# SAUDI CABLE COMPANY (A Saudi Joint Stock Company)

CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2011 AND INDEPENDENT AUDITORS' REPORT

### SAUDI CABLE COMPANY (A Saudi Joint Stock Company) CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2011

	Page
Independent auditors' report	2
Consolidated balance sheet	3
Consolidated statement of income	4
Consolidated cash flow statement	5 – 6
Consolidated statement of changes in shareholders' equity	7
Notes to the consolidated financial statements	8 – 30



PricewaterhouseCoopers
Jameel Square, Al Tahliah Street
P.O. Box 16415, Jeddah 21464
Kingdom of Saudi Arabia
Telephone +966 (2) 610-4400
Facsimile +966 (2) 610-4411
www.pwc.com/middle-east

# **INDEPENDENT AUDITORS' REPORT**

To the Shareholders of Saudi Cable Company (A Saudi Joint Stock Company)

#### **Scope of Audit**

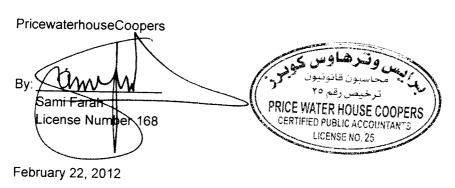
We have audited the accompanying consolidated balance sheet of **Saudi Cable Company** (a Saudi joint stock company) (the "Company") and its subsidiaries (collectively "the Group") as of December 31, 2011 and the related consolidated statements of income, cash flows and changes in shareholders' equity for the year then ended, and the notes which form an integral part of the consolidated financial statements. These consolidated financial statements, which were prepared by the Company to comply with article 123 of the Regulations for Companies and presented to us with all information and explanations which we required, are the responsibility of the Group's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in Saudi Arabia. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

### **Unqualified Opinion**

In our opinion, such consolidated financial statements taken as a whole:

- Present fairly, in all material respects, the financial position of the Group as of December 31, 2011 and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in Saudi Arabia appropriate to the circumstances of the Group; and
- Comply, in all material respects, with the requirements of the Regulations for Companies and the Company's bylaws with respect to the preparation and presentation of consolidated financial statements.



# (A Saudi Joint Stock Company)

### Consolidated balance sheet

		As at D	ecember 31,
400570	Note	2011	2010
ASSETS			
Current assets			
Cash and cash equivalents	4	93,492	124,370
Accounts receivable	5	1,135,53 <b>4</b>	672,128
Prepayments and other receivables	6	275,083	316,386
Due from related parties	7	2,988	2,201
Unbilled revenue	8	285,092	386,672
Inventories	9	<u>994,018</u>	<u>864,574</u>
Non-current assets		2,786,207	<u>2,366,331</u>
Investments	40		
Property, plant and equipment	10	315,134	318,897
Other intangible assets	13	873,885	856,734
Goodwill	11	45,278	14,025
Coodwill	12	86,558	<u>86,558</u>
		<u>1,320,855</u>	<u>1,276,214</u>
Total assets		4,107,062	3,642,545
Liabilities			
Current liabilities			
Bank overdrafts	14	293	6,756
Short term loans		1,798,810	1,320,011
Accounts payable and accruals	15	538,267	278,613
Current portion of long term loans		90,347	159,355
Current obligation under finance lease	16	17,839	19,748
Zakat and income tax	19	40,165	50,015
Advances from customers		132,270	125,660
Due to related parties	7	1,010	18,363
N		<u>2,619,001</u>	1,978,521
Non-current liabilities			
Obligations under finance leases	16	15,878	23,573
Long term loans	17	312,605	287,995
Employees' termination benefits		56,082	54,588
Deferred tax liabilities	19	-	4,106
Other long term liabilities	18	<u>82,095</u>	94,136
		<u>466,660</u>	<u>464,398</u>
Total liabilities		3,085,661	2 442 040
		3,003,001	<u>2,442,919</u>
Shareholders' equity			
Share capital	20	760,000	760,000
Statutory reserve	21	63,432	62,922
Cumulative changes in fair values	22	(34,208)	88,427
Retained earnings		<u>219,869</u>	<u>272,276</u>
Total shareholders' equity in the parent		1,009,093	1,183,625
Minority interest		12,308	16,001
Total shareholders' equity		1,021,401	1,199,626
Total liabilities and shareholders' equity		4,107,062	3,642,545

# (A Saudi Joint Stock Company)

# Consolidated statement of income

		Year ended	December 31,
	Note	2011	2010
Sales		3,021,546	1,733,295
Contracts revenue		<u> 178,019</u>	123,811
		3,199,565	1,857,106
Cost of sales		(2,880,419)	(1,698,406)
Contracts cost		<u>(175,641</u> )	(140,287)
Contract of the		<u>(3,056,060</u> )	(1,838,693)
Gross profit		<u>143,505</u>	<u>18,413</u>
Operating expenses			
Selling and distribution	23	(67,668)	(79,472)
General and administrative	24	(85,136)	(91,172)
Amortization of other intangible assets	11	<u>(6,615</u> )	(5,888)
		(159,419)	(176,532)
Loss from main operations		(15,914)	(158,119)
Foreign currency re-measurement (loss) gain		(9,604)	5,957
Financial charges		(71,587)	(63,920)
Equity share of profit from associates	10	96,272	116,308
Other income	25	1,876	22,586
Net income (loss) before zakat and income tax and minority interest			
and minority interest		1,043	(77,188)
Zakat and income tax / adjustments	19	362	(10,515)
Net income (loss) before minority interest		1,405	(87,703)
Minority interest		3,698	(113)
Net income (loss) for the year		5,103	(87,816)
(Loss) earnings per share:			
, , , , , , , , , , , , , , , , , , ,		Saudi R	iyals
Loss from main operations	26	(0.21)	(2.00)
Non-operating income	26	0.22	(2.08) 1.06
Net income (loss)	26	0.07	(1.16)

# (A Saudi Joint Stock Company)

### Consolidated cash flow statement

	Year ended	d December 31,
	2011	2010
Cash flow from operating activities		
Net income (loss) before Zakat and income tax		
and minority interest	1,043	(77,188)
Adjustments for non-cash items		
Depreciation	66,910	90,860
Provision for doubtful debts	13,212	34,431
Gain on sale of property, plant and equipment	(470)	(17,497)
Gain on sale of available for sale investments	-	(1,946)
Amortization of other intangible assets	6,615	5,888
Provision for slow moving items	17,712	5,613
Equity share of profit from associates	(96,272)	(116,308)
Employees' termination benefits, net	1,494	2,662
Financial charges	71,587	63,920
Change in working capital		
Accounts receivable	(476,618)	42,010
Prepayments and other receivables	41,303	(115,844)
Due from related parties	(787)	(147)
Unbilled revenue	101,580	30,903
Inventories	(147,156)	(140,605)
Accounts payable and accruals	164,767	(18,783)
Advances from customers	6,610	7,800
Due to related parties	(17,353)	12,322
Zakat and income tax paid	(9,488)	(10,626)
Net cash utilized in operating activities	(255,311)	(202,535)
Cash flow from investing activities		
Purchase of property, plant and equipment	(84,077)	(15 <b>7</b> ,613)
Dividends received from an associate	48,172	22,750
Proceeds from sale of available for sale investment	40,172	11,300
Proceeds from disposal of property, plant and equipment	486	19,386
Purchase of other intangible assets	(37,868)	(7,163)
Net cash utilized in investing activities	(73,287)	(111,340)
Cook flow from Singuistics and the		/
Cash flow from financing activities Short-term loans		
	478,799	443,863
Long-term loans Obligation under finance loans	(44,398)	25,674
Obligation under finance lease Bank overdrafts	(9,604)	(23,121)
Dividends paid	(6,463)	3,987
Financial charges paid	(57,000)	(57,000)
	<u>(63,614</u> )	<u>(63,920</u> )
Net cash generated from financing activities	297,720	329,483

### (A Saudi Joint Stock Company)

### Consolidated cash flow statement - continued

	Year ended December 31		
	2011	2010	
Change in cash and cash equivalents	(30,878)	15,608	
Cash and cash equivalents at the beginning of the year	124,370	108,762	
Cash and cash equivalents at the end of the year	93,492	124,370	
Supplementary information for non-cash transactions			
Net changes in fair value of investments and cash flow hedges	(122,635)	29,822	

SAUDI CABLE COMPANY
(A Saudi Joint Stock Company)
Consolidated statement of changes in shareholders' equity
(All amounts in thousands Saudi Riyals unless otherwise stated)

	Share capital	Statutory	Cumulative changes in fair values	Retained earnings	Proposed dividends	Total Shareholders' equity of the parent company	Minority Interest	Total shareholders' equity
January 1, 2011	760,000	62,922	88,427	272,276	ţ	1.183.625	16 001	1 100 626
Net income for the year	ı		,	100			000	070,661,1
Transferred from retained earning	,	510		3,103 (510)	i (	5,103	•	5,103
Dividends Unrealized loss from changes in fair	•	ı	•	(52,000)		(57,000)	1 1	- (57,000)
value Net loss for the year attributable to	f	•	(122,635)	ı		(122,635)		(122,635)
minority interest Net change in minority interest				f i	f I	ı	(3,698)	(3,698)
December 31, 2011	760,000	63,432	(34,208)	219,869		1,009,093	12,308	1,021,401
January 1, 2010	000 032	i c						
	000,007	62,922	58,605	360,092	57,000	1,298,619	10,567	1,309,186
Net loss for the year Dividends paid Unrealized gain from changes in fair		1 1		(87,816)	- (57,000)	(87,816) (57,000)	1 1	(87,816) (57,000)
value  Net loss for the year attributable to		i	29,822	ı	ı	29,822	•	29,822
minonty interest Net change in minority interest	đ I	E J	* 1		t d		113	113
December 31, 2010	760,000	62,922	88,427	272,276		1,183,625	16,001	1,199,626

The attached notes on pages 8 to 29 form an integral part of these consolidated financial statements.

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

### 1 GENERAL INFORMATION

- a) Saudi Cable Company is a Saudi joint stock company registered in Saudi Arabia under Commercial Registration No. 4030009931 dated 27 Rabi Thani 1396 H, corresponding to April 27, 1976.
- b) The objectives of the Company are the manufacture and supply of electrical and telecommunication cables, copper rod, PVC compounds, wooden reels and related products. The Company through its subsidiaries is also engaged in the manufacture, contracting, trading, distribution and supply of cables, electronic products, information technology products and related accessories.
- c) The Company's consolidated financial statements include the financial statements of the following subsidiaries as at 31 December:

Name of Subsidiary	Principal field of activities	Country of incorporation	% of capi directly or 2011	
<u>Domestic</u> Saudi Cable Company for Marketing Limited	Purchase and sale of electrical cables and related products	Saudi Arabia	100%	100%
Mass Projects for Power and Telecommunications Limited	Turnkey power and telecommunication projects	Saudi Arabia	100%	100%
Mass Centers for Distribution of Electrical Products Limited	Electrical and telecommunication distribution services	Saudi Arabia	100%	100%
International Mass Kablo Yatirim Ve Ticaret Anonim Sirketi (Previously Mass Holding Anonim Sirketi)	Holding Company			
Demirer Kablo Tesisleri Sanayi Ve	Holding Company  Manufacture, supply and	Turkey	100%	100%
Ticaret Anonim Sirketi  Mass Plaza Gayrimenkul Kiralama Ve	trading of electrical cables	Turkey	100%	100%
Turizm Gelistirme Anonim Sirketi	Real Estate	Turkey	100%	100%
Mass International Trading Company Limited (dormant)	International trade	Ireland	100%	100%
Saudi Cable Company (U.A.E) L.L.C.	Sale of cables and related products	United Arab Emirates	100%	100%
Elimsan Salt Cihazlari ve Elektromekanik San ve Tic. A.S.	Manufacture and distribution of electronic gears and goods	Turkey	79%	79%
Elimsan Elektroteknik San. ve Tic.A.S.	Manufacture and distribution of electronic gears and goods	Turkey	79%	79%
Elimsan Sınai Mam. Pazarlama Tic. A.S.	Manufacture and distribution of electronic gears and goods	Turkey	79%	79%
Elimsan Metalurji ve Makine San. ve Tic. A.S.	Manufacture and distribution of electronic gears and goods	Turkey	79%	79%
Elimsan Aydın. ve Alt. En. Tek. San. ve Tic. A.S.	Manufacture and distribution of electronic gears and goods	Turkey	79%	79%

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

#### 1 GENERAL INFORMATION (CONTINUED)

d) The Company has the following investments in associates, which are accounted for on equity basis as at 31 December:

		Country of	% of ow	nership
Name of entity	Principal field of activities	incorporation	<u>2011</u>	2010
Midal Cables W.L.L.	Conductors & related products	Bahrain	50%	50%
XECA International Information Technology	Implementation of information systems and network services	Saudi Arabia	25%	25%

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The principal accounting policies applied in the preparation of these consolidated financial statements are set out below. These policies have been consistently applied to all years presented, unless otherwise stated.

### 2.1 Basis of preparation

The accompanying consolidated financial statements have been prepared under the historical cost convention on the accrual basis of accounting, as modified by revaluation of available for sale investments and derivative financial instruments to fair value, and in compliance with accounting standards promulgated by Saudi Organization for Certified Public Accountants.

#### 2.1.1 Basis of consolidation

The consolidated financial statements comprise the accounts of Company (the parent company) and its subsidiaries, which are explained in note 1 above (collectively "the Group"). All material intercompany transactions and balances are eliminated on consolidation.

The subsidiary is consolidated from the date the parent company obtains control until such time control ceases. Acquisitions of subsidiaries are accounted for using the purchase method of accounting. The financial statements of the subsidiary are prepared for the same reporting period as the parent company, using consistent accounting policies. The attributable equity interests of third parties in the Group are included under the minority interest caption in these consolidated financial statements.

### 2.2 Critical accounting estimates and judgments

The preparation of the consolidated financial statements in conformity with generally accepted accounting principles requires the use of certain critical estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the reporting date and the reported amounts of revenues and expenses during the reporting period. Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The Company makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results.

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### 2.3 Segment reporting

### (a) Business segment

A business segment is group of assets, operations or entities:

- (i) Engaged in revenue producing activities;
- (ii) For which results of its operations are continuously analyzed by management in order to make decisions related to resource allocation and performance assessment; and
- (iii) For which financial information is separately available.

#### (b) Geographical segment

A geographical segment is group of assets, operations or entities engaged in revenue producing activities within a particular economic environment that are subject to risks and returns different from those operating in other economic environments.

### 2.4 Foreign currency translations

### (a) Reporting currency

These consolidated financial statements are presented in Saudi Riyals which is the reporting currency of the Company.

### (b) Transactions and balances

Foreign currency transactions are translated into Saudi Riyals using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at the year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognized in the consolidated statement of income.

#### (c) Group companies

The results and financial position of a foreign subsidiary and an associate having reporting currencies other than Saudi Riyals are translated into Saudi Riyals as follows:

- (i) assets and liabilities for each balance sheet presented are translated at the closing exchange rate at the date of that balance sheet;
- (ii) income and expenses for each item in the consolidated statement of income are translated at average exchange rates; and
- (iii) Components of the equity accounts are translated at the exchange rates in effect at the dates of the related items originated.

Cumulative adjustments resulting from the translations of the financial statements of a foreign subsidiary and an associate into Saudi Riyals are reported as a separate component of equity.

Dividends received from an associate are translated at the exchange rate in effect at the transaction date and related currency translation differences are realized in the consolidated statement of income.

When investment in a foreign subsidiary and an associate is partially disposed off or sold, currency translation differences that were recorded in equity are recognized in the consolidated statement of income as part of gain or loss on disposal or sale.

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

# 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### 2.5 Cash and cash equivalents

Cash and cash equivalents include cash in hand and with banks and other short-term highly liquid investments with maturities of three months or less from the purchase date.

#### 2.6 Time deposits

Time deposits include placements with banks and other short-term highly liquid investments with original maturities of three months or more but not more than one year from the purchase date.

#### 2.7 Accounts receivable

Accounts receivable are carried at original invoice amount less provision for doubtful debts. A provision against doubtful debts is established when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of the receivables. Such provisions are charged to the consolidated statement of income. When account receivable is uncollectible, it is written-off against the provision for doubtful debts. Any subsequent recoveries of amounts previously written-off are credited in the consolidated statement of income.

#### 2.8 Inventories

Inventories are carried at the lower of cost or net realizable value. Cost is determined using weighted average method. The cost of finished products include the cost of raw materials, labor and production overheads.

Inventories are comprised of raw materials, spare parts, wooden reels, work-in-progress and finished goods. Inventories are stated at the lower of cost and net realizable value.

Costs of raw materials, spare parts, and wooden reels are arrived at based on the moving average method.

Cost of work-in-progress and finished goods include cost of direct materials and labor in addition to attributable overheads based on normal level of activity.

Provision is made for the inventory considered by management to be slow moving or obsolete.

Gains or losses on forward contracts entered into to hedge the metal purchases are accounted for as part of inventory cost when the related transaction is completed.

Net realizable value is the estimated selling price in the ordinary course of business, less the costs of completion and selling expenses.

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

# 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### 2.9 Unbilled revenue

Unbilled revenue of contracts is stated at cost, plus attributable profit, less provision for any losses incurred or foreseen in bringing the contracts to completion, and less amounts received or receivable as progress payments. Cost includes direct materials, labour and other direct overheads.

### 2.10 Investments

#### (a) Subsidiaries

Subsidiaries are entities over which the Group has the power to govern the financial and operating policies to obtain economic benefit generally accompanying a shareholding of more than one half of the voting rights. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the Group controls another entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are de-consolidated from the date that control ceases.

The purchase method of accounting is used to account for the acquisition of subsidiaries. The cost of an acquisition is measured as the fair value of the assets given or liabilities incurred or assumed at the date of acquisition, plus costs directly attributable to the acquisition. The excess of the cost of acquisition over the fair value of the Group's share of the identifiable net assets acquired is recorded as goodwill. Goodwill arising from acquisition of subsidiaries is reported as a separate component in the accompanying consolidated balance sheet. Goodwill is tested annually for impairment and carried at cost, net of any accumulated amortization and impairment losses, if any.

Inter-company transactions, balances and unrealized gains on transactions between Group companies are eliminated. Unrealized losses are also eliminated. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

#### (b) Associates

Associates are entities over which the Group has significant influence but not control, generally accompanying a shareholding of between 20% and 50% of the voting rights. Investments in associates are accounted for using the equity method of accounting and are initially recognized at cost.

The Group's share of its associates' post-acquisition income or losses is recognized in the consolidated statement of income, and its share of post-acquisition movements in reserves is recognized in reserves. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. When the Group's share of losses in an associate equals or exceeds its interest in the associate, including any other unsecured receivables, the Group does not recognize further losses, unless it has incurred obligations or made payments on behalf of the associate.

Unrealized gains on transactions between the Group and its associates are eliminated to the extent of the Group's interest in the associates. Unrealized losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred.

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### 2.10 Investments (continued)

Dilution gains and losses, if any, arising in investments in associates are recognized in the consolidated statement of income.

#### (c) available-for sale investments

Available-for-sale investments principally consist of less than 20% equity investments in certain quoted/unquoted investments including investments in mutual funds. These investments are included in non-current assets unless management intends to sell such investments within twelve months from the balance sheet date. These investments are initially recognized at cost and are subsequently re-measured at fair value at each reporting date as follows:

- (i) Fair values of quoted securities are based on available market prices at the reporting date adjusted for any restriction on the transfer or sale of such investments; and
- (ii) Fair values of unquoted securities are based on a reasonable estimate determined by reference to the current market value of other similar quoted investment securities or is based on the expected discounted cash flows.

Cumulative adjustments arising from revaluation of these investments are reported as separate component of equity as fair value reserve until the investment is disposed.

### 2.11 Property, plant and equipment

Property, plant and equipment are carried at cost less accumulated depreciation except construction in progress which is carried at cost. Land is not depreciated. Depreciation is charged to the consolidated statement of income, using the straight-line method, to allocate the costs of the related assets to their residual values over the following estimated useful lives:

#### Number of years

•	Buildings	15 - 50
•	Plant and equipment	4 – 20
•	Furniture and fixtures	4 – 10

Gains and losses on disposals are determined by comparing proceeds with carrying amount and are included in the consolidated statement of income.

Maintenance and normal repairs which do not materially extend the estimated useful life of an asset are charged to the consolidated statement of income as and when incurred. Major renewals and improvements, if any, are capitalized and the assets so replaced are retired.

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### 2.12 Deferred charges

Costs that are not of benefit beyond the current period are charged to the consolidated statement of income, while costs that will benefit future periods are capitalized. Deferred charges are amortized over the estimated useful lives of each assets (three to ten years). Deferred charges also include front-end fee paid on a loan from Saudi Industrial Development Fund ("SIDF"). Such charges are amortized over the term of the loan.

### 2.13 Impairment of non-current assets

Non-current assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognized for the amount by which the carrying amount of the asset exceeds its recoverable amount which is the higher of an asset's fair value less cost to sell and value in use. For the purpose of assessing impairment, assets are grouped at lowest levels for which there are separately identifiable cash flows (cash-generating units). Non-current assets other than intangible assets that suffered impairment are reviewed for possible reversal of impairment at each reporting date. 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 the increased carrying amount should not exceed the carrying amount that would have been determined, had no impairment loss been recognized for the assets or cash-generating unit in prior years. A reversal of an impairment loss is recognized as income immediately in the consolidated statement of income. Impairment losses recognized on intangible assets are not reversible.

#### 2.14 Borrowings

Borrowings are recognized at the proceeds received, net of transaction costs incurred, if any. Borrowing costs that are directly attributable to the acquisition, construction or production of qualifying assets are capitalized as part of those assets. Other borrowing costs are charged to the consolidated statement of income.

#### 2.15 Capital leases

The Group accounts for property, plant and equipment acquired under capital leases by recording the assets and the related liabilities. These amounts are determined on the basis of the present value of minimum lease payments. Financial charges are allocated to the lease term in a manner so as to provide a constant periodic rate of charge on the outstanding liability. Depreciation on assets under capital leases is charged to statement of income applying the straight-line method over the term of the lease.

### 2.16 Accounts payable and accruals

Liabilities are recognized for amounts to be paid for goods and services received, whether or not billed to the Group.

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

### 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### 2.17 Provisions

Provisions are recognized when; the Group has a present legal or constructive obligation as a result of a past event; it is probable that an outflow of resources will be required to settle the obligation; and the amount can be reliably estimated.

#### 2.18 Zakat and taxes

The Company is subject to zakat in accordance with the regulations of the Department of Zakat and Income Tax (the "DZIT"). Provision for zakat for the Company is charged to the consolidated statement of income. Additional amounts payable, if any, at the finalization of final assessments are accounted for when such amounts are determined.

Foreign subsidiaries are subject to income taxes in their respective countries of domicile. Such income taxes are charged to the consolidated statement of income.

Deferred income taxes are recognized on all major temporary differences between financial income and taxable income are recognized during the period in which such differences arise, and are adjusted when related temporary differences are reversed. Deferred income tax assets on carry forward losses are recognized to the extent that it is probable that future taxable income will be available against which such carry-forward tax losses. Deferred income taxes are determined using tax rates which have been enacted by the balance sheet date and are expected to apply when the related deferred income tax asset is realized or the deferred income tax liability is settled.

### 2.19 Employee termination benefits

Employee termination benefits required by Saudi Labor and Workman Law are accrued by the Company and its Saudi Arabian subsidiaries and charged to the consolidated statement of income. The liability is calculated; as the current value of the vested benefits to which the employee is entitled, should the employee leave at the balance sheet date. Termination payments are based on employees' final salaries and allowances and their cumulative years of service, as stated in the laws of Saudi Arabia.

The foreign subsidiaries provide currently for employee termination and other benefits as required under the laws of their respective countries of domicile. There are no funded or unfunded benefit plans established by the foreign subsidiaries.

#### 2.20 Revenue recognition

Revenues are recognized upon delivery of products and customer acceptance, if any, or on the performance of services. Revenues are shown net of discounts and transportation expenses, and after eliminating sales within the Group.

Revenues from contracts are recognized using the percentage of completion method. Percentage of completion is determined by comparison of contract costs incurred to date with estimated total costs. Changes in cost estimates and losses on uncompleted contracts, if any, are recognized in the period they are determined. When it is probable that the total contract costs will exceed the total contract revenues, the expected loss is recognized immediately. Costs and estimated earnings in excess of billings, if any, are included in current assets. Billings in excess of costs incurred and estimated earnings, if any, are included in current liabilities.

Dividend income is recognized when the right to receive payment is established.

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

# 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

### 2.21 Selling, distribution and general and administrative expenses

Selling, distribution and general and administrative expenses include direct and indirect costs not specifically part of production costs as required under generally accepted accounting principles. Allocations between selling, distribution and general and administrative expenses and production costs, when required, are made on a consistent basis.

#### 2.22 Dividends

Dividends are recorded in the financial statements in the period in which they are approved by shareholders of the Group.

### 2.23 Derivative financial instruments

Saudi Cable Company enters into forward commodity contracts with the London Metal Exchange for the purchase/sale of aluminum and copper, that could be purchased/sold without taking/making physical delivery, at a specified future date at the then prevailing market prices. These contracts are matched with future sales/purchase commitments and are entered into to protect the Company against future adverse fluctuation in aluminum and copper prices.

The changes in fair value of these contracts which meet the criteria of cash flow hedges are included in the balance sheet in "prepayments and other receivables" in case of favorable contracts and "accounts payable and accruals" in case of unfavorable contracts. Any resultant gain or loss arising in respect of these contracts are recognized in the consolidated statement of changes in equity and subsequently adjusted through the consolidated statement of income on realization.

For hedges, which do not qualify for hedge accounting, any gains or losses arising from changes in the fair value of the hedging instrument are taken directly to the consolidated statement of income for the year.

#### 2.24 Operating leases

Rental expenses under operating leases are charged to the consolidated statement of income over the period of the respective lease. Rental income is recognized on the accrual basis in accordance with the terms of the contracts.

#### 2.25 Comparative figures

Certain prior year amounts have been reclassified to conform with the presentation in the current year.

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

### 3 FINANCIAL INSTRUMENTS AND RISK MANAGEMENT

The Group's activities expose it to a variety of financial risks: market risk (including currency risk, fair value and cash flow interest rate risks and price risk), credit risk and liquidity risk. The Group's overall risk management program focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the Group's financial performance. The Group uses derivative financial instruments to hedge certain risk exposures.

Risk management is carried out by senior management under policies approved by the board of directors. Senior management identifies, evaluates and hedges financial risks in close co-operation with the Group's operating units. The most important types of risk are credit risk, currency risk and fair value and cash flow interest rate risks.

Financial instruments carried on the consolidated balance sheet include cash and cash equivalents, accounts receivable, due from related parties, investments, short-term and long-term borrowings, bank overdrafts, liabilities against capital leases, accounts payable, due to related parties and other current liabilities. The particular recognition methods adopted are disclosed in the individual policy statements associated with each item.

Financial asset and liability is offset and net amounts reported in the financial statements, when the Group has a legally enforceable right to set off the recognized amounts and intends either to settle on a net basis, or to realize the asset and liability simultaneously.

### 3.1 Currency risk

Currency risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates. The Group's transactions are principally in Saudi Riyals, US dollars and Euros.

The Group operates internationally and is exposed to foreign exchange risk arising from various currency exposures. The Group also has investments in foreign subsidiaries and an associate, whose net assets are exposed to currency translation risk. Currently, such exposures are mainly related to exchange rate movements between Saudi Riyals against Euros. The Group's management monitors such exposures and considers the use of forward exchange contracts and borrowings denominated in the relevant foreign currency to hedge the foreign currency exposures. However, there were no significant forward exchange contracts or other hedging instruments outstanding at December 31, 2011.

### 3.2 Fair value and cash flow interest rate risks

Fair value and cash flow interest rate risks are the exposures to various risks associated with the effect of fluctuations in the prevailing interest rates on the Group's financial positions and cash flows. The Group's interest rate risks arise mainly from its borrowings and bank overdrafts which are at floating rate of interest and are subject to re-pricing on a regular basis. The Group manages its cash flow interest rate risk by monitoring changes in interest rate in the currency in which its interest bearing assets and liabilities are denominated.

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

### 3 FINANCIAL INSTRUMENTS AND RISK MANAGEMENT (CONTINUED)

#### 3.3 Price risk

The risk that the value of a financial instrument will fluctuate as a result of changes in market prices, whether those changes are caused by factors specific to the individual instrument or its issuer or factors affecting all instruments traded in the market. The Group is exposed to equity securities price risk because of investments held by the Group and classified on the consolidated balance sheet as available for sale investment. To manage its price risk arising from investments in equity securities, the Group diversifies its portfolio.

#### 3.4 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 has no significant concentration of credit risk. Cash is placed with banks with sound credit ratings. Accounts receivable are carried net of provision for doubtful debts.

### 3.5 Liquidity risk

Liquidity risk is the risk that an enterprise will encounter difficulty in raising funds to meet commitments associated with financial instruments. Liquidity risk may result from an inability to sell a financial asset quickly at an amount close to its fair value. Liquidity risk is managed by monitoring on a regular basis that sufficient funds are available through committed credit facilities to meet any future commitments.

December 31, 2011	Less than 3 months	3 to 12 months	1 to 5 years	Total
Bank overdrafts	293	-	-	293
Short-term loans	498,583	1,300,227	-	1,798,810
Accounts payables and accruals	343,232	195,035	-	538,267
Obligations under finance leases	5,055	12,784	15,878	33,717
Term-loans	58,660	154,343	189,949	402,952
Due to related parties		1,010	_	1,010
Total	905,823	1,663,399	205,827	2,775,049

December 31, 2010	Less than 3 months	3 to12 months	1 to 5 years	Total
Bank overdrafts	6,756	-	<u></u>	6,756
Short-term loans	413,224	906,787	-	1,320,011
Accounts payables and accruals	135,937	142,676	-	278,613
Obligations under finance leases	6,071	13,677	23,573	43,321
Term-loans	31,693	127,662	287,995	447,350
Due to related parties		18,363	-	18,363
Total	593,681	1,209,165	311,568	2,114,414

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

# 3 FINANCIAL INSTRUMENTS AND RISK MANAGEMENT (CONTINUED)

#### 3.6 Fair value

Fair value is the amount for which an asset could be exchanged, or a liability settled between knowledgeable willing parties in an arm's length transaction. As the Group's financial instruments are compiled under the historical cost convention, except for available for sale investment and derivative financial instrument which are carried at fair value, differences can arise between the book values and fair value estimates. Management believes that the fair values of the Group's financial assets and liabilities are not materially different from their carrying values.

### 4 CASH AND CASH EQUIVALENTS

	2011	2010
Cash on hand	518	217
Bank balances	92,962	110,687
Time deposits	12	13,466
	93,492	124,370

As at December 31, 2010 cash and bank balances include Saudi Riyals 1.9 million (2011: Nil) held as a collateral by a bank against facilities granted to the Group.

### 5 ACCOUNTS RECEIVABLE

Accounts receivable include the following as at 31 December 2011:

- a) Saudi Riyals 357,9 million (2010: Saudi Riyals 299.1 million) assigned with recourse to a bank as security against bank overdrafts and short-term loans.
- b) Saudi Riyals 122,3 million (2010: Saudi Riyals 197,6 million) due from Government organizations and utility companies of which approximately Saudi Riyals 40,6 million (2010: Saudi Riyals 13,8 million) is more than one year old.
- c) Trade receivables of Saudi Riyals 91.9 million (2010: Saudi Riyals 79.7 million) were impaired and provided for.

The unimpaired trade receivables include Saudi Riyals 214,453 thousands (2010: Saudi Riyals 263,696 thousands) which are past due, more than normal collection cycle, but not impaired.

Unimpaired receivables are expected, on the basis of past experience, to be fully recoverable. It is generally not the practice of the Group to obtain collateral over receivables and the majority are, therefore, unsecured.

### 6 PREPAYMENTS AND OTHER RECEIVABLES

	2011	2010
Prepaid expenses	26,525	11,332
Advances to suppliers	78,690	133,466
Other deposits	64,369	58,441
Other receivable	105,499	113,147
	<u>275,083</u>	316,386

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

# 7 RELATED PARTY TRANSACTIONS AND BALANCES

The Group had the following related party transactions during the years ended 31 December:

Related party	Nature of transaction	2011	2010
Management	Remunerations	1,746	6,261
Midal Cables W.L.L.	Purchases	7,148	40,748
Midal Cables W.L.L.	Dividends income	48,172	22,750
Xenel Industries Limited Xeca International Information	Expenses charged to the Group	6,668	8,243
Technology  Xeca International Information	Outsourcing services paid	2,820	5,947
Technology	Advances	11,829	11,000
Hidada Limited	Expenses charged by the Group	43	3
Alujain Corporation	Expenses charged by the Group	144	144
Related party balances comprised	of the following as at 31 December:		
Due from voleted westing		2011	2010
Due from related parties			
Hidada Limited		1,069	1,026
Alujain Corporation		1,319	1,175
Midla Cables W.L.L.	-	600	
		2,988	2,201
Due to related parties			

### 8 UNBILLED REVENUE

Xenel Industries Limited

Midal Cables W.L.L

Chem Global Limited

Unbilled revenue represents revenue earned but not yet billed up to the year end. These amounts will be billed in the subsequent periods. Unbilled revenue for the years ended 31 December is as follows:

346

664

1,010

799

664

16,900

18,363

	2011	2010
Value of work completed  Less: Progress billings received and receivable  Provision for unbilled revenue	1,900,859 (1,611,291) (4,476) 285.092	1,732,921 (1,341,734) (4,515) 386.672
Movement for provision for unbilled revenue as follows:		
	2011	2010
January 1	4,515	4,582
Write off	(39)	(67)
	4 <u>,476</u>	4,515

### (A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

#### 9 INVENTORIES

		2011	2010
	Raw materials	287,939	267,408
	Work-in-progress	243,611	228,865
	Finished goods	432,814	327,329
	Spares and wooden reels	14,302	16,254
	Goods in-transit	15,352	24,718
		994,018	864,574
		334,010	004,574
10	INVESTMENTS		
		2011	2010
			2010
	Investments in associates (note a)	309,468	312,541
	Available for sale investments – quoted (note b)	3,137	3,827
	Available for sale investments – unquoted (note c)	2,529	2,529
	,	315,134	318,897
			**************************************
	Movement in investments is as follows:		
	a) Associates:		
		2011	2010
	Beginning balance	312,541	225,949
	Share of results of associates for the year	96,272	116,308
	Share of net movement of unrealized loss relating to	00,272	110,300
	cash flow hedges (note 22)	(51,173)	(6,966)
	Dividends received (note 7)	(48,172)	(22,750)
	, ,	309,468	312,541
			512,541
	b) Available for sale investment – quoted:		
		2011	2010
	Beginning balance	3,827	12,062
	Sold during the year(*)	, •	(8,791)
	Net movement in unrealized (loss) gain during		(-,/
	the year (note 22)	(690)	556
		3,137	3,827

Available for sale investments comprise quoted equity securities denominated in United States Dollars. As at December 31, 2011, available for sale investments amounting to Saudi Riyals 2.7 million (2010: Saudi Riyals 3.4 million) are pledged against short term facilities provided to the Company by Merrill Lynch.

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

# 10 INVESTMENTS (CONTINUED)

c) Available for sale investment – unquoted:

	2011	2010
Beginning balance Sold during the year (*)	2,529	3,092 (563)
	2,529	2,529

Available for sale investments unquoted comprise equity securities carried at cost due to the unpredictable nature of future cash flows and lack of suitable alternate methods for determining a reliable fair value.

(\*) Net gain from sale of available of sale investments during the year ended December 31,2010 was Saudi Riyals 1,946 (Note 25).

### 11 OTHER INTANGIBLE ASSETS

	January		December
	1, 2011	Additions	31, 2011
Cost			
Capitalized development cost	26,388	31,361	57,749
Rights	11,809	4,133	15,942
Other	7,130	2,374	9,504
Total 2011	45,327	37,868	83,195
Total 2010	38,164	7,163	45,327
Accumulated amortization			
Capitalized development cost	13,656	3,881	17,537
Rights	11,795	285	12,080
Other	5,851	2,449	8,300
Total 2011	31,302	6,615	37,917
Total 2010	25,414	5,888	31,302
Net book values 2011	14,025		45,278
Net book values 2010	12,750	F00	14,025

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

#### 12 GOODWILL

On July 31,2009, the Group acquired 79 % of the issued share capital of Elimsan Salt Cihazlari ve Elektromekanik San ve Tic. A.S (group of companies) for consideration of Saudi Riyals 128,336 thousands.

The Group recognized the following fair value adjustments:

Share in Aquiree net assets before combination	(17,748)
Fair value adjustment to :	
Property, plant & equipment	60,210
Inventories	3,917
Deferred tax liabilities	(4,601)
	59,526
Fair value of net assets acquired	41,778
Goodwill	86,558
Total consideration fulfilled by cash	128,336

The acquisition has been accounted for using the purchase method of accounting. The purchase consideration in excess of the fair value of the net assets acquired, amounted to Saudi Riyals 86,558 thousands, has been accounted for as goodwill in these consolidated financial statements.

### 13 PROPERTY, PLANT AND EQUIPMENT

	January 1, 2011	Additions	Transfers	Disposal	December 31, 2011
Cost				•	.,
Lands	147,446	29,479	_	•	176,925
Buildings	443,225	5,311	-	-	448,536
Plant and equipment	1,155,184	4,984	101,223	(16,448)	1,244,943
Furniture and fixtures	88,897	3,852	1,553	(669)	93,633
Construction in				` ,	,
progress	140,364	40,451	(102,776)		78,039
Total	1,975,116	84,077	•	(17,117)	2,042,076
Accumulated depreciation					
Lands	-	-	-	_	-
Buildings	205,777	14,301	_	-	220,078
Plant and equipment	841,714	48,466	-	(16,433)	873,747
Furniture and fixtures Construction in	70,891	4,143	-	(668)	74,366
progress	-	-	-	-	-
Total	1,118,382	66,910	_	(17,101)	1,168,191
Net book values	856,734			-	873,885

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

### 13 PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

	January 1, 2010	Additions	Transfers	Diamonal	December
Cost	1, 2010	Additions	iransters	Disposal	31, 2010
Lands	147,446	•	-	-	147,446
Buildings	429,152	18,084	3,955	(7,966)	443,225
Plant and equipment	1,088,311	14,648	63,084	(10,859)	1,155,184
Furniture and fixtures Construction in	82,843	4,851	1,249	(46)	88,897
progress (*)	88,768	120,030	(68,288)	(146)	140,364
Total	1,836,520	157,613	-	(19,017)	1,975,116
Accumulated depreciation					
Lands	-	-	-	-	-
Buildings	189,259	23,046	-	(6,528)	205,777
Plant and equipment	791,940	60,334	-	(10,560)	841,714
Furniture and fixtures Construction in progress	63,451	7,480	-	(40)	70,891
Total	1,044,650	90,860		(17,128)	1,118,382
Net book values	791,870			(11,120)	856,734

<sup>(\*)</sup> Construction in progress represents buildings, plant & equipment, furniture and fixtures under construction.

### 14 BANK OVERDRAFTS AND SHORT TERM LOANS

Bank overdrafts and short term loans obtained from various local banks are secured by assignment of receivables and are repayable within one year. These loans carry commission charges at various rates at normal commercial terms.

The Company's foreign subsidiaries has obtained short term loans from various foreign banks which are secured by Saudi Cable Company's guarantee. These loans carry commission charges at various rates on normal commercial terms. All short term loans are repayable within one year and are shown as current liability.

#### 15 ACCOUNTS PAYABLE AND ACCRUALS

	2011	2010
Trade payables	476,206	236,540
Accrued expenses and other payables	<u>62,061</u>	42,073
	538,267	278,613

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

### 16 OBLIGATIONS UNDER FINANCE LEASES

	Minimum lease payments		Present value of minimum lease payments	
	2011	2010	2011	2010
Amounts payable under finance lease	33,717	43,321	33,717	43,321
Within one year In second to fifth years inclusive	18,964 16,294	22,249 25,118	17,839 15,878	19,748 23,573
Less: Future finance charges	35,258 (1,541)	47,367 (4,046)	33,717	43,321
Present value of finance lease obligations	33,717	43,321	33,717	43,321
Less: Amounts due for settlement within twelve months (shown under current liabilities)			(17,839)	(19,748)
Amounts due for settlement after twelve months			15,878	23,573

Finance leases relate to manufacturing equipment leases with a term of 5 years or less. The Group has options to purchase the equipment for a nominal amount at the end of the lease agreement. The Group's obligations under finance leases are secured by the lessors' title to the leased assets.

### 17 LONG TERM LOANS

	2011	2010
Saudi Industrial Development Fund ("SIDF")	157,700	10,160
Other commercial loans	245,252	437,190
	402,952	447,350
Less: Current portion of Saudi Industrial Development Fund		
("SIDF")	(16,600)	(2,400)
Other commercial loans	<u>(73,747)</u>	(156,955)
	(90,347)	(159,355)
Long term portion	312,605	287,995

All commercial loans are at prevailing commercial terms. The loans are repayable in approximately equal semi-annual installments spread over various periods up to the year 2015 commencing April 15, 2011. These are secured by promissory notes. The SIDF loan is secured by a mortgage over property, plant and equipment of the parent Company and is repayable in semi-annual installments up to the year 2015 commencing from March 15, 2010.

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

#### 18 OTHER LONG TERM LIABILITIES

Other long term liabilities consist of payables to previous shareholders of Elimsan Salt due to the acquisition of the entity.

#### 19 ZAKAT AND INCOME TAX

**19.1** Zakat computation for the years ended December 31, 2011 and 2010 was based on the financial statements of the parent Company and its subsidiaries.

Foreign subsidiaries are subject to income tax in accordance with the tax laws of the countries of their incorporation. Provisions for income tax of foreign subsidiaries are charged to the consolidated statement of income.

**19.2** Movement of zakat and income tax provision during the years ended December 31 was as follows:

	2011	2010
Beginning balance	50,015	50,126
Paid during the year	(9,488)	(10,626)
Adjustments / Provision	(362)	10,515
Ending balance	40,165	50.015

**19.3** At December 31, 2010, deferred tax liability amounting to Saudi Riyals 4,106 thousands relates to a foreign subsidiary of the Group (2011:Nil).

#### 19.4 Status of assessments:

#### Saudi Cable Company

For the years from 1993 to 2004, the Department of Zakat and Income Tax ("DZIT") assessed additional zakat liabilities amounting to Saudi Riyals 49.9 million. The Company has provided for the additional assessed liability and has also appealed against part of the DZIT additional assessed liability amounting SR 21.9 million.

The Company filed the final returns for the years 2005 to 2007. The DZIT has issued the final assessments for the said years and claimed additional Zakat and withholding tax liability of SR 36 million. The Company objected against the said assessment and is confident of a favorable outcome. These assessments are still under review by the DZIT.

The Company filed its Zakat returns for the years 2008 to 2010 and obtained the respective restricted Zakat certificate. The DZIT did not issue the final Zakat assessments for these years till to date.

# Mass Centers for Distribution of Electrical Products Limited

The DZIT raised the zakat assessments for the years from 1998 to 2007, with an additional zakat liability of Saudi Riyals 1 million. The company has filed an appeal with the higher appeal committee against these assessments and is confident of a favorable outcome. Assessments for the years 2008 through 2010 are yet to be finalised.

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

### 19 ZAKAT AND INCOME TAX (CONTINUED)

### Mass Projects for Power & Telecommunications Limited

The company filed its Zakat returns for the years from 1999 to 2009. The DZIT issued its Zakat assessments for the years ended December 31, 1999 to 2004 and claimed additional Zakat differences of SR 3 million. The company is currently studying the possibility of submitting an objection against these assessments.

The company filed its Zakat return for the year ended December 31,2010 and obtained the restricted Zakat certificate. The DZIT did not issue the final Zakat assessment for the years from 2005 to 2010.

### Saudi Cable Company for Marketing Limited

The DZIT raised the final assessment for the years 1996 to 2004 with an additional liability of Saudi Riyals 17 million. The company has filed an appeal against the assessment and is confident of a favorable outcome. Assessments for the years 2005 through 2007 are yet to be finalised.

The company has not yet filed its Zakat returns for the years ended December 31,2008 to 2010 till to date.

#### 20 SHARE CAPITAL

The share capital consists of 76,000,000 shares of Saudi Riyals 10 each as at December 31, 2011 and 2010.

#### 21 STATUTORY RESERVE

In accordance with the Regulations for Companies in the Kingdom of Saudi Arabia, the Company transfers 10% of the net income for the year to a statutory reserve until such reserve equals 50% of its share capital. During the year ended 2011, an amount of Saudi Riyals 510 thousands was transferred to this reserve (no transfer was made to the reserve during 2010 due to losses). This reserve currently is not available for distribution to the shareholders of the Company.

#### 22 CUMULATIVE CHANGES IN FAIR VALUES

	2011	2010
Beginning balance Net movement in unrealized (loss) gain relating to cash flow	88,427	58,605
hedges (note 10a) (*)  Net movement in unrealized (loss) gain on available for sale	(121,945)	29,266
investments (note 10b) Ending balance	(690) (34,208)	<u>556</u> 88.427

(\*) This amount includes Saudi Riyals 51,173 thousands (2010: Saudi Riyals 6,966 thousands) which represents the Group's share of the unrealized loss relating to cash flow hedges of an associate.

The balance of cumulative changes in fair values comprised of the following as at December 31:

	2011	2010
Net unrealized gains relating to available of sale investments Net unrealized (loss) gains relating to cash flow hedges	1,931 <u>(36,139)</u> <u>(34,208)</u>	2,621 <u>85,806</u> <u>88,427</u>

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

### 23 SELLING AND DISTRIBUTION EXPENSES

		2011	2010
	Employees' salaries and benefits	35,232	34,444
	Provision for doubtful debts	6,452	21,518
	Professional charges	3,396	2,912
	Commissions	1,533	1,485
	Travel and transportation	7,467	6167
	Repair and maintenance	3,448	3,348
	Rent	1,347	1,801
	Depreciation	1,751	1,541
	Utilities	705	760
	Advertisements	907	1,882
	Printing and stationary	329	364
	Bank charges	119	244
	Export, loading and unloading	2,978	1,419
	Other	<u>2,004</u>	1,587
		<u>67,668</u>	79,472
24	GENERAL AND ADMINISTRATIVE EXPENSES	2011	2010
	Employees' salaries and benefits	40 404	
	Professional charges	40,124 10,031	42,756
	Travel and transportation	4,684	11,346
	Bank charges	4,664 7,746	5,393 5,704
	Depreciation	4,782	5,791 4,974
	Rent and insurance	4,762 3,714	4,874
	Repairs and maintenance		4,743
	Advertisements	2,657 676	3,479
	Training and seminars		572
	Communications, public relations and social responsibility	2,346	3,002
	Printing and stationary	1,743 1,287	1,240
	Utilities	2,604	1,537
	Other	2,742	3,112
		85,136	3,327
		<u></u>	91,172
25	OTHER INCOME		
		2011	2010
	Gain on sale of property, plant and equipment	470	17,497
	Gain on sale of available for sale investments	•	1,946
	Other	1,406	3,143
		1,876	22,586
		4010	44,000

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

### 26 (LOSS) EARNINGS PER SHARE

(Loss) earnings per share for the years ended December 31, 2011 and 2010 have been computed by dividing the loss from main operations, non operating income and net income (loss) for the year, for such years by the number of shares outstanding during the years.

### 27 COMMITMENTS AND CONTINGENCIES

	2011	2010
Outstanding forward metal contracts  Contingent liabilities in respect of performance and bid bonds and letter of guarantees  Authorized and contracted for capital expenditures commitments	<u>528,603</u>	<u>555,168</u>
	659,458	539,730
	<u>36,416</u>	22,490

In addition to providing guarantees in respect of bank facilities available to certain subsidiaries, the Group has also provided undertakings to support such subsidiaries in meeting their liabilities as they fall due.

Also, a claim amounting to Saudi Riyals 8.4 million was lodged in prior years against a subsidiary company from a contractor; the court has not yet passed any decision to date. The Group believes that this claim will not result in any significant liability. Thus no liability has been recorded in these financial statements.

#### 28 SEGMENTAL INFORMATION

Consistent with the Group internal reporting process, business segments have been approved by management in respect of the Group's activities. Transactions between the business segments are reported as recorded by the Group's transfer pricing system. The Group's revenue, net income, non-current assets, total assets, and total liabilities, by geographical segments, are as follows:

Total revenues	
Kingdom of Saudi Arabia 2,125,119 1,097	7 172
Other Gulf Cooperation Council Countries	,173 2.385
Rest of the World	,548 ',548
Net income (loss)	,100
Kingdom of Saudi Arabia (78,533) (166	,568)
Other Gulf Cooperation Council Countries	,844
Rest of the World	,092)
	.816)
Non-current assets	18.141
Kingdom of Saudi Arabia 444,392 449,	399
Other Gulf Cooperation Council Countries 311,936 315	
Rest of the World	
<b>1,320,857</b>	214
Total assets	
Kingdom of Saudi Arabia <b>2,626,584</b> 2,299,	793
Other Gulf Cooperation Council Countries 352,727 361.	
Rest of the World	
<b>4,107,062</b> 3,642,	545

(A Saudi Joint Stock Company)

Notes to the consolidated financial statements for the year ended December 31, 2011 (All amounts in Saudi Riyals thousands unless otherwise stated)

# 28 SEGMENTAL INFORMATION (CONTINUED)

### **Total liabilities**

Kingdom of Saudi Arabia	2,357,669	1.852.351
Other Gulf Cooperation Council Countries	1,819	9,160
Rest of the World	<u>726,173</u>	581,408
	<u>3,085,661</u>	2,442,919