



His Highness

## Sheikh Khalifa Bin Zayed Al Nahyan

President of the United Arab Emirates



His Highness

## Sheikh Mohammed Bin Rashid Al Maktoum

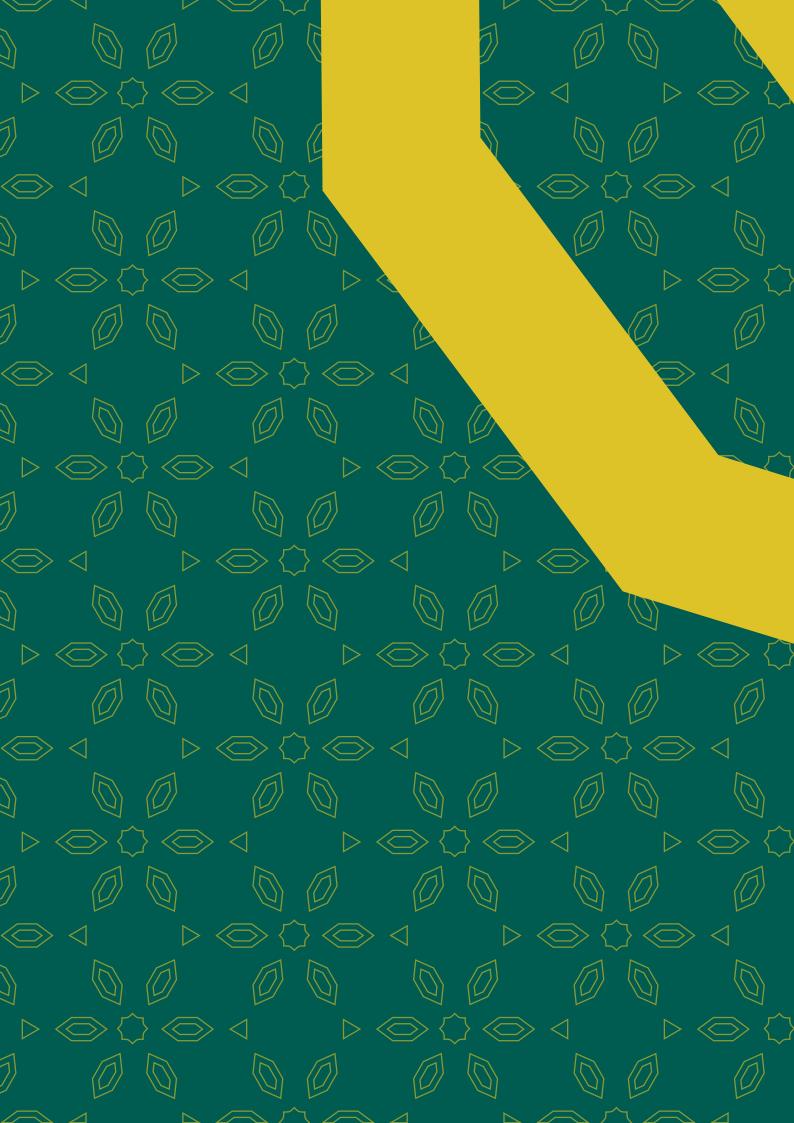
Prime Minister, Vice President of the United Arab Emirates and Ruler of Dubai



His Highness

## Sheikh Hamdan Bin Mohammed Bin Rashid Al Maktoum

Crown Prince of Dubai



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## **ABOUT AMLAK**

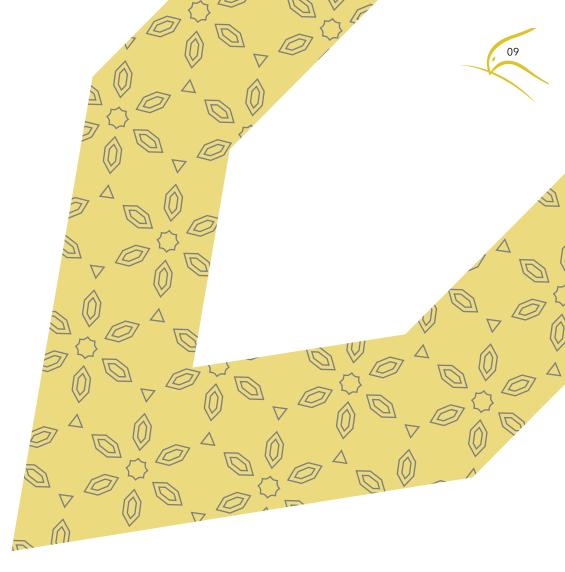
Amlak Finance PJSC is a leading specialized real estate financier in the Middle East. Since its establishment in November 2000 as the region's pioneer financial services provider, it has provided its customers with innovative, Sharia-compliant property financing products and solutions designed to meet the rapidly evolving market demands.

It was first established as a private shareholding company in Dubai, United Arab Emirates, in accordance with UAE Federal Law. In 2004, it was converted to a Public Joint Stock Company.

The Company is licensed by the UAE Central Bank as a finance company. It is primarily focused on financing and investing activities based on structures such as Ijara, Murabaha, Mudaraba, Wakala and Musharaka. All activities of the Company are conducted in accordance with Islamic Sharia and within the provisions of its Articles and Memorandum of Association.

During 2007, Amlak expanded its operations and launched its first international office in Cairo, which operates under the name 'Amlak Finance Egypt Company S.A.E.' It also has business associations in Saudi Arabia under the name 'Amlak International For Real Estate and Finance Co'.







Over the years, Amlak Finance has received a number of prestigious awards. These achievements are a testament to the Company's leading services, diligent corporate values, and ongoing efforts toward innovation. The most recent awards include:

- 🔶 Best Home Finance Company
- 🔶 Best Shari'a Compliant Property Finance Company
- 🔶 Best Islamic Finance CSR Company in UAE
- 🔶 Most Innovative Takaful Product Platinum Lifestyle Takaful
- 📌 Innovation in Islamic Finance

Today, through a variety of customized property finance solutions, Amlak enables individuals and businesses to achieve their goals of owning a property in the UAE. We remain committed to making a positive contribution not just to our customers, but also the wider UAE community.



## **CHAIRMAN'S MESSAGE**

On behalf of the members of the Amlak Finance Board of Directors, I am pleased to present the Amlak Finance Annual Report for 2017. This report highlights Amlak Finance's successful growth over the past year, our financial results and major business achievements throughout 2017.

Despite the challenging macroeconomic environment across the GCC, as well as global markets, Amlak reported net profits of AED 51 million at the end of December 2017, a decrease of 52% compared to AED 107 million in 2016. The decrease was mainly due to a decrease in revenue from the sales of real estate assets by AED 377 million (AED 52 million in 2017 compared to AED 429 million in 2016), due to lower sales and transfers of properties under development in 2017.

In spite of the above, I am very pleased that Amlak's operating revenue increased by AED 31 million, up by 9% as compared to 2016.

Rental Income also increased by 7% in 2017, reaching AED 61 million, as compared to AED 57 million in 2016. Fair Value Gain on Investment Properties increased by AED 52 million from AED 18 million for full year 2016, to AED 70 million for full

year 2017 mainly due to the completion of our very first real estate development in Mirdiff.

Furthermore, cost rationalization initiatives across Amlak produced cost savings of AED 27 million, resulting in an 18% decrease in operating cost as compared to 2016.

Amlak's 2017 results reflect an overall positive operational performance which is a validation of our successful business strategy, a testament to our dedication and hard work of our employees.

I am also pleased that as a result of the successful execution of our corporate strategy and efforts to develop our real estate investments, Amlak was able to further redeem AED 100 Million of the Mudaraba Instrument in 2017 (reaching AED 309 million in total), thereby further strengthening our shareholder equity.

In keeping with the momentum, we will continue to develop our land parcels to enhance real estate value, in an effort to expedite fulfilling our restructuring commitment to financiers and create more value for our shareholders. In line with this, our 2018 plans include continuing the infrastructure development project in Nad Al Hamar, as well as the development of certain plots in Al Ttay, and planning the potential development of Nasr City Land in Egypt.

A number of key initiatives were undertaken in the UAE in 2017. Among these was the UAE Federal Governments 'Year of Giving' focusing mainly on giving back to the community through Corporate Social Responsibility, volunteering and by serving the nation. Amlak has always aligned its vision and values with the UAE governments' policies. Our CSR Label, which we have received from the Dubai Chamber of Commerce & Industry for the third year in a row, is a testament to our achievements in CSR. I am confident that Amlak Finance will continue to strengthen its position and support the UAE's goals and vision, further contributing to economic and social environment.

Our long term goal is to continue sustainable growth for Amlak Finance. We have clear strategies in place to create more value for our stakeholders, including the community in which we operate. Generating value for our shareholders, providing leading customer service, nurturing our employees, and fulfilling our corporate social responsibility continue to be at the top of our agenda.

On behalf of the Board of Directors, I would like to take this opportunity to express my sincere gratitude to His Highness Sheikh Mohammed Bin Rashid Al Maktoum, Vice president and Prime Minister of the UAE and ruler of Dubai for his aspirational leadership and vision and drive for excellence across all sectors in the UAE.

I would also like to thank our management and staff for all their hard work and contributions over the past year. It is through their hard work and dedication that Amlak continues to raise the bar and drive our business towards delivering the organizations' strategy, vision, mission and values.

I also wish to extend our appreciation to our valued customers and shareholders for their continuous support and loyalty to Amlak Finance.

Ali Ibrahim Mohammad Chairman of the Board



## **MANAGING DIRECTOR**

2017 has brought a number of exciting developments at Amlak Finance.

The first quarter started on a positive note when Amlak was recognized by the Dubai Chamber of Commerce & Industry for our CSR efforts and received a CSR Label for the third consecutive year.

In 2017, Amlak reported net profits of AED 51 million at the end of December, a decrease of 52% compared to AED 107 million in 2016. The decrease was mainly due to a decrease in revenue from the sales of real estate assets by AED 377 million (AED 52 million in 2017 compared to AED 429 million in 2016). This was largely due to lower sales and transfers of properties under development in 2017.

However, notwithstanding the above, I am pleased that Amlak's operating revenue increased by AED 31 million, up by 9% as compared to 2016.

Furthermore, Amlak was also able to achieve cost savings of AED 27 million, which was the result of a robust cost rationalize exercise across the organization.

Keeping in mind the current challenging economic backdrop, our results in 2017 reflect focus on core business development, product and service differentiation, and driving profitability and value for our shareholders. I am confident that Amlak is well-positioned to capitalize on the improving economic backdrop in 2018 and continue its growth trajectory.

Amlak launched several products and services initiatives in 2017. We launched the first-of-its-kind 'Double Your Property' product, which ensued in a number of strategic business partnerships with key industry players such as the Dubai Land Department (DLD). These strategic partnerships will help boost real estate transaction activity, provide a channel for residents and non-residents to invest in the Dubai market, and allow us to serve a wider customer base in the UAE.

Another one of the main highlights of 2017 was the completion of our first fully owned residential development project in Mirdiff. This project is truly a testament to our forward thinking approach and further strengthening of our leadership position in the market. Through such developments we hope to continue to enhance the value of the real estate market fulfilling our commitments to our financiers and shareholders.

At Amlak with our diversified skills and abilities, we form a strong and committed team to deliver strong results in line with our corporate strategy. Amlak is committed to enhancing our employees' welfare, training and career development, and creating value and realizing their full potential.

In 2018, we will continue to focus on core business development, product and service differentiation, driving profitability and value for our shareholders. While there may be challenges ahead for us, I am confident that there will be exciting opportunities for Amlak. I look forward to seizing these prospects together as we continue to build our Company's story of growth and success.

We remain confident that our strong internal processes and measured approach will allow us to make the most of the opportunities ahead as we continue to strengthen the Amlak Finance brand. We are committed to providing customers with the most competitive products and services, designed to meet market demands.

I would like to thank the Board of Directors, the Management team and all Amlak's employees for their relentless efforts and commitment to Amlak Finance. I also thank our valued customers, shareholders and other stakeholders, for their continued support and trust in our organization.

Arif Abdulla Alharmi Managing Director & CEO

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## **BOARD OF DIRECTORS**

#### Mr. Ali Ibrahim Mohammad Chairman



Mr. Saleh Saeed Lootah Member of the Board



Mr. Hesham Abdulla Al Qassim Member of the Board



Mr. Essamuddin Galadari Vice-Chairman



Mr. Farooq Mahmood Arjomand Member of the Board



Ahmad Hamdan Bin Dalmook Major General



Mr. Arif Abdulla Alharmi Managing Director & CEO





Arif Abdulla Alharmi (Managing Director & CEO)

Muhammad Azam Razzak (Chief Financial Officer)

Ali Al Shamali (Acting Chief Operating Officer)

Wasim Mahmoud Maghmoumeh (General Counsel & Company Secretary)

Adel Adnan Galadari (Head of Compliance and Control)

Adel Ahmed (Head of Real Estate Investments)

**Shabbir Zuzar Moonim** (Head of Corporate Management & Reporting Treasury) Yasser Mohamed Assar (Head of Real Estate Projects & Property Appraisal)

Majdi Abdelghani (Head of Internal Audit)

Daniel Marsh (Head of Credit)

Mohammed Al Mazam (Head of Collections)

Muhammad Sajid Latif (Head of Finance)

## EXECUTIVE MANAGEMENT



#### **OUR CORPORATE VALUES:**



#### **Customer Centricity**

Customers' needs are at the heart of what we do. We strive for excellence in customer service by providing superior service to our customers in a timely, efficient, and consistent manner. Our goal is to transform customer satisfaction to customer loyalty and advocacy.



#### Innovation

We drive and inspire innovation in the workplace, with the aim to build on our organizational capabilities, and expand our capacity for innovative & creative thinking, collaboration & readiness for action.





#### Value Creation

We strive to create value for our stakeholders, customers, investors, and the community at large. We aim to leverage our expertise and innovation to achieve sustainable growth for our company whilst serving the interests of our stakeholders.



#### Integrity

Amlak is committed to maintaining a culture of integrity; we operate with honesty, fairness, and the highest of ethical standards. We take great pride in building a relationship of trust with our stakeholders.



#### **Nurturing People**

We value our employees and it is our commitment to continually enhance their welfare, training and career and personal development. We strive to improve our working environment and drive forward our desired corporate behaviors.



#### **Social Responsibility**

Participating in initiatives that support the workplace, marketplace, community and environment is an integral part of what we do. We are dedicated to contributing to society and helping make a positive difference in the community we serve.



## 2000 2004

Incorporated as a private shareholding company in Dubai, UAE

1.Converted into Sharia compliant public joint stock company

2.Listed on DFM

## 2009-2013

It was the stand still period for Amlak growth. However, management proactively adopted focused strategies covering

- 1.Continue serving financier
- 2.Effective Portfolio management
- 3.Robust liquidity management
- 4.Cost rationalization
- 5.Negotiated significant reduction in liabilities
- & commitments
- 6.Protecting Shareholders' value



## 2005

1.Rights issue

2.Successfully launched Sukuk

## 2006

1. Launched "First Amlak Real Estate Fund"

2. Invested in Amlak International for Real Estate Finance Company KSA (Associate)

## 2007

Invested in Amlak Finance & Real Estate Investment (S.A.E.) (100% subsidiary in Egypt)

## 2008

### The financial turmoil hit the UAE

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Suspension of share trading on DFM

## 2014

Implementation of the approved restructuring plan in November 2014

Settled AED 2.8 Bn of liabilities in cash

## 2015

Resumption of share trading on DFM in June 2015 Redemption of AED 200 Mn of Contingent Convertible Instrument (CCI) within the first year after restructuring Advance Payment of AED 558 Mn to Financiers

## 2016

Successful renegotiation of key restructuring terms led Amlak to meet its strategic intents

Long term sustainability and growth | Improved ability to attract new funding | Enhancement in shareholder value | Advance Payment of AED 274 Mn to Financiers

## 2017

CCI Redemption of AED 100 Mn

## **STRATEGY**

Guided by its vision and mission, Amlak pursues a strategy of sustainable growth, customer centricity and operational excellence, underpinned by prudence and corporate governance and responsibility.

As a specialized real estate finance provider in the region, sustainable growth has been placed at the root of Amlak's corporate strategy. The key focus will be on the real estate finance business comprising of both ready and under-construction properties for growth in core revenue streams.

Amlak is also committed to create long term value from its real estate investment portfolio by considering development of land parcels in conjunction with suitable partners in an effort to better and faster fulfill its restructuring commitment to its financiers.

GROWTH

FUNDING

VALUE

**CAPABILITIES** 

Optimum and sustainable long-term funding remains a critical focus for the organization. This will underpin Amlak's balance sheet and profitability growth strategy. A number of innovative funding options are being explored which will potentially allow Amlak to free capital and place itself as one of the leading real estate finance originators in the UAE.

In 2018, differentiated, innovative products in the real estate finance landscape based on customer needs will be the organizations' main focus. Key target segments will be UAE residents, non-residents, investors in addition to commercial financing.

Other main strategic priorities will include improving customer service delivery through technology, targeted product development; robust risk management, progressive staff development and talent management as well as boosting corporate brand. Amlak Finance upholds high standards of corporate governance based on the legislations of the Emirates Securities and Commodities Authority (SCA), Dubai Financial Market (DFM) and the UAE Central Bank (CB) regulations.

The Board ensures that strategic decision making is streamlined and centralized across the organization. This allows the Board of directors to take an active and effective role in decision making, oversight and implementation of proper management structure, all with the goal of achieving Amlak's long term objectives.

Amlak's Board Committees are the Zakat Committee, Audit Committee, Board Risk Committee, and Nomination and Remuneration Committee.

Executive Management Committees are Management Committee (MANCO), Assets & Liability Committee (ALCO), Risk Management Committee and Credit Committee.

#### Current Board membership includes:

Mr. Ali Ibrahim Mohammad (Chairman of the Board) Mr. Essamuddin Galadari (Vice-Chairman) Mr. Saleh Saeed Lootah (Member) Mr. Farooq Mahmood Arjomand (Member) Mr. Hesham Abdulla Al Qassim (Member) Major General Ahmad Hamdan Bin Dalmook (Memeber) Mr. Arif Abdulla Alharmi (Managing Director & Chief Executive Officer)

#### Board of Director's Committees:

The Board is collectively responsible for the long-term success of Amlak Finance and delivery of sustainable shareholder value. Its role is to provide leadership and direction to the organization within a framework of discretion and effective controls which enables risks to be identified, assessed and managed.

#### Amlak's Board Committees are:

- Zakat Committee
- Audit Committee
- Risk Committee
- Nomination and Remuneration Committee

#### **Executive Management Committees:**

The Executive Management provides effective oversight and leadership to implement short term and long term corporate strategies through a number of Executive Management Committees. These Committees, in addition to formulating and delivering Amlak's business strategies, also monitor and manage financial performance, capital allocation, risk management, as well as operational and administrative matters.

#### Amlak's Executive Management Committees are:

- Management Committee (MANCO)
- Risk Management Committee
- Assets & Liability Committee (ALCO)
- Credit Committee

# **CORPORATE GOVERNANCE**

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Risk Management continues to be a top priority of Amlak Finance. Amlak is committed to achieving an optimum balance between risk and return to minimize potential adverse impacts on the Company's financial performance. Aligned with this, the Risk Management Committee and Board Risk Committee were established by the Board of Directors.

The Committee's main responsibility is to oversee the organization's enterprise risk management. It is governed by a Charter that sets the roles and responsibilities of the Committee, its authority, composition and relationship with different stakeholders. The Committee includes members of the Board. The Risk Management Committee is further supported by a risk working group consisting of various process owners at functional business levels.

#### **Risk Management Model:**

#### **Risk Identification:**

Risk Identification is a process to identify and document risks that may prevent achieving objectives, using relevant risk categories, criteria, and processes.

#### **Risk Assessment:**

Risk Assessment refers to the overall process of risk analysis and risk evaluation.

#### **Risk Response Strategies:**

Once a risk has been assessed, an appropriate risk response strategy needs to be put in place in order to manage the risk.

#### **Risk Mitigation:**

Identifying existing and new mitigation factors to effectively manage risks.

#### **Risk Reporting:**

Reporting the status of risks and mitigation factors to the Management.

For seventeen years, Amlak Finance has been providing leading Shari'a compliant property financing solutions, designed to meet the rapidly evolving market demands.

Through its innovative & customized products and services, Amlak makes the dream of owning a property in the UAE become a reality for both UAE residents and non-residents, and contributes positively to the growth of Dubai's real estate sector.

## Our current suite of products & services are as follows:

#### Istithmari

Istithmari is the first-of-its-kind Buy-To-Let property finance (Ijarah) product in the region, designed for investors looking to invest in completed residential and commercial properties. Apart from other benefits, customers are also provided with a complimentary full suite of Property Management Services.

#### Ijarah

Ijara is the basic home finance product aimed towards end users for residential as well as commercial property in ready projects. Under Ijarah, Amlak buys the property from the developer/seller and leases it

# PRODUCTS & SERVICES

out to the customer with a promise to sell at the end of the lease term. The customer pays monthly rentals that comprise of fixed, variable and supplementary rentals.

#### **Double Your Property**

This first-of-its-kind product is designed for UAE resident as well as non-resident investors who have equity in UAE property to double their property portfolio. The product provides eligible investors with increased returns on their real estate investments as well as attractive financing terms. Amlak will facilitate the entire new investment process using the refinanced amount. Investors can enjoy complete access to Amlak's diverse real estate portfolio and receive complimentary property management services.

#### Tatweer

Tatweer is an under-construction financing product for nvestors as well as for end users. Finance is supplemented by a complimentary full suite of property management services that comes into effect post completion and handover of the property.

#### **Private Construction Finance**

Private Construction Finance is offered to individuals or corporates that carry out under construction projects under one of the following structures;

- Build to rent (BTR)
- Build to sell (BTS)
- Build to occupy (BTO)

Although the product is primarily targeted towards the wholesale segment, individual or retail applications are also catered under the same offer on case by case basis. Financed project can either be located in freehold, leasehold or mainland.



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## CORPORATE SOCIAL RESPONSIBILITY

Amlak Finance is fully committed to Corporate Social Responsibility (CSR) and giving back to the community. CSR is an integral part of our corporate culture and is embedded in our core values and our daily business operations.

All our CSR initiatives are in line with the UAE's Vision 2021, Dubai Plan 2021 and Dubai Chamber of Commerce's guidelines. We are committed towards contributing individually as an organization and collectively with our CSR partners.

Our long standing commitment to the community has been recognized by the Dubai Chamber of Commerce, having received The Chamber's Corporate Social Responsibility Label for three consecutive years: 2015, 2016 and in 2017.

At Amlak, Corporate Social Responsibility is much more than charitable endowment, we consider it our duty to nurture social awareness and compassion in our employees and significantly contributing to the community in which we operate.

We remain steadfast in our commitment to Corporate Social Responsibility and endeavor to continue our hardworking momentum in contributing positively to the environment, our workplace, and the overall community.

### In 2017, our completed initiatives include the following:

- Dubai Chamber CSR label: Amlak Finance has been awarded the 3rd Dubai Chamber CSR Label in 2017.
- Sponsoring Emirates Wildlife Society WWF: Amlak is now a Corporate Gold Member of Emirates Wildlife Society (EWS), a non-profit environmental organization working in close association with World Wildlife Fund (WWF) to help support various ecological projects aimed at protecting biodiversity, tackling climate change & reducing carbon footprint.
- Amlak Finance Health Conference: Amlak arranged an interactive health seminar in conjunction with Miracle Center and presented facts on health and general wellbeing to our staff.
- **Going Green:** Amlak contributed to 'going green' by partaking in the Earth Hour initiative and various other recycling initiatives in 2017.
- Vmrah Initiative (Amlak Finance, Emaar & Emrill Junior staff): Amlak Finance organized

an annual Islamic pilgrimage ('Umrah') for a group of selected junior staff in the organization.

- Blood Donation: two blood donation campaigns were organized in 2017 in collaboration with the Dubai Health Authority (DHA).
- Wellness Day: Amlak Finance in collaboration with GMC Group conducted a medical checkup for their staff.

Amlak employees volunteered for the international Give & Gain day organized by the Dubai Chamber through Action Care (Read with Me initiative). Amlak Labor Camp: Amlak Finance collaborated with Smart Life Foundation and donated essential items to a chosen labor camp.

- ▲ Al Mamzar Center for Elderly: Amlak Finance arranged a luncheon and organized live music performance for the staff and members of the center.
- Al Noor Center: Amlak Finance took part in Al Noor Assistive Techx 2017 and supported the center with various initiatives.

Emaar ALS Campaign: Amlak attended the Emaar Charity Iftar where the funds were donated towards supporting medical research into researching the cure for ALS.

- Somalia Campaign: Amlak Finance raised 53 KG of rice for Somalia with the help of contributions from the staff.
- **Ramadan initiatives:** Amlak provided Iftar for 7 junior staff throughout the month of Ramadan.

- **Happiness Day:** Amlak staff and management celebrated Happiness Day.
- Flag day: Each year, Amlak honors the UAE Flag by raising the flag on the rooftop of the office building with all the staff gathered together.
- Dubai Fitness Challenge: Amlak staff participated in the Dubai Fitness Challenge, wherein they took on the challenge to get active for 30 minutes every day for 30 days and kept track of their progress.

## **AWARDS**



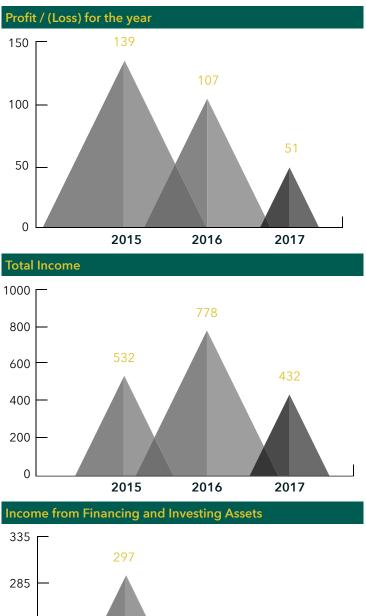
Amlak is proud and honored to have received a number of prestigious awards throughout 2017. These accolades are a validation of the progress the company has made in 2017, and we hope to continue this successful trajectory in 2018.

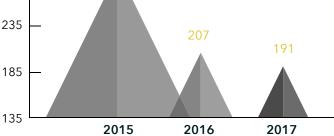
 Best Home Finance Company, UAE 2017 CPI Financial's Islamic Finance & Business Awards
 Best Real Estate Product (Double Your Property), UAE 2017 International Finance Magazine
 Chief Executive Officer of The Year 2017, Dubai 2017 MEA Markets Magazine
 Best Sharia Compliant Property Finance Company, UAE 2017 Global Banking & Finance Review Awards
 Best Islamic Finance CSR Company, UAE 2017 Global Banking & Finance Review Awards
 Best for Sharia Compliant Property Finance, Dubai 2017 UAE Business Awards 2017/MEA Markets Magazine

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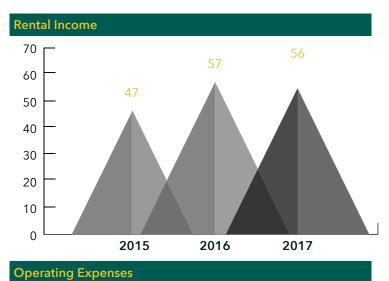
## FINANCIAL TRENDS

## **Group Income Statement**



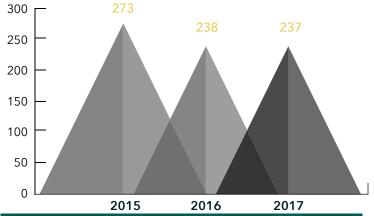


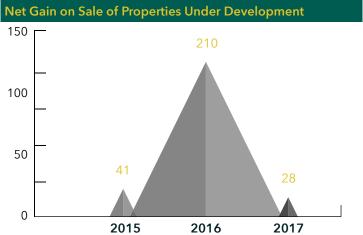




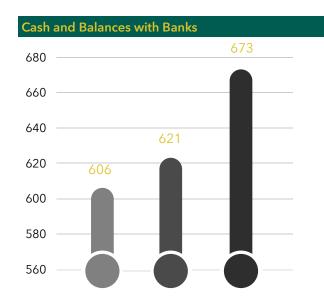








## **Group Balance Sheet**

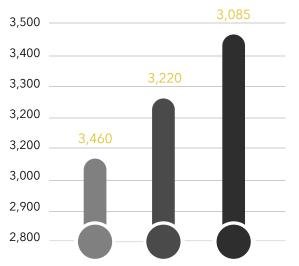


2015

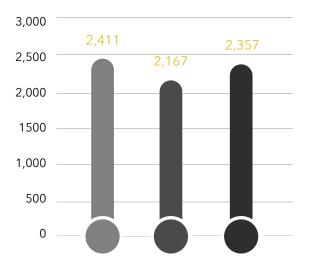
2016

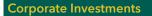
2017

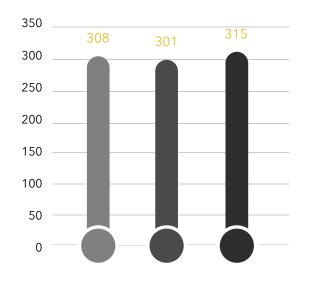
Islamic Financing and Investing Assets



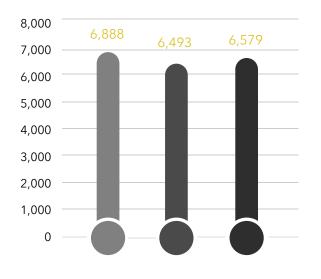
#### **Real Estate Investments**



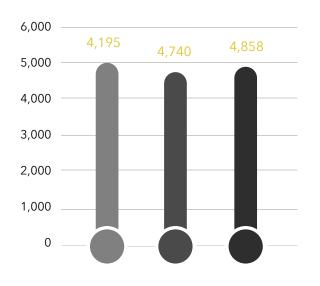




**Total Assets** 

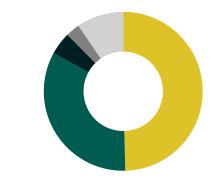


**Investment Deposits and Other Islamic Financing** 



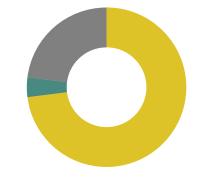


#### Assets Mix - 2017



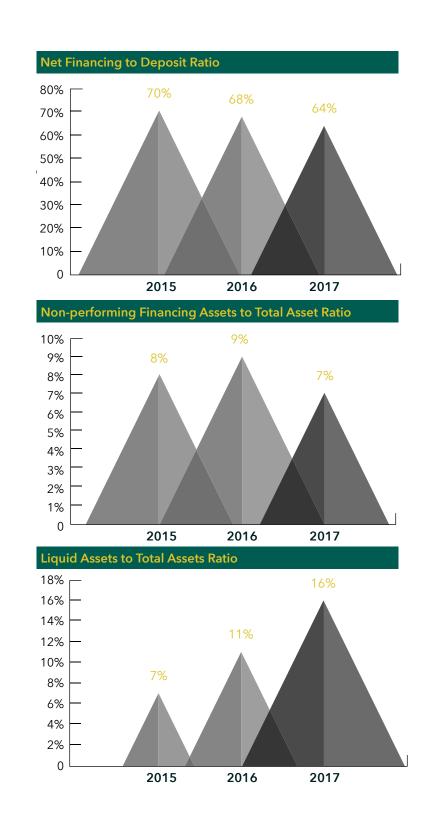
- Islamic financing and investing assets 47%
- Real estate investments 36%
- Corporate investments 5%
- Other assets 3%
- Cash and balances with banks 10%

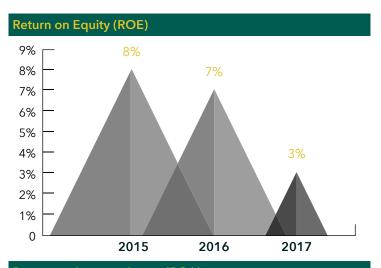
#### Liability and Equity Mix - 2017



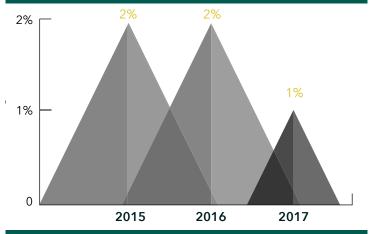
- Investment deposits and other Islamic financing 74%
- Other liabilities (incl non-controlling intrest) 4%
- Equity attributable to equity holders of the parent 22%

## **Financial Ratios**

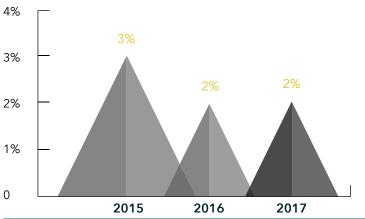


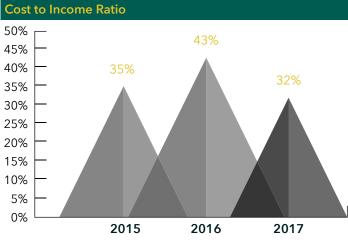


Return on Average Assets (ROA)



Net Profit Margin





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Fatwa and Sharia Supervision Board's Report Presented to the Annual General Meeting of Amlak Finance PJSC. Dubai. U.A.E.

#### For the Financial Year Ended on 31st December 2017

#### 1.Fatwas and decisions:

The Fatwa & Sharia Supervision Board (the "Board") replied to the questions and queries it received from various Departments of Amlak and issued appropriate Fatwas and decisions in relation thereto.

#### 2. Finance structuring and Documentation preparation:

The Board examined and reviewed all the transactions that were referred to it, and approved their finance structures, contracts and documents.

#### 3.Training:

Amlak's Management continued to organize advanced training programs and have conducted frequent training courses throughout the year. The Board recommends intensifying the Sharia training during 2018.

#### 4.Development of products:

The Board, in collaboration with Dar Al-Sharia and Amlak's Departments, worked on improvement of the existing products as well as innovation of new products and structures, keeping pace with the progress in the field of Islamic financial industry **5.Supervision and Sharia Auditing:** 

The Board reviewed the Sharia supervision and audit reports pertaining to Amlak's transactions carried out during the year and gave its guidance thereon.

#### 6.Review of books and records:

The Board reviewed all the relevant books, records and documents of Amlak that it wanted to inspect and obtained the relevant data and information needed to conduct its Sharia audit and supervision role.

#### 7.Review of Financial Statements:

Amlak's Management prepared the annual accounts, financial statements as well as the profits and losses account for 2017. The Board reviewed the accounts and financial statements and the profits and losses account. The Board also reviewed the accounting policies and found that it is according to the approved principles of the Sharia Board. The Board affirms that the accuracy and reliability of data and information used therein is the responsibility of the Management.

#### 8.Zakat on Shares:

A & SHARIA

According to Amlak's Articles of Association, the Board reviewed the calculation of the Zakat payable by the Shareholders, which equals AED 0.0011 per share if the share has been purchased for acquisition and if in case of shares purchased for trading purposes, the Zakat due on such shares is 2.5%\* of its market value on the last day of Zakat Hijri (Lunar) year of the shareholder.

#### 9.The Board's opinion:

The Board, while reiterating that it is the Management's responsibility to ensure compliance with Sharia principles and the Board's Fatwas in all activities carried out by Amlak, confirms that Amlak's activities and transactions carried out throughout the year are generally not in breach of Sharia principles and the Fatwas of the Board in relation to the cases referred to it, and to the extent of the information the Board has obtained, the audit it has performed and the observations it has raised, and the responses Amlak's departments have expressed for compliance with the Board's observations.

Dr. Mohammad Abdul Hakeem Zoeir Chairman, Fatwa & Sharia Supervision Board



## REPORT OF THE DIRECTORS

#### **REPORT OF THE DIRECTORS**

The Directors present their report and consolidated financial statements for the year ended 31 December 2017.

#### **PRINCIPAL ACTIVITIES**

Amlak Finance PJSC is primarily engaged in Islamic financing and investing activities based on structures such as Ijara, Murabaha, Mudaraba, Wakala and Musharaka. These activities are conducted in accordance with Islamic Sharia'a which prohibits usury, and within the provisions of its Articles and Memorandum of Association.

#### RESULTS

The results of the Group for the year ended 31 December 2017 are set out in the attached consolidated financial statements.

#### AUDITORS

Ernst & Young have indicated their willingness to continue as auditors of the Company in 2018 and offer themselves for re-appointment.

Signed on behalf of the Board of Directors

-telefully 2018

Dubai, United Arab Emirates



## INDEPENDENT AUDITOR'S REPORT TO THE SHAREHOLDERS OF AMLAK FINANCE PJSC

#### Report on the audit of the consolidated financial statements

#### Opinion

We have audited the consolidated financial statements of Amlak Finance PJSC (the "Company") and its subsidiaries (collectively referred to as the "Group"), which comprise the consolidated statement of financial position as at 31 December 2017, and the consolidated statement of income, consolidated statement of comprehensive income, consolidated statement of cash flows and consolidated statement of changes in equity for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Group as at 31 December 2017 and its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards ("IFRSs").

#### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing ("ISAs"). Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the consolidated financial statements* section of our report. We are independent of the Group in accordance with the International Ethics Standards Board for Accountants' *Code of Ethics for Professional Accountants* (the "IESBA Code") together with the ethical requirements that are relevant to our audit of the consolidated financial statements in the United Arab Emirates, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Key audit matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters. For each matter below, our description of how our audit addressed the matter is provided in that context.

We have fulfilled the responsibilities described in the *Auditor's responsibilities for the audit of the consolidated financial statements* section of our report, including in relation to these matters. Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the consolidated financial statements. The results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the accompanying consolidated financial statements.

#### (1) Impairment of financing and investing assets

Due to the inherently judgmental nature of the computation of impairment provisions for financing and investing assets, there is a risk that the amount of impairment may be misstated. The impairment of financing and investing assets is estimated by management through the assessment of numerous factors including collection history, value of collateral, status of projects and in consideration of the UAE Central Bank reserve requirements. Due to the significance of financing and investing assets (representing approximately 47% of total assets) and the related estimation uncertainty, this is considered a key audit matter.

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The risks outlined above were addressed by us as follows:

#### For Ijarah customers

- For a sample of customers, we performed a recalculation of the specific provision, reviewed supporting information including validation of the underlying property valuation to the third party valuation reports and considered the aging of the related receivables.
- We reviewed provision trends of the current year with prior years and investigated significant variances.

#### For Forward Ijarah customers

- We reviewed project progress reports for the under construction portfolio provided by management's real estate team and performed site visits on a sample basis to validate the management position on each project's status.
- We reviewed the reasonableness of the provision against on-hold and active projects in the Forward Ijarah portfolio based on the following main criteria established by management based on their experience and market knowledge:
  - Percentage of completion;
  - Developer history; and
  - Project negative equity.

#### (2) Fair valuation of investment properties

The investment properties of the Group represent a significant part of the total assets (approximately 28%) and are recorded at fair value amounting to AED 1,821 million as of 31 December 2017. Management determines the fair values of the investment properties on a quarterly basis and has used an external third party specialist to determine the valuations as at 31 December 2017. The valuation of an investment property at fair value is highly dependent on estimates and assumptions, such as realisable sales value, rental value, occupancy rate, discount rate, maintenance status, financial stability of tenants, market knowledge and historical transactions.

Given the size and complexity of the valuation of investment properties and the importance of the disclosures relating to the assumptions used in the valuation, we assessed this as a key audit matter.

The risks outlined above were addressed by us as follows:

- We reviewed the assumptions and estimates used by management and the external appraiser in the valuation methodology.
- We have considered the objectivity, independence and expertise of the external valuers.
- We have considered the relevance of any ongoing transactions where appropriate.
- We assessed the appropriateness of the disclosures relating to the sensitivity of the assumptions.

#### INDEPENDENT AUDITOR'S REPORT TO THE SHAREHOLDERS OF AMLAK FINANCE PJSC (continued)

#### Report on the audit of the consolidated financial statements (continued)

Key audit matters (continued)

#### (3) Recovery of advances for investment properties

As explained in Note 11 to the consolidated financial statements, the Group has an off plan contract with a developer to acquire commercial property against which handover is delayed by a number of years. The Group has commenced arbitration to facilitate the developer to either perform under the contract or to repay the advances paid. The developer has also commenced a counter arbitration case as explained in note 30 to the consolidated financial statements. Due to the significance of these matters and the difficulty in assessing and quantifying the resulting impact, this is considered to be a key audit matter.

The risks outlined above were addressed by us as follows:

- We reviewed management's assessment of whether a valid legal contract exists between the parties.
- We obtained a confirmation from the Group's external lawyer outlining the facts of the case and interviewed the Group's internal legal counsel.
- We critically assessed the assumptions made and key judgements applied and considered possible alternative outcomes.
- We assessed whether the disclosures in the financial statements adequately reflect the uncertainties associated with this arbitration with regards to recovery of the asset and the potential exposure from the counter arbitration.

#### Other information

Management is responsible for the other information. Other information consists of the information included in the Group's 2017 Annual Report, other than the consolidated financial statements and our auditors' report there on. We obtained the report of the Group's Board of Directors, prior to the date of our auditors' report, and we expect to obtain the remaining sections of the Group's 2017 Annual Report after the date of our auditors' report.

Our opinion on the consolidated financial statements does not cover the other information and we do not and will not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information identified above and in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If, based on the work we have performed on the other information that we obtained prior to the date of this auditor's report, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this respect.

Responsibilities of management and those charged with governance for the consolidated financial statements Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with IFRSs and in compliance with the applicable provisions of the Company's Memorandum and Articles of Association and the UAE Federal Law No. (2) of 2015, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Group'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 Group or to cease operations, or has no realistic alternative but to do so.

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

#### Auditor's responsibilities for the audit of the consolidated financial statements

Our objectives are to obtain reasonable assurance about whether the consolidated 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 ISAs 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 consolidated financial statements.

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As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated 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 Group'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 Group'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 consolidated 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 Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

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.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

## INDEPENDENT AUDITOR'S REPORT TO THE SHAREHOLDERS OF AMLAK FINANCE PJSC (continued)

#### Report on the audit of the consolidated financial statements (continued)

#### Auditor's responsibilities for the audit of the consolidated financial statements (continued)

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

#### Report on other legal and regulatory requirements

Further, as required by the UAE Federal Law No. (2) of 2015, we report that:

i) the Group has maintained proper books of account;

ii)we have obtained all the information we considered necessary for the purposes of our audit;

iii)the consolidated financial statements have been prepared and comply, in all material respects, with the applicable provisions of the Company's Memorandum and Articles of Association and the UAE Federal Law No. (2) of 2015;

iv) the consolidated financial information included in the Directors' report is consistent with the books of account of the Group;

v) investments in shares and stocks during the year ended 31 December 2017, if any, are disclosed in note 10 to the consolidated financial statements;

vi) note 29 reflects material related party transactions and the terms under which they were conducted;

vii) based on the information that has been made available to us, nothing has come to our attention which causes us to believe that the Company has contravened during the financial year ended 31 December 2017 any of the applicable provisions of the UAE Federal Law No. (2) of 2015 or of its Memorandum and Articles of Association which would have a material impact on its activities or its financial position; and

viii) note 32 reflects the social contributions made during the year.

Further, as required by the UAE Union Law No. (10) of 1980, we report that we have obtained all the information and explanations we considered necessary for the purposes of our audit.

For Ernst & Young

Murphy

Signed by: Joseph Alexander Murphy Partner Registration No: 492

19 February 2018

Dubai, United Arab Emirates

## CONSOLIDATED FINANCIAL STATEMENTS

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## CONSOLIDATED STATEMENT OF INCOME For the year ended 31 December 2017

	Notes	2017 AED'000	2016 AED′000
Income from Islamic financing and investing assets	4	184,456	200,493
Fee income		6,635	6,119
Income on deposits		6,487	7,135
Fair value gain on investment properties	12	69,530	18,070
Rental income	12	60,597	56,602
Sale of properties under development	13	52,217	428,826
Other income		26,967	33,042
		406,889	750,287
Reversal of impairment / (impairment) on: Islamic financing and investing assets Other assets		218 196	(66,685) 957
Amortisation of initial fair value gain on investment deposits	17	(110,013)	(110,430)
Operating expenses	5	(125,089)	(171,478)
Cost of sale of properties under development	13	(21,670)	(196,117)
Share of results of an associate	14	25,568	27,905
PROFIT BEFORE DISTRIBUTION TO FINANCIERS / INVESTORS		176,099	234,439
Distribution to financiers / investors	6	(124,764)	(127,392)
PROFIT FOR THE YEAR		51,335	107,047
Attributable to: Equity holders of the parent Non-controlling interests	27	42,550 8,785	107,440 (393)
		51,335	107,047
Profit per share attributable to equity holders of the Parent			
Basic profit per share (AED) Diluted profit per share (AED)	7 7	0.027 0.013	0.071 0.034

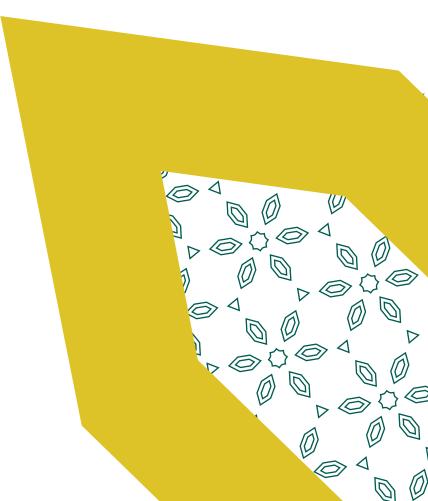
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## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME For the year ended 31 December 2017

	Notes	2017 AED'000	2016 AED′000
Profit for the year		51,335	107,047
Other comprehensive income			
Items that would be reclassified to profit / (loss) in subsequent periods:			
Net loss on available-for-sale investments		(965)	(2,500)
Exchange differences on translation of foreign operations	12	11,096	(196,966)
Other comprehensive income / (loss) for the year		10,131	(199,466)
Total comprehensive income / (loss) for the year		61,466	(92,419)
Attributable to: Equity holders of the parent Non-controlling interests		52,681 8,785	(92,026) (393)
		61,466	(92,419)



## CONSOLIDATED STATEMENT OF FINANCIAL POSITION For the year ended 31 December 2017

	Notes	2017 AED′000	2016 AED'000
ASSETS			
Cash and balances with banks Islamic financing and investing assets Available-for-sale investments	8 9 10 11	673,015 3,084,983 12,387 322,818	620,502 3,219,711 7,688 322,818
Advances for investment properties Investment properties	12	1,821,064	1,623,096
Properties under development Investment in an associate Other assets	13 14 15	212,849 302,567 132,489	220,679 293,540 162,350
Furniture, fixtures and office equipment	16	17,072	22,284
TOTAL ASSETS		6,579,244	6,492,668
LIABILITIES AND EQUITY			
Liabilities			
Investment deposits and other Islamic financing Term Islamic financing	17 18	4,792,037 66,136	4,682,024 57,704
Employees' end of service benefits	19	6,551	6,157
Other liabilities	20	143,612	135,091
Total liabilities		5,008,336	4,880,976
Equity			
Equity attributable to equity holders of the parent Share capital	21	1,500,000	1,500,000
Treasury shares	21	(93,048)	(93,048)
Statutory reserve	23	122,650	117,690
General reserve	24	122,650	117,690
Special reserve	25	99,265	99,265
Mudaraba Instrument	26	215,472	231,128
Mudaraba Instrument reserve	26	810,088	868,947
Cumulative changes in fair value		698	1,663
Foreign currency translation reserve		(323,595)	(334,691)
Accumulated losses		(1,011,193)	(1,016,088)
		1,442,987	1,492,556
Non-controlling interests	27	127,921	119,136
Total equity		1,570,908	1,611,692
TOTAL LIABILITIES AND EQUITY		6,579,244	6,492,668

Approved by the Board of Directors on 13th Jubluary 2018 and signed on its behalf by:

Managing Director & Chief Executive Officer

Chairman

Director



## CONSOLIDATED STATEMENT OF CASH FLOWS For the year ended 31 December 2017

	Notes	2017 AED'000	2016 AED'000
OPERATING ACTIVITIES Profit for the year		51,335	107,047
Adjustments for:		-	
Depreciation	16	6,317	5,396
Share of results of an associate	14	(25,568)	(27,905)
Reversal of impairment of other assets		(196)	(957)
(Reversal of impairment) / Impairment		(210)	44 40E
on Islamic financing and investing assets Fair value gain on investment properties	12	(218) (69,530)	66,685 (18,070)
Amortisation of fair value adjustment on investment deposits	17	110,013	110,430
Distribution to financiers / investors		124,764	127,392
Income on deposits		(6,487)	(7,135)
Loss on sale of investment properties		157	-
Gain realised on exchange / sale of available-for-sale investments		(5,636)	(2,100)
Provision for employees' end of service benefits	19	1,091	1,287
Operating profit before changes in operating assets and liabilities:		186,042	362,070
Islamic financing and investing assets		261,820	522,828
Other assets		30,057	(72,420)
Other liabilities		8,521	(100,608)
Cash from an article		494 440	711.070
Cash from operations Employees' end of service benefits paid	19	486,440 (697)	711,870 (1,422)
Linployees end of service benefits paid	17	(077)	(1,422)
Net cash generated from operating activities		485,743	710,448
INVESTING ACTIVITIES			
Dividend from an associate	14	16,541	16,461
Proceeds from sale of available-for-sale investments		-	17,400
Purchase of available-for-sale investments		-	(570)
Sale of investment properties	0	13,904	-
Movement in restricted cash flow Increase in investment properties	8	41,848 (59,761)	(178,973)
Decrease in properties under development		7,830	(15,239) 165,739
Proceeds from Wakala deposits		2,000,000	400,000
Placement of Wakala deposits		(2,200,000)	(800,000)
Purchase of furniture, fixtures and office equipment	16	(1,105)	(13,512)
Income on deposits		6,487	7,135
Net cash used in investing activities		(174,256)	(401,559)
FINANCING ACTIVITIES			
Payment of term Islamic financing		(7,495)	(2,426)
Investment deposits and other Islamic financing, net		(121,325)	(398,013)
Payment to non-controlling interests	0.4	-	(25,042)
Repayment of Mudaraba instrument	26	(100,000)	- (1 E20)
Directors' fees paid Proceed from Term Financing		(2,250) 11,136	(1,530) 6,674
rioceeu nom renn rinancing			
Net cash used in financing activities		(219,934)	(420,337)
INCREASE / (DECREASE) IN CASH AND CASH EQUIVALENTS		91,553	(111,448)
Foreign currency translation reserve		2,808	(53,463)
Cash and cash equivalents at the beginning of the year		338,201	503,112
CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR	8	432,562	338,201

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY For the year ended 31 December 2017

Attributable to the equity holders of the parent

	Share capital AED'000	Treasury shares AED'000	Statutory reserve AED'000	General reserve AED'000	Special reserve AED'000	Mudaraba Instrument AED'000	Foreign Mudaraba Instrument reserve AED'000
At 1 January 2017	1,500,000	(93,048)	117,690	117,690	99,265	231,128	868,947
Profit for the year	-	-	-	-	-	-	-
Other comprehensive income for the year	-	-	-	-	-	-	-
Total comprehensive income for the year							
Transfer to statutory Reserve (note 23)			4,960				
Transfer to general reserve (note 24)	-	-	-	4,960	-	-	-
Partial payment of Mudaraba Instrument (note 26)	-	-	-	-	_	(15,656)	(58,859)
Directors' fee paid (note 30)	-	-	-	-	-	-	-
At 31 December 2017	1,500,000	(93,048)	122,650	122,650	99,265	215,472	810,088
At 1 January 2016	1,500,000	(93,048)	117,690	117,690	99,265	231,128	868,947
Profit for the year	-	-	-	-	-	-	-
Other comprehensive loss for the year	-	-	-	-	-	-	-
Total comprehensive loss for the year							
Funds paid to project owner	-	-	-	-	-	-	-
Zakat	-	-	-	-	-	-	-
Directors' fee paid (note 30)	-	-	-	-	-	-	-
At 31 December 2016	1,500,000	(93,048)	117,690	117,690	99,265	231,128	868,947

\* Funds paid to project owner represents capital redemption to non -controlling interests in the Sky Gardens project.
 \*\* This relates to foreign exchange differences on translation of the Group's subsidiaries in Egypt including AED 10 million foreign exchange gain (2016: AED 163 million foreign exchange loss) on investment properties (note 12).

Cumulative changes in	currency translation	Accumulated		Non- controlling	Total
fair value AED'000	reserve AED'000	losses AED'000	Total AED′000	interests AED'000	equity AED′000
1,663	(334,691)	(1,016,088)	1,492,556	119,136	1,611,692
-	-	42,550	42,550	8,785	51,335
(965)	11,096**		10,131		10,131
(965)	11,096	42,550	52,681	8,785	61,466
-	-	(4,960)	-	-	-
-	-	(4,960)	-	-	-
-	-	(25,485)	(100,000)	-	(100,000)
-	-	(2,250)	(2,250)	-	(2,250)
698	(323,595)	(1,011,193)	1,442,987	127,921	1,570,908
4,163	(137,725)	(1,121,371)	1,586,739	144,571	1,731,310
-	-	107,440	107,440	(393)	107,047
(2,500)	(196,966)**		(199,466)		(199,466)
(2,500)	(196,966)	107,440	(92,026)	(393)	(92,419)
-	-	-	-	(25,042)*	(25,042)
-	-	(627)	(627)	-	(627)
		(1,530)	(1,530)		(1,530)
1,663	(334,691)	(1,016,088)	1,492,556	119,136	1,611,692

The attached notes 1 to 33 form part of these consolidated financial statements.

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## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2017

#### **1-ACTIVITIES**

Amlak Finance PJSC (the 'Company') was incorporated in Dubai, United Arab Emirates, on 11 November 2000 as a private shareholding company in accordance with UAE Federal Law No (8) of 1984, as amended. At the constituent shareholders meeting held on 9 March 2004, a resolution was passed to convert the Company to a Public Joint Stock Company. The Federal Law No. 2 of 2015, concerning Commercial Companies has come into effect from 28 June 2016, replacing the existing Federal Law No. 8 of 1984.

The Company is licensed by the UAE Central Bank as a finance company and is primarily engaged in financing and investing activities based on structures such as Ijara, Murabaha, Mudaraba, Wakala and Musharaka. The activities of the Company are conducted in accordance with Islamic Sharia'a, which prohibits usury, and within the provisions of its Articles and Memorandum of Association.

The registered address of the Company is P.O. Box 2441, Dubai, United Arab Emirates.

#### 2- ACCOUNTING POLICIES

#### 2.1- BASIS OF PREPARATION

The consolidated financial statements have been prepared on a going concern basis.

The consolidated financial statements are prepared under the historical cost convention modified to include the measurement at fair value of available for sale investments, investment properties and advance for investment properties.

The consolidated financial statements have been presented in UAE Dirhams (AED) and all values are rounded to the nearest thousand (AED'000) except when otherwise indicated.

#### Statement of compliance

The consolidated financial statements of the Group have been prepared in accordance with International Financial Reporting Standards (IFRS), the Shariah rules and principles as determined by the Fatwa and Sharia'a Supervisory Board of the Company and applicable requirements of United Arab Emirates laws.

#### **Basis of consolidation**

The consolidated financial statements comprise the financial statements of Amlak Finance PJSC and its subsidiaries (the Group) as at 31 December 2017.

Control is achieved when the Group is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. Specifically, the Group controls an investee if and only if the Group has:

• Power over the investee (i.e. existing rights that give it the current ability to direct the relevant activities of the investee)

- Exposure, or rights, to variable returns from its involvement with the investee, and
- The ability to use its power over the investee to affect its returns

The subsidiaries are fully consolidated from the date of acquisition, being the date on which the Group obtains control, and continue to be consolidated until the date that such control ceases. The financial statements of the subsidiaries are prepared for the same reporting period as the parent company, using consistent accounting policies. When necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with the Group's accounting policies. All intra-group balances, income and expenses, unrealised gains and losses and dividends resulting from intra-group transactions are eliminated in full.

A change in the ownership interest of a subsidiary, without a change of control, is accounted for as an equity transaction.

Profit or loss and each component of other comprehensive income (OCI) are attributed to the equity holders of the parent of the Group and to the non-controlling interests, even if this results in the non-controlling interests having a deficit balance.

If the Group loses control over a subsidiary, it:

- Derecognises the assets (including goodwill) and liabilities of the subsidiary
- Derecognises the carrying amount of any non-controlling interest
- Derecognises the cumulative translation differences, recorded in equity
- Recognises the fair value of the consideration received
- Recognises the fair value of any investment retained
- Recognises any surplus or deficit in profit or loss
- Reclassifies the parent's share of components previously recognised in other comprehensive income to profit or loss.

The principal activities of the subsidiaries are the same as those of the parent company. The extent of the Group's shareholding in the subsidiaries is as follows:

Company	Basis for Consolidation	Country of incorporation	Perce shareh 2017	ntage olding 2016
Amlak Finance Egypt				
Company (S.A.E.)	Subsidiary	Egypt	100%	100%
EFS Financial Services LLC	Subsidiary	UAE	57.5%	57.5%
Amlak Sky Gardens LLC (note 27.1)	Subsidiary	UAE	100%	100%
Amlak Holding Limited	Subsidiary	UAE	100%	100%
Warqa Heights LLC	Subsidiary	UAE	100%	100%
Amlak Capital LLC	Subsidiary	UAE	100%	100%
Amlak Property Investment LLC	Subsidiary	UAE	100%	100%
Amlak Limited	Subsidiary	UAE	100%	100%
Amlak Nasr City Real Estate Investment LLC	Subsidiary	Egypt	100%	100%

#### 2.2- CHANGES IN ACCOUNTING POLICY AND DISCLOSURES

#### Issued and effective for accounting periods beginning on 1 January 2017

Following are the amendments to IFRSs which have been applied by the Group in these consolidated financial statements. The adoption of these amendments has no significant impact on the financial performance or position of the Group. Amendments that are relevant to the Group's financial statements are set out below:

#### IAS 7 - Statement of cash flows

The amendments issued are as follows:

- (a) introduce additional disclosure requirements intended to address investors' concerns as currently they are not able to understand the management of an entity's financing activities;
- (b) require disclosure of information enabling users to evaluate changes in liabilities arising from financing activities, including both changes arising from cash flows and non-cash changes;
- (c) do not prescribe a specific format for disclosures but indicates that we can fulfil the requirement by providing a reconciliation between opening and closing balances for liabilities arising from financing activities; and
- (d) are also applicable to financial assets that hedge liabilities arising from financing activities.

#### Issued but not yet effective for accounting periods beginning on or after 1 January 2017

The standards and interpretations that are issued, but not yet effective, up to the date of issuance of the Group's financial statements are disclosed below to the extent that they are relevant to the Group's financial statements. The Group intends to adopt these standards, if applicable, when they become effective except for IFRS 15 "Revenue from Contracts with Customers", which the Group has early adopted in 2015.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

#### 2- ACCOUNTING POLICIES (continued) 2.2- CHANGES IN ACCOUNTING POLICY AND DISCLOSURES (continued)

#### **IFRS 9 - Financial instruments**

In July 2014, the IASB issued IFRS 9 Financial Instruments ("IFRS 9"), which replaces IAS 39 "Financial Instruments: Recognition and Measurement". IFRS 9 addresses all aspects of financial instruments including classification and measurement, impairment and hedge accounting.

#### (a) Classification and measurement

The standard requires the Group to consider two criteria when determining the measurement basis for debt instruments (e.g. loans, debt securities) held as financial assets:

i) its business model for managing those financial assets; and

ii) cash flow characteristics of the assets. Based on these criteria, debt instruments are measured at amortized cost, fair value through OCI, or fair value through profit or loss.

Equity instruments are measured at fair value through profit or loss. However, the Group may, at initial recognition of a non-trading equity instrument, irrevocably elect to designate the instrument as fair value through OCI, with no subsequent recycling to profit and loss, while recognizing dividend income in profit and loss.

In addition, the Group may, at initial recognition, irrevocably elect to designate a financial asset as fair value through profit or loss, if doing so eliminates or significantly reduces an accounting mismatch which would otherwise arise. This designation is also available to existing financial assets.

For financial liabilities, there were no changes to classification and measurement except for the recognition of changes in own credit risk in other comprehensive income, for liabilities designated at fair value, through profit or loss.

#### (b) Impairment

The standard introduces a new single model for the measurement of impairment losses on all financial assets including loans and debt securities measured at amortized cost or at fair value through OCI. The IFRS 9 expected credit loss (ECL) model replaces the current "incurred loss" model of IAS 39.

The ECL model contains a three stage approach which is based on the change in credit quality of financial assets since initial recognition. The ECL model is forward looking and requires the use of reasonable and supportable forecasts of future economic conditions in the determination of significant increases in credit risk and measurement of ECL.

#### Stage 1

12-month ECL applies to all financial assets that have not experienced a significant increase in credit risk (SICR) since origination and are not credit impaired. The ECL will be computed using a factor that represents the Probability of Default (PD) occurring over the next 12 months.

#### Stage 2

Under Stage 2, where there has been a significant increase in credit risk since initial recognition but the financial instruments are not considered credit impaired, an amount equal to the default probability weighted lifetime ECL will be recorded. Provisions are expected to be higher in this stage because of an increase in risk and the impact of a longer time horizon being considered compared to 12 months in Stage 1.

#### Stage 3

Under Stage 3, where there is objective evidence of impairment at the reporting date, these financial instruments will be classified as credit impaired and an amount equal to the lifetime ECL will be recorded for the financial assets.

#### **Key Considerations**

Some of the key concepts in IFRS 9 that have the most significant impact and require a high level of judgment, as considered by the Group while determining the impact assessment, are:

#### Assessment of Significant Increase in Credit Risk

The assessment of a significant increase in credit risk is done on a relative basis. To assess whether the credit risk on a financial asset has increased significantly since origination, the Group compares the risk of default occurring over the expected life of the financial asset at the reporting date to the corresponding risk of default at origination, using key risk indicators that are used in the Group's existing risk management processes.

Our assessment of significant increases in credit risk will be performed at least quarterly for each individual exposure based on three factors. If any of the following factors indicates that a significant increase in credit risk has occurred, the instrument will be moved from Stage 1 to Stage 2:

(1) We have established thresholds for significant increases in credit risk based on movement in PDs relative to initial recognition.

(2) Additional qualitative reviews will be performed to assess the staging results and make adjustments, as necessary, to better reflect the positions which have significantly increased in risk.

(3) IFRS 9 contains a rebuttable presumption that instruments which are 30 days past due have experienced a significant increase in credit risk. Movements between Stage 2 and Stage 3 are based on whether financial assets are credit impaired as at the reporting date. The determination of credit-impairment under IFRS 9 will be similar to the individual assessment of financial assets for objective evidence of impairment under IAS 39.

#### Macroeconomic Factors, Forward Looking Information (FLI) and Multiple Scenarios

The measurement of expected credit losses for each stage and the assessment of significant increases in credit risk must consider information about past events and current conditions as well as reasonable and supportable forecasts of future events and economic conditions. The estimation and application of forward-looking information will require significant judgment.

PD, Loss Given Default (LGD) and Exposure At Default (EAD) inputs used to estimate Stage 1 and Stage 2 credit loss allowances are modelled based on the macroeconomic variables (or changes in macroeconomic variables) that are most closely correlated with credit losses in the relevant portfolio. Each macroeconomic scenario used in our expected credit loss calculation will have forecasts of the relevant macroeconomic variables.

Our estimation of expected credit losses in Stage1 and Stage 2 will be a discounted probability weighted estimate that considers a minimum of three future macroeconomic scenarios.

Our base case scenario will be based on macroeconomic forecasts published by our internal economics group. Upside and downside scenarios will be set relative to our base case scenario based on reasonably possible alternative macroeconomic conditions. Scenario design, including the identification of additional downside scenarios will occur on at least an annual basis and more frequently if conditions warrant.

Scenarios will be probability-weighted according to our best estimate of their relative likelihood based on historical frequency and current trends and conditions. Probability weights will be updated on a quarterly basis. All scenarios considered will be applied to all portfolios subject to expected credit losses with the same probabilities.

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## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

2- ACCOUNTING POLICIES (continued)
2.2- CHANGES IN ACCOUNTING POLICY AND DISCLOSURES (continued)
Issued but not yet effective for accounting periods beginning on or after 1 January 2017 (continued)
IFRS 9 - Financial instruments (continued)
(b) Impairment (continued)
Key Considerations (continued)

#### Definition of default

The definition of default used in the measurement of expected credit losses and the assessment to determine movement between stages will be consistent with the definition of default used for internal credit risk management purposes. IFRS 9 does not define default, but contains a rebuttable presumption that default has occurred when an exposure is greater than 90 days past due.

#### Expected Life

When measuring ECL, the Group must consider the maximum contractual period over which the Bank is exposed to credit risk. All contractual terms should be considered when determining the expected life, including prepayment options and extension and rollover options. For certain revolving credit facilities that do not have a fixed maturity, the expected life is estimated based on the period over which the Group is exposed to credit risk and where the credit losses would not be mitigated by management actions.

#### Governance

In addition to the existing risk management framework, we have established an internal Committee to provide oversight to the IFRS 9 impairment process. The Committee is comprised of senior representatives from the Company and will be responsible for reviewing and approving key inputs and assumptions used in our expected credit loss estimates. It also assesses the appropriateness of the overall allowance results to be included in our financial statements.

#### (c) Transition impact

In line with the IFRS 9 transition provisions, the Group has elected to record an adjustment to its opening 1 January 2018 retained earnings to reflect the application of the new requirements of Impairment, Classification and Measurement at the adoption date without restating comparative information.

For classification and measurement, the combined application of the contractual cash flow characteristics and business model tests as at 1 January 2018 is expected to result in certain differences in the classification of financial assets when compared to our classification under IAS 39.

Based on the assessment performed by the Group, these differences will not have a material impact on the classification of the Group's financial assets nor their carrying value.

With regards to the impairment requirements of IFRS 9, the Group has determined that the transition will impact shareholders' equity by an insignificant amount on those financial assets which were not considered under the incurred loss model in IAS 39.

The combined impact of the IFRS 9 transitional adjustments on Equity is expected to be less than that generated by the Group's quarterly profit and is not considered significant by the management.

The Group continues to refine the impairment models and related processes leading up to 31 March 2018 reporting.

#### (d) Financial instruments: disclosures (IFRS 7)

The Group will be amending the disclosures for 2018 to include more extensive qualitative and quantitative disclosure relating to IFRS 9 such as new classification categories, three stage impairment model, new hedge accounting requirements and transition provisions.

#### IFRS 16 - Leases

IFRS 16 Leases requires lessees to recognise assets and liabilities for most leases. For lessors, there is little change to the existing accounting in IAS 17 Leases. The new standard will be effective for annual periods beginning on or after 1 January 2019.

#### Transfers of investment property - amendments to IAS 40

The amendments clarify when an entity should transfer property, including property under construction or development into, or out of investment property. The amendments state that a change in use occurs when the property meets, or ceases to meet, the definition of investment property and there is evidence of the change in use. A mere change in management's intentions for the use of a property does not provide evidence of a change in use. The amendments are effective for annual periods beginning on or after 1 January 2018.

#### 2.3- SIGNIFICANT MANAGEMENT ESTIMATES AND JUDGMENTS

#### Use of estimates

The preparation of the financial statements requires management to use its judgment and make estimates and assumptions that may affect the reported amount of financial assets and liabilities, revenues, expenses, disclosure of contingent liabilities and the resultant provisions and fair value for the year. Such estimates are necessarily based on assumptions about several factors and actual results may differ from reported amounts as described below:

#### Impairment losses on financing and investing assets

The Group reviews its financing and investing assets on a regular basis to assess whether a provision for impairment should be recorded in the statement of income. In particular, judgment by management is required in the estimation of the amount and timing of future cash flows when determining the level of provisions required. Such estimates are necessarily based on assumptions about the probability of default and probable losses in the event of default, the value of the underlying security, and realisation costs.

#### Collective impairment provisions on financing and investing assets

In addition to specific provisions against individually significant financing and investing assets, the Group also makes a collective impairment provision against such assets. The collective impairment is established with reference to expected loss rates associated with different finance portfolios at different risk levels and the estimated time period for losses that are present but yet to be specifically identified, adjusting for the Group's view of the current and ongoing economic and portfolio trends. The parameters that affect the collective provisioning calculation are updated regularly, based on the Group's experience and that of the market in general. Expected loss rates for the portfolios are based on the risk rating of each amount and on the probability of default factors associated with each risk rating.

#### Valuation of unquoted equity investments

Valuation of unquoted equity investments is normally based on one of the following:

- recent arm's length market transactions;
- current fair value of another instrument that is substantially the same;
- the expected cash flows discounted at current rates applicable for items with similar terms and risk characteristics; or
- other valuation models.

The determination of the cash flows and discount factors for unquoted equity investments requires significant estimation. The Group calibrates the valuation techniques periodically and tests them for validity using either prices from observable current market transactions in the same instrument or from other available observable market data.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

#### 2- ACCOUNTING POLICIES (continued) 2.3- SIGNIFICANT MANAGEMENT ESTIMATES AND JUDGMENTS (continued)

#### Use of estimates (continued)

#### Impairment of associate

When indications exist that the carrying amount of the investment in associates would not be recoverable, an impairment is recognised. The recoverable amount is the higher of value in use and fair value less cost to sell. The fair value less cost to sell is based on the Group's best estimate of the price the Group would achieve in a sale transaction of the investment.

#### Provisions, contingent liabilities and commitments

Provision are recognised when the Group has a present constructive or legal 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 obligations and a reliable estimate of the amount of the obligation can be made.

Provisions are measured at the present value of management's best estimate of the expenditure required to settle the present obligation at the reporting date. The discount rate used to determine the present value reflects the market assessments of the time value of money and the increases specific to the liability.

#### Revaluation of investment properties and advances for investment properties

The Group carries its investment properties and advances for investment properties at fair value, with changes in fair value being recognised in the statement of profit or loss. The Group engaged independent valuation specialists to assess fair value during the year. These are valued by reference to market-based evidence, using comparable prices adjusted for specific market factors such as nature, location and condition of the property.

#### Allocation of transaction price to performance obligations in contracts with customers

The Group has elected to apply the input method in allocating the transaction price between respective performance obligations in a contract. In applying the input method the Group uses the fair values of the respective obligations to apportion the transaction value.

The Group has elected to apply the input method in allocating the transaction price to performance obligations where revenue is recognised over time. The Group considers that the use of the input method which requires revenue recognition on the basis of the Group's efforts to the satisfaction of the performance obligation provides the best reference of revenue actually earned. In applying the input method the Group estimates the cost to complete the projects in order to determine the amount of revenue to be recognised. These estimates include the cost of providing infrastructure, potential claims by contractors as evaluated by the project consultant and the cost of meeting other contractual obligations to the customers.

#### Judgements

#### Classification of investments

Management decides on acquisition of an investment whether it should be classified as held to maturity, held for trading, carried at fair value through profit or loss, or available for sale. For those investments deemed to be held to maturity, management ensures that the requirements of IAS 39 are met and in particular that the Group has the intention and ability to hold these to maturity. The Group classifies investments as trading if they are acquired primarily for the purpose of making a short term profit by the dealers. When they are not classified as held for trading but have readily available reliable fair values and the changes in fair values are reported as part of profit or loss in the management accounts, they are classified as fair value through profit or loss. All other investments are classified as available for sale.

#### Impairment of available-for-sale equity investments

The Group treats available for sale equity investments as impaired when there has been a significant or prolonged decline in the fair value below its cost or where other objective evidence of impairment exists giving due consideration to other factors, including normal volatility in share prices for quoted equities and the future cash flows and the discount factors for unquoted equities.

#### Impairment of non-financial assets

The Group reviews its non-financial assets to assess impairment, if there is an indication of impairment. In determining whether impairment losses should be reported in the statement of income, the Group makes judgments as to whether there is any observable data indicating that there is a reduction in the carrying value of non-financial assets.

#### Satisfaction of performance obligations

The Group is required to assess each of its contracts with customers to determine whether performance obligations are satisfied over time or at a point in time in order to determine the appropriate method of recognising revenue. The Group has assessed that based on the sale and purchase agreements entered into with customers and the provisions of relevant laws and regulations, where contracts are entered into to provide real estate assets to customers, the Group does not create an asset with an alternative use to the Group and usually has an enforceable right to payment for performance completed to date. In these circumstances the Group recognises revenue over time. Where this is not the case revenue is recognised at a point in time.

#### Determination of transaction prices

The Group is required to determine the transaction price in respect of each of its contracts with customers. In making such judgments the Group assesses the impact of any variable consideration in the contract, due to discounts or penalties, the existence of any significant financing component in the contract and any non-cash consideration in the contract.

In determining the impact of variable consideration the Group uses the "most-likely amount" method in IFRS 15 whereby the transaction price is determined by reference to the single most likely amount in a range of possible consideration amounts.

#### Transfer of control in contracts with customers

In cases where the Group determines that performance obligations are satisfied at a point in time, revenue is recognised when control over the asset that is the subject of the contract is transferred to the customer. In the case of contracts to sell real estate assets this is generally when control of the unit has been handed over to the customer.

#### 2.4- DEFINITIONS

The following terms are used in the consolidated financial statements with the meaning specified:

#### lstisna'a

Istisna'a is a sale contract between two parties whereby one party (seller) undertakes to construct, for the other party (buyer), an asset or property according to certain pre-agreed specifications in consideration of a pre-determined price to be delivered during a pre-agreed period of time. The work undertaken is not restricted to be accomplished by the Seller alone, whole or part of the construction can be undertaken by third parties under the seller's control and responsibility. Under an Istisna'a contract the Group may act as the seller or the buyer, as the case may be.



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## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

## 2- ACCOUNTING POLICIES (continued)

2.4- DEFINITIONS (continued)

#### ljarah (Ijarah Muntahia Bittamleek)

A lease agreement whereby one party (lessor) leases an asset to the other party (lessee), after purchasing/ acquiring the asset according to the other party's request against certain rental payments for specified lease term/periods. The duration of the lease, as well as the basis for rental payments, are set and agreed in advance. The lessor retains ownership of the asset throughout the lease term. Ijarah ends by transfer of ownership in the asset to the lessee. Under an Ijarah contract the Group may act as a lessor or a lessee as the case may be.

#### Forward Ijarah (Ijara Mausoofa Fiz Zimma)

Forward Ijarah is an arrangement whereby the parties' (i.e. lessor and lessee) agree that the lessor shall on a specified future date provide certain described property on lease to the lessee upon its completion and delivery by the developer, from whom the lessor has purchased the property. The lease rental under Forward Ijara commences only upon the lessee having received possession of the property from the Group. Forward Ijarah ends by transfer of ownership in the asset to the lessee. Under a Forward Ijara Group may act as a lessor or a lessee, as the case may be.

#### Sharikatul Milk

Sharikatul Milk is a financing structure wherein a joint ownership of two or more entities / persons is created in a particular asset or property without common intention to engage in business with respect to such asset or property. The parties share income / revenues from such joint ownership when the Asset or Property is either leased or sold.

#### Murabaha

Murabaha is an agreement whereby one party sells (seller) an asset to the other party (purchaser) after purchasing the assets which the seller has purchased based on a promise received from the purchaser to buy the asset purchased according to specific terms and conditions. The selling price comprises the cost of the asset and an agreed profit. Under the Murabaha contract the Group may act either as a seller or a purchaser, as the case may be.

#### Mudaraba

An agreement between two parties whereby one party as a fund provider (Rab Al Mal) would provide funds (Mudaraba Capital), to the other party (Mudarib). Mudarib would then invest the Mudaraba Capital in a specific enterprise or activity against an agreed share in the profit. Mudaraba is an investment contract, however the Mudarib would bear the loss in case of default, negligence or violation of any of the terms and conditions of the Mudaraba by the Mudarib. Under the Mudaraba contract the Group may act either as Mudarib or as Rab Al Mal, as the case may be.

#### Sharia'a

Sharia'a is the body of Islamic law and is essentially derived from the Quran and the Sunna'h. The Group, being an Islamic Financial Institution, incorporates the Principles of Sharia'a in its activities, as interpreted by its Fatwa and Sharia'a Supervisory Board.

#### Wakala Investments

An agency agreement whereby the principal (Muwakkil) provides a certain sum of money (Wakala Capital) to an agent (Wakeel) to invest it in a Sharia'a compliant manner and in accordance with the feasibility study/investment plan submitted to the Muwakkil by the Wakeel. Wakeel for the services is entitled to a fixed fee (Wakala fee) and if the Wakeel achieves a return over and above the amount of expected profit (as stated in the feasibility study/ investment plan) Muwakkil may grant such excess to the Wakeel as an incentive for its excellent performance.

However, the Wakeel is obliged to return the invested amount in case of its default, negligence or violation of any of the terms and conditions of the Wakala. The Group may either receive the funds from the investors as their investment agent (Wakeel) or provide the funds for management/investment as Muwakkil.

#### Mudaraba Instrument

An instrument issued in favour of a facility agent, acting for and on behalf of the financiers (as Agent) in respect of their share in the mortgage portfolio pursuant to which the Agent transferred rights, interests, benefits and entitlements in the mortgage portfolio to Amlak Shaheen Limited (as Issuer). The Company and the Issuer (as Rab Al Maal) entered into Mudaraba whereby the mortgage portfolio as Mudaraba Capital will be invested by the Company. Any redemption of the Mudaraba Instrument will be through the Group making a payment under a Mudaraba contract to the Issuer.

#### **3- SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The significant accounting policies adopted in the preparation of the consolidated financial statements are set out below:

#### **Revenue recognition**

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Group and the revenue can be reliably measured, regardless of when the payment is being made. Revenue is measured at the fair value of the consideration received or receivable, taking into account contractually defined terms of payment. The Group has concluded that it is the principal in all of its revenue arrangements since it is the primary obligor in all the revenue arrangements has pricing latitude and is also exposed to credit risks. Revenue is recognised in the income statement as follows:

#### ljarah

Ijarah income is recognised on a time-proportion basis over the lease term.

#### Sharikatul Milk

Sharikatul Milk income is recognised on a time-proportion basis over the lease term or on transferring to the buyer the significant risks and rewards of ownership of the property.

#### Murabaha

Murabaha deferred profit is accounted for on a time-proportion basis over the period of the contract based on the net Murabaha amounts outstanding.

#### Mudaraba

Income or losses on Mudaraba financing are accounted for on a time-proportion basis if they can be reliably estimated. Otherwise, income is recognised on distribution by the Mudarib, whereas losses are charged to income on their declaration by the Mudarib.

#### Musharaka

Income is accounted for on the basis of the net invested Musharaka capital on a time- apportioned basis that reflects the effective yield on the asset.

#### Processing fees

Processing fees estimated to cover processing costs are recognised when related facilities are approved.

#### Revenue from contracts with customers

The Group recognises revenue from contracts with customers based on a five step model as set out in IFRS 15:

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## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

#### 3- SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued) Revenue recognition (continued)

- Step 1. Identify the contract(s) with a 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 in the contract: 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 Group 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 to the performance obligations in the contract: For a contract that has more than one performance obligation, the Group will allocate the transaction price to each performance obligation in an amount that depicts the amount of consideration to which the Group expects to be entitled in exchange for satisfying each performance obligation.

Step 5. Recognise revenue when (or as) the entity satisfies a performance obligation.

The Group satisfies a performance obligation and recognises revenue over time, if one of the following criteria is met:

1. The customer simultaneously receives and consumes the benefits provided by the Group's performance as the Group perfoms; or

2. The Group's performance creates or enhances an asset that the customer controls as the asset is created or enhanced; or

3. The Group's performance does not create an asset with an alternative use to the Group and the entity has an enforceable right to payment for performance completed to date.

#### Islamic financing and investing assets

For performance obligations where one of the above conditions are not met, revenue is recognised at the point in time at which the performance obligation is satisfied.

When the Group satisfies a performance obligation by delivering the promised goods or services it creates a contract asset based on the amount of consideration earned by the performance. Where the amount of consideration received from a customer exceeds the amount of revenue recognised this gives rise to a contract liability.

Revenue is measured at the fair value of the consideration received or receivable, taking into account contractually defined terms of payment and excluding taxes and duty. The Group assesses its revenue arrangements against specific criteria to determine if it is acting as principal or agent. The Group has concluded that it is acting as a principal in all of its revenue arrangements.

Revenue is recognised in the consolidated income statement to the extent that it is probable that the economic benefits will flow to the Group and the revenue and costs, if applicable, can be measured reliably.

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#### Rental income

Rental income on investment properties is recognised in the profit and loss component of the statement of comprehensive income on a straight line basis over the term of the lease where the lease is an operating lease. Lease incentives granted are recognised as an integral part of the total rental income, over the term of the lease on a straight line basis.

#### Dividend

Dividend revenue is recognised when the right to receive the dividend is established.

#### Income on deposits

Income on deposits is accounted for on a time-apportioned basis based on the estimates of management and past history of income on similar deposits.

#### Allocation of profit

Allocation of profit between the financiers and the shareholders is calculated according to the Group's standard procedures and is approved by the Group's Fatwa and Sharia'a Supervisory Board.

#### Cash and cash equivalents

Cash and cash equivalents comprise cash on hand, bank balances and short-term deposits with an original maturity of three months or less, net of outstanding bank dues, if any.

#### Islamic financing and investing assets

Islamic financing and investing assets are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market.

Islamic financing and investing assets are initially recognised at fair value, which is the cash consideration to originate the Islamic financing and investing assets including any transaction costs, and measured subsequently at amortised cost using the effective profit rate method. Income on Islamic financing and investing assets is included in the statement of income and is reported as income from Islamic financing and investing assets. In the case of impairment, the impairment loss is reported as a deduction from the carrying value of the Islamic financing and investing assets, and recognised in the statement of income as an impairment charge.

The Group assesses at the end of each reporting period whether there is objective evidence that Islamic financing and investing assets are impaired. Islamic financing asstes are considered impaired and impairment losses are incurred only if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a "loss event") and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated.

The criteria that the Group uses to determine that there is objective evidence of an impairment loss include:

- Delinquency in contractual payments of principal or profit;
- National or local economic conditions that correlate with defaults on the assets in the portfolio; and
- Demise of the debtor

The Group first assesses whether objective evidence of impairment exists individually for Islamic financing and investing assets that are individually significant and collectively for Islamic financing and investing assets that are not individually significant. If the Group determines that no objective evidence of impairment exists for an individually assessed Islamic investing and financing asset, it includes it in a group of Islamic financing and investing assets with similar credit risk characteristics and collectively assesses them for impairment. Islamic financing and investing assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognised are not included in a collective assessment of impairment.

For the purposes of a collective evaluation of impairment, Islamic financing and investing assets are grouped on the basis of similar credit risk characteristics (i.e. on the basis of the Group's evaluation process that considers category type, past-due status and other relevant factors).

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

## 3- SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued) Islamic financing and investing assets (continued)

The impairment charge on a group of Islamic financing and investing assets is collectively evaluated for impairment and estimated on the basis of historical trends of the probability of default, timing of recoveries and amount of loss incurred. Default rates, loss rates and expected timing of future recoveries are regularly benchmarked against actual outcomes to ensure they remain appropriate. Where historical data is not sufficient to assess trends, market loss experience is substituted using a lagged approach whereby loss rates are based on movement of accounts from one stage of delinquency to another.

The amount of the loss is measured as the difference between the carrying amount of the Islamic financing and investing assets and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the original effective profit rate of the Islamic financing and investing assets. The carrying amount of the Islamic financing and investing asset is reduced through the use of an allowance account and the amount of the loss is recognised in the statement of income. If a Islamic financing and investing asset has a variable profit rate, the discount rate for measuring any impairment loss is the current effective profit rate determined under the contract.

When an Islamic financing and investing asset is uncollectible, it is written off against the related impairment allowance. If no related impairment allowance exists, it is written off to the statement of comprehensive income. Subsequent recoveries, if any, are credited to the statement of income. If the amount of impairment subsequently decreases due to an event occurring after the write down, the release of the allowance is credited to the statement of income.

#### Investment properties

Investment properties are measured initially at cost, including transaction costs. The carrying amount includes the cost of replacing part of an existing investment property at the time that cost is incurred if the recognition criteria are met; and excludes the costs of day to day servicing of an investment property. Subsequent to initial recognition, investment properties are stated at fair value, which reflects market conditions at the date of the statement of financial position. Fair values in the consolidated financial statements are determined based on valuations performed by an accredited external, independent valuer. Gains or losses arising from changes in the fair values of investment properties are included in the statement of income in the year in which they arise.

Investment properties are derecognised when either they have been disposed of or when the investment property is permanently withdrawn from use and no future economic benefit is expected from its disposal. The difference between the net disposal proceeds and the carrying amount of the assets is recognised in the statement of income in the period of derecognition.

Fair value is determined by reference to open market values based on valuations performed by independent surveyors and consultants. For advances for investment properties, valuations are adjusted for amounts to be paid in accordance with property purchase agreements.

Transfers are made to (or from) investment property only when there is a change in use. For a transfer from investment property to owner-occupied property or property under development, the deemed cost for subsequent accounting is the fair value at the date of change in use. If owner-occupied property or property under development becomes an investment property, the Group accounts for such property in accordance with the policy stated under property, plant and equipment or property under development up to the date of change in use.

#### Properties under development

Properties in the course of construction for sale are classified as properties under development. Sold and

unsold properties under development are stated at cost less any impairment. Cost includes the cost of land, infrastructure, construction and other related expenditure such as professional fees and engineering costs attributable to the property, which are capitalised as and when activities that are necessary to get the property ready for the intended use are in progress.

Where revenue is recognised over the duration of a contract, the associated share of costs within properties under development are released to cost of sales in the income statement.

Completion is defined as the earlier of issuance of a certificate of practical completion, or when management considers the project to be completed. Upon completion, cost in respect of properties with the intention to sell or capital appreciation / rentals are eliminated from properties under construction and transferred to properties held for sale at cost.

#### Investments

All investments are initially recognised at cost, being the fair value of the consideration given including acquisition costs.

#### Held for trading securities

These are initially recognised at fair value. Gains and losses arising from changes in fair values are included in the statement of income for the year. Dividends received are included in other income according to the terms of the contract or when the right to the payment has been established.

#### Available- for-sale

After initial recognition, investments classified as "available for sale," are remeasured at fair value. Unrealised gains and losses are reported as a separate component of equity until the investment is derecognised or the investment is determined to be impaired. Upon impairment any losses, or upon derecognition any gain or loss, previously reported as "cumulative changes in fair value" within equity are included in the statement of income for the year.

#### Investment in associates and joint operations

An associate is an entity over which the Group has significant influence. Significant influence is the power to participate in the financial and operating policy decisions of the investee, but is not control or joint control over those policies.

A joint venture is a type of joint arrangement whereby the parties that have joint control of the arrangement have rights to the net assets of the joint venture. Joint control is the contractually agreed sharing of control of an arrangement, which exists only when decisions about the relevant activities require unanimous consent of the parties sharing control.

The Group has an interest in a joint operation and recognises in relation to its interest in the joint operation its:

- Assets, including its share of any assets held jointly;
- Liabilities, including its share of any liabilities incurred jointly;
- Revenue from the sale of its share of the output arising from the joint operation;
- Share of the revenue from the sale of the output by the joint operation; and
- Expenses, including its share of any expenses incurred jointly.

The considerations made in determining significant influence or joint control are similar to those necessary to determine control over subsidiaries.

The Group's investments in its associate are accounted for using the equity method. Under the equity method, the investment in an associate is initially recognised at cost. The carrying amount of the investment is adjusted to recognise changes in the Group's share of net assets of the associate since the acquisition date. Goodwill relating to the associate is included in the carrying amount of the investment and is neither amortised nor individually tested for impairment.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

#### 3- SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued) Investment in associates and joint operations (continued)

The statement of income reflects the Group's share of the results of operations of the associate. Any change in OCI of those investees is presented as part of the Group's other comprehensive income. In addition, when there has been a change recognised directly in the equity of the associate, the Group recognises its share of any changes, when applicable, in the statement of changes in equity. Unrealised gains and losses resulting from transactions between the Group and the associate or joint venture are eliminated to the extent of the interest in the associate or joint venture.

The aggregate of the Group's share of profit or loss of an associate is shown on the face of the statement of profit or loss outside operating profit and represents profit or loss after tax and non-controlling interests in the subsidiaries of the associate.

#### Furniture, fixtures and office equipment

Furniture, fixtures and office equipment are stated at cost less accumulated depreciation and any impairment in value. Depreciation is calculated on a straight line basis over the estimated useful lives of assets as follows:

Furniture and fixtures	4 - 7 years
Computer and office equipment	3 - 5 years

Capital work in progress is stated at cost and is transferred to the appropriate asset category when it is brought into use and is depreciated in accordance with Group's accounting policies.

The carrying values of furniture, fixtures and office equipment are reviewed for impairment when events or changes in circumstances indicate the carrying value may not be recoverable. If any such indication exists and where the carrying values exceed the estimated recoverable amount, the assets are written down to their recoverable amount, being the higher of their fair value less costs to sell and their value in use.

Expenditure incurred to replace furniture, fixtures and office equipment is capitalised and the carrying amount of the component that is replaced is written off. Other subsequent expenditure is capitalised only when it increases future economic benefits of the related equipment. All other expenditure is recognised in the consolidated statement of income as the expense is incurred.

#### Zakat

Zakat is computed as per the Group's Articles and Memorandum of Association on the following basis:

- Zakat on shareholders' equity is computed on their Zakat pool (shareholders' equity less paid up capital, plus employees' end of service benefits) and is deducted from retained earnings.
- Zakat on the paid up capital is not included in the Zakat computation and is payable by the shareholders personally.
- Zakat is disbursed by a committee appointed by the Board of Directors and operating as per the by-laws set by the Board.

#### Accounts payable and accruals

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

#### Provisions

Provisions are recognised when the Group 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 of the obligation amount can be made.

#### Leases

Leases where the lessor retains substantially all the risks and benefits of ownership of the asset are classified as operating leases. Operating lease payments are recognised as an expense in the statement of income on a straight-line basis over the lease term.

#### Employees' end of service benefits

With respect to its national employees in the UAE, the Group makes contributions to a pension fund established by the General Pension and Social Security Authority calculated as a percentage of the employees' salaries. The Group's obligations are limited to these contributions, which are recognised in the statement of income when due.

The Group provides end of service benefits to its expatriate employees. The entitlement to these benefits is based upon the employees' salary and length of service, subject to the completion of a minimum service period. The expected costs of these benefits are accrued over the period of employment.

#### **Treasury shares**

Own equity instruments that are reacquired (treasury shares) are recognised at cost and deducted from equity. No gain or loss is recognised in profit or loss on the purchase, sale, issue or cancellation of the Group's own equity instruments. Any difference between the carrying amount and the consideration, if reissued, is recognised in equity.

#### Trade and settlement date accounting

All "regular way" purchases and sale of financial assets are recognised on the "trade date", i.e. the date that the Group purchases or sells the asset. Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the time frame generally established by regulation or convention in the market place.

#### Financial instruments - initial recognition and subsequent measurement

#### a) Financial assets

A financial instrument is any contract that gives rise to a financial asset of one entity and a financial liability or equity instrument of another entity.

#### Initial recognition and measurement

Financial assets are classified as financial assets at fair value through profit or loss, financing and receivables, heldto-maturity investments, available-for-sale financial assets, or as derivatives designated as hedging instruments in an effective hedge, as appropriate. All financial assets are recognised initially at fair value plus, in the case of financial assets not recorded at fair value through profit or loss, transaction costs that are attributable to the acquisition of the financial asset.

Purchases or sales of financial assets that require delivery of assets within a time frame established by regulation or convention in the market place (regular way trades) are recognised on the trade date, i.e., the date that the Group commits to purchase or sell the asset.

#### Subsequent measurement

The subsequent measurement of financial assets depends on their classification as described in four categories:

- Financial assets at fair value through profit or loss
- Financing and receivables
- Held-to-maturity investments
- Available-for-sale financial investments

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## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

#### 3- SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued) Financial instruments - initial recognition and subsequent measurement (continued) a) Financial assets (continued) Subsequent measurement (continued)

#### Financial assets at fair value through profit or loss

Financial assets at fair value through profit or loss include financial assets held for trading and financial assets designated upon initial recognition at fair value through profit or loss. Financial assets are classified as held for trading if they are acquired for the purpose of selling or repurchasing in the near term. Derivatives, including separated embedded derivatives are also classified as held for trading unless they are designated as effective hedging instruments as defined by IAS 39. The Group has not designated any financial assets at fair value through profit or loss. Financial assets at fair value through profit or loss are carried in the consolidated statement of financial position at fair value with net changes in fair value presented as finance costs (negative net changes in fair value) or finance income (positive net changes in fair value) in the consolidated statement of income.

#### Financing and receivables

Financing and receivables including advances are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. After initial measurement, such financial assets are subsequently measured at amortised cost using the effective profit rate (EPR) method, less impairment. Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EPR. The EPR amortisation is included in finance income in the consolidated statement of income. The losses arising from impairment are recognised in the consolidated statement of income in finance costs for financing and in cost of sales or other operating expenses for receivables.

#### Held-to-maturity investments

Non-derivative financial assets with fixed or determinable payments and fixed maturities are classified as held to maturity when the Group has the positive intention and ability to hold them to maturity. After initial measurement, held to maturity investments are measured at amortised cost using the EPR, less impairment. Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EPR. The EPR amortisation is included as finance income in the consolidated statement of income. The losses arising from impairment are recognised in the consolidated statement of income in finance costs.

#### Available-for-sale financial investments

Available-for-sale financial investments include equity investments and debt securities. Equity investments classified as available for sale are those that are neither classified as held for trading nor designated at fair value through profit or loss. Debt securities in this category are those that are intended to be held for an indefinite period of time and that may be sold in response to needs for liquidity or in response to changes in the market conditions.

After initial measurement, available-for-sale financial investments are subsequently measured at fair value with unrealised gains or losses recognised as other comprehensive income in the available-for-sale reserve until the investment is derecognised, at which time the cumulative gain or loss is recognised in other operating income, or the investment is determined to be impaired, when the cumulative loss is reclassified from the available-for-sale reserve to the consolidated statement of income in finance costs. Profit earned whilst holding available-for-sale financial investments is reported as income using the EPR method.

The Group evaluates whether the ability and intention to sell its available-for-sale financial assets in the near term is still appropriate. When, in rare circumstances, the Group is unable to trade these financial assets due to inactive markets, the Group may elect to reclassify these financial assets if the management has the ability and intention to hold the assets for foreseeable future or until maturity.

For a financial asset reclassified from the available-for-sale category, the fair value carrying amount at the date of reclassification becomes its new amortised cost and any previous gain or loss on the asset that has been recognised in equity is amortised to profit or loss over the remaining life of the investment using the EPR. Any difference between the new amortised cost and the maturity amount is also amortised over the remaining life of the asset using the EPR. If the asset is subsequently determined to be impaired, then the amount recorded in equity is reclassified to the consolidated statement of income.

#### Derecognition

A financial asset (or, where applicable, a part of a financial asset or part of a group of similar financial assets) is derecognised when:

- The rights to receive cash flows from the asset have expired
- The Group has transferred its rights to receive cash flows from the asset or has assumed an obligation to pay the received cash flows in full without material delay to a third party under a 'pass-through' arrangement; and either (a) the Group has transferred substantially all the risks and rewards of the asset, or (b) the Group has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset

When the Group has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, it evaluates if and to what extent it has retained the risks and rewards of ownership. When it has neither transferred nor retained substantially all of the risks and rewards of the asset, nor transferred control of the asset, the Group continues to recognise the transferred asset to the extent of the Group's continuing involvement. In that case, the Group also recognises an associated liability. The transferred asset and the associated liability are measured on a basis that reflects the rights and obligations that the Group has retained.

#### Impairment and uncollectibility of financial assets

An assessment is made at each statement of financial position date to determine whether there is objective evidence that a specific financial asset may be impaired. If such evidence exists, any impairment loss is recognised in the statement of income. Impairment is determined as follows:

(a) For assets carried at fair value, impairment is the difference between cost and fair value, less any impairment loss previously recognised in the statement of income;

(b) For assets carried at cost, impairment is the difference between carrying value and the present value of future cash flows discounted at the current market rate of return for a similar financial asset; and(c) For assets carried at amortised cost, impairment is the difference between carrying amount and the

present value of future cash flows discounted at the original effective profit rate.

#### b) Financial liabilities

#### Initial recognition and measurement

Financial liabilities are classified as financial liabilities at fair value through profit or loss, financing, payables, or as derivatives designated as hedging instruments in an effective hedge, as appropriate.

All financial liabilities are recognised initially at fair value and, in the case of financing, net of directly attributable transaction costs.

The Group's financial liabilities include trade and other payables, bank overdrafts, financing including bank overdrafts, financial guarantee contracts, and derivative financial instruments.

#### Subsequent measurement

The measurement of financial liabilities depends on their classification as described below:

#### Financial liabilities at fair value through profit or loss

Financial liabilities at fair value through profit or loss include financial liabilities held for trading and financial liabilities designated upon initial recognition as at fair value through profit or loss.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

#### 3- SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued) Financial instruments - initial recognition and subsequent measurement (continued)

#### b) Financial liabilities (continued)

#### Subsequent measurement (continued)

Financial liabilities are classified as held for trading if they are acquired for the purpose of repurchasing in the near term. This category includes derivative financial instruments entered into by the Group that are not designated as hedging instruments in hedge relationships as defined by IAS 39. Separated embedded derivatives are also classified as held for trading unless they are designated as effective hedging instruments.

Gains or losses on liabilities held for trading are recognised in the consolidated statement of income.

Financial liabilities designated upon initial recognition at fair value through profit or loss are designated at the initial date of recognition, and only if the criteria in IAS 39 are satisfied. The Group's financial liabilities at fair value through profit or loss are comprised of its finance rate derivative bifurcated from its term finance agreement.

#### Financing

After initial recognition, any financing obtained is subsequently measured at amortised cost using the EPR method. Gains and losses are recognised in profit or loss when the liabilities are derecognised as well as through the EPR amortisation process.

Amortised cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EPR. The EPR amortisation is included as finance costs in the consolidated statement of income.

#### Financial guarantee contracts

Financial guarantee contracts issued by the Group are those contracts that require a payment to be made to reimburse the holder for a loss it incurs because the specified debtor fails to make a payment when due in accordance with the terms of a debt instrument. Financial guarantee contracts are recognised initially as a liability at fair value, adjusted for transaction costs that are directly attributable to the issuance of the guarantee. Subsequently, the liability is measured at the higher of the best estimate of the expenditure required to settle the present obligation at the reporting date and the amount recognised less cumulative amortisation.

#### Derecognition

A financial liability is derecognised when the obligation under the liability is discharged or cancelled, or expires. When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as the derecognition of the original liability and the recognition of a new liability. The difference in the respective carrying amounts is recognised in the consolidated statement of income.

#### c) Offsetting of financial instruments

Financial assets and financial liabilities are offset and the net amount is reported in the consolidated statement of financial position if there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, to realise the assets and settle the liabilities simultaneously.

#### Fair value measurement

The Group measures financial instruments and non-financial assets at fair value at each reporting date.

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



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

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy, 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

For assets and liabilities that are recognised in the financial statements on a recurring basis, the Group determines whether transfers have occurred between Levels in the hierarchy by re-assessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

The Group's management determines the policies and procedures for both recurring fair value measurement, such as investment properties and unquoted AFS financial assets.

External valuers are involved for valuation of significant assets, such as investment properties. Selection criteria include market knowledge, reputation, independence and whether professional standards are maintained.

At each reporting date, the management analyses the movements in the values of assets and liabilities which are required to be re-measured or re-assessed as per the Group's accounting policies. For this analysis, management verifies the major inputs applied in the latest valuation by agreeing the information in the valuation computation to contracts and other relevant documents.

Management, in conjunction with the Group's external valuers, also compares the change in the fair value of each asset and liability with relevant external sources to determine whether the change is reasonable.

For the purpose of fair value disclosures, the Group has determined classes of assets and liabilities on the basis of the nature, characteristics and risks of the asset or liability and the level of the fair value hierarchy as explained above.

#### Offsetting

Financial assets and financial liabilities are only offset and the net amount reported in the statement of financial position when there is a legally enforceable right to offset the recognised amounts and the Group intends to settle on a net basis.

#### Foreign currencies

Transactions in foreign currencies are initially recorded by the Group at their respective functional currency spot rates at the date the transaction first qualifies for recognition.

Monetary assets and liabilities denominated in foreign currencies are translated at the functional currency spot rates of exchange at the reporting date. Differences arising on settlement or translation of monetary items are recognized in profit or loss.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates at the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value is determined. The gain or loss arising on translation of non-monetary items measured at fair value is treated in line with the recognition of gain or loss on change in fair value of the item (i.e., translation differences on items whose fair value gain or loss is recognised in other comprehensive income or profit or loss are also recognised in other comprehensive income or profit or loss, respectively).

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

#### 3- SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Foreign currencies (continued)

All the assets and liabilities of foreign subsidiaries are translated into the presentation currency of the Group at the rate of exchange ruling at the reporting date and their statements of income are translated at the weighted average exchange rates for the year. The exchange differences arising on the translation are taken directly to a separate component of equity.

#### Segment reporting

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

#### Contingencies

Contingent liabilities are not recognised in the financial statements. They are disclosed unless the possibility of an outflow of resources embodying economic benefits is remote. A contingent asset is not recognised in the financial statements but disclosed when an inflow of economic benefits is probable.

#### 4- INCOME FROM ISLAMIC FINANCING AND INVESTING ASSETS

	2017 AED'000	2016 AED′000
Financing assets:		
Ijarah	156,610	182,749
Forward Ijarah	3,468	3,921
Shirkatul Milk	10,753	11,812
Others	555	480
	171,386	198,962
Investing assets: Wakala	13,070	1,531
	184,456	200,493

#### **5- OPERATING EXPENSES**

	2017 AED'000	2016 AED′000
Personnel	45,736	58,727
Legal consultancy and professional	18,508	27,448
Business process	15,232	14,905
Property management (note 12)	21,133	18,260
Rent	4,135	4,100
IT related expense	3,133	4,986
Depreciation	6,317	5,396
Others	8,293	14,909
	122,487	148,731
Share of operating expenses from Al Warqa Gardens LLC (note13)	2,602	22,747
	125,089	171,478



#### 6- DISTRIBUTION TO FINANCIERS / INVESTORS

The distribution of profit between the financiers and shareholders has been made in accordance with a basis ratified by the Fatwa and Sharia'a Supervisory Board and in accordance with the agreements with the respective financiers.

#### 7- BASIC AND DILUTED PROFIT PER SHARE

Profit per share is calculated by dividing profit attributable to the equity holders of the parent for the year net of directors' fees and zakat, by weighted average number of shares outstanding during the year.

Diluted profit per share is calculated by dividing the profit attributable to equity holders of the parent by the weighted average number of ordinary shares outstanding during the year plus the weighted average number of ordinary shares that would be issued on conversion of all the dilutive potential ordinary shares into ordinary shares:

	2017	2016
Profit for the year attributable to equity holders of the parent net of Directors' fee and zakat (AED'000)	40,300	105,283
Weighted average number of shares for basic EPS (in thousands) Effect of dilution:	1,475,000	1,475,000
Mudaraba Instrument	1,633,132	1,647,225
Weighted average number of ordinary shares adjusted for the effect of dilution	3,108,132	3,122,225
Attributable to equity holders of the parent:		
Basic profit per share (AED)	0.027	0.071
Diluted profit per share (AED)	0.013	0.034

The basic and diluted weighted average numbers of shares were reduced by the purchase of own shares during the year 2008 (note 22).

#### 8- CASH AND BALANCES WITH BANKS

		2017 AED'000	<i>2016</i> AED'000
Cash on hand Balances with banks Deposits with banks		59 435,839 237,117	59 341,470 278,973
Cash and balances with banks Less: Restricted cash and deposits		673,015	620,502
Regulatory deposit with no maturity Restricted cash	(note 8.1) (note 8.2)	(35,000) (205,453)	(35,000) (247,301)
Cash and cash equivalents		432,562	338,201

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

#### 8- CASH AND BALANCES WITH BANKS (continued)

8.1 Represents deposits with a local bank under lien to the Central Bank of UAE in accordance with Central Bank regulations for licensing.

8.2 At year end, the Group reported AED 205 million (31 December 2016: AED 247 million) of restricted cash. This represents the Group's share of the cash held and controlled by a joint venture (note 13).

8.3 The company and certain of its subsidiaries registered in UAE have pledged their bank accounts in favour of the security agent (note 17).

#### 9- ISLAMIC FINANCING AND INVESTING ASSETS

	2017 AED'000	2016 AED′000
Financing assets:	2 554 822	2 707 250
ljarah Formand Karak	2,554,822	2,797,359
Forward Ijarah	319,480	388,743
Shirkatul Milk	55,852	125,852
Real estate Murabaha	1,398	2,543
Others	14,854	18,104
	2,946,406	3,332,601
Allowance for impairment (note 9.1)	(461,423)	(512,890)
Total financing assets	2,484,983	2,819,711
Investing assets:		
Wakala	600,000	400,000
Total investing assets	600,000	400,000
	3,084,983	3,219,711

Net Islamic financing and investing assets by geographical area are as follows:

	2017 AED′000	2016 AED′000
Within U.A.E. Outside U.A.E.	3,036,581 48,402	3,177,096 42,615
	3,084,983	3,219,711
The movement in the allowance for impairment is as follows:		
	2017 AED'000	2016 AED′000
At 1 January Movement during the year - net	512,890 (51,467)	488,937 23,953
At 31 December	461,423	512,890

9.1- Allowance for impairment includes AED 110 million (2016: AED 131 million) in respect of profit in suspense for impaired financing and investing assets.

9.2- As stated in note 2.3, the allowance for impairment is management's best estimate and is based on assumptions considering several factors.

#### **10- AVAILABLE-FOR-SALE INVESTMENTS**

	31 December 2017 AED'000	31 December 2016 AED'000
Equities	12,387	7,688

All available for sale investments held are maintained outside the UAE.

#### 31 December 2017

			ents carried at f	air value
	Total AED′000	Level 1 AED′000	Level 2 AED′000	Level 3 AED′000
Equities	12,387	4,670	-	7,717
31 December 2016		Investme	ents carried at f	air value
	Total AED'000	Level 1 AED′000	Level 2 AED′000	Level 3 AED′000
Equities	7,688	-		7,688

There were no transfers of securities between the Level 1 and Level 2 categories of the fair value hierarchy in the current and prior year.

The following shows reconciliation from the opening balances to the closing balances for level 3 fair values:

	2017 AED'000	2016 AED′000
Balance at 1 January Net change in fair values Addition during the year Exchange difference	7,688 - - 29	8,129 (400) 570 (611)
Balance at 31 December	7,717	7,688

#### **11- ADVANCES FOR INVESTMENT PROPERTIES**

	2017 AED′000	2016 AED′000
Advances for investment properties	322,818	322,818

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

#### 11- ADVANCES FOR INVESTMENT PROPERTIES (continued)

This represents the advances paid by the Group towards the acquisition of units in two under-development real estate projects in Dubai. Both projects are delayed by a number of years and the date of completion is uncertain. The Group commenced arbitration in 2013 with one developer to facilitate recovery of advances paid of AED 780 million and having a carrying value of AED 293 million (31 December 2016: AED 293 million), the outcome of which management believes will have no negative impact on the carrying value of advances for investment properties at year end (see note 30).

Advances for investment properties include AED 30 million under Istisna with a financial institution carried at cost as there is significant uncertainty over whether the project will be completed by the developer. The associated liability of AED 39 million (31 December 2016: AED 39 million) is also recorded in the financial statements. Under the terms of the Istisna, the Group has no obligation to repay the Istisna finance of the asset until construction is completed. The Group has not yet obtained title to the properties and is committed to pay an additional AED 23 million (31 December 2016: AED 23 million) in accordance with the agreement with the seller of one of the real estate projects.

#### **12- INVESTMENT PROPERTIES**

	2017 AED'000	2016 AED'000
At 1 January Additions during the year Disposal during the year Fair value gain on investment properties Foreign exchange fluctuation	1,623,096 143,109 (24,282) 69,530 9,611	1,701,920 73,299 (7,571) 18,070 (162,622)
At 31 December	1,821,064	1,623,096

Investment properties consist of land, villas and units in buildings held for lease or sale. In accordance with its accounting policy, the Group carries investment properties at fair value.

The fair values of the properties are based on valuations performed at year end by independent professionally qualified valuers who hold a recognised relevant professional qualification and have relevant experience in the locations and segments of the investment properties valued. The valuation model used is in accordance with that recommended by the Royal Institute of Chartered Surveyors.

Investment properties as at 31 December 2017 include a plot of land and two units in Egypt owned by one of the Group's subsidiaries amounting to AED 169 million (2016: AED 148 million). All other investment properties are located within the UAE. The carrying values also include foreign exchange gain amounting to AED 10 million (2016: foreign exchange loss amounting to AED 163 million) on currency translation of investment properties in Egypt which is included in equity.

Investment properties are categorised in Level 2 for fair value measurement as they have been derived using the comparable price approach based on comparable transactions for similar properties. Sales prices of comparable properties in close proximity are adjusted for differences in the key attributes such as property size and location. The most significant input into this valuation approach is the estimated price per square foot for each given location. There were no transfers into or out of the level 2 category during the year.

Significant increases / (decreases) in comparable market value in isolation would result in a significantly higher / (lower) fair value of the properties.

As at 31 December 2017, investment properties having fair value of AED 985 million (31 December 2016: AED 872 million) are mortgaged / assigned in favour of the security agent as part of the restructuring (note 17).

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	2017 AED'000	2016 AED′000
Rental income derived from investment properties Direct operating expenses (including repairs and maintenance)	60,597	56,602
generating rental income	(21,133)	(18,260)
Profit arising from rental on investment properties carried at fair value	39,464	38,342
13- PROPERTIES UNDER DEVELOPMENT	2017 AED'000	2016 AED′000
At 1 January	220,679	386,418
Cost of sale of real estate Additions for construction costs incurred	(21,670) 13,840	(196,117) 30,378
At 31 December	212,849	220,679

On 1 October 2014, the Group entered into a joint venture agreement with another party to develop a jointly owned plot of land in Nad Al Hammar. Amlak Finance PJSC acquired a 50% interest in Al Warqa Gardens LLC, a jointly controlled entity to develop a jointly owned plot of land in Nad Al Hammar. The Group has a 50% share in the assets, liabilities, revenue and expenses of the joint venture and accordingly under IFRS 11 it is deemed to be a jointly controlled operation. As the land is under development with a view to disposal in the market, it has been treated as property under development with an initial cost equal to its fair value at the time of transfer from investment property portfolio for AED 330 million. Subsequent expenditure to develop the land for resale is included in the cost of the property. The cash held by the joint venture is restricted, given that it is contractually committed to the development of the land under the joint venture agreement. The Group's share of this restricted cash balance at 31 December 2017 is AED 205 million (31 December 2016: AED 247 million).

The joint venture has entered into agreements to sell a number of sub-divided plots of the Nad Al Hammar land. Applying the requirements of IFRS 15, the joint venture has identified two performance obligations within these agreements being to transfer control of land and to provide infrastructure to the plots.

The revenue assigned to the sale of land is recorded at the time of transfer of the control of the land and the revenue relating to the building of infrastructure is recorded over the period of construction of the infrastructure on the basis that the joint venture has an enforceable right to payment for performance completed to date. The contracted revenue has been allocated between the two separate obligations on the basis of their respective fair values.

As at 31 December 2017, properties under development are assigned as security in favour of the security agent as part of the restructuring (note 17).

The following items represent the Group's interest in the assets, liabilities, revenue and expenses of the joint operation after elimination of intercompany transactions:



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

#### 13- PROPERTIES UNDER DEVELOPMENT (continued)

	2017 AED'000	2016 AED′000
Properties under development Cash and balances with banks	212,849 205,453	220,679 247,301
Other assets - receivables Deferred income and other liabilities	851 (10,356)	110,870 (2,713)
Net Assets	408,797	576,137
Revenue Income on deposits Cost of sale of real estate	52,217 5,217 (21,670)	428,826 3,374 (196,117)
Operating expenses	(21,870) (2,602)	(198,117) (22,747)
Profit for the year	33,162	213,336

Revenue for the year comprises AED 25 million (2016: AED 366 million) following satisfaction of transfer of control of land performance obligations and AED 27 million (2016: AED 63 million) against ongoing satisfaction of infrastructure development performance obligations. Receivable amounts due under the respective sale agreements on which land transfer revenue has been recognised are due for settlement to the joint venture within 12 months of the reporting date.

#### **14- INVESTMENT IN AN ASSOCIATE**

	Percenta	ge holding	2017	2016
	2017	2016	AED '000	AED'000
Amlak International for Real Estate Finance Company, Saudi Arabia (AIRE)	26.39%	26.39%	302,567	293,540

The following table illustrates summarised financial information of the Group's investment in AIRE:

	2017 AED'000	2016 AED′000
Assets Liabilities	3,213,105 (2,083,674)	3,275,971 (2,172,249)
Equity	1,129,431	1,103,722
Group's carrying amount of the investment (extrapolated)	302,567	293,540
Revenue(extrapolated)	263,782	253,290
Profit for the year (extrapolated)	102,530	103,129
Group's share of profit for the year (extrapolated)	25,568	27,905

During the year, the Group received dividend of AED 16.5 million (2016: AED 16.5 million) from AIRE. Financial information and results of AIRE are based on the latest available management accounts as at 31 October 2017 (2016: as at 30 November 2016) and extrapolated for the remaining two months (2016: one month) to 31 December 2017.

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## **15- OTHER ASSETS**

	2017 AED'000	2016 AED'000
Prepayments Receivable from brokerage activities (note 15.1) Land registration and service fees Advances Profit receivable Due from related parties (note 29) Foreclosed accounts receivables (note 15.2) Others (note 15.3)	6,766 24,369 5,840 8,260 3,910 703 78,807 3,834	4,676 24,369 7,347 7,228 2,680 774 - 115,276
	132,489	162,350

15.1- This balance is stated net of provision for doubtful debt and is past due by more than 12 months on the reporting date. Management is confident of a full recovery of the net balance.

15.2- This represents the fair values of the foreclosed units in relation to settlement of financing assets wherein the units will be transferred to investment properties in the subsequent period post completion of ownership transfer formalities with Dubai Land Department.

15.3- Balance includes AED 1million (31 December 2016: AED 111 million) pertaining to receivables of Al Warqa Gardens LLC (note 13).

### 16- FURNITURE, FIXTURES AND OFFICE EQUIPMENT

	2017 AED'000	2016 AED′000
Furniture, fixtures and office equipment (note 16.1) Capital work in progress (note 16.2)	14,804 2,268	17,225 5,059
	17,072	22,284

16.1- Furniture, fixtures and office equipment are as follows:

2017:	Furniture and fixtures AED'000	Computers and office equipment AED'000	Total AED′000
Cost:	45.075	40.00/	(5.0/4
At 1 January 2017	15,975	49,086	65,061
Additions during the year	17	4,010	4,027
Disposals during the year	(137)	-	(137)
At 31 December 2017	15,855	53,096	68,951
Accumulated depreciation:			
At 1 January 2017	14,008	33,828	47,836
Depreciation charge for the year	301	6,016	6,317
Disposals during the year	(6)	-	(6)
At 31 December 2017	14,303	39,844	54,147
Net book value:			
At 31 December 2017	1,552	13,252	14,804

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

## 16- FURNITURE, FIXTURES AND OFFICE EQUIPMENT (continued)

2016:	Furniture and fixtures AED'000	Computers and office equipment AED'000	Total AED′000
Cost:			
At 1 January 2016	19,093	43,280	62,373
Additions during the year	1,168	7,455	8,623
Disposals during the year	(4,286)	(1,649)	(5,935)
At 31 December 2016	15,975	49,086	65,061
Accumulated depreciation:			
At 1 January 2016	17,839	30,366	48,205
Depreciation charge for the year	291	5,105	5,396
Disposals during the year	(4,122)	(1,643)	(5,765)
At 31 December 2016	14,008	33,828	47,836
Net book value:			
At 31 December 2016	1,967	15,258	17,225

16.2- The amount relates to ongoing IT projects.

## 17- INVESTMENT DEPOSITS AND OTHER ISLAMIC FINANCING

	Frequency of instalments	Final instalment date	Profit rate	2017 AED'000	2016 AED′000
Murabaha Wakala Others Purchase price payable	Monthly Monthly Monthly Monthly	25 October 2026 4 July 2020 4 July 2020 25 October 2026	2% 4% 4% 2%	229,296 199,695 457,722 4,439,015	229,296 199,695 457,722 4,439,015
				5,325,728	5,325,728
Amortised fair value adjus	stment (note 17.1	)		(533,691)	(643,704)
				4,792,037	4,682,024

Investment deposits and other Islamic financing are secured against assignment and mortgage over the Group's investment properties located in UAE (notes 12 and 13), assignment of insurance, pledge over bank accounts (note 8), assignment of rights to receive payments in connection with the Islamic financing and investing assets portfolio and corporate guarantees of the Group's subsidiaries. Securities offered would be held by a security agent on behalf of financiers.

17.1- Amortised fair value adjustment	2017 AED'000	2016 AED′000
At 1 January Amortisation charged for the year	643,704 (110,013)	754,134 (110,430)
	533,691	643,704

The nature of the Company's deposits was significantly changed due to the restructuring undertaken in 2014, resulting in a fixed obligation to be paid to the Commercial Financiers and Liquidity Support Providers. The face value of the restructured fixed obligations at year end is AED 5,326 million (31 December 2016: 5,326 million). In accordance with IFRS, due to the substantial changes in the terms of the investment deposits through the restructuring, a fair valuation assessment of the restructured obligations was performed based on the net present value of the contracted cash flows. As at 25 November 2014, the restructured obligations were initially recognised at fair value in the statement of financial position giving rise to AED 911 million of fair value gain which was recorded in the consolidated statement of income.

The fair value adjustment was calculated using a discount rate of 5% based on management's market yield expectation adjusted for risks specific to the Group.

The obligations are subsequently to be measured at amortised cost using the effective finance rate method. Consequently, the gain on initial recognition recorded will fully reverse out over the repayment period of 12 years, with a resulting charge to the consolidated statement of income each year. The cumulative value of fair value gain amortised as at 31 December 2017 was AED 377 million (31 December 2016: AED 267 million) giving a residual fair value gain of AED 534 million as at 31 December 2017 (31 December 2016: AED 644 million) to be amortised over the remaining repayment period.

Under the terms of the Common Terms Agreement of 2014 restructuring, the Group is required to distribute any cash surplus with the definition of surplus being defined in the terms of the agreement, as subsequently modified in December 2016, based on an assessment of the cash position of the Group every 6 months. The first of such assessments was performed in December 2014 and gave rise to a repayment of obligation to financiers of AED 944 million representing an advance payment of 22 future monthly scheduled installments.

Under the cash sweep mechanism the second assessment was performed based on the cash position as at 30 June 2015 and consequently an advance payment of AED 558 million representing 13 future scheduled monthly installments till October 2017 was paid on 16 July 2015.

The third assessment was performed based on the cash position as at 31 December 2015 and consequently an advance payment of AED 137 million representing 2 future scheduled monthly installments till December 2017 was paid on 25 January 2016. The fourth assessment was performed based on the cash position as at 30 June 2016 and consequently an advance payment of AED 137 million representing 2 future scheduled monthly installments till February 2018 was paid on 25 July 2016.

In December 2016, Amlak agreed with its financiers to waive a number of restrictive covenants, which included adjustments to certain restrictions to allow for the company's mortgage book to be maintained at higher anticipated levels, funds to be raised under certain pre-agreed parameters, and restrictions on business origination to be removed. The new terms do not affect the repayment period or amounts or profit payments to financiers.

An advance payment of AED 684 million representing 10 future scheduled monthly installments till December 2018 was paid on 25 January 2018.



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## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

### **18- TERM ISLAMIC FINANCING**

	2017 AED'000	2016 AED′000
lstisna - Forward Ijarah financing by subsidiary (note A) Egyptian Mortgage Refinance Company (note B)	38,559 27,577	38,559 19,145
	66,136	57,704

### A) Istisna- Forward Ijarah financing by subsidiary

During 2008, the Group entered into an Istisna - Forward Ijarah arrangement with an Islamic bank to finance the purchase of office condominium units in a property which is currently being constructed. The total amount under the facility is AED 53 million (31 December 2016: AED 53 million) of which total payments made towards the construction cost by the Islamic bank as of 31 December 2017 are AED 30 million (31 December 2016: AED 30 million) (see note 11).

### B) Egyptian Mortgage Refinance Company (EMRC)

As at the year end, EMRC long term facilities to the Group's subsidiary in Egypt amounted to Egyptian Pounds 134 million (31 December 2016: Egyptian Pounds 99 million) to finance the subsidiary's activities. These facilities carry a profit rate range from 11.5% per annum to 21% per annum (2016: 11.5% to 14.75% per annum) payable on a monthly basis over a maximum period of 10 years.

## **19- EMPLOYEES' END OF SERVICE BENEFITS**

	2017 AED'000	2016 AED′000
At 1 January Provided during the year Paid during the year	6,157 1,091 (697)	6,292 1,287 (1,422)
At 31 December	6,551	6,157
20- OTHER LIABILITIES		
	2017 AED'000	2016 AED′000
Provisions and accruals	51,702	56,631
Unearned rental income	11,055	13,685
Dividend payable	6,578	6,582
Anticipated profits payable on investment		
deposits and other Islamic financing	3,912	3,912
Litigation claims payable	14,475 2,344	15,103
Brokerage payable Zakat payable	2,344 456	2,344 633
Other payables (no <mark>te 20.1)</mark>	53,090	36,201
	143,612	135,091

20.1 This includes AED 10 million (31 December 2016: AED 3 million) pertaining to deferred income and other liabilities of AI Warqa Gardens LLC (note 13).

## 21- SHARE CAPITAL

	2017 AED'000	2016 AED′000
Authorised, Issued and fully paid 1,500,000,000 shares of AED 1 each		
(31 December 2016: 1,500,000,000 ordinary shares of AED 1 each)	1,500,000	1,500,000

#### Mudaraba Instrument

The Group has issued a Mudaraba Instrument which is convertible to ordinary shares (note 26) on completion of certain conditions. At the time of issuance of the Mudaraba Instrument, the shareholders passed resolutions in the extraordinary general assembly meeting on 28 September 2014 to increase the share capital of the Company by up to AED 2.1 billion from time to time in such amount or amounts as may be required.

### 22- TREASURY SHARES

During 2008, the Group purchased 25 million of its shares, equivalent to 1.67% of the issued shares. These shares are recorded in the statement of financial position as treasury shares.

### 23- STATUTORY RESERVE

As required by the UAE Federal Law No. (2) of 2015 and the Company's Articles of Association, 10% of the Company's profit for the year is to be transferred to statutory reserve. The Company may resolve to discontinue such annual transfers when the reserve totals 50% of paid up share capital. During the year, the Company transferred AED 4,960 thousand (31 December 2016: AED nil) to statutory reserves.

#### 24- GENERAL RESERVE

As required by the Company's Articles of Association, 10% of the profit for the year is to be transferred to general reserve. As per the Articles of Association, deductions for the general reserve shall stop by resolution of an Ordinary General Assembly upon the recommendation of the Board of Directors or when this reserve reaches 50% of the paid up capital of the Company. This reserve shall be utilised for the purpose determined by the General Assembly at an ordinary meeting upon the recommendation of the Board of Directors. During the year, the Company transferred AED 4,960 thousand (31 December 2016: AED nil) to general reserves.

#### 25- SPECIAL RESERVE

The special reserve, which has been created in accordance with the recommendations of the UAE Central Bank, is not available for distribution.

## 26- MUDARABA INSTRUMENT

	2017 AED'000	2016 AED′000
Mudaraba Instrument (nominal value) Mudaraba Instrument Reserve	1,025,560 (810,088)	1,100,075 (868,947)
Mudaraba Instrument (carrying value)	215,472	231,128

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

## 26- MUDARABA INSTRUMENT (continued)

On 25 November 2014, a Mudaraba Instrument of AED 1,300 million with a maturity in November 2026 was issued through a special purpose vehicle owned by the Group. On maturity Mudaraba Instrument to the extent it is not redeemed will mandatorily convert into ordinary shares of the Company with face value of AED 1 each.

The Mudaraba Instrument at the time of issue comprised:

1. Face Value of AED 1,300 million.

An expected profit rate of 1% per annum on the outstanding balance each year, payable as profit in kind ("PIK") which the Company can elect to make distributions in cash or in the form of shares.
 A contingent issuance of upto 500 million shares applicable only to the extent the Mudaraba Instrument remains outstanding at maturity. The number of contingent shares to be issued is prorated with the amount of Mudaraba Instrument remaining outstanding.

Mudaraba Instrument includes a clause giving effect to a potential increase in expected profit on the Mudaraba Instrument. The amount will be calculated as an increase in the applicable profit rate from 2% to 8% on outstanding payable to the commercial financiers (note 17). The aforementioned will be applicable in the event the group elects not to redeem the appropriate amount of Mudaraba Instrument immediately after the sale of qualifying investment properties.

At the Company's discretion, realised gains on the sale of qualifying investment properties (note 12), advance for investment properties (note 11) and properties under development (note 13) will be used to redeem the Mudaraba Instrument along with the relevant payable amount of PIK. As the Mudaraba Instrument is redeemed, there will be a proportionate reduction in the contingent share issuance due. In the event that a sale on a qualifying investment property is completed, but there is no corresponding redemption of Mudaraba Instrument, the expected profit will be subject to change as explained above. The qualifying investment property has an aggregate carrying value of AED 1,658 million as at 31 December 2017 (31 December 2016: AED 1,532 million), for which the aggregate trigger fair value for qualifying property disposal is AED 2,684 million (31 December 2016: AED 2,715 million).

The Mudaraba Instrument was recorded at fair value at the time of issuance. The difference between the fair value of the Mudaraba Instrument and the carrying value of the deposits it replaced of AED 1,027 million was recorded as a gain in the 2014 income statement as required by IFRS. Subsequent to initial recognition, the carrying value of the Mudaraba Instrument will not be re-measured. The fair value gain of AED 1,027 million on initial recognition of the Mudaraba Instrument was transferred from accumulated losses to the Mudaraba Instrument reserve. This reserve will be utilized in the event of any repayment of the Mudaraba Instrument or on issue of shares in the Company on maturity of the Mudaraba Instrument. Any difference between the par value of shares issued on conversion and the carrying value of the Mudaraba Instrument and Mudaraba Instrument reserve will be posted to retained earnings / accumulated losses.

The fair value of the Mudaraba Instrument was determined based on management's best estimate of the expected cash flows that will arise, discounted at the Company's cost of equity. For this purpose, management assumed that the Mudaraba Instrument will be redeemed, in full, in year 12 and the PIK charge for the 12 year period will be settled on the same date.

The fair value of the Mudaraba Instrument was calculated using a cost of equity of 14.96% calculated under the Capital Assets Pricing Model wherein the risk free return was based on UAE Government's long term bond; levered beta was based on comparable company's beta within similar businesses and a market risk premium was based on current market conditions which reflects the additional expected return over a risk free investment.

On 12 August 2015, the Board of Directors of the Company voluntarily opted to redeem AED 200 million against the Mudaraba Instrument which has reduced the Mudaraba Instrument and Mudaraba Instrument reserve by AED 42 million and 158 million respectively. The face value of Mudaraba instrument outstanding at 31 December 2017 is AED 1,100 million (31 December 2016: AED 1,100 million). The Company also paid AED 9 million in respect of PIK charge falling due as a consequence of the repayment of the Mudaraba Instrument with the amount being 1% of the outstanding Mudaraba Instrument from the date of restructuring to the date of redemption. This charge was recorded in accumulated losses in equity.

On 23 November 2017, the Board of Directors of the Company voluntarily opted to redeem AED 75 million against the Mudaraba Instrument which has reduced the Mudaraba Instrument and Mudaraba Instrument reserve by AED 16 million and 59 million respectively. The face value of Mudaraba instrument outstanding at 31 December 2017 is AED 1,026 million (31 December 2016: AED 1,100 million). The Company also paid AED 25 million in respect of PIK (profit) as a consequence of the redemption of the capital under the Mudaraba Instrument with the amount being 1% of the outstanding Mudaraba Instrument from the 1st redemption date to the 2nd redemption date. This charge was recorded in accumulated losses in equity.

At 31 December 2017, the maximum number of shares which may convert under the instrument are 1,512 million (31 December 2016: 1,647 million).

### 27- MATERIAL PARTLY-OWNED SUBSIDIARIES

Financial information of subsidiaries that have material non-controlling interests is provided below:

#### Accumulated balances of material non-controlling interest:

	Note	2017 AED'000	2016 AED′000
Amlak Sky Gardens LLC EFS Financial Services LLC	27.1	140,008 (12,087)	131,506 (12,370)
		127,921	119,136
Profit / (loss) allocated to material non-controlling	interest:		
	Note	2017 AED'000	2016 AED'000
Amlak Sky Gardens LLC EFS Financial Services LLC	27.1	8,502 283	127 (520)
		8,785	(393)

27.1- The Group holds 100% share capital of Amlak Sky Gardens LLC. The Group uses Amlak Sky Gardens LLC as a special purpose entity, to hold in association with another party certain units in a building known as the Sky Gardens Project ("the Project"). The Group's share is 67% under the terms of the Project agreement with the counterparty and the Project earnings are to be split in the ratio of the 67% to the Group and 33% to the other party. The funding has been classified as equity within Amlak Sky Gardens LLC and hence gives rise to a non-controlling interest at Group level.

The summarized financial information of these subsidiaries is provided below. This information is based on amounts before inter-company eliminations.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

## 27- MATERIAL PARTLY-OWNED SUBSIDIARIES (continued)

## Summarized statement of income

2017:	Amlak Sky Gardens LLC AED'000	EFS Financial Services LLC AED'000
Revenue General and administrative expenses Distribution to financiers / Investors Fair value gain on investment property	20,819 (5,446) - 10,390	2,132 (532) (935)
Total comprehensive income for the year	25,763	665
Attributable to non-controlling interests	8,502	283

2016:

2010.	Amlak Sky Gardens LLC AED'000	EFS Financial Services LLC AED'000
Revenue General and administrative expenses Distribution to financiers / investors Fair value loss on investment property	20,439 (5,434) - (14,620)	154 (442) (937) -
Total comprehensive income / (loss) for the year	385	(1,225)
Attributable to non-controlling interests	127	(520)

## Summarized statement of financial position

2017:	Amlak Sky Gardens LLC AED′000	EFS Financial Services LLC AED'000
Cash and bank balances	31,659	8
Advances for investment properties	-	30,036
Investment properties	377,540	-
Other assets	-	24,389
Term Islamic financing	-	(38,559)
Due to related party	(7,389)	(43,880)
Other liabilities	-	(436)
Total equity	401,810	(28,442)
Attributable to:		
Equity holders of the parent	261,802	(16,355)
Non-controlling interests	140,008	(12,087)
	401,810	(24,882)



2016:

Operating Financing	13,746 (21,960)	1,653 (2,556)
Net decrease in cash and cash equivalents	(8,214)	(903)
2016:	Amlak Sky Gardens LLC AED'000	EFS Financial Services LLC AED′000
Operating Financing	14,585 (21,599)	(487)
Net decrease in cash and cash equivalents	(7,014)	(487)

### **28- SEGMENTAL INFORMATION**

For management purposes, the Group is organised into three business segments, real estate finance (comprising of financing and investing activities), real estate investment (comprising of property transactions) and corporate finance investments.

Management monitors the operating results of its business units for the purpose of making decisions about resource allocation and assessment of performance.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

### 28- SEGMENTAL INFORMATION (continued)

#### **Operating segments:**

The Group's revenues and expenses for each segment for the year ended 31 December are as follows:

2017:	Real Estate Finance AED'000	Real Estate Investment AED'000	Corporate Finance Investments AED'000	Total AED'000
Operating income Distribution to financiers / investors Reversal / (allowances) for impairment Amortisation of fair value gain Expenses (including allocated expenses) Cost of sale of properties under development Share of results of an associate	236,913 (59,589) 1,074 (54,033) (82,836)	153,461 (51,503) 1,340 (46,701) (34,608) (21,670)	16,515 (13,672) (2,000) (9,279) (7,645) - 25,568	406,889 (124,764) 414 (110,013) (125,089) (21,670) 25,568
Segment results	41,529	319	9,487	51,335
Non-controlling interests				(8,785)
				42,550
2016:	Real Estate Finance AED′000	Real Estate Investment AED'000	Corporate Finance Investments AED'000	Total AED'000
Operating income Distribution to financiers / investors Reversal / (allowances) for impairment Amortisation of fair value gain Expenses (including allocated expenses) Cost of sale of properties under development Share of results of an associate	233,190 (62,763) (63,656) (55,893) (96,975)	505,390 (51,338) (1,135) (44,860) (59,949) (196,117)	11,707 (13,291) (937) (9,677) (14,554) - 27,905	750,287 (127,392) (65,728) (110,430) (171,478) (196,117) 27,905
Segment results	(46,097)	151,991	1,153	107,047

Non-controlling interests

### Segment assets and liabilities:

The following table presents segment assets and liabilities of the Group as at 31 December:

2017:	Real Estate Finance AED'000	Real Estate Investment AED'000	Corporate Finance Investments AED'000	Total AED'000
Segment assets	4,211,495	1,941,354	426,395	6,579,244
Segment liabilities	1,885,362	2,689,584	433,390	5,008,336
Depreciation	6,177	-	140	6,317
Capital expenditure	1,034	-	202	1,236

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107,440

2016:	Real Estate Finance	Real Estate Investment	Corporate Finance Investments	Total
	AED'000	AED'000	AED'000	AED'000
Segment assets	4,098,044	1,989,222	405,402	6,492,668
Segment liabilities	1,719,261	2,739,954	421,761	4,880,976
Depreciation	5,203	-	193	5,396
Capital expenditure	13,570	-	112	13,682

#### 29- RELATED PARTY TRANSACTIONS

Related parties represent associated companies, major shareholders, directors and key management personnel of the Group, and entities controlled, jointly controlled or significantly influenced by such parties. The pricing policies and terms of these transactions are approved by the Group's management.

Balances with related parties included in the consolidated statement of financial position are as follows:

#### 31 December 2017:

	Associated companies AED'000	Major shareholders AED'000	Directors and senior management AED'000	Other related parties AED'000	Total AED'000
Cash and balances with banks	-	-	-	113,802	113,802
Islamic financing and investing assets	-	-	18,268	10,915	29,183
Available for sale investments	-	-	-	7,249	7,249
Investment deposits	-	130,221	-	1,042,085	1,172,306
Other assets (note 15)	-	-	-	703	703
Other liabilities	-	51	-	860	911

#### 31 December 2016:

	Associated companies AED'000	Major shareholders AED'000	Directors and senior management AED'000	Other related parties AED'000	Total AED′000
Cash and balances with banks	-	-	-	14,957	14,957
Islamic financing and investing assets	-	-	17,869	13,301	31,170
Available for sale investments	-	-	-	7,249	7,249
Investment deposits	-	130,221	-	1,042,085	1,172,306
Other assets (note 15)	71	-	-	703	774
Other liabilities	-	51	-	860	911



# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

## 29- RELATED PARTY TRANSACTIONS (continued)

Transactions with related parties included in the statement of income are as follows:

## 31 December 2017:

	Associated companies AED'000	Major shareholders AED′000	Directors and senior management AED'000	Other related parties AED'000	Total AED′000
Income from Islamic financing and investing assets Distributions to financiers / investors	-	2,641	590 	652 21,131	1,242 23,772
31 December 2016:					
	Associated companies AED'000	Major shareholders AED'000	Directors and senior management AED'000	Other related parties AED'000	Total AED'000
Income from Islamic financing and investing assets Distributions to financiers / investors	-	2,680	621	728 21,445	1,349 24,125

## Compensation of key management personnel

The compensation paid to key management personnel of the Group is as follows:

	2017 AED'000	2016 AED′000
Salaries and other benefits Employee terminal benefits	14,730 471	18,786 2,206
	15,201	20,992

Directors' remuneration during the year ended 31 December 2017 has been disclosed in note 30.

## **30- COMMITMENTS AND CONTINGENCIES**

#### Commitments

	Notes	2017 AED'000	2016 AED'000
Irrevocable commitments to advance financing	30.1	386,477	246,722
Commitments for advances for investment properties	30.2	23,251	23,251
Commitments for investment properties	30.3	-	67,923
Commitments against capital expenditure	30.4	970	5,350
Commitments against properties under development	30.5	-	14,255
		410,698	357,501

30.1 Credit-related commitments include commitments to extend facilities designed to meet the requirements of the Group's customers. Commitments generally have fixed expiration dates, or other termination clauses, and normally require the payment of a fee. Since commitments may expire without being drawn upon, the total contract amounts do not necessarily represent future cash requirements.

- 30.2 This represents commitments to property developers or sellers in respect of property purchases.
- 30.3 This represents commitments to property developers in respect of development of investment property.
- 30.4 This represents commitment towards implementation of IT projects.
- 30.5 Capital expenditure pertaining to properties under development contracted but not provided for.

#### Contingencies

a) The Group is engaged in certain litigation proceedings in the United Arab Emirates, involving claims by and against it, mainly in respect of certain sale and financing transactions. The Group is defending these cases and, based on legal counsel advice received, believes it is less than probable that such actions taken by counter parties would succeed, except for cases against which a provision of AED 3 million (2016: AED 4 million) has been made.

b) As at 31 December 2017, the Group had a contingent liability for proposed Directors' remuneration of AED 3 million (2016: AED 3.50 million). Directors' remuneration, which is governed by UAE Federal Law No (2) of 2015, of AED 2.25 million was approved at Annual General Meeting (AGM) on 10 April 2017 and was paid during the quarter ended 30 June 2017.

c) The developer against which the Company commenced arbitration in 2013 as detailed in note 11 has in turn also filed an arbitration case against the Group during the year amounting to AED 669 million to recover purported losses. Based on the advice received from third party legal counsel, the Company has concluded it is unlikely that the counterparty will be successful with this action and hence no provision has been recorded in the consolidated financial statements for the year ended 31 December 2017.

#### **31- RISK MANAGEMENT**

Risk is inherent in the Group's activities but it is managed through a process of ongoing identification, measurement, mitigation and monitoring subject to risk limits and other controls. This process of risk management is critical to the Group's sustainability. The Group is exposed to credit risk, liquidity risk, market risk and operational risks.

The independent risk control process does not include business risks such as changes in the environment, technology and industry. They are monitored through the Group's strategic planning process.

The major risks to which the Group is exposed in conducting its business and operations, and the means and organizational structure it employs in seeking to manage them strategically in its attempt to build stakeholder's value are outlined below.

The Board of Directors ("Board") is responsible for the continuous review and approval of the Group's Risk Policies and Medium Term and Annual Risk Strategy, within which business strategy, objectives and targets are formulated. The Board reviews the Group's Risk Profile to ensure that it is within the Group's Risk Policies and appetite parameters. It delegates authority to senior management to conduct day-to-day business within the prescribed policy and strategy parameters, whilst ensuring that processes and controls are adequate to manage the Group's Risk Policies and Strategy.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

## 31- RISK MANAGEMENT (continued)

Executive Management is responsible for implementing the Group's Risk Strategy and Policy guidelines as set by the Board including the identification and evaluation on a continuous basis of all significant risks to the business and the design and implementation of appropriate internal controls to minimise them. This is done through the following senior management committees:

The Audit Committee is responsible to the Board for ensuring that the Group maintains an effective system of financial, accounting and risk management controls and for monitoring compliance with the requirements of the regulatory authorities.

The Group's Fatwa and Sharia Supervisory Board is responsible to review the operational, financing and investing activities of the Group ensuring their alignment and compliance with the principles of Sharia. Being a supervisory board they are also required to audit the business activities undertaken and present an independent report to the shareholders. Fatwas and ongoing pronouncements issued by Fatwa and Sharia Supervisory Board are coordinated and implemented by the management of the Group. The management of the Group seeks guidance from the Fatwa and Sharia Supervisory Board for the implementation of its Fatwas and pronouncements.

Credit department is responsible for portfolio management and evaluation, credit policy and procedure formulation, country risk and counterparty analysis, approval/review and exposure reporting, control and risk-related regulatory compliance, dealing with impaired assets and portfolio management.

The Asset and Liability Committee (ALCO) is chiefly responsible for defining long-term strategic plans and shortterm tactical initiatives for directing asset and liability allocation prudently for the achievement of the Group's strategic goals. ALCO monitors the Group's liquidity and market risks and the Group's risk profile in the context of economic developments and market fluctuations, to ensure that the Group's ongoing activities are compatible with the risk/reward guidelines approved by the Board.

The Risk Committee is responsible for risk management. The Group's risks are measured using a method which reflects both the expected loss likely to arise in normal circumstances and unexpected losses, which are an estimate of the ultimate actual loss based on statistical models. The models make use of probabilities derived from historical experience, adjusted to reflect the economic environment. The Group also runs worse case scenarios that would arise in the event that extreme events which are unlikely to occur do, in fact, occur. It is also responsible for identifying market and operational risks arising from the Group's activities, recommending to the relevant committees appropriate policies and procedures for managing exposure to such risks and establishing the systems necessary to implement effective controls.

Monitoring and controlling risks are primarily performed based on limits established by the Group. These limits reflect the business strategy and market environment of the Group as well as the level of risk that the Group is willing to accept. In addition, the Group monitors and measures the overall risk bearing capacity in relation to the aggregate risk exposure across all risk types and activities.

For all levels throughout the Group, specifically tailored risk reports are prepared and distributed in order to ensure that all business divisions have access to extensive, necessary and up-to-date information.

## **Excessive risk concentration**

Concentration arises when a number of counterparties are engaged in similar business activities, or activities in the same geographic region, or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economic, political or other conditions. Concentration indicates the relative sensitivity of the Group's performance to developments affecting a particular nationality, industry or geographical location.

The Group's risk is mainly related to the property market in the UAE, in particular in Dubai.

In order to avoid further excessive concentration of risk, the Group's policies and procedures include specific guidelines to focus on counter party limits and maintaining a diversified portfolio. Identified concentration of credit risks are controlled and managed accordingly.

## Credit risk

Credit risk is the risk that a customer or counterparty will fail to meet a commitment, resulting in financial loss to the Group. Such risk stems mainly from day to day Islamic financing activities undertaken by the Group. Credit risk is actively monitored in accordance with the credit policies which clearly define delegated financing authorities, policies and procedures. For details of composition of Islamic financing assets refer note 9.

The Group attempts to control credit risk by monitoring credit exposures, limiting transactions with specific counter parties and continually assessing the creditworthiness of counter parties. The Group has built and maintains a sound receivable portfolio in terms of a well-defined Credit Policy approved by the Board of Directors. Its credit evaluation system comprises of well-designed credit appraisal, sanctioning and review procedures for the purpose of emphasising prudence in its financing activities and ensuring quality of asset portfolio. Special attention is paid to the management of non-performing financing assets.

The Group constantly monitors overall credit exposure and takes analytical and systematic approaches to its credit structure categorized by individuals, group and industry and consequently, the credit portfolio is well diversified sectorally and by nationalities, with no significant concentration.

The Group provides Ijara financing, as evident from the portfolio composition, which entails the ownership of the property with the Group till clearance of all rental payments due. This results in collateralisation of the finance amount (fixed rentals). The Group's customers are mainly based in the United Arab Emirates.

#### QUANTITATIVE INFORMATION

#### Maximum exposure to credit risk without taking account of any collateral and other credit enhancements

The table below shows the maximum exposure to credit risk for the components of the statement of financial position. The maximum exposure is shown gross.

	Gross maximum exposure 2017 AED'000	Gross maximum exposure 2016 AED'000
Balances with banks (note 8) Islamic financing and investing assets (note 9) Advances for investment properties (note 11) Other assets (excluding prepayments) (note 15)	672,956 3,084,983 322,818 125,723	620,443 3,219,711 322,818 157,674
Total credit risk exposure	4,206,480	4,320,646

Where financial instruments are recorded at fair value the amounts shown above represent the current credit risk exposure but not the maximum risk exposure that could arise in the future as a result of changes in values. For more details on the maximum exposure to credit risk for each class of financial instrument, references shall be made to the specific notes. The effect of collateral and other risk mitigation techniques is shown below.

The credit quality of financial assets is managed by the Group using internal credit ratings. The table below shows the credit quality by class of financial asset, based on the Group's credit rating system.

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# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

## 31- RISK MANAGEMENT (continued)

## Credit risk (continued)

## 31 December 2017

	Neither impaired nor past due on reporting date				Past due but not impaired on reporting date	
	Carrying amount AED'000	Low/fair risk AED'000	Watch list AED'000	Re-negotiated terms AED'000	<30 days AED′000	30-60 days AED'000
Balances with banks Islamic financing and	672,956	672,956	-	-	-	-
investing assets Advances for investme	<b>3,084,983</b> nt	1,913,217	96,172	106,206	327,622	141,174
properties Other assets	322,818	-	292,782	-	-	-
(excluding prepaymer	nts) <b>125,723</b>	95,514	5,840	-	-	-
	4,206,480	2,681,687	394,794	106,206	327,622	141,174

### 31 December 2016

		Neither impaired nor past due on reporting date				Past due but not impaired on reporting date	
	Carrying amount AED'000	Low/fair risk AED'000	Watch list AED'000	Re-negotiated terms AED'000	<30 days AED'000	30-60 days AED'000	
Balances with banks Islamic financing and	620,443	620,443	-	-	-	-	
investing assets Advances for investme	3,219,711 n	1,836,345	94,819	83,242	410,297	201,471	
properties Other assets	322,818	-	292,782	-	-	-	
(excluding prepaymer	nts) 157,674	125,958	7,347		-	-	
	4,320,646	2,582,746	394,948	83,242	410,297	201,471	



		on reporting date			
 61-90 days AED'000	>90 days AED'000	Carrying amount AED'000	Allowance for impairment AED'000	Gross amount AED'000	
-	-	-	-	-	
118,600	135,692	246,300	(213,467)*	459,767	
-	-	30,036	(8,582)	38,618	
-	-	24,369	(32,955)	57,324	
118,600	135,692	300,705	(255,004)	555,709	

#### Individually impaired on reporting date

Individually impaired

			, ,	
61-90 days AED'000	>90 days AED'000	Carrying amount AED'000	Allowance for impairment AED'000	Gross amount AED'000
-	-	-	-	-
108,116	188,140	297,281	(255,960)*	553,241
-	-	30,036	(8,582)	38,618
-	-	24,369	(42,131)	66,500
108,116	188,140	351,686	(306,673)	658,359

\* In addition to the specific provision as above, the Group has also made a collective provision of AED 126.12 million (31 December 2016: AED 126.12 million) on Islamic financing and investing assets and provision for on hold projects amounting to AED 121.84 million (31 December 2016: AED 130.81 million)

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

## 31- RISK MANAGEMENT (continued)

#### Collateral and other credit enhancements

The finance provided by the Group is completely asset backed in accordance with the principles of Shariah. Properties are funded based on "Group's Appraised Value". In the case of new properties, the appraised value is similar to the developers' per square footage rate further assessed by independent valuation and internal assessment. In the case of older properties the appraised value is based on the valuation report from independent third party valuers obtained on regular basis.

Property insurance is mandatory and the property is insured against all normal risks for the value stated in the sale agreement, or the valuation amount given by the surveyor, as the case maybe. The insured value is maintained at the original property value through the life of the finance.

#### Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices.

The Group has established risk management policies and limits within which exposure to market risk is monitored, measured and controlled with strategic oversight exercised by the Board and ALCO. These units are responsible for developing and implementing market risk policy and risk measuring/monitoring methodology and for reviewing all new trading products and product limits.

### Currency risk

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. As the UAE Dirham and Saudi Riyal are pegged to the US Dollar, the balances in Saudi Riyal are not considered to represent significant currency risk.

	2017 % Change in			2016 % Change in		
	currency rate in AED	Effect on profit AED '000	Effect on Equity AED′000	% Change in currency rate in AED	Effect on Profit AED ′000	Effect on Equity AED '000
<b>Currency</b> Egyptian Pound (LEY)	± 5%	± 584	± 9,077	± 5%	±1,483	± 6,829

#### Profit rate risk

Profit rate risk arises from the possibility that changes in profit rates will affect future profitability or the fair values of financial instruments. In the Group's financial statements, mainly two line items can lead to such exposure i.e. Islamic financing assets and financing obligations, as shown on the assets and liabilities sides respectively. The profit rate risk for the Group is minimal in the short term period. The profit rate for financing assets is a composition of EIBOR and internal spread which can be expected to fluctuate frequently based on EIBOR movement. The Group reviews the profit rate on a regular basis during its ALCO meeting and, if required, recommends a rate change based on market conditions and competitiveness.

The financing obligations, are contractually fixed/capped rate contracts as determined on contract initiation. Any rate change has no impact for already entered arrangements.

The following table demonstrates the sensitivity to a reasonable possible change in profit rates, with all other variables held constant, on the Group's statement of income.

The sensitivity of the statement of income is the effect of the assumed changes in profit rates on the results for one year, based on profit bearing financial assets and financial liabilities held at 31 December 2017.

	2017 AED'000	2016 AED′000
Effect of a ± 50 bps change in EIBOR	± 15,624	± 16,603
Effect of a $\pm$ 100 bps change in EIBOR	± 31,248	± 33,206

### Equity price risk

Equity price risk is the risk that the fair values of equities decrease as the result of changes in the levels of equity indices and the value of individual stocks. The non-trading equity price risk exposure that arises from the Group's investment portfolio includes insignificant quoted equities.

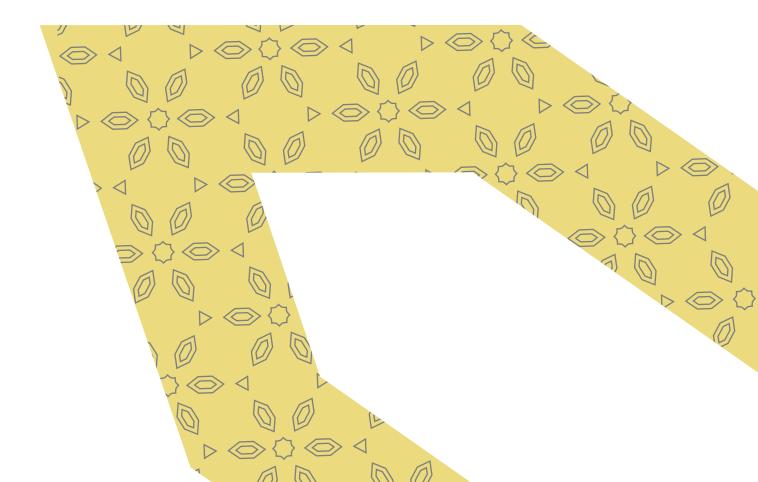
### Early settlement risk

Early settlement risk is the risk that the Group will incur a financial loss because its counterparties settle earlier than expected.

The Group does not have any significant early settlement risk as the amount recovered in case of early settlement is more than the carrying value of the asset on early settlement date, by retaining an amount of deferred profit or adding a margin to the sale price of the Ijarah asset as an early settlement gain. The collection team monitors the customer receivable position on a daily basis.

#### Liquidity risk

The table below summarises the maturity profile of the Group's financial liabilities and off balance sheet commitments based on contractual undiscounted payment obligations. Payments, which are subjected to notice, are treated as if notice were to be given immediately.



# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

## 31- RISK MANAGEMENT (continued)

## Liquidity risk (continued)

## At 31 December 2017

		Up to 1 year		
	Expected Profit rate %	Less than 3 months AED'000	3 months to 6 months AED′000	6 months to 1 year AED'000
Investment deposits and other Islamic financing Term Islamic financing	2% - 4% 6.5% - 21%	74,846 2,202	235,110 2,158	465,693 4,229
		77,048	237,268	469,922
OFF BALANCE SHEET ITEMS Commitments		381,919	3,432	2,097
At 31 December 2016			Up to 1 year	
	Expected Profit rate %	Less than 3 months AED'000	3 months to 6 months AED'000	6 months to 1 year AED'000
Investment deposits and other Islamic financing Term Islamic financing	2% - 4% 6.5% - 14.5%	29,916 1,263 31,179	30,581 1,242 31,823	60,829 2,444 63,273
OFF BALANCE SHEET ITEMS Commitments		253,595	37,808	25,334

Total up to 1 year AED′000	1 year to 5 years AED'000	Over 5 years AED′000	Items with no maturity AED'000	Total AED′000
775,649 8,589	3,450,541 68,405	1,568,171 	-	5,794,361 76,994
784,238	3,518,946	1,568,171	-	5,871,355
387,448	23,250			410,698
Total up to 1 year AED'000	1 year to 5 years AED'000	Over 5 years AED'000	ltems with no maturity AED'000	Total AED′000
121,326 4,949	3,650,223 57,261	2,144,138 2,226	-	5,915,687 64,436
126,275	3,707,484	2,146,364		5,980,123
316,737	40,764			357,501



# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

## 31- RISK MANAGEMENT (continued)

#### Liquidity risk (continued)

### Maturity analysis of assets and liabilities

The maturity analysis of assets, liabilities and off balance sheet items analysed according to when they are expected to be recovered, settled or sold. The values presented in this table include the impact of fair value adjustment as per the statement of financial position and excludes profit not yet due at year end. The table also excludes the potential impact of any cash distribution requirements triggered by the cash sweep mechanism under the terms of the Common Terms Agreement as explained in note 17.

#### At 31 December 2017

At 31 December 2017	Up to 1 year				
	Less than 3 months AED'000	3 months to 6 months AED'000	6 months to 1 year AED'000		
Assets					
Cash and balances with banks	430,403	2,159	-		
Islamic financing and investing assets Available-for-sale investments	663,413	57,335	85,318		
Advance for Investment Properties	-	-	-		
Investment Properties	-	-	-		
Properties under Development	-	-	-		
Investment in an associate	-	-	-		
Other assets	122,193	2,864	6,594		
Furniture, fixture and office equipment	-	-	-		
Total assets	1,216,009	62,358	91,912		
Liabilities					
Investment deposits and other Islamic financing	68,406	205,218	410,437		
Term Islamic financing	1,158	1,157	2,314		
Employees' end of service benefits	-	-	-		
Other liabilities	121,733	3,383	7,609		
Total liabilities	191,297	209,758	420,360		
Commitments	381,919	3,432	2,097		
Net liquidity gap	642,793	(150,832)	(330,545)		
Cumulative net liquidity gap	642,793	491,961	161,416		



Total				
up to	1 year to	Over	Items with	
1 year	5 years	5 years	no maturity	Total
AED'000	AED'000	AED'000	AED'000	AED'000
432,562	205,453	-	35,000	673,015
806,066	662,782	1,616,135	-	3,084,983
-	-	-	12,387	12,387
-	30,036	292,782	-	322,818
-	1,121,691	699,373	-	1,821,064
-	212,849	-	-	212,849
-		-	302,567	302,567
131,651	838	-	-	132,489
-	-	-	17,072	17,072
1,370,279	2,233,649	2,608,290	367,026	6,579,244
684,061	2,153,547	1,954,429	-	4,792,037
4,629	22,948	38,559	-	66,136
-,027	-		6,551	6,551
132,725	10,887	-	-	143,612
821,415	2,187,382	1,992,988	6,551	5,008,336
387,448	23,250		-	410,698
161,416	23,017	615,302	360,475	1,160,210
161,416	184,433	799,735	1,160,210	1,160,210

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

### 31- RISK MANAGEMENT (continued)

## Liquidity risk (continued)

The liquidity risk table above

### Maturity analysis of assets and liabilities (continued)

December 31 2016

December 31 2016	Up to 1 year			
	Less than 3 months AED′000	3 months to 6 months AED'000	6 months to 1 year AED'000	
Assets Cash and balances with banks Islamic financing and investing assets Available-for-sale investments Advance for Investment Properties Investment Properties Properties under Development Investments in an associate Other assets	338,202 607,323 - - - - 17,294	67,480 - - - - 113	96,687 - - - 24,694	
Furniture, fixture and office equipment			-	
Total assets	962,819	67,593	121,381	
<i>Liabilities</i> Investment deposits and other Islamic financing Term Islamic financing Employees' end of service benefits Other liabilities	712 - 117,531	712 - 4,456	1,425 - 10,391	
Total liabilities	118,243	5,168	11,816	
Commitments	253,595	37,808	25,334	
Net liquidity gap	590,981	24,617	84,231	
Cumulative net liquidity gap	590,981	615,598	699,829	

Total		_		
up to	1 year to	Over	ltems with	
1 year	5 years	5 years	no maturity	Total
AED'000	AED'000	AED'000	AED'000	AED'000
338,202	247,300	-	35,000	620,502
771,490	886,596	1,561,625	-	3,219,711
-	-	-	7,688	7,688
-	30,036	292,782	-	322,818
-	147,677	1,475,419	-	1,623,096
-	220,679	-	-	220,679
-	-	-	293,540	293,540
42,101	120,249	-	-	162,350
	-	-	22,284	22,284
1,151,793	1,652,537	3,329,826	358,512	6,492,668
-	2,248,999	2,433,025	-	4,682,024
2,849	14,247	40,608	-	57,704
-	-	-	6,157	6,157
132,378	2,713	-	-	135,091
135,227	2,265,959	2,473,633	6,157	4,880,976
316,737	40,764	-		357,501
699,829	(654,186)	856,193	352,355	1,254,191
699,829	45,643	901,836	1,254,191	1,254,191

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued) At 31 December 2017

## 31- RISK MANAGEMENT (continued)

## Liquidity risk (continued)

Post financial restructuring the Group has significantly reduced its liquidity risk. The Group will be able to continue to meet its commitments for the foreseeable future without any significant liquidity mismatch.

### **Operational risk**

Operational risk is the risk of loss arising from systems failure, human error, fraud or external events. When controls fail to perform, operational risks can cause damage to reputation, have legal or regulatory implications, or lead to financial loss. The Group cannot expect to eliminate all operational risks, but through a control framework and by monitoring and responding to potential risks, the Group is able to manage the risks. Controls include effective segregation of duties, access, authorisation and reconciliation procedures, staff education and assessment processes, including the use of internal audit.

### **Capital Management**

The primary objectives of the Group's capital management are to ensure that the Group complies with externally imposed capital requirements and that the Group maintains strong credit ratings and healthy capital ratios in order to support its business and to maximise shareholders' value.

The Group manages its capital structure and makes adjustments to it in the light of changes in economic conditions and the risk characteristics of its activities. The restructuring effected at 25 November 2014 represented a significant change in the capital structure of the Group. Capital comprises share capital, treasury shares, statutory reserve, general reserve, special reserve, cumulative changes in fair value, foreign currency translation reserve, Mudaraba Instrument, Mudaraba Instrument reserve and accumulated losses and is measured at AED 1,443 million as at 31 December 2017 (31 December 2016: AED 1,493 million).

## Fair value of financial assets and liabilities

The fair values of the Group's financial assets and liabilities at the reporting date approximate their carrying values as reflected in these financial statements.



### **32- SOCIAL CONTRIBUTIONS**

The Company pursues a Corporate Social Responsibility strategy and is formally registered with the Dubai Chamber of Commerce and Industry (DCCI) for Dubai Chamber CSR Label program. The Company has made social contributions mainly to Dubai Health Authority, Smart Life Foundation and Emirates Red Crescent during the year towards humanitarian activities.

#### **33- SUBSEQUENT EVENTS**

On 4 January 2018, the Group signed an MoU with Marseilia Egypt for the joint development of Al Nasr City Land in Egypt. Under the proposed agreement, once certain conditions precedent are completed, the Group will provide the land while the entire financing for the development and construction of the Land will be provided by Marseilia Egypt.

