



دار التمويل  
FINANCE HOUSE  
ش.م.ع - P.J.S.C

**Every individual has  
to perform his duty.  
Man is mortal, but his  
work is not. Therefore,  
work is greater than  
wealth.”**

The Late Sheikh Zayed bin Sultan Al Nahyan

BACK COVER

TRACING PAPER

TRACING PAPER



**H.H. Sheikh Khalifa Bin Zayed Al Nahyan**

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PRESIDENT OF THE UAE



**H.H. Sheikh Mohammed Bin Rashid Al Maktoum**

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VICE-PRESIDENT AND PRIME MINISTER OF THE UAE,  
AND RULER OF DUBAI



**H.H. General Sheikh Mohammed Bin Zayed Al Nahyan**

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CROWN PRINCE OF ABU DHABI AND DEPUTY SUPREME  
COMMANDER OF THE UAE ARMED FORCES

“Wealth is not money.  
Wealth lies in men.  
This is where true  
power lies, the power  
we value. This is  
what has convinced  
us to direct all our  
resources to building  
the individual, and  
to using the wealth  
which God has  
provided us in the  
service of the nation.”

The Late Sheikh Zayed bin Sultan Al Nahyan



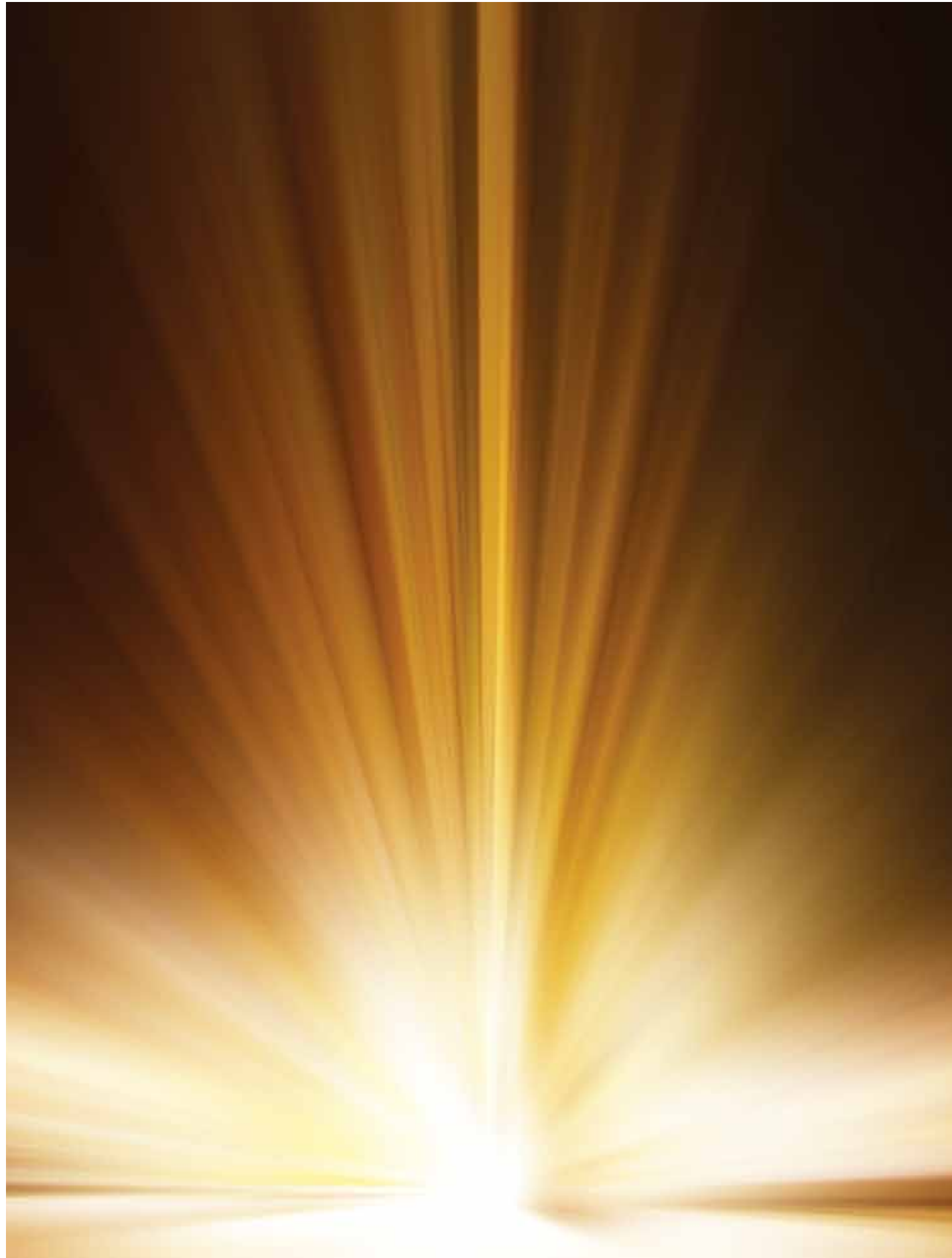
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**MISSION** TO BE RESPONSIVE TO OUR CLIENTS' NEEDS AND PROVIDE THEM WITH AN EXCEPTIONAL FINANCIAL EXPERIENCE THROUGH KNOWLEDGEABLE AND DEDICATED STAFF.

**VISION** FINANCE HOUSE ASPIRES TO BE A LEADER IN ITS CHOSEN DOMAINS BY PROVIDING UNIQUE FINANCIAL PRODUCTS AND SERVICES TO PRE-IDENTIFIED NICHE MARKET SEGMENTS.

ON BEHALF OF THE BOARD OF DIRECTORS, I AM PLEASED TO PRESENT FINANCE HOUSE'S 7TH ANNUAL REPORT, WITH A COMBINED SENSE OF PRIDE AND SATISFACTION.



MR. MOHAMMED ABDULLA ALQUBAISI  
CHAIRMAN



## CHAIRMAN'S STATEMENT

On behalf of the Board of Directors, I am pleased to present Finance House's 7th Annual Report. Despite challenging market conditions and significantly tighter regulatory requirements, we are proud to maintain our profitable stance for the seventh successive year since inception. For a genuine private sector enterprise operating in the fiercely competitive UAE financial services sector, this is indeed an achievement to be proud of.

### The Year in Retrospect

In January 2011, at the World Economic Forum in Davos, renowned economists and business leaders from developed and emerging economies declared that "the global economy is all set for a robust recovery in 2011". One year hence, we all know how wrong this prediction was.

Closer to home, 2011 was another tough year for most of the GCC equity markets. After gaining USD 80 billion and USD 90 billion in their market capitalization during 2009 and 2010 respectively, the GCC bourses plunged in 2011 with combined losses in market cap of USD 56 billion. Dubai and Abu Dhabi markets together lost about USD 12 billion in market cap, with tight liquidity in both markets and shy participation of foreign investors.

It was a classic case of bad news and negative developments from overseas overwhelming favorable news relative to strong public finances and sound economic prosperity enjoyed by the GCC states, fuelled by sustained global demand for oil and gas and buoyant oil and gas prices.

### Our Reaction to the changed Economic Reality

On the backdrop of positive global and regional economic growth indicators in 2010, we started 2011 on a bullish note, with aggressive plans to achieve strong growth in our core businesses. But this optimism was short lived, due to the combined impact of the Arab Spring, sovereign debt distresses in Europe and sovereign credit downgrades of several advanced economies including the USA. By acknowledging and adapting quickly to this new reality and its potential negative impacts on the UAE financial services sector, we moderated our growth objectives. This timely action helped us to protect our shareholders' interests by minimizing the negative impact on our overall performance.

### Financial Performance in 2011

I summarize below the key financial outcomes of our actions for the year:

- Net Profit of AED 63.2 million arising predominantly from core business activities.
- Total Assets grew to AED 3.31 billion- up 6% on the previous year.
- Shareholders' Funds stood at AED 521.9 million and this is after paying a cash dividend of AED 41.25 million during 2011, or 15 fils per share.
- Customer deposit balances grew steadily to reach an all-time high of AED 1.62 billion and bears testimony to the continued confidence that the market places in Finance House.
- Loans & Advances to customers increased to AED 1.21 billion- up 8% on the previous year.



## Key Achievements in 2011

The following are some of the key achievements and noteworthy developments at Finance House during 2011:

- Secured additional medium & long-term funded facilities from major UAE and international commercial banks on reasonable terms. This is partly reflected in the value of outstanding term loans which have increased by AED 100 million compared to the previous year. Significant levels of committed but as yet un-drawn bank lines give us the strength to grow our asset book in line with our growth targets.
- Continued strong acceptance from corporate depositors and government institutions enabled us to maintain the steady uptrend in customer deposits which grew to an all-time high of AED 1.62 billion. This is a remarkable achievement, especially in the back-drop of tighter liquidity witnessed in the UAE inter-bank market during the last quarter of 2011.
- Gave further shape to our long term strategy of transitioning from “Finance House” to “FH Group”. We successfully launched (through an IPO) Insurance House P.S.C, a public joint stock company engaged in providing insurance services and in which we hold a significant stake. We increased our equity stake in Finance House Securities Co. L.L.C., a brokerage house engaged in buying and selling local stocks and bonds. Acquired a significant stake in Islamic Finance House Pvt.J.S.C., which is engaged in Islamic financing activities.
- In line with our strategy to make profitable exits from select private equity investments, we divested in full, our equity stakes in two associate companies viz. The Financial Corporation S.A.O.G, Oman and Sawaeed Investment L.L.C., Abu Dhabi.
- In terms of our proprietary investment book, we have increased allocation to high grade fixed income securities issued by GCC government and quasi-government entities.
- Maintained a firm grip on total operating expenses that were held relatively flat at previous year levels, without resorting to staff retrenchments or reduction in staff pay & benefits.
- Rewarded shareholder loyalty with a stock dividend of 1 fully paid-up equity share for every 10 equity shares held. This is in addition to the robust 15% cash dividend distributed during the year.

## An Integrated Portfolio of Businesses

Our three main business areas- Commercial & Corporate Finance, Retail Finance and Treasury & Investments- continue to complement each other, together making up an integrated portfolio of business activities.

Our commercial lending arm sees continuing potential for significant organic growth in the UAE. The retail financing activity provides a powerful and complementary extension to commercial lending activities, with diversified risk and reward characteristics. Treasury manages our liquidity prudently while also seeking out opportunities to strengthen the Company's funding platform and providing value-added risk management services to the other divisions.

## Risk Management

Risk is inherent to our activities but it is managed through a process of ongoing identification, measurement and monitoring, subject to risk limits and related controls.

Comprehensive discussion and analysis of exposure to risks, coupled with periodic reviews of the quality and adequacy of risk controls throughout the year enabled us to manage risks in a rapidly changing economic and regulatory environment. We continue to review on an ongoing basis, the organization's risk profile relative to its risk appetite and changes in local economic conditions.

Our internal controls, internal audit and compliance regimen ensure that our risk mitigation processes remain robust and dependable.

## Our Customer Focus

Our customers ultimately judge us by our ability to build trust. In all our interactions with customers, we work consciously to enhance levels of mutual trust carefully built over the years and provide customized solutions that offer outstanding value to them.

Trust is also created by walking the talk. Our people take this responsibility seriously and work hard to meet the commitments we make to our customers. We support this strategy through a robust talent management process that involves everything we do to acquire, evaluate, develop and reward our people.

## Looking Ahead

Our strategy has served us well thus far, and we expect to continue our cautious approach of seeking out profitable yet underserved niches in a market that is rapidly changing in character and composition.

We go into 2012 with a strong capital base, a robust & proven business strategy, a well-diversified portfolio, and in pursuit of interesting opportunities thrown up by a rapidly evolving market. We remain solidly rooted in our core businesses- commercial & corporate finance, retail finance, proprietary investments & treasury activities. As a cumulative result of the strengths we have built over the years, we stand on solid ground to exploit attractive opportunities in the future. However, we will continue to be selective in our approach to fresh opportunities, bearing in mind the need to balance rewards against the various risks such opportunities may entail.

We remain optimistic about our ability to continue delivering respectable results for our shareholders. In the final analysis, our unwavering focus is on enhancing the strength of Finance House and in creating sustained long term value for our shareholders.

## With Appreciation & Gratitude

I take this opportunity to acknowledge and place on record my sincere appreciation & gratitude to all those who, for the past 7 years, have relentlessly contributed to our success:

- my fellow Board members for their sharp insight and timely guidance through the various phases of a complete economic cycle we have witnessed in our short history,
- the UAE Central Bank, the Ministry of Economy, the Securities and Commodities Authority and the Abu Dhabi Securities Exchange for their continued guidance and valuable support,
- our shareholders for their unwavering confidence and sustained loyalty,
- our management and staff for their commendable teamwork, positive attitude, dedication to duty & untiring efforts,
- and, last but not least our loyal customers for their continued patronage and trust.

In conclusion, we express our sincere gratitude to the Government of the UAE under the visionary leadership of His Highness Sheikh Khalifa Bin Zayed Al Nahyan, President of the UAE and Ruler of Abu Dhabi, His Highness Sheikh Mohammed Bin Rashid Al Maktoum, Vice President & Prime Minister of the UAE and Ruler of Dubai, His Highness General Sheikh Mohammed Bin Zayed Al Nahyan, Crown Prince of Abu Dhabi and Deputy Supreme Commander of the UAE Armed Forces as well as Their Highnesses, the Rulers of various Emirates and Supreme Council Members. Their progressive leadership, collective wisdom and visionary guidance all contribute to the bright economic outlook, political stability and a plethora of opportunities that both individual and corporate citizens of the UAE can look forward to.

On behalf of the Board of Directors,



**Mohammed Abdulla Alqubaisi**  
Chairman



“History is a continuous chain of events, the present is only the extension of the past.”

The Late Sheikh Zayed bin Sultan Al Nahyan

## BOARD OF DIRECTORS



Mr. Mohammed Abdulla Alqubaisi  
Chairman



Mr. Ahmad Obaid Humaid Al Mazrooei  
Vice Chairman



Mr. Hamad Abdulla Rashed Al Shamsi  
Member



Mr. Abdallah Ali Ibrahim Al Saadi  
Member



Mr. Eisa Saif Rashid Al Qubaisi  
Member



Mr. Sultan Helal Bin Drei Al Qubaisi  
Member



Mr. Khaled Abdulla Alqubaisi  
Member

## FINANCIAL HIGHLIGHTS



### EARNINGS

	AED' 000						
	2005*	2006	2007	2008	2009	2010	2011
Net interest income	36,476	33,806	39,216	90,617	125,130	117,521	112,041
Non-interest income	237,804	181,982	255,598	401,956	80,219	90,571	48,108
Total operating income	274,280	215,788	294,814	492,573	205,349	208,092	160,149
Net income	190,454	160,604	202,809	248,849	112,409	115,088	63,241
Dividend	-	100,000	150,000	200,000	110,000	41,250	30,250

### Financial Position

Total assets	1,058,786	1,313,615	2,159,660	2,423,725	2,719,965	3,124,157	3,311,072
Due from Banks	230,380	372,800	629,098	535,742	696,927	950,243	738,033
Investments	619,376	543,787	755,349	494,973	649,955	674,348	992,924
Loans and advances (net)	165,782	348,226	708,159	1,153,378	1,143,277	1,117,540	1,208,857
Customer deposits	126,492	404,535	707,422	1,059,065	1,495,635	1,569,503	1,621,677
Due to Banks	77,122	150,000	321,725	272,267	67,356	207,428	288,176
Shareholders' equity	808,222	724,338	949,467	794,687	639,593	556,494	521,937

### Ratios

#### Earnings

Return on equity (%)	23.6	22.2	21.4	31.3	17.6	20.7	12.1
Return on average assets (%)	18.0	13.5	11.7	10.9	4.4	3.9	2.0
Earnings per share - Basic (AED)	0.95	0.80	1.01	1.14	0.41	0.38	0.21

#### Cost

Expense to Total Operating Income (%)	27.7	20.0	22.7	22.1	41.3	42.6	55.9
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#### Capital

Debt to Equity (times)	-	-	0.10	0.38	0.08	0.19	0.19
Total Liabilities to Shareholders' Equity (times)	0.31	0.81	1.27	2.05	3.25	4.61	5.34
Capital Adequacy Ratio (%)	72.0	67.0	43.0	37.0	23.4	18.0	16.2

\* Covers 17 months (inception to 31 December 2005)

## BUSINESS REVIEW



### Economic and Market Review

2011 started differently in different parts of the world. In the USA, rating agencies slammed the nation's political process and criticized law makers for failing to cut spending or raise enough revenue to reduce record budget deficits. The Eurozone nations were caught in a "debt web" of who owes what to whom and who is next on the bail-out list. On the back of soaring oil and gas prices, the GCC economies started the year on a bullish note but that euphoria was short lived due to the spill-over effects of the Arab Spring.

In the back-drop of these challenging local and global market conditions, our policy of growth with restraint combined with a conservative approach to liquidity management helped us to maintain a profitable stance for the seventh successive year since inception as well as robust financial health.

### Commercial and Corporate Finance

Our strategy in this business segment is to build a robust portfolio of high quality corporate entities by leveraging long-established relationships within the UAE's business community, and by offering customized financial solutions to meet their funded and unfunded requirements. We continued to implement our strategy of progressively reallocating the portfolio towards a larger number of smaller exposures, in an attempt to achieve risk diversification. We focused our energies on cross selling additional products and services to existing customers with a satisfactory track record, coupled with select intake of high quality new clients with robust, recurring cash flow models. We widened customer relationships beyond lending to cover term deposits, trade finance, guarantees, worker payment solutions (WPS) and escrow accounts arrangements.

### Retail Finance

The objective of our retail finance business is to develop compelling product propositions aimed at niche customer segments that are underserved. Our focus is on designing products and services which offer outstanding value and back that up with consistent, reliable and responsive customer service quality. In recognition of our innovative product line-up, outstanding value propositions and superior customer service levels, we were adjudged as the "Best Retail Finance Company in the Middle East" by Bankers Middle East, in May 2011.

Our credit card portfolio continued to grow steadily through the year on the basis of selective intake, as did the Executive Finance portfolio, our personal finance offering for the middle and upper-middle class salaried segments. During the year we further strengthened our collection and recovery efforts in the retail finance area and reached amicable settlement/ rescheduling arrangements with customers who had fallen behind in their debt repayments due to the prevailing economic climate.



## Investments

Our proprietary portfolio of investments is well diversified across asset classes and across economic sectors. Our investment activity is regulated internally on the basis of a comprehensive investment policy. During the year we have increased allocation to high grade fixed income securities issued by GCC government and quasi-government entities.

We successfully launched (through an IPO) Insurance House P.S.C, a public joint stock company engaged in providing insurance services and in which we hold a significant stake. We increased our equity stake in Finance House Securities Co. L.L.C., a brokerage house engaged in buying and selling local stocks and bonds. We also acquired a significant stake in Islamic Finance House Pvt. J.S.C., engaged in Islamic financing activities.

In line with our strategy to make profitable exits from select private equity investments, we divested in full, our equity stakes in two associate companies: The Financial Corporation S.A.O.G, Oman and Sawaeed Investment L.L.C., Abu Dhabi.

Overall, profit from investment activity during 2011 was modest in comparison to previous years, primarily due to depressed equity market conditions in the UAE.

## Treasury

Throughout the year, our customer deposits (from corporate, institutional and government entities) registered a steady upward trend and as of 31 December 2011, it reached an all-time high of AED 1.62 billion. This is despite the tight liquidity situation witnessed in the UAE inter-bank market during the fourth quarter of the year. As a result, we remained highly liquid at all times and were a net lender to the UAE inter-bank market throughout the year, with positive spreads on our inter-bank placements. All the same, our efforts to secure further short, medium and long-term funded lines from banks continued unabated. Significant levels of committed but un-drawn bank lines provide us the confidence to grow our asset book in line with our growth targets.

## Operations

Our business is supported by detailed standard operating procedures covering all products & services, and is matched by a fast processing cycle that results in quicker response times to our clients. In 2011 we further refined our processes relating to trade finance, credit administration, collection & recovery and controls on access to information. Compliance matters, anti-money laundering and corporate governance measures continue to receive our highest attention.

We are a registered member of the UAE Central Bank's electronic funds transfer system which is used to effect domestic inter-bank payments on a real-time basis. In addition, we also use our SWIFT membership for safe and reliable electronic funds transfers across the globe.

The Company is well supported by independent and competent internal audit & compliance functions that report directly into the Audit & Compliance Committee of the Board.

## Risk Management

We manage our risks by seeking to ensure that our exposures in each business segment remain within our acceptable risk tolerance and that they provide an equal or higher return than the risk assumed. The risk tolerances are translated into risk limits for operational purposes. The risk appetite is collectively managed throughout the organization through adherence to our risk management policies and procedures. Risk Limits are periodically reviewed to ensure that they remain within the risk appetite of the Company.

The key elements of our risk management framework are:

- Achieving stability in earnings through tight controls over credit and market exposures.
- Maintaining capital adequacy in excess of the regulatory requirement of 15%.
- Sound management of liquidity risk and interest rate risk.
- Adherence to regulatory requirements.

We have not been affected by currency fluctuations, since the majority of our exposures are in Emirati Dirham and nearly all of our remaining exposures are in US Dollar and US Dollar-pegged currencies.

## Corporate Governance

### The Board

The members of the Board, all of whom are non-executive directors, comprise prominent UAE nationals from Abu Dhabi. The Board has been instrumental in establishing a strong corporate governance culture in the Company. It plays an important role in defining and enforcing standards of accountability that enable Management to manage the Company in the best interests of its shareholders. The Board has a formal schedule of matters reserved to it and holds regular and frequent meetings. It is responsible for overall Company strategy, acquisition and divestment policy, approval of capital expenditure proposals and consideration of significant financing matters. It monitors the Company's exposure to key business risks and reviews the annual budget of the Company, and monitors its progress towards achievement of the budget. The Board also considers environmental and employee issues and key appointments.

All directors are required to submit themselves for re-election at least once every three years.

### Committees of the Board

The two Board Committees – the Investment and Credit Committee, and the Audit and Compliance Committee – between them cover all aspects of the Company's business.

The Investment and Credit Committee reviews major credit proposals, investment recommendations and matters of credit & investment policy.

The Audit and Compliance Committee regularly meets to review the reports and recommendations of the independent internal audit team as well as external auditors. It also oversees compliance with applicable laws and regulatory requirements.

### Human Resources

We believe that the Management of Finance House has successfully integrated its people and its operations with the Board's strategy in order to deliver successfully on its corporate mission. As a direct benefit of such integration, the Company has been able to develop a loyal employee base, as evidenced by the low staff turnover ratio over the past couple of years.

Our remuneration packages are carefully designed to attract, motivate and retain employees of high caliber, to reward them for achieving business goals and thereby enhance shareholders' value. The development and retention of UAE national human resources continues to be a prime objective for the Company.



## FINANCIAL REVIEW



Finance House Balance Sheet, Core Business Earnings and Customers' Deposits growth continued to remain strong in 2011, its seventh year of operations, demonstrating the fundamental strength of the company's business strategy.

### Balance Sheet

#### Total Assets

Total Assets grew by 6% in 2011 to reach AED 3.31 billion as at 31 December 2011 compared to AED 3.12 billion as at 31 December 2010.

#### Loans and Advances

Net Loans and Advances during the year grew by 8.2% to AED 1.21 billion compared to AED 1.12 billion as at the end of the previous year. Corporate and Commercial Finance loans constitute 81.4% of net loans and advances, while Retail Finance accounted for the balance. Both categories of loans carry a high credit quality, as evidenced by the relatively low levels of impaired loans. Notwithstanding the low level of impaired loans, the company has taken cognizance of the prolonged challenges to credit conditions in the market, and has adopted a very prudent approach to provisioning. Accordingly, further impairment provisions made during the year amounted to AED 13.5 million (AED 7.1 million in 2010), taking collective allowances for impairment to AED 162.2 million at year-end 2011. Total impaired loan balances written-off in 2011 amounted to AED 6.1 million, compared to AED 2.6 million in 2010.

#### Investments

Total Investments grew to AED 993 million compared to AED 674 million in 2010. The increase is primarily attributed to fresh investments in new associate companies such as Insurance House, Islamic Finance House and Universal Hospital. All these are projects with long gestation periods in terms of investment returns. Despite their negative impact on our bottom-line in the near term, we are confident that all these investments will contribute handsomely to the FH Group bottom-line on a sustained basis, going forward. Towards the latter part of the year, we also beefed up our holdings of high grade fixed income securities issued by GCC government and quasi-government entities. With the increase of our equity stake from 10% to 65% during the year, FH Securities Company LLC has become a subsidiary of Finance House. During the year, our stake in two associate companies was disposed of in full, at a profit.

#### Deposits

Customers' deposits continued to grow steadily to reach an all-time high of AED 1.62 billion as at 31 December 2011 compared to AED 1.57 billion as at 31 December 2010. Of this, AED 1.18 billion represents deposits from corporate customers in the private sector and the balance AED 0.44 billion constitutes deposits from public sector companies and institutions. This sustained growth in customer deposits is a remarkable achievement, especially in the back-drop of tighter liquidity witnessed in the UAE inter-bank market during the fourth quarter of 2011 and bears testimony to the continued confidence that the market places in Finance House.

### Capital Strength

Shareholders' Equity as at year-end stood at AED 521.9 million. This is after distributing a 15% cash dividend amounting to AED 41.25 million to shareholders in March 2011. Retained earnings account for 41% (AED 215 million) of the Shareholders' Equity as at 31 December 2011. This is after distributing AED 27.5 million during 2011 by way of bonus shares, in the ratio of one bonus share for every ten shares held.

### Capital Adequacy

The risk adjusted capital adequacy ratio computed in accordance with the guidelines of the Central Bank of the UAE (as applied to commercial banks) was 16.2%, compared to the regulatory requirement of 15%.

### Income Statement

Total Operating Income for the year ended 31 December 2011 was AED 160 million and Net Profit for 2011 was AED 63.2 million, translating to earnings of 21 fils per share (Paid Up Value: AED 1 per share).

Net Profit to Total Operating Income for the year 2011 was 39.5% compared to 55.3% in the previous year.

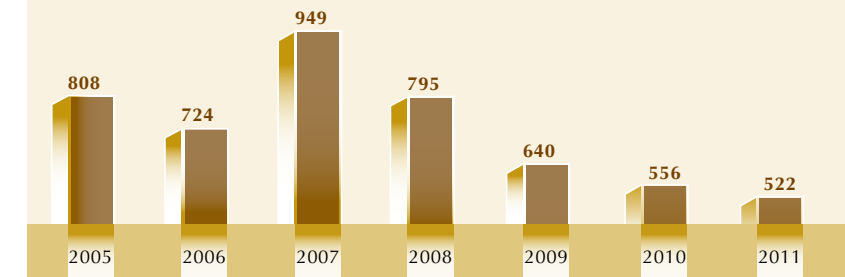
Net Interest Income for 2011 was AED 112 million compared to AED 117.5 million in the previous year. The marginal decline in Net Interest Income was in part due to lower rates of interest earned on inter-bank placements of excess liquidity, where UAE dirham interest rates remained subdued for the most part of 2011 in comparison to 2010.

Net Fee and Commission income from core business activities registered a healthy growth of nearly 18%, increasing to AED 23.8 million in 2011 from AED 20.2 million in 2010.

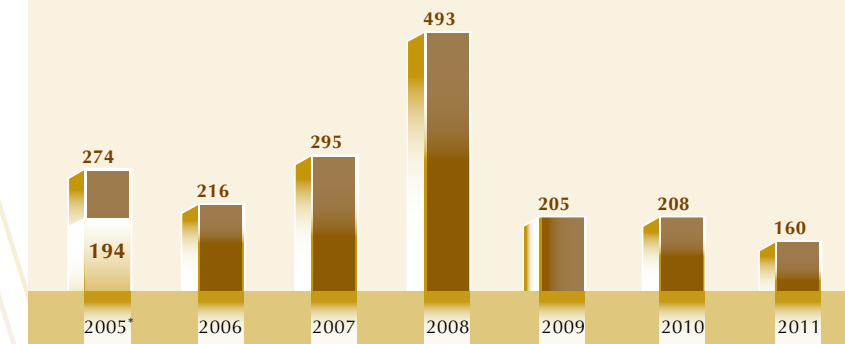
Overall profit from investment activity during 2011 was modest in comparison to previous years. However, this performance should be viewed in the context of substantial losses in market capitalization across UAE stock exchanges in 2011 and the significant investments we have made in associate companies with longer gestation periods in terms of investment returns.

We implemented several measures to control and reduce expenses which resulted in Total Operating Expenses to be held relatively flat at previous year levels, despite increase in staff head count.

### Shareholders' Equity (AED Millions)

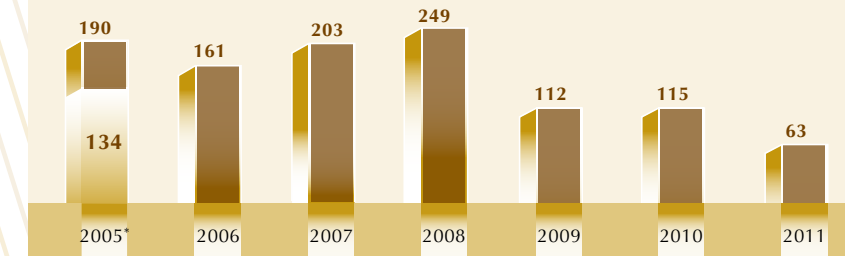


### Total Operating Income (AED Millions)

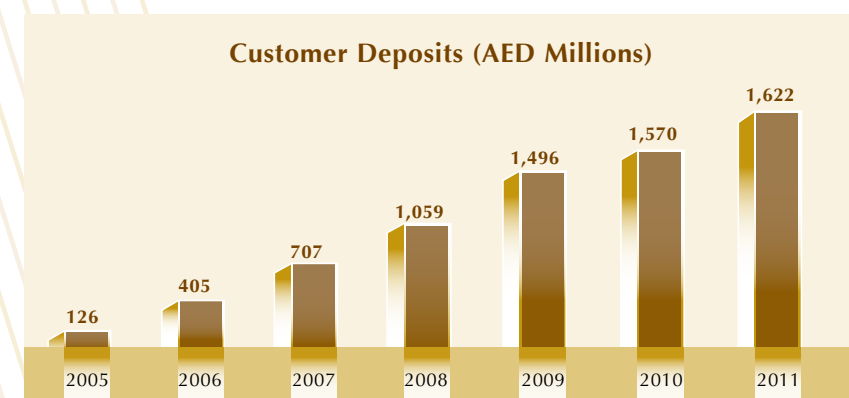
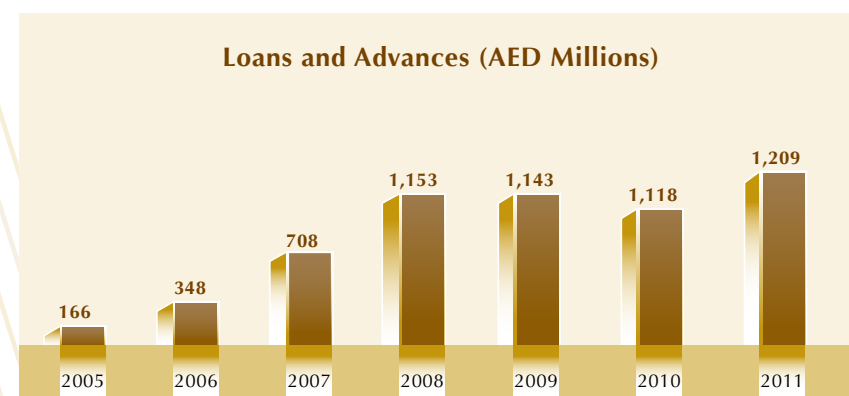
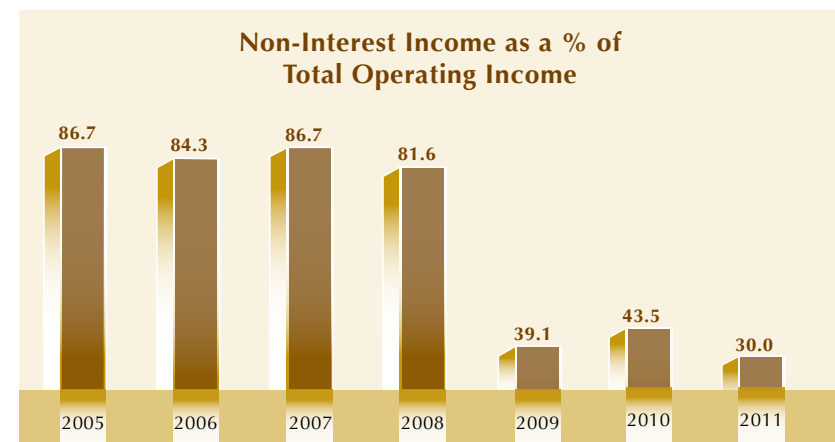


\* Total Operating Income of AED 274 million is for 17 months; annualized to AED 194 million for comparison purposes.

### Net Profit (AED Millions)



\* Net Profit of AED 190 million is for 17 months; annualized to AED 134 million for comparison purposes.



“There is no glory without the glory of the country and its citizens. We have to be proud of our forefathers, who were able to face the harshness of life with a strong will and dedication to shape a better collective future.”

The Late Sheikh Zayed bin Sultan Al Nahyan





## INDEPENDENT AUDITORS' REPORT

### TO THE SHAREHOLDERS OF FINANCE HOUSE P.S.C. ABU DHABI, U.A.E.

#### Report on the consolidated financial statements

We have audited the accompanying consolidated financial statements of Finance House P.S.C. (the "Company") and its subsidiaries (the "Group"), which comprise the consolidated statement of financial position as at 31 December 2011, and the consolidated income statement, consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

#### 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 and the applicable provisions of the articles of association of the Company and the UAE Commercial Companies Law of 1984 (as amended), 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.

#### Auditor's 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 about whether the consolidated financial statements are free from material misstatements.

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 auditor's judgement, 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 auditor considers 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 in 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.

A nation without  
a past is a nation  
without a present  
or a future.  
He who does not  
know his past  
cannot make the  
best of his present  
and future.

The Late Sheikh Zayed bin Sultan Al Nahyan

#### Opinion

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

#### Report on other legal and regulatory requirements

We also confirm that, in our opinion, the consolidated financial statements include, in all material respects, the applicable requirements of the UAE Commercial Companies Law of 1984 (as amended) and the articles of association of the Company; proper books of account have been kept by the Company; and the contents of the report of the Chairman relating to these consolidated financial statements are consistent with the books of account. We further report that we have obtained all the information and explanations which we required for the purpose of our audit and, to the best of our knowledge and belief, no violations of the UAE Commercial Companies Law of 1984 (as amended) or of the articles of association of the Company have occurred during the year which would have had a material effect on the business of the Company or on its financial position.

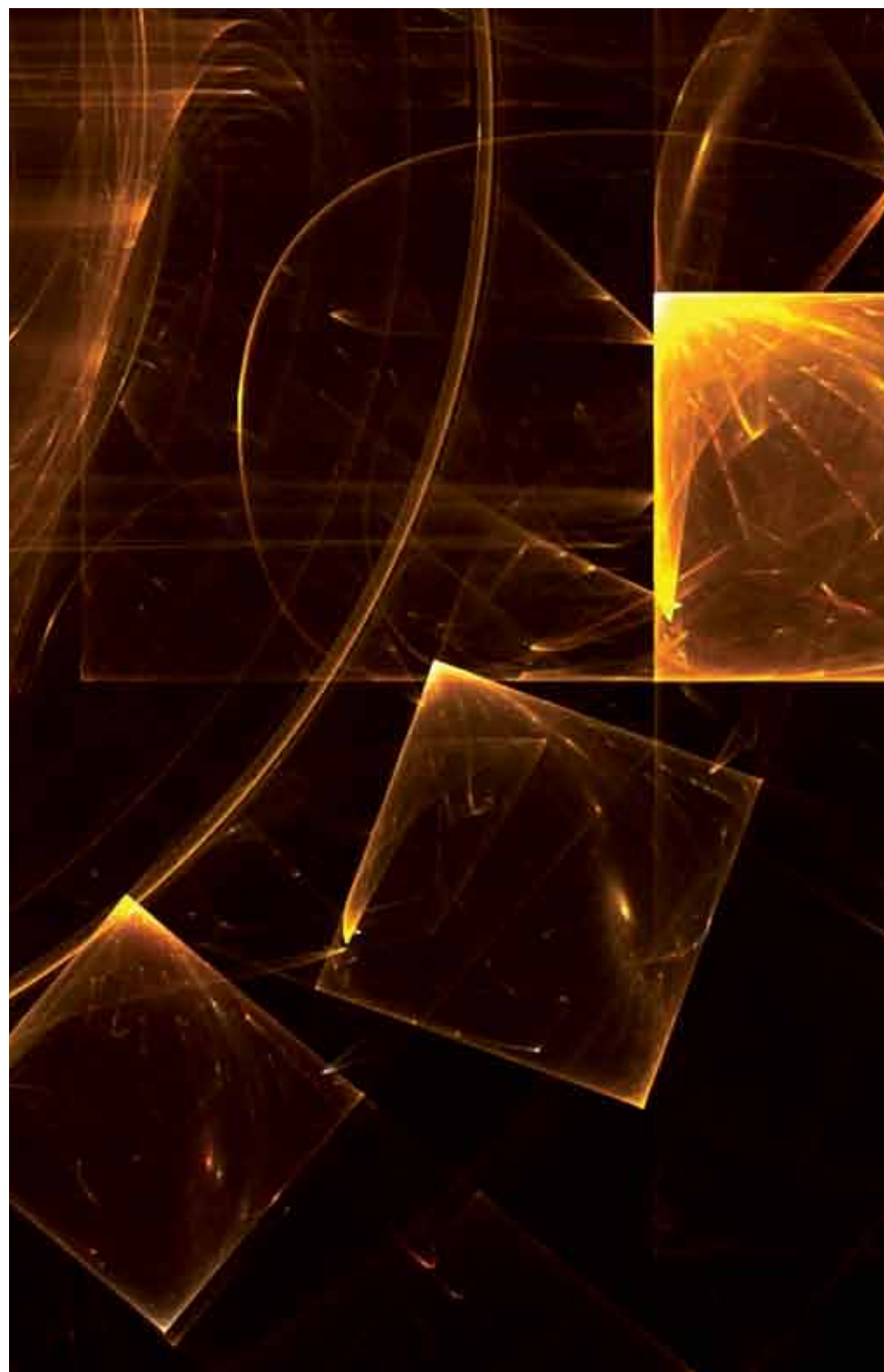
Signed by  
Richard Mitchell  
Partner  
Ernst & Young  
Registration No. 446

29 January 2012  
Abu Dhabi, United Arab Emirates.



## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

31 December 2011



	Notes	2011 AED'000	2010 AED'000
<b>ASSETS</b>			
Cash balances	4	7,233	1,292
Due from banks	4	738,033	950,243
Investments carried at fair value through other comprehensive income	5	277,305	494,531
Investments carried at fair value through profit and loss	5	37,988	40,175
Investments carried at amortised cost	5	440,550	-
Loans and advances, net	6	1,208,857	1,117,540
Investment in associates	7	149,482	68,277
Goodwill	8	4,973	4,973
Property, fixtures and equipment	9	171,178	119,419
Investment property	10	87,599	71,365
Interest receivable and other assets	11	187,874	256,342
<b>TOTAL ASSETS</b>		<b>3,311,072</b>	<b>3,124,157</b>
<b>LIABILITIES</b>			
Customers' deposits	12	1,621,677	1,569,503
Due to banks	4	288,176	207,428
Term loans	13	408,200	307,933
Interest payable and other liabilities	14	464,758	477,181
Provision for employees' end of service benefits		6,324	5,618
<b>TOTAL LIABILITIES</b>		<b>2,789,135</b>	<b>2,567,663</b>
<b>EQUITY</b>			
Share capital	15	302,500	275,000
Employees' share-based payment scheme	16	(1,750)	(1,750)
Statutory reserve	17	109,345	103,021
Revaluation reserve		18,962	18,962
Cumulative changes in fair value of investments carried at fair value through other comprehensive income		(137,222)	(114,444)
Retained earnings		214,582	266,722
Proposed directors' remuneration		4,179	8,983
Non-controlling interests		11,341	-
<b>TOTAL EQUITY</b>		<b>521,937</b>	<b>556,494</b>
<b>TOTAL LIABILITIES AND EQUITY</b>		<b>3,311,072</b>	<b>3,124,157</b>
<b>Commitments and contingent liabilities</b>	19	<b>1,025,948</b>	<b>873,655</b>

Mr. Mohammed Alqubaisi  
CHAIRMAN

Mr. Hamid Taylor  
GENERAL MANAGER

The attached notes 1 to 30 form part of these consolidated financial statements.

	Notes	2011 AED'000	2010 AED'000
Interest income		176,255	192,011
Interest expense		<u>(64,214)</u>	<u>(74,490)</u>
<b>Net interest income</b>	20	<u>112,041</u>	<u>117,521</u>
Fee and commission income		36,367	30,454
Fee and commission expense		<u>(12,567)</u>	<u>(10,205)</u>
<b>Net fee and commission income</b>	21	<u>23,800</u>	<u>20,249</u>
Contract revenue		141,406	119,303
Contract costs		<u>(127,283)</u>	<u>(111,891)</u>
<b>Net contract income</b>		<u>14,123</u>	<u>7,412</u>
Dividend income from investments carried at fair value through other comprehensive income		8,059	9,116
Net (loss) income from investments carried at fair value through profit and loss	22	<u>(6,544)</u>	23,069
Net income from investments property		6,967	-
Gain on fair valuation of investment property	10	-	1,400
Share of (loss) profit of associates	7	<u>(2,307)</u>	2,697
Gain on acquisition of a subsidiary	3	2,608	-
Other operating income	23	<u>1,402</u>	<u>26,628</u>
<b>Total operating income</b>		<u>160,149</u>	<u>208,092</u>
Salaries and employees related expenses		<u>(56,331)</u>	(55,513)
Reversal of provision for contract losses		3,225	-
Depreciation of property, fixtures and equipment	9	<u>(6,472)</u>	(6,563)
Other general and administrative expenses		<u>(29,961)</u>	(26,468)
Allowance for impairment of loans and advances, net	6	<u>(7,369)</u>	<u>(4,460)</u>
<b>Total operating expenses and allowances</b>		<u>(96,908)</u>	<u>(93,004)</u>
<b>Profit for the year</b>		<u>63,241</u>	<u>115,088</u>
Attributable to:			
Equity holders of the parent		63,869	115,088
Non-controlling interests		<u>(628)</u>	-
		<u>63,241</u>	<u>115,088</u>
<b>Basic and diluted earnings per share attributable to ordinary shares (AED)</b>	24	<u>AED 0.21</u>	<u>AED 0.38</u>

The attached notes 1 to 30 form part of these consolidated financial statements.

## CONSOLIDATED INCOME STATEMENT

Year Ended 31 December 2011



## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

Year Ended 31 December 2011



	2011 AED'000	2010 AED'000
<b>Profit for the year</b>	<u>63,241</u>	<u>115,088</u>
<b>Other comprehensive income</b>		
Net loss on financial assets measured at fair value through other comprehensive income	(59,534)	(79,170)
Directors' remuneration paid	<u>(8,983)</u>	<u>(9,017)</u>
Other comprehensive loss for the year	<u>(68,517)</u>	<u>(88,187)</u>
<b>TOTAL COMPREHENSIVE LOSS INCOME FOR THE YEAR</b>	<u>(5,276)</u>	<u>26,901</u>
Attributable to:		
Equity holders of the parent	(4,648)	26,901
Non-controlling interests	<u>(628)</u>	<u>-</u>
	<u>(5,276)</u>	<u>26,901</u>



	Share capital AED'000	Employees' share-based payment scheme AED'000	Statutory reserve AED'000	Revaluation reserve AED'000	Cumulative changes in fair value AED'000	Retained earnings AED'000	Proposed directors' remuneration AED'000	Attributable to shareholders of the parent company AED'000	Non controlling interests AED'000	Total AED'000
<b>2010</b>										
Balance at 1 January 2010	220,000	(1,750)	91,512	23,762	(35,274)	332,326	9,017	639,593	-	639,593
Profit for the year	-	-	-	-	-	115,088	-	115,088	-	115,088
Decrease in fair value of investments carried at fair value through other comprehensive income	-	-	-	-	(79,170)	-	-	(79,170)	-	(79,170)
Directors' remuneration paid	-	-	-	-	-	-	(9,017)	(9,017)	-	(9,017)
Proposed directors' remuneration	-	-	-	-	-	(8,983)	8,983	-	-	-
Transfer on account of investment property	-	-	-	(4,800)	-	(4,800)	-	-	-	-
Total comprehensive income for the year	-	-	-	(4,800)	(79,170)	110,905	(34)	26,901	-	26,901
Cash dividend paid (note 18)	-	-	-	-	-	(110,000)	-	(110,000)	-	(110,000)
Transfer to statutory reserve	-	-	11,509	-	-	(11,509)	-	-	-	-
Stock dividend paid (note 15)	55,000	-	-	-	-	(55,000)	-	-	-	-
Balance at 31 December 2010	275,000	(1,750)	103,021	18,962	(114,444)	266,722	8,983	556,494	-	556,494
<b>2011</b>										
Balance at 1 January 2011	275,000	(1,750)	103,021	18,962	(114,444)	266,722	8,983	556,494	-	556,494
Profit for the year	-	-	-	-	-	63,869	-	63,869	(628)	63,241
Loss on disposal of investments carried at fair value through other comprehensive income	-	-	-	-	36,756	(36,756)	-	-	-	-
Decrease in fair value of investments carried at fair value through other comprehensive income	-	-	-	-	(59,534)	-	-	(59,534)	-	(59,534)
Proposed directors' remuneration	-	-	-	-	-	(4,179)	4,179	-	-	-
Directors' remuneration paid	-	-	-	-	-	-	(8,983)	(8,983)	-	(8,983)
Total comprehensive loss for the year	-	-	-	-	(22,778)	22,934	(4,804)	(4,648)	(628)	(5,276)
Cash dividend paid (note 18)	-	-	-	-	-	(41,250)	-	(41,250)	-	(41,250)
Transfer to statutory reserve	-	-	6,324	-	-	(6,324)	-	-	-	-
Stock dividend paid (note 15)	27,500	-	-	-	-	(27,500)	-	-	-	-
Non controlling interest arising on acquisition of a subsidiary (note 3)	-	-	-	-	-	-	-	-	11,969	11,969
Balance at 31 December 2011	302,500	(1,750)	109,345	18,962	137,222	214,582	4,179	510,596	11,341	521,937

The attached notes 1 to 30 form part of these consolidated financial statements.

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

### Year Ended 31 December 2011





## CONSOLIDATED STATEMENT OF CASH FLOWS

Year Ended 31 December 2011



	Notes	2011 AED'000	2010 AED'000
<b>OPERATING ACTIVITIES</b>			
Profit for the year		63,241	115,088
<b>Non cash adjustments for:</b>			
Depreciation		6,472	6,563
Gain on fair valuation of investment property		-	(1,400)
Share of loss (profit) of associates		2,307	(2,697)
Reversal of provision for contract losses		(3,225)	(5,242)
Allowance for impairment of loans and advances		7,369	4,460
Gain on acquisition of a subsidiary		(2,608)	-
Net movement in provision for employees' end of service benefits		226	1,573
<b>Working capital adjustments:</b>			
Decrease (increase) in due from banks maturing after three months		297,322	(236,807)
(Increase) decrease in loans and advances		(98,686)	21,277
Decrease (increase) in interest receivable and other assets		92,105	(150,000)
Increase in due to banks maturing after three months		31,936	139,574
Increase in term loans		100,267	161,094
Increase in customers' deposits		52,174	73,868
(Decrease) increase in interest payable and other liabilities		(22,248)	115,926
Dividend income from investments carried at fair value through other comprehensive income		(8,059)	(9,116)
Dividend income from investments carried at fair value through profit and loss		(602)	(676)
Loss (gain) on disposal of investments carried at fair value through profit and loss		3,913	(20,643)
Unrealised loss (gain) on investments carried at fair value through profit and loss		3,233	(1,750)
Net cash from operating activities		525,137	211,092
<b>INVESTING ACTIVITIES</b>			
Purchase of investments carried at fair value through other comprehensive income		(66,671)	(38,479)
Proceeds from sale of investments carried at fair value through other comprehensive income		96,433	-
Purchase of investments carried at fair value through profit and loss		(29,371)	(258,239)
Proceeds from sale of investments carried at fair value through profit and loss		24,412	242,864
Purchase of investments carried at amortised cost		(312,620)	-
Addition to investment property		(16,234)	(10,663)
Purchase of property, fixtures and equipment		(56,936)	(20,291)
Acquisition of a subsidiary, net of cash acquired		(1,052)	-
Purchase of investment in associates		(117,628)	(10,643)
Disposal of investment in associates		30,696	9,225
Dividend income received		8,661	10,492
Net cash used in investing activities		(440,310)	(75,734)
<b>FINANCING ACTIVITIES</b>			
Directors remuneration paid		(8,983)	(9,017)
Dividend paid		(41,250)	(110,000)
Net cash used in financing activities		(50,233)	(119,017)
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>		34,594	16,341
<b>Cash and cash equivalents at the beginning of the year</b>	4	461,019	444,678
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR</b>	4	495,613	461,019

The attached notes 1 to 30 form part of these consolidated financial statements.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### For The Year Ended 31 December 2011

#### 1. ACTIVITIES

Finance House P.S.C. (the "Company") is a Public Joint Stock Company incorporated in Abu Dhabi, United Arab Emirates (U.A.E.) in accordance with the provisions of the U.A.E. Federal Commercial Companies Law No. (8) of 1984 (as amended), the U.A.E. Central Bank, the Monetary System and Organization of Banking Law No. (10) of 1980 and under authority of resolutions of the Board of Directors of the U.A.E. Central Bank relating to Finance Companies.

The Company was established on 13 March 2004 and commenced its operations on 18 July 2004. The Company performs its activities through its head office in Abu Dhabi and its Abu Dhabi, Dubai and Sharjah branches. The principal activities of the Company consist of investments, consumer and commercial financing and other related services.

The registered head office of the Company is at P.O. Box 7878, Abu Dhabi, U.A.E.

The consolidated financial statements of the Group were authorised for issue by the Board of Directors on 29 January 2012.

#### 2. SIGNIFICANT ACCOUNTING POLICIES

##### 2.1 BASIS OF PREPARATION

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards and applicable requirements of the laws in the U.A.E.

The consolidated financial statements have been prepared on the historical cost basis, except for certain financial instruments and properties which are carried at fair value and revaluation of land.

The consolidated financial statements of the Group are prepared in U.A.E. Dirhams (AED) which is the functional currency of the Group. All values are rounded to the nearest thousand (AED '000), except otherwise indicated.

#### 2.2 BASIS OF CONSOLIDATION

The consolidated financial statements comprise the financial statements of the Company and those of its following subsidiaries:

Name of subsidiary	Country of incorporation	Ownership interest	Principal activity
Third Vision Investment L.L.C.	U.A.E.	100%	Own and manage head office premises
Benyan Development Co. L.L.C.	U.A.E.	100%	Construction
Emirates National Electromechanical L.L.C.	U.A.E.	100%	Electromechanical contracting
FH Capital Limited (D.I.F.C.)	U.A.E.	100%	Investment and asset management
FH Services L.L.C	U.A.E.	100%	Investment management
Finance House Securities Co L.L.C	U.A.E.	65%	Brokerage

The financial statements of the subsidiaries are prepared for the same reporting year as the Company, using consistent accounting policies. All intra-group balances, transactions, income and expenses and profits and losses resulting from intra-group transactions that are recognised in assets, are eliminated in full.

Subsidiaries are fully consolidated from the date on which control is transferred to the Group. Control is achieved where the Group has the power to govern the financial and operating policies of an entity so as to obtain benefits from its activities. The results of subsidiaries acquired or disposed of during the year are included in the consolidated income statement from the date of acquisition or up to the date of disposal, as appropriate.

Total comprehensive income within a subsidiary is attributed to the non-controlling interest even if that results in a deficit balance.

#### 2.3 CHANGES IN ACCOUNTING POLICIES

The accounting policies adopted are consistent with those of the previous financial year, except for the following new and amended IFRS and IFRIC interpretations effective as of 1 January 2011 which do not have any significant impact on the consolidated financial statements:

##### IAS 24 Related Party Disclosures (Amendment)

The amended standard is effective for annual periods beginning on or after 1 January 2011. The amendment clarifies the definition of a related party to simplify the identification of such relationships and to eliminate inconsistencies in its application. The revised standard introduces a partial exemption of disclosure requirements for government-related entities. The Group has concluded that the Amendment will not have any significant impact on its financial position or performance.

##### IAS 32 Financial Instruments: Presentation- Classification of Rights Issues (Amendment)

The amendment to IAS 32 is effective for annual periods beginning on or after 1 February 2010 and amended the definition of a financial liability in order to classify rights issues (and certain options or warrants) as equity instruments in cases where such rights are given pro rata to all of the existing owners of the same class of an entity's non-derivative equity instruments, or to acquire a fixed number of the entity's own equity instruments for a fixed amount in any currency. This amendment will have no impact on the Group after initial application.



#### IFRIC 14 Prepayments of a minimum funding requirement (Amendment)

The amendment to IFRIC 14 is effective for annual periods beginning on or after 1 January 2011 with retrospective application. The amendment provides guidance on assessing the recoverable amount of a net pension asset. The amendment permits an entity to treat the prepayment of a minimum funding requirement as an asset. The amendment is deemed to have no impact on the financial statements of the Group.

#### Improvements to IFRSs (issued in May 2010)

The IASB issued Improvements to IFRSs, an omnibus of amendments to its IFRS standards. The amendments are effective for annual periods on or after either 1 July 2010 or 1 January 2011.

The adoption of the above standards and interpretations did not have any effect on the financial performance or position of the Group.

### 2.4 STANDARDS ISSUED BUT NOT YET EFFECTIVE

The following IASB Standards and amendments have been issued but are not yet mandatory, and have not yet been adopted by the Group:

- IAS 1 Financial Statement Presentation – Presentation of Items of Other Comprehensive Income (Amendment)
- IAS 12 Income Taxes – Recovery of Underlying Assets (Amendment)
- IAS 19 Employee Benefits (Amendment)
- IAS 27 Separate Financial Statements (as revised in 2011)
- IAS 28 Investments in Associates and Joint Ventures (as revised in 2011)
- IFRS 7 Financial Instruments: Disclosures — Enhanced Derecognition Disclosure Requirements (Amendment)
- IFRS 10 Consolidated Financial Statements
- IFRS 11 Joint Arrangements
- IFRS 12 Disclosure of Involvement with Other Entities
- IFRS 13 Fair Value Measurement

The Group, however, expects no material impact from the adoption of the above new standards and amendments on its financial position or performance.

### 2.5 SIGNIFICANT ACCOUNTING POLICIES

#### Cash and cash equivalents

Cash and cash equivalents comprise of cash and balances with the U.A.E. Central Bank, due from banks which mature within three months of the date of placement, net of balances due to banks maturing within three months from the date of acceptance.

#### Due from banks

Due from banks are stated at amortised cost using the effective interest rate less any amounts written off and provision for impairment.

#### Investment in associates

The Group's investments in associates are 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 statement of financial position at cost plus post-acquisition changes in the Group's share of net assets of the associate. Losses in excess of the cost of the investment in an associate are recognised when the Group has incurred obligations on its behalf.

The Group's share of the result of operations of associates is included in the consolidated income statement. Unrealized profits and losses from transactions between the Group and an associate are eliminated to the extent of the Group's interest in the associate.

#### Financial assets

##### Financial assets – initial recognition and subsequent measurement

##### Date of recognition

All financial assets are initially recognised on the trade date, i.e. the date that the Group becomes a party to the contractual provisions of the instrument. This includes 'regular way trades': purchases or sales of financial assets that require delivery of assets within the time frame generally established by regulation or convention in the market place.

##### Initial measurement

All financial assets are initially measured at their fair value plus transaction costs, except for those financial assets measured at fair value through profit or loss.

##### Subsequent measurement

The subsequent measurement of financial assets depends on the Group's business model for managing those financial assets and their contractual cash flow characteristics.

Transaction costs expected to be incurred on transfer or disposal of a financial instrument are not included in the measurement of the financial instrument.

##### Financial assets measured at amortised cost

Financial assets are measured at amortised cost only if the asset is held within a business model whose objective is to hold the asset to collect its contractual cash flows and that the contractual terms of the financial asset give rise, on specified dates, to cash flows constituting solely principal and interest on the outstanding principal amount. An inability to meet these two criteria requires the financial asset to be subsequently measured at fair value through profit or loss. However, even where both conditions are met, the Company may elect upon initial recognition to measure the financial asset at fair value through profit or loss if doing so eliminates or significantly reduces an accounting mismatch.

Debt instruments (including derivatives embedded in financial host assets) meeting these criteria are subsequently measured at amortised cost using the effective interest rate method, adjusted for any impairment charges and transaction costs incurred upon initial recognition. The effective interest rate method calculates an interest rate which exactly discounts estimated future cash receipts through the expected life of the financial asset or a shorter period (where appropriate) to the net carrying amount of the financial asset. After initial measurement at fair value, amounts due from banks and loans and advances are subsequently measured at amortised cost using the effective interest rate method, less allowance for impairment. Amortised cost is calculated by taking into account any discount or premium on acquisition and fees and costs that are an integral part of the effective interest rate method. The amortisation is included in interest income in the income statement. The losses arising from impairment are recognised in the income statement in allowance for impairment of loans and advances.

#### *Other financial assets at fair value through profit or loss*

Financial assets which do not meet the amortised cost criteria such as derivatives and financial assets held for trading are measured at fair value through profit or loss. Gains or losses arising on subsequent measurement of these financial assets are recognised in the income statement. The Company determines an asset's fair value in accordance with the Company's accounting policy on fair value as discussed in note 29.

Financial assets held-for-trading are recorded in the statement of financial position at fair value. Changes in fair value are recognised in net trading income. Interest and dividend is recorded in net trading income according to the terms of the contract, or when the right to the payment has been established.

#### *Equity investments at fair value through other comprehensive income*

Equity investments not held for trading can be designated as being measured at fair value through other comprehensive income at initial recognition and such an election is irrevocable. This designation is made on an instrument-by-instrument basis. Gains or losses arising on subsequent measurement of these equity investments are recognised in other comprehensive income. The gain or loss on disposal of the asset is reclassified to retained earnings and is not recycled to profit or loss. Transaction costs on disposal are taken to the income statement. Dividends received on these equity investments are recognised in the income statement unless the dividend represents recovery of the cost of the investment.

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

Financial assets classified in this category are those that have been designated by management at initial recognition. Management may designate a financial asset at fair value through profit or loss upon initial recognition only when the first of the following criteria are met. Designation is determined on an instrument by instrument basis:

- The designation eliminates or significantly reduces the inconsistent treatment that would otherwise arise from measuring the assets or liabilities or recognising gains or losses on them on a different basis.
- The assets and liabilities are part of a group of financial assets, financial liabilities or both which are managed and their performance evaluated on a fair value basis, in accordance with a documented risk management or investment strategy.
- The financial instrument contains one or more embedded derivatives which significantly modify the cash flows that otherwise would be required by the contract.

Financial assets at fair value through profit or loss are recorded in the statement of financial position at fair value. Changes in fair value are recorded in net gain or loss on financial assets designated at fair value through profit or loss. Interest earned is accrued in interest income, using the effective interest rate method, while dividend income is recorded in other operating income when the right to the payment has been established.

#### **Impairment of financial assets**

Financial assets, other than those at fair value through profit or loss, are assessed for indicators of impairment at the end of the reporting period.

#### *Individually assessed loans*

Individually assessed loans represent mainly corporate and commercial loans which are assessed individually and classified by the credit risk unit in order to determine whether any objective evidence exists that a loan is impaired. Impaired loans are measured based on the present value of expected future cash flows discounted at the loan's effective interest rate. Impairment loss is calculated as the difference between the loan's carrying value and its present impaired value.

#### *Collectively assessed loans*

Impairment losses of collectively assessed loans include the allowances calculated on:

- Performing loans
- Retail loans with common features and which are not individually significant

#### *Performing loans*

Where individually assessed loans are evaluated and no evidence of loss has been identified, these loans are classified as performing loans portfolios with common credit risk characteristics based on industry, product or loan rating.

Impairment loss includes losses which may arise from individual performing loans that were impaired at the end of the reporting period but were not specifically identified as such as at that date. The estimated impairment is calculated by the Group's management for each identified portfolio based on historical experience and the assessed inherent losses which are reflected by the economic and credit conditions.

#### *Retail loans with common features and which are not individually significant*

Impairment of retail loans is calculated by the Group's management for each identified portfolio based on historical experience and the assessed inherent losses which are reflected by the economic and credit conditions.

Impaired loans are written off only when all legal and other avenues for recovery or settlement are exhausted.

The carrying amount of loans and advances is reduced through the use of an allowance account. Subsequent recoveries of amounts previously written off are credited against the allowance account. Changes in the carrying amount of the allowance account are recognised in profit or loss.

#### *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:
  - the Group has transferred substantially all the risks and rewards of the asset, or
  - the Group has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.



### Impairment of financial assets (continued)

#### *Derecognition of financial assets (continued)*

When the Group has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, and has neither transferred nor retained substantially all 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.

### 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 Group elects whether it 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 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 profit or loss.

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 that is deemed to be an asset or liability will be recognised in accordance with IAS 39 either in profit or loss or as a change to other comprehensive income.

If the contingent consideration is classified as equity, it will not be remeasured. Subsequent settlement is accounted for 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 the 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.

### Property, fixtures and equipment

Property, fixtures and equipment are stated at cost less accumulated depreciation and any impairment in value. The carrying amounts are reviewed at each statement of financial position date to assess whether they are recorded in excess of their recoverable amount and, where carrying values exceed the recoverable amount, assets are written down. Land is measured at fair value based on valuations performed by independent professional valuers. Valuations are performed frequently to ensure that the fair value of revalued land does not differ materially from its carrying amount.

Any revaluation surplus is credited to the revaluation reserve included in the equity section of the consolidated statement of financial position, except to the extent that it reverses a revaluation decrease of the same asset previously recognised in the consolidated income statement, in which case the increase is recognised in the consolidated income statement. A revaluation deficit is recognised in the consolidated income statement, except to the extent that it offsets an existing surplus on the same asset recognised in the revaluation reserve.

Depreciation is provided on a straight-line basis on all property and equipment, other than freehold land which is determined to have an indefinite life.

The estimated useful lives of the assets for the calculation of depreciation are as follows:

Motor vehicles	4 years
Furniture, fixtures and equipment	3-5 years
Computer hardware and software	3-4 years

Capital work-in-progress is initially recorded at cost, and upon completion is transferred to the appropriate category of property and equipment and thereafter depreciated.

### Investment properties

Investment properties are measured initially at cost, including transaction costs. Subsequent to initial recognition, investment properties are stated at fair value which reflects market conditions at the statement of financial position date. Gains or losses arising from changes in the fair values of investment properties are included in the consolidated income statement in the year in which they arise.

Investment properties are derecognised when either they have been disposed of or when the investment property is permanently withdrawn from use and no future economic benefit is expected from its disposal. Any gains or losses on the retirement or disposal of an investment property are recognised in the consolidated income statement in the year of retirement or disposal.

### Financial liabilities and equity instruments

Equity instruments issued by the Group are recorded at the proceeds received, net of direct issue costs.

#### *Financial liabilities*

All financial liabilities are initially recognised on the trade date, i.e. the date that the Group becomes a party to the contractual provisions of the instrument. This includes 'regular way trades': purchases or sales of financial liabilities that require delivery of liabilities within the time frame generally established by regulation or convention in the market place.

Financial liabilities, including customers' deposits, due to banks and term loans, are initially measured at fair value, net of transaction costs.

Financial liabilities are subsequently measured at amortised cost using the effective interest method, with interest expense recognised on an effective yield basis.

The effective interest method is a method of calculating the amortised cost of a financial liability and of allocating interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments through the expected life of the financial liability, or, where appropriate, a shorter period.

### Financial liabilities and equity instruments (continued)

#### *Derecognition of financial liabilities*

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires. Where 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 a derecognition of the original liability and the recognition of a new liability. The difference between the carrying value of the original financial liability and the consideration paid is recognised in profit or loss.

#### **Repurchase agreements**

Assets sold with a simultaneous commitment to repurchase at a specified future date ("Repo") are not derecognised. The counterparty liability for amounts received under these agreements is included in due to banks or customers' deposits in the consolidated statement of financial position, as appropriate. The difference between the sale and repurchase price is treated as interest expense which is accrued over the life of the repo agreement using the effective interest rate.

#### **Operating segment reporting**

An operating segment is a distinguishable component of the Group that is engaged either in providing products or services (business segment) which is subject to risks and rewards that are different from those of other segments and whose operating results are regularly reviewed by the Group's Chief Operating decision maker to make decisions about allocation of resources and assess its performance.

#### **Provisions**

Provisions are recognised when the Group has a present obligation (legal or constructive) arising from a past event and the costs to settle the obligation are both probable and able to be reliably measured.

#### **Accounts payable and accruals**

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

#### **Employees' end of service benefits**

The Group provides end of service benefits for its employees. The entitlement to these benefits is based upon the employees' length of service and completion of a minimum service period. The expected costs of these benefits are accrued over the period of employment.

With respect to its U.A.E. national employees, the Group makes contributions to the relevant government pension scheme, calculated as a percentage of the employees' salaries. The Group's obligations are limited to these contributions, which are expensed when due.

#### **Foreign currencies**

Foreign currency transactions are recorded at rates of exchange ruling at the value dates of the transactions. Monetary assets and liabilities denominated in foreign currencies are translated into AED at the rates of exchange ruling at the consolidated statement of financial position date. Any resultant gains and losses are recognised in the consolidated statement of income.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates as at the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined.

### **Fair values**

For investments quoted in an active market, fair value is determined by reference to quoted market prices. Bid prices are used for assets and ask prices are used for liabilities. The fair value of investments in mutual funds, private equity funds or similar investment vehicles are based on the last net asset value published by the fund manager. For other investments, a reasonable estimate of the fair value is determined by reference to the price of recent market transactions involving such investments, current market value of instruments which are substantially the same, or is based on the expected discounted cash flows.

The estimated fair value of deposits with no stated maturity, which includes non-interest bearing deposits, is the amount payable on demand.

The fair value of unquoted investments is determined by reference to discounted cash flows, pricing models, net asset base of investee companies or broker over-the-counter quotes.

### **Recognition of income and expenses**

#### *Interest*

For all financial instruments measured at amortised cost and interest bearing financial instruments, interest income or expense is recorded at the effective interest rate, which is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument or a shorter period, where appropriate, to the net carrying amount of the financial asset or financial liability. The calculation takes into account all contractual terms of the financial instrument and includes any fees or incremental costs that are directly attributable to the instrument and are an integral part of the effective interest rate, but not future credit losses. The carrying amount of the financial asset or financial liability is adjusted if the Group revises its estimates of payments or receipts. The adjusted carrying amount is calculated based on the original effective interest rate and the change in carrying amount is recorded as interest income or expense.

Once the recorded value of a financial asset or a group of similar financial assets has been reduced due to an impairment loss, interest income is suspended and not recognised.

#### *Fees and commission*

Fees and commission income and expenses that are integral to the effective interest rate on a financial asset or liability are included in the measurement of the effective interest rate.

Other fees and commission income, including account servicing fees, placement fees and syndication fees, are recognised as the related services are performed. When a loan commitment is not expected to result in the draw-down of a loan, loan commitment fees are recognised on a straight-line basis over the commitment period.

Other fees and commission expense relates mainly to transaction and service fees, which are expensed as the services are received

#### *Dividend income*

Revenue is recognised when the Group's right to receive the payment is established.



### Construction contracts

Where the outcome of a construction contract can be estimated reliably, revenue and costs are recognised by reference to the stage of completion of the contract activity at the end of the reporting period, measured based on the surveys of work performed and completion of a physical proportion of the contracts. Variations in contract work, claims and incentive payments are included to the extent that they have been agreed with the customer.

Where the outcome of a construction contract cannot be estimated reliably, contract revenue is recognised to the extent of contract costs incurred that it is probable will be recoverable. Contract costs are recognised as expenses in the period in which they are incurred.

When it is probable that total contract costs will exceed total contract revenue, the expected loss is recognised as an expense immediately.

## 2.6 SIGNIFICANT ACCOUNTING JUDGEMENTS AND ESTIMATES

### Classification of investment properties under construction

Management decides, on acquisition of a property, whether it should be classified as investment property, property and equipment or as property held for sale.

Properties acquired by the Group are recorded as investment properties if these were acquired for rental purposes or capital appreciation.

Properties held for own use are recorded as property, fixtures and equipment.

Properties are recorded as held for sale if their carrying amounts will be recovered through a sale transaction.

### Classification of investments

The Group classifies investments as fair value through profit and loss if they are acquired primarily for the purpose of making a short term profit by the dealers.

Classification of investments as fair value through profit and loss depends on how management monitors the performance of these investments. When they are not classified as held for trading but have readily available reliable fair values and the changes in fair values are reported as part of profit and loss in the management accounts, they are classified as fair value through profit and loss.

Equity investments not held for trading can be designated as being measured at fair value through other comprehensive income at initial recognition.

Investments are classified at amortised cost only if the asset is held within a business model whose objective is to hold the asset to collect its contractual cash flows and that the contractual terms of the financial asset give rise, on specified dates, to cash flows constituting solely principal and interest on the outstanding principal amount.

### Impairment losses on loans and advances

The Group reviews its problem loans and advances on a quarterly basis to assess whether a provision for impairment should be recorded in the consolidated income statement. In particular, considerable judgement by management is required in the estimation of the amount and timing of future cash flows when determining the level of provisions required. Such estimates are necessarily based on assumptions about several factors involving varying degrees of judgment and uncertainty, and actual results may differ resulting in future changes to such provisions.

### Collective impairment provisions on loans and advances

In addition to specific provisions against individually significant loans and advances, the Group also makes a collective impairment provision against loans and advances which, although not specifically identified as requiring a specific provision have a greater risk of default than when originally granted. The amount of the provision is based on the historical loss pattern for loans and advances and is adjusted to reflect current economic changes.

### Contract cost estimates

As described above, when the outcome of a construction contract can be estimated reliably, revenues and costs are recognised by reference to stage of completion of the contract activity at the end of the reporting period. In judging whether the outcome of the construction contract can be estimated reliably, management has considered the detailed criterion for determination of such outcome as set out in IAS 11 'Construction Contracts'. For the purpose of estimating the stage of completion of contract activity, management has considered the forecasts for revenue and costs related to each construction contract. When it is estimated that total contract costs will exceed total contract revenue, the expected loss is recognised as an expense immediately. Management has considered the costs to be incurred based on analysis and forecast of construction work to be executed.

### Fair value of unquoted investments

As described in note 29, the management uses their judgment in selecting an appropriate valuation technique for financial instruments not quoted in an active market. Valuation techniques commonly used by market practitioners are applied. Such financial instruments are valued using discounted cash flow and capitalisation of sustainable earnings analysis based on assumptions supported, where possible, by observable market prices or rates. The estimation of fair value of unquoted shares includes some assumptions not supported by observable market prices or rates. Details of assumptions used and of the results of sensitivity analyses regarding these assumptions are provided in note 29.





### 3. BUSINESS COMBINATIONS

#### Acquisition of Finance House Securities Company LLC

On 1 July 2011, the Company acquired an additional 55% of the voting shares of Finance House Securities Company LLC (formerly known as Gulf National Securities Center L.L.C.) increasing its total ownership to 65%. The principal activity of the subsidiary is to act as broker for buying and selling local stocks and bonds and has a branch in Abu Dhabi.

The fair value of the identifiable assets and liabilities of Finance House Securities Company LLC as at the date of acquisition were:

	<i>Fair value amounts AED'000</i>
Cash and cash equivalents	15,147
Fixed deposits with banks	7,647
Trade and other receivables	23,152
Other current assets	485
Property and equipment	1,295
<b>Total assets</b>	<b>47,726</b>
Trade and other payables	(13,050)
End of service benefits obligation	(480)
<b>Total liabilities</b>	<b>(13,530)</b>
<b>Total identifiable net assets</b>	<b>34,196</b>
Non-controlling interests	(11,969)
<b>Total identifiable net assets acquired</b>	<b>22,227</b>
Value of investment in Finance House Securities Company LLC directly before achieving control	3,420
Additional consideration paid	16,199
Gain on acquisition of a subsidiary	2,608
	22,227
Cash outflow on acquisition is as follows:	
Consideration paid	16,199
Cash acquired with Finance House Securities Company LLC	(15,147)
<b>Net cash outflow</b>	<b>1,052</b>

### 4. CASH AND CASH EQUIVALENTS

	<i>2011 AED'000</i>	<i>2010 AED'000</i>
<b>Due from banks</b>		
Current and demand accounts	20,625	45,453
Fixed placements	706,062	898,662
Call accounts	11,346	6,128
	738,033	950,243
Cash balances	7,233	1,292
Due to banks maturing within three months (deposits)	(51,666)	(2,854)
Due from banks maturing after three months	(197,987)	(487,662)
<b>Net cash and cash equivalents</b>	<b>495,613</b>	<b>461,019</b>

Fixed placements with banks of AED 197,987 thousand (2010: AED 487,662 thousand) and due to banks of AED 236,510 thousand (2010: AED 204,574 thousand) are due to mature after three months from the date of placement and are not included in cash and cash equivalents.

### 5. INVESTMENTS

	<i>2011 AED'000</i>	<i>2010 AED'000</i>
Investments carried at fair value through other comprehensive income		
UAE	262,702	485,683
Outside UAE	14,603	8,848
	277,305	494,531
Investments carried at fair value through profit and loss	37,988	40,175
Investments carried at amortised cost		
UAE	277,673	-
Outside UAE	162,877	-
	440,550	-

## 6. LOANS AND ADVANCES, NET

	2011 AED'000	2010 AED'000
Commercial loans	1,062,792	948,835
Retail finance	308,249	323,520
	1,371,041	1,272,355
Less: allowance for impairment		
Specific	(149,242)	(132,932)
Collective	(12,942)	(21,883)
	1,208,857	1,117,540
Loans and advances are stated net of allowance for impairment. The movement in the allowance during the year is as follows:		
At 1 January	154,815	150,355
Charge for the year	13,507	7,066
Less: Reversals during the year	(6,138)	(2,606)
At 31 December	162,184	154,815

## 7. INVESTMENT IN ASSOCIATES

The Group has the following investments in associates:

	Percentage of holding	
	2011	2010
Islamic Finance House P.J.S.C.	47.83%	-
Insurance House P.S.C.	36.04%	-
Mainland Management L.L.C.	33.33%	33.33%
Universal Hospital L.L.C.	30.00%	-
The Financial Corporation S.A.O.G.	-	22.22%
Sawaeed Investment L.L.C.	-	25%
Gulf National Securities Center L.L.C.	-	10%

Islamic Finance House P.J.S.C. is incorporated in the U.A.E. and is engaged in Islamic financing.

Insurance House P.J.S.C. is incorporated in the U.A.E. and is engaged in non-life insurance services.

Mainland Management L.L.C. is incorporated in the U.A.E. and provides hospitality management services.

Universal Hospital L.L.C. is incorporated in the U.A.E. and owns and manages a hospital.

For the purpose of applying the equity method of accounting, the financial statements of the associates as at 30 September 2011 have been used. Adjustments for significant transactions and events, if any, between 1 October 2011 and 31 December 2011 have been made to reflect the financial position as of 31 December 2011.

During the year, the Group's stake in The Financial Corporation S.A.O.G. and Sawaeed Investment L.L.C. were disposed off in full for a gain of AED 388 thousand and AED 4,000 thousand, respectively.

During the year, the Group acquired an additional stake of 55% in Gulf National Securities Center L.L.C (note 3).

Summarized financial information on investment in associates is set out below

	2011 AED'000	2010 AED'000
<i>Associates' statement of financial position</i>		
Assets	634,764	365,007
Liabilities	(279,989)	(147,677)
<b>Net assets</b>	<b>354,775</b>	<b>217,330</b>
Group's share of net assets	135,533	55,275
Goodwill arising on acquisition	13,949	13,002
<b>Carrying amount of investment in associates</b>	<b>149,482</b>	<b>68,277</b>
<i>Associates' revenue and profit:</i>		
Revenue	22,023	18,585
(Loss) profit for the year	(18,024)	15,801
<b>Group's share of net (loss) profit for the year</b>	<b>(2,307)</b>	<b>2,697</b>

As of 31 December 2011, the Group's share of the contingent liabilities of associates amounted to AED 26,162 thousand (2010: AED 5,000 thousand).

## 8. GOODWILL

On 27 January 2009 and 28 September 2009, the Company acquired an additional 35% and 5% shareholding respectively in Third Vision Investment L.L.C., a subsidiary. The principal activities of the subsidiary are ownership and management of head office premises.

### Payment consideration

	AED'000
Purchase consideration in cash and cash equivalents	33,098
Fair value of net assets acquired	(28,125)
Goodwill recognised	4,973

## 9. PROPERTY, FIXTURES AND EQUIPMENT

	Freehold land AED'000	Furniture fixtures & equipment AED'000	Motor vehicles AED'000	Computer hardware & software AED'000	Capital work in progress AED'000	Total AED'000
<b>2011</b>						
Cost or valuation						
At 1 January 2011	85,667	28,695	5,324	15,817	18,874	154,377
Additions during the year	-	1,846	321	2,404	53,660	58,231
At 31 December 2011	<b>85,667</b>	<b>30,541</b>	<b>5,645</b>	<b>18,221</b>	<b>72,534</b>	<b>212,608</b>
Accumulated depreciation:						
At 1 January 2011	-	18,318	3,462	13,178	-	34,958
Charge for the year	-	3,862	928	1,682	-	6,472
At 31 December 2011	-	<b>22,180</b>	<b>4,390</b>	<b>14,860</b>	-	<b>41,430</b>
Net book value:						
At 31 December 2011	<b>85,667</b>	<b>8,361</b>	<b>1,255</b>	<b>3,361</b>	<b>72,534</b>	<b>171,178</b>
<b>2010</b>						
Cost or valuation						
At 1 January 2010	90,467	24,284	4,996	14,111	12,066	145,924
Additions during the year	-	4,411	328	1,706	13,846	20,291
Transfer to investment property (note 10)	(4,800)	-	-	-	(7,038)	(11,838)
At 31 December 2010	<b>85,667</b>	<b>28,695</b>	<b>5,324</b>	<b>15,817</b>	<b>18,874</b>	<b>154,377</b>
Accumulated depreciation:						
At 1 January 2010	-	14,543	2,347	11,505	-	28,395
Charge for the year	-	3,775	1,115	1,673	-	6,563
At 31 December 2010	-	<b>18,318</b>	<b>3,462</b>	<b>13,178</b>	-	<b>34,958</b>
Net book value:						
At 31 December 2010	<b>85,667</b>	<b>10,377</b>	<b>1,862</b>	<b>2,639</b>	<b>18,874</b>	<b>119,419</b>

The freehold land includes a plot of land that was granted free of cost by the Government of Abu Dhabi and a purchased plot of land on which the Group intends to build its office premises.

Capital work in progress mainly pertains to the construction of the office premises on the freehold plot of land.

The fair values of land are based on valuations carried out during 2009 by independent valuers not related to the Group. The independent valuers have the appropriate qualifications and recent experience in the valuation of properties in the relevant location. The valuation was arrived at using the sales comparison method.

## 10. INVESTMENT PROPERTY

	2011 AED'000	2010 AED'000
Opening balance	<b>71,365</b>	47,464
Addition during the year	<b>16,234</b>	10,663
Transfer from property, fixtures and equipment (note 9)	-	11,838
Gain on fair valuation of investment property	-	1,400
Closing balance (at fair value)	<b>87,599</b>	71,365

Investment properties were valued based on management's best estimates as of the statement of financial position date based on information and assumptions considered by management to be adequate and appropriate in the circumstances as of 31 December 2011.

## 11. INTEREST RECEIVABLE AND OTHER ASSETS

	2011 AED'000	2010 AED'000
Interest receivable	<b>70,841</b>	72,874
Prepayments	<b>19,447</b>	19,206
Advance for investments	-	94,159
Accounts receivable, net of provision for impairment	<b>37,419</b>	34,779
Amounts due from customers under construction contracts (note 26)	<b>48,080</b>	27,635
Other assets	<b>12,087</b>	7,689
	<b>187,874</b>	256,342

As at 31 December 2011, accounts receivable at nominal value of AED 8,986 were impaired, and fully provided for.

As at 31 December 2011, the ageing analysis of accounts receivable is as follows:

	Total AED'000	Neither past due nor impaired AED'000	Past due but not impaired			
			<30 days AED'000	30 - 60 days AED'000	60 - 90 days AED'000	>120 days AED'000
<b>2011</b>	<b>37,419</b>	<b>18,933</b>	<b>3,419</b>	<b>443</b>	-	<b>14,624</b>
2010	34,779	34,779	-	-	-	-



## 12. CUSTOMERS' DEPOSITS

	2011 AED'000	2010 AED'000
Call and demand deposits	69,023	36,331
Time deposits	1,552,654	1,533,172
	<u>1,621,677</u>	<u>1,569,503</u>
Analysis of customers' deposits by sector is as follows:		
Government	437,582	726,092
Corporate	1,184,095	843,411
	<u>1,621,677</u>	<u>1,569,503</u>

## 13. TERM LOANS

	2011 AED'000	2010 AED'000
From local commercial banks (i)	101,173	152,157
From international commercial banks (ii)	307,027	155,776
	<u>408,200</u>	<u>307,933</u>

- (i) Included in the term loans is an amount of AED 100,000 thousand which was obtained from a local commercial bank in 2010. This loan will be repaid by 2012.
- (ii) Included in the term loans are an amount of AED 155,776 thousand and AED 150,000 thousand which were obtained from international commercial banks with UAE presence in 2010 and 2011 respectively. These loans will be repaid within 2 -3 years.

## 14. INTEREST PAYABLE AND OTHER LIABILITIES

	2011 AED'000	2010 AED'000
Interest payable	14,426	22,976
Trade payables	4,070	-
Accrued expenses	52,087	53,563
Margin accounts	292,480	213,757
Provision for estimated contract losses	-	3,225
Other liabilities	<u>101,695</u>	<u>183,660</u>
	<u>464,758</u>	<u>477,181</u>

## 15. SHARE CAPITAL

	Issue and fully paid 2011 AED'000	2010 AED'000
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### Authorised, issued and fully paid

302.5 million shares (2010: 275 million shares)

of AED 1 each (31 December 2010: AED 1 each) 302,500 275,000

In the annual general meeting held on 21 March 2011, the shareholders approved the distribution of bonus shares equal to 10% (2010: 25%) of the nominal value of the shares in a ratio of one bonus share against every ten shares (2010: one share for every four share) held amounting to AED 27,500 thousand.

## 16. EMPLOYEES' SHARE-BASED PAYMENT SCHEME

The share-based payment scheme is administered by a trustee and gives the Board of Directors the authority to determine which employees of the Group will be granted the shares. The values of shares granted to employees are expensed in the period in which they are granted, and that of the remaining shares are included within shareholders' equity.

During the year, nil shares (2010: nil shares) were granted to employees and outstanding shares not yet granted to employees as of 31 December 2011 were 1,650 thousand (31 December 2010: 1,650 thousand).

## 17. STATUTORY RESERVE

In line with the provisions of the UAE Federal Commercial Companies Law No. (8) of 1984, (as amended) and the Company's Articles of Association, the Company is required to transfer annually to a statutory reserve account an amount equivalent to 10% of its profit, until such reserve reaches 50% of the share capital of the Company. The statutory reserve is not available for distribution.

## 18. DIVIDEND

In 2011, a dividend of AED 15 fils per share (total dividend AED 41,250 thousand) was paid to holders of fully paid ordinary shares. In 2010, the dividend paid was 50 fils per share (total dividend AED 110,000 thousand).

## 19. COMMITMENTS AND CONTINGENT LIABILITIES

The Group provides letters of credit and financial guarantees on behalf of customers to third parties. These agreements have fixed limits and are generally for a certain period of time.

Capital commitments represent future capital expenditures that the Group has committed to spend on assets over a period of time.

Irrevocable commitments to extend credit represent contractual irrevocable commitments to make loans and revolving credits.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2011  
19. COMMITMENTS AND CONTINGENT LIABILITIES (continued)

The Group had the following commitments and contingent liabilities outstanding at year end:

	2011 AED'000	2010 AED'000
Letters of credit	55,103	38,198
Letters of guarantee	792,220	736,253
Capital commitments	102,705	29,390
Irrevocable commitments to extend credit	75,920	69,814
	<u>1,025,948</u>	<u>873,655</u>

## 20. NET INTEREST INCOME

	2011 AED'000	2010 AED'000
<b>Interest income</b>		
Due from banks	23,815	28,102
Loans and advances	139,834	159,581
Others	12,606	4,328
	<u>176,255</u>	<u>192,011</u>
<b>Interest expense</b>		
Customer deposits	(48,516)	(64,492)
Due to banks	(15,698)	(9,998)
	<u>(64,214)</u>	<u>(74,490)</u>
Net interest income	<u>112,041</u>	<u>117,521</u>

No interest income is recognised on impaired loans and advances.

## 21. NET FEE AND COMMISSION INCOME

	2011 AED'000	2010 AED'000
<b>Fee and commission income</b>		
Corporate and commercial finance activities	15,266	12,843
Retail finance activities	21,101	17,611
	<u>36,367</u>	<u>30,454</u>
<b>Fee and commission expense</b>	<u>(12,567)</u>	<u>(10,205)</u>
Net fee and commission income	<u>23,800</u>	<u>20,249</u>

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2011

## 22. NET (LOSS) INCOME FROM INVESTMENTS CARRIED AT FAIR VALUE THROUGH PROFIT AND LOSS

	2011 AED'000	2010 AED'000
(Loss) gain on disposal of investments carried at fair value through profit and loss	(3,913)	20,643
Unrealised (loss) gain on investments carried at fair value through profit and loss	(3,233)	1,750
Dividends on investments carried at fair value through profit and loss	602	676
Net (loss) income from investments carried at fair value through profit and loss	<u>(6,544)</u>	<u>23,069</u>

## 23. OTHER OPERATING INCOME

Included in other operating income is an amount of AED nil (2010: AED 16.9 million) which represents the reversal of certain investment related provisions.

## 24. BASIC AND DILUTED EARNINGS PER SHARE

Earnings per share is calculated by dividing the profit for the year by the weighted average number of shares outstanding during the year. Diluted earnings per share is determined by adjusting the profit and the weighted average number of shares outstanding, adjusted for the effects of all dilutive potential ordinary shares. As of 31 December 2011, the Company has not issued any instruments which would have a dilutive impact on earnings per share when converted or exercised.

The calculation of basic and diluted earnings per share is based on the following data:

	2011 AED'000	2010 AED'000
Profit for the year attributable to equity holders of the parent (AED '000)	<u>63,869</u>	<u>115,088</u>
Number of ordinary shares in issue ('000)	<u>300,750</u>	<u>300,750</u>
Earnings per share (AED)	<u>0.21</u>	<u>0.38</u>



## 25. RELATED PARTY TRANSACTIONS

In the ordinary course of business, the Group enters into transactions with major shareholders, directors, senior management and their related concerns at commercial interest and commission rates.

The year end balances in respect of related parties included in the statement of financial position are as follows:

	31 December 2011 AED'000	31 December 2010 AED'000
<i>Loans and advances to customers</i>		
To associates	-	48,768
To key management staff	197	391
<i>Customer's deposits</i>		
From associates	131,670	2,527
From others	768	163,903

Commitments and contingent liabilities (note 19) include a letter of guarantee issued by the Company on behalf of an associate amounting to AED 35,477 thousand (2010: AED 9,500 thousand).

Significant transactions with related parties during the year were as follows:

	31 December 2011 AED'000	31 December 2010 AED'000
<i>Contract revenue</i>		
From others	65,817	89,658
<i>Interest and commission income</i>		
From associates	25	6,802
From key management	12	21
<i>Interest expense</i>		
To associates	4,033	74
To others	6	4,554
<i>Key management remuneration</i>		
Short term benefits (salaries, benefits and bonuses)	14,989	15,530

## 26. CONSTRUCTION CONTRACTS

	2011 AED'000	2010 AED'000
Construction costs incurred plus recognised profits less recognised losses to date	519,204	421,800
Less : Progress billings to date	471,124	394,165
	48,080	27,635
Recognised and included in the consolidated financial statements as amounts due from customers under construction contracts (Note 11)	48,080	27,635

At 31 December 2011, retentions held by customers for contract work amounted to AED 18,285 thousand (2010: AED 8,623 thousand). Advances received from customers for contract work amounted to AED 23,869 thousand (2010: AED 6,902 thousand).

## 27. SEGMENTAL INFORMATION

For the management purposes, the Group is organised into four major business segments:

- (i) Commercial and retail financing, which principally provides loans and other credit facilities for institutional and individual customers.
- (ii) Investment, which involves the management of the Group's investment portfolio and its treasury activities.
- (iii) Construction, which involves the Group's subsidiaries performing real estate construction related activities.
- (iv) Brokerage, which involves the Group's subsidiary providing brokerage services.

These segments are the basis on which the Group reports its primary segment information. Transactions between segments are conducted at rates determined by management taking into consideration the cost of funds.



## 27.1 PRODUCTS AND SERVICES FROM WHICH REPORTABLE SEGMENTS DERIVE THEIR REVENUES

Information regarding the Group's reportable segments is presented below:

	Commercial & retail financing AED'000	Investment AED'000	Construction AED'000	Brokerage AED'000	Unallocated AED'000	Total AED'000
Year ended 31 December 2011						
Interest income	161,750	14,505	-	-	-	176,255
Interest expense	(57,100)	(7,114)	-	-	-	(64,214)
Share of loss of associates	-	(2,307)	-	-	-	(2,307)
Other operating income	1,255	33,726	14,512	922	-	50,415
Total operating income	105,905	38,810	14,512	922	-	160,149
Depreciation and amortisation expense	-	-	(3,320)	(146)	(3,006)	(6,472)
Other expenses and charges	(21,281)	(4,162)	(8,231)	(2,571)	(46,822)	(83,067)
<b>Profit for the year before impairment</b>	<b>84,624</b>	<b>34,648</b>	<b>2,961</b>	<b>(1,795)</b>	<b>(49,828)</b>	<b>70,610</b>
Allowance for impairment of loans and advances, net	(7,369)	-	-	-	-	(7,369)
<b>Profit for the year after impairment</b>	<b>77,255</b>	<b>34,648</b>	<b>2,961</b>	<b>(1,795)</b>	<b>(49,828)</b>	<b>63,241</b>
<b>Segmental assets</b>	<b>1,304,737</b>	<b>1,854,214</b>	<b>105,644</b>	<b>46,477</b>	<b>-</b>	<b>3,311,072</b>
<b>Segmental liabilities</b>	<b>1,227,482</b>	<b>1,377,768</b>	<b>169,810</b>	<b>14,075</b>	<b>-</b>	<b>2,789,135</b>
<b>Additions to non-current assets during the year</b>	<b>-</b>	<b>16,234</b>	<b>1,327</b>	<b>1,428</b>	<b>55,476</b>	<b>74,465</b>

	Commercial & retail financing AED'000	Investment AED'000	Construction AED'000	Brokerage AED'000	Unallocated AED'000	Total AED'000
Year ended 31 December 2010						
Interest income	187,491	4,520	-	-	-	192,011
Interest expense	(51,432)	(23,058)	-	-	-	(74,490)
Share of profit of associates	-	2,697	-	-	-	2,697
Other operating income	25,943	52,950	8,981	-	-	87,874
Total operating income	162,002	37,109	8,981	-	-	208,092
Depreciation and amortisation expense	-	-	(3,443)	-	(3,120)	(6,563)
Other expenses and charges	(15,004)	(1,877)	(13,105)	-	(51,995)	(81,981)
<b>Profit for the year before impairment</b>	<b>146,998</b>	<b>35,232</b>	<b>(7,567)</b>	<b>-</b>	<b>(55,115)</b>	<b>119,548</b>
Allowance for impairment of loans and advances, net	(4,460)	-	-	-	-	(4,460)
<b>Profit for the year after impairment</b>	<b>142,538</b>	<b>35,232</b>	<b>(7,567)</b>	<b>-</b>	<b>(55,115)</b>	<b>115,088</b>
<b>Segmental assets</b>	<b>1,200,273</b>	<b>1,747,761</b>	<b>65,426</b>	<b>-</b>	<b>110,697</b>	<b>3,124,157</b>
<b>Segmental liabilities</b>	<b>1,057,735</b>	<b>1,377,376</b>	<b>132,552</b>	<b>-</b>	<b>-</b>	<b>2,567,663</b>
<b>Additions to non-current assets during the year</b>	<b>-</b>	<b>10,663</b>	<b>1,714</b>	<b>-</b>	<b>18,577</b>	<b>30,954</b>

## 27.1 PRODUCTS AND SERVICES FROM WHICH REPORTABLE SEGMENTS DERIVE THEIR REVENUES (continued)

Revenue reported above represents revenue generated from external customers. There were no inter-segment sales in the year (2010: nil). The accounting policies of the reportable segments are the same as the Group's accounting policies described in note 2.

For the purposes of monitoring segment performance and allocating resources between segments:

- all assets are allocated to reportable segments. Assets used jointly by reportable segments are allocated on the basis of the revenues earned by individual reportable segments; and
- all liabilities are allocated to reportable segments. Liabilities for which reportable segments are jointly liable are allocated in proportion to segment assets.

## 27.2 GEOGRAPHICAL INFORMATION

The Group primarily operates in the U.A.E. (country of domicile).

## 27.3 INFORMATION ABOUT MAJOR CUSTOMERS

There is no single customer accounting for more than 10% of the Group's revenues from external customers.

## 28. RISK MANAGEMENT

### 28.1 INTRODUCTION

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 is exposed to credit risk, liquidity risk and market risk, the latter being subdivided into trading and non-trading risks. It is also subject to operational risks.

#### Risk management structure

In line with the best practice followed in world class financial institutions the overall risk management responsibility lies with the Board of Directors of the Group, under which there is a Board Investment and Credit Committee (BICC) comprising of six board members and the Chief Risk Officer who take responsibility for identifying and controlling the risks.

#### Board of Directors

The overall risk management responsibility lies with the Board of Directors of the Group. It provides the direction, strategy and oversight of all the activities through various committees.

#### Audit Committee

The Audit Committee comprises three independent members who represent the Board of Directors of the Group. The Audit Committee has the overall responsibility of assessing the internal audit findings, directing implementation of audit recommendations and overseeing the internal audit activities undertaken within the internal control environment and regulatory compliance framework of the Group. Duties and responsibilities of the Audit Committee are governed by a formally approved Audit Committee Charter which is in line with best practice and control governance.



## 28.1 INTRODUCTION (continued)

### *Asset Liability Committee*

The asset liability management process is an act of planning, acquiring, and directing the flow of funds through an organization. The ultimate objective of this process is to generate adequate and stable earnings and to steadily build an organization's equity over time, while taking measured business risks. The Group has a well defined asset liability management policy duly describing the objective, role and function of the Asset Liability Committee which is the body within the Group that holds the responsibility to make strategic decisions to manage balance sheet related risks. The Asset Liability Committee, consisting of the Group's senior management, including the Chairman, meets at least once a month.

### *Board Investment and Credit Committee*

All major business proposals of clients are approved through the BICC. The BICC is a sub-committee of the Board of Directors. The approval process and the authorities vested with the BICC members are well defined in a credit policy manual. The policy manual enumerates various procedures to be followed by relationship managers in bringing relationships to the Group. Various aspects of the credit approval process have been defined in the policy which enables efficient approval of the proposals.

### *Risk Management Unit (RMU)*

The RMU is an independent unit reporting to the General Manager. The RMU is responsible for identifying, measuring, monitoring and controlling the risks arising out of various activities in the Group by the different business units. The process is through partnering with the units in identifying and addressing the risks by setting limits and reporting on the utilization thereof.

The RMU also monitors compliance with the regulatory procedures and anti-money laundering monitoring procedures of the Group.

### *Treasury*

Group Treasury is responsible for managing the Group's assets and liabilities and the overall financial structure. It is also primarily responsible for managing the funding and liquidity risks of the Group.

### *Internal Audit*

Risk management processes throughout the Group are audited annually by the internal audit function that examines both the adequacy of the procedures and the Group's compliance with the procedures. Internal Audit discusses the results of all assessments with management, and reports its findings and recommendations to the Audit Committee. The Head of Internal Audit has direct reporting lines to the Audit Committee in order to secure independence and objectivity in all audit engagements undertaken within the Group.

### **Risk measurement and reporting systems**

Monitoring and controlling risks is primarily performed based on limits established by the Group. These limits reflect the business strategy and market environment of the Group as well as the level of risk that the Group is willing to accept, with additional emphasis on selected industries. In addition, the Group monitors and measures the overall risk bearing capacity in relation to the aggregate risk exposure across all risk types and activities.

## 28.1 INTRODUCTION (continued)

### **Risk measurement and reporting systems (continued)**

Information compiled from all the businesses is examined and processed in order to analyse, control and identify early risks. This information is presented and explained to the RMU, and the head of each business division. The report includes aggregate credit exposure, limit exceptions and risk profile changes. On a monthly basis detailed reporting of industry, customer and geographic risks takes place. Senior management assesses the appropriateness of the provision for credit losses on a quarterly basis. RMU receives a comprehensive risk report once a quarter which is designed to provide all the necessary information to assess and conclude on the risks of the Group.

For all levels throughout the Group, specifically tailored risk reports are prepared and distributed in order to ensure that all business divisions have access to extensive, necessary and up-to-date information.

### **Risk mitigation**

As part of its overall risk management, the Group uses certain instruments to manage exposures resulting from changes in interest rates and foreign currencies.

The Group actively uses collateral to reduce its credit risks.

### **Risk concentration**

Concentrations of credit risk arise when a number of counter parties 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 of credit risk indicate the relative sensitivity of the Group's performance to developments affecting a particular industry or geographic location.

The Group seeks to manage its credit risk exposure through diversification of lending activities to avoid undue concentrations of risks with individuals or groups of customers in specific industries or businesses.

Details of the composition of the loans and advances portfolio are provided in Note 6. Information on credit risk relating to investments is provided in Note 28.3.



## 28.2 MARKET RISK

Market risk is the risk that the fair value and future cash flows of financial instruments will fluctuate due to changes in market variables such as interest rates, foreign exchange rates, and equity prices.

### Interest rate risk

Interest rate risk arises from the possibility that changes in interest rates will affect future cash flows or the fair values of financial instruments.

The Group is exposed to interest rate risk on its interest bearing assets and liabilities.

The following table demonstrates the sensitivity of the income statement to reasonably possible changes in interest rates, with all other variables held constant, of the Group's result for the year.

The sensitivity of the income statement is the effect of the assumed changes in interest rates on the Group's profit for one year, based on the floating rate financial assets and financial liabilities held at 31 December 2011.

	Effect on profit AED'000
<b>2011</b>	
+100 increase in basis point	(6,636)
- 100 decrease in basis point	6,636
<b>2010</b>	
+100 increase in basis point	(2,308)
- 100 decrease in basis point	2,308

### Currency risk

Currency risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates. The Board of Directors has set limits on positions by currency. Positions are monitored on a daily basis and it is ensured these are maintained within established limits.

Foreign currency risk is limited since a significant proportion of the Group's transactions, monetary assets and liabilities are denominated in U.A.E. Dirhams and U.S. Dollars. As the U.A.E. Dirham is pegged to the U.S. Dollar, balances in U.S. Dollars are not considered to represent significant currency risk.

### Equity price risk

Equity price risk is the risk that the fair values of equities decrease as the result of changes in the levels of equity indices and the value of individual stocks. The equity price risk exposure arises from the Group's investment portfolio.

## 28.2 MARKET RISK (continued)

### Equity price risk (continued)

The following table estimates the sensitivity to a possible change in equity markets on the Group's income statement. The sensitivity of the income statement is the effect of the assumed change in the reference equity benchmark on the fair value of investments carried at fair value through profit or loss.

	Assumed level of change	Impact on net income 2011 AED'000	Impact on net income 2010 AED'000
<b>Investments carried at fair value through profit or loss</b>			
Abu Dhabi Securities Market Index	5%	1,311	1,378
Dubai Financial Market Index	5%	588	630

The effect on equity (as a result of a change in the fair value of equity instruments carried at fair value through other comprehensive income at 31 December 2011) due to a reasonably possible change in equity indices, with all other variables held constant, is as follows.

	Assumed level of change	Impact on equity 2011 AED'000	Impact on equity 2010 AED'000
<b>Investments carried at fair value through other comprehensive income</b>			
Abu Dhabi Securities Market Index	5%	3,278	4,641
Dubai Financial Market Index	5%	2,363	4,044
Amman Stock Exchange	5%	135	210

## 28.3 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 attempts to control credit risk by monitoring credit exposures, limiting transactions with specific counter-parties, and continually assessing the creditworthiness of counter-parties. In addition to monitoring credit limits, the Group manages the credit exposure relating to its trading activities by collateral arrangements with counter-parties in appropriate circumstances, and limiting the duration of exposure. In certain cases, the Group may also close out transactions or assign them to other counter-parties to mitigate credit risk.

The Group has established a credit quality review process to provide early identification of possible changes in the creditworthiness of counterparties, including regular collateral revisions. The credit quality review process allows the Group to assess the potential loss as a result of the risks to which it is exposed and take corrective action.

### Credit-related commitments risks

The Group makes available to its customers guarantees which may require that the Group makes payments on their behalf. Such payments are collected from customers based on the terms of the letters of guarantee. They expose the Group to similar risks to loans and these are mitigated by the same control processes and policies.



### 28.3 CREDIT RISK (continued)

#### Maximum exposure to credit risk without taking account of any collateral and other credit enhancements

The table below shows the maximum exposure to credit risk for the components of the statement of financial position. The maximum exposure is shown gross, before the effect of mitigation through the use of collateral agreements.

	Gross maximum exposure 2011 AED'000	Gross maximum exposure 2010 AED'000
Balances with U.A.E. Central Bank	3,317	10,507
Due from banks and financial institutions	734,716	939,736
Loans and advances	1,208,857	1,117,540
Investments carried at amortised cost	440,550	-
Other assets	168,427	142,977
Contingent liabilities	847,323	774,451
Commitments	75,920	69,814
Total	3,479,110	3,055,025

#### Credit risk concentration

Concentration of risk is managed by customer / counterparty, by geographical region and by industry sector. The funded and non funded credit exposure to the top 5 borrowers as of 31 December 2011 was AED 389,663 thousand (2010: AED 363,571 thousand) before taking account of collateral or other credit enhancements and AED 26,757 thousand (2010: AED 77,607 thousand) net of such protection, respectively.

The distribution of the Group's financial assets by geographic region and industry sector is as follows:

	2011 AED'000	2010 AED'000
<i>Geographic region</i>		
U.A.E.	2,338,856	2,206,520
Other Arab countries	519	1,285
Europe	3,269	1,773
U.S.A.	346	1,182
Rest of the World	212,877	-
Financial assets subject to credit risk	2,555,867	2,210,760
Other assets	755,205	913,397
Total assets	3,311,072	3,124,157
<i>Industry sector</i>		
Commercial and business	1,061,706	935,610
Personal	217,509	255,314
Banks and financial institutions	1,178,583	950,243
Others	98,069	69,593
Financial assets subject to credit risk	2,555,867	2,210,760
Other assets	755,205	913,397
Total assets	3,311,072	3,124,157

### 28.3 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 obtained are as follows:

- For repurchase and reverse repurchase transactions, cash or securities
- For commercial lending, charges over real estate properties, inventory, trade receivables and securities
- For personal lending, against post dated cheques and security cheques

The Group also obtains guarantees from parent companies for loans to their subsidiaries.

Management monitors the market value of collateral, requests additional collateral in accordance with the underlying agreement, and assesses the market value of collateral obtained during its review of the adequacy of the provision for impairment losses. Management estimates the fair value of collaterals and other credit enhancements held against individually impaired financing assets approximating to be AED 66,310 thousand as at 31 December 2011 (2010: AED 69,084 thousand).

It is the Group's policy to dispose of repossessed assets, other than investment properties, in an orderly fashion. The proceeds are used to reduce or repay the outstanding claim. In general, the Group does not occupy repossessed properties for business use.

#### Credit quality per class of financial assets

The credit quality of financial assets is managed by the Group using internal credit ratings. The table below shows the credit quality by class of asset, based on the Group's credit rating system. The amounts presented are net of impairment provisions.

	Neither past due nor impaired				Total AED'000
	Pass grade AED'000	Watch grade AED'000	Sub-standard grade AED'000	Past due or individually impaired grade AED'000	
<b>2011</b>					
Cash and balances with U.A.E. Central Bank	10,550	-	-	-	10,550
Due from banks and financial institutions	734,716	-	-	-	734,716
Loans and advances	924,127	26,214	101,016	157,500	1,208,857
Investments carried at amortised cost	440,550	-	-	-	440,550
Other assets	168,427	-	-	-	168,427
<b>Total</b>	<b>2,278,370</b>	<b>26,214</b>	<b>101,016</b>	<b>157,500</b>	<b>2,563,100</b>
<b>2010</b>					
Cash and balances with U.A.E. Central Bank	11,799	-	-	-	11,799
Due from banks and financial institutions	939,736	-	-	-	939,736
Loans and advances	791,930	35,939	34,522	255,149	1,117,540
Other assets	142,977	-	-	-	142,977
<b>Total</b>	<b>1,886,442</b>	<b>35,939</b>	<b>34,522</b>	<b>255,149</b>	<b>2,212,052</b>

### 28.3 CREDIT RISK (continued)

An analysis of past due loans, by age, is provided below.

Aging analysis of past due or impaired loans.

	Less than 30days AED'000	31 to 60 days AED'000	61 to 90 days AED'000	more than 91 days AED'000	Total AED'000
<b>2011</b>					
Past due but not impaired loans and advances	23,319	7,979	6,439	36,733	74,470
Impaired loans	-	-	-	83,030	83,030
<b>Total past due and impaired loans</b>	<b>23,319</b>	<b>7,979</b>	<b>6,439</b>	<b>119,763</b>	<b>157,500</b>
<b>2010</b>					
Past due but not impaired loans and advances	9,553	26,751	1,057	155,066	192,427
Impaired loans	-	-	-	62,722	62,722
<b>Total past due and impaired loans</b>	<b>9,553</b>	<b>26,751</b>	<b>1,057</b>	<b>217,788</b>	<b>255,149</b>

### 28.4 LIQUIDITY RISK AND FUNDING MANAGEMENT

Liquidity risk is the risk that an institution will be unable to meet its funding requirements. Liquidity risk can be caused by market disruptions or a credit downgrade which may cause certain sources of funding to dry up immediately. To guard against this risk, management has diversified funding sources and assets are managed with liquidity in mind, maintaining a healthy balance of cash, cash equivalents, and readily marketable securities.

#### Analysis of financial assets and financial liabilities by remaining contractual maturities

The table below summarises the maturity profile of the Group's financial assets and liabilities at 31 December 2011 based on contractual maturities.

	Less than 3 months AED'000	3 months to 1 year AED'000	1 year to 5 years AED'000	Over 5 years AED'000	Total AED'000
<b>ASSETS</b>					
Cash and balances with U.A.E. Central Bank	10,550	-	-	-	10,550
Due from banks and financial institutions	536,729	125,000	72,987	-	734,716
Loans and advances, net	321,148	315,393	490,034	82,282	1,208,857
Investments, including associates	601,370	27,000	223,895	53,060	905,325
Other assets	71,519	76,553	20,355	-	168,427
Financial assets	1,541,316	543,946	807,271	135,342	3,027,875
Non-financial assets	24,420	-	10,155	248,622	283,197
Total assets	1,565,736	543,946	817,426	383,964	3,311,072
<b>LIABILITIES</b>					
Due to banks	51,666	208,384	28,126	-	288,176
Customers' deposits	1,107,912	491,765	22,000	-	1,621,677
Term loans	17,993	99,093	299,278	-	416,364
Other liabilities	439,791	11,295	13,672	6,324	471,082
Total liabilities	1,617,362	810,537	363,076	6,324	2,797,299

### 28.4 LIQUIDITY RISK AND FUNDING MANAGEMENT (continued)

#### Analysis of financial assets and financial liabilities by remaining contractual maturities (continued)

The maturity profile of the financial assets and liabilities at 31 December 2010 was as follows:

	Less than 3 months AED'000	3 months to 1 year AED'000	1 year to 5 years AED'000	Over 5 years AED'000	Total AED'000
<b>ASSETS</b>					
Cash and balances with U.A.E. Central Bank	11,799	-	-	-	11,799
Due from banks and financial institutions	452,074	432,732	54,930	-	939,736
Loans and advances, net	307,471	292,232	354,340	163,497	1,117,540
Investments, including associates	157,931	82,000	189,874	173,178	602,983
Other assets	186,626	45,335	5,175	-	237,136
Financial assets	1,115,901	852,299	604,319	336,675	2,909,194
Non-financial assets	24,179	-	13,307	177,477	214,963
Total assets	1,140,080	852,299	617,626	514,152	3,124,157
<b>LIABILITIES</b>					
Due to banks	2,854	204,574	-	-	207,428
Customers' deposits	968,926	600,577	-	-	1,569,503
Term loans	102,000	-	165,594	46,498	314,092
Other liabilities	453,584	23,597	-	5,618	482,799
Total liabilities	1,527,364	828,748	165,594	52,116	2,573,822

The table below shows the contractual expiry by maturity of the Group's contingent liabilities and commitments.

	Less than 3 months AED'000	3 months to 1 year AED'000	1 year to 5 years AED'000	Over 5 years AED'000	Total AED'000
<b>2011</b>					
Contingent liabilities	485,216	282,921	79,186	-	847,323
Commitments	178,625	-	-	-	178,625
<b>Total</b>	<b>663,841</b>	<b>282,921</b>	<b>79,186</b>	<b>-</b>	<b>1,025,948</b>
<b>2010</b>					
Contingent liabilities	430,709	263,498	80,244	-	774,451
Commitments	99,204	-	-	-	99,204
Total	529,913	263,498	80,244	-	873,655

The Group expects that not all of the contingent liabilities or commitments will be drawn before expiry of the commitments.



## 28.5 OPERATIONAL RISK

Operational risk is the risk of direct or indirect loss arising from inadequate or failed internal processes, systems failure, human error, fraud or external events. When required controls fail, operational risks can cause damage to reputation, have legal or regulatory implications, or lead to financial loss. While the Group cannot expect to eliminate all operational risks, through a control framework and by continuous monitoring and responding to potential risks, the Group is able to manage these risks. Controls include effective segregation of duties, appropriate access, authorisation and reconciliation procedures, staff training and robust assessment processes. The processes are reviewed by risk management and internal audit on an ongoing basis.

## 29. FAIR VALUE OF FINANCIAL INSTRUMENTS

While the Group prepares its financial statements under the historical cost convention modified for measurement to fair value of investments at fair value through other comprehensive income and profit and loss and investment properties, in the opinion of management, the estimated carrying values and fair values of financial assets and liabilities, that are not carried at fair value in the financial statements are not materially different, since assets and liabilities are either short term in nature or in the case of deposits and performing loans and advances, frequently repriced. For impaired loans and advances, expected cash flows, including anticipated realisation of collateral, were discounted using the original interest rates, considering the time of collection and a provision for the uncertainty of the cash flows.

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

**Level 1:** quoted (unadjusted) prices in active markets for identical assets or 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

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

The following table shows the analysis of financial instruments recorded at fair value by level of the fair value hierarchy for the year ended 31 December 2011:

	Level 1 AED'000	Level 2 AED'000	Level 3 AED'000	Total AED'000
<b>FINANCIAL ASSETS</b>				
<b><i>Carried at fair value through profit or loss</i></b>				
Quoted equities	<u>37,988</u>	<u>-</u>	<u>-</u>	<u>37,988</u>
<b><i>Carried at fair value through other comprehensive income</i></b>				
Quoted equities	115,528	-	-	115,528
Unquoted equities	<u>-</u>	<u>46,946</u>	<u>114,831</u>	<u>161,777</u>
	<u>115,528</u>	<u>46,946</u>	<u>114,831</u>	<u>277,305</u>

The following table shows the analysis of financial instruments recorded at fair value by level of the fair value hierarchy for the year ended 31 December 2010:

	Level 1 AED'000	Level 2 AED'000	Level 3 AED'000	Total AED'000
<b>FINANCIAL ASSETS</b>				
<b><i>Carried at fair value through profit or loss</i></b>				
Quoted equities	<u>40,175</u>	<u>-</u>	<u>-</u>	<u>40,175</u>
<b><i>Carried at fair value through other comprehensive income</i></b>				
Quoted equities	323,265	-	-	323,265
Unquoted equities	<u>-</u>	<u>-</u>	<u>171,266</u>	<u>171,266</u>
	<u>323,265</u>	<u>-</u>	<u>171,266</u>	<u>494,531</u>

The following is a description of the determination of fair value for financial instruments which are recorded at fair value using valuation techniques. These incorporate the Group's estimate of assumptions that a market participant would make when valuing the instruments.

### *Investments carried at fair value through profit and loss*

Investments carried at fair value through profit and loss are listed equities in local as well as international exchanges. Equity valuations are based on market prices as quoted in the exchange.

### *Investments carried at fair value through other comprehensive income*

Investments carried at fair value through other comprehensive income, the revaluation gains / losses of which are recognized through equity, comprise long term strategic investments in listed equities, companies and private equity funds. Listed equity valuations are based on market prices as quoted in the exchange while funds are valued on the basis on net asset value statements received from fund managers. For companies, the financial statements provide the valuations of these investments which are arrived at primarily by discounted cash flow analysis.

### **Transfers between categories**

During the reporting period ending 31 December 2011, there were no transfers between Level 1 and Level 2 fair value measurements, and no transfers into or out of Level 3 fair value measurements.





### 30. CAPITAL ADEQUACY

#### Capital Management

The primary objective of the Group's capital management is to ensure that the Group maintains healthy capital ratios in order to support its business, to maximise shareholders' value and to ensure that the Group complies with externally imposed capital requirements.

The Group manages its capital structure and makes adjustments to it in the light of changes in economic conditions and the risk characteristics of its activities. In order to maintain or adjust the capital structure, the Group may adjust the amount of dividend payment to shareholders or issue capital securities. No changes were made in the objectives, policies and processes from the previous years.

The capital adequacy ratio calculated in accordance with the guidelines of the U.A.E. Central Bank is as follows:

	2011 AED'000	2010 AED'000
Total capital base	<u>423,043</u>	<u>483,244</u>
Risk weighted assets:		
Statement of financial position items	2,201,610	2,289,421
Off- statement of financial position exposures	<u>404,352</u>	<u>402,393</u>
Total risk weighted assets	<u>2,605,962</u>	<u>2,691,814</u>
Total assets ratio (%)	<u>16.2%</u>	<u>18.0%</u>

