

**Fawaz Abdulaziz Al Hokair & Co.  
and its subsidiaries  
(A Saudi Joint Stock Company)**

**INTERIM CONSOLIDATED FINANCIAL  
STATEMENTS (UNAUDITED) AND AUDITORS'  
LIMITED REVIEW REPORT**

**FOR THE THREE-MONTH PERIOD AND YEAR  
ENDED 31 MARCH 2013**

Fawaz Abdulaziz Al Hokair & Co. and its subsidiaries  
(A Saudi Joint Stock Company)

---

INTERIM CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)  
FOR THE THREE-MONTH PERIOD AND YEAR ENDED 31 MARCH 2013

<b>INDEX</b>	<b>PAGE</b>
Auditors' limited review report	1
Interim consolidated balance sheet	2
Interim consolidated statement of income	3
Interim consolidated statement of cash flows	4
Notes to the interim consolidated financial statements	5 – 13

**LIMITED REVIEW REPORT  
TO THE SHAREHOLDERS OF FAWAZ ABDULAZIZ AL HOKAIR & CO.  
(A SAUDI JOINT STOCK COMPANY)**

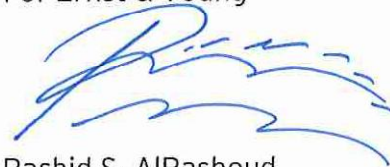
**SCOPE OF REVIEW**

We have reviewed the accompanying interim consolidated balance sheet of Fawaz Abdulaziz Al Hokair & Co.- A Saudi Joint Stock Company (the "Company") and its subsidiaries (the "Group") as at 31 March 2013, and the related interim consolidated statement of income for the three-month period and year ended 31 March 2013 and interim consolidated statement of cash flows for the year then ended. These interim consolidated financial statements are the responsibility of the Group's management and have been prepared by them and submitted to us together with all the information and explanations which we required. We conducted our limited review in accordance with the Standard on Review of Interim Financial Reporting issued by the Saudi Organization for Certified Public Accountants ("SOCPA"). A limited review consists principally of applying analytical procedures to financial data and information and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit conducted in accordance with generally accepted auditing standards, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

**CONCLUSION**

Based on our limited review, we are not aware of any material modifications that should be made to the accompanying interim consolidated financial statements for them to be in conformity with accounting standards generally accepted in the Kingdom of Saudi Arabia.

For Ernst & Young



Rashid S. AIRashoud  
Certified Public Accountant  
Registration No. 366



Riyadh: 10 Jumad Thani 1434H  
(20 April 2013)

Fawaz Abdulaziz Al Hokair & Co. and its subsidiaries  
(A Saudi Joint Stock Company)

INTERIM CONSOLIDATED BALANCE SHEET  
AS AT 31 MARCH 2013

	Note	2013 (Unaudited) SR	2012 (Audited) SR
<b>ASSETS</b>			
<b>CURRENT ASSETS</b>			
Cash and bank balances		134,166,544	198,046,896
Prepayments, due from related parties and other receivables	5	664,995,918	457,090,161
Inventories		1,103,489,636	745,960,234
<b>TOTAL CURRENT ASSETS</b>		<b>1,902,652,098</b>	<b>1,401,097,291</b>
<b>NON-CURRENT ASSETS</b>			
Investments in associates and others	6	239,499,077	244,691,259
Property and equipment		1,349,653,431	790,048,962
Intangible assets – goodwill	7	479,234,543	61,437,764
Other intangible assets		99,244,005	78,140,539
<b>TOTAL NON-CURRENT ASSETS</b>		<b>2,167,631,056</b>	<b>1,174,318,524</b>
<b>TOTAL ASSETS</b>		<b>4,070,283,154</b>	<b>2,575,415,815</b>
<b>LIABILITIES AND EQUITY</b>			
<b>CURRENT LIABILITIES</b>			
Short-term murabaha financing and loans	8	202,039,786	126,683,796
Current portion of murabaha financing and term loans	8	236,285,103	100,000,000
Trade accounts payable		341,522,373	242,728,009
Accrued expenses and other payables		309,886,194	319,137,093
<b>TOTAL CURRENT LIABILITIES</b>		<b>1,089,733,456</b>	<b>788,548,898</b>
<b>NON-CURRENT LIABILITIES</b>			
Murabaha financing and term loans	8	871,712,166	312,518,000
End-of-service indemnities		65,934,862	49,151,887
<b>TOTAL NON-CURRENT LIABILITIES</b>		<b>937,647,028</b>	<b>361,669,887</b>
<b>TOTAL LIABILITIES</b>		<b>2,027,380,484</b>	<b>1,150,218,785</b>
<b>EQUITY</b>			
<b>SHAREHOLDERS' EQUITY</b>			
Share capital	1	700,000,000	700,000,000
Statutory reserve		251,142,965	189,173,723
Retained earnings		1,070,749,664	513,026,490
<b>TOTAL SHAREHOLDERS' EQUITY</b>		<b>2,021,892,629</b>	<b>1,402,200,213</b>
<b>MINORITY INTERESTS</b>		<b>21,010,041</b>	<b>22,996,817</b>
<b>TOTAL EQUITY</b>		<b>2,042,902,670</b>	<b>1,425,197,030</b>
<b>TOTAL LIABILITIES AND EQUITY</b>		<b>4,070,283,154</b>	<b>2,575,415,815</b>

The attached notes 1 to 13 form an integral part of these interim consolidated financial statements

Fawaz Abdulaziz Al Hokair & Co. and its subsidiaries  
(A Saudi Joint Stock Company)

INTERIM CONSOLIDATED STATEMENT OF INCOME  
FOR THE THREE-MONTH PERIOD AND YEAR ENDED 31 MARCH 2013

	Note	<i>For the three-month period ended</i>		<i>For the year ended</i>	
		<i>31 March</i> <i>2013</i> <i>(Unaudited)</i> <i>SR</i>	<i>31 March</i> <i>2012</i> <i>(Unaudited)</i> <i>SR</i>	<i>31 March</i> <i>2013</i> <i>(Unaudited)</i> <i>SR</i>	<i>31 March</i> <i>2012</i> <i>(Audited)</i> <i>SR</i>
Sales		1,237,044,956	711,133,599	4,658,532,658	3,202,666,514
Direct costs	13	(987,773,148)	(534,814,467)	(3,528,168,262)	(2,412,684,712)
<b>GROSS PROFIT</b>		<b>249,271,808</b>	<b>176,319,132</b>	<b>1,130,364,396</b>	<b>789,981,802</b>
Selling and marketing expenses	13	(49,742,205)	(29,371,448)	(149,212,338)	(96,998,271)
General and administrative expenses		(56,338,604)	(41,442,324)	(223,510,912)	(139,923,849)
Depreciation and amortization		(51,609,034)	(29,457,760)	(173,704,703)	(113,776,169)
<b>INCOME FROM MAIN OPERATIONS</b>		<b>91,581,965</b>	<b>76,047,600</b>	<b>583,936,443</b>	<b>439,283,513</b>
Financing charges		(13,186,919)	(5,605,615)	(33,540,838)	(17,723,345)
Other income, net		59,939,263	22,778,726	98,573,351	62,560,496
<b>INCOME BEFORE ZAKAT AND INCOME TAX AND MINORITY INTERESTS</b>		<b>138,334,309</b>	<b>93,220,711</b>	<b>648,968,956</b>	<b>484,120,664</b>
Zakat and income tax	9	(4,415,609)	(9,502,308)	(30,696,979)	(35,857,558)
<b>INCOME BEFORE MINORITY INTERESTS</b>		<b>133,918,700</b>	<b>83,718,403</b>	<b>618,271,977</b>	<b>448,263,106</b>
Minority interests		1,946,913	3,598,865	1,420,439	(882,110)
<b>NET INCOME FOR THE PERIOD/YEAR</b>		<b>135,865,613</b>	<b>87,317,268</b>	<b>619,692,416</b>	<b>447,380,996</b>
<b>EARNINGS PER SHARE:</b>					
Attributable to income from main operations	10	<b>1.31</b>	1.09	<b>8.34</b>	6.28
Attributable to net income for the period/year	10	<b>1.94</b>	1.25	<b>8.85</b>	6.39

The attached notes 1 to 13 form an integral part of these interim consolidated financial statements

Fawaz Abdulaziz Al Hokair & Co. and its subsidiaries  
(A Saudi Joint Stock Company)

INTERIM CONSOLIDATED STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDED 31 MARCH 2013

	2013 (Unaudited) SR	2012 (Audited) SR
<b>OPERATING ACTIVITIES</b>		
Income before zakat and income tax and minority interests	648,968,956	484,120,664
Adjustments for:		
Depreciation and amortization	173,704,703	113,776,169
Provision for end-of-service indemnities	16,025,248	12,003,260
Share in (earnings) losses of associates, net	(1,353,088)	744,800
Gain on disposal of property and equipment	-	(582,248)
Gain on sale of brands related business	(21,418,949)	-
Write-off of property and equipment	3,149,739	-
	<u>819,076,609</u>	<u>610,062,645</u>
Changes in operating assets and liabilities:		
Prepayments, due from related parties and other receivables	(191,025,517)	40,449,084
Inventories	(276,915,029)	(147,408,207)
Trade accounts payable	54,548,089	(42,581,402)
Accrued expenses and other payables	(27,688,888)	(31,166,652)
	<u>377,995,264</u>	<u>429,355,468</u>
Cash from operations	377,995,264	429,355,468
Zakat paid	(26,247,764)	(24,902,040)
End-of-service indemnities paid	(5,690,222)	(4,661,578)
	<u>346,057,278</u>	<u>399,791,850</u>
<b>Net cash from operating activities</b>	<b>346,057,278</b>	<b>399,791,850</b>
<b>INVESTING ACTIVITIES</b>		
Acquisition of a subsidiary (Note 7)	(661,226,020)	-
Investments in associates and others	1,545,270	(31,429,195)
Purchase of property and equipment	(494,202,317)	(298,197,453)
Proceeds from disposal of property and equipment	-	22,028,263
Other intangible assets	(26,323,485)	(5,877,380)
	<u>(1,180,206,552)</u>	<u>(313,475,765)</u>
<b>Net cash used in investing activities</b>	<b>(1,180,206,552)</b>	<b>(313,475,765)</b>
<b>FINANCING ACTIVITIES</b>		
Proceeds from murabaha financing and loans, net	770,835,259	153,299,126
Dividends paid	-	(140,000,000)
Minority interests	(566,337)	(8,893,524)
	<u>770,268,922</u>	<u>4,405,602</u>
<b>Net cash from financing activities</b>	<b>770,268,922</b>	<b>4,405,602</b>
<b>Net (decrease) increase in cash and bank balances</b>	<b>(63,880,352)</b>	<b>90,721,687</b>
Cash and bank balances at the beginning of the year	198,046,896	107,325,209
<b>CASH AND BANK BALANCES AT THE END OF THE YEAR</b>	<b>134,166,544</b>	<b>198,046,896</b>
<b>NON-CASH TRANSACTIONS:</b>		
Net receivable against sale of brands related business	23,625,000	-

The attached notes 1 to 13 form an integral part of these interim consolidated financial statements

Fawaz Abdulaziz Al Hokair & Co. and its subsidiaries  
(A Saudi Joint Stock Company)

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)  
31 MARCH 2013

**1. ORGANIZATION AND ACTIVITIES**

Fawaz Abdulaziz Al Hokair & Co. (the "Company") is a listed Saudi Joint Stock Company registered in Riyadh, Kingdom of Saudi Arabia under commercial registration No. 1010076209 dated 20 Sha'ban 1410H (corresponding to 18 March 1990). The Company's share capital amounted to SR 700 million divided into 70 million shares of SR 10 each.

The objectives of the Company as per its bylaws are to engage in the following activities:

- Wholesale and retail trading in ready-made cloth for men, women and children, shoes, textiles, house and office furniture, perfumes, natural cosmetics, ornaments and beauty materials and their compounds and traditional jewelry.
- Wholesale and retail trading in sports wares and shoes and their complementary.
- Management and operation of optics centers, wholesale and retail trading in eye glasses and sun glasses, contact lenses, optical equipment and accessories.
- Trading agencies.
- Purchase of land and construction of buildings thereon for the purpose of running the Company's activities and business.
- Manufacture, wholesale and retail in Ibayas, robes, scarfs and other women embroidered gowns.
- Wholesale and retail trading in gold, silver, jewelry, precious stones, diamonds, gold ornaments and precious metals.
- Wholesale and retail trading in communication equipment and related accessories and spare parts, maintenance and operation through trading agencies.
- Retail trading in consumer food products.

**2. BASIS OF CONSOLIDATION**

These interim consolidated financial statements include the assets, liabilities and result of operations of the Company and the following subsidiaries:

Subsidiary company	Country of incorporation	Direct and indirect shareholding %	
		2013	2012
Al Waheedah Equipment Co. Ltd.	Kingdom of Saudi Arabia	100	100
Haifa B. Al Kalam & Partners International Co. for Trading	Kingdom of Saudi Arabia	100	100
Saudi Retail Co. Ltd.	Kingdom of Saudi Arabia	100	100
Wahba Trading Company Limited	Kingdom of Saudi Arabia	100	100
Kazakhstan Group (i)	Republic of Kazakhstan	85	85
Al Farida Trading Agencies Company	Kingdom of Saudi Arabia	70	70
Retail Group Egypt	Arab Republic of Egypt	98	98
Retail Group Jordan	Hashemite Kingdom of Jordan	95	95
Retail Group of America LLC	United States of America	100	100
Retail Group Azerbaijan (ii)	Republic of Azerbaijan	90	90
Retail Group Georgia (iii)	Georgia	80	-
Nesk Group for Trading Projects (Note 7)	Kingdom of Saudi Arabia	100	-
Retail Group Armenia (iv)	Republic of Armenia	80	-

(i) Kazakhstan Group represents three entities namely Retail Management Kazakhstan, Fashion Retail Kazakhstan and Global Apparel Kazakhstan. All these entities are 85% directly owned.

Fawaz Abdulaziz Al Hokair & Co. and its subsidiaries  
(A Saudi Joint Stock Company)

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)  
31 MARCH 2013

**2. BASIS OF CONSOLIDATION (continued)**

- (ii) During the year ended 31 March 2012, the Company established nine companies collectively known as Retail Group Azerbaijan, registered in the Republic of Azerbaijan and all are 90% indirectly owned entities.
- (iii) During the quarter ended 30 June 2012, the Company finalized the establishment of nine companies collectively known as Retail Group Georgia, and are 80% indirectly owned entities.
- (iv) During the quarter ended 31 December 2012, the Company finalized the establishment of nine companies collectively known as Retail Group Armenia, and are 80% indirectly owned entities.

The principal activities of all the above subsidiary companies are wholesale and retail trading.

Indirect shareholding represents cross ownership among the subsidiary companies.

A subsidiary is an entity in which the Company has direct and indirect equity interest of more than 50% and/or over which it exerts effective control. The financial statements of the subsidiaries are prepared using accounting policies which are consistent with those of the Company. The subsidiaries are consolidated from the date on which the Company is able to exercise effective control.

All significant inter-company balances and transactions have been eliminated on consolidation.

Minority interest in the net assets (excluding goodwill) of consolidated subsidiaries is identified separately from the Company's equity therein. Minority interests consist of the amount of those interests at the date of the original business combination and the minority's share of changes in equity since the date of the combination. Losses applicable to the minority in excess of the minority's interest in subsidiary's equity are allocated against the interest of the Company except to the extent that the minority has a binding obligation and is able to make an additional investment to cover the losses.

**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The interim consolidated financial statements have been prepared in accordance with the Standard of Interim Financial Reporting issued by the Saudi Organization for Certified Public Accountants. The significant accounting policies adopted by the Company and its subsidiaries in preparing the interim consolidated financial statements, summarized below, are in conformity with those described in the annual audited consolidated financial statements for the year ended 31 March 2012. The interim consolidated financial statements and the accompanying notes should be read in conjunction with the annual audited consolidated financial statements and the related notes for the year ended 31 March 2012.

***Accounting convention***

The interim consolidated financial statements are prepared under the historical cost convention, as modified to include the measurement, at fair value, of investments in available for sale securities.

***Use of estimates***

The preparation of interim consolidated financial statements in conformity with generally accepted accounting standards requires use of estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Although these estimates are based on management's best knowledge of current event and activities actual result ultimately may differ from those estimate.

***Inventories***

Inventories are stated at the lower of cost or net realizable value. Cost is determined on a weighted average cost basis.

Fawaz Abdulaziz Al Hokair & Co. and its subsidiaries  
(A Saudi Joint Stock Company)

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)  
31 MARCH 2013

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

*Investments*

*Investments in associates*

Investments in associates in which the Company and its subsidiaries have equity interest between 20% to 50% or over which they exercise significant influence are recorded using the equity method, under which the investment is stated initially at cost and adjusted thereafter for the post acquisition changes in the net assets of the investee companies. The Company and its subsidiaries share in the net earnings or losses of the associates are included in the interim consolidated statement of income.

*Investments in available for sale securities*

Investments in available for sale securities are stated at fair value and included under non-current assets in the interim consolidated balance sheet. Unrealized gains or losses are included in the interim statement of changes in equity until the investment is derecognized or the investment is determined to be impaired. On derecognition or impairment, the cumulative gain or loss previously reported in equity is included in the interim consolidated statement of income for the period. Fair value is determined based on the market value if an open market exists; otherwise cost is considered to be the fair value.

*Property and equipment*

Property and equipment are stated at cost less accumulated depreciation and any impairment in value. Expenditure on maintenance and repairs is expensed, while expenditure for betterment is capitalized. Depreciation is provided over the estimated useful lives of the applicable assets using the straight line method. Land and capital work in progress are not depreciated. The estimated rates of depreciation/amortization of the principal classes of assets are as follows:

	<u><i>Depreciation percentage</i></u>
Buildings	3%
Leasehold improvements	12.5%
Furniture and office equipment	10% - 25%
Motor vehicles	25%

*Intangible assets*

*Goodwill*

Goodwill arising from investments in subsidiaries represents the excess of the cost of acquisition over the Company's interests in the fair value of the net assets of these subsidiaries at the date of acquisition. The carrying amount of the goodwill is reviewed annually to determine whether there is any indication of impairment. If any such indication exists the carrying amount of goodwill is reduced to the estimated recoverable amount. Goodwill after initial recognition is measured at cost less accumulated impairment losses, if any.

*Other intangible assets*

Other intangible assets represent software implementation cost, key money, trademarks and other deferred charges, and are amortized using the straight line method over the estimated period of benefit.

The estimated period of amortization of the principal classes of other intangible assets is as follows:

	<u><i>Years</i></u>
Software implementation cost	25
Key money	10
Deferred charges	4

Trademarks are not subject to amortization. These are tested for impairment on annual basis.

Fawaz Abdulaziz Al Hokair & Co. and its subsidiaries  
(A Saudi Joint Stock Company)

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)  
31 MARCH 2013

---

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

*Impairment of non-current assets*

The Company and its subsidiaries periodically reviews the carrying amounts of their non-current tangible and intangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss. Where it is not possible to estimate the recoverable amount of an individual asset, the Company and its subsidiaries estimates the recoverable amount of the cash generating unit to which that asset belongs.

If the recoverable amount of an asset or cash generating unit is estimated to be less than its carrying amount, the carrying amount of the asset or cash generating unit is reduced to its recoverable amount. Impairment loss is recognized as an expense immediately.

Except for goodwill, where an impairment loss subsequently reverses, the carrying amount of the asset or cash generating unit is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognized for the asset or cash generating unit in prior periods. A reversal of an impairment loss is recognized as income immediately.

*Accounts payable and accrued expenses*

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

*Provisions*

Provisions are recognized when the Company and its subsidiaries have an obligation (legal or constructive) arising from a past event, and the costs to settle the obligation are both probable and can be measured reliably.

*Zakat and income tax*

Zakat is provided in accordance with the Regulations of the Department of Zakat and Income Tax ("DZIT") in the Kingdom of Saudi Arabia and on an accrual basis. The provision is charged to the interim consolidated statement of income. Differences, if any, resulting from the final assessments are adjusted in the year of their finalization.

For subsidiaries outside the Kingdom of Saudi Arabia, provision for corporate tax is computed in accordance with tax regulations of the respective countries and charged to the interim consolidated statement of income.

*Dividends*

Interim dividends are recorded as and when declared and approved by the Board of Directors. Annual final dividends are recognized as a liability at the time of their approval by the General Assembly.

*End-of-service indemnities*

End-of-service indemnities, required by the Saudi Arabian Labor Law, are provided in the interim consolidated financial statements based on the employees' length of service by the Company and its subsidiaries as of the interim consolidated balance sheet date. Foreign subsidiaries have pension schemes for their eligible employees in relevant foreign jurisdictions.

*Revenue recognition*

Sales are recognized when goods are delivered and invoices are issued to customers.

Dividend income is recognized when dividends are declared.

*Expenses*

Selling and marketing expenses principally comprise of costs incurred in the distribution and sale of the Company and its subsidiaries products. All other expenses are classified as general and administrative expenses.

Fawaz Abdulaziz Al Hokair & Co. and its subsidiaries  
(A Saudi Joint Stock Company)

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)  
31 MARCH 2013

---

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

*Leasing*

Rental proceeds under operating leases are recognized as income on a straight line basis over the term of the operating leases.

Rentals payments under operating leases are charged as expenses on the interim consolidated statement of income on a straight line basis over the term of the operating leases.

*Foreign currency translation*

Foreign currency transactions are translated into Saudi Riyals at the rates of exchange prevailing at the time of the transactions. Monetary assets and liabilities denominated in foreign currencies at the interim consolidated balance sheet date are translated at the exchange rates prevailing at that date. Gains and losses from settlement and translation of foreign currency transactions are included in the interim consolidated statement of income.

Assets and liabilities of the consolidated subsidiaries denominated in foreign currencies are translated into Saudi Riyals at exchange rates prevailing at the interim consolidated balance sheet date. Revenues and expenses of the consolidated subsidiaries denominated in foreign currencies are translated into Saudi Riyals at average exchange rates during the interim period. Component of equity, other than retained earnings, are translated at the rates prevailing at the date of their occurrence. Exchange differences arising from such translations, if material, are included in the cumulative translation adjustment account under equity in the interim consolidated balance sheet.

*Segment reporting*

A segment is a distinguishable component of the Company and its subsidiaries that is engaged either in providing products or services (business segment) or in providing products or services within a particular economic environment (geographic segment), which is subject to risks and rewards that are different from those of other segments.

4. INTERIM RESULTS

All adjustments that the Company and its subsidiaries' management believe are material for the fair presentation of the interim consolidated financial statements and the results of operations have been incorporated. An interim period forms an integral part of the entire year. Due to the seasonality of the Company and its subsidiaries business, interim results may not be an indicator of the results of the whole financial year.

5. PREPAYMENTS, DUE FROM RELATED PARTIES AND OTHER RECEIVABLES

Prepayments, due from related parties and other receivables include advances made to affiliated companies for the construction and rental of outlets amounting to SR 27.6 million and SR 128.5 million, respectively (2012: SR 15 million and SR 108 million, respectively).

Such transactions are approved by management in the ordinary course of business.

Fawaz Abdulaziz Al Hokair & Co. and its subsidiaries  
(A Saudi Joint Stock Company)

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)  
31 MARCH 2013

6. INVESTMENTS IN ASSOCIATES AND OTHERS

	Ownership %	Country of incorporation	Balance at	
			31 March 2013 SR (Unaudited)	31 March 2012 SR (Audited)
<b>Associates:</b>				
Burberry Saudi Co. Ltd.	40.0	Kingdom of Saudi Arabia	32,608,288	31,255,200
Investate Reality BSC	13.9	Kingdom of Bahrain	22,472,000	22,472,000
FG 4 Limited	50.0	United Arab Emirates	187,780	187,780
			<b>55,268,068</b>	<b>53,914,980</b>
<b>Others:</b>				
Galleria Mall (*)	16.67	Kingdom of Saudi Arabia	89,252,274	94,252,274
Trade Center Co. Ltd.	9.32	Kingdom of Saudi Arabia	94,000,000	94,000,000
Other investments			978,735	2,524,005
			<b>184,231,009</b>	<b>190,776,279</b>
			<b>239,499,077</b>	<b>244,691,259</b>

Movement in investment in associates during the year ended 31 March 2013 is as follows:

	Balance at 31 March 2012 SR (Audited)	Share in earnings SR (Unaudited)	Balance at 31 March 2013 SR (Unaudited)
Burberry Saudi Co. Ltd.	31,255,200	1,353,088	32,608,288
Investate Reality BSC	22,472,000	-	22,472,000
FG 4 Limited	187,780	-	187,780
	<b>53,914,980</b>	<b>1,353,088</b>	<b>55,268,068</b>

(\*) Investment in Gallery mall represents the Company's share in a Musharaka venture. The venture is for the construction and management of a mall and a hotel. The investment is amortized over the period of 19 years being the legal term life of the investment.

Following is the movement in the investment in Gallery Mall for the year ended 31 March:

	2013 SR (Unaudited)	2012 SR (Audited)
<b>Cost</b>		
At the beginning and end of the year	<b>104,252,274</b>	104,252,274
<b>Accumulated amortization</b>		
At the beginning of the year	10,000,000	5,000,000
Charge for the year	5,000,000	5,000,000
At the end of the year	<b>15,000,000</b>	10,000,000
<b>Net book value</b>	<b>89,252,274</b>	94,252,274

Fawaz Abdulaziz Al Hokair & Co. and its subsidiaries  
(A Saudi Joint Stock Company)

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)  
31 MARCH 2013

7. ACQUISITION OF A SUBSIDIARY

On 10 Dhul-Qadah 1433H (corresponding to 26 September 2012), the Company has completed the acquisition process of Nesk Group for Trading Projects, a limited liability company registered in the Kingdom of Saudi Arabia, and operates fashion retail stores all over the Kingdom with franchise rights of a number of international fashion brands.

The Company acquired an effective 100% equity interest in Nesk Group for Trading Projects through a tender offer by the Company for cash in an aggregate amount of SR 730 million. The acquisition was financed through internal funding of SR 13 million and the balance was arranged through Murabaha financing (Note 8).

The acquisition has been accounted for using the purchase method of accounting, and accordingly, the consideration paid has been allocated based on the estimated fair values of the assets acquired and liabilities assumed. The excess of the consideration paid over the estimated fair value of the assets acquired, including separately identifiable intangible assets, and liabilities assumed has been allocated to goodwill.

The purchase price paid has been allocated to the assets and liabilities based on provisional estimated fair values of the assets acquired and liabilities assumed, as determined by both parties. The final allocation of the purchase price will be determined within time-frame of 12 months period allowed under the accounting standards generally accepted in the Kingdom of Saudi Arabia.

The provisional estimated fair values of the identifiable assets and liabilities as at the date of acquisition and their updated estimated fair value based on management most recent assessment are as follows:

	<i>30 June 2012</i>	
	<i>(At acquisition</i>	<i>As at</i>
	<i>date)</i>	<i>31 March 2013</i>
	<i>SR</i>	<i>SR</i>
<b>ASSETS</b>		
Cash and cash equivalents	64,706,132	68,773,980
Inventories	78,909,873	80,614,373
Prepayments and other assets	22,124,972	2,101,674
Property and equipment	221,751,191	230,164,769
Intangible assets	3,413,925	4,077,857
Total assets	<u>390,906,093</u>	<u>385,732,653</u>
<b>LIABILITIES</b>		
Trade payables	41,854,643	44,246,275
Accrued expenses and other liabilities	23,874,781	22,835,208
End-of-service indemnities	6,447,949	6,447,949
Total liabilities	<u>72,177,373</u>	<u>73,529,432</u>
Total identifiable net assets at fair value	<u>318,728,720</u>	<u>312,203,221</u>
Net assets acquired	318,728,720	312,203,221
Goodwill arising on acquisition	411,271,280	417,796,779
Cost of acquisition	<u>730,000,000</u>	<u>730,000,000</u>

Following are the cash flows related to the above acquisition for the year ended 31 March 2013:

<b>Cash flows on acquisition</b>	
Net cash acquired	68,773,980
Cost of acquisition	<u>(730,000,000)</u>
Net cash outflow	<u>(661,226,020)</u>

Fawaz Abdulaziz Al Hokair & Co. and its subsidiaries  
(A Saudi Joint Stock Company)

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)  
31 MARCH 2013

**8. MURABAHA FINANCING AND LOANS**

The Company has medium and short-term Murabaha facilities with local commercial banks amounting to SR 460 million. As at 31 March 2013, the facilities have been fully utilized. However, the outstanding balance of these facilities as at 31 March 2013 was SR 294.9 million. The facilities are secured by promissory notes by the Company.

During the year ended 31 March 2010, the Company concluded an agreement with a local financing bank to reschedule part of its short-term Murabaha facility amounting to SR 300 million into a medium-term Murabaha which is repayable in equal quarterly installments of SR 25 million each commencing from July 2011. The Murabaha facility carries markup at SIBOR plus agreed margin per annum.

In addition to the above, the Company has signed a long term Murabaha financing agreement with International Finance Corporation ("IFC"), a member of World Bank Group, amounting to USD 50 million (SR 187.5 million) on 1 October 2011. During the year ended 31 March 2013, the Company has agreed with IFC to increase the Murabaha facility amount by USD 25 million (SR 93.75 million). As per the terms of the agreement, the term of the Murabaha facility is for a period of five and half years. The Murabaha facility is repayable in equal semi-annual installments commencing after the two years from the date of the first disbursement. As at 31 March 2013, the Company has fully utilized this facility. The Murabaha facility carries markup at LIBOR plus agreed margin per annum.

In connection with the acquisition of Nesk Group for Trading Projects (Note 7), a debt of SR 717 million was raised. The debt comprises a long term syndicated Murabaha financing from SAMBA Financial Group, Gulf International Bank and Saudi Hollandi Bank. As per the syndicated facility agreement, the term of the Murabaha facility is for a period of 5 years. The Murabaha facility is repayable in equal 8 installments commencing on March 2014 and ending on October 2017. As of 31 March 2013, the Company has fully utilized this facility. The Murabaha facility carries markup at SIBOR plus agreed margin per annum. The facility is secured by promissory notes by the Company.

The above Murabaha facilities are disclosed net of related unamortized upfront fees (including commitment fees) amounting to SR 15.3 million as at 31 March 2013 (2012: Nil).

**9. ZAKAT AND INCOME TAX**

Zakat and income tax are provided for and charged to the interim consolidated statement of income on an estimated basis. Differences resulting from the final zakat and income tax calculation are adjusted at year end.

*Zakat status of the Company and its local subsidiaries*

The Company has filed its zakat returns with DZIT for all years up to the year ended 31 March 2012 and received zakat certificate. The zakat returns for the years ended 31 March 2008, 2009, 2010, 2011 and 2012 are under review of DZIT.

During the year ended 31 March 2012, the Company received zakat assessment for the years ended 31 March 2002 to 2007, which showed additional claims from DZIT amounting to SR 10 million. The Company has objected on certain items amounted to SR 4 million and accordingly submitted a letter of guarantee for the objected amount and received the final zakat certificate for the said years. The procedures of objection on the remaining amount of SR 6 million are in process to be submitted to the DZIT.

*Income tax status of foreign subsidiaries*

The income tax returns have been filed and assessed by the relevant tax authorities for all years up to the year ended 31 March 2011 for the subsidiary in Jordan. For the subsidiaries in Egypt and Kazakhstan, the income tax returns have been filed for all years upto the year ended 31 March 2011 and 31 December 2011 respectively. The income tax returns are under review by the relevant tax authorities.

Fawaz Abdulaziz Al Hokair & Co. and its subsidiaries  
(A Saudi Joint Stock Company)

NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)  
31 MARCH 2013

10. EARNINGS PER SHARE

Earnings per share from income from main operations and from net income for the period/year is calculated by dividing income from main operation and net income for the period/year by the number of outstanding ordinary shares during the period/year amounting to 70 million shares.

11. SEGMENT INFORMATION

The Company and its subsidiaries mainly sell fashion apparels and operate through their various retail outlets scattered in the Kingdom of Saudi Arabia. Further, the Company operates through certain subsidiaries in the international markets, in Jordan, Egypt, Republic of Kazakhstan, United States of America, Republic of Azerbaijan, Georgia and Armenia.

Since the Company and its subsidiaries carry out their activities through one business segment in various geographical areas, segment reporting is provided by geographical area only.

The selected segment information is provided by geographical segments as follows:

	<i>Domestic</i> SR'000	<i>International</i> SR'000	<i>Intersegment elimination</i> SR'000	<i>Total</i> SR'000
<i>As at 31 March 2013 (unaudited)</i>				
Total assets	4,382,433	658,751	(970,901)	4,070,283
Total liabilities	1,785,652	657,782	(416,054)	2,027,380
Sales	3,961,461	697,072	-	4,658,533
<i>As at 31 March 2012 (audited)</i>				
Total assets	3,167,556	407,121	(999,261)	2,575,416
Total liabilities	1,243,610	352,971	(446,362)	1,150,219
Sales	2,942,248	260,419	-	3,202,667

12. CONTINGENT LIABILITIES AND CAPITAL COMMITMENTS

At 31 March, the Company and its subsidiaries had contingent liabilities and capital commitments as follows:

	<i>2013</i> SR	<i>2012</i> SR
Letters of credit and guarantee	<u>599,986,128</u>	<u>444,013,968</u>
Capital commitment- property and equipments	<u>195,667,945</u>	<u>145,838,622</u>

13. COMPARATIVE FIGURES

During the period/year ended 31 March 2013, the management has performed an internal review of the component of selling and marketing expenses and allocated all stores related direct costs to cost of sales. Accordingly, certain figures for the prior period/year have been reclassified to conform with the allocation of those expenses in the current period/year. This allocation does not have any impact on the financial position and results of the operations of the Company and its subsidiaries.

In addition to above, certain figures for the prior period/year have been reclassified to conform with the presentation in the current period/year.