# INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

30 SEPTEMBER 2012 (UNAUDITED)



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## REPORT ON REVIEW OF INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS TO THE SHAREHOLDERS OF FINANCE HOUSE P.S.C.

#### Introduction

We have reviewed the accompanying interim condensed consolidated financial statements of Finance House P.S.C (the "Company") and its subsidiaries (the "Group") as of 30 September 2012, comprising of the interim consolidated statement of financial position as at 30 September 2012 and the related interim consolidated income statement and interim consolidated statement of comprehensive income for the three and nine month periods then ended, and the related interim consolidated statement of changes in equity and interim consolidated statement of cash flows for the nine month period then ended, and explanatory notes. Management is responsible for the preparation and presentation of these interim condensed consolidated financial statements in accordance with International Accounting Standard 34 Interim Financial Reporting ("IAS 34"). Our responsibility is to express a conclusion on these interim condensed consolidated financial statements based on our review.

#### Scope of review

We conducted our review in accordance with International Standard on Review Engagements 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim condensed consolidated financial statements are not prepared, in all material respects, in accordance with IAS 34.

Signed by

Richard Mitchell

Partner

Ernst & Young

Registration No 446

16 October 2012 Abu Dhabi

Finance House P.S.C.

## Interim consolidated income statement

For the three and nine month periods ended 30 September 2012 (Unaudited)

	Three months ended 30 September		Nine months ende 30 September		
	2012	2011	2012	2011	
Notes	AED '000	AED '000	AED '000	AED '000	
Tutanat la sana	44 924	27.027	125 145	122 227	
Interest income	44,834 ( <u>17,590</u> )	37,937	135,145	133,337	
Interest expense	( <u>17,390</u> )	( <u>12,569</u> )	<u>(53,260)</u>	<u>(50,797</u> )	
Net interest income 3	<u>27,244</u>	25,368	81,885	82,540	
Fee and commission income	11,772	7,408	29,948	27,890	
Fee and commission expense	(1,362)	<u>(2,949</u> )	<u>(7,188</u> )	<u>(9,096</u> )	
Net fee and commission income	<u>10,410</u>	4,459	22,760	18,794	
Contract revenue	31,253	33,350	89,162	109,767	
Contract expense	( <u>30,402</u> )	( <u>30,829</u> )	(86,845)	<u>(97,946</u> )	
Net contract income	851	2,521	2,317	11,821	
Dividend income from investments carried at fair value through other comprehensive income	724	580	9,966	8,059	
Net income (loss) from investments carried at fair value through profit and loss	1 270	(2.245)	<i>5</i> 220	(4.922)	
Gain on sale of investments carried at amortized cost	1,370 14,946	(3,345)	5,229 31,440	(4,823)	
Rental income from investment property	1,897	1,900	5,690	5,067	
Share of (loss) profit of associates	(755)	(1,900)	(5,145)	198	
Other operating income	<u>510</u>	364	1,236	1,029	
TOTAL OPERATING INCOME	<u>57,197</u>	29,947	155,378	122,685	
Salaries and employee related expenses	(14,257)	(13,700)	(42,637)	(41,331)	
Reversal of provision for contract losses	-	650	-	3,225	
Depreciation of property, fixtures and equipment	(846)	(1,540)	(2,669)	(4,754)	
Other general and administrative expenses	(9,212)	(8,027)	(25,742)	(24,482)	
Net allowance for impairment of loans and advances	( <u>18,242</u> )		<u>(18,627</u> )		
TOTAL OPERATING EXPENSES	( <u>42,557</u> )	( <u>22,617</u> )	<u>(89,675</u> )	(67,342)	
PROFIT FOR THE PERIOD	<u>14,640</u>	<u>7,330</u>	65,703	55,343	
Attributable to:					
Equity holders of the parent	15,002	7,775	66,697	55,788	
Non-controlling interests	(362)	<u>(445</u> )	<u>(994</u> )	(445)	
	<u>14,640</u>	<u>7,330</u>	65,703	55,343	
Basic and diluted earnings per share					
attributable to ordinary shares (AED) 4	<u>0.05</u>	0.03	<u> </u>	<u>0.18</u>	

Interim consolidated statement of comprehensive income For the three and nine month periods ended 30 September 2012 (Unaudited)

	Three months ended 30 September		Nine months ende 30 September	
	2012 AED '000	2011 AED '000	2012 AED '000	2011 AED '000
Profit for the period	14,640	7,330	65,703	55,343
Net (loss) income on investments measured at fair value through other comprehensive income	(2,644)	(16,794)	2,133	(48,021)
Directors' remuneration paid	<u>-</u>	(10,794) 	<u>(4,179)</u>	(48,983)
Other comprehensive loss for the period	(2,644)	(16,794)	(2,046)	( <u>57,004</u> )
TOTAL COMPREHENSIVE INCOME (LOSS) FOR THE PERIOD	<u>11,996</u>	<u>(9,464</u> )	<u>63,657</u>	<u>(1,661</u> )
Total comprehensive income attributable to:				
Equity holders of the parent Non-controlling interests	12,358 (362)	(9,019) (445)	64,651 (994)	(1,216) (445)
	<u>11,996</u>	<u>(9,464</u> )	<u>63,657</u>	<u>(1,661</u> )

Interim consolidated statement of financial position At 30 September 2012 (Unaudited)

		30 September	(Audited) 31 December
		2012	2011
	Notes	AED'000	AED'000
ASSETS			
Cash balances	5	8,796	7,233
Due from banks	5	781,899	738,033
Investments carried at fair value through			277 205
other comprehensive income	6	254,205	277,305
Investments carried at fair value through		46 100	27.000
profit and loss	6	46,199	37,988
Investments carried at amortised cost	6 7	232,553	440,550
Loans and advances, net	/	1,351,130	1,208,857
Investment in associates		144,337	149,482
Goodwill	8	4,973	4,973
Property, fixtures and equipment		214,955	171,178
Investment property	9	92,051	87,599
Interest receivable and other assets	10	192,861	187,874
TOTAL ASSETS		3,323,959	3,311,072
LIABILITIES			
Customers' deposits	14	1,629,418	1,621,677
Due to banks		261,687	288,176
Term loans		226,028	408,200
Interest payable and other liabilities	15	524,861	464,758
Provision for employees' end of service benefits	1219	6,871	6,324
Non-convertible Sukuk	16	150,000	
TOTAL LIABILITIES		2,798,865	2,789,135
EQUITY			
Share capital	11	302,500	302,500
Employees' share-based payment scheme	12	(1,750)	(1,750)
Statutory reserve	122	109,345	109,345
Revaluation reserve	13	18,962	18,962
Cumulative changes in fair value of investments		(FF 00 F)	(127.222)
carried at fair value through other comprehensive income		(75,805)	(137,222)
Retained earnings		161,495	214,582 4,179
Proposed directors' remuneration Non-controlling interests		10,347	11,341
		525,094	521,937
TOTAL EQUITY		323,074	
TOTAL LIABILITIES AND EQUITY		3,323,959	3,311,072
Commitments and contingent liabilities	17	1.028.589	1.025,948
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Mr. Mohammed Alqubaisi		Mr. Hamid Taylor	6
CHAIRMAN		GENERAL MANA	AGER
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Finance House P.S.C.

## Interim consolidated statement of changes in equity For the nine months ended 30 September 2012 (Unaudited)

		Employees'						Attributable		
		share- based			Cumulative		Proposed	to share	Non-	
	Share	payment	Statutory	Revaluation	changes in	Retained	directors'	holders of the	controlling	
	capital	scheme	reserve	reserve	fair value	earnings	remuneration	parent	interest	Total
	AED'000	AED'000	AED'000	AED'000	AED'000	AED'000	AED'000	AED'000	AED'000	AED'000
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 period  Decrease in fair value of investments carried at	-	-	-	-	-	55,788	-	55,788	(445)	55,343
fair value through other comprehensive income	-	_	_	-	(48,021)	-	-	(48,021)	_	(48,021)
Director's remuneration paid	-	-	-	-	-	-	(8,983)	(8,983)		(8,983)
•										
Total comprehensive loss for the period					<u>(48,021</u> )	55,788	( <u><b>8,983</b></u> )	(1,216)	<u>(445</u> )	<u>(1,661</u> )
Cash dividend paid	-	-	-	-	-	(41,250)	-	(41,250)	-	(41,250)
Stock dividend paid	27,500	-	-	-	-	(27,500)	-	-	-	-
Non controlling interest arising on business combinations	_	_	_	-	_	_	_	_	10,564	10,564
			<del></del>							
Balance at 30 September 2011	302,500	( <u><b>1,750</b></u> )	103,021	18,962	( <u>162,465</u> )	253,760		514,028	<u>10,119</u>	524,147
Balance at 1 January 2012	302,500	(1,750)	109,345	18,962	(137,222)	214,582	4,179	510,596	11,341	521,937
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Loss on disposal of investments carried at fair					50.204	(50.204)				
value through other comprehensive income	-	-	-	-	59,284	(59,284)	-	-	-	-
Profit for the period	-	_	-	-	-	66,697	-	66,697	(994)	65,703
Increase in fair value of investments carried at fair										
value through other comprehensive income	-	-	-	-	2,133	-	- (4.170)	2,133	-	2,133
Director's remuneration paid	<del>-</del>	<del>-</del>		<del>-</del>	<del>-</del>	<del>-</del>	(4,179)	<u>(4,179)</u>		(4,179)
Total comprehensive income for the period	_	_	_	_	2,133	66,697	(4,179)	64,651	(994)	63,657
road comprehensive income for the period	<del>-</del>	<del>-</del> _		<del></del>	2,133	00,077	(T,17)	04,031	(7)4)	05,057
Cash dividend paid						(60,500)		(60,500)		(60,500)
Balance at 30 September 2012	<u>302,500</u>	( <u>1,750</u> )	109,345	<u>18,962</u>	<u>(75,805)</u>	<u>161,495</u>		<u>514,747</u>	<u>10,347</u>	<u>525,094</u>

## Interim consolidated statement of cash flows For the nine months ended 30 September 2012 (Unaudited)

		Nine months ended 30 September 2012	Nine months ended 30 September 2011
OPERATING ACTIVITIES	Note	AED'000	AED'000
Profit for the period		65,703	55,343
Non cash adjustments:		0.000	
Depreciation Share of loss (profit) of associates		2,669 5,145	4,754 (198)
Provision for contract losses		-	(3,225)
Allowance for impairment of loans and advances		18,627	-
Net movement in provision for employees' end of service benefits (Gain) loss on disposal of investments carried at fair value through		547	28
profit and loss		(720)	1,590
Unrealised (gain) loss on investments carried at fair value through profit and loss Gain on disposal investments carried at amortised cost		(3,714) (31,440)	3,835
Working capital adjustments:			
(Increase ) decrease in due from banks maturing after three months		(6,902)	344,544
(Increase) in loans and advances (Increase) decrease in interest receivable and other assets		(160,900) (4,987)	(4,157) 100,788
Decrease in due to banks maturing after three months		(131,092)	(39,142)
Decrease in term loan		(182,172)	(375)
Increase (decrease) in customers' deposits  Increase (decrease) in interest payable and other liabilities		7,741 60,103	(337,528) (30,304)
• •		00,103	(30,304)
Dividend income from investments carried at fair value through other comprehensive income		(9,966)	(8,059)
Dividend income from investment carried at fair value through		(2,500)	(0,02))
profit and loss		<u>(792</u> )	<u>(602</u> )
Net cash (used in) from operating activities		( <u>372,150</u> )	87,292
INVESTING ACTIVITIES		(( 5(0)	(22,415)
Purchase of investments carried at fair value through profit and loss Proceeds from sale of investments carried at fair value through		(6,568)	(22,415)
profit and loss Purchase of investments carried at fair value through		2,791	18,926
other comprehensive income		(1,248)	(271,582)
Proceeds from sale of investments carried at fair value through		.,,,	, , ,
other comprehensive income		26,481	85,053
Purchase of investments at amortised cost Proceeds from sale of investments carried at amortised cost		(463,544) 702,981	-
Addition to investment property		(4,452)	(16,234)
Purchase of property, fixtures and equipment		(46,446)	(47,418)
Acquisition of a subsidiary, net of cash acquired Purchase of investments in associates		-	(1,052) (106,428)
Proceeds from sale of investments in associates		-	30,696
Dividend income received		10,758	8,661
Net cash from (used in) investing activities		<u>220,753</u>	(321,793)
FINANCING ACTIVITIES			
Directors' remuneration paid		(4,179) (60,500)	(8,983)
Cash dividends paid Non-convertible Sukuk		(60,500) 150,000	(41,250)
Not such from (read in) financian activities			(50, 222)
Net cash from (used in) financing activities		<u>85,321</u>	(50,233)
NET DECREASE IN CASH AND CASH EQUIVALENTS		(66,076)	(284,734)
Cash and cash equivalents at 1 January		<u>495,613</u>	<u>461,019</u>
CASH AND CASH EQUIVALENTS AT 30 SEPTEMBER	5	<u>429,537</u>	<u>176,285</u>

#### 1 ACTIVITIES

Finance House P.S.C. (the "Company") is a Public 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 interim condensed consolidated financial statements of the Group for the nine month period ended 30 September 2012 were authorised for issue by Board of Directors on 16 October 2012.

#### 2.1 BASIS OF PREPARATION

#### Statement of compliance

The interim condensed consolidated financial statements have been prepared in accordance with International Accounting Standard (IAS) 34, "Interim Financial Reporting" issued by the International Accounting Standards Board and also comply with the applicable requirements of the laws in the U.A.E.

#### **Accounting convention**

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

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

#### **Basis of consolidation**

The accompanying interim condensed consolidated financial statements comprise of the financial statements of the Company and its subsidiaries (together referred to as the "Group"). The details of the Company's subsidiaries and their principal activities are as follows:

		Ownership	
	Country of	interest	
Name of subsidiary	incorporation	%	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
Finance House Sukuk Company 1	Cayman Islands	100	Sukuk issue

Notes to the interim condensed consolidated financial statements For the nine months ended 30 September 2012 (Unaudited)

#### 2.2 ACCOUNTING POLICIES

In preparing these interim condensed consolidated financial statements, the significant judgments made by management in applying the Group's accounting policies and the key sources of estimation uncertainty are the same as those applied to the consolidated financial statements as at and for the year ended 31 December 2011.

The interim condensed consolidated financial statements do not contain all information and disclosures required for full financial statements prepared in accordance with International Financial Reporting Standards and should be read in conjunction with the Group's annual consolidated financial statements as at 31 December 2011. In addition, results for the nine months ended 30 September 2012 are not necessarily indicative of the results that may be expected for the financial year ending 31 December 2012.

The accounting policies used in the preparation of the interim condensed consolidated financial statements are consistent with those followed in the preparation of the Group's annual consolidated financial statements for the year ended 31 December 2011, except for the adoption of the following amendments:

#### IAS 12 Income Taxes - Recovery of Underlying Assets

The amendment clarified the determination of deferred tax on investment property measured at fair value. The amendment introduces a rebuttable presumption that deferred tax on investment property measured using the fair value model in IAS 40 should be determined on the basis that its carrying amount will be recovered through sale. Furthermore, it introduces the requirement that deferred tax on non-depreciable assets that are measured using the revaluation model in IAS 16 always be measured on a sale basis of the asset. The amendment became effective for annual periods beginning on or after 1 January 2012.

#### IFRS 7 Financial Instruments: Disclosures — Enhanced Derecognition Disclosure Requirements

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

The amendments listed above had no significant impact on the Group's financial position or performance.

#### 3 NET INTEREST INCOME

	30 September 2012 AED'000	30 September 2011 AED'000
Interest income Due from banks Loans and advances Others	19,675 101,538 13,932	20,110 105,302 <u>7,925</u>
	<u>135,145</u>	133,337
Interest expense Customer deposits Due to banks	(43,951) (9,309)	(38,672) (12,125)
	<u>(53,260)</u>	<u>(50,797</u> )
Net interest income	<u>81,885</u>	82,540

#### 4 BASIC AND DILUTED EARNINGS PER SHARE

Earnings per share is calculated by dividing the net profit for the period by the weighted average number of shares outstanding during the period. Diluted earnings per share is determined by adjusting the net profit and the weighted average number of shares outstanding, for the effects of all dilutive potential ordinary shares. As of 30 September 2012, the Company has not issued any instruments which would have a dilutive impact on earnings per share when converted or exercised.

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

	30 September 2012	30 September 2011
Profit for the period attributable to equity holders of the parent (AED '000)	66,697	55,788
Number of ordinary shares in issue ('000)	<u>302,500</u>	<u>302,500</u>
Earnings per share (AED)	0.22	0.18

#### 5 CASH AND CASH EQUIVALENTS

	30 September 2012 (unaudited) AED'000	31 December 2011 (audited) AED'000
Due from banks		
Current and demand accounts	54,150	20,625
Fixed placements	643,032	706,062
Call accounts	84,717	11,346
	781,899	738,033
Cash balances	8,796	7,233
Due to banks maturing within three months (deposits)	(156,269)	(51,666)
Due from banks maturing after three months	( <u>204,889</u> )	(197,987)
Net cash and cash equivalents	<u>429,537</u>	<u>495,613</u>

Fixed deposits due from banks of AED 204,889 thousand (31 December 2011: AED 197,987 thousand) and due to banks of AED 105,418 thousand (31 December 2011: AED 236,510 thousand) are due to mature after three months from the date of placement and are not included in cash and cash equivalents.

#### 6 INVESTMENTS

	30 September 2012 (unaudited) AED'000	31 December 2011 (audited) AED'000
Investments carried at fair value through other comprehensive income UAE Outside UAE	240,567 13,638	262,702 
	<u>254,205</u>	<u>277,305</u>
Investments carried at fair value through profit and loss	<u>46,199</u>	<u>37,988</u>
Investments carried at amortised cost UAE Outside UAE	117,310 115,243	277,673 162,877
	<u>232,553</u>	440,550

The Group enters into asset repurchase transactions whereby it retains substantially all of the risks and rewards of ownership of the assets and accordingly, the assets are not derecognized from the consolidated statement of financial position. The Group has entered into repurchase agreements relating to investments held at amortised cost amounting to AED 173,589 thousand (2011: AED 304,129 thousand). The related liability amounting to AED 141,108 thousand (2011: AED 236,510 thousand) is included in amounts due to banks.

Notes to the interim condensed consolidated financial statements For the nine months ended 30 September 2012 (Unaudited)

#### 7 LOANS AND ADVANCES, NET

	30 September 2012 (unaudited) AED'000	31 December 2011 (audited) AED'000
Commercial loans Retail finance	1,237,050 	1,062,792 308,249
Less: allowance for impairment	1,531,941	1,371,041
Specific Collective	(166,085) (14,726)	(149,242) (12,942)
	<u>1,351,130</u>	<u>1,208,857</u>

Loans and advances are stated net of allowance for impairment. The movement in the allowance during the period / year is as follows:

	30 September 2012 (unaudited) AED'000	31 December 2011 (audited) AED'000
At 1 January Charge for the period / year Less: reversals during the period / year	162,184 19,647 (1,020)	154,815 13,507 (6,138)
	<u> 180,811</u>	<u>162,184</u>

### 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.

	AED'000
Payment consideration	
Purchase consideration in cash and cash equivalents	33,098
Fair value of net assets acquired	<u>(28,125)</u>
Goodwill recognised	4.973

#### 9 INVESTMENT PROPERTY

	30 September 2012 (unaudited) AED'000	31 December 2011 (audited) AED'000
Opening balance Addition during the period / year	87,599 	71,365 16,234
	<u>92,051</u>	87,599

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

#### 10 INTEREST RECEIVABLE AND OTHER ASSETS

	30 September 2012 (unaudited) AED'000	31 December 2011 (audited) AED'000
Interest receivable Prepayments Advance for investments Accounts receivable Amounts due from customers under construction contracts Other assets	57,939 12,714 7,519 54,917 35,847 23,925	70,841 19,447 - 37,419 48,080 12,087
11 SHARE CAPITAL	192,861 30 September 2012 (unaudited)	187,874  31 December 2011 (audited)

#### Authorised, issued and fully paid

302.5 million shares (31 December 2011: 302.5 million shares)
of AED 1 each (31 December 2011: AED 1 each)
302.500
302.500

AED'000

AED'000

#### 12 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 value of shares granted to employees are expensed in the period in which they are granted, and that of the remaining shares is included within equity.

During the period, no shares were granted (period ended 30 September 2011: nil shares) to employees and outstanding shares not yet granted to employees as of 30 September 2012 were 1,650,357 (31 December 2011: 1,650,357 shares).

#### 13 REVALUATION RESERVE

Revaluation reserve represents reserves that arose on revaluation of a plot of land in Abu Dhabi in 2009.

#### 14 CUSTOMERS' DEPOSITS

	30 September 2012 (unaudited) AED'000	31 December 2011 (audited) AED'000
By account Call and demand deposits Time deposits	135,767 <u>1,493,651</u>	69,023 1,552,654
	<u>1,629,418</u>	<u>1,621,677</u>
By sector Government Corporate	258,796 <u>1,370,622</u>	437,582 1,184,095
	<u>1,629,418</u>	<u>1,621,677</u>
15 INTEREST PAYABLE AND OTHER LIABILITIES		
	30 September 2012 (unaudited) AED'000	31 December 2011 (audited) AED'000
Interest payable Trade payables Accrued expenses Margin accounts Other liabilities	11,530 22,638 47,924 340,744 102,025	14,426 4,070 52,087 292,480 101,695
	<u>524,861</u>	464,758

#### 16 NON-CONVERTIBLE SUKUK

In June 2012, the Group raised financing by way of a Shari'a compliant subordinated Sukuk issued by Finance House Sukuk Company 1 (the issuer and a special purpose vehicle) amounting to AED 150 million and maturing in June 2017. The Sukuk carries a profit rate of 6 months EIBOR plus 3.00% or 6.25% per annum whichever is higher, payable semi annually as periodic distribution amount. Profit distribution accrued up to period end 30 September 2012 amounts to AED 2,448 thousand.

#### 17 COMMITMENTS AND CONTINGENT LIABILITIES

	30 September 2012 (unaudited) AED'000	31 December 2011 (audited) AED'000
Letters of credit	67,176	55,103
Letters of guarantee	831,740	792,220
Capital commitments	70,837	102,705
Irrevocable commitments to extend credit	58,836	75,920
	<u>1,028,589</u>	1,025,948

#### 18 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.

Related party balances included in the interim consolidated statement of financial position are as follows:

	30 September 2012 (unaudited) AED'000	31 December 2011 (audited) AED'000
Loans and advances to customers  To key management staff	<u> 188</u>	<u> </u>
Customers' deposits From associates	<u>131,828</u>	131,670
From others	<u> 1,061</u>	<u>768</u>

Commitments and contingent liabilities (note 17) include letters of guarantee issued by the Company on behalf of associates amounting to AED 46,265 thousand (31 December 2011: AED 59,111 thousand).

Significant transactions with related parties during the nine month periods were as follows:

	30 September 2012 AED'000	30 September 2011 AED'000
Interest and commission income		
From associates	<u>6</u>	<u>25</u>
From key management staff	3	10
Interest expenses		
To associates	<u> 1,718</u>	<u>3,357</u>
To others		6
Key management remuneration Short term benefits (salaries, benefits and bonuses)	<u> 11,311</u>	<u>11,897</u>

#### 19 SEASONALITY OF RESULTS

No income of a seasonal nature was recorded in the interim consolidated statement of income for the nine months ended 30 September 2012 and 30 September 2011.

#### 20 SEGMENT INFORMATION

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

- 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 performing brokerage activities for buying and selling local stocks and bonds.

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.

Information regarding these segments is presented below:

	Commercial and retail financing AED'000	Investment AED'000	Construction AED'000	Brokerage AED'000	Unallocated AED'000	Total AED'000
30 September 2012 (unaudited) Operating income	80,376	<u>70,836</u>	<u>2,505</u>	<u>1,661</u>		155,378
Inter-segment revenues	<u>(41,251</u> )	41,251				
Segmental results and profits from operations	43,870	<u>69,109</u>	<u>(8,444</u> )	<u>(2,841</u> )	( <u>35,991</u> )	65,703
Segmental assets	<u>1,430,991</u>	1,726,546	103,524	62,898		3,323,959
Segmental liabilities	<u>1,345,405</u>	1,243,989	<u>176,134</u>	<u>33,337</u>	<del>-</del>	<u>2,798,865</u>
Commitments and contingent liabilities	<u>848,690</u>	70,837	<u>89,062</u>	20,000		1,028,589
30 September 2011 (unaudited) Operating income	79,584	30,644	12,186	<u>271</u>		122,685
Inter-segment revenues	<u>(41,870</u> )	41,870	<del>-</del>			
Segmental results and profits from operations	26,653	<u>27,131</u>	2,831	(1,272)	( <u>36,673</u> )	<u>18,670</u>
Segmental assets	1,208,043	1,378,574	121,334	59,779		2,767,730
Segmental liabilities	1,102,543	928,556	185,630	26,854		<u>2,243,583</u>
Commitments and contingent liabilities	732,181	114,989	<u>119,973</u>	30,000	<del>-</del>	997,143