



The Northern Trust Company of Saudi Arabia
(A Closed Joint Stock Company)

Financial Statements

For the year ended 31 December 2018



Crowe Horwath[™]

Al Azem & Al Sudairy

CPA's & Consultants

Member Crowe Horwath International

**THE NORTHERN TRUST COMPANY OF SAUDI ARABIA
(A CLOSED JOINT STOCK COMPANY)**

**FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2018
TOGETHER WITH INDEPENDENT AUDITOR'S REPORT**

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INDEPENDENT AUDITOR'S REPORT

**TO: THE SHAREHOLDERS OF
THE NORTHERN TRUST COMPANY OF SAUDI ARABIA
(A Closed Joint Stock Company)**

Opinion

We have audited the financial statements of **The Northern Trust Company of Saudi Arabia (the "Company")**, which comprise the statement of financial position as at December 31, 2018 and the statements of profit or loss, comprehensive income, changes in equity and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as at December 31, 2018 and its financial performance and its cash flows for the year then ended in accordance with the International Financial Reporting Standards (IFRS) as endorsed by SOCPA, other standards and pronouncements issued by SOCPA, and adopted in KSA.

Basis of Opinion

We conducted our audit in accordance with International Standards on Auditing ("ISAs") that are endorsed in the Kingdom of Saudi Arabia. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Company in accordance with the ethical requirements in the Kingdom of Saudi Arabia that are relevant to our audit of the financial statements, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Emphasis of matter

We draw attention to Note 27 and as described therein, the Company is in communication with Capital Market Authority on applicability of Client Money Rules as specified in Part 7 of the Authorised Persons Regulations issued by Capital Market Authority. The Capital Market Authority requested the company to complete the annual review required by the aforementioned regulation. Management believes that the outcome is uncertain and dependent on the completion of the review therefore in accordance with the relevant accounting standards no financial impact has been recognized in the financial statements since the same cannot be measured reliably. Our opinion is not modified with respect to this matter.

Other matter

The financial statements of the Company for the year ended December 31, 2017, were audited by other auditors who expressed an unmodified opinion in their report dated March 22, 2018 on these financial statements which were prepared in accordance with accounting standards generally accepted in the Kingdom of Saudi Arabia.



INDEPENDENT AUDITOR'S REPORT (Continued)
THE NORTHERN TRUST COMPANY OF SAUDI ARABIA
(A Closed Joint Stock Company)

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the International Financial Reporting Standards (IFRS) as endorsed by SOCPA, other standards and pronouncements issued by SOCPA, and adopted in KSA., the Companies Regulations, the Company's by-laws, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs that are endorsed in the Kingdom of Saudi Arabia will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs that are endorsed in the Kingdom of Saudi Arabia, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Company to cease to continue as a going concern.

INDEPENDENT AUDITOR'S REPORT (Continued)
THE NORTHERN TRUST COMPANY OF SAUDI ARABIA
(A Closed Joint Stock Company)

Auditor's Responsibilities for the Audit of the Financial Statements (Continued)

- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.



AlAzem & AlSudairy
Certified Public Accountants



Abdullah M. AlAzem
License No. 335

18 Rajab 1440H (March 25, 2019)
Riyadh, Saudi Arabia

THE NORTHERN TRUST COMPANY OF SAUDI ARABIA
(A CLOSED JOINT STOCK COMPANY)
STATEMENT OF FINANCIAL POSITION

As at 31 December 2018

(Saudi Arabian Riyals)

	<u>Notes</u>	<u>31 Dec 2018</u>	<u>31 Dec 2017</u> (re stated)	<u>1 Jan 2017</u> (re stated)
ASSETS				
Non-current assets				
Property and equipment	6	592,260	651,059	857,806
Deferred tax asset - net	18	189,522	159,565	-
Total non-current assets		<u>781,782</u>	<u>810,624</u>	<u>857,806</u>
Current assets				
Cash and cash equivalents	7	80,138,323	64,892,806	63,889,038
Due from related parties	8.3	7,182,304	7,684,577	2,535,650
Fee receivables and accrued income	9	6,987,326	5,084,753	4,493,802
Prepayments and other current assets	10	907,171	394,583	1,098,249
Total current assets		<u>95,215,124</u>	<u>78,056,719</u>	<u>72,016,739</u>
Total assets		<u>95,996,906</u>	<u>78,867,343</u>	<u>72,874,545</u>
LIABILITIES				
Non-current liabilities				
Employees 'end of service benefit	11	680,196	541,930	273,757
Deferred tax liabilities	18	-	-	11,655
Total non-current liabilities		<u>680,196</u>	<u>541,930</u>	<u>285,412</u>
Current liabilities				
Due to related parties	8.3	911,356	4,997,987	1,510,114
Accrued expenses and other current liabilities		2,025,043	1,435,960	2,266,984
Taxation	18	2,082,250	1,319,153	1,036,554
Total current liabilities		<u>5,018,649</u>	<u>7,753,100</u>	<u>4,813,652</u>
Total liabilities		<u>5,698,845</u>	<u>8,295,030</u>	<u>5,099,064</u>
EQUITY				
Share capital	12	52,000,000	52,000,000	52,000,000
Statutory reserve	13	6,901,967	4,933,938	3,405,717
Retained earnings		31,418,413	13,706,156	12,369,764
Remeasurement reserve of defined benefit obligation		(22,319)	(67,781)	-
Total equity		<u>90,298,061</u>	<u>70,572,313</u>	<u>67,775,481</u>
Total liabilities and equity		<u>95,996,906</u>	<u>78,867,343</u>	<u>72,874,545</u>

These financial statements were approved by the Board of Directors on 25 March 2019
(corresponding to 18 Rajab 1440H) and signed on their behalf by:

Michael Slater
Chief Executive Officer

The accompanying notes (01) to (29) form an integral part of these financial statements.

THE NORTHERN TRUST COMPANY OF SAUDI ARABIA
(A CLOSED JOINT STOCK COMPANY)
STATEMENT OF PROFIT OR LOSS
For the year ended 31 December 2018
(Saudi Arabian Riyals)

	<u>Notes</u>	<u>2018</u>	<u>2017</u> (re stated)
Revenue			
Revenue from contract with customers	14	29,496,151	23,599,681
Transfer pricing revenues	8	9,748,134	10,267,841
Total operating revenues		<u>39,244,285</u>	<u>33,867,522</u>
Operating expenses			
Salaries and employee related expenses		10,909,908	11,790,232
Legal and professional expenses		1,822,022	1,292,209
Occupancy cost		1,251,188	741,004
Administration and general expenses		590,707	863,916
Depreciation	6	175,059	280,274
Other operating expenses		684,587	565,433
Total operating expenses		<u>15,433,471</u>	<u>15,533,068</u>
Operating profit		23,810,814	18,334,454
Other income	15	996,068	749,552
Profit before income tax		<u>24,806,882</u>	<u>19,084,006</u>
 Income tax expense	 18	 (5,126,596)	 (3,896,247)
Profit for the year		<u>19,680,286</u>	<u>15,187,759</u>

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Michael Slater
Chief Executive Officer

THE NORTHERN TRUST COMPANY OF SAUDI ARABIA
(A CLOSED JOINT STOCK COMPANY)
STATEMENT OF OTHER COMPREHENSIVE INCOME
For the year ended 31 December 2018
(Saudi Arabian Riyals)

	<u><i>Note</i></u>	<u>2018</u>	<u>2017</u> (re stated)
Profit for the year		<u>19,680,286</u>	<u>15,187,759</u>
<i>Items that will not be reclassified to profit or loss in subsequent years</i>			
Actuarial gain / (loss) on employees' end of service benefits	11	56,828	(84,726)
Related deferred tax		<u>(11,366)</u>	<u>16,945</u>
		<u>45,462</u>	<u>(67,781)</u>
Total comprehensive income for the year		<u>19,725,748</u>	<u>15,119,978</u>

These financial statements were approved by the Board of Directors on 25 March 2019
(corresponding to 18 Rajab 1440H) and signed on their behalf by:

Michael Slater
Chief Executive Officer

THE NORTHERN TRUST COMPANY OF SAUDI ARABIA
(A CLOSED JOINT STOCK COMPANY)
STATEMENT OF CHANGES IN EQUITY
For the year ended 31 December 2018
(Saudi Arabian Riyals)

	Share <u>capital</u>	Statutory <u>reserve</u>	Retained <u>earnings</u>	Remeasurement reserve of define <u>benefit</u> <u>obligation</u>	<u>Total</u>
Balance as at 1 January 2017	52,000,000	3,405,717	12,323,146	-	67,728,863
Change in accounting policy for end service benefits - net of tax	-	-	46,618	-	46,618
<i>Restated total equity at the beginning of financial year</i>	52,000,000	3,405,717	12,369,764	-	67,775,481
Total income for the year	-	-	15,187,759	-	15,187,759
Dividend paid	-	-	(12,323,146)	-	(12,323,146)
Actuarial (loss)/benefit on defined obligations	-	-	-	(67,781)	(67,781)
Transfer to statutory reserve	-	1,528,221	(1,528,221)	-	-
Balance as at 31 December 2017	52,000,000	4,933,938	13,706,156	(67,781)	70,572,313
Total comprehensive income for the year	-	-	19,680,286	-	19,680,286
Dividend paid	-	-	-	-	-
Actuarial (loss)/benefit on defined obligations	-	-	-	45,462	45,462
Transfer to statutory reserves	-	1,968,029	(1,968,029)	-	-
Balance as at 31 December 2018	52,000,000	6,901,967	31,418,413	(22,319)	90,298,061

These financial statements were approved by the Board of Directors on 25 March 2019 (corresponding to 18 Rajab 1440H) and signed on their behalf by:

Michael Slater
Chief Executive Officer

The accompanying notes (01) to (29) form an integral part of these financial statements.

THE NORTHERN TRUST COMPANY OF SAUDI ARABIA
(A CLOSED JOINT STOCK COMPANY)
STATEMENT OF CASH FLOWS
For the year ended 31 December 2018
(Saudi Arabian Riyals)

	<u>Notes</u>	<u>2018</u>	<u>2017</u>
<u>Cash flows from operating activities</u>			
Net income for the year		19,680,286	15,187,759
<i>Adjustments to reconcile net income to net cash generated in operating activities:</i>			
Depreciation	6	175,059	280,274
Loss on disposal of fixed assets		7,790	-
Provision for employees' end of service benefits	11	269,746	198,937
Income tax	18	5,126,596	3,896,247
		<u>25,259,477</u>	<u>19,563,217</u>
Changes in operating assets and liabilities:			
(Increase) in related party balances, net		(3,584,358)	(1,661,054)
(Increase) / decrease in prepayments and other current assets		(512,588)	703,666
(Increase) in accrued income and fee receivables		(1,902,573)	(590,951)
Increase / (decrease) in accrued expenses and other current liabilities		589,083	(831,024)
Employees' end of service benefits paid	11	(74,652)	(15,490)
Income tax paid	18	(4,404,822)	(3,767,923)
Net cash from operating activities		<u>15,369,567</u>	<u>13,400,441</u>
<u>Cash flows from investing activities</u>			
Purchase of furniture and office equipment	6	(124,050)	(73,527)
Net cash used in investing activities		<u>(124,050)</u>	<u>(73,527)</u>
<u>Cash flows from financing activities</u>			
Dividend paid		-	(12,323,146)
Net cash used in financing activities		<u>-</u>	<u>(12,323,146)</u>
Net increase in cash and cash equivalents		15,245,517	1,003,768
Cash and cash equivalents at beginning of the year		64,892,806	63,889,038
Cash and cash equivalents at end of the year		<u>80,138,323</u>	<u>64,892,806</u>
Non – cash transaction:			
Actuarial gain/(loss) on defined benefit obligation – net of tax		45,462	(67,781)

These financial statements were approved by the Board of Directors on 25 March 2019
(corresponding to 18 Rajab 1440H) and signed on their behalf by:

Michael Slater
Chief Executive Officer

The accompanying notes (01) to (29) form an integral part of these financial statements.

THE NORTHERN TRUST COMPANY OF SAUDI ARABIA
(A CLOSED JOINT STOCK COMPANY)
NOTES TO THE FINANCIAL STATEMENTS
For the year ended 31 December 2018
(Saudi Arabian Riyals)

1. ORGANIZATION AND ITS ACTIVITIES

The Northern Trust Company of Saudi Arabia ("the Company") is a Saudi Closed Joint Stock Company registered in the Kingdom of Saudi Arabia under Commercial Registration No. 1010366439 issued in Riyadh on 22 Rabi Al Thani 1434H (corresponding to 04 March 2013), the Capital Market Authority ("CMA") license No. 12163-26 dated 25 Shawwal 1433H (corresponding to 12 September 2012) and ministerial resolution number 70/Q dated 21 Rabi Al Awal 1434H (corresponding to 02 February 2013). The Company received its full CMA operating license on 6 Dhul Al Qa'dah 1434H (corresponding to 12 September 2013). The Company's registered office is located at the following address:

The Northern Trust Company of Saudi Arabia
P.O. Box 3515
Riyadh 11481
Kingdom of Saudi Arabia

The Company is a subsidiary of The Northern Trust Scottish Limited Partnership ("the Holding Company"), registered in the United Kingdom. The ultimate holding Company is The Northern Trust Corporation ("the Group"), registered in the United States of America.

The principal activities of the Company are to offer custody and advisory services relating to financial securities and to manage investment funds and private investment portfolios on behalf of its customers.

2. BASIS OF PREPARATION

a) Statement of compliance

The accompanying financial statements have been prepared in accordance with the International Financial Reporting Standards (IFRS) as endorsed by SOCPA, other standards and pronouncements issued by SOCPA, and adopted in KSA.

The company prepared its financial statements for all prior periods including the year ended 31 December 2017 in accordance with the accounting standards issued by the SOCPA. These financial statements for the year ended 31 December 2018 are the first annual financial statements prepared by in accordance with International Financial Reporting Standards issued by the IASB as endorsed by SOCPA, other standards and pronouncements issued by SOCPA and applicable laws in the Kingdom of Saudi Arabia, which in majority complies with IFRSs. The requirements of IFRS 1 "First-time Adoption of International Financial Reporting Standards" have also been followed which are applicable for the first time preparation of financial statements under IFRSs. The company has consistently applied the same accounting policies throughout all periods presented, as if these policies have always been in effect. Reconciliation with previous GAAP is presented in note 25.

b) Basis of measurement

The financial statements have been prepared on historical cost basis using the accrual basis of accounting and the going concern assumption, except for provision for end employees' end service benefits which is recognised on present value.

c) Functional and presentation currency

These financial statements are presented in Saudi Arabian Riyals ("SR"), which is the functional currency of the Company. All financial information presented in Saudi Arabian Riyal has been rounded to the nearest Riyals, except where otherwise indicated.

THE NORTHERN TRUST COMPANY OF SAUDI ARABIA
(A CLOSED JOINT STOCK COMPANY)
NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)
For the year ended 31 December 2018
(Saudi Arabian Riyals)

3. SRANDARDS AND AMENDEMENTS ISSUED

a) Standards and interpretations in issue but not yet adopted

The following standards, amendments and interpretations were in issue at the date of authorisation of these financial statements, but not yet effective, and therefore were not applied in these financial statements.

The impact of the adoption of these standards is currently being assessed; however, the directors anticipate that the adoption of these standards, amendments and interpretations in future periods will not have a significant impact on the financial statements of the Company.

IFRIC 23	Uncertainty over Income Tax Treatments
IFRS 16	Leases
IFRS 9	Prepayment Features with Negative Compensation
IFRS 12	Annual Improvements to IFRS Standards 2015–2017 Cycle
IFRS 3 and IFRS 11	Annual Improvements to IFRS Standards 2015–2017 Cycle
IAS 23	Annual Improvements to IFRS Standards 2015–2017 Cycle
IAS 28	Long-term Interests in Associates and Joint Ventures
IAS 19	Plan Amendment, Curtailment or Settlement

4. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

This note provides a list of the significant accounting policies adopted in the preparation of these financial statements to the extent they have not already been disclosed in the other notes. These policies have been applied to all the years presented, unless otherwise stated.

a) Property and equipment

Property and equipment are stated at cost less accumulated depreciation. Depreciation is calculated on a straight line basis over the estimated useful lives of assets.

Residual values, useful lives and the method of the depreciation are reviewed annually and adjusted, if appropriate. Impairment reviews take place when events or changes in circumstances indicate that the carrying value may not be recoverable. The depreciation charge for the period is recognized in profit or loss

Expenditure for repair and maintenance is charged to the profit or loss. Improvements that increase the value or materially extend the useful life of the related assets are capitalized. The estimated useful lives of assets for calculation of depreciation are as follows:

Leasehold improvements	15 years or lease term whichever is lower
Office equipment	3-5 years
Office furniture	10 years

Gains and losses on disposal are determined by comparing proceeds with carrying amount. These are included in the statement of profit or loss.

b) Revenue recognition

Fee income is recorded on the accrual basis, over the period in which the service is provided. Fees are a function of the market value of assets serviced, the volume of transactions, and fees for other services rendered as set forth in the underlying client agreement. This revenue recognition involves the use of estimates and assumptions, including components that are calculated based on estimated asset valuations and transaction volumes. Revenue recognition from contracts with customers is further explained in note 13.

Commission Income: Commission income on term deposits is recognized on accrual basis.

THE NORTHERN TRUST COMPANY OF SAUDI ARABIA
(A CLOSED JOINT STOCK COMPANY)
NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)
For the year ended 31 December 2018
(Saudi Arabian Riyals)

4. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

c) Operating Expenses

The Company follows accrual basis of accounting to record the operating expenses and recognised as expenses in the period in which they are incurred. Expenses that are deferred for more than one financial period are allocated to expenses over such periods using historical cost.

d) Payables and accruals

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

e) Employees' end of service benefits

Company operates employees' end of service benefits in accordance with the Saudi Arabian regulations. The benefits are accrued using the projected unit credit method as required by IAS 19. Employee' end service liability is estimated using the average service life of employees, retirement age and historical average salary increments.

The liability is discounted using the appropriate discount rate. The current service and financial cost is charged to profit or loss and actuarial gains/ losses are recognised in statement of other comprehensive income. The obligation is discharged when employee service terminates.

f) Financial instruments

• ***Classification and measurement – financial assets***

Classification and measurement of financial assets are based on the underlying business model and estimated cash flows. Any derivatives embedded in the contracts are not separated and is considered as a whole for classification. The financial assets are principally categorized as under;

- Measured at amortized cost
- Fair value through other comprehensive income(FVTOCI)
- Fair value through profit or loss (FVTPL)

Financial assets that are initially recognized at fair value are subsequently measured at amortized cost based on expected credit loss (ECL) described below:

- 12-month expected credit losses- expected credit losses that result from those default events on the financial instrument that are possible within 12 months after the reporting date.
- Lifetime expected credit losses- expected credit losses that result from all possible default events over the life of the financial instrument.

A loss allowance for full lifetime expected credit losses is required for a financial instrument if the credit risk of that financial instrument has increased significantly since initial recognition, as well as to contract assets or trade receivables that do not constitute a financing transaction in accordance with IFRS 15.

THE NORTHERN TRUST COMPANY OF SAUDI ARABIA
(A CLOSED JOINT STOCK COMPANY)
NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)
For the year ended 31 December 2018
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4. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

f) Financial Instruments (continued)

• ***Trust fee receivables***

Trust fee receivables are classified as loans and receivables and are initially recognised at fair value. They are subsequently measured at their amortised cost using the effective interest rate method less any provision for impairment. A provision for impairment is made where there is objective evidence, including customers with financial difficulties or in default on payments, that amounts will not be recovered in accordance with original terms of the agreement. An allowance for impairment is recognised when the carrying value of the receivable exceeds the present value of the future cash flow discounted using the original effective commission rate. The carrying value of the receivable is reduced through the use of an allowance account and any impairment loss is recognized in the consolidated statement of profit or loss and other comprehensive income.

• ***Financial liabilities***

Financial liabilities include accrued expenses and other liabilities and are classified according to the substance of the respective contractual arrangement and are initially measured at their fair value, net of transaction costs.

Financial liabilities are subsequently carried at their amortised cost, with commission cost being recognised on an effective yield basis in the consolidated statement of profit or loss and other comprehensive income over the term of the instrument.

• ***Trade payables***

Trade payables are initially recognised at fair value and subsequently at amortised cost using the effective interest method.

g) Operating lease

Lease expenses under operating leases are charged to profit or loss over the period of the respective lease.

h) Offsetting

Financial assets and liabilities are offset and are reported net in the balance sheet when there is a legally enforceable right to set off the recognized amounts and when the Company intends to settle on a net basis, or to realize the asset and settle the liability simultaneously.

THE NORTHERN TRUST COMPANY OF SAUDI ARABIA
(A CLOSED JOINT STOCK COMPANY)
NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)
For the year ended 31 December 2018
(Saudi Arabian Riyals)

4. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

i) Foreign currency transactions

Foreign currencies transactions are translated and recorded in Saudi Riyals using the exchange rate at the date of the transaction. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation of monetary assets and liabilities denominated in foreign currencies at the year-end exchange rates are recognised in profit or loss.

j) Provisions

Provisions are recognised when the Company has a present legal or constructive obligation as a result of past events and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. Provisions are reviewed at each statement of financial position date and are adjusted to reflect the current best estimates.

k) Cash and cash equivalents

Cash and cash equivalents comprise cash on hand, cash at banks in current accounts and other short-term liquid investments with original maturities of three month or less, if any, which are available to the Company without any restrictions.

l) Taxation

The income tax expense is the tax payable on the current period's taxable income based on the regulations of the General Authority of Zakat and Income Tax ("GAZT").

Deferred income tax is provided in full, using the liability method, on all temporary differences between the tax bases of assets and liabilities and their carrying amounts used for financial reporting purposes. Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the period when the asset is realised or the liability is settled, based on laws that have been enacted at the reporting date.

Deferred tax assets are recognised for all deductible temporary differences to the extent that it is probable that taxable profit will be available against which the deductible temporary differences can be utilised.

The carrying amount of deferred tax assets are reviewed at each reporting date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilised.

Current and deferred tax is recognised in profit or loss, except to the extent that it relates to items recognised in other comprehensive income or directly in equity. In this case, the tax is also recognised in other comprehensive income or directly in equity, respectively.

The Company withholds taxes on transactions with non-resident parties and on dividends paid to foreign shareholders in accordance with GAZT regulations.

m) Dividends

Interim dividends are recorded as liability in the period in which the Board of Directors approves them. Final Dividends are recorded in the period in which they are approved by the shareholders.

THE NORTHERN TRUST COMPANY OF SAUDI ARABIA
(A CLOSED JOINT STOCK COMPANY)
NOTES TO THE FINANCIAL STATEMENTS (CONTINUED)
For the year ended 31 December 2018
(Saudi Arabian Riyals)

4. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

n) Share based payments

Company grants rights of its parent's equity instrument to its employees, these share-based payments are accounted as cash-settled. The fair value is initially measured at grant date and spread over the period during which the employees become unconditionally entitled to payment. The fair value is measured based on an option pricing model taking into account the terms and conditions upon which the instruments were granted. The liability is revalued at each balance sheet and settlement date with any changes to fair value being recognised in the profit and loss account. Fair value is measured by the use of the Black Scholes pricing model. The expected life used in the model has been adjusted, based on management's best estimate, for the effects of non-transferability, exercise restrictions and behavioural conditions.

o) Impairment of financial assets

• ***Cash and cash equivalents***

Company operates current accounts and hold placements with banks for a maximum period of 3 months. These bank accounts and short term placements are subject to impairment requirements under IFRS 9.

IFRS 9 replaced the "incurred loss" impairment approach and instead requires an "expected loss model" which result in an allowance based on forward-looking information, versus delaying recognition of a credit loss until a credit loss event occurs. Company applies general approach to impairment and assess all cash and cash equivalents to carry low credit risk at the reporting date, therefore only recognise 12 months expected credit loss allowance, which reflect expected credit losses that are based on an unbiased and probability-weighted amount, the time value of money, and reasonable and supportable forward-looking information.

Impairment loss if any, are presented as net within operating profit and are included in other operating expenses.

• ***Trust and other servicing fees receivables***

IFRS 9 replaces the existing "incurred loss" impairment approach and instead requires an "expected loss model" which result in an allowance based on forward-looking information, versus delaying recognition of a credit loss until a credit loss event occurs. Company applies simplified approach to impairment and uses a provision matrix for measuring impairment loss at the reporting date.

Impairment loss, if any, are presented as net within operating profit and are included in other operating expenses.

p) Impairment of non-financial assets

Non-current assets are reviewed for impairment losses whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss, if any, is recognized for the amount by which the carrying amount of the asset exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purpose of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows. Non-current 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 profit or loss.

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5. CRITICAL ACCOUNTING ESTIMATES

a) Measurement of contract assets and trade receivables

The management makes significant assumptions on the estimation of expected credit loss (ECL) in connection with trust fee receivables which is assessed based on the terms of contract and evaluation is made where there is objective evidence, including customers with financial difficulties or in default on payments, possibilities of bankruptcy of the customer that amounts will not be recovered in accordance with original terms of the agreement. Based on such periodic assessment the Company recognise for full lifetime expected losses for all trust fee receivables with or without significant financing transaction and for lease receivables. For all other financial instruments, expected credit losses are measured at an amount equal to the 12-month expected credit losses in accordance with IFRS 9.

b) Useful lives, residual values and depreciation method of equipment and fixture

The Group's management determines the estimated useful lives of equipment and fixture for calculating depreciation. This estimate is determined after considering the expected usage of the asset or physical wear and tear.

Management reviews the useful lives, residual values and depreciation method of equipment and fixture annually and future depreciation charge would be adjusted where the management believes the useful lives, residual values and depreciation method differ from previous estimates.

c) Fair value measurements

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date, regardless of whether that price is directly observable or estimated using another valuation technique.

While estimating the fair value of an asset or a liability the group take into consideration of the assumptions that market participants would use when pricing the asset or liability for their best economic interest.

Fair value measurement of a non-financial asset takes into account a market participant's ability to generate economic benefits from the best use or by selling it to another market participant for the best use.

The Group uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximizing the use of relevant observable inputs and minimizing the use of unobservable inputs.

For the financial reporting purpose, The Group uses the following hierarchy for determining and disclosing the fair value of assets and liabilities;

- Level 1: Quoted prices in active markets for the same instrument (i.e., without modification or additions);
- Level 2: Quoted prices in active markets for similar assets and liabilities or other valuation techniques for which all significant inputs are based on observable market data; and
- Level 3: Valuation techniques for which any significant input is not based on observable market data.

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6. PROPERTY AND EQUIPMENT

	<u>Dec 2018</u>	<u>Dec 2017</u>	<u>Jan 2017</u>
Cost	1,465,007	1,441,544	1,368,017
Less: accumulated depreciation	<u>(872,747)</u>	<u>(790,485)</u>	<u>(510,211)</u>
Net book value	<u>592,260</u>	<u>651,059</u>	<u>857,806</u>

	<u>2018</u>	<u>2017</u>			
	<u>Leasehold improvements</u>	<u>Office equipment</u>	<u>Office furniture</u>	<u>Total</u>	<u>Total</u>
Cost:					
Balance at beginning of the year	371,200	624,810	445,534	1,441,544	1,368,017
Additions	-	124,050	-	124,050	73,527
Disposals	<u>-</u>	<u>(1,608)</u>	<u>(98,979)</u>	<u>(100,587)</u>	<u>-</u>
Balance at end of the year	<u>371,200</u>	<u>747,252</u>	<u>346,555</u>	<u>1,465,007</u>	<u>1,441,544</u>
Accumulated depreciation:					
Balance at beginning of the year	345,422	322,857	122,206	790,485	510,211
Charge for the year	25,778	104,728	44,553	175,059	280,274
Disposals	<u>-</u>	<u>(1,608)</u>	<u>(91,189)</u>	<u>(92,797)</u>	<u>-</u>
Balance at end of the year	<u>371,200</u>	<u>425,977</u>	<u>75,570</u>	<u>872,747</u>	<u>790,485</u>

7. CASH AND CASH EQUIVALENTS

	<u>Dec 2018</u>	<u>Dec 2017</u>	<u>Jan 2017</u>
Cash at bank – current account	15,028,953	14,892,806	13,889,038
Term deposits	<u>65,118,194</u>	<u>50,000,000</u>	<u>50,000,000</u>
	80,147,147	64,892,806	63,889,038
Less: Provision for impairment	7.2 <u>(8,824)</u>	<u>-</u>	<u>-</u>
	<u>80,138,323</u>	<u>64,892,806</u>	<u>63,889,038</u>

7.1 The term deposit was placed with local banks and carries a profit rate ranging from 2.2% to 2.4% per annum (2017: 2.90% per annum) with a maturity period of three months from the date of deposit.

7.2 Movement in the impairment provision for cash and equivalents

	<u>2018</u>	<u>2017</u>
Opening balance	-	-
Provision for the year	<u>8,824</u>	<u>-</u>
Closing balance	<u>8,824</u>	<u>-</u>

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8. RELATED PARTY TRANSACTION AND BALANCES

Parties are considered to be related if one party has the ability to control the other party or exercise significant influence over the other party in making financial or operational decisions, or one other party controls both. The definition includes Shareholders, the Northern Trust Corporation Group ("the Group"), its affiliated companies and key management personnel.

The Company contracts with related parties in the ordinary course of its business in order to provide services to clients of the Company and to procure services for the Company from unrelated vendors. The related party contracts are not separately valued and no compensation is paid. The Company accounts for revenues and expenses as calculated under the Group's global transfer pricing methodology.

Transfer pricing refers to the determination of compensation for transactions conducted between commonly controlled taxpayers. The determination of an appropriate level of compensation is relevant for all transactions between affiliates for the provision of services, the utilization of intellectual property and/or intercompany financing. This determination is made using an "arm's-length" standard that tests what would have occurred in comparable circumstances between comparable, unrelated taxpayers.

The Group's global transfer pricing methodology uses a residual profit split approach that allocates profit by providing appropriate recognition of each entity's contribution, revenues and expenses, its function in the Group, and its assets and risk profile. The framework also accounts for the fact that each of the Group's service line may engage multiple affiliates to perform functions of varying complexity and value.

The residual profit split methodology framework starts with the Group's global revenue which is first used to reimburse most direct costs of affiliates with a routine margin. The remaining profit is then split into product related profit pools which are in turn allocated to affiliates, such as the Company, using product specific allocation keys. The allocation keys are reflective of the economics of the Group's lines of business. The determination and the ultimate selection of the appropriate allocation keys begins with an evaluation of the metrics that are representative of relative contributions made by the various entities with respect to each of the product lines. Allocation keys are reassessed on a global basis periodically to ensure that these continue to be representative of the relative contributions of the various product lines.

Transactions entered between related parties during the year ended 31 December are as follows:

<u>Related party</u>	<u>Nature of transaction</u>	<u>2018</u>	<u>2017</u>
Affiliates	Fee income	<u>9,934,884</u>	<u>6,378,725</u>
	Net revenue under the transfer pricing policy	<u>9,748,134</u>	<u>10,267,841</u>
	Salaries and employees related expenses - Allocation of employee costs (share based compensation)	<u>313,697</u>	<u>171,372</u>
Shareholders	Dividend	<u>-</u>	<u>12,323,146</u>

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8. RELATED PARTY TRANSACTION AND BALANCES (continued)

8.1 Key Management Personnel

Key Management Personnel are defined as those persons having authority and responsibility for planning, directing and controlling the activities of the Company (directly or indirectly) and comprise the Directors and Executives of the Company.

The compensation of the key management personnel for the year ended December were as follows

	<u>2018</u>	<u>2017</u>
Salaries and short term benefits	7,351,780	6,374,980
Other long term benefits	-	-
End service benefits	159,176	88,330
Share-based payments	313,697	171,372
	<u>7,824,653</u>	<u>6,634,682</u>

The end of service benefits payable to key management personnel were as follows:

	<u>Dec 2018</u>	<u>Dec 2017</u>	<u>Jan 2017</u>
	416,682	274,811	158,876
End of service benefits payable	<u>416,682</u>	<u>274,811</u>	<u>158,876</u>

8.2 The independent non-executive directors are entitled to a fee on basis of their respective service agreements with the Company. The fee for December 2018 was SR 402,371 (Dec 2017: SR 408,942)

8.3 The related party balances outstanding at 31 December are as follows:

	<u>Dec 2018</u>	<u>Dec 2017</u>	<u>Jan 2017</u>
Due from related parties			
The Northern Trust Company, USA	1,250,825	3,090,450	2,058,459
The Northern Trust Company, London Branch	355,456	2,617,835	474,744
Public Pension Agency	5,540,233	1,928,424	-
Other affiliates	35,790	47,868	2,447
	<u>7,182,304</u>	<u>7,684,577</u>	<u>2,535,650</u>

	<u>Dec 2018</u>	<u>Dec 2017</u>	<u>Jan 2017</u>
Due to related parties			
The Northern Trust Company, USA	689,825	2,543,961	340,353
The Northern Trust Company, London Branch	116,855	2,399,446	1,127,599
Directors' fee	28,189	33,317	31,875
Other affiliates	76,487	21,263	10,287
	<u>911,356</u>	<u>4,997,987</u>	<u>1,510,114</u>

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9. FEE RECEIVABLES AND ACCRUED INCOME

	<u>Dec 2018</u>	<u>Dec 2017</u>	<u>Jan 2017</u>
Accrued fee income	4,793,287	4,536,773	3,571,724
Accrued commission income	226,072	48,611	383,640
Trust and other service fee receivables	2,089,867	499,369	538,438
	<u>7,109,226</u>	<u>5,084,753</u>	<u>4,493,802</u>
Less: provision for impairment	(121,900)	-	-
	<u>6,987,326</u>	<u>5,084,753</u>	<u>4,493,802</u>

9.1 Movement in the provision for impairment of fee receivables

	<u>2018</u>	<u>2017</u>
Opening balance	-	-
Provision for the year	121,900	-
Closing balance	<u>121,900</u>	<u>-</u>

The following provide the aging of Trust and fee receivables.

	<u>Dec 2018</u>	<u>Dec 2017</u>	<u>Jan 2017</u>
Neither past due nor impaired	815,352	324,883	-
<i>Past due but not impaired</i>			
Less than 180 days	923,098	122,411	371,043
Less than 365 days	351,417	52,075	167,396
More than 365 days	-	-	-
Total past due but not impaired	<u>1,274,515</u>	<u>174,486</u>	<u>538,439</u>
Total	<u>2,089,867</u>	<u>499,369</u>	<u>538,439</u>
<i>Past due and impaired</i>			
Less than 180 days	-	-	-
Less than 365 days	116,728	-	-
More than 365 days	5,172	-	-
Total	<u>121,900</u>	<u>-</u>	<u>-</u>

10. PREPAYMENTS AND OTHER CURRENT ASSETS

	<u>Dec 2018</u>	<u>Dec 2017</u>	<u>Jan 2017</u>
Prepaid expenses	823,919	309,683	974,749
Other currents assets	83,252	84,900	123,500
Total	<u>907,171</u>	<u>394,583</u>	<u>1,098,249</u>

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11. EMPLOYEE'S END OF SERVICE BENEFITS

General Description

The company provides an end service benefits to all employees in accordance with the Saudi Arabia regulations.

Principal actuarial assumptions

The actuarial valuation was carried out based on projected unit credit method, using the following significant assumptions.

	<u>Dec 2018</u>	<u>Dec 2017</u>
Principal actuarial assumptions		
Valuation discount rate	4.50%	3.50%
Rate of salary Increases	5.00%	5.00%
Withdrawal rates	10.00%	10.00%

Reconciliation of defined benefit obligation

	<u>Dec 2018</u>	<u>Dec 2017</u>	<u>Jan 2017</u>
Present value of defined benefit obligation	680,196	541,930	273,757
Net liability	680,196	541,930	273,757

Movement of defined benefit obligation

	<u>Dec 2018</u>	<u>Dec 2017</u>
Balance at beginning of the year	541,930	273,757
Charge to income statement	269,746	198,937
Charge to statement of comprehensive income	(56,828)	84,726
Total charge for the year	212,918	283,663
Benefits paid	(74,652)	(15,490)
Balance at end of the year	680,196	541,930

Reconciliation of present value of defined benefit obligation

	<u>Dec 2018</u>	<u>Dec 2017</u>
Balance at the beginning of the year	541,930	273,757
Current service cost	246,892	184,921
Financial cost	22,854	14,016
Actuarial loss from experience adjustments	(56,828)	84,726
Benefits paid	(74,652)	(15,490)
Balance at end of the year	680,196	541,930

Sensitivity Analysis

	<u>Dec 2018</u>	<u>Dec 2017</u>
0.5% decrease in discount rate	36,457	32,119
1.00% decrease in salary	(65,043)	(56,453)
5.00% decrease in withdrawal rate	176,586	239,378

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12. SHARE CAPITAL

As at 31 December 2018, the authorized, issued and paid-up share capital of the Company is SR 52 million divided into 5.2 million shares of SR 10 each (31 December 2017: SR 52 million divided into 5.2 million shares of SR 10 each).

13. STATUTORY RESERVE

In accordance with the Company's By-laws, the Company is required to transfer at least 10% of its net income for the year to a statutory reserve until such reserve equals 30% of its paid up capital as a minimum. Accordingly, this reserve is not available for distribution. The Company has transferred 10% of its net income for the year to statutory reserve.

14. REVENUE FROM CONTRACTS WITH CUSTOMERS

Disaggregation of revenue from contracts with customers

	<u>2018</u>	<u>2017</u>
Revenue from asset owners	10,994,748	7,183,649
Revenue from fund managers	18,501,403	16,416,032
	<u>29,496,151</u>	<u>23,599,681</u>

• ***Trust and other servicing fees***

Trust, and other servicing fees, comprise of revenues from our core asset servicing business for providing custody, fund administration and middle office and related services primarily to Assets Owners and Fund Managers.

• ***Performance Obligations***

Customers are billed in arrears either monthly or quarterly, based on the fee arrangement agreed. The payment terms will vary depending on the client and services offered.

All revenues generated from contracts with customers are recognised on an accrual basis, over the period in which services are provided. The nature of the Company's performance obligations is to provide a series of distinct services in which the customer simultaneously receives and consumes the benefits of the promised services as they are performed. Fee arrangements are mainly comprised of variable amounts based on market value of client assets serviced, transaction volumes and number of accounts.

Revenues accruals are recognized using the output method to an amount that reflects the consideration the Company expects to be entitled to in exchange for providing each month or quarter of service. The revenue recognition involves the use of estimates and assumptions, including components that are calculated based on estimated asset valuations and transaction volumes.

Receivable is recognised when performance obligations are fully satisfied and invoice is issued, at this point of time the consideration is unconditional because only the passage of time is required before the payment is due.

	<u>Dec 2018</u>	<u>Dec 2017</u>	<u>Jan 2017</u>
Fee Receivables	2,089,867	499,369	538,438
Accrued fee income	4,793,287	4,536,773	3,571,724

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15. OTHER INCOME

	<u>2018</u>	<u>2017</u>
Commission income	964,325	729,361
Others	<u>31,743</u>	<u>20,191</u>
	<u>996,068</u>	<u>749,552</u>

16. IMPAIREMENT LOSS

During the year, the following losses were recognised in the profit or loss under other operating expenses, in relation to impaired financial assets.

	<u>2018</u>	<u>2017</u>
Provision for impairment on cash and cash equivalents	8,824	-
Provision for impairment on trust and other servicing fee receivables	<u>121,900</u>	<u>-</u>
	<u>130,724</u>	<u>-</u>

17. SHARE BASED PAYMENTS

The Company participates in the Northern Trust Corporation Stock Plan. Plan provides for the grant of non-qualified stock options, incentive stock options, stock appreciation rights, stock awards, stock units and performance stock units. Below is the information relevant to the Company for grants outstanding at year end.

Grant dates: 20/02/2018, 3/07/2017, 21/02/2017, 17/02/2015, 10/02/2014, and 01/02/2013.

Vesting period: 5 years from date of grant

Vesting conditions: Employee to remain employed during the vesting period

Method of settlement: Shares

Awards granted during the year 209 (2017: 228)

Market price at award date USD 104.72 (2017: USD 98.39 to USD 88.06)

Total expenses for share based payment for the year was SR 313,697. (2017: SR 171,372).

18. TAXATION

<i>Statement of profit or loss – charge for the year</i>	<u>2018</u>	<u>2017</u>
Current tax		
Current year	5,126,644	4,050,417
Prior year	41,275	105
	5,167,919	4,050,522
Deferred tax		
Defined benefit pension obligations	(39,019)	(103,095)
Fixed assets	(2,304)	(51,180)
	(41,323)	(154,275)
Total	<u>5,126,596</u>	<u>3,896,247</u>

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18. TAXATION (continued)

• ***Income tax provision***

The Company has made a provision for income tax of SR 5.126 million (2017: 4.05 million) for the year ended 31 December on the following basis:

	<u>2018</u>	<u>2017</u>
Net income from operations	24,806,887	19,202,485
Tax adjustments	826,335	1,049,601
Taxable income for the year	25,633,222	20,252,086
Income tax provision at 20% of taxable income	5,126,644	4,050,417

Balance Sheet - movement in the provision

Balance at beginning of the year	1,319,153	1,036,554
Charge for the year - current year	5,126,644	4,050,417
- prior year	41,275	105
	5,167,919	4,050,522
Payments made during the year	(4,404,822)	(3,767,923)
Balance at end of the year	2,082,250	1,319,153

• ***Status of assessment***

The income tax declaration for the year ended December 2018 will be submitted to the GAZT in the due course.

The GAZT raised queries in respect of the years ended 31 December 2013 to 2016 which was partly settled during the year. Unsettled portion of the issued assessment has been appealed and the Company is still waiting for the response.

• ***Deferred taxation***

	<u>Dec 2018</u>	<u>Dec 2017</u>	<u>Jan 2017</u>
<i>Deductible temporary differences on</i>			
Property and equipment	53,484	51,179	-
Employees' end service benefits	136,038	108,386	(11,655)
Balance at end of the year	189,522	159,565	(11,655)

19. RISK MANAGEMENT

Risk management is the responsibility of the Company's Board of Directors ("the Board"). This is conducted within the overall global risk framework of the Group. Policies and practices are validated and locally approved by the Board and the regional risk organization is structured to provide the Board with the necessary risk reporting and oversight to satisfy its responsibilities.

The Company aims to achieve an appropriate balance between risk and return and to minimize potential adverse effects on the Company's financial performance

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20. FINANCIAL RISK MANAGEMENT

Financial assets of the Company comprise of bank balance, due from related parties and certain other assets. Financial liabilities of the Company comprise of due to related parties and employees' end of service benefits. Accounting policies for financial assets and liabilities are set out in note 3.

• ***Credit risk***

Credit risk is the risk to interest income or principal from the failure of a borrower or counterparty to perform an obligation. Credit risk mainly arises from the placement of cash with local banks and fee income that may not be received. The counterparties used for investment of surplus cash are highly credit worthy financial institutions and placements are limited to a maximum tenor of 3 months.

IFRS 9 outlines a 'three-stage' model for impairment based on changes in credit quality since initial recognition as summarised below:

- a. A financial instrument that is not credit-impaired on initial recognition is classified in 'Stage 1' and has its credit risk continuously monitored by the Company.
- b. If a significant increase in credit risk since initial recognition is identified, the financial instrument is moved to 'Stage 2' but is not yet deemed to be credit-impaired.
- c. If the financial instrument is credit-impaired, the financial instrument is then moved to 'Stage 3'
- d. Financial instruments in Stage 1 have their ECL measured at an amount equal to the portion of lifetime expected credit losses that result from default events possible within the next 12 months. Instruments in Stages 2 or 3 have their ECL measured based on expected credit losses on a lifetime basis.
- e. A pervasive concept in measuring ECL in accordance with IFRS 9 is that it should consider forward looking information.

The key judgments and assumptions adopted by the Company in addressing the requirements of IFRS 9 are discussed below:

Significant increase in credit risk

The Company considers a financial instrument to have experienced a significant increase in credit risk when one or more of the following quantitative and qualitative criteria have been met.

Quantitative criteria:

- Downward movement in the external credit rating by two notches;
- Downward movement in the external credit rating by one notch if the revised external credit rating becomes below "investment grade";
- Contractual payments are more than 7 days past due;

Qualitative criteria:

- An actual or expected significant adverse change in the regulatory, economic, or technological environment of the counterparty that results in a significant decrease in the counterparty's ability to meet its obligations to the Company;
- A group company of the counterparty has defaulted and in the Company's opinion repayment capacity of the counterparty would also be significantly impacted.

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20. FINANCIAL RISK MANAGEMENT (Continued)

Credit risk (continued)

Definition of default and credit-impaired assets

The Company defines a financial instrument as in default, which is fully aligned with the definition of credit-impaired, when it meets one or more of the following criteria:

Quantitative criteria:

- Contractual payments are more than 90 days past due;
- Counterparty's refusal to pay the amounts due.

Qualitative criteria:

- Information about the bankruptcy of the counterparty;
- Legal case on recovery proceedings;

The criteria above have been applied to all financial assets other than trust fee receivables and are consistent with the definition of default used for internal risk management purposes. An instrument is considered to no longer be in default (i.e. to have cured) when it no longer meets any of the default criteria for a consecutive period of six months. This period of six months has been determined based on an analysis which considers the likelihood of a financial instrument returning to default status after cure using different possible cure definitions. For impairment of trust fee receivables, consider Note 4.

The Company incorporates forward-looking information into both its assessment of whether the credit risk of an instrument has increased significantly since its initial recognition and its measurement of ECL. Based on consideration of a variety of external actual and forecast information, the Company formulates a 'base case' view of the future direction of relevant economic variables as well as a representative range of other possible forecast scenarios. This process involves developing two or more additional economic scenarios and considering the relative probabilities of each outcome. External information includes economic data and forecasts published by governmental bodies and monetary authorities in the Kingdom and selected private-sector and academic forecasters. The base case represents a most-likely outcome. The other scenarios represent more optimistic and more pessimistic outcomes. Periodically, the Company carries out stress testing of more extreme shocks to calibrate its determination of these other representative scenarios.

The Company considers scenarios in range of 3-5 years' horizon (consistent with forecast available from public sources) beyond which long term average macroeconomic conditions prevail. Externally available macroeconomic forecast from Global Rating Agencies are used for making base case forecast. For other scenarios, adjustment is made to base case forecast based on expert judgement. The Company uses multiple scenarios and probabilities are assigned to each scenario based on expert judgement.

Based on the detailed analysis of the Companies exposures to the credit risk, the management of the Company have opted to benefit from the practical expedient in calculating the expected credit losses provided by IFRS 9 for financial assets with low credit risk. The management of the Company measures impairment using 12-month expected credit losses for its financial assets subject to impairment. The low credit risk financial assets of the Company meet the following requirements of IFRS 9 to measure impairment using 12-month expected credit losses:

- Low credit risk of default;
- The counterparties have a strong capacity to meet their obligations in the near term;

Adverse changes in economic and business conditions in the longer term may, but will not necessarily, reduce the ability of the counterparties to fulfil their contractual cash flow obligations.

The Company uses external credit risk ratings of well-known and reputable rating agencies to assess the probability of default of individual counterparties.

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20. FINANCIAL RISK MANAGEMENT (Continued)

Credit risk (continued)

Definition of default and credit-impaired assets (continued)

The Company does not recognise lifetime expected credit losses on a financial instrument simply because it was considered to have low credit risk in the previous reporting period and is not considered to have low credit risk at the reporting date. In such a case, the Company will determine whether there has been a significant increase in credit risk since initial recognition and thus whether lifetime expected credit losses are required to be recognised.

Measuring expected credit losses

The Expected Credit Loss (ECL) is measured on either a 12-month or lifetime basis depending on whether a significant increase in credit risk has occurred since initial recognition or whether an asset is considered to be credit-impaired. Expected credit losses are the discounted product of the Probability of Default (PD), Exposure at Default (EAD), and Loss Given Default (LGD), defined as follows:

- The PD represents the likelihood of a borrower defaulting on its financial obligation, either over the next 12 months (12-month PD), or over the remaining lifetime (Lifetime PD) of the obligation.
- EAD is based on the amounts the Company expects to be owed at the time of default, over the next 12 months (12M EAD) or over the remaining lifetime (Lifetime EAD).
- Loss Given Default (LGD) represents the Company's expectation of the extent of loss on a defaulted exposure. LGD is expressed as a percentage loss per unit of exposure at the time of default (EAD). LGD is calculated on a 12-month or lifetime basis, where 12-month LGD is the percentage of loss expected to be made if the default occurs in the next 12 months and Lifetime LGD is the percentage of loss expected to be made if the default occurs over the remaining expected lifetime of the exposure.

The ECL is determined by projecting the PD, LGD and EAD for each future month and for each individual exposure. These three components are multiplied together and adjusted for the likelihood of survival (i.e. the exposure has not prepaid or defaulted in an earlier month). This effectively calculates an ECL for each future month, which is then discounted back to the reporting date and summed. The discount rate used in the ECL calculation is the original effective profit rate.

The Lifetime PD is developed by applying a maturity profile to the current 12-month PD. The maturity profile looks at how defaults develop on a portfolio from the point of initial recognition throughout the lifetime of the exposures. The maturity profile is based on historical observed data and is assumed to be the same across all assets within a portfolio and credit grade band. This is supported by historical analysis.

The table below shows the maximum exposure to credit risk for the relevant components of the statement of financial position:

	<u>Dec 2018</u>	<u>Dec 2017</u>	<u>Jan 2017</u>
Cash and cash equivalents	80,138,323	64,892,806	63,889,038
Due from related parties	7,182,304	7,684,577	2,535,650
Fee receivables and accrued income	6,987,326	5,084,753	4,493,802
Prepayments and other current assets	907,171	394,583	1,098,249
Total	95,215,124	78,056,719	72,016,739

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20. FINANCIAL RISK MANAGEMENT (Continued)

• **Liquidity risk**

Liquidity risk is the risk of not being able to raise sufficient funds or collateral to meet balance sheet and contingent liability cash flow obligations when due, because of firm-specific or market-wide events. Liquidity risk may result from the inability to sell a financial asset quickly at an amount close to its fair value. The Company's liquidity risk is minimal as it does not take on customer deposits or trade as principal; liquidity risk is limited to the management of day to day operating expenses. Liquidity risk is managed by monitoring on a regular basis that sufficient funds are readily available to meet the Company's future commitments.

The below summaries maturities profile of financial liabilities.

December 2018

	Less than one year	More than one year	Total
LIABILITIES			
Due to related parties	911,356	-	911,356
Accrued expenses and other current liabilities	2,025,043	-	2,025,043
Employees' end of service benefit	-	680,196	680,196
Total	2,936,399	680,196	3,616,595

December 2017

	Less than one year	More than one year	Total
LIABILITIES			
Due to related parties	4,997,987	-	4,997,987
Accrued expenses and other current liabilities	1,435,960	-	1,435,960
Employees' end of service benefit	-	541,930	541,930
Total	6,433,947	541,930	6,975,877

January 2017

	Less than one year	More than one year	Total
LIABILITIES			
Due to related parties	1,510,114	-	1,510,114
Accrued expenses and other current liabilities	2,266,984	-	2,266,984
Employees' end of service benefit	-	273,757	273,757
Total	3,777,098	273,757	4,050,855

• **Foreign exchange risk**

Foreign exchange risk is defined as the potential for movements in foreign exchange to cause changes in the value of financial instruments. The Company's transactions are principally in Saudi Riyals and United States Dollars, other transactions in foreign currencies are not material. Currency risk is managed on regular basis. Company's currency exposures are set out below:

	Dec 2018	Dec 2017	Jan 2017
Saudi Arabia Riyal	90,349,921	70,572,313	67,773,891
United States Dollar	(51,860)	-	507,988
Other currencies	-	-	(506,398)
	(51,860)	-	1,590
Total	90,298,061	70,572,313	67,775,481

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20. FINANCIAL RISK MANAGEMENT (continued)

• ***Commission rate risk***

Commission risk is the potential for movements in commission rates to cause changes in net interest income and the market value of equity. The Company does not take client deposits so commission rate risk is limited to short term investments of surplus cash in money market deposits. The Company manages its commission rate risk by making short-term bank deposits for a maximum period of three months. The followings provide the contractual re-pricing dates of the short term bank placements.

	Dec 2018	Dec 2017	Jan 2017
Less than 1 months	25,118,194	50,000,000	-
Less than 3 months	40,000,000	-	50,000,000
Total	65,118,194	50,000,000	50,000,000

Profit or loss is sensitive to changes in the commission rate, an increase or decrease in 50 basis points impacts the commission income by SAR +/- 390,709 (2017: SAR +/- 300,000).

21. CAPITAL MANAGEMENT

The primary capital adequacy objective of the Company is to maintain capital at a level that allows the Company to meet the requirements or expectations of clients, creditors and regulators while providing adequate returns to the parent holding companies. A strong capital position helps the Company withstand unforeseen adverse developments and pursue profitable business opportunities. The utilisation of capital resources, whether via business growth or capital distributions, is evaluated in relation to the Company's capital adequacy objectives, as well as its strategic objectives and risk profile.

The capital adequacy position of the Company is calculated in accordance with the prudential rules and regulations ('Rules') issued by the CMA. The prudential rules and regulations require company to calculate the regulatory capital adequacy position using the Capital Adequacy Model ('CAM') on a monthly basis. The Company monitors the adequacy of its capital using ratios established by the CMA. The Capital adequacy ratio measures capital adequacy by comparing the Company's capital base against the sum of minimum capital requirements for credit, market and operational risk.

The Capital adequacy position of Company as at December 31 was as follows:

	<u>2018</u>	<u>2017</u>
<i>Capital Base:</i>		
Tier 1 Capital	90,108	70,413
Tier 2 Capital	-	-
Total Capital Base	90,108	70,413
<i>Minimum Capital Requirement:</i>		
Market Risk	1	-
Credit Risk	3,939	2,881
Operational Risk	5,199	4,557
Total Minimum Capital Required	9,139	7,438
<i>Capital Adequacy Ratio:</i>		
Surplus in Capital	80,969	62,975
Total Capital Ratio (times)	9.86	9.47

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21. CAPITAL MANAGEMENT (continued)

Capital Base of the Company comprises of Tier 1 capital that consists of paid-up share capital, statutory reserves and retained earnings. The Company does not have any Tier 2 Capital.

The minimum capital requirements for market, credit and operational risk are calculated as per the requirements specified in the Rules.

22. OPERATIONAL RISK MANAGEMENT

Operational risk includes compliance and fiduciary risks which are governed and managed separately under Northern Trust's risk management framework.

Operational risk is defined as the risk of loss from inadequate or failed internal processes, human factors and systems or from external events. The objective is to manage operational risk as to balance the avoidance of financial losses and reputational damage with overall cost effectiveness.

23. FAIR VALUE OF FINANCIAL INSTRUMENTS

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. As the accompanying financial statements are prepared under the historical cost method, differences may arise between the book values and the fair value estimates.

The fair values of all on-balance sheet financial instruments are not significantly different from the carrying values included in the financial statements. The fixed term bank placements are held with two different banks and reprice every quarter and current market commission rates for similar financial instruments are not significantly different from the contracted rates accordingly the fair value approximates the carrying value.

24. SEGMENT REPORTING

As the Company's business activity primarily falls within a single business and geographical segment, no additional disclosure is provided under segment reporting.

25. FIRST TIME ADOPTION OF IFRSs

For periods up to and including the year ended 31 December 2017, the Company prepared its financial statements in accordance with Local GAAP. Accordingly, the Company has prepared financial statements, which comply with IFRS applicable for periods ending on or after 31 December 2018, together with the comparative period data as at and for the year ended 31 December 2017, as described in the summary of significant accounting policies. In preparing these financial statements, the Company's opening statement of financial position was prepared as at 1 January 2017, the Company's date of transition to IFRS. This note explains the principal adjustments made by the Company in restating its Local GAAP financial statements, including the statement of financial position as at 1 January 2017 and the financial statements as at and for the year ended 31 December 2017.

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25. FIRST TIME ADOPTION OF IFRSs (continued)

Reconciliation of financial position Dec 2017

	<i>Note</i>	Dec 2017	Reclassification	IFRS transition difference	Dec 2017 as reported
ASSETS					
Non-current assets					
Property and equipment		651,059	-	-	651,059
Deferred tax asset - net		130,662	-	28,903	159,565
Total non-current assets		781,721	-	28,903	810,624
Current assets					
Cash and cash equivalents		64,892,806	-	-	64,892,806
Due from related parties		7,684,577	-	-	7,684,577
Fee receivables and accrued income		5,084,753	-	-	5,084,753
Prepayments and other current assets		394,583	-	-	394,583
Total current assets		78,056,719	-	-	78,056,719
Total assets		78,838,440	-	28,903	78,867,343
LIABILITIES					
Non-current liabilities					
Employees' end of service benefit		397,413	-	144,517	541,930
Total non-current liabilities		397,413	-	144,517	541,930
Current liabilities					
Due to related parties		4,997,987	-	-	4,997,987
Accrued expenses and other current liabilities		1,435,960	-	-	1,435,960
Taxation		1,319,153	-	-	1,319,153
Total current liabilities		7,753,100	-	-	7,753,100
Total liabilities		8,150,513	-	144,517	8,295,030
EQUITY					
Share capital		52,000,000	-	-	52,000,000
Statutory reserve		4,933,938	-	-	4,933,938
Remeasurement reserve of define benefit obligation		-	-	(67,781)	(67,781)
Retained earnings		13,753,989	-	(47,833)	13,706,156
Total equity		70,687,927	-	(115,614)	70,572,313
Total liabilities and equity		78,838,440	-	28,903	78,867,343

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25. FIRST TIME ADOPTION OF IFRSs (continued)

Reconciliation of financial position Jan 2017

	<i>Note</i>	Jan 2017	Reclassification	IFRS transition difference	Jan 2017 as reported
ASSETS					
Non-current assets					
Property and equipment		857,806	-	-	857,806
Deferred tax asset - net		-	-	-	-
Total non-current assets		857,806	-	-	857,806
Current assets					
Cash and cash equivalents		63,889,038	-	-	63,889,038
Due from related parties		2,535,650	-	-	2,535,650
Fee receivables and accrued income		4,493,802	-	-	4,493,802
Prepayments and other current assets		1,098,249	-	-	1,098,249
Total current assets		72,016,739	-	-	72,016,739
Total assets		72,874,545	-	-	72,874,545
LIABILITIES					
Non-current liabilities					
Employees' end of service benefit		332,030	-	(58,273)	273,757
Deferred tax liabilities		-	-	11,655	11,655
Total non-current liabilities		332,030	-	(46,618)	285,412
Current liabilities					
Due to related parties		1,510,114	-	-	1,510,114
Accrued expenses and other current liabilities		2,266,984	-	-	2,266,984
Taxation		1,036,554	-	-	1,036,554
Total current liabilities		4,813,652	-	-	4,813,652
Total liabilities		5,145,682	-	(46,618)	5,099,064
EQUITY					
Share capital		52,000,000	-	-	52,000,000
Statutory reserve		3,405,717	-	-	3,405,717
Retained earnings		12,323,146	-	46,618	12,369,764
Total equity		67,728,863	-	46,618	67,775,481
Total liabilities and equity		72,874,545	-	-	72,874,545

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25. FIRST TIME ADOPTION OF IFRSs (continued)

Reconciliation of statement of profit and loss

	<i>Note</i>	Dec 2017	Reclassification	IFRS transition difference	Dec 2017 as reported
Revenue					
Revenue from contract with customers		23,599,681	-	-	23,599,681
Transfer pricing revenues		10,267,841	-	-	10,267,841
Total Revenues		<u>33,867,522</u>	<u>-</u>	<u>-</u>	<u>33,867,522</u>
Operating expenses					
Staff cost		11,672,168	-	118,064	11,790,232
Legal and professional expenses		1,292,209	-	-	1,292,209
Occupancy cost		741,004	-	-	741,004
Administration and general expenses		863,916	-	-	863,916
Depreciation		280,274	-	-	280,274
Other operating expenses		565,433	-	-	565,433
Total operating expenses		<u>15,415,004</u>	<u>-</u>	<u>118,064</u>	<u>15,533,068</u>
Profit from operations		<u>18,452,518</u>		<u>(118,064)</u>	<u>18,334,454</u>
Other revenues					
Other revenues		749,552	-	-	749,552
Profit before tax		<u>19,202,070</u>		<u>(118,064)</u>	<u>19,084,006</u>
Income tax charge					
Income tax charge		(3,919,860)	-	23,613	3,896,247
Net profit for the year		<u>15,282,210</u>	<u>-</u>	<u>(94,451)</u>	<u>15,187,759</u>

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25. FIRST TIME ADOPTION OF IFRSs (continued)

Reconciliation of statement of cash flows

	<i>Note</i>	Dec 2017	Re- classification	IFRS transition difference	Dec 2017 as reported
<u>Cash flows from operating activities</u>					
Net income for the year		15,282,210	-	(94,451)	15,187,759
<i>Adjustments to reconcile net income to net cash generated in operating activities:</i>					
Depreciation		280,274	-	-	280,274
Provision for employees' end of service benefits		80,873	-	118,064	198,937
Income tax		3,919,860	-	(23,613)	3,896,247
		<u>19,563,217</u>	<u>-</u>	<u>-</u>	<u>19,563,217</u>
Changes in operating assets and liabilities:					
Decrease/ (Increase) in related party balances, net		(1,661,054)	-	-	(1,661,054)
(Increase) in prepayments and other current assets		703,666	-	-	703,666
(Increase) / decrease in accrued income and fee receivables		(590,951)	-	-	(590,951)
(Decrease) / increase in accrued expenses and other current liabilities		(831,024)	-	-	(831,024)
Employees' end of service benefits paid		(15,490)	-	-	(15,490)
Income tax paid		<u>(3,767,923)</u>	<u>-</u>	<u>-</u>	<u>(3,767,923)</u>
Net cash from operating activities		<u>13,400,441</u>			<u>13,400,441</u>
<u>Cash flows from investing activities</u>					
Purchase of furniture and office equipment		<u>(73,527)</u>	<u>-</u>	<u>-</u>	<u>(73,527)</u>
Net cash used in investing activities		<u>(73,527)</u>	<u>-</u>	<u>-</u>	<u>(73,527)</u>
<u>Cash flows from financing activities</u>					
Dividend paid		<u>(12,323,146)</u>	<u>-</u>	<u>-</u>	<u>(12,323,146)</u>
Net cash used in financing activities		<u>(12,323,146)</u>	<u>-</u>	<u>-</u>	<u>(12,323,146)</u>
Net increase in cash and cash equivalents		<u>1,003,768</u>	<u>-</u>	<u>-</u>	<u>1,003,768</u>
Cash and cash equivalents at beginning of the year		<u>63,889,038</u>	<u>-</u>	<u>-</u>	<u>63,889,038</u>
Cash and cash equivalents at end of the year		<u>64,892,806</u>	<u>-</u>	<u>-</u>	<u>64,892,806</u>

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26. FIDUCIARY ACCOUNTS

Company had appointed a related party, The Northern Trust Company London Branch, as global custodian, that held its client's cash, as at December 31, 2018 amounting to SR 688.4 million (December 31, 2017: SR 376.9 million). Such balances are not included in the Company's financial statements.

27. CONTINGENT LIABILITIES AND CONTINGENT ASSETS

The Company is in communication with Capital Market Authority on applicability of Client Money Rules as specified in Part 7 of the Authorised Persons Regulations issued by Capital Market Authority. The Capital Market Authority requested the company to complete the annual review required by the aforementioned regulation for the year 2017 and onwards. Management believes that the outcome is uncertain and dependent on the completion of the review therefore in accordance with the relevant accounting standards no financial impact has been recognized in the financial statements since the same cannot be measured reliably.

Management understands that there were no other contingent liabilities or contingent assets at the year-end December 31.

28. RECLASSIFICATION

Certain prior year figures have been reclassified to conform to current period presentation, if applicable.

29. APPROVAL OF FINANCIAL STATEMENTS

The financial statements were approved by the Directors of the Company and signed on their behalf on 18 Rajab 1440H (corresponding to 25 March 2019).