# DLALA BROKERAGE AND INVESTMENT HOLDING COMPANY (QSC) DOHA - QATAR

INTERIM CONDENSED CONSOLIDATED

FINANCIAL STATEMENTS

FOR THE SIX MONTH PERIOD

ENDED JUNE 30, 2008

TOGETHER WITH AUDITOR'S

REVIEW REPORT

# <u>DLALA BROKERAGE AND INVESTMENT HOLDING COMPANY (QSC)</u> <u>DOHA - QATAR</u>

# INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS FOR THE SIX MONTH PERIOD ENDED JUNE 30, 2008

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### **Report on Review of Interim Condensed Consolidated Financial Statements**

To The Board of Directors

Dlala Brokerage and Investment Holding Company (QSC)

Doha - Qatar

#### Introduction

We have reviewed the accompanying interim condensed consolidated balance sheet of **Dlala Brokerage and Investment Holding Company (QSC)** as at June 30, 2008 and the related interim condensed consolidated statements of income, changes in shareholders' equity and cash flows for the six month period then ended, and certain explanatory notes. Management is responsible for the preparation and presentation of these interim condensed consolidated financial statements in accordance with **International Accounting Standard – 34 "Interim Financial Reporting".** Our responsibility is to express a conclusion on these interim condensed consolidated financial statements based on our review.

### Scope of Review

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim condensed consolidated financial statements are not prepared, in all material respects, in accordance with **International Accounting Standard - 34 "Interim Financial Reporting"**.

For **Deloitte & Touche** 

Doha – Qatar July 16, 2008 Muhammad Bahemia License No. 103.

### $\frac{\textbf{DLALA BROKERAGE AND INVESTMENT HOLDING COMPANY (QSC)}}{\textbf{DOHA - QATAR}}$

### INTERIM CONDENSED CONSOLIDATED BALANCE SHEET <u>AS OF JUNE 30, 2008</u>

	Note	June 30, <u>2008</u> (Reviewed)	December 31 2007 (Audited)
ASSETS:	- 1000	(=== :== :: == :)	()
Current Assets:			
Cash and bank balances	3	262,875,082	114,498,062
Customers funds	4	375,043,593	357,738,889
Due from customers		63,320,311	273,906,575
Due from Doha Securities Market		135,960,292	
Other assets		3,757,566	3,041,552
Total Current Assets		840,956,844	749,185,078
Non-Current Assets:			
Available-for-sale investments	5	51,159,575	47,858,669
nvestment in associates	6	11,753,535	11,993,832
Properties and equipment	7	64,187,945	18,580,943
Total Non-Current Assets		127,101,055	78,433,444
Total Assets		968,057,899	827,618,522
		968,057,899 ======	827,618,522
Total Assets LIABILITIES AND SHAREHOLDERS' EQUITY: LIABILITIES:			
LIABILITIES AND SHAREHOLDERS' EQUITY:			
LIABILITIES AND SHAREHOLDERS' EQUITY: LIABILITIES: Current Liabilities:			40,903,413
CIABILITIES AND SHAREHOLDERS' EQUITY:  LIABILITIES:  Current Liabilities:  Bank over draft  Oue to customers			40,903,413 429,784,107
CIABILITIES AND SHAREHOLDERS' EQUITY:  CIABILITIES:  Current Liabilities:  Bank over draft  Due to customers  Due to Doha Security Market		 667,786,036 	40,903,413
CIABILITIES AND SHAREHOLDERS' EQUITY:  CIABILITIES:  Current Liabilities:  Bank over draft  Due to customers  Due to Doha Security Market  Loan	8	667,786,036  1,758,495	40,903,413 429,784,107 117,158,136
CIABILITIES AND SHAREHOLDERS' EQUITY:  CIABILITIES:  Current Liabilities:  Bank over draft  Due to customers  Due to Doha Security Market  Loan	8	 667,786,036 	40,903,413 429,784,107
LIABILITIES AND SHAREHOLDERS' EQUITY: LIABILITIES: Current Liabilities: Bank over draft Oue to customers Oue to Doha Security Market Loan Other liabilities	8	667,786,036  1,758,495 22,245,756 691,790,287	40,903,413 429,784,107 117,158,136 
LIABILITIES AND SHAREHOLDERS' EQUITY:	8		40,903,413 429,784,107 117,158,136  16,091,666
LIABILITIES AND SHAREHOLDERS' EQUITY:  LIABILITIES:  Current Liabilities: Bank over draft Oue to customers Oue to Doha Security Market Loan Other liabilities  Cotal Current Liabilities  Non-Current Liabilities:	8	667,786,036  1,758,495 22,245,756 691,790,287	40,903,413 429,784,107 117,158,136 
LIABILITIES AND SHAREHOLDERS' EQUITY:  LIABILITIES:  Current Liabilities:  Bank over draft  Due to customers  Due to Doha Security Market  Loan  Other liabilities  Total Current Liabilities  Loan  Non-Current Liabilities:  Loan		667,786,036 1,758,495 22,245,756 	40,903,413 429,784,107 117,158,136 
LIABILITIES AND SHAREHOLDERS' EQUITY: LIABILITIES: Current Liabilities: Bank over draft Due to customers Due to Doha Security Market Loan Other liabilities  Total Current Liabilities		667,786,036  1,758,495 22,245,756 	40,903,413 429,784,107 117,158,136 

### $\frac{\textbf{DLALA BROKERAGE AND INVESTMENT HOLDING COMPANY (QSC)}}{\textbf{DOHA - QATAR}}$

### INTERIM CONDENSED CONSOLIDATED BALANCE SHEET <u>AS OF JUNE 30, 2008</u>

	June 30,	December 31
	<u>2008</u>	<u>2007</u>
	(Reviewed)	(Audited)
Shareholders' Equity:		
Issued capital	200,000,000	200,000,000
Legal reserve	4,348,093	4,348,093
Investment revaluation reserve	2,163,296	(6,894,565)
Proposed dividend		24,000,000
Retained earnings	41,589,953	1,479,622
Attributable to Equity Holders of Holding Company	248,101,342	222,933,150
Minority Interest	36,150	28,107
Total Equity	248,137,492	222,961,257
Total Equity and Liabilities	968,057,899	827,618,522

These financial consolidated statements were approved by the Board of Directors on -----, 2008 and signed on its behalf by:

Hamad Bin Abdulla Al-Attiyah
Chairman

Sheikh Hamad Bin Nasser Al-Thani
Vice Chairman

CEO

Walid Jassim Al Musalam
CEO

## <u>DLALA BROKERAGE AND INVESTMENT HOLDING COMPANY (QSC)</u> <u>DOHA - QATAR</u>

### INTERIM CONDENSED CONSOLIDATED STATEMENT OF INCOME FOR THE SIX MONTH PERIOD ENDED JUNE 30, 2008

	For the Six Month Period Ended June 30, 2008 (Reviewed)	For the Six Month Period Ended June 30, 2007 (Reviewed)
Revenue:	QR.	QR.
Brokerage and commission income	81,246,502	43,788,574
Brokerage and commission expense	(22,606,487)	(12,315,109)
Brokerage and Commission Income, Net	58,640,015	31,473,465
Bank deposit interest income	3,860,590	2,314,870
Net investment income	6,192,100	2,813,320
Share of loss in associate company	(240,297)	
Other income	38,326	44,232
Total Revenue	68,490,734	36,645,887
Expenses:		
General and administrative expenses	(13,123,002)	(12,517,488)
Staff costs	(14,687,129)	(10,508,935)
Impairment of available for sale investments		(2,100,000)
Finance costs	(562,229)	(1,069,523)
Net income for the Period	40,118,374	10,449,941
Attributable to	======	======
Equity holders of holding company	40,110,331	10,447,535
Minority interest	8,043	2,406
Total	40,118,374	10,449,941
Earnings per share	2.01	0.52

### <u>DLALA BROKERAGE AND INVESTMENT HOLDING COMPANY (QSC)</u> <u>DOHA - QATAR</u>

# INTERIM CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY FOR THE SIX MONTH PERIOD ENDED JUNE 30, 2008

	Capital	Legal Reserve	Fair Value Reserve	Proposed Dividend	Retained Earnings	Attributable to Equity Holders of Holding Company	Minority Interest	Total
	QR.	QR.	QR.	QR.	QR.	QR.	QR.	QR.
Balance – January 1, 2007								
(Audited)	200,000,000	1,842,228	(22,298,259)	10,000,000	2,931,778	192,475,747	23,151	192,498,898
Dividends paid				(10,000,000)		(10,000,000)	·	(10,000,000)
Net income for the period					10,447,535	10,447,535	2,406	10,449,941
Net movement in revaluation								
reserve			1,650,339			1,650,339		1,650,339
<b>Balance - June 30, 2007</b>								
(Reviewed)	200,000,000	1,842,228	(20,647,920)		13,379,313	194,573,621	25,557	194,599,178
Balance – January 1, 2008	========	======	========	=======	=======	=======	======	=======
(Audited)	200,000,000	4,348,093	(6,894,565)	24,000,000	1,479,622	222,933,150	28,107	222,961,257
Dividends paid		, , , , _ <b>_</b>		(24,000,000)		(24,000,000)		(24,000,000)
Net income for the period					40,110,331	40,110,331	8,043	40,118,374
Net movement in revaluation								
reserve			9,057,861			9,057,861		9,057,861
<b>Balance - June 30, 2008</b>								
(Reviewed)	200,000,000 ======	4,348,093	2,163,296 ======	<b></b>	41,589,953	248,101,342 =======	36,150	248,137,492 =======

### DLALA BROKERAGE AND INVESTMENT HOLDING COMPANY (QSC) DOHA – QATAR

## INTERIM CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE SIX MONTH PERIOD ENDED JUNE 30, 2008

		For the Six Month P	eriod Ended June 30
	•	2008	2007
		(Reviewed)	(Reviewed)
	Note	QR.	QR.
Cash Flows from Operating Activities:		-	-
Net income for the period		40,118,374	10,449,941
Adjustments for:			
Depreciation of properties and equipments		3,117,174	3,882,746
Interest income		(3,860,590)	(2,314,870)
Interest paid		562,229	1,069,523
Provision for end of service benefit		(8,459)	(242,577)
Profit on available –for-sale investments		(5,328,528)	(2,813,320)
Share of loss of associate		240,297	
Impairment loss on investments			2,100,000
		34,840,497	12,131,443
Due from customers		210,586,264	30,370,252
Due from Doha Securities Market		(140,630,601)	(19,289,496)
Prepaid and other debit balances		(716,014)	1,969,596
Customers funds		(17,304,704)	22,194,393
Due to customers		238,001,929	61,333,389
Due to Doha Securities Market		(112,487,827)	(40,835,654)
Accruals and other credit balances		6,154,090	(295,978)
Net Cash Flow From Operating Activities		218,443,634	67,577,945
Cash Flows from Investing Activities:			
Purchase and sale of available-for-sale investments,			
net		11,085,483	15,269,085
Purchase of properties and equipments		(48,724,176)	(4,306,070)
Interest received		3,860,590	2,314,870
Net Cash (Used in) From Investing Activities		(33,778,103)	13,277,885
Cash Flows from Finance Activities:			
Dividends paid		(24,000,000)	(10,000,000)
Interest paid		(562,229)	(1,069,523)
Net proceeds from loan		29,177,131	
Cash From (Used in) Finance Activities		4,614,902	(11,069,523)
Net increase in cash and cash equivalents		189,280,433	69,786,307
Cash and cash equivalents – beginning of the period		73,594,649	3,344,354
Cash and Cash Equivalents - End of the Period	10	262,875,082	73,130,661

### <u>DLALA BROKERAGE AND INVESTMENT HOLDING COMPANY (QSC)</u> DOHA – QATAR

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS FOR THE SIX MONTH PERIOD ENDED JUNE 30, 2008

#### 1. General Information:

Dlala Brokerage and Investment Holding Company (the Company) is a Qatari Shareholding Company (Q.S.C.) incorporated in the State of Qatar on May 24, 2005 under Commercial Registration No.30670. The Company is governed by the provisions of the Qatar Commercial Companies law No. 5 of 2002 and the Doha Securities Market regulations. The Company is engaged in brokerage activities at the Doha Securities Market through its subsidiaries, and in investment activities for itself.

#### 2. Basis of Preparation and Significant Accounting Policies:

These interim condensed consolidated financial statements are prepared in accordance with IAS 34 "Interim Financial Reporting". The accounting policies used in the preparation of these interim condensed consolidated financial statements are consistent with those used in the annual consolidated financial statements for the year ended December 31, 2007 and should be read in conjunction with the 2007 annual consolidated financial statements and the notes attached thereto, except for the adoption of certain revised/new interpretations which are effective as of January 1, 2008. Adoption of these interpretations did not have any effect on the financial position nor performance of the Company.

The interim condensed consolidated financial statements are prepared under the historical cost convention except for investments and derivative financial instruments which are carried at fair value.

The interim condensed consolidated financial statements do not contain all information and disclosures required for full consolidated financial statements prepared in accordance with International Financial Reporting Standards. In addition, results for the six month ended June 30, 2008 are not necessarily indicative of the results that may be expected for the financial year ending December 31, 2008.

### 3. Cash and Bank Balances:

	<u>June 30,</u> <u>2008</u>	<u>December 31,</u> <u>2007</u>
	(Reviewed) QR.	(Audited) QR.
Cash on hand	21,676	21,317
Fixed deposits	39,851,540	55,690,967
Bank current accounts	223,001,866	58,785,778
Total	262,875,082	114,498,062
	=======	=======

Fixed deposits and call accounts represent short term investments in various banks, with effective interest rates ranging from 2.5% to 6.5%, and maturity dates up to 90 days.

### 4. Customers' Funds:

Customer's funds represent bank balances for the customers, which the Company holds in trust until the customers commit those funds to the purchase of shares following which the Company transfers the committed funds to the Company's bank accounts and settles with the settlement authority.

### 5. Available-for-Sale Investments:

	<u>June 30, 2008</u>	<u>December 31,</u> <u>2007</u>
	(Reviewed) QR.	(Audited) QR.
Investments - Quoted	47,222,796	52,979,752
Investments - Unquoted	1,050,000	1,050,000
Total cost of investments	48,272,796	54,029,752
Changes in fair value - Quoted	2,886,779	(6,171,083)
Fair value reserve	2,886,779	(6,171,083)
Total	51,159,575	47,858,669

### **6.** Investment in Associates:

(a) The outstanding balances of the investments in associates are represented as follows:

	Ownership	June 30, 2008 (Reviewed)	December 31, 2007 (Audited)
		QR.	QR.
Tuhama Investments	22%	10,194,756	10,215,053
Edata Tech and Consulting	25%	1,778,779	1,778,779
		11,973,535	11,993,832
(b) The movement on the investment in ass	ociates are represente	ed as follows: <b>June 30, 2008</b>	December 31,
		(Poviowed)	2007
		(Reviewed)	(Audited)
		(Reviewed)QR.	
Balance as at beginning of period/year Acquisition of associate			(Audited) 
Balance as at beginning of period/year Acquisition of associate Share of (loss)/ profit for the period/year Share of associate investment revaluati	on	QR.	(Audited) QR.
Acquisition of associate Share of (loss)/ profit for the period/year	on	QR. 11,993,832	(Audited) QR. 10,386,000 1,778,779

### 7. Properties and Equipment:

	<u>Total</u> QR.
Cost:	
As of January 1, 2007	24,573,740
Additions	4,306,070
Transfer	
As of June 30, 2007	<u>28,879,810</u>
Depreciation:	
As of January 1, 2007	4,301,941
Charge for the period	3,882,746
As of June 30, 2007	8,184,687
Net book value:	
As of June 30, 2007	<u>20,695,123</u>
Cost:	
As of January 1, 2008	29,759,589
Additions	48,724,176
As of June 30, 2008	78,483,765
Depreciation:	
As of January 1, 2008	11,178,646
Charge for the period	3,117,174
As of June 30, 2008	14,295,820
	<u>,=&gt;<b>0</b></u> ,6 <b>2</b> 0
Net book value:	
As of June 30, 2008	<u>64,187,945</u>

- Properties and equipment includes capital work-in-progress for an amount of QR. 11.3 million which represents buildings currently under repairs and maintenance, implementation of "Oracle Financials" and "Oracle HR".
- Land and building amounting to QR. 46.1 million acquired during the year have been used as security for the loan taken.

### **8. Loan:**

	<u>June 30,</u> 2008 (Reviewed) QR.	December 31, 2007 (Audited) QR.
Loan repayable within one year	1,758,495	
Loan repayable between one and five years Loan repayable after five years	6,640,223 20,778,413	 
	27,418,636	
Total	29,177,131 =======	

Loan payable carries interest of 7.5% per annum to be repaid in 147 equal monthly instalments. Loans were taken against mortgage of the underlying land and buildings.

### 9. Legal Reserve:

In accordance with the Qatar Commercial Companies' Law No. 5 of 2002, 10% of net income for the period is to be transferred to legal reserve. However, for the purposes of these interim financial statements, no transfer of legal reserve has been effected.

### 10. Cash and Cash Equivalents:

For the purpose of the statement of cash flow, cash and cash equivalents include the cash and the bank balances, net of outstanding overdrafts. Cash and cash equivalents at the end of the period as shown in the cash flow statement can be reconciled to the related items in the balance sheet as follows:

	For the Six Month Period Ended June 30,	
	2008	<u>2007</u>
	(Reviewed) QR.	(Reviewed) QR.
Cash and bank balances	262,875,082	93,692,352
Bank overdraft		(20,561,691)
Cash and Cash Equivalents at the End of the Period	262,875,082	73,130,661
•	========	=======

### 11. Contingent Liabilities:

	<u>June 30,</u> 2008 (Reviewed) QR.	December 31, 2007 (Audited) QR.
Banks letters of guarantee	462,500,000	235,000,000
	=======	=======

### **12.** Comparatives Figures:

Certain of the previous period figures have been reclassified to conform to this year's presentation.