## BNP PARIBAS INVESTMENT COMPANY KSA (A SAUDI CLOSED JOINT STOCK COMPANY)

FINANCIAL STATEMENTS AND INDEPENDENT AUDITOR'S REPORT FOR THE YEAR ENDED DECEMBER 31, 2021

## BNP PARIBAS INVESTMENT COMPANY KSA (A Saudi Closed Joint Stock Company) Financial statements For the year ended December 31, 2021

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## Independent auditor's report to the shareholders of BNP Paribas Investment Company KSA

## Report on the audit of the financial statements

#### Our opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of BNP Paribas Investment Company KSA (the "Company") as at December 31, 2021, and its financial performance and its cash flows for the year then ended in accordance with the International Financial Reporting Standards, that are endorsed in the Kingdom of Saudi Arabia, and other standards and pronouncements issued by the Saudi Organization for Chartered and Professional Accountants ("SOCPA").

#### What we have audited

The Company's financial statements comprise:

- the statement of financial position as at December 31, 2021;
- the statement of income and other comprehensive income for the year then ended;
- the statement of changes in shareholders' equity for the year then ended;
- the statement of cash flows for the year then ended; and
- the notes to the financial statements, which include significant accounting policies and other explanatory information.

## Basis for opinion

We conducted our audit in accordance with the International Standards on Auditing, that are endorsed in the Kingdom of Saudi Arabia. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Independence

We are independent of the Company in accordance with the code of professional conduct and ethics, endorsed 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.

# 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, that are endorsed in the Kingdom of Saudi Arabia, and other standards and pronouncements issued by SOCPA, and the applicable requirements of the Regulations for Companies and 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.

The Board of Directors is responsible for overseeing the Company's financial reporting process.

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## Independent auditor's report to the shareholders of BNP Paribas Investment Company KSA (continued)

## 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 auditor's 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 the International Standards on Auditing, 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 the International Standards on Auditing, 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 auditor's 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 auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- 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.

## PricewaterhouseCoopers

Ali H. Al Basri

License Number 409

March 29, 2022

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## BNP PARIBAS INVESTMENT COMPANY KSA (A Saudi Closed Joint Stock Company) (All amounts in Saudi Riyals unless otherwise stated)

		As at Dece	mber 31,
	Note	2021	2020
Assets			
Current assets			
Cash and cash equivalents	3	87,200,159	76,574,148
Accounts receivable	4	6,812,875	6,180,188
Prepayments and other receivables	5	158,866	218,620
Total current assets		94,171,900	82,972,956
Non-current asset			
Property and equipment and right-of-use assets	6	731,642	2,080,442
Total assets		94,903,542	85,053,398
Liabilities and shareholders' equity Liabilities			
Current liabilities			
Accrued and other current liabilities	7	7,107,509	6,137,803
Income tax provision	8.2	2,025,616	745,254
Total current liabilities		9,133,125	6,883,057
Non-current liabilities			
Employees end of service benefits ("EOSBs")	9	963,849	639,179
Lease liabilities	10	733,312	1,865,578
Total non-current liabilities		1,697,161	2,504,757
Total liabilities		10,830,286	9,387,814
Shareholders' equity			
Share capital	11	87,500,000	87,500,000
Statutory reserve	12	101,094	101,094
Remeasurement reserve for EOSBs		511,259	579,317
Accumulated losses		(4,039,097)	(12,514,827)
Total shareholders' equity		84,073,256	75,665,584
Total liabilities and shareholders' equity		94,903,542	85,053,398

The accompanying notes from 1 to 20 form an integral part of these financial statements.

Ammar Pharaon **Chief Executive Officer** 

Ammar PHARAON CEO BIC KSA

## **BNP PARIBAS INVESTMENT COMPANY KSA** (A Saudi Closed Joint Stock Company) (All amounts in Saudi Riyals unless otherwise stated)

	_	For the year Decembe		
	Note	2021	2020	
Revenue				
Advisory services		21,993,881	14,218,750	
Operating expenses				
Salaries and employee related benefits		(5,664,773)	(5,292,685)	
General and administrative expenses	14 _	(4,075,759)	(4,641,483)	
Operating income		12,253,349	4,284,582	
Other income / (expenses), net				
Special commission income on term deposits	16.1	321,179	431,434	
Non-operating expenses	15 & 16.1	(1,966,093)	(2,531,486)	
Interest expense on lease liabilities	10	(33,645)	(894)	
Income before tax		10,574,790	2,183,636	
Income tax charge	8.2	(2,099,060)	(2,898,705)	
Net income/(loss) for the year		8,475,730	(715,069)	
<b>Other comprehensive loss</b> Items that will not be reclassified subsequently to statement of income				
Loss on remeasurement of EOSBs	9 _	(68,058)	(286,000)	
Total comprehensive income/(loss) for the year	_	8,407,672	(1,001,069)	

The accompanying notes from 1 to 20 form an integral part of these financial statements.

Ammar Pharaon Chief Executive Officer

Ammar PHARAON CEO BIC KSA

## **BNP PARIBAS INVESTMENT COMPANY KSA** (A Saudi Closed Joint Stock Company) Statement of changes in shareholders' equity (All amounts in Saudi Riyals unless otherwise stated)

	Share capital	Statutory reserve	Remeasurement reserve for EOSBs	Accumulated losses	Total
At January 1, 2021	87,500,000	101,094	579,317	(12,514,827)	75,665,584
Net income for the year Other comprehensive loss for the year	-	-	- (68,058)	8,475,730	8,475,730 (68,058)
Total comprehensive income for the year	-	-	(68,058)	8,475,730	8,407,672
December 31, 2021	87,500,000	101,094	511,259	(4,039,097)	84,073,256
At January 1, 2020	87,500,000	101,094	865,317	(11,799,758)	76,666,653
Net loss for the year Other comprehensive loss for the year	-	-	- (286,000)	(715,069)	(715,069) (286,000)
Total comprehensive loss for the year		-	(286,000)	(715,069)	(1,001,069)
December 31, 2020	87,500,000	101,094	579,317	(12,514,827)	75,665,584

The accompanying notes from 1 to 20 form an integral part of these financial statements.

Ammar Pharaon Chief Executive Officer

Ammar PHARAON CEO BIC KSA

## BNP PARIBAS INVESTMENT COMPANY KSA (A Saudi Closed Joint Stock Company) Statement of cash flows

(All amounts in Saudi Riyals unless otherwise stated)

Note	2021	2020
	10,574,790	2,183,636
6	751,299	842,521
9	256,612	171,000
10	33,645	894
	1,338	(3,047)
	(632,687)	2,953,114
	59,754	758,638
	969,706	3,292,111
9	-	(192,588)
8.2	(818,698)	(2,139,060)
	11,195,759	7,867,219
10	(569,748)	(280,038)
	(569,748)	(280,038)
	10,626,011	7,587,181
	76,574,148	68,986,967
3	87,200,159	76,574,148
	6 9 10 9 8.2	10,574,790 $6   751,299   9   256,612   10   33,645    1,338     (632,687)     59,754     969,706     9$

The accompanying notes from 1 to 20 form an integral part of these financial statements.

Ammar Pharaon Chief Executive Officer

Ammar PHARAON CEO BIC KSA

## **1** General information

BNP Paribas Investment Company KSA is a Saudi closed joint stock company. The Company was registered as a Limited Liability Company in the Kingdom of Saudi Arabia under Commercial Registration number 1010270533 issued in Riyadh on Rajab 7, 1430H (corresponding to June 30, 2009) and the Capital Market Authority ("CMA") license number 13173-37 dated Safar 14, 1435H (corresponding to December 17, 2013).

The Company was converted from a limited liability company to a Saudi Closed Joint Stock Company on Safar 26, 1439H (corresponding to November 15, 2017) which is the effective date of the conversion of the Company to a Saudi Closed Joint Stock Company. The Company's statutory financial statements for the subsequent years are prepared from January 1 to December 31 of each Gregorian year.

The Company's registered office is located at 4<sup>th</sup> Floor, Al Faisaliah Tower, Riyadh, Kingdom of Saudi Arabia. The Company is a subsidiary of and controlled by BNP Paribas SA, a company domiciled in France.

The objectives of the Company are to provide corporate finance advisory services, conduct dealing (as a principal, agent and underwriter), managing investment funds, arranging and custody of securities. However, there were no business activities executed during the year by the Company with reference to some of these licenses.

The accompanying financial statements were authorized for issue by the Board of Directors of the Company on March 29, 2022.

## 2 Significant accounting policies

The principal accounting policies applied for the preparation of financial statements of the Company are set out below. These policies have been consistently applied to all the years presented specified.

#### 2.1 Basis of compliance

## (a) Statement of compliance

These financial statements of the Company have been prepared in accordance with the International Financial Reporting Standards ("IFRS"), that are endorsed in the Kingdom of Saudi Arabia, and other standards and pronouncements issued by the Saudi Organization for Chartered and Professional Accountants ("SOCPA").

#### (b) Historical cost convention

These financial statements have been prepared:

- under the historical cost convention except for:
  - employees' end of service benefits ("EOSBs") carried at present value using Projected Unit Credit Method
- using accrual basis of accounting

#### (c) Functional and presentation currency

These financial statements are presented in Saudi Arabian Riyals ("SAR"), which is the functional currency of the Company.

## BNP PARIBAS INVESTMENT COMPANY KSA (A Saudi Closed Joint Stock Company) Notes to the financial statements for the year ended December 31, 2021

(All amounts in Saudi Riyals unless otherwise stated)

## (d) New and amended standard adopted by the Company

The International Accounting Standard Board (IASB) has issued the following amendments to accounting standards, which were effective from January 1, 2021 but do not have any significant impact on the financial statements of the Company.

- Covid-19 related rent concessions amendments to IFRS 16.
- Interest Rate Benchmark Reform Phase 2 amendments to IFRS 7, IFRS 4 and IFRS 16.

## (e) New standards not yet effective and not early adopted by the Company

The International Accounting Standard Board (IASB) has issued following accounting standards and amendments which were effective from periods on or after January 1, 2022. The Company has opted not to early adopt these pronouncements and they are not expected to have a significant impact on the financial statements of the Company.

- IFRS 17 Insurance Contracts.
- Amendments to IAS 1 Presentation of Financial Statements: Classification of Liabilities as Current or Non-current.
- Amendments to IFRS 3 Business Combinations: Reference to the Conceptual Framework.
- Amendments to IAS 16 Property, Plant and Equipment related to proceeds before intended use.
- Amendments to IAS 37 Provisions, Contingent Liabilities and Contingent Assets related to Onerous Contracts—Cost of Fulfilling a Contract.
- Amendments to IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors related to definition of accounting estimates.
- Annual Improvements to IFRS Standards 2018-2020: The Annual Improvements include amendments to IFRS 1 First-time Adoption of International Financial Reporting Standards, IFRS 9 Financial Instruments, and IAS 41 Agriculture.

## 2.2 Critical accounting estimates and judgments

The preparation of financial statements in conformity with IFRS requires the use of certain critical estimates and judgments 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 revenue 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 judgments concerning the future. The resulting accounting estimates will by definition, seldom equal the related actual results.

There are no critical significant estimates that have a risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next twelve months.

## 2.3 Cash and cash equivalents

Cash and cash equivalents include bank accounts maintained with different banks and is carried in the statement of financial position at amortised cost. For the purpose of statement of cash flows, cash and cash equivalent include cash in hand and term deposits with original maturity of three months or less on the date of acquisition, if any.

## 2.4 Accounts receivables

Accounts receivables are amounts due from customers for the services performed in the ordinary course of business. If collection is expected in one year or less, they are classified as current assets. If not, they are presented as non-current assets. Accounts receivables are recognized initially at fair value and subsequently measured at amortised cost using the effective interest rate method, less allowance for Expected Credit Losses ("ECL"). Subsequent recoveries of amount previously written-off are credited to statement of income in "General and administrative expenses".

## 2.5 Financial instruments

#### 2.5.1 Classification and measurement of financial assets

#### 2.5.1.1 Initial recognition and measurement

Financial assets and financial liabilities are recognised when the Company becomes a party to the contractual provisions of the instrument. The Company records investments on a 'trade date' basis.

At initial recognition, the Company measures a financial asset or financial liability at its fair value plus or minus, in the case of a financial asset or financial liability not at fair value through statement of income, transaction costs that are incremental and directly attributable to the acquisition or issue of the financial asset or financial liability, such as fees and commissions. Immediately after initial recognition, an expected credit loss allowance ("ECL") is recognised for financial assets measured at amortised cost, which results in an impairment charge being recognised in the statement of income when an asset is newly originated.

## 2.5.1.2 Classification and subsequent measurement of financial assets

On initial recognition, the Company classifies its financial assets in the following measurement categories:

- Amortised cost
- Fair value through other comprehensive income ("FVOCI")
- Fair value through statement of income ("FVSI")

#### Debt instruments

Debt instruments are those instruments that meet the definition of a financial liability form the issuer's perspective.

Classification and subsequent measurement of debt instruments depend on:

- The Company's business model for managing the asset; and
- The cash flow characteristics of the asset.

The business model reflects how the Company manages the assets in order to generate cash flows. That is, whether the Company's objective is solely to collect the contractual cash flows from the assets or is to collect both the contractual cash flows and cash flows arising from the sale of assets. If neither of these is applicable (e.g. financial assets are held for trading purposes), then the financial assets are classified as part of 'other' business model and measured at FVSI.

Factors considered by the Company in determining the business model for a group of assets include:

- past experience on how the cash flows for these assets were collected;
- how the asset's performance is internally evaluated and reported to key management personnel;
- how risks are assessed and managed; and
- and how managers are compensated.

The business model assessment is based on reasonably expected scenarios without taking 'worst case' or 'stress case' scenarios into account. If cash flows after initial recognition are realised in a way that is different from the Company's original expectations, the Company does not change the classification of the remaining financial assets held in that business model, but incorporates such information when assessing newly originated or newly purchased financial assets going forward.

Securities held for trading, if any, are held principally for the purpose of selling in the near term or are part of a portfolio of financial instruments that are managed together and for which there is evidence of a recent actual pattern of short-term profit-taking. These securities are classified in 'other' business model and measured at FVSI.

Where the business model is to hold assets to collect contractual cash flows or to collect contractual cash flows and sell, the Company assesses whether the financial instruments' cash flows represent solely payment of principal and profit (the "SPPP" test). In making this assessment, the Company considers whether the contractual cash flows are consistent with a basic lending arrangement i.e. profit (or special commission income) includes only consideration for the time value of resources, credit risk, other basic lending risks and a profit margin that is consistent with a basic lending arrangement. Where the contractual terms introduce exposure to risk or volatility that are inconsistent with a basic lending arrangement, the related financial asset is classified and measured at FVSI.

The SPPP assessment is performed on initial recognition of an asset and it is not subsequently reassessed.

Based on these factors, the Company classifies its debt instruments into one of the following three measurement categories:

#### Amortised cost

Assets that are held for collection of contractual cash flows where those cash flows represent SPPP, and that are not designated at FVSI, are measured at amortised cost. The carrying amount of these assets is adjusted by any expected credit loss allowance recognised and measured as described in Note 2.5.2.

#### Fair value through statement of income ("FVSI")

If debt instrument's cash flows do not represent solely SPPP or if it is not held within the hold to collect or the hold to collect and sell business model, or if it is designated as FVSI, then it is measured at FVSI. A gain or loss on a debt investment measured at FVSI, where cash flows do not represents SPPP, is recognised in the statement of income, within "Net gain / (loss) on investments mandatorily measured at FVSI", in the period in which it arises. A gain or loss from debt instruments that were designated at fair value or which are held for trading are presented separately from debt investments that are mandatorily measured at fair value through statement of income, within "Net gain / (loss) in investments designated at FVSI or held for trading".

#### Fair value through other comprehensive income ("FVOCI")

Financial assets that are held for collection of contractual cash flows and for selling the assets, where the assets' cash flows represent solely payments of principal and interest, and that are not designated at FVSI, are measured at fair value through other comprehensive income ("FVOCI"). Movements in the carrying amount are taken through OCI, except for the recognition of impairment gains or losses, interest revenue and foreign exchange gains and losses on the instrument's amortised cost which are recognized in statement of income. When the debt financial asset is derecognized, the cumulative gain or loss previously recognized in OCI is reclassified from equity to statement of income.

The Company reclassifies debt investments when and only when its business model for managing those assets changes. The reclassification takes place from the start of the first reporting period following the change. Such changes are expected to be very infrequent and none occurred during the period.

Currently, deposit with bank, accounts receivable and other receivables are carried at amortised cost.

#### Equity instruments

Equity instruments are instruments that meet the definition of equity from the issuer's perspective; that is, instruments that do not contain a contractual obligation to pay and that evidence a residual interest in the issuer's net assets.

The Company subsequently measures all equity investments at FVSI, except where the Company has elected, at initial recognition, to irrevocably designate an equity investment at FVOCI. The Company's policy is to designate equity investments as FVOCI when those investments are held for purposes other than to trade. When this election is used, fair value gains and losses are recognised in other comprehensive income and are not subsequently reclassified to the statement of income, including on disposal. On disposal, FV gain/losses in FV reserve is transferred directly to retained earnings. Impairment losses (and reversal of impairment losses) are not reported separately from other changes in fair value.

Currently the Company does not have any equity investments.

#### 2.5.2 Impairment of financial assets

The Company assesses on a forward-looking basis the expected credit losses ("ECL") associated with its debt instrument assets carried at amortised cost. The Company recognises a loss allowance for such losses at each reporting date. The measurement of ECL reflects:

- An unbiased and probability-weighted amount that is determined by evaluating a range of possible outcomes;
- The time value of resources; and
- Reasonable and supportable information that is available without undue cost or effort at the reporting date about past events, current conditions and forecasts of future economic conditions.

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

- (i) A financial instrument that is not credit-impaired on initial recognition is classified in 'Stage 1' and has its credit risk continuously monitored.
- (ii) If a significant increase in credit risk ('SICR') since initial recognition is identified, the financial instrument is moved to 'Stage 2' but is not yet deemed to be credit-impaired.
- (iii) If the financial instrument is credit-impaired, the financial instrument is then moved to 'Stage 3'.
- (iv) Financial instrument in Stage 1 have their ECL measured at an amount equal to the portion of expected credit losses that result from the 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.
- (v) A pervasive concept in measuring ECL in accordance with IFRS 9 is that it should be consider forward-looking information.
- (vi) Purchased or originated credit-impaired financial assets are those financial assets that are creditimpaired on initial recognition. Their ECL is always measured on a lifetime basis (Stage 3).

Stage 1: (Initial recognition) 12-month expected credit losses

Stage 2: (Significant increase in credit risk since initial recognition) Lifetime expected credit losses Stage 3: (Credit impaired assets) Lifetime expected credit losses

The financial assets of the Company, which are subjected to ECL review include bank balances, accounts receivable and other receivables.

The impact of ECL on the financial assets of the Company is immaterial.

A significant exposure of the Company is held as placement with BNP Paribas - Riyadh Branch, which has a sound credit rating as at the reporting date and the Company considers that it has low credit risk. The rating of the Bank as at December 31, 2021 was "A-1" (December 31, 2020: "A-1") as per Standard and Poor's (S&P).

## 2.5.2.1 Stages of Impairment under IFRS 9

The impairment approach of IFRS 9 provides a framework for Expected Credit Losses (ECL) where in, the assets have to be segmented into three stages. The three stages reflect the general pattern of credit deterioration of a financial asset. The three stages differ in terms of recognition of expected credit losses and the presentation of interest revenue.

## Stage 1 - Performing financial assets

Stage 1 assets are assessed based on Company's existing credit risk management standards for acceptable credit quality. Overall, the financial assets falling under this category have the following characteristics at minimum:

- Adequate capacity to meet its contractual cash flow obligations in the near term; and
- Adverse changes in economic and business conditions in the longer term may, but will not necessarily, reduce the ability to fulfil its obligations.

## Stage 2 - Financial Assets with significant increase in credit risk

These are financial assets whose credit quality has deteriorated significantly since origination but do not have objective evidence of impairment.

## Stage 3 - Credit impaired financial assets

Financial assets classified under this category have exceeded either the objective thresholds set by the Company i.e. have defaulted or have been subjectively considered as obligors which lack a capacity to repay their contractual obligations, on a timely basis.

The Company considers "Default" event when the obligor is unlikely to pay for its credit obligations in full, without recourse by the Company to the actions such as realizing security (if held).

## 2.5.3 Financial liabilities

All financial liabilities are initially recognized at fair value less transaction costs except for financial liabilities measured at FVSI where transactions cost, if any, are not deducted from the fair value measurement at initial recognition, and are included in the statement of income.

Subsequently, all special commission bearing financial liabilities other than those held at FVSI are measured at amortized cost. Amortized cost is calculated by taking into account any discount or premium on settlement.

Currently accrued and other liabilities and lease liabilities are classified as financial liabilities at amortized cost

#### 2.5.4 Fair valuation 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. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either:

- In the principal market for the asset or liability; or
- In the absence of a principal market, in the most advantageous market for the asset or liability.

The principal or the most advantageous market must be accessible by the Company.

The fair value of an asset or a liability is measured using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their best economic interest.

A fair value measurement of a non-financial asset takes into account a market participant's ability to generate economic benefits from the asset's highest and best use or by selling it to another market participant that would utilize the asset in its highest and best use.

The Company 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.

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorized within the fair value hierarchy. This is described, as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- Level 1 Quoted (unadjusted) market prices in active markets for identical assets or liabilities
- Level 2 Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable
- Level 3 Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable

## 2.5.5 Derecognition of financial instruments

A financial asset is derecognized, when the contractual rights to the cash flows from the financial asset expire or the asset is transferred and the transfer qualifies for de-recognition. In instances where the Company is assessed to have transferred a financial asset, the asset is derecognized if the Company has transferred substantially all the risks and rewards of ownership. Where the Company has neither transferred nor retained substantially all the risks and rewards of ownership, the financial asset is derecognized only if the Company has not retained control of the financial asset. The Company recognizes separately as assets or liabilities any rights and obligations created or retained in the process.

A financial liability is derecognized only when it is extinguished, that is when the obligation specified in the contract is either discharged, cancelled or expires

## 2.5.6 Offsetting of financial instruments

Financial assets and financial liabilities are offset with the net amount reported in the statement of financial position only if there is an enforceable legal right to offset the recognized amounts and an intent to settle on a net basis, or to realize the assets and settle the liabilities simultaneously.

#### 2.6 Property and equipment

Property and equipment are stated at historical cost less accumulated depreciation and accumulated impairment losses, if any. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably. All other repairs and maintenance are charged to profit or loss during the reporting period in which they are incurred.

Depreciation is calculated on property and equipment so as to allocate its cost, less estimated residual value, on a straight line basis over the estimated useful lives of the assets.

Depreciation is charged to the statement of income over the following estimated economic useful lives:

Number of years

Office equipment Furniture and fixtures Right-of-use assets

4 10 Over the lease period

Full month depreciation is charged in the month of addition while no depreciation is charged in the month of disposal.

Gains and losses on disposals are determined by comparing proceeds with carrying amounts and are included in the statement of operations.

## 2.7 Impairment of non-current assets

The Company reviews its non-current assets for impairment at each reporting date 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 asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell or value-in-use.

Non-current assets that suffer impairment loss are reviewed for possible reversal of the impairment at each reporting date. When it becomes evident that the circumstances which resulted in the impairment no longer exist, the impairment amount is reversed (except for goodwill) and recorded as income in the statement of income in the year in which such reversal is determined.

## 2.8 Accrued and other current liabilities

Liabilities are recognized for amounts to be paid for goods and services received, whether or not billed to the Company. The Company is carrying these at amortised cost.

## 2.9 Employees' end of service benefits ("EOSBs")

The provision for employees' end of service benefits ("EOSBs") is made based on an actuarial valuation of the Company's liability under the Saudi Arabian Labour Law.

In accordance with the provisions of IAS 19 "Employee benefits", management carries out an exercise to assess the present value of its obligations, using the projected unit credit method. Under this method an assessment is made of the employees' expected service life with the Company and expected salary at the date of leaving the service.

The cost of providing benefits under the Company's defined benefit plans is determined using the projected unit credit method by professionally qualified actuaries and arrived at using actuarial assumptions based in the market expectations at the date of statement of financial position. These valuations attribute entitlement benefits to the current period (to determine the current service cost). Re-measurements, comprising of actuarial gains and losses, are recognized immediately in the statement of financial position with a corresponding debit or credit to retained earnings through statement of comprehensive income in the period in which these occur. Re-measurements are not reclassified to statement of income in subsequent periods.

Past service costs are recognized in the statement of income on the earlier of:

- the date of the plan amendment or curtailment; and
- the date that the Company recognizes restructuring-related costs

Net interest is calculated by applying the discount rate to the net defined benefit liability. The defined benefit liability in the statement of financial position comprises the present value of the defined benefit obligation (using a discount rate).

## 2.10 Provisions

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

#### 2.11 Income Taxes

The Company is subject to income tax in accordance with the regulation of the Zakat, Tax and Customs Authority ("ZATCA"). Income taxes are charged to the statement of income. Additional amounts payable, if any, at the finalization of final assessments are accounted for when such amounts are determined.

Deferred tax is provided in full, if material, using the liability method on temporary differences between the tax bases of assets and liabilities and their carrying amounts in the financial statements at the reporting date.

Deferred tax liabilities are recognized for all taxable temporary differences, except when the deferred tax liability arises from the initial recognition of goodwill or an asset or liability in a transaction that is not a business combination and at the time of the transaction, affects neither the accounting profit nor taxable profit or loss. Deferred tax assets are recognized for all deductible temporary differences, the carry forward of unused tax credits and unused tax losses to the extent that it is probable that taxable profit will be available against which the deductible temporary differences can be utilized. Deferred tax is determined using tax rates (and laws) that have been enacted or substantially enacted by the end of the reporting period and are expected to apply when the related deferred income tax asset is realised or the deferred tax liability is settled.

Deferred tax relating to items recognised outside statement of income is recognised either in statement of comprehensive income or directly in equity.

The carrying amount of deferred tax assets is 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. Unrecognised deferred tax assets are reassessed at each reporting date and are recognised to the extent that it has become probable that future taxable profits will allow the deferred tax asset to be recovered.

Deferred tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets and liabilities and when the deferred tax balances relate to the same taxation authority. Current tax assets and tax liabilities are offset where the entity has a legally enforceable right to offset and intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

The Company also withholds taxes on certain transactions with non-resident parties in the Kingdom of Saudi Arabia as required under Saudi Arabian Income Tax Law.

#### Value added tax ("VAT")

The Company is subject to VAT in accordance with the regulations in the Kingdom of Saudi Arabia. Output VAT related to revenue is payable to tax authorities on the earlier of (a) collection of receivables from customers or (b) delivery of services to customers. Input VAT is generally recoverable against output VAT upon receipt of the VAT invoice. The tax authorities permit the settlement of VAT on a net basis. VAT related to sales/services and purchases is recognised in the statement of financial position on a gross basis and disclosed separately as an asset and a liability. Where provision has been made for ECL of receivables, the impairment loss is recorded for the gross amount of the debtor, including VAT.

VAT that is not recoverable is charged to the statement of income as expense.

#### 2.12 Revenues

The Company recognises revenue under IFRS 15 using the following five steps model:

Step 1: Identify the contract with customer	A contract is defined as an agreement between two or more parties that creates enforceable rights and obligations and sets out the criteria for every contract that must be met.
Step 2: Identify the performance obligations	A performance obligation is a promise in a contract with a customer to transfer a good or service to the customer.
Step 3: Determine the transaction price	The transaction price is the amount of consideration to which the Company expects to be entitled in exchange for transferring promised goods or services to a customer, excluding amounts collected on behalf of third parties.
Step 4: Allocate the transaction price	For a contract that has more than one performance obligation, the Company allocates the transaction price to each performance obligation in an amount that depicts the amount of consideration to which the Company expects to be entitled in exchange for satisfying each performance obligation.
Step 5: Recognise revenue	The Company recognises revenue (or as) it satisfies a performance obligation by transferring a promised good or service to the customer under a contract.

Based on the five-step model, the revenue recognition policies for the various revenue streams are as follows:

#### Advisory services

Income from advisory services is recognised based on services rendered as being complete in accordance with the underlying agreement / contract using the five-step approach to revenue recognition above.

Retainer fees is recognized over a period of time, in case if an advance payment is received to perform future obligations. Generally, it is linked to timing of performance obligation. For example, monthly, quarterly, etc. In that case the income from retainer fees is to be recognized on timely basis.

In some cases, accrual of the retainer fees is linked to agreed milestones. If the terms of retainer fees are linked to such performance obligations, then upon satisfaction of such performance obligations, that is, on fulfilment of terms as per the contract with the customers.

Revenue from success fees, as the name indicates is recognised upon fulfilment of performance obligations. For example, achievement of certain objectives as a financial advisor.

#### Arranging services

Income from arranging services is recognised on an accrual basis when the agreed services are provided.

#### Special commission income

Special commission income is recognised on an accrual basis based on effective commission rate method.

#### 2.13 Leases

Rental contracts may contain both lease and non-lease components. The Company allocates the consideration in the contract to the lease and non-lease components based on their relative stand-alone prices. However, for leases of real estate for which the Company is a lessee, it has elected not to separate lease and non-lease components and instead accounts for these as a single lease component.

Lease terms are negotiated on an individual basis and contain a wide range of different terms and conditions. The lease agreements do not impose any covenants other than the security interests in the leased assets that are held by the lessor. Leased assets may not be used as security for borrowing purposes.

Until the 2018 financial year, leases of property and equipment were classified as either finance leases or operating leases. From January 1, 2019, leases are recognised as a right-of-use asset and a corresponding liability at the date at which the leased asset is available for use by the Company.

Assets and liabilities arising from a lease are initially measured on a present value basis. Lease liabilities include the net present value of the following lease payments:

- fixed payments (including in-substance fixed payments), less any lease incentives receivable
- variable lease payment that are based on an index or a rate, initially measured using the index or rate as at the commencement date
- amounts expected to be payable by the Company under residual value guarantees
- the exercise price of a purchase option if the Company is reasonably certain to exercise that option and
- payments of penalties for terminating the lease, if the lease term reflects the Company exercising that option.

Lease payments to be made under reasonably certain extension options are also included in the measurement of the liability.

The lease payments are discounted using the interest rate implicit in the lease. If that rate cannot be readily determined, which is generally the case for leases in the Company, the lessee's incremental borrowing rate is used, being the rate that the individual lessee would have to pay to borrow the funds necessary to obtain an asset of similar value to the right-of-use asset in a similar economic environment with similar terms, security and conditions.

To determine the incremental borrowing rate, the Company:

- where possible, uses recent third-party financing received by the individual lessee as a starting point, adjusted to reflect changes in financing conditions since third party financing was received
- uses a build-up approach that starts with a risk-free interest rate adjusted for credit risk for leases held by the Company, which does not have recent third party financing, and
- makes adjustments specific to the lease, term, country, currency and security.

Lease payments are allocated between principal and finance cost. The finance cost is charged to statement of income over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

Right-of-use assets are measured at cost comprising the following:

- the amount of the initial measurement of lease liability
- any lease payments made at or before the commencement date less any lease incentives received
- any initial direct costs, and
- restoration costs.

Right-of-use assets are generally depreciated over the shorter of the asset's useful life and the lease term on a straight-line basis. If the Company is reasonably certain to exercise a purchase option, the right-ofuse asset is depreciated over the underlying asset's useful life.

Payments associated with short-term leases of equipment and vehicles and all leases of low-value assets are recognised on a straight-line basis as an expense in statement of of income. Short-term leases are leases with a lease term of 12 months or less. Low-value assets comprise information technology equipment and small items of office furniture.

#### *Extension and termination options*

Extension and termination options are included in a number of property and equipment leases across the Company. These are used to maximise operational flexibility in terms of managing the assets used in the Company's operations. The majority of extension and termination options held are exercisable only by the Company and not by the respective lessor.

## 2.14 Foreign currency translations 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 period-end exchange rates of monetary assets and liabilities denominated in foreign currencies other than Saudi Riyals are recognized in the statement of income.

Foreign exchange gains and losses that relate to borrowings are presented in the statement of income, within finance costs. All other foreign exchange gains and losses are presented in the statement of income on a net basis within other gains / (losses), if any.

Non-monetary items that are measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined. Translation differences on assets and liabilities carried at fair value are reported as part of the fair value gain or loss. For example, translation differences on non-monetary assets and liabilities such as equities held at FVSI are recognised in statement of income as part of the fair value gain or loss and translation differences on non-monetary assets such as equities classified as at FVOCI are recognised in other comprehensive income.

## 2.15 Trade date accounting

All regular way purchases and sales of financial instruments are recognized and derecognized on the trade date. Regular way purchases or sales are purchases or sales of financial instruments that require delivery of assets within the time frame generally established by regulation or convention in the market place. For financial instruments held at fair value, the Company accounts for any change in fair values between the trade date and the reporting date.

#### 3 Cash and cash equivalents

	Note	As at December 31, 2021	As at December 31, 2020
Cash in hand Cash at bank - current account Cash at bank - deposit account	3.1 3.1, 3.2	331 4,199,828 83,000,000 87,200,159	1,376 1,572,772 <u>75,000,000</u> 76,574,148

**3.1** Large portion of cash at bank is maintained with BNP Paribas - Riyadh Branch, which is a related party (also see Note 16.2).

**3.2** The term deposit carries special commission at the rate of one-month SIBOR plus agreed spread and is due for maturity within one month after the reporting date.

#### 4 Accounts receivable

	As at December 31, 2021	As at December 31, 2020
Accounts receivable Unbilled revenue	6,212,875 600,000	5,947,688 232,500
	6,812,875	6,180,188

#### 5 Prepayments and other receivables

	As at December 31, 2021	As at December 31, 2020
Prepaid license fees	100,000	147,000
Security deposit	43,290	43,290
Prepaid insurance	15,576	13,712
Other	-	14,618
	158,866	218,620

## 6 Property and equipment and right-of-use assets

	Office equipment	Vehicles*	Leasehold property* a	Furniture and fixtures	Total
2021					
Cost					
As at January 1, 2021	69,265	181,672	3,582,025	1,309,097	5,142,059
Movements	(843)	-	(596,163)	(495)	(597,501)
As at December 31, 2021	68,422	181,672	2,985,862	1,308,602	4,544,558
<b>Accumulated depreciation</b> As at January 1, 2021	54,081	88,481	2,157,995	761,060	3,061,617
Charge for the year	9,055	60,557	491,864	189,823	751,299
As at December 31, 2021	63,136	149,038	2,649,859	950,883	3,812,916
Net book value					
As at December 31, 2021	5,286	32,634	336,003	357,719	731,642

\* Right-of-use assets (Note 10)

	Office equipment	Vehicles*	Leasehold property* a	Furniture and fixtures	Total
2020					
Cost					
As at January 1, 2020	209,134	56,897	2,165,287	1,341,704	3,773,022
Movements	(139,869)	124,775	1,416,738	(32,607)	1,369,037
As at December 31, 2020	69,265	181,672	3,582,025	1,309,097	5,142,059
Accumulated depreciation					
As at January 1, 2020	192,769	8,745	1,538,493	654,611	2,394,618
Movements	(145,797)	-	-	(29,725)	(175,522)
Charge for the year	7,109	79,736	619,502	136,174	842,521
As at December 31, 2020	54,081	88,481	2,157,995	761,060	3,061,617
Net book value As at December 31, 2020	15 184	02 101	1 424 020	548 027	2,080,442
As at December 31, 2020	15,184	93,191	1,424,030	548,037	2,060,442

\* Right-of-use assets (Note 10)

## 7 Accrued and other current liabilities

	Note	As at December 31, 2021	As at December 31, 2020
Due to head office and other branches Accrued bonus and other employee cost Value added tax payable Accrued professional fees Accrued IT expenses Withholding tax payable Other	16.2	4,614,345 872,136 367,480 145,378 131,591 60,000 916,579	2,987,433 1,061,219 646,220 382,606 97,707 37,500 925,118
		7,107,509	6,137,803

## 8 Income taxation

## Status of final assessments

The Company has filed its income tax returns for the years up to 2020. The Zakat, Tax and Customs Authority ("ZATCA") raised assessments for the years 2009 to 2013 and 2014 to 2016. For both assessments, the Company filed appeals with the General Secretariat of Tax Committees ("GSTC"). However, due to the outbreak of Covid-19, the Government of Saudi Arabia took certain measures to mitigate the financial impact on the business and an 'Amnesty' was introduced, as per which, if a taxpayer pays the principal amount of taxes (including withholding tax), all the delay penalties will be waived. The Company opted for the amnesty and paid the principal amounts and all the delay penalties are removed, therefore, these years are closed. Assessments for the years 2017 and 2018 are already finalized by ZATCA. For the remaining years, ZATCA has not initiated any query/assessment.

#### 8.1 Computation of taxable income and income tax

	For the year ended December 31, 2021	For the year ended December 31, 2020
Income for the year before tax	10,574,790	2,183,636
Adjustments:	2,771,632	3,094,099
Less: Allowable deductions Depreciation per ZATCA scale rates Utilization of provision in respect of retiring employee (Note 9)	157,686	(116,793) (192,588)
Adjusted income	13,504,108	4,968,354
Brought forward losses (25% of adjusted net income)	(3,376,027)	(1,242,090)
Net taxable income	10,128,081	3,726,264
Tax rate	20%	20%
Provision for taxation	2,025,616	745,254

## 8.2 Movement in provision for income tax

The movement in the provision for income tax is as follows:

	As at December 31, 2021	As at December 31, 2020
Balance payable / (receivable) – opening Provision for current year Provision for prior year	745,254 2,025,616 73,444	(14,391) 745,254 2,153,451
Payments made during the year	2,099,060 (818,698)	2,898,705 (2,139,060)
Balance payable – closing	2,025,616	745,254

## 9 Employees' end of service benefits ("EOSBs")

The Company operates a defined benefit plan in line with the Labour Law requirements in the Kingdom of Saudi Arabia. The end-of-service benefit payments under the plan are based on the employees' final salaries and allowances and their cumulative years of service at the date of their termination of employment, as defined by the conditions stated in the Labour Laws of the Kingdom of Saudi Arabia. Employees' end-of-service benefit plans are unfunded plans and the benefit payment obligation are met when they fall due upon termination of employment.

	As at December 31, 2021	As at December 31, 2020
Opening balance	639,179	374,767
Current service cost	244,612	157,000
Interest expense	12,000	14,000
	256,612	171,000
Payments	-	(192,588)
Remeasurements loss	68,058	286,000
Closing balance	963,849	639,179

## 9.1 Amounts recognised in the statement of income and comprehensive income

The amounts recognised in the statement of income and other comprehensive income related to employee benefit obligations are as follows:

	As at December 31, 2021	As at December 31, 2020
Current service cost Interest expense	244,612 12,000	157,000 14,000
Total amount recognised in statement of income	256,612	171,000
<u>Remeasurements</u> Loss from change in financial assumptions Experience losses	23,000 45,058	218,000 68,000
Total amount recognised in other comprehensive income	68,058	286,000

#### 9.2 Key actuarial assumptions

	As at December 31, 2021	As at December 31, 2020
Discount rate	2.50%	2.00%
Salary growth rate	2.72%	2.00%

## 9.3 Sensitivity analysis for actuarial assumptions

2021	Change in ass	sumption	Impact on emp obligat	•
	Increase in assumption	Decrease in assumption	Increase in assumption	Decrease in assumption
Discount rate Salary growth rate	+1% +1%	-1% -1%	(866) 1,075	1,077 (866)

2020	Change in ass	sumption	Impact on emp obligat	•
	Increase in assumption	Decrease in assumption	Increase in assumption	Decrease in assumption
Discount rate Salary growth rate	+1% +1%	-1% -1%	(571) 717	718 (571)

The sensitivity analysis is based on a change in an assumption while holding all other assumptions constant. In practice, this is unlikely to occur, and changes in some of the assumptions may be correlated. When calculating the sensitivity of the defined benefit obligation to significant actuarial assumptions the same method (present value of defined benefit obligation calculated with projected unit credit method at the end of the reporting period) has been applied when calculating the employee termination.

The expected cash flows over the next years valued on an undiscounted basis are shown in the table below:

Employees' end of service benefits:	As at December 31, 2021	As at December 31, 2020
1 year	52,000	36,000
2 to 4 years	95,000	69,000
5 years and above	1,730,000	233,000
	1,877,000	338,000

#### 10 Leases

This note provides information for leases where the Company is a lessee.

#### (i) Amounts recognised in the statement of financial position

The statement of financial position shows the following amounts relating to leases (net of depreciation):

	As at December 31, 2021	As at December 31, 2020
Right-of-use assets (Note 6)		
Leasehold property	336,003	1,424,030
Vehicle	32,634	93,191
Total	368,637	1,517,221
	As at December 31, 2021	As at December 31, 2020
Lease liabilities		
Non-current	733,312	1,865,578

Additions to right of use assets during the year ended December 31, 2021 were NIL (December 31, 2020: Saudi Riyals 1,541,513).

## (ii) Amounts recognised in the statement of income

The statement of income shows the following amounts relating to leases:

	As at December 31, 2021	As at December 31, 2020
Depreciation charge of right-of-use assets (Note 6)		
Leasehold property	491,864	619,502
Vehicle	60,557	79,736
Total	552,421	699,238
	As at December 31, 2021	As at December 31, 2020
Interest expense on lease liabilities	33,645	894

The total cash outflow for leases in 2021 was Saudi Riyals 569,748 (2020: Saudi Riyals 280,038).

## **11** Share capital

The authorized and paid up share capital of the Company is divided into 875,000 shares of Saudi Riyals 100 each. The shareholding of the Company for the year ended December 31, 2021 and 2020 is as follows:

	Country of	As at Decer	nber 31, 2021	As at Decemb	er 31, 2020
Shareholders	origin	Shareholding	Amount	Shareholding	Amount
BNP Paribas SA	France	95%	83,125,000	95%	83,125,000
ANTIN Participation V	France	5%	4,375,000	5%	4,375,000
		100%	87,500,000	100%	87,500,000

#### **12** Statutory reserve

In accordance with the Regulations for Companies in the Kingdom of Saudi Arabia and the Company's Articles of Association, 10% of the net income is required to be transferred to statutory reserve until the reserve equals at least 30% of the share capital of the Company.

The Company has a net income for the year ended December 31, 2021 amounting to Saudi Riyals 8.476 million (2020: net loss of Saudi Riyals 0.715 million), further, as at December 31, 2021, the Company has accumulated losses amounting to Saudi Riyals 4.039 million (2020: Saudi Riyals 12.515 million), therefore, no transfer to statutory reserve has been made. Transfers will be made once the accumulated losses have been exhausted.

#### 13 Contingencies and commitments

There were no contingencies and commitments as at December 31, 2021 (2020: Saudi Riyals 3,642,857).

## 14 General and administrative expenses

	Note	For the year ended December 31, 2021	For the year ended December 31, 2020
Cost of outsourced services	16.1	1,147,008	985,985
Professional fees		887,981	1,018,566
Depreciation	6	751,299	842,521
Travel and IT related services		333,676	326,349
Withholding taxes		318,027	176,704
Registration fee		187,640	171,265
Repairs and maintenance		17,587	9,050
Parent company support services	16.1	-	718,163
Other		432,541	392,880
		4,075,759	4,641,483

## 15 Non-operating expense

This represents the share of expense related to inter-group transactions re-distributed by BNP Paribas SA. The calculation is made at group level by BNP Paribas SA at predefined agreed method.

#### 16 Related party matters

#### 16.1 Related party relationships

Significant transactions with related parties in the ordinary course of business included in the financial statements are summarized below:

	For the year ended December 31, 2021	For the year ended December 31, 2020
BNP Paribas SA Non-operating expense	(1,966,093)	(2,531,486)
<b>BNP Paribas - Riyadh Branch</b> Special commission income on term deposits	321,179	431,434
<b>BNP Paribas - SA</b> IT systems and operations		718,163
<b>BNP Paribas, Wholesale Unit, Bahrain</b> Expense for outsourced services (Note 14) & (A) Compensation to key management personnel	1,147,008 3,715,149	<u>985,985</u> 3,818,439

(A) The Company has outsourced certain services to a related party as per the service level agreements between the two entities. The outsourced services include finance, information technology, human resources, operations and other support services. The costs are agreed and allocated based on terms of the said agreements and are payable annually in arrears. The cost agreed for these outsourced services amount to Saudi Riyals 1.1 million for the year ended December 31, 2021 (2020: Saudi Riyals 1 million).

#### 16.2 Related party balances

Significant balances arising from transactions with related parties are as follows:

Due to related parties	As at December 31, 2021	As at December 31, 2020
BNP Paribas Paris	4,231,375	2,611,725
BNP Paribas, Wholesale Unit, Bahrain - outsourced cost	329,777	269,689
BNP Paribas, Wholesale Unit, Bahrain - re-invoicing	52,562	94,121
BNP Paribas, Dubai	631	3,874
BNP Paribas Riyadh	-	8,024
Total*	4,614,345	2,987,433

\*This amount is classified under accrued and other current liabilities.

As at December 31, 2021	As at December 31, 2020
4,192,042	1,561,172
83,000,000	75,000,000
87,192,042	76,561,172
	December 31, 2021 4,192,042 83,000,000

## 17 Financial risk management

The Company's activities expose it to a variety of financial risks: market risk (including foreign exchange risk, commission rate risks and price risk), credit risk and liquidity risk. The Company's overall risk management program focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the Company's financial performance. Risk management is carried out by the management under policies approved by the board of directors.

This note presents information about the Company's exposure to each of the above risks, the Company's objectives, policies and processes for measuring and managing risk, and the Company's management of capital. Further, quantitative disclosures are included throughout these financial statements.

The Company's risk management policies are established to identify and analyze the risks faced by the Company, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Company's activities. The Company, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment in which all employees understand their roles and obligations.

#### 17.1 Market risk

## a) Foreign exchange risk

Foreign exchange risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates.

#### Exposure:

The currency conversion rate between the United States Dollars ("USD") and Saudi Riyals is pegged and has remained constant over the past several years. Currency risk arises on Company's transactions denominated in Euro, Bahraini Dinar, Pound Sterling, and United Arab Emirates Dirham.

The Company does not hedge against foreign currency risk. The Company's major exposure is in Euro and Bahraini Dinar.

#### Sensitivity:

If as at December 31, 2021, the Euro and Bahraini Dinar is revalued/devalued by +/-5%, then the income for the year would have been higher/lower by Saudi Riyals 9,888 and Saudi Riyals 18,241 (December 31, 2020: Saudi Riyals 389 and Saudi Riyals 13,429), respectively.

#### b) Commission rate risk

Commission rate risk is the exposure to various risks associated with the effect of fluctuations in the prevailing commission rates on the Company's financial position and cash flows.

#### Exposure:

The Company's commission rate risks arise mainly from its term deposits which are at floating rate of commission and are subject to re-pricing on a regular basis. Management monitors the changes in commission rates. In case of 100 basis points increase/decrease in SIBOR as at December 31, 2021, the income for the year end would have been higher/lower by Saudi Riyals 8,300 (December 31, 2020: Saudi Riyals 7,500).

## BNP PARIBAS INVESTMENT COMPANY KSA (A Saudi Closed Joint Stock Company) Notes to the financial statement for the year ended December 31, 2021

(All amounts in Saudi Riyals unless otherwise stated)

Commission rate risk December 31, 2021	Within 3 months	3-12 months	Over 1 year	Non commission bearing	Total
Assets Cash and cash equivalents Accounts receivable Other receivables Total financial	83,000,000 - -		-	4,200,159 6,812,875 43,290	87,200,159 6,812,875 43,290
assets	83,000,000	-	-	11,056,324	94,056,324
Accrued and other current liabilities Lease liabilities	-	-	-	6,680,029 733,312	6,680,029 733,312
Total financial liabilities		-	-	7,413,341	7,413,341
Cumulative commission rate sensitivity gap	83,000,000	_	_	3,642,983	86,642,983
<b>December 31, 2020</b> Assets Cash and cash	)				
equivalents Accounts receivable	75,000,000	-	-	1,574,148 6,180,188	76,574,148 6,180,188
Other receivables <b>Total financial</b>				57,908	57,908
assets	75,000,000	-	-	7,812,244	82,812,244
Accrued and other current liabilities Lease liabilities	-	-	-	5,454,083 1,865,578	5,454,083 1,865,578
Total financial liabilities			-	7,319,661	7,319,661
Cumulative commission rate	75 000 000				75 400 590
sensitivity gap	75,000,000	-	-	492,583	75,492,583

#### c) Price risk

Price risk is 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 Company is not exposed to price risk as there are no financial assets held by the Company which are valued based on market prices.

#### 17.2 Credit risk

Credit risk is the risk that one party to the agreement will fail to discharge its obligation and cause the other party to incur a financial loss. The Company is exposed to credit risk from its operating activities (pertaining to cash and cash equivalents, accounts receivable and other receivables). The Company's maximum exposure to credit risk without taking into account any collateral held or any credit enhancements is Saudi Riyals 94.056 million (2020: Saudi Riyals 82.812 million). Outstanding accounts receivables are regularly monitored, and any credit concerns highlighted to senior management. Term deposits are placed with local branch of a foreign bank (a related party).

## Credit quality analysis

The following table sets out the credit analysis for financial assets as at December 31, 2021 and December 31, 2020.

Financial assets	Investment grade	Non- investment grade	Unrated	Total
As at December 31, 2021	9= 000 4=0			9= 000 4=0
Cash and cash equivalents	87,200,159	-	-	87,200,159
Accounts receivable	6,812,875	-	-	6,812,875
Other receivables	-	-	43,290	43,290
Total	94,013,034	-	43,290	94,056,324
As at December 31, 2020				
Cash and cash equivalents	76,574,148	-	-	76,574,148
Accounts receivable	5,440,500	-	739,688	6,180,188
Other receivables	-	-	57,908	57,908
Total	82,014,648	-	797,596	82,812,244

As at December 31, 2021, financial assets amounting to Saudi Riyals 94.056 million (2020: Saudi Riyals 82.812 million) are classified in stage 1 (12-month ECL).

All the financial assets at amortised cost were considered for ECL as of December 31, 2021. However, the impact of these assets was immaterial as the majority if the balance pertains to cash at bank held with a related party which has sound credit rating (the Head Office of the related party). There is no history of default for the recovery of these balances.

## 17.3 Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company's approach to managing liquidity is to ensure, as far as possible, that it will have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Company's reputation.

Typically, the Company ensures that it has sufficient cash on demand to meet expected operational expenses including the servicing of financial obligations. This excludes the potential impact of extreme circumstances that cannot be reasonably predicted, such as natural disasters. In addition, the Company has access to credit facilities.

The table below analyses the Company's financial liabilities into the relevant maturity groupings based on the remaining period at the reporting date to the contractual maturity date. The amounts disclosed in the table are the contractual undiscounted cash flows. Balances due within twelve months equal their carrying balances, as the impact of discounting is not significant.

	Less than 1 year	Between 2 and 5 years	Over 5 years	Total
As at December 31, 2021				
Accrued and other current liabilities	6,680,029	-	-	6,680,029
Lease liabilities	-	733,312	-	733,312
	6,680,029	733,312	-	7,413,341
As at December 31, 2020				
Accrued and other current liabilities	5,454,083	-	-	5,454,083
Lease liabilities	-	1,865,578	-	1,865,578
	5,454,083	1,865,578	-	7,319,661

## 17.4 Capital risk management

The objective of managing capital is to safeguard the Company's ability to continue as a going concern, so that it could continue to provide adequate returns to shareholder by pricing products and services commensuration with the level of risk. It is the policy of the Company to maintain adequate capital base so as to maintain investor, creditor and market confidence and to support future development of the business. The Company's capital base sufficiently covers all material risks meeting the minimum capital requirement and the Company intends to maintain a healthy capital ratio to cater future business growth. For capital adequacy working, refer to Note 17.4.1.

#### 17.4.1 Capital Adequacy Requirement

In accordance with Article 74 (b) of the Prudential Rules issued by the CMA (the Rules), given below are the capital base, minimum capital requirement and total capital ratio as at December 31, 2021.

	Saudi Riyals in thousands		
	As at December 31, 2021	As at December 31, 2020	
Capital base	2021	2020	
Tier-I Capital	83,562	75,086	
Tier-II Capital	_	-	
Total capital base	83,562	75,086	
Minimum capital requirement			
Market Risk	-	-	
Credit Risk	3,318	4,367	
Operational Risk	2,435	2,484	
Total minimum capital requirement	5,753	6,851	
Capital Adequacy Ratio			
Tier-I capital ratio	14.52	10.96	
Tier-II capital ratio	-	-	
Total capital ratio	14.52	10.96	
Surplus in capital	77,809	68,235	

(a) The above information has been extracted from the Company's Capital Adequacy Model for the year ended December 31, 2021 to be submitted to CMA and for the year ended December 31, 2020 as submitted to CMA.

(b) The Capital Base consists of Tier 1 Capital and Tier 2 Capital calculated as per Article 4 and 5 of the Rules respectively. The Minimum Capital Requirements for Market, Credit and Operational Risk are calculated as per the requirements specified in Part 3 of the Rules.

(c) The Company is required to maintain adequate capital as specified in the Rules. The capital adequacy ratio shall not be less than 1.

(d) Certain information as required by Pillar III of the Prudential Rules will be made available to the public on the Company's website, however, this information is not subject to review or audit by the external auditors' of the Company.

## 17.5 Operational risk

Operational risk is the risk of direct or indirect loss arising from a variety of causes associated with the processes, technology and infrastructure supporting the Company's activities either internally or externally at the Company's service provider and from external factors other than credit, liquidity, currency and market risks such as those arising from the legal and regulatory requirements.

Operational risk is a distinct risk category which the Company manages within acceptable levels through sound operational risk management practices that are part of the day-to-day responsibilities of management at all levels. The objective in managing operational risk is to ensure control of the resources by protecting the assets of the Company and minimising the potential for financial loss.

The Company's risk management approach involves identifying, assessing, managing, mitigating, monitoring and measuring the risks associated with operations. The management of operational risk has a key objective of minimising the impact of losses suffered in the normal course of business (expected losses) and to avoid or reduce the likelihood of suffering a large extreme (unexpected) loss.

## **18** Fair value estimation

As at December 31, 2021, the fair values of the Company's financial instruments are estimated to approximate their carrying values.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an ordinary transaction between market participants at the measurement date in the principal or, in its absence, the most advantageous market to which the Company has access at that date. The fair value of a liability reflects its non-performance risk.

Management regularly reviews significant unobservable inputs and valuation adjustments. If third party information, such as broker quotes or pricing services, is used to measure fair values, then management assesses the evidence obtained from the third parties to support the conclusion that such valuations meet the requirements of IFRS that are endorsed in the Kingdom of Saudi Arabia, including the level in the fair value hierarchy in which such valuations should be classified. When measuring the fair value of an asset or liability, the Company uses observable market data as far as possible. Fair values are categorized into different levels in a fair value hierarchy based on the inputs used in the valuation techniques as follows:

- Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2: inputs other than quoted prices included in level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).
- Level 3: inputs for the asset or liability that are not based on observable market data (unobservable inputs).

If the inputs used to measure the fair value of an asset or liability falls into different levels of the fair value hierarchy, then the fair value measurement is categorized in its entirety in the same level of the fair value hierarchy as the lowest input level that is significant to the entire measurement.

The Company recognizes transfers between levels of the fair value hierarchy at the end of the reporting period during which the change has occurred.

The table below presents the financial assets and financial liabilities at their fair values as at December 31, 2021 and 2020 based on the fair value hierarchy:

	Carrying		Fa	air value	
At December 31, 2021 Financial assets not measured at fair value	value	Level 1	Level 2	Level 3	Total
Cash and cash equivalents	87,200,159	-	-	87,200,159	87,200,159
Accounts receivable	6,812,875	-	-	6,812,875	6,812,875
Other receivables	43,290	-	-	43,290	43,290
Total	94,056,324	-	-	94,056,324	94,056,324
Financial liabilities not measured at fair value Accrued and other					
current liabilities	6,680,029	-	-	6,680,029	6,680,029
Lease liabilities	733,312	-	-	733,312	733,312
Total	7,413,341	-	-	7,413,341	7,413,341
At December 31, 2020 Financial assets not measured at fair value					
Cash and cash equivalents	76,574,148	-	-	76,574,148	76,574,148
Accounts receivable	6,180,188	-	-	6,180,188	6,180,188
Other receivables	57,908	-	-	57,908	57,908
Total	82,812,244	-	-	82,812,244	82,812,244
Financial liabilities not measured at fair value Accrued and other					
current liabilities	5,454,083	_	_	5,454,083	5,454,083
Lease liabilities	1,865,578	_	_	1,865,578	1,865,578
Total	7,319,661	-	-	7,319,661	7,319,661

The Company recognizes transfers between levels of the fair value hierarchy at the end of the reporting period during which the change has occurred. During the year ended December 31, 2021, there were no transfers into or out of Level 3 fair value measurements (December 31, 2020: Nil).

The fair value of the financial assets of the Company is not significantly different from the carrying values.

## **19** Financial instruments by category

All financial assets and financial liabilities for the year ended December 31, 2021 and 2020 are classified under amortised cost category.

	Measurement category	As at December 31, 2021	As at December 31, 2020
<b>Financial assets</b> Cash and cash equivalents Accounts receivable Other receivables	Amortised cost Amortised cost Amortised cost	87,200,159 6,812,875 43,290	76,574,148 6,180,188 57,908
Total financial assets		94,056,324	82,812,244
<b>Financial liabilities</b> Accrued and other current liabilities Lease liabilities	Amortised cost Amortised cost	6,680,029 733,312	5,454,083 1,865,578
Total financial liabilities		7,413,341	7,319,661

#### 20 Impact of Covid-19

The Coronavirus ("COVID-19") pandemic continues to disrupt global markets as many geographies are experiencing issues due to identification of multiple new variants of this infection, despite having previously controlled the outbreak through aggressive precautionary measures. The Government of the Kingdom of Saudi Arabia, however, managed to successfully control the outbreak to date.

Management believes that there is a minimal impact on the Company's business operations and continue to follow the Government's policies and advice. Moreover, the Company will do utmost to continue operations in the best and safest way possible without jeopardising the health and safety of its employees.