified as available for sale are those, which are neither classified as held for trading nor designated at fair value through profit or loss.

After initial measurement, financial assets available for sale are subsequently measured at fair value with unrealised gains or losses recognised as other comprehensive income until the investment is derecognised, at which time the cumulative gain or loss is recognised in the consolidated income statement, or determined to be impaired, at which time the cumulative loss is reclassified to the consolidated income statement. Financial assets available for sale whose fair value cannot be reliably measured are carried at cost less impairment losses, if any. Interest earned whilst holding financial assets available for sale is reported as interest income using the effective interest rate method.

The group evaluates whether the ability and intention to sell its financial assets available for sale in the near term is still appropriate. When the group is unable to trade these financial assets due to inactive markets and management's intention to do so significantly changes in the foreseeable future, the group may elect to reclassify these financial assets in rare circumstances. Reclassification to loans and receivables is permitted when the financial assets meet the definition of loans and receivables and the group has the intent and ability to hold these assets for the foreseeable future or until maturity. Reclassification to the held to maturity category is permitted only when the entity has the ability and intention to hold the financial asset accordingly.

For a financial asset reclassified from the available for sale category, the fair value carrying amount at the date of reclassification becomes its new amortised cost and any previous gain or loss on the asset that has been recognised in equity is amortised to consolidated income statement over the remaining life of the investment using the effective interest rate method. Any difference between the new amortised cost and the maturity amount is also amortised over the remaining life of the asset using the effective interest rate method. If the asset is subsequently determined to be impaired, then the amount recorded in equity is reclassified to the consolidated income statement.





#### **SIGNIFICANT ACCOUNTING POLICIES (continued)** Financial assets (continued) **Subsequent measurement (continued)**

#### Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. After initial measurement, such financial assets are subsequently measured at amortised cost using the effective interest rate (EIR) method, less impairment. Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The EIR amortisation is included in the consolidated income statement. The losses arising from impairment are recognised in the consolidated income statement.

#### Derecognition of financial assets

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

- The rights to receive cash flows from the asset have expired
- The group has transferred its rights to receive cash flows from the asset or has assumed an obligation to pay the received cash flows in full without material delay to a third party under a 'pass-through' arrangement; and either (a) the group has transferred substantially all the risks and rewards of the asset, or(b) the group has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

When the group has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, it evaluates if and to what extent it has retained the risks and rewards of ownership. When it has neither transferred nor retained substantially all of the risks and rewards of the asset, nor transferred control of the asset, the asset is recognised to the extent of the group's continuing involvement in the asset. In that case, the group also recognises an associated liability. The transferred asset and the associated liability are measured on a basis that reflects the rights and obligations that the group has retained.

Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the group could be required to repay.

#### Impairment of financial assets

The group assesses, at each reporting date, whether there is any objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of financial assets is deemed to be impaired if, and only if, there is objective evidence of impairment as a result of one or more events that has occurred after the initial recognition of the asset (an incurred 'loss event') and that loss event has an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated. Evidence of impairment may include indications that the debtors or a group of debtors is experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganisation and when observable data indicate that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.

#### Financial assets available for sale

For financial assets available for sale, the group assesses at each reporting date whether there is objective evidence that an investment or a group of investments is impaired.

In the case of equity investments classified as financial assets available for sale, objective evidence would include a significant or prolonged decline in the fair value of the investment below its cost. 'Significant' is evaluated against the original cost of the investment and 'prolonged' against the period in which the fair value has been below its original cost. When there is evidence of impairment, the cumulative loss measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that investment previously recognised in the consolidated income statement - is removed from other comprehensive income and recognised in the consolidated income statement. Impairment losses on equity investments are not reversed through the consolidated income statement; increases in their fair value after impairment are recognised directly in other comprehensive income.



NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### **SIGNIFICANT ACCOUNTING POLICIES (continued)** Financial assets (continued) Impairment of financial assets (continued)

#### Financial assets carried at amortised cost

For financial assets carried at amortised cost, the group first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, or collectively for financial assets that are not individually significant. If the group determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is, or continues to be, recognised are not included in a collective assessment of impairment.

If there is objective evidence that an impairment loss has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future expected credit losses that have not yet been incurred). The present value of the estimated future cash flows is discounted at the financial asset's original effective interest rate. If a loan has a variable interest rate, the discount rate for measuring any impairment loss is the current EIR.

The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognised in the consolidated income statement. Interest income continues to be accrued on the reduced carrying amount and is accrued using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss. The interest income is recorded as part of finance income in the consolidated income statement. Loans together with the associated allowance are written off when there is no realistic prospect of future recovery and all collateral has been realised or has been transferred to the group. If, in a subsequent year, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognised, the previously recognised impairment loss is increased or reduced by adjusting the allowance account. If a future write-off is later recovered, the recovery is credited to finance costs in the consolidated income statement.

#### **Financial liabilities**

#### Initial recognition and measurement

Financial liabilities within the scope of IAS 39 are classified as financial liabilities at fair value through profit or loss and loans and borrowings. The group determines the classification of its financial liabilities at initial recognition.

All financial liabilities are recognised initially at fair value plus, in the case of loans and borrowings, directly attributable transaction costs.

The group's financial liabilities include trade and other payables, loans and borrowings and derivative financial instruments.

#### Subsequent measurement

The measurement of financial liabilities depends on their classification as described below:

#### Financial liabilities at fair value through profit or loss

Financial liabilities at fair value through profit or loss include financial liabilities held for trading and financial liabilities designated upon initial recognition as at fair value through profit or loss.

Financial liabilities are classified as held for trading if they are acquired for the purpose of selling in the near term. This category includes derivative financial instruments entered into by the group that are not designated as hedging instruments in hedge relationships as defined by IAS 39. Separated embedded derivatives are also classified as held for trading unless they are designated as effective hedging instruments.

Gains or losses on liabilities held for trading are recognised in the consolidated income statement. Financial liabilities designated upon initial recognition at fair value through profit and loss so designated at the initial date of recognition, and only if criteria of IAS 39 are satisfied. The group has not designated any financial liability as at fair value through profit or loss.

#### Loans and borrowings

After initial recognition, interest bearing loans and borrowings are subsequently measured at amortised cost using the EIR method. Gains and losses are recognised in the consolidated income statement when the liabilities are derecognised as well as through the EIR amortisation process.

Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The EIR amortisation is included in finance costs in the consolidated income statement.





#### 2 SIGNIFICANT ACCOUNTING POLICIES (continued)

Financial liabilities (continued)

#### **Derecognition of financial liabilities**

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires.

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

#### Offsetting

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

#### Fair value

The fair value of financial instruments that are traded in active markets at each reporting date is determined by reference to quoted market prices or dealer price quotations (bid price for long positions and ask price for short positions), without any deduction for transaction costs.

For financial instruments not traded in an active market, the fair value is determined using appropriate valuation techniques. Such techniques may include using recent arm's length market transactions; reference to the current fair value of another instrument that is substantially the same; a discounted cash flow analysis or other valuation models. An analysis of fair values of financial instruments and further details as to how they are measured are provided in note 29.

#### Cash and cash equivalents

For purpose of the consolidated statement of cash flows, cash and cash equivalents consist of cash in hand and bank balances, short term deposits, money at call and short notice with maturities upto three months from the date of placement, net of outstanding overdraft.

#### **Derivatives**

Derivative instruments are initially recognised in the consolidated statement of financial position at cost (including transaction costs) and subsequently measured at their fair value.

The group enters into derivative financial instruments including foreign exchange forward contracts. Derivatives are stated at fair value. The fair value of a derivative includes unrealised gain or loss from marking to market the derivative using the valuation provided by the counter party. Derivatives with positive market values (unrealised gains) are included in other receivables and derivatives with negative market values (unrealised losses) are included in other payable and accruals in the consolidated statement of financial position. The resultant gains and losses from derivatives are included in the consolidated income statement.

#### Property, plant and equipment

Property, plant and equipment are stated at cost less accumulated depreciation and impairment losses, if any. When assets are sold or retired, their cost and accumulated depreciation are eliminated from the accounts and any gain or loss resulting from their disposal is recognised in the consolidated income statement.

Freehold land is not depreciated. Depreciation is computed on a straight-line basis over the estimated useful lives of other property, plant and equipment as follows:

Buildings20 - 70 yearsPlant and machinery5 - 30 yearsOffice equipment3 - 21 years

The useful life and depreciation method are reviewed periodically to ensure that the method and period of depreciation are consistent with the expected pattern of economic benefits arising from items of property, plant and equipment.





NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

## 2 SIGNIFICANT ACCOUNTING POLICIES (continued) Property, plant and equipment (continued)

Leasehold improvements and fittings in rented property are depreciated over the duration term of the corresponding rent contracts or the period of useful life, if shorter.

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

Expenditure incurred to replace a component of an item of property, plant and equipment that is accounted for separately is capitalised and the carrying amount of the component that is replaced is written off. Other subsequent expenditure is capitalised only when it increases future economic benefits of the related item of property, plant and equipment. All other expenditure is recognised in the consolidated income statement as the expense is incurred.

#### Intangible assets

Intangible assets acquired separately are measured on initial recognition at cost. The cost of intangible assets acquired in a business combination is fair value as at the date of acquisition. Following initial recognition, intangible assets (other than goodwill) are carried at cost less any accumulated amortisation that is recognised on a straight line basis over their useful lives and any accumulated impairment losses. Internally generated intangible assets excluding capitalised developmental costs are not capitalised and expenditure is reflected in consolidated income statement in the year in which the expenditure is incurred.

The useful lives of intangible assets are assessed to be either finite or indefinite.

Intangible assets with finite lives are amortised over the useful economic life and assessed for impairment whenever there is an indication that the intangible assets may be impaired. The amortisation period and the amortisation method for an intangible asset with a finite useful life are reviewed annually. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset is accounted for by changing the amortisation period or method, as appropriate, and are treated as changes in accounting estimates. The amortisation expense on intangible assets with finite lives is recognised in the consolidated income statement in the expense category consistent with the function of the intangible asset. The customer relationship, technology and development costs are amortised over a period of 10 years.

Intangible assets (trade mark and technical knowhow) with indefinite useful lives are not amortised, but are tested for impairment annually, either individually or at the cash-generating unit level. The assessment of indefinite life is reviewed annually to determine whether the indefinite life continues to be supportable. If not, the change in useful life from indefinite to finite is made on a prospective basis.

Gains or losses arising from derecognition of an intangible assets are measured as the difference between the net disposal proceeds and the carrying amount of the asset and are recognised in the consolidated income statement when the asset is derecognised.

#### Research and development costs

Research costs are expensed as incurred. Development expenditures on an individual project are recognised as an intangible asset when the group can demonstrate:

- The technical feasibility of completing the intangible asset so that it will be available for use or sale
- Its intention to complete and its ability to use or sell the asset
- · How the asset will generate future economic benefits
- The availability of resources to complete the asset
- The ability to measure reliably the expenditure during development

Following initial recognition of the development expenditure as an asset, the asset is carried at cost less any accumulated amortisation and accumulated impairment losses. Amortisation of the asset begins when development is complete and the asset is available for use. It is amortised over the period of expected future benefit. Amortisation is recorded in cost of sales. During the period of development, the asset is tested for impairment annually.



#### **SIGNIFICANT ACCOUNTING POLICIES (continued)**

#### Investment in associates

The group's investment in its associate is accounted for under the equity method of accounting. An associate is an entity in which the group has significant influence and which is neither a subsidiary nor a joint venture.

Under the equity method, the investment in the associate is carried in the consolidated statement of financial position at cost plus post-acquisition changes in the group's share of net assets of the associate. Goodwill relating to an associate is included in the carrying amount of the investment and is not amortised nor separately tested for impairment.

The consolidated income statement reflects the group's share of the results of operations of the associate. Where there has been a change recognised directly in the other comprehensive income of the associate, the group recognises its share of any changes and discloses this, when applicable, in other comprehensive income. Distributions received from an associate reduce the carrying value of the investment. Unrealised gains and losses resulting from transactions between the Group and the associate are eliminated to the extent of the interest in the associate.

The financial statements of the associates are prepared for the same reporting period as the group, using consistent accounting policies.

After application of the equity method, the Group determines whether it is necessary to recognise an additional impairment loss on the Group's investment in its associates. The Group determines at each reporting date whether there is any objective evidence that the investment in the associate is impaired. If this is the case the Group calculates the amount of impairment as the difference between the recoverable amount of the associate and its carrying value and recognises the amount in the 'share of results of associate' in the consolidated income statement.

Upon loss of significant influence over the associate, the Group measures and recognises any retained investment at its fair value. Any difference between the carrying amount of the associate upon loss of significant influence and the fair value of the retained investment and proceeds from disposal is recognised in the consolidated income statement.

#### Investment property

Investment property is initially measured at cost, including transaction costs. The carrying amount includes the cost of replacing part of an existing investment property at the time that cost is incurred if the recognition criteria are met and excludes the cost of day to day servicing of investment property. Subsequent to initial recognition, the investment property is stated at fair value that is determined based on valuation performed by independent valuators periodically using valuation methods consistent with the nature and usage of the investment property. Gains or losses arising from change in the fair value of investment property are recognised in the consolidated income statement in the period in which they arise.

Investment property is derecognised when either it has been disposed off or when the investment property is permanently withdrawn from use and no future economic benefit is expected from its disposal. The difference between the net disposal proceeds and the carrying amount of assets is recognised in the consolidated income statement in the period of derecognition.

Transfers are made to or from investment property only when there is a change in use. For a transfer from investment property to owner occupied property, the deemed cost for subsequent accounting is the fair value at the date of change in use. If owner occupied property becomes an investment property, the group accounts for such property in accordance with the policy stated under property and equipment up to the date of change in use.

#### Inventories

Inventories are stated at the lower of cost or net realisable value. Cost is determined using the moving average method. The cost of finished goods and work in process comprises the cost of raw materials, consumables and supplies, direct labour costs, other direct costs and related production overheads (based on normal operating capacity). It excludes borrowing costs. Net realisable value is the estimated selling price in the ordinary course of business, less applicable variable selling expenses. The amount of impairment loss is recognised in the consolidated income statement under cost of materials. Reversals of such impairments resulting from an increase in the net sales value are recorded as a reduction in the cost of materials in the period in which the reversal occurs.



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NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### SIGNIFICANT ACCOUNTING POLICIES (continued)

#### **Borrowing costs**

Borrowing costs directly attributable to the acquisition, construction or production of an asset that necessarily takes a substantial period of time to get ready for its intended use or sale are capitalised as part of the cost of the asset. All other borrowing costs are expensed in the period they occur. Borrowing costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds.

#### Leases

The determination of whether an arrangement is, or contains, a lease is based on the substance of the arrangement at the inception date: whether fulfillment of the arrangement is dependent on the use of a specific asset or assets or the arrangement conveys a right to use the asset, even if that right is not explicitly specified in an arrangement.

#### Group as lessee

Finance leases, which transfer to the group substantially all the risks and benefits incidental to the ownership of the leased item, are capitalised at the commencement of the lease at the fair value of the leased property or, if lower, at the present value of the minimum lease payments. Lease payments are apportioned between finance charges and reduction of the lease liability so as to achieve a constant periodic rate of profit on the remaining balance of the liability. Finance charges are recognised in the consolidated income statement.

A leased asset is depreciated on a straight line basis over the useful life of the asset. However, if there is no reasonable certainty that the group will obtain ownership by the end of the lease term, the asset is depreciated over the shorter of the estimated useful life of the asset and the lease term.

Operating lease payments are recognised as an expense in the consolidated income statement on a straight line basis over the lease term.

#### Group as lessor

Leases in which the Group does not transfer substantially all the risks and benefits of ownership of the asset are classified as operating leases. Initial direct costs incurred in negotiating an operating lease are added to the carrying amount of the leased asset and recognised over the lease term on the same bases as rental income. Contingent rents are recognised as revenue in the period in which they are earned.

#### Impairment of non-financial assets

The group assesses at each reporting date whether there is an indication that an asset may be impaired. If any indication exists, or when annual impairment testing for an asset is required, the group estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash-generating unit's (CGU) fair value less costs to sell and its value in use and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or group of assets. 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. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs to sell, recent market transactions are taken into account, if available. If no such transactions can be identified, an appropriate valuation model is used. These calculations are corroborated by valuation multiples, quoted share prices for publicly traded subsidiaries or other available fair value indicators.

The group bases its impairment calculation on detailed budgets and forecast calculations, which are prepared separately for each of the group's CGUs to which the individual assets are allocated. These budgets and forecast calculations generally cover a period of five years. For longer periods, a long-term growth rate is calculated and applied to project future cash flows after the fifth year.

Impairment losses of continuing operations, including impairment on inventories, are recognised in the consolidated income statement in expense categories consistent with the function of the impaired asset, except for a property previously revalued and the revaluation was taken to other comprehensive income. In this case, the impairment is also recognised in other comprehensive income up to the amount of any previous revaluation.





#### **SIGNIFICANT ACCOUNTING POLICIES (continued) Provisions**

#### General

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

#### Contingent liabilities recognised in a business combination

A contingent liability recognised in a business combination is initially measured at its fair value. Subsequently, it is measured at the higher of; the amount that would be recognised in accordance with the general guidance for provisions above in accordance with 'IAS 37: Provisions, Contingent Liabilities and Contingent Assets', or the amount initially recognised less, when appropriate, cumulative amortisation recognised in accordance with the guidance for revenue recognition in accordance with 'IAS 18: Revenue'.

#### Employees' end of service benefits

Provision is made for amounts payable to employees under the Kuwaiti Labour Law, employee contracts and applicable labour laws in the countries where the subsidiaries operate. The expected costs of these benefits are accrued over the period of employment. The group also contributes to the government defined contribution plan for its Kuwaiti employees in accordance with the legal requirements in Kuwait.

One of the subsidiaries of the group has both defined benefit and defined contribution pension plans. The defined contribution plans are statutory pension insurance.

The defined benefit plans define an amount of pension benefit that an employee will receive on retirement, usually dependant on one or more factors such as age, years of service and compensation.

The liability recognised in consolidated statement of financial position in respect of defined benefit pension plan is the present value of the defined benefit obligation at the reporting date less the fair value of plan assets, together with adjustments of unrecognized actuarial gains or losses and past service cost. The defined benefit obligation is calculated annually by independent actuaries using the projected unit credit method. The present value of the defined benefit obligation is determined by discounting the estimated future cash outflows using interest rates of high quality corporate bonds. These are denominated in the currency in which the benefit will be paid and that have terms to maturity approximating to the terms of the related pension liability.

Past service cost are recognised immediately in income, unless the changes to the pension plan are conditional on the employees remaining in service for a specified period of time (the vesting period). In this case, the past service cost are amortised on a straight line basis over the vesting period.

The contributions for defined contribution plans are recognised as employee benefit expense (under the heading of personnel expenses) when they are due. Prepaid contribution is recognised as an asset to the extent that of cash refund or a reduction in the future payments is available.

Treasury shares consist of the parent company's own issued shares that have been reacquired by the group and not yet reissued or cancelled. The treasury shares are accounted for using the cost method. Under this method, the weighted average cost of the shares reacquired is charged to a contra account in equity. When the treasury shares are reissued, gains are credited to a separate account in equity, the treasury shares reserve, which is not distributable. Any realised losses are charged to the same account to the extent of the credit balance on that account. Any excess losses are charged to retained earnings then to the voluntary reserve and statutory reserve. Gains realised subsequently on the sale of treasury shares are first used to offset any provisional recorded losses in order of reserves, retained earnings and treasury share reserve account. No cash dividends are paid on these shares. The issue of stock dividend shares increases the number of treasury shares proportionately and reduces the average cost per share without affecting the total cost of treasury shares.



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NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Other reserve

Other reserve is used to record the effect of changes in ownership interest in subsidiaries, without loss of control.

#### Foreign currency translation

Each entity in the group determines its own functional currency and items included in the financial statements of each entity are measured using that functional currency.

Transactions in foreign currencies are initially recorded at the functional currency rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the respective entity's functional currency spot rate of exchange ruling at the reporting date. Any resultant gains or losses are recognised in the consolidated income statement.

Non-monetary assets and liabilities in foreign currencies that are stated at fair value are translated to respective entity's functional currency at the foreign exchange rates ruling on the dates that the values were determined. In case of non-monetary assets whose change in fair values are recognised directly in other comprehensive income, foreign exchange differences are recognised directly in other comprehensive income and for nonmonetary assets whose change in fair value are recognised directly in the consolidated income statement, foreign exchange differences are recognised in the consolidated income statement.

As at the reporting date, the assets and liabilities of subsidiaries are translated into the parent company's presentation currency KD at the rate of exchange ruling on the reporting date, and their income statements are translated at the average exchange rates for the year. Exchange differences arising on translation are taken directly to other comprehensive income. On disposal of a foreign subsidiary, the deferred cumulative amount recognised in other comprehensive income relating to that particular subsidiary is recognised in the consolidated income statement.

Any goodwill or fair value adjustments to the carrying amounts of assets and liabilities arising on acquisition are treated as assets and liabilities of the respective subsidiaries and translated at the rate of exchange ruling on the reporting date.

#### Fiduciary assets

Assets and related deposits held in trust or in a fiduciary capacity are not treated as assets or liabilities of the group and accordingly are not included in the consolidated statement of financial position.

#### Segment information

A segment is a distinguishable component of the group that engages in business activities from which it earns revenue and incurs costs. The operating segments are used by the management of the parent company to allocate resources and assess performance. Operating segments exhibiting similar economic characteristics, product and services, class of customers where appropriate are aggregated and reported as reportable segments.

#### Contingencies

Contingent assets are not recognised in the consolidated financial statements, but are disclosed when an inflow of economic benefit is probable.

Contingent liabilities are not recognised in the consolidated statement of financial position, but are disclosed in the notes to the consolidated financial statements unless the possibility of an outflow of resources embodying economic benefits is remote.

#### Dividends on ordinary shares

Dividends on ordinary shares are recognised as a liability and deducted from equity when they are approved by the parent company's shareholders.

Dividends for the year that are approved after the statement of financial position date are disclosed as an event after the statement of financial position date.

#### Significant accounting judgments, estimates and assumptions

The preparation of the consolidated financial statements require management to make judgments, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities and the disclosure of contingent liabilities, at the reporting date. However, uncertainty about the assumptions and estimates could result in outcomes that require a material adjustment to the amount of the asset or liability affected in future periods.





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#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2011

#### 2 SIGNIFICANT ACCOUNTING POLICIES (continued)

#### **Judgements**

In the process of applying the group's accounting policies, management has made the following judgements, apart from those involving estimations, which have the most significant effect on the amounts recognised in the consolidated financial statements:

#### Impairment of equity financial assets available for sale

The group treats equity financial assets available for sale as impaired when there has been a significant or prolonged decline in the fair value below its cost or where other objective evidence of impairment exists. The determination of what is 'significant' or 'prolonged' requires considerable judgment.

#### Deferred tax assets

Deferred tax assets are recognised in respect of tax losses to the extent that it is probable that future taxable profits will be available against which the losses can be utilised. Judgment is required to determine the amount of deferred tax assets that can be recognised, based upon the likely timing and level of future taxable profits, together with future tax planning strategies.

#### Operating Lease Commitments - group as lessor

The group has entered into commercial property leases on its investment properties portfolio. The group has determined, based on an evaluation of the terms and conditions of the arrangements, that it retains all the significant risks and rewards of ownership of these properties and so accounts for the contracts as operating leases.

#### Classification of investments

Judgments are made in the classification of financial instruments based on management's intention at acquisition as described in the respective accounting policies.

#### **Estimation uncertainty and assumptions**

The key assumptions concerning the future and other key sources of estimation uncertainty at the reporting date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below:

#### Impairment losses of receivables

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

#### Impairment of goodwill

The group determines whether goodwill is impaired at least on an annual basis. This requires an estimation of the value in use of the cash-generating units to which the goodwill is allocated. Estimating the value in use requires the Group to make an estimate of the expected future cash flows from the cash-generating unit and also to choose a suitable discount rate in order to calculate the present value of those cash flows.

#### Useful lives of property, plant and equipment and intangible assets

The management determines the estimated useful lives of its property and equipment and intangible assets for calculating depreciation and amortisation. This estimate is determined after considering the expected usage of the asset or physical wear and tear. Management reviews the residual value and useful lives annually and future depreciation and amortisation charge would be adjusted where the management believes the useful lives differ from previous estimates.

#### Impairment of associates

After application of the equity method, the group determines whether it is necessary to recognise any impairment loss on the group's investment in its associated companies, at each reporting date based on existence of any objective evidence that the investment in the associate is impaired. If this is the case the group calculates the amount of impairment as the difference between the recoverable amount of the associate and its carrying value and recognises the amount in the consolidated income statement.



## 2 SIGNIFICANT ACCOUNTING POLICIES (continued) Estimation uncertainty and assumptions (continued)

#### Revenue recognition

Revenue from production orders

Revenues from production orders are recognised in accordance with the percentage-of-completion method. In other words, revenues are stated on a pro-rata basis, according to the percentage of completion achieved to date. The percentage of completion as at reporting sheet date is calculated using the cost-to-cost method.

#### Taxes

Uncertainties exist with respect to the interpretation of complex tax regulations, changes in tax laws, and the amount and timing of future taxable income. Given the wide range of international business relationships and the long-term nature and complexity of existing contractual agreements, differences arising between the actual results and the assumptions made, or future changes to such assumptions, could necessitate future adjustments to tax income and expense already recorded. The group establishes provisions, based on reasonable estimates, for possible consequences of audits by the tax authorities of the respective counties in which it operates. The amount of such provisions is based on various factors, such as experience of previous tax audits and differing interpretations of tax regulations by the taxable entity and the responsible tax authority. Such differences of interpretation may arise on a wide variety of issues depending on the conditions prevailing in the respective group company's domicile. As the Group assesses the probability for litigation and subsequent cash outflow with respect to taxes as remote, no contingent liability has been recognised.

#### Valuation of unquoted financial assets

Where the fair value of financial assets recorded in the consolidated statement of financial position cannot be derived from active markets, their fair value is determined using valuation techniques including the discounted cash flow model. The inputs to these models are taken from observable markets where possible, but where this is not feasible, a degree of judgment is required in establishing fair values. The judgments include considerations of inputs such as liquidity risk, credit risk and volatility. Changes in assumptions about these factors could affect the reported fair value of financial instruments.

The determination of the cash flows and discount factors for unquoted equity financial assets requires significant estimation.

#### 3 SALES

|   |  | 2011     | 2010     |
|---|--|----------|----------|
|   |  | KD 000's | KD 000's |
|   | Sale of wood processing machines   | 13,799   |          |
|   | Sale of tools  | 2,139    | -        |
|   | Rendering of services  | 731      | -        |
|   | Other sales  | 652      | -        |
|   |  | 17,321   | -        |
| 4 | NET INVESTMENT INCOME  |          |          |
|   |  | 2011     | 2010     |
|   |  | KD 000's | KD 000's |
|   | Realised (loss) gain on financial assets at fair value through profit or loss      | (3,322)  | 483      |
|   | Unrealised (loss) gain on financial assets at fair value through profit or loss    | (3,001)  | 2,663    |
|   | Net gain on sale of financial assets available for sale                            | 530      | 502      |
|   | Gain on partial sale of investment in associate                                    | 1,243    | -        |
|   | Gain on fair valuation of previously held equity interest in subsidiaries (Note 9) | 13,040   | -        |
|   |  | 8,490    | 3,648    |
|   |  |          |          |







#### 5 OTHER INCOME

|   |   | 2011<br>KD 000's | 2010<br>KD 000's |
|---|---|------------------|------------------|
|   | Utilisation of accruals   | 592              | <u>-</u>         |
|   | Release of accruals and deferrals   | 85               | -                |
|   | Gain on disposal of assets  | 102              | -                |
|   | Incentive fee (Note 23)   | 1,581            | -                |
|   | Other income  | 1,150            | 10               |
|   |   | 3,510            | 10               |
| 6 | GENERAL AND ADMINISTRATIVE EXPENSES                                       |                  |                  |
|   |   | 2011             | 2010             |
|   |   | KD 000's         | KD 000's         |
|   | Wages and salaries  | 5,434            | 745              |
|   | Social security and other pension cost                                    | 520              | 484              |
|   | Other expenses  | 2,670            | 180              |
|   |   | 8,624            | 1,409            |
| 7 | TAXATION  |                  |                  |
|   |   | 2011             | 2010             |
|   |   | KD 000's         | KD 000's         |
|   | Zakat   | -                | 18               |
|   | National Labour Support Tax (NLST)  | 88               | 54               |
|   | Taxation arising from overseas subsidiary companies                       | 1,024            |                  |
|   |   | 1,112            | 72<br>           |
|   | Components of taxation arising from overseas subsidiaries are as follows: |                  |                  |
|   |   | 2011             | 2010             |
|   |   | KD 000's         | KD 000's         |
|   | Current tax   | 395              | -                |
|   | Deferred tax (Note 15)  | 629              |                  |
|   |   | 1,024            | -                |
|   |   |                  |                  |

The tax rate applicable to the taxable subsidiaries is in the range of 14.5% to 38.46% (2010: nil). The weighted average applicable tax rate for the year ended 31 December 2011 is 28% (2010: nil).

For the purpose of determining the taxable results for the year, the accounting profit of the overseas subsidiary companies were adjusted for tax purposes. Adjustments for tax purposes include items relating to both income and expense. The adjustments are based on the current understanding of the existing laws, regulations and practices of each overseas subsidiary companies jurisdiction.





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## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### 8 BASIC AND DILUTED EARNINGS PER SHARE

Basic and diluted earnings per share is calculated by dividing the profit for the year attributable to the shareholders of the parent company by the weighted average number of shares outstanding during the year less treasury shares.

|   | 2011<br>KD 000's                      | 2010<br>KD 000's                      |
|---|---------------------------------------|---------------------------------------|
| Profit for the year attributable to shareholders of the parent company                      | 4,155                                 | 5,802                                 |
| Weighted average number of outstanding shares Weighted average number of treasury shares    | Shares<br>625,293,152<br>(62,607,104) | Shares<br>625,293,152<br>(62,463,268) |
| Weighted average number of outstanding shares   | 562,686,048<br>Fils                   | 562,829,884<br>Fils                   |
| Basis and diluted earnings per share attributable to the shareholders of the parent company | 7                                     | 10                                    |

#### BUSINESS COMBINATION

Following are the details of various business combination transactions in the group during the year:

- a) On 21 November 2011, the group has obtained effective control over the financial and operating policies of one of it's associates namely Kuwaiti German Holding Company K.S.C. (Closed) ("KGH") due to change in the composition of board of directors without any change in the equity interest holding. As a result the group has reclassified the investment in KGH from associate to subsidiary and accordingly consolidated the financial statements of KGH and its subsidiaries from the effective date of control. No gain or loss was recognised upon re-measurement of previously held equity interest in KGH as its fair values approximate carrying values. Subsequently, on 27 December 2011, the group's equity interest in KGH has increased from 49.60% to 53.509% on account of acquisition of additional 3.909% shares in KGH. This change in the ownership interest (without a change of control) is accounted for as an equity transaction. The adjustments to reflect the changes in the carrying amounts of the controlling and non controlling interest in KGH are recorded under 'Other reserves' in accordance with International Financial Reporting Standard IAS 27: Consolidated and Separate Financial Statements.
- b) As a result of KGH becoming the subsidiary of the group effective 21 November 2011, as noted above, the group's investment in Weinig classified as an associate was reclassified as a subsidiary. Accordingly, Weinig has been consolidated as a subsidiary, from 21 November 2011, at equity interest of 64.37% (12.37% direct holding and 52% indirect holding through KGH).

As the business combination of Weinig was achieved in stages, the parent company re-measured its previously held equity interest in Weinig at the acquisition date fair value and recognised the resulting gain of KD 13,040 thousand, net of acquisition related expenses, in the consolidated income statement as "gain on fair valuation of previously held equity interest" under 'Net Investment Income'.

The group recorded the identifiable assets and liabilities of KGH and it's subsidiaries (KGH group) at their provisional fair values as at 30 September 2011 due to the unavailability of the financial information as at 21 November 2011. Based on the management's assessment there is no significant change in the provisional fair values of identifiable assets and liabilities of KGH group between 30 September 2011 and the date of acquisition. The details of the consideration paid and the provisional values of the assets acquired and liabilities assumed, equivalent to their carrying values, at 30 September 2011, as well as the non-controlling interest at the proportionate share of the acquiree's identifiable net assets, are summarised as follows:





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#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### **BUSINESS COMBINATION (continued)**

|  | KGH group<br>KD '000                          |
|--|---|
| Assets Cash and cash equivalents Inventories Accounts receivable and other assets Financial assets available for sale  | 19,923<br>28,156<br>21,847<br>279             |
| Deferred tax assets Intangible assets Property, plant and equipment  | 8,043<br>9,919<br>24,104                      |
|  | 112,271                                       |
| Liabilities Accounts payable, accruals and others Deferred tax liabilities End of service benefits Due to related parties Borrowings   | 43,719<br>6,002<br>13,070<br>21,165<br>13,442 |
| Net assets acquired  | 97,398  |
| Consideration transferred Non-controlling interests in the acquiree Fair value of acquirer>s previously held equity interest   | 9,202<br>5,541<br>76,197                      |
| Net assets acquired  | 90,940<br>(14,873)                            |
| Provisional goodwill on acquisition  | 76,067  |
| Allocation of goodwill as a result of Purchase Price Allocation ("PPA") exercise Transfer to intangible assets (Note 11) Increase in fair value of property, plant and equipment as a result of PPA (Note 11) Increase in fair value of inventories as a result of PPA (Note 11) | (33,993)<br>(4,062)<br>(4,956)                |
| Final goodwill on acquisition (Note 11)  | 33,056  |
| Cash and cash equivalents in subsidiary acquired Consideration settled in cash   | 19,923<br>(9,202)                             |
| Net cash inflow on acquisition   | 10,721  |

Subsequent to the date of acquisition of additional 7% equity interest in Weinig, the KGH management has completed the Purchase Price Allocation ("PPA") exercise for Weinig and determined the final fair values of identifiable assets and liabilities. Based on this exercise, the group has allocated a portion of the provisional goodwill to various identifiable tangible and intangible assets and accounted the residual value as goodwill. Goodwill represents rhe future economic benefits arising from other assets acquired in the busuness combination that are not individually identified and separately recognised. The fair value of other assets

# acquired and liabilities assumed, do not materially differ from their provisionally determined fair values

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### **BUSINESS COMBINATION (continued)**

As a result of KGH group becoming a subsidiary, the consolidated income statement of the group includes the following income and expenses in respect of KGH group from the date of exercise of control:

|                                     | KGH group<br>KD '000 |
|-------------------------------------|----------------------|
| Revenue                             | 15,870               |
| Cost of revenue                     | (10,420)             |
| Gross profit                        | 5,450                |
| Interest income                     | 60                   |
| Other income                        | 1,914                |
| General and administrative expenses | (4,492)              |
| Finance costs                       | (657)                |
| Depreciation and amortisation       | (929)                |
| Profit for the period               | 1,346                |

Had the control been obtained at the beginning of the year, total profit of the group for the year would have been lower by KD 8,275 thousand and the profit attributable to the equity holders of the parent company would have decreased by KD 2,914 thousand.

The share of results from KGH group to the date of control amounting to KD 7,877 thousand has been recorded as share of results of associates in the consolidated income statement.





(1,416)

(592)

(230)

(594)

30,554

3,061

3,440

23,000

1,053

Net carrying value: As at 31 December 2011

As at 31 December 2011

| نمية والاستثمارش م.ك (عنلذ)<br>COAST INVESTMENT & DEVEL |                        |             |        |          |
|---|------------------------|-------------|--------|----------|
| NOTES TO THE CONSO<br>At 31 December 2011               | OLIDATED FINA          | ANCIAL      | STATEM | ENTS     |
| Total<br>KD '000  | 2,167<br>24,104<br>462 | 6,077 (840) | 31,970 | (000 1)  |
| Office<br>equipment<br>KD '000                          | 553<br>2,877<br>312    | - (68)      | 3,653  | 7        |
| Plant and<br>machinery<br>KD '000                       | 3,675<br>132           | (137)       | 3,670  |          |
| Buildings<br>X  | 561<br>17,552<br>18    | 6,077       | 23,594 | п,<br>20 |

| Cost:   |       |        |       |       |         |
|---|-------|--------|-------|-------|---------|
| As at 1 January 2011  | 1,053 | 561    | ı     | 553   | 2,167   |
| Arising on acquisition of subsidiaries (Note 9)               | 1     | 17,552 | 3,675 | 2,877 | 24,104  |
| Additions   | 1     | 18     | 132   | 312   | 462     |
| Increase in fair value as a result of PPA exercise (Note 11)* | 1     | 6,077  | •     | 1     | 6,077   |
| Foreign currency translation adjustment                       | ı     | (614)  | (137) | (88)  | (840)   |
| As at 31 December 2011  | 1,053 | 23,594 | 3,670 | 3,653 | 31,970  |
| Depreciation:   |       |        |       |       |         |
| As at 1 January 2011  | ı     | (561)  | 1     | (461) | (1,022) |
| Charge for the year   | •     | (52)   | (240) | (138) | (433)   |
| Foreign currency translation adjustment                       |       | 22     | 10    | 7     | 39      |
|   |       |        |       |       |         |

\* Includes non-controlling interest share of increase in fair value as a result of PPA exercise amounting to KD 2,015 thousand.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

COAST INVESTMENT & DEVELOPMENT CO K.S.C (CLOSED)

| Total<br>KD '000                  | 2,144 | 2,167 | (981) | (1,022) | 1,145 |
|-----------------------------------|-------|-------|-------|---------|-------|
| Ottice<br>equipment<br>KD '000    | 530   | 553   | (420) | (461)   | 95    |
| Plant and<br>machinery<br>KD '000 | 1 1   | '     | 1 1   | '       | 1     |
| Buildings<br>KD '000              | 561   | 561   | (561) | (561)   | ı     |
| Cand<br>KD '000                   | 1,053 | 1,053 |       | 1       | 1,053 |

PROPERTY, PLANT AND EQUIPMENT' (continued)

9

As at 31 December 2010 Net carrying value: As at 31 December 2010 As at 1 January 2010 Charge for the year At 31 December 2010 As at 1 January 2010 Depreciation: Additions





#### **INTANGIBLE ASSETS**

|   | Goodwill | Other intangible assets |            |                          |          |          |
|---|----------|-------------------------|------------|--------------------------|----------|----------|
|   |          | Patent<br>Rights<br>KD  | Technology | Customer<br>Relationship | Subtotal | Total    |
|   | KD 000's | 000's                   | KD 000's   | KD 000's                 | KD 000's | KD 000's |
| Gross carrying amount: As at 1 January 2011 Arising on acquisition of   | -        | -                       | -          | -                        | -        | -        |
| KGH group (Note 9) Transfer to intangible assets  | 76,067   | 8,904                   | 1,015      | -                        | 9,919    | 85,986   |
| as a result of PPA (Note 9) Transfer to property, plant and equipment on account of change in fair value as a | (33,993) | 6,576                   | 15,836     | 11,581                   | 33,993   | -        |
| result of PPA (Note 10) Transfer to inventories, on account of change in fair value as a result of PPA        | (4,062)  | -                       | -          | -                        | -        | (4,062)  |
| (Note 17) Non-controlling interest share of intangible assets   | (4,956)  | -                       | -          | -                        | -        | (4,956)  |
| (Note 9)  | -        | 3,640                   | 8,761      | 6,409                    | 18,810   | 18,810   |
| Exchange adjustment   | (2,495)  | (278)                   | (1,219)    | (490)                    | (1,987)  | (4,482)  |
| As at 31 December 2011  | 30,561   | 18,842                  | 24,393     | 17,500                   | 60,735   | 91,296   |
| Accumulated amortisation:   |          |                         |            |                          |          |          |
| As at 1 January 2011  | _        | _                       | _          | _                        | _        | _        |
| Charge for the year   | _        | _                       | (690)      | (448)                    | (1,138)  | (1,138)  |
| Exchange adjustment   | -        | -                       | 44         | 29                       | 73       | 73       |
| As at 31 December 2011  | -        | -                       | (646)      | (419)                    | (1,065)  | (1,065)  |
| Net carrying amount: As at 31 December 2011   | 30,561   | 18,842                  | 23,747     | 17,081                   | 59,670   | 90,231   |

#### Impairment testing of goodwill and intangible assets with indefinite lives

Goodwill acquired through business combinations and intangible assets with indefinite lives has been allocated to one CGU, namely, manufacturing of wood processing equipment.

The carrying values of goodwill and majority of the indefinite useful life intangible assets were determined based on the PPA exercise performed recently by the management of KGH (Note 9). Hence, the management believes that there is no impairment of goodwill allocated to the CGU as at 31 December 2011.



NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### **INVESTMENT IN ASSOCIATES**

Details of associates are set out below:

| Name  | Country of incorporation | equ            | est in<br>uity<br>% | Principal activity                        |  |
|---|--------------------------|----------------|---------------------|---|--|
|   |                          | 2011           | 2010                |   |  |
| Union Securities Brokerage Company<br>KSC (Closed)    | Kuwait                   | 20.00          | 20.00               | Brokerage<br>Company                      |  |
| Coast Investment Fund Coast Pearl Fund*               | Kuwait<br>Kuwait         | 33.20<br>50.65 | 33.20<br>59.23      | Investing activities Investing activities |  |
| Aqar Real Estate Investments<br>Company – KSC Closed) | Kuwait                   | 20.02          | 19.94               | Real estate activities                    |  |
| Rico GmbH<br>Kuwaiti German Holding Company           | Germany                  | 23.73          | 23.73               | Manufacturing                             |  |
| KSC (Closed) ** Weinig International A.G. ***         | Kuwait<br>Germany        | -              | 49.60<br>14.37      | Investing activities<br>Manufacturing     |  |

<sup>\*</sup> The group's investment in Coast Pearl Fund has been classified as investments in associate as the parent company does not exercise control over the investee fund and is acting as a fund manager only.

Movement in the carrying amount of investment in associates is as follows:

|  | 2011     | 2010    |
|--|----------|---------|
|  | KD '000  | KD '000 |
| Carrying amount at 1 January                                 | 67.354   | 60.721  |
| Additions  | 10.491   | 4,995   |
| Transfer to subsidiaries*                                    | (50,093) | -,555   |
| Disposal (redemptions) during the year                       | (3,349)  | (93)    |
| Share of results   | 4.087    | 4,534   |
| Impairment   | (2,397)  |         |
| Dividend received  | (1,092)  | _       |
| Cumulative change in fair value recognised directly in other | (1,00-)  |         |
| comprehensive income   | 75       | 178     |
| Foreign exchange translation adjustment                      | 420      | (2,981) |
|  |          |         |
| Carrying amount at 31 December                               | 25,496   | 67,354  |
|  |          |         |

<sup>\*</sup> includes goodwill of KD 1,450 thousand.





<sup>\*\*</sup> During the year, the parent company has obtained control over KGH through majority representation on its Board of Directors. As a result, KGH has become a subsidiary of the group effective 21 November 2011.(Note 9).

<sup>\*\*\*</sup>This company became subsidiary by virtue of KGH becoming subsidiary of the group (Note 2 and 9).

#### *شُرِكِذُ الساحبِ للسخميَّة والاست*ثقار شم.ك(متنلذ) COAST INVESTMENT & DEVELOPMENT CO K.S.C (CLOSED)

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### **INVESTMENT IN ASSOCIATES (continued)**

Investment in an associate with a carrying value of KD 4,871 thousand (31 December 2010: KD 6,167 thousand) has a fair value of KD 4,220 thousand (31 December 2010: KD 4,292 thousand) determined based on market bid price. Investment in an associate with a carrying value of KD 13,721 thousand (31 December 2010: KD 20,234 thousand) has fair value of KD 13,721 thousand, which represents the fair value determined based on net asset value of the associate.

As at the reporting date, the parent company performed an impairment test on its investments in associates which resulted in the recognition of impairment loss of KD 2,397 thousand (2010: KD nil) in the consolidated income statement. The management believe that there is no objective evidence or circumstances that indicate any further impairment in the value of its investments in associates and that there is no need to recognise any additional impairment.

The following table illustrates the summarised financial information of the group's investment in associates:

|   | 2011<br>KD '000   | 2010<br>KD '000    |
|---|-------------------|--------------------|
| Share of assets<br>Share of liabilities | 24,705<br>(2,996) | 83,243<br>(23,523) |
| Share of net assets                     | 21,709            | 59,720             |
| Share of results for the year           | 4,087             | 4,534              |

The carrying amount of the investment in associates includes goodwill of KD 3,787 thousand after impairment (31 December 2010: KD 7,634 thousand).

#### FINANCIAL ASSETS AVAILBLE FOR SALE

|  | 2011<br>KD '000 | 2010<br>KD '000  |
|--|-----------------|------------------|
| Quoted investments<br>Unquoted investments | 9,327<br>15,975 | 17,584<br>17,612 |
|  | 25,302          | 35,196           |

Unquoted investments include investments in private equity funds amounting to KD 7,623 thousand (31 December 2010: KD 7,436 thousand) which are carried at net asset values as reported by the investment managers. Due to the nature of these investments, the net asset values reported by the investment managers represent the best estimate of fair values available for these investments.

At 31 December 2011, certain unquoted investments available for sale amounting to KD 8,297 thousand (31 December 2010: KD 10,120 thousand) are carried at cost due to the unavailability of reliable measures of their fair values.



#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### FINANCIAL ASSETS AVAILBLE FOR SALE (continued)

Management has performed a review of investments to assess whether impairment has occurred in the value of these investments. Based on specific information, management has recorded impairment loss of KD 4,925 thousand (31 December 2010: KD 430 thousand) in the consolidated income statement for the year in respect of investments available for sale. Based on the latest available financial information, management is of the view that no further impairment is required as at 31December 2011 in respect of these investments.

During the year, the group earned dividend income of KD 2,041 thousand (31 December 2010: KD 1,790 thousand) on financial assets available for sale.

#### **ACCOUNTS RECEIVABLE AND OTHER ASSETS**

|   | 2011<br>KD '000                      | 2010<br>KD '000                           |
|---|--------------------------------------|---|
| Trade accounts receivable - Non current - Current   | 893<br>15,385                        | 2,754                                     |
| Receivable from sale of an asset to an associate Advances and prepayments Accrued income VAT receivables Other assets | 16,278<br>135<br>352<br>665<br>4,692 | 2,754<br>10,454<br>-<br>488<br>-<br>1,040 |
|   | 22,122                               | 14,736                                    |

Non-current trade accounts receivable are discounted using an average interest rate of 1.7% (31 December 2010: KD nil). The carrying amount therefore corresponds to the fair value.

As at 31 December 2011, trade accounts receivable at nominal value of KD 1,247 thousand (31 December 2010: KD 274 thousand) were impaired and provided for to the extent of KD 1,247 thousand (31 December 2010: KD 274 thousand). Movement in the allowance for impairment of trade accounts receivable is as follows:

|  | Individually<br>impaired<br>KD 000's | Collectively<br>impaired<br>KD 000's | Total<br>KD 000's |
|--|--------------------------------------|--------------------------------------|-------------------|
| As at 31 December 2010                 | 140                                  | 134                                  | 274               |
| Arising on acquisition of subsidiaries | 1,222                                | -                                    | 1,222             |
| Charge for the year                    | 155                                  | 32                                   | 187               |
| Write back for the year                | (294)                                | (108)                                | (402)             |
| Exchange adjustment                    | (34)                                 | · -                                  | (34)              |
| As at 31 December 2011                 | 1,189                                | 58                                   | 1,247             |
|  |                                      |                                      |                   |





#### 14 ACCOUNTS RECEIVABLE AND OTHER ASSETS (continued)

As at 31 December, the ageing of unimpaired trade accounts receivable is as follows:

|      |                  | Past due but not impaired |               |           |          |  |
|------|------------------|---------------------------|---------------|-----------|----------|--|
|      | Neither past due |                           |               | _         |          |  |
|      | nor impaired     | < 30 days                 | 30 to 90 days | > 90 days | Total    |  |
|      | KD '000          | KD '000                   | KD '000       | KD '000   | KD 000's |  |
| 2011 | 9,489            | 1,227                     | 2,274         | 3,288     | 16,278   |  |
| 2010 | 774              | -                         | · -           | 1,980     | 2,754    |  |

Unimpaired trade accounts receivable are expected, on the basis of past experience, to be fully recoverable.

#### 15 DEFERRED TAX ASSETS

Deferred tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes relate to the same fiscal authority.

|  | 2011<br>KD '000        | 2010<br>KD '000 |
|--|------------------------|-----------------|
| Deferred tax assets Offset with deferred tax liabilities   | 6,592<br>(3,816)       | -               |
|  | 2,776                  |                 |
| Deferred tax liabilities Offset with deferred tax assets   | 5,228<br>(3,816)       | -               |
|  | 1,412                  | -               |
| Net deferred tax assets  | 1,364                  | -               |
| The movement in net deferred tax assets is as follows:   |                        |                 |
|  | 2011<br>KD '000        | 2010<br>KD '000 |
| At 31 December 2010 Arising on acquisition of subsidiaries Foreign currency adjustment Expense for the year (Note 7) | 2,041<br>(48)<br>(629) | -<br>-<br>-     |
| At 31 December 2011  | 1,364                  |                 |





## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### 16 FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT OR LOSS

|                               | 2011<br>KD '000 | 2010<br>KD '000 |
|-------------------------------|-----------------|-----------------|
| Held for trading:             |                 |                 |
| Local securities - quoted     | 4,084           | 20,533          |
| Designated:                   |                 |                 |
| Local unquoted securities     | 2               | 2               |
| Local unquoted mutual funds   | 1,096           | 1,346           |
| Foreign unquoted mutual funds | 264             | 535             |
| Foreign quoted securities     | 2               | 115             |
|                               | 1,364           | 1,998           |
|                               | 5,448           | 22,531          |

The mutual fund investments are carried at net asset value provided by the fund manager. Due to the nature of these investments, the net asset value provided by the fund manager represents the best estimate of fair value available for these investments.

During the year the group earned dividend of KD 975 thousand (31 December 2010: KD 1,130 thousand) on financial assets at fair value through profit or loss.

#### 17 INVENTORIES

|  | 2011<br>KD '000   | 2010<br>KD '000 |
|--|-------------------|-----------------|
| Daw materials, somewhat and symplics                           |                   |                 |
| Raw materials, consumables and supplies Work in progress       | 9,918<br>6,316    | -               |
| Finished goods Transfer as a result of PPA exercise (Note 11)* | 8,760<br>7,687    | -               |
| Transier as a result of the exercise (Note 11)                 |                   |                 |
| Inventories arising from PPA consumed during the period        | 32,681<br>(7,687) | -               |
| inventories ansing from FFA consumed during the period         | (7,687)           |                 |
|  | 24,994            | -               |
|  |                   |                 |

<sup>\*</sup> Includes non-controlling interest share of increase in fair value as a result of PPA exercise amounting to KD 2,731 thousand.

The amount of write-down of inventories recognised as an expenses is KD 86 thousand (31 December 2010: KD Nil) which is recognised in cost of inventories.



#### At 01 December 2011

#### 18 CASH AND CASH EQUIVALENTS

For the purpose of the consolidated statement of cash flows, cash and cash equivalents include the following balances in the consolidated statement of financial position:

|   | 2011<br>KD '000        | 2010<br>KD '000         |
|---|------------------------|-------------------------|
| Cash and bank balances Money at call and short notice Bank overdrafts             | 21,445<br>4,834<br>(4) | 650<br>2,349<br>(1,159) |
| Cash and cash equivalents for the purpose of consolidated statement of cash flows | 26,275                 | 1,840                   |

The money at call and short notice represents deposits placed with reputed local and international financial institutions. These deposits yields interest at an average rate of 0.69% per annum (31 December 2010: 0.81% per annum) and mature within one month from the date of deposit.

#### 19 SHARE CAPITAL

#### Share capital

Authorised, issued and paid-up capital consists of 625,293,152 shares (2010: 625,293,152 shares) of 100 fils per share (2010: 100 fils per share), which are fully paid up in cash.

#### Statutory reserve

In accordance with the Law of Commercial Companies, no transfer has been made to statutory reserve since previously incurred losses have not yet been fully recovered. The statutory reserve is not available for distribution except in certain circumstances stipulated by Law.

#### **Voluntary reserve**

In accordance with the company's Articles of Association, 10% of the profit for the year attributable to shareholders of the parent company before NLST and Zakat is transferred to voluntary reserve. Such annual transfers may be discontinued by a resolution of the parent company's annual general meeting upon a recommendation by the Board of Directors. Voluntary reserve is available for distribution. No transfer has been made by the company during the year since previously incurred losses have not yet been fully recovered. There is no restriction on distribution of this reserve.

#### **Treasury shares**

|  | 2011<br>KD '000      | 2010<br>KD '000     |
|--|----------------------|---------------------|
| Number of shares Percentage of issued shares | 62,963,268<br>10.07% | 62,463,268<br>9.99% |
| Market value (KD '000)                       | 3,337                | 7,496               |

Reserves equivalent to the cost of the treasury shares held are not available for distribution.

As at 31 December 2011, the number of treasury shares has exceeded the threshold limit of 10% the total issued and paid up shares. Based on the regulatory requirements, the parent company is awaiting for the resolution in the upcoming Annual General Assembly meeting of the shareholders for the disposal of additional treasury shares so as to comply with the regulatory requirements relating to treasury shares.



NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### 19 SHARE CAPITAL (continued)

#### Dividend

The Board of Directors has recommended neither a cash dividend nor bonus shares (31 December 2010: Nil) for the year ended 31 December 2011. This is subject to being approved by the shareholders' in the annual general assembly meeting.

#### 20 BORROWINGS

|                      | Non-Cu  | <u>urrent</u> | <u>Curre</u> | <u>nt</u> | <u>Tota</u> | <u>/</u> |
|----------------------|---------|---------------|--------------|-----------|-------------|----------|
|                      | 2011    | 2010          | 2011         | 2010      | 2011        | 2010     |
|                      | KD '000 | KD '000       | KD '000      | KD '000   | KD '000     | KD '000  |
| Unsecured bank loans | 30,982  | 30,460        | 33,140       | 49,995    | 64,122      | 80,455   |
| Secured bank loans   | 1,179   | -             | 12,143       | 2,483     | 13,322      | 2,483    |
|                      | 32,161  | 30,460        | 45,283       | 52,478    | 77,444      | 82,938   |
|                      |         |               |              |           |             |          |

A local bank has given a letter of guarantee against a loan payable to a foreign bank on behalf of the group against the borrowing of KD 2,635 thousand (31 December 2010: KD 2,483 thousand).

Inventories with a carrying value of KD 10,687 thousand (31 December 2010: KD nil) are mortgaged as security against bank loan amounting to KD 10,687 thousand (31 December 2010: KD nil)

There were no violations of the terms and conditions of loan contracts and no cases of default in the current year.

| Currency           | Effective<br>interest rate<br>% | Security                                   | 2011<br>KD '000 | 2010<br>KD '000 |
|--------------------|---------------------------------|--|-----------------|-----------------|
| KD<br>U.S. Dollars | 5 – 6<br>5 – 5.25               | Unsecured<br>Secured (letter of guarantee) | 62,451<br>2,465 | 79,050<br>2,483 |
| U.S. Dollars       | 2.75 – 3.02                     | Unsecured                                  | 2,403<br>892    | 1,405           |
| Euro               | 3.8                             | Unsecured                                  | 779             | -               |
| Euro               | 5.25                            | Secured (inventory)                        | 10,687          | -               |
| Other currencies   | 6.13                            | Secured (letter of                         | •               |                 |
|                    |                                 | guarantee)                                 | 170             | -               |
|                    |                                 |  | 77,444          | 82,938          |
|                    |                                 |  |                 |                 |





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## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### 21 END OF SERVICE BENEFITS

| 2011    | 2010                                 |
|---------|--------------------------------------|
| KD '000 | KD '000                              |
|         |                                      |
|         |                                      |
| 877     | 741                                  |
| 13,070  | -                                    |
| 168     | 155                                  |
| (977)   | (19)                                 |
| 521     | -                                    |
| 13,659  | 877                                  |
|         | 877<br>13,070<br>168<br>(977)<br>521 |

As a result of the acquisition of KGH group during the year (Note 9), the group has assumed responsibility for defined benefit plans for the employees of KGH group. As at the reporting date the status of the plan was as follows:

|   | 2011    | 2010    |
|---|---------|---------|
|   | KD '000 | KD '000 |
| Present value of the defined benefit obligation | 15,895  | -       |
| Fair value of the plan assets                   | (2,113) | -       |
| Carrying amount of unfunded obligations         | 13,782  |         |
| Unrealised actuarial gains                      | (1,005) | -       |
|   | 12,777  |         |
|   |         |         |

#### 22 ACCOUNTS PAYABLE AND OTHER LIABILITIES

|                   | 2011<br>KD '000 | 2010<br>KD '000 |
|-------------------|-----------------|-----------------|
| Trade payables    | 21,174          | -               |
| Promissory notes  | 7,488           | -               |
| Dividend payable  | 234             | 236             |
| Other liabilities | 6,331           | 1,622           |
|                   | 35,227          | 1,858           |
|                   |                 |                 |

The entire trade payables are of a short-term nature. The carrying amounts of the liabilities largely correspond to the fair values.

Non-current portion amounting to KD 11,420 thousand includes promissory notes amounting to KD 7,488 thousand and other liabilities amounting to KD 3,932 thousand. Since the liabilities carry floating interest rates the carrying value represents the fair value as at the reporting date.





NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### 23 RELATED PARTY TRANSACTIONS

These represent transactions with related parties, i.e. major shareholders, associates, directors and key management personnel of the group, and entities controlled, jointly controlled or significantly influenced by such parties. All related party transactions are carried out on terms approved by the parent company's management.

The related party balances and transactions included in the consolidated financial statements are as follows:

|   | Associates<br>KD '000 | Others<br>KD '000 | 2011<br>KD '000 | 2010<br>KD '000 |
|---|-----------------------|-------------------|-----------------|-----------------|
| Consolidated statement of financial position    | 112 000               |                   |                 |                 |
| Receivable from sale of an asset to an          |                       |                   |                 |                 |
| associate                                       | _                     | _                 | _               | 10.454          |
| Accrued income                                  | -                     | -                 | -               | 150             |
| Due to related parties- non-current liabilities | -                     | 2,897             | 2,897           | -               |
| Due to related parties - current liabilities    | -                     | 8,630             | 8,630           | -               |
| Consolidated income statement                   |                       |                   |                 |                 |
| Management fees                                 | 499                   | -                 | 499             | 578             |
| Interest income                                 | -                     | -                 | -               | 477             |
| Interest expenses                               | -                     | -                 | -               | -               |
| Incentive fee                                   | 1,581                 | -                 | 1,581           | -               |

#### **Key management compensation**

The remuneration of key management personnel of the group during the year was as follows:

|    |                                    | 2011<br>KD '000 | 2010<br>KD '000 |
|----|------------------------------------|-----------------|-----------------|
|    | Salaries and short-term benefits   | 356             | 303             |
|    | Employees' end of service benefits | 169             | 31              |
|    |                                    | 525             | 334             |
| 24 | OTHER ACCRUALS                     |                 |                 |
|    |                                    | 2011            | 2010            |
|    |                                    | KD '000         | KD '000         |
|    | Other personnel accruals*          | 1,462           | -               |
|    | Warranties                         | 1,826           | -               |
|    | Machine installation outstanding   | 656             | -               |
|    | Other accruals**                   | 3,360           | 933             |
|    |                                    | 7,304           | 933             |
|    |                                    |                 |                 |

<sup>\*</sup> The other personnel accrual includes accrual for the early retirement scheme amounting to KD 1,279 thousand (31 December 2010: KD nil).



<sup>\*\*</sup> Other accruals include tax accruals amounting to KD 1,975 thousand (31 December 2010: KD nil) recorded by the foreign subsidiaries with respect to the accruals for corporation profits tax and trade tax.

#### 25 FIDUCIARY ASSETS

Fiduciary assets comprise investments and funds managed by the group on behalf of the clients. As at the reporting date, total fiduciary assets managed by the group amounted to KD 265,114 thousand (31 December 2010: KD 324,520 thousand). Total income earned by the group from the fiduciary activities amounted to KD 869 thousand (31 December 2010: KD 940 thousand).

#### 26 COMMITMENTS AND CONTINGENT LIABILITIES

At the reporting date, the group had capital commitments of KD 2,287 thousand (31 December 2010: KD 13,163 thousand) towards purchase of investments. Further the group had commitments on machines sold to external parties aggregating to KD 607 thousand (31 December 2010: KD nil) extending beyond one accounting period. The amount of capital commitment may be reduced by participation of other investors.

| 2011<br>KD '000 | 2010<br>KD '000   |
|-----------------|-------------------|
|                 |                   |
|                 |                   |
| 684             | -                 |
| 776             | -                 |
| 126             | -                 |
|                 |                   |
| 1,586           | -                 |
|                 | 684<br>776<br>126 |

#### **Contingent liabilities:**

As at 31 December 2011, the group also had contingent liabilities in respect of warranty agreements amounting to KD 143 thousand (31 December 2010: KD Nil) from which it is anticipated that no material liabilities will arise.

#### 27 SEGMENT INFORMATION

For management purposes, the group is organised into three main business segments based on internal reporting provided to the chief operating decision maker:

Manufacturing wood processing equipment - represents group's activities in manufacturing equipments for wood processing and other related services.

Investments - represents group's investment activities and other related services.

Others - represents other activities undertaken by the group which includes management consultancy services and cleaning of heat exchangers.

Management monitors the operating results of its segments separately for the purpose of making decisions about resource allocation and performance assessment. Segment performance is evaluated based on a gross profit or loss for wood processing and others segments and return on investment for investment segment.



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### 27 SEGMENT INFORMATION (continued)

| Year ended 31 December 2011                            | Manufacturing<br>of wood<br>processing<br>equipment<br>KD 000's | Investments<br>KD 000's | Others<br>KD<br>000's | Adjustments<br>and<br>eliminations<br>KD 000's | Consolidated<br>KD 000's    |
|--|---|-------------------------|-----------------------|--|-----------------------------|
| Revenue  |   |                         |                       |  |                             |
| Total revenue  | 15,646  | 15,593                  | 224                   |  | 31,463                      |
| Result   |   |                         |                       |  |                             |
| Segment profit   | 5,276   | 15,593                  | 174                   |  | 21,043                      |
| Interest income  | 52  | 93                      | 1                     | -  | 146                         |
| Management fees  | -   | 942                     | -                     | -  | 942                         |
| Other income   | 1,884   | 1,581                   | 45                    | -  | 3,510                       |
| General and administrative                             |   |                         |                       |  |                             |
| expenses   | (7,157)   | (1,258)                 | (207)                 | -  | (8,622)                     |
| Finance costs  | (122)   | (4,078)                 | -                     | -  | (4,200)                     |
| Depreciation and amortisation                          | (871)   | (669)                   | (31)                  | -  | (1,571)                     |
| Impairment loss on financial assets available for sale | _   | (4,925)                 | _                     | _  | (4,925)                     |
| Impairment loss on investment                          |   | (4,923)                 |                       |  | (4,323)                     |
| in associates  | -   | (2,397)                 | -                     | -  | (2,397)                     |
|  |   |                         |                       |  |                             |
| Profit before taxation                                 |   |                         |                       |  | 3,926                       |
| Taxation   |   |                         |                       |  | (1,112)                     |
| Profit for the year                                    |   |                         |                       |  | 2,814                       |
| Total assets   | 154,943   | 95,820                  | 2,579                 | -  | <del>=====</del><br>253,342 |
| Total liabilities                                      | 71,752  | 73,586                  | 1,239                 |  | <del>=====</del><br>146,577 |
| Total Hazimioo   | ====  | ====                    | =====                 |  | ====                        |
| Other segmental information:                           |   |                         |                       |  |                             |
| Capital expenditure                                    | 29,412  | -                       | 384                   | -  | 29,796                      |
| Investment in associates                               | ,<br>-  | 25,496                  | -                     | -  | 25,496                      |
| Goodwill   | 30,561  | -                       | -                     | -  | 30,561                      |
| Other intangible assets                                | 59,769  | -                       | 966                   | -  | 60,735                      |
| Share of result of associate                           | -   | 4,087                   | -                     | -  | 4,087                       |
|  |   |                         |                       |  |                             |



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## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### 27 SEGMENT INFORMATION (continued)

|                               | Manufacturing<br>and wood |             |          | Adjustments<br>and |              |
|-------------------------------|---------------------------|-------------|----------|--------------------|--------------|
| Year ended 31 December 2010   | processing                | Investments | Others   | eliminations       | Consolidated |
|                               | KD 000's                  | KD 000's    | KD 000's | KD 000's           | KD 000's     |
| Revenue                       |                           |             |          |                    |              |
| Total revenue                 | -                         | 11,102      | -        | -                  | 11,102       |
|                               |                           |             |          |                    |              |
| Result                        |                           |             |          |                    |              |
| Segment profit                | -                         | 11,102      | -        | -                  | 11,102       |
|                               |                           |             |          |                    |              |
| Interest income               | -                         | 754         | -        | -                  | 754          |
| Management fees               | -                         | 1,021       | -        | -                  | 1,021        |
| Other income                  | -                         | 7           | 3        | -                  | 10           |
| General and administrative    |                           |             |          |                    |              |
| expenses                      | -                         | (1,564)     | (98)     | -                  | (1,662)      |
| Finance costs                 | -                         | (4,882)     | -        | -                  | (4,882)      |
| Depreciation and amortisation | -                         | (40)        | (1)      | -                  | (41)         |
| Impairment loss on financial  |                           |             |          |                    |              |
| assets available for sale     | -                         | (430)       | -        | -                  | (430)        |
|                               |                           |             |          |                    |              |
| Profit before taxation        |                           |             |          |                    | 5,872        |
| Taxation                      |                           |             |          |                    | (72)         |
|                               |                           |             |          |                    |              |
| Profit for the year           |                           |             |          |                    | 5,800        |
| Total assets                  | -                         | 115,079     | 29,022   | -                  | 144,101      |
|                               |                           |             |          |                    |              |
| Total liabilities             | -                         | 87,390      | 375      | -                  | 87,765       |
|                               |                           |             |          |                    |              |
| Other segmental information:  |                           |             |          |                    |              |
| Investment in associates      | 67,354                    | -           | -        | -                  | 67,354       |
| Share of result of associate  | -                         | 4,534       | -        | -                  | 4,534        |



#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### 27 SEGMENT INFORMATION (continued)

#### Geographic information

The following tables present information regarding the group's geographical segments:

| Total revenue            | 2011<br>KD 000's | 2010<br>KD 000's |
|--------------------------|------------------|------------------|
| Kuwait                   | 8,268            | 10,672           |
|                          |                  | 10,072           |
| Europe                   | 5,450            | -                |
| United States of America | 3                |                  |
|                          | 13,721           | 10,672           |
|                          | 2011             | 2010             |
|                          | KD 000's         | KD 000's         |
| Non-current assets       |                  |                  |
| Kuwait                   | 41,904           | 83,387           |
| Middle-East              | 199              | 295              |
| Europe                   | 130,906          | 17,169           |
| United States of America | 2,383            | 2,984            |
|                          | 175,392          | 103,835          |
|                          |                  |                  |





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NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### 28 MATURITY ANALYSIS OF ASSETS AND LIABILITIES

The table below summarises the maturity profile of the group's assets and liabilities. The maturities of assets and liabilities have been determined based on contractual maturity except for financial assets at fair value through statement of income, financial assets available for sale, investment in associates, investment property, and property and equipment which are based on management's estimate of liquidation / settlement of those financial assets.

The maturity profile of assets and liabilities at 31 December are as follows:

|   | 0-3<br>months<br>KD | 3-12<br>months<br>KD | Total<br>less than<br>1 year<br>KD | More than<br>1 year<br>KD | Total<br>KD      |
|---|---------------------|----------------------|------------------------------------|---------------------------|------------------|
| 2011<br>ASSETS                                  |                     |                      |                                    |                           |                  |
| Cash and bank balances                          | 21,445              | _                    | 21,445                             | _                         | 21,445           |
| Money at call and short notice                  | 4,834               | -                    | 4,834                              | -                         | 4,834            |
| Financial assets at fair value through profit   |                     |                      |                                    |                           |                  |
| or loss   | -                   | 5,448                | 5,448                              | -                         | 5,448            |
| Inventories                                     | 19,248              | 5,746                | 24,994                             | -                         | 24,994           |
| Accounts receivable and other assets            | 441                 | 20,788               | 21,229                             | 893                       | 22,122           |
| Financial assets available for sale             | -                   | -                    | -                                  | 25,302                    | 25,302           |
| Deferred tax assets                             | -                   | -                    | -                                  | 2,776                     | 2,776            |
| Investment in associates                        | -                   | -                    | -                                  | 25,496                    | 25,496           |
| Investment property                             | -                   | -                    | -                                  | 140                       | 140              |
| Goodwill  | -                   | -                    | -                                  | 30,561                    | 30,561           |
| Intangible assets Property, plant and equipment | -                   | -                    | -                                  | 59,670<br>30,554          | 59,670<br>30,554 |
| r roperty, plant and equipment                  |                     |                      |                                    |                           |                  |
|   | 45,968              | 31,982               | 77,950                             | 175,392                   | 253,342          |
| LIABILITIES                                     |                     |                      |                                    |                           |                  |
| Bank overdrafts                                 | 4                   | -                    | 4                                  | -                         | 4                |
| Accounts payable and other liabilities          | 80                  | 23,727               | 23,807                             | 11,420                    | 35,227           |
| Deferred tax liabilities                        | -                   | -                    | -                                  | 1,412                     | 1,412            |
| Other accruals                                  | 263                 | 5,358                | 5,621                              | 1,683                     | 7,304            |
| End of service benefits                         | -                   | -                    | -                                  | 13,659                    | 13,659           |
| Amount due to related parties                   | -                   | 8,630                | 8,630                              | 2,897                     | 11,527           |
| Borrowings                                      | 22,052              | 23,231               | 45,283                             | 32,161                    | 77,444           |
|   | 22,399              | 60,946               | 83,345                             | 63,232                    | 146,577          |
|   |                     |                      |                                    |                           |                  |
| Liquidity gap                                   | 23,569              | (28,964)<br>=====    | (5,395)                            | 112,160                   | 106,765          |



NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### 28 MATURITY ANALYSIS OF ASSETS AND LIABILITIES (continued)

|   | 0-3<br>months<br>KD | 3-12<br>months<br>KD | Total<br>Less<br>than 1<br>year<br>KD | More<br>than 1<br>year<br>KD | Total<br>KD |
|---|---------------------|----------------------|---------------------------------------|------------------------------|-------------|
| 2010  |                     |                      |                                       |                              |             |
| ASSETS Cash and bank balances                 | 650                 | _                    | 650                                   | _                            | 650         |
| Money at call and short notice                | 2,349               | _                    | 2,349                                 | _                            | 2,349       |
| Financial assets at fair value through profit | _,0.0               |                      | _,0.0                                 |                              | _,0 .0      |
| or Loss                                       | -                   | 22,531               | 22,531                                | -                            | 22,531      |
| Accounts receivable and other assets          | 3,083               | 11,653               | 14,736                                | -                            | 14,736      |
| Financial assets available for sale           | -                   | -                    | -                                     | 35,196                       | 35,196      |
| Investment in associates                      | -                   | -                    | -                                     | 67,354                       | 67,354      |
| Investment property                           | -                   | -                    | -                                     | 140                          | 140         |
| Property, plant and equipment                 |                     |                      |                                       | 1,145                        | 1,145       |
|   | 6,082               | 34,184               | 40,266                                | 103,835                      | 144,101     |
| LIABILITIES                                   |                     |                      |                                       |                              |             |
| Bank overdrafts                               | 1,159               | -                    | 1,159                                 | _                            | 1,159       |
| Accounts payable and other liabilities        | 448                 | 2,343                | 2,791                                 | -                            | 2,791       |
| End of service benefits                       | -                   | -                    | -                                     | 877                          | 877         |
| Borrowings                                    | 9,695               | 42,783               | 52,478                                | 30,460                       | 82,938      |
|   | 11,302              | 45,126               | 56,428                                | 31,337                       | 87,765      |
|   |                     |                      |                                       |                              |             |
| Liquidity gap                                 | /F 220\             | (10.042)             | (16.160)                              | 72.400                       |             |
| Liquidity gap                                 | (5,220)             | (10,942)             | (16,162)                              | 72,498                       | 56,336      |

#### 29 FAIR VALUE OF FINANCIAL INSTRUMENTS

Financial instruments comprise of financial assets and financial liabilities.

For financial assets and financial liabilities that are liquid or having a short-term maturity (less than three months), the carrying amount approximates their fair value. The fair values of financial instruments, with the exception of certain financial assets available for sale carried at cost (Note 13), are not materially different from their carrying values.

The methodologies and assumptions used to determine fair values of financial instruments is described in fair value section of note 2.



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## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

At 31 December 2011

#### 29 FAIR VALUE OF FINANCIAL INSTRUMENTS (continued)

#### Fair value hierarchy

The group uses the following hierarchy for determining and disclosing the fair values of financial instruments by valuation technique:

Level 1: quoted (unadjusted) prices in an active market for identical assets and liabilities;

Level 2: other techniques for which all inputs which have a significant effect on the recorded fair value are observable, either directly or indirectly; and

Level 3: other techniques which use inputs which have a significant effect on the recorded fair value are not based on observable market data.

The following table shows an analysis of financial instruments recorded at fair value by level of the fair value hierarchy:

| Automate   Automate | 31 December 2011                                       | Level: 1<br>KD 000's | Level: 2<br>KD 000's | Total<br>KD 000's |
|---|--|----------------------|----------------------|-------------------|
| Unquoted mutual funds   | Quoted investments                                     | 4,086                | - 2                  |                   |
| Financial assets available for sale:         9,327         -         9,327           Unquoted investments         9,327         7,678         7,678           9,327         7,678         17,005           Financial assets at fair value         -         54         54           Forward foreign exchange contracts         -         54         54           -         54         54           31 December 2010         KD 000's         KD 000's         KD 000's           Financial assets at fair value through profit or loss:         Quoted investments         20,648         -         20,648           Unquoted investments         -         2         2         2           Unquoted mutual funds         -         1,881         1,881           Financial assets available for sale:         Quoted investments         -         17,584           Unquoted investments         -         7,492         7,492           Augusted investments         -         7,492         7,492  |  |                      |                      | _                 |
| Quoted investments         9,327         -         9,327           Inducted investments         9,327         7,678         7,678           Financial assets at fair value         Forward foreign exchange contracts           Forward foreign exchange contracts         -         54         54           Level: 1         Level: 2         Total           XD 000's         XD 000's         XD 000's         XD 000's           Financial assets at fair value through profit or loss:         Quoted investments         20,648         -         20,648           Unquoted investments         -         2         2         2           Unquoted mutual funds         -         1,881         1,881           Financial assets available for sale:         Quoted investments         17,584         -         17,584           Quoted investments         -         7,492         7,492           Prinancial assets available for sale:         -         7,492         7,492  |  | 4,086                | 1,362                | 5,448             |
| Financial assets at fair value   Forward foreign exchange contracts   - 54   54   54  | Quoted investments                                     | 9,327                | 7,678                |                   |
| Forward foreign exchange contracts  - 54  - 54  - 54  - 54  31 December 2010  Level: 1 Level: 2 Total KD 000's KD 000's KD 000's KD 000's  Financial assets at fair value through profit or loss: Quoted investments  Quoted investments  10,648  - 20,648  Unquoted investments  20,648  - 1,881  1,881  20,648  1,883  22,531  Financial assets available for sale: Quoted investments  17,584 Unquoted investments  - 7,492  7,492   |  | 9,327                | 7,678                | 17,005            |
| Level: 1   Level: 2   Total   KD 000's   KD 000's   KD 000's   KD 000's   |  |                      |                      |                   |
| Level: 1   Level: 2   Total   | Forward foreign exchange contracts                     |                      | 54                   | 54                |
| 31 December 2010         KD 000's         KD 000's         KD 000's           Financial assets at fair value through profit or loss:           Quoted investments         20,648         -         20,648           Unquoted investments         -         2         2           Unquoted mutual funds         -         1,881         1,881           20,648         1,883         22,531           Financial assets available for sale:           Quoted investments         17,584         -         17,584           Unquoted investments         -         7,492         7,492   |  | -                    | 54<br>               | <u>54</u>         |
| Quoted investments       20,648       -       20,648         Unquoted investments       -       2       2         Unquoted mutual funds       -       1,881       1,881         20,648       1,883       22,531         Financial assets available for sale:         Quoted investments       17,584       -       17,584         Unquoted investments       -       7,492       7,492  | 31 December 2010                                       |                      |                      |                   |
| Quoted investments       20,648       -       20,648         Unquoted investments       -       2       2         Unquoted mutual funds       -       1,881       1,881         20,648       1,883       22,531         Financial assets available for sale:         Quoted investments       17,584       -       17,584         Unquoted investments       -       7,492       7,492  | Financial assets at fair value through profit or loss: |                      |                      |                   |
| Unquoted mutual funds  - 1,881 1,881  20,648 1,883 22,531  Financial assets available for sale:  Quoted investments 17,584 Unquoted investments - 7,492 7,492   | Quoted investments                                     | 20,648               | -                    |                   |
| Financial assets available for sale: Quoted investments 17,584 Unquoted investments - 7,492 7,492   |  | -                    |                      |                   |
| Quoted investments       17,584       -       17,584         Unquoted investments       -       7,492       7,492         -       -       -       -   |  | 20,648               | 1,883                | 22,531            |
| 17,584 7,492 25,076   | Quoted investments                                     | 17,584               | 7,492                |                   |
|   |  | 17,584               | 7,492                | 25,076            |

During the year ended 31 December 2011, there were no transfers between Level 1 and Level 2 fair value measurements.



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### 30 DERIVATIVES

In the ordinary course of business the group enters into various types of transactions that involve financial instruments. A derivative financial instrument is a financial contract between two parties where payments are dependent upon movements in price in one or more underlying financial instrument, reference rate or index. Derivative financial instruments traded by the group are forward foreign exchange contracts.

#### Forward foreign exchange contracts

Forward foreign exchange contracts are contractual agreements to either buy or sell a specified currency, at a specific price and date in the future, and are customised contracts transacted in the over-the-counter market.

The table below shows the fair values of derivative financial instruments, which are equivalent to the market values, together with the notional amounts. The notional amount is the amount of a derivative's underlying asset, reference rate or index and is the basis upon which changes in the value of derivatives are measured. The notional amounts indicate the volume of transactions outstanding at year end and are not indicative of the credit risk.

#### 2011

|                                    | Positive<br>fair<br>value | Negative<br>fair<br>value | Notional amount           |                         |  |
|------------------------------------|---------------------------|---------------------------|---------------------------|-------------------------|--|
|                                    | KD 000's                  | KD 000's                  | Upto 3 months<br>KD 000's | 3-12 months<br>KD 000's |  |
| Forward foreign exchange contracts | -                         | 54                        | 568                       | 30                      |  |
|                                    | -                         | 54                        | 568                       | 30                      |  |

#### 31 RISK MANAGEMENT

Risk is inherent in the group's activities but it is managed through a process of ongoing identification, measurement and monitoring, subject to risk limits and other controls. This process of risk management is critical to the group's continuing profitability and each individual within the group is accountable for the risk exposures relating to his or her responsibilities.

The group's risk management is carried out by investment and management committee and focuses on actively securing the group's short to medium term cash flows by minimizing the potential adverse effects on the group's financial performance through internal risk reports. The parent company's board of directors are ultimately responsible for the overall risk management and for approving risk strategies and principles.

The group is exposed to credit risk, liquidity risk, market risk, prepayment risk and operational risk. Market risk is subdivided into interest rate risk, foreign currency risk and equity price risk. The independent risk control process does not include business risks such as changes in the environment, technology and industry. They are monitored through the group's strategic planning process. There is no change in the risk management objectives and policies as compared to previous year.

#### 31.1 CREDIT RISK

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss. The group's credit policy and exposure to credit risk is monitored on an ongoing basis. The group seeks to avoid undue concentrations of risks with individuals or groups of customers in specific locations or business through diversification of operating activities.

With respect to credit risk arising from the other financial assets of the group, which comprise bank balances and other assets, the group's exposure to credit risk arises from default of the counterparty, with a maximum exposure equal to the carrying amount of these instruments.



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NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### 31 RISK MANAGEMENT (continued)

#### 31.1 CREDIT RISK (continued)

#### Maximum exposure to credit risk

The group's exposure to credit risk arises from default of the counterparty, with a maximum exposure equal to the carrying amount of these financial instruments. Where financial instruments are recorded at fair value, it represents the current maximum credit risk exposure but not the maximum risk exposure that could arise in the future as a result of changes in values. The group bears credit risk on bank balances and accounts receivables.

The group seeks to limit its credit risk with respect to banks by only dealing with reputable banks, and with respect to customers by monitoring outstanding receivables on an on-going basis. Derivative financial instrument contracts are only made with banks and financial institutions with a good credit rating.

The maximum credit exposure to a single counter party is KD 2,000 thousand (2010: KD 10,454 thousand) net of collateral or other credit enhancements.

The group's exposure to credit risk is limited to the carrying amounts of the following financial assets at the reporting date:

|  | 2011<br>KD '000           | 2010<br>KD '000        |
|--|---------------------------|------------------------|
| Bank balances Money at call and short notice Accounts receivables and other assets | 21,444<br>4,834<br>22,122 | 650<br>2,349<br>14,736 |
| Gross maximum credit exposure  | 48,400                    | 17,735                 |

#### Risk concentration of maximum exposure to credit risk

Concentrations arise when a number of counterparties are engaged in similar business activities, or activities in the same geographic region, or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economic, political or other conditions. Concentrations indicate the relative sensitivity of the group's performance to developments affecting a particular industry or geographic location.





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#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### 31 RISK MANAGEMENT (continued) 31.1 CREDIT RISK (continued)

Risk concentration of maximum exposure to credit risk (continued)

The group's gross maximum exposure to credit risk, before taking into account any collateral held or credit enhancements, can be analysed by the geographical regions and industry sectors as follows:

| 31 December 2011  | Kuwait<br>and other<br>Middle East<br>countries<br>KD '000 | USA<br>KD '000          | Europe<br>KD '000 | Total<br>KD '000 |
|---|--|-------------------------|-------------------|------------------|
| Bank balances   | 977  | -                       | 20,467            | 21,444           |
| Money at call and short notice                                      | 4,563  | 11                      | 260               | 4,834            |
| Accounts receivable and other assets                                | 2,201  | 308                     | 19,613            | 22,122           |
|   | 7,741  | 319                     | 40,340            | 48,400           |
|   | Kuwait and   |                         |                   |                  |
|   | other Middle   |                         |                   |                  |
| 31 December 2010  | East countries   | USA                     | Europe            | Total            |
|   | KD '000  | KD '000                 | KD '000           | KD '000          |
| Bank balances   | 641  | 9                       | -                 | 650              |
| Money at call and short notice Accounts receivable and other assets | 2,349<br>14,713  | -                       | 23                | 2,349<br>14,736  |
|   | 17,703   | 9                       | 23                | 17,735           |
|   | =====  | =====                   |                   | =====            |
|   | Trading  | Banks and               |                   |                  |
| 31 December 2011  | and  | financial               | O4h a 112         |                  |
|   | manufacturing<br>KD '000                                   | institutions            | Others<br>KD '000 | Total<br>KD '000 |
|   | KD 000   | KD '000                 | KD 000            | KD 000           |
| Bank balances   | 20,488   | 956                     | -                 | 21,444           |
| Money at call and short notice                                      | 4,600  | 234                     | -                 | 4,834            |
| Accounts receivable and other assets                                | 19,711   | 2,411                   |                   | 22,122           |
|   | 44,799<br>————   | 3,601                   | <del>-</del>      | 48,400           |
|   |  |                         |                   |                  |
|   | Trading and  | Banks and               |                   |                  |
| 31 December 2010  | manufacturing  | financial               | 0,11              | <b>.</b>         |
|   | KD '000  | institutions<br>KD '000 | Others<br>KD '000 | Total<br>KD '000 |
| Bank balances   | -  | 650                     | -                 | 650              |
| Money at call and short notice                                      | -  | 2,349                   | -                 | 2,349            |
| Accounts receivable and other assets                                | 14,607   |                         | 129               | 14,736           |
|   | 14,607   | 2,999                   | 129               | 17,735           |
|   |  |                         |                   |                  |



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NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### 31 RISK MANAGEMENT (continued)

#### 31.1 CREDIT RISK (continued)

#### Collateral and other credit enhancements

The amount and type of collateral required depends on an assessment of the credit risk of the counterparty. Guidelines are implemented regarding the acceptability of types of collateral and valuation parameters. The main types of collateral accepted include quoted shares.

The receivables from financing of future trades by customers are primarily secured by the underlying assets. Management monitors the market value of collateral, requests additional collateral in accordance with the underlying agreement, and monitors the market value of collateral obtained during its review of the adequacy of the allowance for credit losses. The group can sell the collateral in case of default by the customer. The fair value of collateral is disclosed under Note 15.

No collaterals are obtained in respect of other trade accounts receivable.

#### 31.2 LIQUIDITY RISK

Liquidity risk is the risk that the group will be unable to meet its liabilities when they fall due. Liquidity risk can be caused by market disruptions or credit downgrades which may cause certain sources of funding to dry up immediately. To guard against this risk, the parent company's management has diversified funding sources and assets are managed with liquidity in mind, maintaining a healthy balance of cash and cash equivalents, and readily marketable securities.

The table below summarises the analysis of group's financial liabilities based on contractual undiscounted repayment obligations. The liquidity profile of financial liabilities reflects the projected cash flows which includes future interest payments over the life of these financial liabilities.

| Within<br>3 months<br>KD '000 | 3 to 12<br>months<br>KD '000   | Over<br>1 year<br>KD '000   | 2011<br>Total<br>KD '000   |
|-------------------------------|--|---|--|
| 4                             | -  | -   | 4  |
| 80                            | 23,727   | 11,420  | 35,227   |
| 22,623                        | 25,204   | 39,096  | 86,923   |
| -                             | -  | 1,412   | 1,412  |
| -                             | -  | 13,659  | 13,659   |
| -                             | 8,630  | 2,897   | 11,527   |
| 263                           | 5,358  | 1,683   | 7,304  |
| 22,970                        | 62,919   | 70,167  | 156,056  |
| 392                           | 570  | 1,325   | 2,287  |
|                               | 3 months<br>KD '000<br>4<br>80<br>22,623<br>-<br>-<br>263<br>-<br>22,970 | 3 months KD '000  4  80 23,727 22,623 25,204  8,630 263 263 5,358 - 22,970 62,919 | 3 months     months     1 year       KD '000     KD '000     KD '000       4     -     -       80     23,727     11,420       22,623     25,204     39,096       -     -     1,412       -     -     13,659       -     8,630     2,897       263     5,358     1,683       -     -     -       22,970     62,919     70,167 |





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NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### 1 RISK MANAGEMENT (continued) 31.2 LIQUIDITY RISK (continued)

|  | Within                 | 3 to 12    | Over    | 2010    |
|--|------------------------|------------|---------|---------|
|  | 3 months               | months     | 1 year  | Total   |
| 31 December 2010                       | KD '000                | KD '000    | KD '000 | KD '000 |
| Bank overdrafts                        | 1,159                  | -          | -       | 1,159   |
| Accounts payable and other liabilities | 448                    | 1,410      | -       | 1,858   |
| Borrowings                             | 10,716                 | 46,997     | 33,572  | 91,285  |
| Employees end of service benefits      | · -                    | , <u>-</u> | 877     | 877     |
| Other accruals                         | -                      | 933        | -       | 933     |
|  |                        |            |         |         |
|  | 12,323                 | 49,340     | 34,449  | 96,112  |
| Capital commitments                    | <del>=====</del><br>75 | 972        | 12,116  | 13,163  |
|  |                        |            |         |         |

#### 31.3 MARKET RISK

Market risk is the risk that the value of an asset will fluctuate as a result of changes in market variables such as foreign exchange rate, interest rate and equity prices, whether those changes are caused by factors specific to the individual investment or its issuer or factors affecting all financial assets traded in the market.

Market risk is managed on the basis of pre-determined asset allocations across various asset categories, diversification of assets in terms of geographical distribution and industry concentration, a continuous appraisal of market conditions and trends and management's estimate of long and short term changes in fair value.

#### 31.3.1 Foreign currency risk

Foreign currency risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates. The group operates in the Kuwait and other Middle Eastern countries, the Europe, United States of America and China is exposed to foreign currency risk arising from various foreign currency exposures, primarily with respect to Euro and US Dollar. The group's consolidated financial position can be significantly affected by the movement in the KD/Euro exchange rates.

To mitigate the group's exposure to foreign currency risk, management works on maintaining a balanced exposure of assets and liabilities by currency to minimize fluctuations and enter into forward foreign exchange contracts, if needed, in accordance with the group's risks management policies. Generally, the group's risk management procedures distinguish short-term foreign currency cash flows (due within twelve months) from longer-term cash flows. Where the amounts to be paid and received in specific currency are expected to largely offset one another, no further hedging activity is undertaken. Forward foreign exchange contracts may be entered into for significant long-term foreign currency exposures that are not expected to be offset by other currency transactions.

As at the reporting date, the group had the following significant net asset exposures denominated in foreign currencies:

|           | 2011<br>KD '000 | 2010<br>KD '000 |
|-----------|-----------------|-----------------|
| Euro      | 208,282         | 17,289          |
| US Dollar | 2,935           | (263)           |

The group's exposure to other foreign currencies is not material to the consolidated financial statements.





#### **RISK MANAGEMENT (continued)**

#### 31.3 MARKET RISK (continued)

#### 31.3.1 Foreign currency risk (continued)

The foreign currency risk sensitivity analysis below calculates the effect of a reasonably possible movement of the currency exchange rate against the Kuwaiti Dinar, with all other variables held constant, on the profit and other comprehensive income of the group.

#### 2011

| Currency    | Change in<br>currency rate in %<br>against KD | Effect on profit <i>KD '000</i> | Effect on other comprehensive income KD '000 |
|-------------|---|---------------------------------|--|
| EURO<br>USD | 5%<br>5%                                      | (4)<br>(18)                     | (10,410)<br>(129)                            |
| 2010        |   |                                 |  |
|             |   |                                 | Effect on other                              |
|             | Change in<br>currency rate in %               | Effect on profit                | comprehensive income                         |
| Currency    | against KD                                    | KD '000                         | KD '000                                      |
| EURO        | 5%  | 6                               | 829  |
| USD         | 5%  | (170)                           | 157  |

The effect of other foreign currencies is not significant to the group's consolidated financial statements.

If the Kuwaiti Dinar weakens against the foreign currencies with all other variables being constant then this would have the opposite impact on the profit (loss) for the year and equity.

#### 31.3.2 Interest rate risk

Interest rate risk is the risk that the value of a financial instrument will fluctuate due to changes in interest

Interest rate risk arises from the possibility that changes in interest rates will affect the value of the underlying financial instruments. The group is exposed to interest rate risk as a result of mismatches or gaps in the amounts of assets and liabilities that mature or reprice in a given period. The management has established levels of interest rate risk by setting limits on the interest rate gaps for stipulated periods.

The group is exposed to interest rate risk on its interest bearing assets and liabilities which include cash and cash equivalents, financing of future trades by customers and borrowings.

The following table demonstrates the sensitivity of the consolidated income statement to reasonably possible changes in interest rates, with all other variables held constant.





NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2011

#### **RISK MANAGEMENT (continued)**

#### MARKET RISK (continued)

31.3.2 Interest rate risk (continued)

|                 | Increase of 1%  Effect on profit |  |
|-----------------|----------------------------------|--|
| 2011<br>KD '000 | 2010<br>KD '000                  |  |
| (116)<br>(625)  | -<br>(791)                       |  |
| (34)            | (14)                             |  |

#### 31.3.3 Equity Price risk

Equity price risk arises from changes in the fair values of equity investments. Equity price risk is managed by the direct investment department of the parent company. The unquoted equity price risk exposure arises from the group's investment portfolio. The group manages this through diversification of investments in terms of geographical distribution and industry concentration.

The effect on profit and other comprehensive income as a result of a change in the fair value of the equity instruments held as financial assets at fair value through statement of income and financial assets available for sale at 31 December 2011 due to a reasonable possible change in the equity indices, with all other variables held as constant is as follows:

|                                   |                                 | 2011                                     |  | 2010                    |  |
|-----------------------------------|---------------------------------|--|--|-------------------------|--|
| Market indices                    | Changes<br>in equity<br>price % | Effect<br>on profit<br>(loss)<br>KD '000 | Effect on<br>other<br>comprehensive<br>income<br>KD '000 | Effect on profit (loss) | Effect on<br>other<br>comprehensive<br>income<br>KD '000 |
| Kuwait Index<br>Other GCC Indices | -5%<br>-5%                      | (331)<br>(13)                            | (718)<br>-   | (1,716)<br>(20)         | (1,562)<br>-   |

Sensitivity to equity price movements will be on a symmetric basis as financial instruments giving rise to non-symmetric movements are not significant.

#### PREPAYMENT RISK

Prepayment risk is the risk that the group will incur a financial loss because its customers and counterparties repay or request repayment earlier or later than expected. The group is not significantly exposed to prepayment risk.

#### **OPERATIONAL RISK**

Operational risk is the risk of loss arising from systems failure, human error, fraud or external events. When controls fail to perform, operational risks can cause damage to reputation, have legal or regulatory implications, or lead to financial loss. The group cannot expect to eliminate all operational risks, but through a control framework and by monitoring and responding to potential risks, the group is able to manage the risks. Controls include effective segregation of duties, access, authorisation and reconciliation procedures, staff education and assessment processes, including the use of internal audit.



#### 32 CAPITAL MANAGEMENT

The primary objective of the group's capital management is to ensure that it maintains healthy capital ratios in order to support its business and maximise shareholders value.

The group manages its capital structure and makes adjustments to it, in light of changes in economic conditions. To maintain or adjust the capital structure, the group may review the dividend payment to shareholders, return capital to shareholders or issue new shares.

No changes were made in the objectives, policies or processes during the years ended 31 December 2011 and 31 December 2010.

The group monitors capital using a gearing ratio, which is net debt divided by total capital attributable to shareholders of the parent company plus net debt. The group includes within net debt, borrowings less cash and cash equivalents. Capital includes equity attributable to the shareholders of the parent company less cumulative changes in fair values.

The capital structure of the group consists of the following:

|  | 2011<br>KD '000    | 2010<br>KD '000   |
|--|--------------------|-------------------|
| Borrowings Cash and cash equivalents   | 77,444<br>(26,275) | 82,938<br>(1,840) |
| Net debt   | 51,169<br>         | 81,098            |
| Equity attributable to the shareholders of the parent company Cumulative changes in fair value | 52,415<br>636      | 56,293<br>(3,284) |
| Total capital attributable to the shareholders of the parent company                           | 53,051             | 53,009            |
| Capital and net debt   | 104,220            | 134,107           |
| Gearing ratio  | 49%                | 60%               |

#### 33 COMPARATIVE INFORMATION

Due to acquisition of subsidiaries during the year, there has been a significant increase in revenue, cost of sales, general and administrative expenses, finance costs and other items of consolidated statement of financial position. Accordingly the comparative amounts as shown in the consolidated statement of financial position, consolidated income statement, consolidated statement of other comprehensive income, consolidated statement of changes in equity and the related notes are not comparable.