# EFG - Hermes Holding Company (Egyptian Joint Stock Company)

Consolidated financial statements for the period ended 30 September 2012 &

Review Report

| Contents  | Page |
|---|------|
| Review report   |      |
| Consolidated statement of financial position                        | 1    |
| Consolidated income statement                                       | 2    |
| Consolidated statement of changes in equity                         | 3    |
| Consolidated statement of cash flows                                | 4    |
| Significant accounting policies and other notes to the consolidated |      |
| financial statements  | 5-45 |

1

-



# Hazem Hassan

Public Accountants & Consultants

Pyramids Heights Office Park Km 22 Cairo/Alex Road P.O. Box 48 Al Ahram Giza - Cairo - Egypt Telephone : (202) 35 36 22 00 - 35 36 22 11 Telefax : (202) 35 36 23 01 - 35 36 23 05

E-mail : egypt@kpmg.com.eg Postal Code : 12556 Al Ahram

# **Review Report**

# To the Board of Directors of the EFG - Hermes Holding Company

#### Introduction

We have performed a limited review for the accompanying consolidated statement of financial position of EFG – Hermes Holding Company and its subsidiaries as at 30 September 2012 and the related consolidated statements of income, changes in equity and cash flows for the nine months then ended, and a summary of significant accounting policies and other explanatory notes. The company's management is responsible for the preparation and fair presentation of these interim financial statements in accordance with Egyptian Accounting Standards. Our responsibility is to express a conclusion on these interim financial statements based on our limited review.

# Scope of Limited Review

We conducted our limited review in accordance with Egyptian Standard on Review Engagements 2410, "Limited Review of Interim Financial Statements Performed by the Independent Auditor of the Entity." A limited review of interim financial statements consists of making inquiries, primarily of persons responsible for financial and accounting matters in the Company, and applying analytical and other limited review procedures. A limited review is substantially less in scope than an audit conducted in accordance with Egyptian 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 on these interim financial statements.

#### Conclusion

Based on our limited review, nothing has come to our attention that causes us to believe that the accompanying interim consolidated financial statements do not present fairly, in all material respects, the consolidated financial position of the Company as at 30 September 2012, and of its consolidated financial performance and its consolidated cash flows for the nine months then ended in accordance with Egyptian Accounting Standards.

KPMG Hazem Hassan

KPMG Hazem Hassan Public Accountants and Consultants

# EFG - Hermes Holding Company (Egyptian Joint Stock Company) Consolidated statement of financial position as at 30 September 2012

| Note no.   3009/2012   331/12/12   128    | ,   |               | 2010/0040         | 24 14 2 12 24 4                            |
|---|---|---------------|-------------------|--|
| Assets         Cash and due form banks         (5)         12 044 429 244         12 287 220 080           Cash and due from banks         (6)         542 704 747         817 449 045           Accounts receivables (net)         (7)         65 299 808         382 556 027           Acsets classified as held for sale         (4-1)         4 197 908 838           Loans and advances         (8)         13 585 664 095         12 037 028 726           Available -for-sale investments         (9)         849 238 144         11 91 479 102         18 681 518 778           Investments in associates         (11)         45 587 150         44 844 000           Investment property         (12)         132 062 511         32 0045 183           Fixed assets (net)         (13)         1 108 437 418         1 105 537 41           Cloadwill and other intangible assets         (14)         3 482 706 274         4 09 1559 340           Other assets         (15)         873 602 477         1 53 1935 847           Total assets         (16)         620 152 200         613 772 600           Customers' deposits         (16)         620 152 200         613 772 600           Customers' deposits         (17)         40 986 609 414         38 163 023 300           Accounts payables   |   | Note no.      | 30/9/2012         | 31/12/2011                                 |
| Cash and due from banks   |   |               | LE                | LE   |
| Threstments at fiir value through profit and loss   |   | (5)           | 10 044 400 044    | 12 202 220 000                             |
| Accounts receivables (net) (7) 65 299 808 382 556 027 Assets classified as held for sale (4-1) 4 197 906 858 Loans and advances (8) 13 585 664 6955 12 037 028 726 Avaitable -for- sale investments (9) 849 258 144 1 191 479 102 Held-to-maturity investments (10) 19 427 926 942 18 681 518 778 Howeltments in associates (11) 46 587 150 44 844 000 Investment in associates (11) 46 587 150 44 844 000 Investment property (12) 132 062 511 320 045 183 Fixed assets (net) (13) 1 103 437 418 1 105 532 741 Goodwill and other intangible assets (14) 3482 706 2774 4 991 559 340 Other assets (15) 873 602 477 1 531 935 847  Total assets (8) (15) 873 602 477 1 531 935 847  Total assets (8) (16) 600 152 200 613 772 600 Customers' deposits (17) 40 986 609 414 38 163 023 300 Accounts payables - customers' credit balances (17) 40 986 609 414 38 163 023 300 Accounts payables - customers' credit balances (18) 480 139 650 486 932 000 Creditors and other credit balances (19) 1712 202 562 1667 778 182 Current tax liability (50 070 244 87 810 614 Other provisions (21) 311 798 921 348 251 688  Total liabilities (20) 2 391 473 750 2 391 473 750 Share capital (22) 2 391 473 750 2 391 473 750 Share premium (22) 2 391 473 750 2 391 473 750 Share premium (3 299 067 512 3 294 067 512 Chrent reserves (9) 127 128 15 146 889 685  Retained earnings (22-1) (6) 18 13) (6) 18 (13) (7) (7) (7) (7) (7) (7) (7) (7) (7) (7  |   |               |                   |  |
| Assets classified as held for sale  Loans and advances  (8) 13 \$85 664 095 12 037 028 726  Loans and advances (8) 13 \$85 664 095 12 037 028 726  Relation of the property (10) 19 427 926 942 18 681 518 778  Investments in associates (11) 46 \$87 150 44 844 000  Investment property (12) 132 062 511 320 045 183  Fixed assets (net) (13) 1103 437 418 1 105 532 741  Cloodwill and other intangible assets (14) 3 \$82 706 274 4 091 559 340  Other assets  Total assets  (15) 873 602 477 1 531 933 847  Total assets  Labilities  Labilities  Labilities classified as held for sale  (17) 40 986 609 414 38 163 023 300  Accounts payables - customers' credit balances (18) 48 0139 650 486 932 000  Creditors and other credit balances (19) 1712 202 562 1 667 778 182  Current tax liability  Current tax liabilities  Total liabilities  Total liabilities  Shareholders' equity  Share capital  Legal reserve  961 257 586 956 785 000  Share premium  22 2 391 473 750  Share premium  23 994 067 512  Cutrent reserves  43 43 473 885  31 961 3379  Net profit for the period / year  Non - controlling interests  10 640 683 774  Total shareholders' equity  Non - controlling interests  (24) 10 640 683 774  Total shareholders' equity  Interserve 8 8 8 454 50 595  Retained earnings  Relation 4 8 645 645  Retained earnings  Relation 4 8 645 655  Retained earnings  Relation 4 8 645 655  Retained earnings  Retained earnings  Retained earnings  Retained earnings  Retained earning 8 8 645 670 959 8 199 916 883  Non - controlling interests  Retained earning 11 202 205 91 848 916 883  Retained earning 11 202 205 91 893 807 825 570  Retained earning 11 202 205 91 848 916 883  Retained earning 11 202 205 91 893 916 883  Robert 11 202 217 544 106 640 683 774  |   | 150 5         |                   |  |
| Loans and advances  |   | 197           |                   | 382 330 027                                |
| Available -for- sale investments  |   |               |                   | -  |
| Held-to-maturity investments   (10)   19 427 926 942   18 681 518 778   Investments in associates   (11)   46 587 150   48 444 000   Investment property   (12)   132 0625 111   320 451 183   20 451 183   Fixed assets (net)   (13)   1 103 437 418   1 105 532 741   Cloodwill and other intangible assets   (14)   3 482 706 274   4 091 559 340   Cher assets   (15)   873 602 477   1 531 935 847   Total assets   (16)   620 152 200   613 772 600   Customers' deposits   (17)   40 986 609 414   38 163 023 300   Accounts payables - customers' credit balances   (17)   40 986 609 414   38 163 023 300   Accounts payables - customers' credit balances   (18)   480 139 650   486 932 000   Creditors and other credit balances   (18)   480 139 650   486 932 000   Creditors and other credit balances   (19)   1712 200 562   1 667 778 182   Current tax liabilities   (21)   311 7798 921   348 251 688   Total liabilities   (22)   2 391 473 750   2 391 473 750   Cher provisions   (21)   311 798 921   348 251 688   Total liabilities   (22)   2 391 473 750   2 391 473 750   Cher provisions   (21)   3 11 798 921   3 48 251 688   Cher promium   (22)   2 391 473 750   2 391 473 750   Cher promium   (32)   (32  |   |               |                   |  |
| Investments in associates   |   |               |                   | as track too recovered recovered           |
| Investment property   |   |               |                   |  |
| Fixed assets (net) (13) 1 103 437 418 1 105 532 741 Goodwill and other intangible assets (14) 3 482 706 274 4 091 559 340 Other assets (15) 873 602 477 1 531 935 847  Total assets (15) 873 602 477 1 531 935 847  Total assets (15) 873 602 477 1 531 935 847  Total assets (15) 873 602 477 1 531 935 847  Total assets (15) 873 602 477 1 531 935 847  Total assets (16) 620 152 200 613 772 600 613 772 600 613 620 620 620 620 620 620 620 620 620 620  |   |               |                   |  |
| Cookwill and other intangible assets  | Investment property                           |               |                   |  |
| Total assets  | Fixed assets (net)                            |               |                   |  |
| Total assets   S6 351 585 668   S2 491 168 869  | Goodwill and other intangible assets          |               |                   | 5 9 10 10 10 10 10 10 10 10 10 10 10 10 10 |
| Liabilities   Customers' deposits   Customers' credit balances   | Other assets                                  | (15)          | 873 602 477       |  |
| Liabilities         (16)         620 152 200         613 772 600           Customers' deposits         (17)         40 986 609 414         38 163 023 300           Accounts payables - customers' credit balances         2 486 641         483 336 711           Liabilities classified as held for sale         (4-2)         985 908 492           Bonds         (18)         480 139 650         486 932 000           Creditors and other credit balances         (19)         1 712 020 562         1 667 778 182           Current tax liability         50 070 244         87 810 614           Other provisions         (21)         311 798 921         348 251 688           Total liabilities         45 149 368 124         41 851 105 095           Shareholders' equity         50 070 244         41 851 105 095           Shareholders' equity         2 391 473 750         2 391 473 750           Legal reserve         961 257 586         956 785 000           Share premium         3 294 067 512         3 294 067 512           Other reserves         434 473 885         31 961 357           Retained earnings         1 464 238 152         1 463 890 665           Treasury shares         (22-1)         (6 918 613)         (6 918 613)           Shareholders' equity  | Total assets                                  |               | 56 351 585 668    | 52 491 168 869                             |
| Due to banks and financial institutions   |   | •             |                   |  |
| Customers' deposits Accounts payables - customers' credit balances Accounts payables - customers' credit balances Liabilities classified as held for sale Bonds (18) 480 139 6500 486 932 000 Creditors and other credit balances (19) 1712 202 562 1 667 778 182 Current tax liability 50 070 244 87 810 614 Other provisions (21) 311 798 921 348 251 688  Total liabilities  Total liabilities  Shareholders' equity Share capital (22) 2 391 473 750 2 391 473 750 Legal reserve 961 257 586 956 785 000 Share premium (22) 2 394 067 512 3 294 067 512 Other reserves (3 434 473 885 (31 961 357) Retained earnings (22-1) (6 918 613) (6 918 613) Shareholders' equity Net profit for the period / year Shareholders' equity including net profit for the period / year Non - controlling interests (23) 2 557 187 985 2 440 146 891 Total shareholders' equity  Total shareholders' equity  11 202 217 544  Total shareholders' equity  Total shareholders' equity  11 202 217 544  Total shareholders' equity  Total shareholders' equity  11 202 217 544  Total shareholders' equity   |   | "             | (00.150.000       | 612 770 600                                |
| Accounts payables - customers' credit balances  Liabilities classified as held for sale  Bonds  (18) 480 139 650 486 932 000 Creditors and other credit balances  (19) 1712 202 562 1 667 778 182 Current tax liability  50 070 244 87 810 614 Other provisions  (21) 311 798 921 348 251 688  Total liabilities  At 5 149 368 124 41 851 105 095  Shareholders' equity Share capital  Cuge 1 2 391 473 750 2 391 473 750 Legal reserve  961 257 586 956 785 000 Share premium  Cuther reserves  434 473 885 (31 961 357) Retained earnings  1 464 238 152 1 463 890 665  Retained earnings  Treasury shares  (22-1) (6 918 613) (6 918 613) Shareholders' equity Net profit for the period / year Shareholders' equity including net profit for the period / year Non - controlling interests  (23) 2 557 187 985 2 440 146 891  Total shareholders' equity  11 202 217 544  10 640 063 774  | -   | •             |                   |  |
| Liabilities classified as held for sale   (4-2)   985 908 492   1   |   | (17)          |                   |  |
| Bonds   (18)  |   |               |                   | 483 330 /11                                |
| Creditors and other credit balances  Current tax liability  Other provisions  (21) 311 798 921 348 251 688  Total liabilities  45 149 368 124 41 851 105 095  Shareholders' equity  Share capital  Legal reserve  Share premium  Other reserves  43 473 885 (31 961 357)  Retained earnings  Treasury shares  Shareholders' equity  Treasury shares  Shareholders' equity  Retained earnings  (22-1) (6 918 613)  Shareholders' equity  Treasury shares  Shareholders' equity  Net profit for the period / year  Shareholders' equity including net profit for the period / year  Non - controlling interests  (23) 2 557 187 985 2 440 146 891  Total shareholders' equity  11 202 217 544  The transpose of the first control of the | Liabilities classified as held for sale       |               |                   | 405.000.000                                |
| Current tax liability Other provisions  (21) 311 798 921 348 251 688  Total liabilities  45 149 368 124 41 851 105 095  Shareholders' equity Share capital (22) 2 391 473 750 2 391 473 750 Legal reserve 961 257 586 956 785 000 Share premium 3 294 067 512 3 294 067 512 Other reserves 434 473 885 (31 961 357) Retained earnings 1 464 238 152 1 463 890 665 8 545 510 885 8 074 255 570  Treasury shares (22-1) (6 918 613) (6 918 613) Shareholders' equity Net profit for the period / year Shareholders' equity including net profit for the period / year Non - controlling interests (23) 2 557 187 985  Total shareholders' equity  11 202 217 544  10 640 063 774  | Bonds   |               |                   |  |
| Other provisions       (21)       311 798 921       348 251 688         Total liabilities       45 149 368 124       41 851 105 095         Shareholders' equity       (22)       2 391 473 750       2 391 473 750         Share capital       (22)       961 257 586       956 785 000         Share premium       3 294 067 512       3 294 067 512       3 294 067 512         Other reserves       434 473 885       (31 961 357)       (31 961 357)         Retained earnings       1 464 238 152       1 463 890 665         Treasury shares       (22-1)       (6 918 613)       (6 918 613)         Shareholders' equity       8 538 592 272       8 067 336 957         Net profit for the period / year       8 645 029 559       8 199 916 883         Shareholders' equity including net profit for the period / year       8 645 029 559       8 199 916 883         Non - controlling interests       (23)       2 557 187 985       2 440 146 891         Total shareholders' equity       11 202 217 544       10 640 063 774  | Creditors and other credit balances           | (19)          | 5 N 200 N 30 N 30 |  |
| Total liabilities 45 149 368 124 41 851 105 095  Shareholders' equity Share capital (22) 2 391 473 750 2 391 473 750  Legal reserve 961 257 586 956 785 000 Share premium 3 294 067 512 3 294 067 512 Other reserves 434 473 885 (31 961 357) Retained earnings 1464 238 152 1 463 890 665  Retained earnings 8 245 510 885 8 074 255 570  Treasury shares (22-1) (6 918 613) (6 918 613) Shareholders' equity 8 538 592 272 8 067 336 957 Net profit for the period / year 106 437 287 132 579 926 Shareholders' equity including net profit for the period / year 8 645 029 559 8 199 916 883 Non - controlling interests (23) 2 557 187 985 2 440 146 891  Total shareholders' equity 11 202 217 544 10 640 063 774  | Current tax liability                         |               |                   |  |
| Shareholders' equity Share capital (22) 2 391 473 750 2 391 473 750 Legal reserve 961 257 586 956 785 000 Share premium 3 294 067 512 3 294 067 512 Other reserves 434 473 885 (31 961 357) Retained earnings 1 464 238 152 1 463 890 665 Treasury shares (22-1) (6 918 613) (6 918 613) Shareholders' equity 8 538 592 2772 8 067 336 957 Net profit for the period / year 106 437 287 132 579 926 Shareholders' equity including net profit for the period / year 8 645 029 559 8 199 916 883 Non - controlling interests (23) 2 557 187 985 2 440 146 891  Total shareholders' equity  | Other provisions                              | (21)          | 311 798 921       | 348 251 688                                |
| Share capital       (22)       2 391 473 750       2 391 473 750         Legal reserve       961 257 586       956 785 000         Share premium       3 294 067 512       3 294 067 512         Other reserves       434 473 885       (31 961 357)         Retained earnings       1 464 238 152       1 463 890 665         Treasury shares       8 545 510 885       8 074 255 570         Treasury shares       (22-1)       (6 918 613)       (6 918 613)         Shareholders' equity       8 538 592 272       8 067 336 957         Net profit for the period / year       106 437 287       132 579 926         Shareholders' equity including net profit for the period / year       8 645 029 559       8 199 916 883         Non - controlling interests       (23)       2 557 187 985       2 440 146 891         Total shareholders' equity       11 202 217 544       10 640 063 774   | Total liabilities                             | <u> </u>      | 45 149 368 124    | 41 851 105 095                             |
| Share capital       (22)       2 391 473 750       2 391 473 750         Legal reserve       961 257 586       956 785 000         Share premium       3 294 067 512       3 294 067 512         Other reserves       434 473 885       (31 961 357)         Retained earnings       1 464 238 152       1 463 890 665         Treasury shares       8 545 510 885       8 074 255 570         Treasury shares       (22-1)       (6 918 613)       (6 918 613)         Shareholders' equity       8 538 592 272       8 067 336 957         Net profit for the period / year       106 437 287       132 579 926         Shareholders' equity including net profit for the period / year       8 645 029 559       8 199 916 883         Non - controlling interests       (23)       2 557 187 985       2 440 146 891         Total shareholders' equity       11 202 217 544       10 640 063 774   | Shareholders' equity                          |               |                   |  |
| Legal reserve   |   | (22)          | 2 391 473 750     | 2 391 473 750                              |
| Share premium       3 294 067 512       3 294 067 512       3 294 067 512         Other reserves       434 473 885       (31 961 357)         Retained earnings       1 464 238 152       1 463 890 665         Treasury shares       8 545 510 885       8 074 255 570         Treasury shares       (6 918 613)       (6 918 613)         Shareholders' equity       8 538 592 272       8 067 336 957         Net profit for the period / year       106 437 287       132 579 926         Shareholders' equity including net profit for the period / year       8 645 029 559       8 199 916 883         Non - controlling interests       (23)       2 557 187 985       2 440 146 891         Total shareholders' equity       11 202 217 544       10 640 063 774   | _   |               | 961 257 586       | 956 785 000                                |
| Other reserves       434 473 885       (31 961 357)         Retained earnings       1 464 238 152       1 463 890 665         8 545 510 885       8 074 255 570         Treasury shares       (22-1)       (6 918 613)       (6 918 613)         Shareholders' equity       8 538 592 272       8 067 336 957         Net profit for the period / year       106 437 287       132 579 926         Shareholders' equity including net profit for the period / year       8 645 029 559       8 199 916 883         Non - controlling interests       (23)       2 557 187 985       2 440 146 891         Total shareholders' equity       11 202 217 544       10 640 063 774  |   |               | 3 294 067 512     | 3 294 067 512                              |
| Treasury shares (22-1) (6 918 613) (6 918 613) Shareholders' equity 8 538 592 272 8 067 336 957 Net profit for the period / year 106 437 287 132 579 926 Shareholders' equity including net profit for the period / year 8 645 029 559 8 199 916 883 Non - controlling interests (23) 2 557 187 985 2 440 146 891  Total shareholders' equity   |   |               | 434 473 885       | (31 961 357)                               |
| Treasury shares (22-1) (6 918 613) (6 918 613) Shareholders' equity 8 538 592 272 8 067 336 957 Net profit for the period / year 106 437 287 132 579 926 Shareholders' equity including net profit for the period / year 8 645 029 559 8 199 916 883 Non - controlling interests (23) 2 557 187 985 2 440 146 891  Total shareholders' equity 11 202 217 544 10 640 063 774   | Retained earnings                             |               | 1 464 238 152     | 1 463 890 665                              |
| Shareholders' equity       8 538 592 272       8 067 336 957         Net profit for the period / year       106 437 287       132 579 926         Shareholders' equity including net profit for the period / year       8 645 029 559       8 199 916 883         Non - controlling interests       (23)       2 557 187 985       2 440 146 891         Total shareholders' equity       11 202 217 544       10 640 063 774   | Notalion outsings                             |               | 8 545 510 885     | 8 074 255 570                              |
| Shareholders' equity       8 538 592 272       8 067 336 957         Net profit for the period / year       106 437 287       132 579 926         Shareholders' equity including net profit for the period / year       8 645 029 559       8 199 916 883         Non - controlling interests       (23)       2 557 187 985       2 440 146 891         Total shareholders' equity       11 202 217 544       10 640 063 774   | Treasury shares                               | (22-1)        | (6 9 1 8 6 1 3 )  | (6 918 613)                                |
| Net profit for the period / year 106 437 287 132 579 926 Shareholders' equity including net profit for the period / year 8 645 029 559 8 199 916 883 Non - controlling interests (23) 2 557 187 985 2 440 146 891  Total shareholders' equity 11 202 217 544 10 640 063 774   | 5 10  | (* 1000.9) V. |                   | 8 067 336 957                              |
| Shareholders' equity including net profit for the period / year  Non - controlling interests  (23)  8 645 029 559 8 199 916 883 2 440 146 891  Total shareholders' equity  11 202 217 544 10 640 063 774  |   |               |                   | 132 579 926                                |
| Non - controlling interests (23) 2 557 187 985 2 440 146 891  Total shareholders' equity 11 202 217 544 10 640 063 774  |   |               |                   | 8 199 916 883                              |
| Total shareholders' equity 11 202 217 544 10 640 063 774  |   | (23)          |                   |  |
| Total sparenoiders equity   | <u>,                                     </u> |               | 44 000 017 746    | 10 (10 000 851                             |
| Total shareholders' equity and liabilities 56 351 585 668 52 491 168 869  | Total shareholders' equity                    |               | 11 202 217 544    | 10 040 063 774                             |
|   | Total shareholders' equity and liabilities    |               | 56 351 585 668    | 52 491 168 869                             |

The accompanying notes from page (5) to page (45) are an integral part of these financial statements and are to be read therewith.

Mona Zulfirar

Chairperson

[]

II.

1

1

Yasser EV Wallaweny Executive Managing Director Review Report "attached"

Hassan Heikal
Executive Managing Director

# EFG - Hermes Holding Company

## (Egyptian Joint Stock Company)

# Consolidated income statement

# for the period ended 30 September, 2012

|   |           | 2              | 2012            | :             | 2011               |
|---|-----------|----------------|-----------------|---------------|--------------------|
|   |           | For the        | For the         | For the       | For the            |
|   | Note      | period from    | period from     | period from   | period from        |
|   | no.       | 1/7/2012       | 1/1/2012        | 1/7/2011      | 1/1/2011           |
|   |           | to 30/9/2012   | to 30/9/2012    | to 30/9/2011  | to 30/9/2011       |
|   |           | LE             | LE              | LE            | LE                 |
| Continuing operations                                   |           |                |                 | •             |                    |
| Fee and commission income                               |           | 123 751 728    | 417 464 816     | 129 608 681   | 423 299 218        |
| Fee and commission expense                              |           | ( 47 917 114)  | ( 192 714 130)  | ( 55 788 480) | ( 201 853 080)     |
| Net fee and commission income                           |           | 75 834 614     | 224 750 686     | 73 820 201    | 221 446 138        |
| Securities gains  |           | 21 688 910     | 50 465 198      | 15 784 829    | 31 026 099         |
| Share of profit of associate                            | (11)      | 947 902        | 5 184 358       | ( 799 920)    | 4 443 120          |
| Changes in the investments at fair value through profit | and loss  | 41 292 906     | 72 989 283      | ( 12 738 199) | ( 274 529)         |
| Gains on sale of fixed assets                           |           | 144 862        | 164 902         | 681           | 32 614             |
| Foreign currencies differences                          |           | 2 363 277      | 9 699 297       | ( 655 507)    | 23 622 683         |
| Other income  | (20)      | 19 431 320     | 39 998 895      | 6 558 819     | <u> 17 284 574</u> |
| Noninterest revenue                                     |           | 161 703 791    | 403 252 619     | 81 970 904    | 297 580 699        |
|   |           |                |                 |               |                    |
| Interest and dividends income                           |           | 628 211 325    | I 846 287 932   | 598 339 279   | 1 793 749 723      |
| Interest expense  |           | ( 434 262 197) | (1 258 984 871) | (408 254 910) | (1 187 686 120)    |
| Net interest income                                     |           | 193 949 128    | 587 303 061     | 190 084 369   | 606 063 603        |
| Total net revenue                                       |           | 355 652 919    | 990 555 680     | 272 055 273   | 903 644 302        |
| General administrative expenses                         | (28)      | 240 256 231    | 683 994 356     | 192 091 042   | 582 444 442        |
| Net losses on loans and advances                        | (8)       | 7 145 634      | 15 939 186      | ( 15 289 560) | ( 18 326 880)      |
| Other provisions  | (21)      | 5 770 465      | 15 193 315      | 4 580 803     | 15 868 425         |
| Depreciation and amortization                           | (13),(14) | 18 945 582     | 54 503 247      | 17 356 890    | 49 994 731         |
| Impairment loss on assets                               | (25)      | 840            | 241 320         | 76 296        | 76 296             |
|   |           |                |                 |               |                    |
| Total noninterest expenses                              |           | 272 118 752    | 769 871 424     | 198 815 471   | 630 057 014        |
| Net profit before income tax                            |           | 83 534 167     | 220 684 256     | 73 239 802    | 273 587 288        |
| Income tax expense                                      | (26)      | ( 12 644 490)  | ( 38 177 043)   | ( 12 761 501) | ( 44 977 369)      |
| Net profit from continuing operations                   |           | 70 889 677     | 182 507 213     | 60 478 301    | 228 609 919        |
| Discontinued operation                                  |           |                |                 |               |                    |
| Profit from discontinued operation (net of tax)         |           |                |                 |               |                    |
| Total fold discontinued operation (net of tax)          | (4-3)     | 12 939 169     | 49 582 552      | 17 288 220    | 57 404 547         |
| Net profit for the period                               |           | 83 828 846     | 232 089 765     | 77 766 521    | 286 014 466        |
| Equity holders of the parent                            |           | 44 523 733     | 106 437 287     | 32 816 462    | 150 330 686        |
| Non - controlling interests                             | (23)      | 39 305 113     | 125 652 478     | 44 950 059    | 135 683 780        |
|   | . •       | 83 828 846     | 232 089 765     | 77 766 521    | 286 014 466        |
|   |           |                |                 | ,,            | 200 014 400        |
| Earnings per share                                      | (29)      | 0.09           | 0.22            | 0.07          | 0.31               |
|   |           |                |                 |               |                    |

The accompanying notes from page (5) to page (45) are an integral part of these financial statements and are to be read therewith.

EFG - Hermes Holding Company

(Egyptian Joint Stock Company)
Consolidated statement of changes in equity

for the period ended 30 September, 2012

,

|  |               |             |               |         |            |              | Other reserves                                      |              |              |             |               |             |                |               |                   |                |
|--|---------------|-------------|---------------|---------|------------|--------------|---|--------------|--------------|-------------|---------------|-------------|----------------|---------------|-------------------|----------------|
|  | Share         | Legal       | Share         | General | Special    | Translation  | Fair value  | Hedging      | Cumulative   | Other       | Retained      | Treasury    | Net prafit     | Interim       | Non - controlling | Total          |
|  | capital       | reserve     | premium       | reserve | reserve    | reserve      | reserve   | reserve      | adjustments  | reserves    | earnings      | shares      | for the year   | dividents     | interests         |                |
|  |               |             |               |         |            |              |   |              |              |             |               |             | / period       |               |                   |                |
|  | 97 <b>7</b>   | TE          | ยา            | 3       | 1.E        | 377          | EE  | 37           | LE           | T.          | วา            | LE          | 11.5           | 971           | 31                | T.E.           |
|  |               |             |               |         |            |              |   |              |              |             |               |             |                |               |                   |                |
| Balance as at 31 December, 2010                                  | 1 913 570 000 | 956 785 000 | 3 294 067 512 | 373 146 | 41 600 000 | 80 834 714   | 348 074 103   | (26 442 387) | (71 901 61)  | 16 416 281  | 2 180 900 410 |             | 700 426 814    | (774 517 396) | 1 141 832 230     | 9 854 814 250  |
| Share capital increase   | 477 903 750   |             |               |         |            |              |   |              | ,            |             | (477 903 750) |             |                |               |                   |                |
| Foreign currencies Irauslation differences                       | •             | •           | ,             | ,       | •          | (32 011 567) |   | •            | i            | •           | ,             |             |                | ٠             | •                 | (32 011 567)   |
| Net changes in the fair value of available -for-sale investments | •             |             |               |         | •          |              | (586 830 882)                                       |              |              |             |               | •           |                |               |                   | (586 830 882)  |
| Other reserves   | ,             |             |               | ı       | ,          | i            | ,   | •            | •            | 115 524 812 | •             | •           |                |               | ,                 | 115 524 812    |
| Cumulative adjustments   | ,             |             | ,             |         |            |              | ,   |              | (2302449)    | ,           |               |             |                |               |                   | (2 302 449)    |
| Purchasing of Ireasury shares                                    | •             |             | •             | ı       | ,          | i            | •   | ,            |              | ٠           |               | (6918 613)  |                | ,             |                   | (6918613)      |
| 2010 dividends payout  | •             |             |               |         |            |              | •   | ,            |              |             | (207 850 413) |             | (700 426 814)  | 774 517 396   |                   | (133 759 831)  |
| Change in non - controlling interests                            | ı             | •           |               | •       |            | ı            | ,   | •            |              | Ť           | •             | •           |                | •             | 3 125 974         | 3 125 974      |
| Net profit for the period ended 30 September, 2011               | •             |             | •             | •       |            |              |   | ,            |              |             | •             | •           | 150 330 686    | •             | 135 683 780       | 286 014 466    |
| Balance as at 30 September, 201!                                 | 2 391 473 750 | 956 785 000 | 3 294 067 512 | 373 146 | 41 600 000 | 48 823 147   | (238 756 779)                                       | (26 442 387) | (21 408 626) | 131 941 093 | 1 495 146 247 | (6 918 613) | 150 330 686    | •             | 1 280 641 984     | 9 497 656 160  |
|  |               |             |               |         |            |              |   |              |              |             |               |             |                |               |                   |                |
| Balance as at 31 December, 2011                                  | 2 391 473 750 | 956 785 000 | 3 294 067 512 | 373 146 | 41 600 000 | 185 268 724  | 185 268 724 (345 715 394) (26 442 387) (22 879 686) | (26 442 387) | (22 879 686) | 135 834 240 | 1 463 890 665 | (6918613)   | 132 579 926    | ,             | 2 440 146 891     | 10 640 063 774 |
| Foreign currencies translation differences                       |               |             |               |         |            | 43 209 158   |   |              |              |             |               |             |                | ,             |                   | 43 209 158     |
| Net changes to the fair yalue of available -for-sale investments |               |             |               |         | ,          | ,            | 329 124 632   | •            | •            | •           | •             | ,           |                | •             | •                 | 329 124 632    |
| Other reserves   | ,             | ,           |               | ,       |            |              | •   |              |              | 80 297 347  |               |             |                | •             |                   | 80 297 347     |
| Cumulative Adjustments   |               | ,           | ,             | •       |            | ٠            | •   | ı            | 13 804 105   | ,           | •             | ,           | •              | •             | •                 | 13 804 105     |
| 2011 dividends payout  |               | 4 472 586   |               |         |            |              |   |              |              |             | 347 487       | ,           | ( 132 579 926) | •             | •                 | (127 759 853)  |
| Change in non - coulfolling interests                            | •             | •           |               | •       | •          |              | •   |              | •            | ,           | •             |             | •              | •             | (8 611 384)       | (8 611 384)    |
| Net profit for the period ended 30 September, 2012               | ,             | •           |               |         |            |              |   | ٠            | ,            |             |               |             | 106 437 287    | •             | 125 652 478       | 232 089 765    |
| Balance as at 30 September, 2012                                 | 2 391 473 750 | 961 257 586 | 3 294 067 512 | 373 146 | 41 600 000 | 228 477 882  | (16 590 762)  | (26 442 387) | (9 075 581)  | 216 131 587 | 1 464 238 152 | (6918 613)  | 106 437 287    |               | 2 557 187 985     | 11 202 217 544 |

The accompanying notes from page (5) to page (45) are an integral part of these financial statements and are to be read therewith.

# EFG - Hermes Holding Company (Egyptian Joint Stock Company) Consolidated statement of cash flows for the period ended 30 September, 2012

|  | For the period ended 30/9/2012  | For the period ended 30/9/2011 |
|--|---------------------------------|--------------------------------|
| Cook flows from an analytic and the life                                       | LE                              | LE                             |
| Cash flows from operating activities  Net profit before income tax             | 000 (04.05)                     |                                |
| Adjustments to reconcile net profit to net                                     | 220 684 256                     | 273 587 288                    |
| cash provided by operating activities  |                                 |                                |
| Profit from discontinued operation   | 76 705 293                      | 73 022 052                     |
| Depreciation and amortization  | 72 527 398                      | 70 783 733                     |
| Povisions formed   | 42 301 698                      | 21 516 052                     |
| Provisions used  | ( 10 595 766)                   | (8743 106)                     |
| Provisions reversed  | ( 19 839 138)                   | ( 598 204)                     |
| Losses (gains) on sale of fixed assets   | 2 851 941                       | ( 74 860)                      |
| Gains on sale of available -for- sale investments                              | (1308037)                       | (2837416)                      |
| Gains on sale of unquoted assets ready for sale                                | (3 592 319)                     | ( 6 435 000)                   |
| Gains on selling Investment Real Property                                      | ( 8 922 089)                    | •                              |
| Changes in the fair value of investments at fair value through profit and loss | ( 73 322 988)                   | 5 363 185                      |
| Share of profit of equity - accounted invesetees                               | ( 4 045 950)                    | -                              |
| Impairment loss on assets  | 2 007 281                       | 294 108                        |
| Foreign currency translation differences Interest expense                      | 74 256 823                      | 135 265 655                    |
| Currency differences gains   | ( 12 789 960)                   | -                              |
|  | (5 868 860)                     | *                              |
| Operating profit before changes in working capital                             | 351 049 583                     | 561 143 487                    |
| Decrease (increase) in other assets  | 29 229 080                      | (25 737 643)                   |
| Increase (decrease) in creditors and other credit balances                     | 106 794 220                     | (70 065 393)                   |
| Change in loans and advances Change in customers' deposits                     | (1 384 460 100)                 | (1 662 539 696)                |
| (Increase) decrease in accounts receivables                                    | 2 400 806 686                   | 3 304 199 329                  |
| Increase (decrease) in accounts payables                                       | (215 546 769)                   | 258 732 239                    |
| Increase in investments at fair value through profit and loss                  | 270 907 172                     | (74 537 929)                   |
| Change in financial assets (over 3 months)                                     | (178 872 678)                   | (132 725 163)                  |
| Income tax paid  | ( 528 221 250)<br>( 74 015 803) | (113 846 900)                  |
| Net cash provided from operating activities                                    | 777 670 141                     | 1 717 729 647                  |
| - ·  | 177 070 142                     | 1717 129 041                   |
| Cash flows from investing activities  Payments to purchase fixed assets        | 4450 445 550                    |                                |
| Proceeds from sale of fixed assets   | ( 139 617 839)                  | (101 198 029)                  |
| Proceeds from projects under construction                                      | 3 650 220                       | 12 467 297                     |
| Proceeds from sale of available -for- sale investments                         | 549 926<br>92 852 858           | 392 532                        |
| Payments to purchase available -for- sale investments                          | (29 581 760)                    | 259 017 783                    |
| Payments to purchase investments in subsidiaries and associates                |                                 | (181 996 999)                  |
| Payments to purchase held to maturity investments                              | ( 1 182 600)<br>( 573 727 050)  | ( 5 088 424)                   |
| Proceeds from sale of held to maturity investments                             | -                               | 255 920 500                    |
| Increase in long term lending  | (21 279 049)                    | ( 9 994 682)                   |
| Payments to companies' share in Settlement Guarantee Fund                      | (1533233)                       | (5 198 346)                    |
| Proceeds from sale of non-current assets held for sale                         | 88 384 524                      | 7 540 550                      |
| Net cash (used in) provided from investing activities                          | ( 581 484 003)                  | 231 862 182                    |
| Cash flows from financing activities   |                                 |                                |
| Purchasing of treasury shares  | •                               | (6918613)                      |
| Changes in retained earnings   | 29 584 790                      | ( 4 303 624)                   |
| Paid dividends   | ( 42 363 802)                   | ( 95 323 272)                  |
| Payments to long term loans  | ( 15 575 405)                   | -                              |
| Payments to preferred shares   | -                               | ( 300 700 000)                 |
| Change in non-controlling interests  | ( 4 977 560)                    | ( 4 980 950)                   |
| Net cash used in financing activities  | (33 331 977)                    | ( 412 226 459)                 |
| Net change in cash and cash equivalents during the period                      | 162 854 161                     | 1 537 365 370                  |
| Cash and cash equivalents at the beginning of the period (note no. 27)         | 7 086 573 121                   | 8 391 675 153                  |
| Cash and cash equivalents at the end of the period (note no. 27)               | 7 249 427 282                   | 9 929 040 523                  |

The accompanying notes from page (5) to page (45) are an integral part of these financial statements and are to be read therewith.

# EFG- Hermes Holding Company (Egyptian Joint Stock Company)

# Notes to the consolidated financial statements for the period ended 30 September 2012

## 1- Description of business

#### 1-1 Legal status

- EFG Hermes Holding Company -Egyptian Joint Stock Company- was founded in pursuance of decree No. 106 of 1984.
- The company's extraordinary general meeting held on July 22, 1997 resolved to adjust the company's status and convert it in pursuance to the provisions of law No. 95/1992 and its executive regulation.
- EFG Hermes is the leading investment bank in the Arab world and market leader in securities brokerage, investment banking, asset management, private equity and research.
- EFG-Hermes Group has been converted from an investment bank to an universal bank through the acquisition of Credit Libanais SAL (the Bank) group.

# 1-2 Purpose of the company

- The company's purpose is participation in the companies establishment which issue securities or in increasing their share capitals.
- The company's extraordinary meeting held on March 14, 2004 decided to add the Custody Activity to the purpose of the company.
- The company obtained the approval of Capital Market Authority on February 5, 2007 to execute the Marginal Trading Activity.

# 1-3 Acquisition of the Credit Libanais SAL (the Bank)

During 2010, EFG-Hermes Holding Company purchased 63.739% a controlling stack in Credit Libanais SAL (the Bank) through its wholly owned subsidiary EFG — Hermes CL Holding SAL for an amount of USD 577.8 million and the purchase agreement includes a Call Option for an additional 25 % of the Bank's shares. The call option will be exercisable over the next two years, at the terms including pricing same as those applicable to the initial acquisition. The company obtained the approval of the Central Bank Of Lebanon for the acquisition transaction and the transfer of title had been completed.

The following table summarizes the recognized amounts of assets acquired and liabilities assumed at the acquisition date:

| LE               |
|------------------|
| 32 750 757 718   |
| (30 550 046 293) |
| 2 200 711 425    |
| 3 175 551 947    |
| 287 117 311      |
| 5 663 380 683    |
|                  |

The non-controlling interest has been accounted at its proportionate interest in the fair value of the identifiable assets and liabilities at the acquisition date.

- Credit Libanais SAL (the Bank) has subsidiaries, so the consolidated financial statements of the company for the period ended 30 September 2012 include the accounts of Credit Libanais SAL and its subsidiaries and affiliates as detailed below:

| Company   | % of control |
|---|--------------|
| Credit Libanais Investment Bank SAL                 | 99.86        |
| Lebanese Islamic Bank SAL                           | 99.84        |
| Credit International SA                             | 92.82        |
| Cedar's Real Estate SAL                             | 99.92        |
| Soft Management SAL                                 | 47           |
| Hermes Tourism & Travel SAL                         | 99.99        |
| Crédit Libanais d'Assurances et de Réassurances SAL | 66.97        |
| Business Development Center SARL                    | 98.62        |
| Capital Real Estate SAL                             | 98           |
| Credilease SAL                                      | 99.26        |
| Collect SAL   | 44.94        |

All subsidiaries were incorporated in Lebanon except for Credit International SA, which was incorporated in Senegal.

# 2. Basis of preparation

# 2-1 Statement of compliance

These consolidated financial statements have been prepared in accordance with the Egyptian Accounting Standards and relevant Egyptian laws and regulations.

#### 2-2 Basis of measurement

- The consolidated financial statements are prepared on the historical cost basis, except for the following assets and liabilities which are measured as fair value:
  - Derivative financial instruments.
  - Financial instruments at fair value through profit and loss.
  - Available-for-sale financial assets.
- The determination of fair values of financial instruments traded in active markets is based on quoted market prices. For financial instruments where there is no quoted price, fair value is determined by using valuation techniques. Valuation techniques include net present value technique, the discounted cash flow method and comparison to similar instruments for which market observable prices exist.

#### 2-3 Functional and presentation currency

These consolidated financial statements are presented in Egyptian pounds (LE) which is the Company's functional currency.

#### 2-4 Use of estimates and judgments

The preparation of financial statements in conformity with Egyptian Accounting Standards requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised and in any future periods affected.

In particular, information about significant areas of estimation uncertainty and critical judgments in applying accounting policies that have the most significant effect on the amount recognized in the financial statements are described in the following notes:

- Note (21) other provisions.
- Note (24) contingent liabilities, valuation of financial instruments.
- Note (19-1) recognition of deferred tax assets and liabilities.

#### 2-5 Financial assets and liabilities

#### Recognition and derecognition:

The Group initially recognizes loans and advances, deposits, debt securities issued and subordinated liabilities on the date that they are originated. All other financial assets and liabilities are initially recognized on the trade date at which the Group becomes a party to the contractual provisions of the instrument.

The Group derecognizes a financial asset when the contractual rights to the cash flows from the asset expire, or it transfers the rights to receive the contractual cash flows on the financial asset in a transaction in which all the risks and rewards of ownership of the financial asset are transferred.

The Group derecognizes a financial liability when its contractual obligations are discharged, cancelled or expired.

#### Offsetting

Financial assets and liabilities are set-off and the net amount is presented in the financial position when, and only when, the Group has a legal right to set-off the amounts or intends either to settle on a net basis or to realize the asset and settle the liability simultaneously.

# 3- Significant accounting policies applied

The accounting policies set out below have been applied consistently with those applied in the previous period presented in these consolidated financial statements and applied consistently by Group's entities.

#### 3-1 Basis of consolidation

The consolidated financial statements include the following companies:

#### 3-1-1 Subsidiaries

- The consolidated financial statements include all subsidiaries that are controlled by the parent company and which the management intends to continue to control. Control exists when the Group has the power to govern the financial and operating policies of an entity so as to obtain benefits from its activities. In assessing control, potential voting rights that presently are exercisable are taken into account. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that control ceases.
- Intragroup balances and transactions, including income, expenses and dividends, are eliminated in full. Profits and losses resulting from intragroup transactions that are recognized in assets, such as inventory and fixed assets, are eliminated in full. Intragroup losses may indicate an impairment that requires recognition in the consolidated financial statements. EAS 24 Income Taxes applies to temporary differences that arise from the elimination of profits and losses resulting from intragroup transactions.
- Non controlling interests shall be presented in the consolidated balance sheet within equity, separately from the parent shareholder's equity. Non controlling interests in the profit or loss of the group shall also be separately disclosed.
- A parent loses control when it loses the power to govern the financial and operating policies of an investee so as to obtain benefit from its activities.

#### 3-1-2 Associates

Investments in associates are stated at equity method. Under the equity method the investment in associates is initially recognize at cost and the carrying amount is increased or decreased to recognize the investor's share of the profit or loss of the associates after the date of acquisition. Distributions received from associates reduce the carrying amount of the investment.

Losses of an associate in excess of the Company's interest in that associate (which includes any long-term interests that, in substance, form part of the Company's net investment in the associate) are not recognized, unless the Company has incurred legal or constructive obligations or made payments on behalf of the associate.

Any excess of the cost of the acquisition over the Company's share of the net faire value of the identifiable assets, liabilities and contingent liabilities of the associate recognized at the date of acquisition is recognized as goodwill. The goodwill is included within the carrying amount of the investment and is assessed for impairment as part of the investment.

# 3-2 Translation of the foreign currencies transactions

The holding company and some of its subsidiaries maintain their books of accounts in Egyptian Pound. Transactions denominated in foreign currencies are recorded at the prevailing exchange rate at the date of transactions. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are translated at the prevailing exchange rates at that date. The foreign currencies exchange differences arising on the settlement of transactions and the translation at the balance sheet date are recognized in the income statement.

# 3-3 Translation of the foreign subsidiaries' financials

As at the balance sheet date the assets and liabilities of these consolidated subsidiaries are translated to Egyptian Pound at the prevailing rate as at the year end, and the shareholders' equity accounts are translated at historical rates, where as the income statement items are translated at the average exchange rate prevailing during the year of the consolidated financial statements. Currency translation differences are recorded in the shareholders' equity section of the balance sheet as translation reserves adjustments.

# 3-4 Derivative financial instruments

The Group uses derivative financial instruments to hedge its exposure to foreign exchange and interest rate risks arising from operational, financial and investment activities. In accordance with its treasury policy, the Group does not hold or issue derivative financial instruments for trading purposes. However, derivatives that do not qualify for hedge accounting are accounted for as trading instruments. Derivatives are recognized initially at fair value; attributable transaction costs are recognized in profit or loss when incurred. Subsequent to initial recognition, derivatives are measured at fair value, and changes therein are accounted for as described below.

Cash flow hedges

Changes in the fair value of the derivative hedging instrument designated as a cash flow hedge are recognized directly in equity to the extent that the hedge is effective. To the extent that the hedge is ineffective, changes in fair value are recognized in profit or loss.

If the hedging instrument no longer meets the criteria for hedge accounting, expires or is sold, terminated or exercised, then hedge accounting is discontinued prospectively. The cumulative gain or loss previously recognized in equity remains there until the forecast transaction occurs. When the hedged item is a non-financial asset, the amount recognized in equity is transferred to the carrying amount of the asset when it is recognized. In other cases the amount recognized in equity is transferred to profit or loss in the same period that the hedged item affects profit or loss.

Fair value hedges

Changes in the fair value of a derivative hedging instrument designated as a fair value hedge are recognized in profit or loss. The hedged item also is stated at faire value in respect of the risk being hedged, with any gain or loss being recognized in profit or loss.

# 3-5 Non-current assets held for sale

Non-current assets (or disposal groups comprising assets and liabilities) that are expected to be recovered primarily through sale rather than through continuing use are classified as held for sale. Immediately before classification as held for sale, the assets (or components of a disposal group) are remeasured in accordance with the Group's accounting policies. Thereafter generally the assets (or disposal group) are measured at the lower of their carrying amount and fair value less cost to sell. Any impairment loss on a disposal group first is allocated to goodwill, and then to remaining assets and liabilities on pro rata basis, except that no loss is allocated to inventories, financial assets, deferred tax assets, employee benefit assets, investment property and biological assets, which continue to be measured in accordance with the Group's accounting policies. Impairment losses on initial classification as held for sale and subsequent gains or losses on remeasurement are recognized in profit or loss. Gains are not recognized in excess of any cumulative impairment loss.

# 3-6 Fixed assets depreciation

Fixed assets are stated at historical cost and presented in the balance sheet net of accumulated depreciation and impairment (Note 3-11). Depreciation is charged to the income statement over the estimated useful-life of each asset using the straight-line method. The following are the estimated useful lives, for each class of assets, for depreciation calculation purposes:

|   | Estimated 1 | useful life |
|---|-------------|-------------|
| - Buildings   | 33.3 - 40   | years       |
| - Office furniture, equipment & electrical appliances | 2-16.67     | years       |
| - Computer equipment                                  | 3.33 - 5    | years       |
| - Transportation means                                | 3.33 - 8    | years       |
|   |             |             |

Expenditure incurred to replace a component of an item of property and equipment that is accounted for separately, including major inspection and overhaul expenditure, is capitalized. Other subsequent expenditure is capitalized only when it increases the future economic benefits embodied in the property and equipment. All other expenditure is recognized in the income statement as an expense as incurred.

# 3-7 Projects under construction

Projects under construction are recognized initially at cost. Cost includes all expenditures directly attributable to bringing the asset to a working condition for its intended use. Property and equipment under construction are transferred to property and equipment caption when they are completed and are ready for their intended use.

# 3-8 Intangible assets

į

#### 3-8-1 Goodwill

Goodwill (positive and negative) represents amounts arising on acquisition of subsidiaries, associates. Goodwill (positive and negative) represents the difference between the cost of the acquisition and the fair value of the net identifiable assets acquired at acquisition date.

- Positive goodwill is stated at cost less impairment losses (note 3-11).
- While negative goodwill arose from business combinations after applying International Financial Reporting Standards (IFRS3) will be recognized directly in the income statement.

- Goodwill resulting from further acquisitions after control is obtained is determined on the basis of the cost of the additional investment and the carrying amount of net assets at the date of acquisition, accordingly, no fair value adjustments would be recognized.

# 3-8-2 Other intangible assets

Other intangible assets that are acquired by the Group are stated at cost less accumulated amortization and impairment losses (note 3-11). Amortization is recognized in the income statement on a straight - line basis over the estimated useful lives of intangible assets which have useful lives.

The following are the estimated useful lives, for each class of assets, for amortization calculation purposes:

# Estimated useful life

| - Research and development expenses | 3 years  |
|-------------------------------------|----------|
|                                     | 10 years |
| - Key money                         | 5 years  |
| - License and franchise             | 3 years  |
| - Software                          | 5 years  |

# 3-8-3 Subsequent expenditure

Subsequent expenditure on capitalized intangible assets is capitalized only when it increases the future economic benefits embodied in the specific asset to which it relates. All other expenditure is expensed as incurred.

# 3-9 Treasury bills

Treasury bills are recorded at nominal value and the unearned income is recorded under the item of "creditors and other credit balances". Treasury bills are presented on the balance sheet net of the unearned income.

# 3-10 Investments

# 3-10-1 Investments at fair value through profit and loss

An instrument is classified as at fair value through income statement if it is held for trading or is designated as such upon initial recognition. Financial instruments are designated at fair value through income statement if the Company manages such investments and makes purchase and sale decisions based on their fair value. Upon initial recognition, attributable transaction costs are recognized in income statement when incurred. Financial instruments at fair value through income statement are measured at fair value, and changes therein are recognized in income statement.

# 3-10-2 Available-for-sale financial investments

Available-for-sale financial assets are valued at fair value, with any resultant gain or loss being recognized in equity, except for impairment losses which is recognized in the income statement. When these investments are derecognized, the cumulative gain or loss previously recognized directly in equity is recognized in the income statement. The fair value of investments available for sale, identifies based on quoted price of the exchange market at the balance sheet date, investments that are not quoted, and whose fair value can not be measured reliably are valued by an accepted valuation techniques including the use of new objective techniques or discounted cash flow analysis or option pricing models or other valuation techniques – if the company can not estimate the fair value, it can be stated at cost less impairment loss.

# 3-10-3 Held-to-maturity investments

Held-to-maturity investments are bought with the ability and intention to hold until maturity. They are stated in the statement of-financial position at their amortized cost, after taking into account any discount or premium on acquisition, less provision for impairment value. Differences between amortized cost and redemption price are prorated over the period of the securities.

# 3-10-4 Investment property

Investment property is recorded at fair value, any gain or loss arising from a change in the fair value of investment property shall be recognized in profit or loss for the period in which it arises.

# 3-11 Impairment

# 3-11-1 Financial assets

A financial asset is considered to be impaired if objective evidence indicates that one or more events have had a negative effect on the estimated future cash flows of that asset.

An impairment loss in respect of a financial asset measured at amortized cost is calculated as the difference between its carrying amount, and the present value of the estimated future cash flows discounted at the original effective interest rate. An impairment loss

in respect of an available-for-sale financial asset is calculated by reference to its current fair value.

Individually significant financial assets are tested for impairment on an individual basis. The remaining financial assets are assessed collectively in groups that share similar credit risk characteristics.

All impairment losses are recognized in profit or loss. Any cumulative loss in respect of an available-for-sale financial asset recognized previously in equity is transferred profit or loss.

An impairment loss is reversed if the reversal can be related objectively to an event occurring after the impairment loss was recognized. For financial assets measured at amortized cost and available-for-sale financial assets that are debt securities, the reversal is recognized in profit or loss. For available-for-sale financial assets that are equity securities, the reversal is recognized directly in equity.

#### 3-11-2 Non-financial assets

The carrying amounts of the Group's non-financial assets, other than investment property, inventories and deferred tax assets, are reviewed at each reporting date to determine whether there is any indication of impairment.

An impairment loss is recognized if the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount. A cash-generating unit is the smallest identifiable asset group that generates cash flows that largely are independent from other assets and groups. Impairment losses are recognized in profit or loss.

The recoverable amount of an asset or cash-generating unit is the greater of its value in use and its fair value less costs to sell.

Impairment losses recognized in prior periods are assessed at each reporting date for any indications that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortization, if no impairment loss had been recognized.

# 3-12 Cash and cash equivalents

For the purpose of preparing the statement of cash flows, cash and cash equivalents includes the balances, whose maturity not exceeding three months from the date of acquisition and the balances included cash on hand, cheques under collection and due from banks and financial institutions.

FG - Hermes Holding Company of the consolidated financial statements or the period ended 30/9/2012 (Cont'd)

3-13 Interest-bearing borrowings

Interest-bearing borrowings are recognized initially at fair value less attributable transaction costs. Subsequent to initial recognition, Interest-bearing borrowings are stated at amortized cost with any difference between cost and redemption value being recognized in the income statement over the period of the borrowings on an effective interest basis.

# 3-14 Other assets

Other assets are recognized at cost less impairment losses (note 3-11).

# 3-15 Provisions

Provisions are recognized when the group has a legal or constructive obligation as a result of a past event and it's probable that a flow of economic benefits will be required to settle the obligation. If the effect is material, provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessment of the time value of money and, where appropriate, the risks specific to the liability. Provisions are reviewed at the balance sheet date and amended (when necessary) to represent the best current estimate.

3-16 Legal reserve

The Company's Statutes provides for deduction of a sum equal to 5% of the annual net profit for formation of the legal reserve. Such deduction will be ceased when the total reserve reaches an amount equal to half of the company's issued capital and when the reserve falls below this limit, it shall be necessary to resume the deduction.

# 3-17 Share capital

3-17-1 Repurchase of share capital

When share capital recognized as equity is repurchased, the amount of the consideration paid, including directly attributable costs, is recognized as a change in equity.

Repurchased shares are classified as treasury stock and presented as a deduction from total equity.

# 3-17-2 Dividends

Dividends are recognized as a liability in the year in which they are declared.

# 3-18 Revenue recognition

# 3-18-1 Gain (loss) on sale of investments

Gain (loss) resulting from sale of investments are recognized on transaction date and measured by the difference between cost and selling price less selling commission and expenses. In case of derecognizing of investments in associate, the difference between the carrying amount and the sum of both the consideration received and cumulative gain or loss that had been recognized in shareholders' equity shall be recognized in profit or loss.

# 3-18-2 Dividend income

Dividend income is recognized when declared.

# 3-18-3 Custody fee

Custody fees are recognized when the service is provided and the invoice is issued.

# 3-18-4 Interest income and expenses

Interest income and expenses are recognized in the income statement under "Interest income" item or "Interest expenses" by using the effective interest rate of all instruments bearing interest other than those classified held for trading or which have been classified when at inception fair value through profits and losses.

# 3-18-5 Fee and commission income

Fee related to servicing the loan or facility are recognized within the income when performing the service while the fees and commissions related to non-performing or impaired loans are not recognized, instead, they are to be recorded in marginal records off the balance sheet. Then they are recognized within the income pursuant to the cash basis when the interest income is recognized. As for fees which represent an integral part of the actual return on the financial assets, they are treated as an amendment to the rate of actual return.

# 3-18-6 Brokerage commission

Brokerage commission resulting from purchase of and sale of securities operations in favor of clients are recorded when operation is implemented and the invoice is issued.

# 3-18-7 Management fee

Management fee is calculated as determined by the management contract of each investment fund & portfolio and recorded on accrual basis.

#### 3-18-8 Incentive fee

Incentive fee is calculated based on certain percentages of the annual return realized by the fund and portfolio, however these incentive fee will not be recognized until revenue realization conditions are satisfied and there is adequate assurance of collection.

#### 3-19 Long term lending

Long term lending is recognized at cost net of any impairment loss. The group evaluates the loans at the balance sheet date, and in case of impairment in the redeemable value of the loan the loan is reduced by the value of impairment loss which is recognized in income statement.

#### 3-20 Expenses

# 3-20-1 Employees' pension

The Company contributes to the government social insurance system for the benefit of its personnel in accordance with the social insurance law. Under this law, the employees and the employers contribute into the system on a fixed percentage-of-salaries basis. The Company's liability is confined to the amount of its contribution. Contributions are charged to income statement using the accrual basis of accounting.

#### 3-20-2 Taxation

Income tax on the profit or loss for the year comprises current and deferred tax. Income tax is recognized in the income statement except to the extent that it relates to items recognized directly in equity, in which case it is recognized in equity.

Taxation is provided for in accordance with the fiscal regulations of the respective countries in which the Company and its subsidiaries operate.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantially enacted at the balance sheet date, and any adjustment to tax payable in respect of previous years.

Deferred tax is provided using the balance sheet liability method, providing for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The amount of deferred tax provided is based on the expected manner of realization or settlement of the carrying amount of assets and liabilities, using tax rates enacted or substantively enacted at the balance sheet date.

A deferred tax asset is recognized only to the extent that it is probable that future taxable profits will be available against which the asset can be utilized. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realized.

# 3-21 Earnings per share

The company presents basic earnings per share (EPS) data for its ordinary shares. Basic EPS is calculated by dividing the profit or loss attributable to ordinary shareholders of the Company by the weighted average number of ordinary shares outstanding during the period.

# 3-22 Profit sharing to employees

The holding company pays 10% of its cash dividends as profit sharing to its employees provided that it will not exceed total employees annual salaries. Profit sharing is recognized as a dividend distribution through equity and as a liability when approved by the Company's shareholders.

# 3-23 Loans and advances to customers and related provision

Loans and advances to customers are stated at principal together with interest earned at the statement of financial position date, and after deduction of unrealized interest and provisions on sub-standard, doubtful and bad debts. These provisions are reviewed periodically by the management of the Bank, using criteria that are consistent with those of the preceding year. Specific provision for credit losses is determined by assessing each case individually. Provisions for doubtful and bad debts are set up to cover any possible losses in principal and interest in the existing portfolio of loans and advances to customers and contingent accounts.

The level of provision to be constituted is based on the difference between the book value and the present value of the expected future cash flows after taking into consideration the realizable value of the guarantees provided. This provision charge is accounted in the statement of income. No general provisions are requested on the loan portfolio apart from the "Reserve for general banking risks".

Provisions on doubtful accounts are written back to income only when the debt is restructured or repayment effectively resumed. Provision charges and provisions written back are recorded under "Net losses on loans and advances", in the statement of income.

Doubtful and bad loans and advances are written-off from the statement of financial position and are recorded as memorandum accounts when all possible means of collection recourses have been exhausted, and the possibility if any future recovery is considered to be remote.

# 3-24 Unrealized interest on sub-standard, doubtful and bad debts

Interest on non performing loans and advances are only recognized in the statement of income upon realization. Interest receivable from sub-standard, doubtful and bad loans is reserved and deducted directly from the loan accounts at the year-end.

Interests are transferred to the "unrealized interest" account for every loan considered by the management as doubtful in the short run and transferred to the "non ordinary loans" account in accordance with the Lebanon Central Bank Circular N° 58.

# 3-25 Assets acquired in satisfaction of loans (unquoted assets ready for sale)

Real estate property acquired through the enforcement of security over loans and advances to customers is measured at cost less any accumulated impairment losses. The acquisition of such assets is regulated by the Lebanon Banking Authorities which require the liquidation of these assets within 2 years from acquisition. In case of default of liquidation the Group's lead regulator requires an appropriation from the yearly net income to a special reserve that is reflected under equity. This reserve can neither be distributed nor considered as an equity component while calculating the ratios set according to applicable laws, regulations and decisions.

# 3-26 Due from banks and other financial institutions

These are stated at cost less any amounts written off and provision for impairment where necessary.

# 3-27 Customers' deposits

All money market and customer deposits are carried at cost including interest, less amounts repaid.

#### 3-28 Fiduciary assets

Assets held in trust or in a fiduciary capacity are not treated as assets of the group and accordingly did not recorded in the balance sheet.

# 3-29 Reserves for general banking risks

In compliance with the Lebanon Central Bank regulations and effective year 1996, Lebanese banks should appropriate from net profit for the year a minimum of 0.2% and a maximum of 0.3% from the total risk weighted assets and off balance sheet items based on rates specified by the Central Bank of Lebanon for any unspecified risks. The consolidated ratio should not be less than 1.25% of these risks at the end of the tenth financial year and 2% at the end of the twentieth financial year.

This reserve is not available for distribution, and is constituted in Lebanese weighted assets and off balance sheet items.

## 3-30 Allowances for credit losses

Specific impairment for credit losses is determined by assessing each case individually. This method applies to classified loans and advances and the factors taken into consideration when estimating the allowance for credit losses including the counterparty's credit limit, the counterparty's ability to generate cash flows sufficient to settle his advances and the value of collateral and potential repossession.

#### 3-31 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 subjected to risks and rewards that are different from those of other segments. The group's primary format for segment reporting is based on business segment.

#### 3-32 Discontinued operations

A discontinued operation is a component of the Group's business that represents a separate major line of business or geographical area of operations that has been disposed of or is held for sale, or is a subsidiary acquired exclusively with a view to resale. Classification as a discontinued operation occurs upon disposal or when the operation meets the criteria to be classified as held for sale, if earlier. When an operation is classified as a discontinued operation, the comparative income statement is re-presented as if the operation had been discontinued from the start of the comparative period.

#### 4- Discontinued operation

#### Strategic alliance with QInvest L.L.C.

EFG Hermes Holding Company's Extraordinary General Assembly - the parent company- agreed at the meetings dated June 2, 2012 and September 16,2012 to enter into a strategic alliance with QInvest through its subsidiary EFG Hermes Qatar LLC which will be 60% owned by QInvest and 40% owned by EFG Hermes Holding. The agreement involves the moving of the following business lines, Brokerage, Research, Asset Management, Investment Banking and the Infrastructure Fund businesses to EFG Hermes Qatar LLC. Approvals of relevant regulatory bodies are in process.

#### 4-1 Assets classified as held for sale

|   | 30/9/2012     |
|---|---------------|
|   | LE            |
| Cash and due from banks                           | 1 086 802 794 |
| Investments at fair value through profit and loss | 459 636 262   |
| Accounts receivables (net)                        | 529 554 029   |
| Available -for- sale investments                  | 610 304 520   |
| Investment property                               | 185 571 304   |
| Fixed assets (net)                                | 74 882 856    |
| Goodwill and other intangible assets              | 645 336 336   |
| Other assets                                      | 605 818 757   |
| Balance   | 4 197 906 858 |
|   |               |

### 4-2 Liabilities classified as held for sale

|  | 30/9/2012   |
|--|-------------|
|  | LE          |
| Due to banks and financial institutions        | 49 701 811  |
| Accounts payables - customers' credit balances | 754 276 101 |
| Creditors and other credit balances            | 127 178 609 |
| Current tax liability                          | 3 813 928   |
| Other provisions                               | 50 938 043  |
| Balance  | 985 908 492 |

Tangible net assets classified as held for sale amounted to approximately LE 1 200 million after deducting the due to holding company and it's subsidiaries which will not be sold. Some major transactions will affect that amount before the selling transaction ,accordingly the net tangible assets held for sale will decrease.

# 4-3 Results of discontinued operation

2011

|   | For the period from 1/7/2012 to 30/9/2012 LE | For the period from 1/1/2012 to 30/9/2012 LE | For the period<br>from 1/7/2011<br>to 30/9/2011<br>LE | For the period from 1/1/2011 to 30/9/2011 LE |
|---|--|--|---|--|
| Fees & commission income *  | 100 196 219                                  | 359 409 083                                  | 107 024 109   | 366 573 115                                  |
| Securities gains  | 7 576 759                                    | 17 625 787                                   | 5 626 371   | 14 069 851                                   |
| Changes in the investments at fair value through profit and loss (Losses) gains on sale of fixed assets | (231 837)<br>(3 566 701)                     | 333 698<br>(2 993 886)                       | (1 712 207)<br>41 101                                 | (7 554 301)<br>42 246                        |
| Foreign currencies differences  | 1 866 363                                    | 2 265 461                                    | (2 271 966)   | (13 623 751)                                 |
| Other income  | 7 348 810                                    | 13 719 232                                   | 3 479 617   | 8 578 632                                    |
| Interest and dividends income   | 5 893 615                                    | 14 939 163                                   | 8 862 909   | 31 578 190                                   |
| Interest expense  | (1 070 643)                                  | (11 631 807)                                 | (1 006 936)   | (6 958 312)                                  |
| General administrative expenses   | (91 365 901)                                 | (286 019 921)                                | (85 586 201)  | (294 068 844)                                |
| Other provisions  | (2 931 273)                                  | (10 982 646)                                 | (1387433)   | (4 538 875)                                  |
| Depreciation and amortization   | (5 645 805)                                  | (18 024 151)                                 | (7216432)   | (20 789 002)                                 |
| Impairment loss on assets   | 508  | (1 934 720)                                  | (43 706)  | (286 897)                                    |
| Net profit before income tax  | 18 070 114                                   | 76 705 293                                   | 25 809 226  | 73 022 052                                   |
| Income tax expenses   | (5 130 945)                                  | (27 122 741)                                 | (8 521 006)   | (15 617 505)                                 |
| Net profit for the period   | 12 939 169                                   | 49 582 552                                   | 17 288 220  | 57 404 547                                   |

2012

The operating expenses of EFG Hermes Holding and some of the subsidiaries that are not included in the sale, include the costs of some joint departments that are intended for transfer to EFG Hermes Qatar along with the subsidiaries subject to transfer.

# \* Incentive fee revenue

Due to inadequate assurance concerning the revenue recognition conditions and collection of the incentive fee on managing investment funds and portfolios, the assets management companies (subsidiaries) deferred the recognition of incentive fee with an amount of LE 35 827 511 till September 30, 2012 versus an amount of LE 369 864 till September 30, 2011 as no revenues are recognized if there are any uncertainties regarding the recovery of the consideration due.

|    | Subsidiary's name                             | For the peri<br>30/9/2012 | od ended<br>30/9/2011 |
|----|---|---------------------------|-----------------------|
|    |   | LE                        | 30/9/2011<br>LE       |
|    | Egyptian Portfolio Management Group           | 15 377 281                | 38 595                |
|    | Hermes Fund Management                        | 15 841 509                | 331 269               |
|    | EFG- Hermes Financial Management (Egypt) Ltd. | 4 608 721                 |                       |
|    | Total   | 35 827 511                | 369 864               |
|    |   |                           |                       |
| 5- | Cash and due from banks                       |                           |                       |
|    |   | 30/9/2012                 | 31/12/2011            |
|    |   | LE                        | LE                    |
|    | Cash on hand                                  | 214 702 211               | 179 141 029           |
|    | Central Bank of Lebanon *                     |                           |                       |
|    | - Demand deposits                             | 881 223 300               | 645 616 000           |
|    | - Time deposits                               | 5 661 470 700             | 4 852 380 000         |
|    | Other Central Banks                           |                           | 1 032 300 000         |
|    | - Demand deposits                             | 265 465 350               | 179 252 000           |
|    | Cheques under collection                      |                           | 8 364 805             |
|    | Banks - current accounts (net)                | 71 901 135                | 811 733 349           |
|    | Banks - demand deposits                       | 476 255 700               | 552 293 748           |
|    | Banks - time deposits                         | 4 447 928 248             | 5 014 083 149         |
|    | Accrued interest                              | 25 482 600                | 44 356 000            |
| i  | Balance                                       | 12 044 429 244            | 12 287 220 080        |

<sup>\*</sup> Current accounts with Central Bank of Lebanon include non-interest earning cash compulsory reserves in Lebanese Pounds computed on the basis of 25% and 15% of the average weekly sight and term customers' deposits in Lebanese Pounds in accordance with Lebanon banking regulations.

# 6- Investments at fair value through profit and loss Trading investment

|                          | 30/9/2012              | 31/12/2011  |
|--------------------------|------------------------|-------------|
| • • • •                  | $\mathbf{L}\mathbf{E}$ | LE          |
| Mutual Fund certificates | 209 296 290            | 507 242 358 |
| Equity securities        | 18 592 985             | 122 901 007 |
| Debt securities          | 156 561 722            | 89 945 680  |
| Lebanese treasury bills  | 158 253 750            | 97 360 000  |
| Balance                  | 542 704 747            | 817 449 045 |
|                          |                        |             |

Ì

豆

Ī

<u>=</u>

# 7- Accounts receivables

|    |  |                | 30/9/2012                            | 31/12/2011                           |
|----|--|----------------|--------------------------------------|--------------------------------------|
|    |  |                | LE                                   | LE                                   |
|    | Accounts receivables (net)   |                | 65 304 353                           | 400 841 981                          |
|    | Other brokerage companies (net)  |                | (4 545)                              | (18 285 954)                         |
|    | Balance  |                | 65 299 808                           | 382 556 027                          |
| 8- | Loans and advances   |                |                                      |                                      |
|    |  |                | 30/9/2012                            | 21/12/2011                           |
|    |  |                | 30/9/2012                            | 31/12/2011                           |
|    |  |                | LE                                   | LE                                   |
|    | Loans and advances to customers  | (8-1)          |                                      |                                      |
|    | Loans and advances to customers  Loans and advances to related parties | (8-1)<br>(8-2) | LE                                   | LE                                   |
|    |  | ` ,            | <b>LE</b><br>13 354 646 070          | <b>LE</b><br>11 827 850 000          |
|    | Loans and advances to related parties                                  | ` ,            | <b>LE</b> 13 354 646 070 143 876 250 | <b>LE</b> 11 827 850 000 143 316 000 |

# 8-1 Loans and advances to customers

|                             |                        | 30/9       | /2012      |               | 31/12/2011    |
|-----------------------------|------------------------|------------|------------|---------------|---------------|
|                             | Gross                  | Unrealized | Impairment | Carrying      | Carrying      |
| :                           | amount                 | Interest   | Allowance  | Amount        | amount        |
|                             | $\mathbf{L}\mathbf{E}$ | LE         | LE         | LE            | LE            |
| Regular retail customers    |                        |            |            |               |               |
| Cash collateral             | 472 711 950            |            |            | 472 711 950   | 367 392 000   |
| Mortgage loans              | 4 934 868 412          | ÷          |            | 4 934 868 412 | 4 850 657 189 |
| Personal loans              | 1 595 104 650          |            |            | 1 595 104 650 | 1 387 236 000 |
| Credit cards                | 169 893 450            | <b></b>    |            | 169 893 450   | 162 504 000   |
| Other                       | 92 518 200             |            |            | 92 518 200    | 66 504 000    |
|                             |                        |            |            |               |               |
| Regular corporate customers |                        |            |            |               | •             |
| Corporate                   | 5 179 180 281          | Ma SM      |            | 5 179 180 281 | 4 677 934 300 |
|                             |                        |            |            |               |               |

|                                 |                | 30/9          | 0/2012                                 |                | 31/12/2011                              |
|---------------------------------|----------------|---------------|--|----------------|---|
| ,                               | Gross          | Unrealized    | Impairment                             | Carrying       | –<br>Carrying                           |
|                                 | amount         | Interest      | Allowance                              | Amount         | amount                                  |
|                                 | LE             | LE            | LE                                     | LE             | LE                                      |
| Classified retail customers     |                |               |  |                | <b></b> -                               |
| Watch                           | 153 858 463    |               |  | 153 858 463    | 51 352 946                              |
| Substandard                     | 104 967 900    | (31 257 900)  | da miy                                 | 73 710 000     | 53 692 000                              |
| Doubtful                        | 189 697 950    | (92 931 300)  | (68 764 950)                           | 28 001 700     | 19 676 000                              |
| Bad                             | 44 513 550     | (25 531 200)  | (18 982 350)                           | <del></del>    |   |
| Classified corporate customers  |                |               | ,                                      |                |   |
| Watch                           | 569 372 314    |               |  | 569 372 314    | 165 225 565                             |
| Substandard                     | 30 500 550     | (4 288 950)   | <del></del>                            | 26 211 600     | 8 068 000                               |
| Doubtful                        | 228 918 150    | (76 127 850)  | (89 367 300)                           | 63 423 000     | 62 632 000                              |
| Bad                             | 43 011 000     | (29 111 400)  | (13 899 600)                           |                |   |
| Collective provision for retail |                |               |  |                |   |
| cans                            |                |               | (23 271 300)                           | (23 271 300)   | (22 984 000)                            |
| Collective provision for        |                |               | (== == = = = = = = = = = = = = = = = = | (23 211 300)   | (22 984 000)                            |
| orporate loans                  |                |               | (42 699 150)                           | (42 699 150)   | (42 172 000)                            |
| accrued interest receivable     | 61 762 500     |               |  | 61 762 500     | 20 132 000                              |
| !                               |                |               |  | / 3- 2 3 0     | 20 132 000                              |
| Balance                         | 13 870 879 320 | (259 248 600) | (256 984 650)                          | 13 354 646 070 | 11 827 850 000                          |
|                                 |                |               |  |                | ======================================= |

# 8-2 Loans and advances to related parties

|                         | 30/9/2012   | 31/12/2011  |
|-------------------------|-------------|-------------|
|                         | LE          | LE          |
| Regular Retail loans    | 3 580 200   | 1 068 000   |
| Regular Corporate loans | 140 296 050 | 142 248 000 |
| Balance                 | 143 876 250 | 143 316 000 |
|                         |             |             |

# 9- Available - for- sale investments

|                             | 30/9/2012   | 31/12/2011    |
|-----------------------------|-------------|---------------|
|                             | LE          | ${f LE}$      |
| Preferred shares            | 99 366 750  | 98 096 000    |
| Equity securities           | 744 889 644 | 1 087 519 102 |
| Accrued interest receivable | 5 001 750   | 5 864 000     |
| Balance                     | 849 258 144 | 1 191 479 102 |
|                             |             |               |

# 10- Held-to-maturity investments

|   | 30/9/2012<br>LE | 31/12/2011<br>LE |
|---|-----------------|------------------|
| Lebanese government treasury bills and  |                 |                  |
| Eurobonds                               | 13 295 288 867  | 12 651 797 718   |
| Other sovereign bonds                   | 37 089 900      | 33 748 000       |
| Certificates of deposit issued by banks | 5 524 753 700   | 5 362 460 111    |
| Other debt instruments                  | 212 831 175     | 341 720 949      |
| Accrued interest receivable             | 357 963 300     | 291 792 000      |
| Balance                                 | 19 427 926 942  | 18 681 518 778   |
|   |                 |                  |

# 11- Investments in associates

|       | ^  | 30/9/2012<br>LE   | 31/12/2011<br>LE   |
|-------|--|---|--|
|       | • •  |   | 28 152 000   |
| 28.96 | 28.96  | · -   | 9 448 000  |
| 19.88 | 18.68  |   | 6 180 000  |
| 19.10 | 19.10  | 1 048 950   | 1 016 000  |
| 6.27  | 6.27   | 48 600  | 48 000   |
|       | -  | 46 587 150  | 44 844 000   |
|       | Ownership<br>%<br>25.86<br>28.96<br>19.88<br>19.10 | Ownership     Ownership       %     %       25.86     25.86       28.96     28.96       19.88     18.68       19.10     19.10 | Ownership       Ownership       30/9/2012         %       %       LE         25.86       25.86       29 127 600         28.96       28.96       9 873 900         19.88       18.68       6 488 100         19.10       19.10       1 048 950         6.27       6.27       48 600 |

# 12- Investment property

Investment property amounted LE 132 062 511 as at 30 September, 2012, represents the fair value of the area owned by EFG – Hermes Holding Company in Nile City Building.

# 

| Fixed assets  |                                  |  | Office<br>furniture,                   |                                     |                                    | ,   |  |
|---|----------------------------------|--|--|-------------------------------------|------------------------------------|---|--|
|   | Land &                           | Leasehold  | equipment<br>& electrical              | Computer                            |                                    | * Projects<br>Under                       | Tofal  |
| Particular  | Buildings                        | Improvements<br>I.E.                                 | Appliances<br>LE                       | Equipment<br>LE                     | •                                  | Construction                              | LE<br>1.000 044 069                          |
| Balance as at 1/1/2012<br>Additions   | 910 419 265<br>2 983 190         | 194 005 632<br>6 981 996                             | 313 424 908<br>16 730 293              | 80 246 635<br>1 059 365<br>(64 211) | 19 766 282<br>664 150<br>(244 000) | 85 082 246<br>107 748 344<br>(865 097)    | 1 602 944 906<br>136 167 338<br>(24 501 518) |
| Disposals<br>Reclassification of assets<br>Foreign currency translation differences | 3 864 942<br>248 706 045)        | 2 380 785)<br>9 181 350<br>2 084 153<br>(13 525 367) | 7 699 050<br>2 932 792<br>(94 345 112) | 251 448<br>(37 530 320)             |                                    | (16 880 400)<br>1 193 850<br>(11 217 143) | 10 158 733<br>(209 297 505)                  |
| Transferred to assets lietu tot salv. $\pi$ (1) $\pi$ (2) $\pi$ (2) $\pi$ (1)       | 868 561 352                      | 196 346 975  | 225 494 510                            | 43 962 917                          | 16 044 462                         | 165 061 800                               | 1 515 472 016                                |
| 10tal cost as at 307,72012  | 93 699 055                       | 136 800 743  | 194 145 947                            | 59 112 376                          | 13 654 106                         |   | 497 412 227                                  |
| Accumulated depreciation as a continued operation                                   | 16 719 657                       | 10 061 291   | 16 862 896                             | 4 296 303                           | 924 653<br>347 210                 | 1 1                                       | 13 410 498                                   |
| Depreciation – discontinued operation   | 764 669                          | 2 10/ 595  | (16 016 751)                           | (27 124)                            | (144 000)                          | Į į                                       | (17 405 350)                                 |
| Disposals' accumulated depreciation Foreign currency translation differences        | 761 525<br>761 525<br>76435 141) | 1 555 980<br>1 555 980<br>(7 611 859)                | (72 361 288)                           | 242 421<br>(34 662 164)             | (144 773)<br>(3 344 197)           | 1 1                                       | 4 167 072<br>(134 414 649)                   |
| Transferred to assets held for sale   | 95 509 765                       | 141 696 275  | 133 022 914                            | 30 512 645                          | 11 292 999                         |   | 412 034 598                                  |
| Accumulated depreciation as at 30/3/2012  |                                  |  |  |                                     |                                    |   |  |
| Carrying amount as at 30/9/2012-continued operation                                 | 773 051 587                      | 54 650 700   | 92 471 596                             | 13 450 272                          | 4 751 463                          | 165 061 800                               | 1 103 437 418                                |
| Carrying amount as at 30/9/2012-discontinued operation. note no. (4-1)              | 32 270 904                       | 5 913 508  | 21 983 824                             | 2 868 156                           | 629 321                            | 11 217 143                                | 74 882 856                                   |
| Carrying amount as at 31/12/2011  | 816 720 210                      | 57 204 889   | 119 278 961                            | 21 134 259                          | 0 117 1/0                          | 017 700 60                                |  |

| * | Projects under construction are represented in the following: |
|---|---|
|---|---|

| 2   | 30/9/2012<br>LE | 31/12/2011<br>LE |
|---|-----------------|------------------|
| Office spaces in Egypt  |                 | 9 784 500        |
| Preparation of alternate headquarters in emergency - United Arab Emirates |                 | 1 961 746        |
| Preparation of new headquarter — Credit Libanais SAL "the Bank"           | 165 061 800     | 73 336 000       |
| Balance   | 165 061 800     | 85 082 246       |

# 14- Goodwill and other intangible assets

|                         |        | 30/9/2012     | 31/12/2011                              |
|-------------------------|--------|---------------|---|
|                         |        | ${f LE}$      | $\mathbf{L}\mathbf{E}$                  |
| Goodwill                | (14-1) | 65 083 756    | 707 539 161                             |
| Other intangible assets | (14-2) | 3 417 622 518 | 3 384 020 179                           |
| Balance                 |        | 3 482 706 274 | 4 091 559 340                           |
| <b>2</b> ********       |        |               | ======================================= |

# 14-1 Goodwill is relating to the acquisition of the following subsidiaries:

| 2   | 30/9/2012              | 31/12/2011  |
|---|------------------------|-------------|
|   | $\mathbf{L}\mathbf{E}$ | LE ~        |
| Flemming CIIC group (S.A.E) – Egypt         | 63 483 756             | 63 483 756  |
| EFG- Hermes Oman LLC                        | yan kan                | 66 039 857  |
| EFG- Hermes IFA Financial Brokerage Company |                        |             |
| (KSC) – Kuwait                              |                        | 567 776 330 |
| IDEAVELOPERS – Egypt                        | 1 600 000              | 1 600 000   |
| EFG- Hermes Jordan                          |                        | 8 639 218   |
| Balance                                     | 65 083 756             | 707 539 161 |
| Datanoo                                     |                        |             |

# 14-2 Other intangible assets are represented in the following:

|   | 30/9/2012     | 31/12/2011             |
|---|---------------|------------------------|
|   | LE            | $\mathbf{L}\mathbf{E}$ |
| Branches network - Credit Libanais Bank | 3 395 968 022 | 3 360 300 184          |
| Key Money                               | 1 247 400     | 1 348 000              |
| Licenses & Franchise                    | 3 365 550     | 5 229 650              |
| Research & Development                  | 17 026 200    | 16 432 000             |
| Software                                | 15 346        | 710 345                |
| Balance                                 | 3 417 622 518 | 3 384 020 179          |
| <del>_</del>                            |               |                        |

# 15- Other assets

|   |        | 30/9/2012          | 31/12/2011    |
|---|--------|--------------------|---------------|
|   |        | LE                 | LE            |
| Deposits with others                    | (15-1) | 25 584 439         | 48 388 384    |
| Downpayments to suppliers               |        | 89 280             | 1 870 574     |
| Prepaid expenses                        |        | 92 871 800         | 92 111 894    |
| Employees' advances                     |        | 3 299 300          | 18 802 301    |
| Accrued revenues                        |        | 20 546 947         | 31 940 043    |
| Taxes withheld by others                |        | 51 086 753         | 53 846 601    |
| Payments for investments                | (15-2) | 24 704 500         | 22 895 075    |
| Re-insurers' share of technical reserve |        | 215 261 550        | 214 688 000   |
| Receivables - sale of investments       |        |                    | 76 694 259    |
| Infra Egypt fund                        |        |                    | 3 187 862     |
| Perching Brokerage                      |        | ,                  | 1 178 414     |
| Settlement Guarantee Fund               |        | 211 287            | 27 173 750    |
| Unquoted assets - Ready for sale        |        |                    |               |
| acquired in satisfaction of loans       |        | 181 849 050        | 183 704 000   |
| Due from EFG-Hermes Employee Trust      |        |                    | 398 946 562   |
| Due from Ara inc. company               |        |                    | 3 477 331     |
| Due from related parties                |        | 54 427 950         | 10 468 000    |
| Re-insurance accrued commission         |        | 14 539 500         | 14 360 000    |
| Cards transaction on ATM                |        | 2 462 400          | 536 000       |
| Re-insurance debtors                    |        | 935 550            | 1 564 000     |
| Non current assets available for sale   |        | <del>pie pie</del> | 70 936 046    |
| Sundry debtors                          |        | 185 732 171        | 255 166 751   |
| Balance                                 |        | 873 602 477        | 1 531 935 847 |
|   |        |                    |               |

15-1 Deposits with others include an amount of LE 24 360 750 (equivalent to LBP 6 015 million) represents deposit blocked by Credit Libanais SAL (the Bank) with the Ministry of Finance of Lebanon.

15-2 Payments for investments are represented in the following:

| 5-2 Payments for investments are represented in the following.  |  |  |  |  |
|---|--|--|--|--|
|   | 30/9/2012  | 31/12/2011   |  |  |
|   | $\mathbf{LE}$  | $\mathbf{L}\mathbf{E}$   |  |  |
| EFG- Hermes Mutual Funds Co. Financial Group for Real Estate Co. EFG-Hermes Securitization Company Arab Visual Company Egyptian Company for Funds Investments IDEAVELOPERS AAW Company for Infrastructure Egyptian Company for Marketing International Company for Projects Management EFG —Hermes Direct Fund Management Sohail Investment Company | 10 000 000<br>250 000<br>5 000 000<br>3 749 500<br><br>25 000<br>3 040 000<br>1 000 000<br>640 000<br><br>24 704 500 | 10 000 000<br>250 000<br>5 000 000<br>3 749 500<br>400 200<br>25 000<br>3 040 000<br><br><br>430 375<br>22 895 075 |  |  |
| Due to banks and financial institutions   | 30/9/2012<br>LE  | 31/12/2011<br>LE   |  |  |

# 16-

| Due to buzzie with the    |        | 30/9/2012   | 31/12/2011    |
|---------------------------|--------|-------------|---------------|
|                           |        | LE          | LE            |
| Current deposits of banks |        | 181 452 150 | 198 044 000   |
| Time deposits             |        | 119 345 400 | 76 372 000    |
| Financial institutions    |        | 315 681 300 | 319 256 000 _ |
| Borrowings                | (16-1) |             | 15 584 600    |
| Accrued interest payable  | (,     | 3 673 350   | 4 516 000     |
| Balance                   |        | 620 152 200 | 613 772 600   |
|                           |        |             |               |

# 16-1 Borrowings

A- On December 28, 2005, a loan agreement has been signed with International Finance Corporation "IFC" whereby the company is entitled to obtain long term loan with an amount of US\$ 20 million with an applied annual floating interest rate in order to finance regional expansion of the company. The loan will be repaid on 10 equal semi-annual installments with an amount of US\$ 2 million for each installment and the first installment was due on May 15, 2007 and the last installment will due on November 15, 2011 and the interest is due on May 15, and November 15 and the first interest was due on November 15, 2006. The loan agreement provides for that some of the company's subsidiaries will guarantee the loan repayment through an irrevocable unconditional guarantee and the company got the full amount of the loan amounted to US\$ 20 million on September 3, 2006. The loan has been fully paid.

B- On December 29, 2005 a loan agreement has been signed with the Foundation of (DEG)- DEUTSCHE INVESTITIONS- UND ENTWICKLUNGSGESELLSCHAFT MBH whereby the company is entitled to obtain a long term loan with an amount of Euro 10 million with a variable annual interest rate in order to finance the regional expansion of the company. The loan will be repaid on 10 equal semi-annual installments with an amount of one million Euro per installment. The first installment was due on May 15, 2008 and the last installment will due on November 15, 2012 and the interest is due on May 15, November 15 each year. The first interest was due on November 15, 2006. The loan agreement provides for that some of the comp any's subsidiaries will guarantee the loan repayment through an irrevocable unconditional guarantee. The company has obtained the full amount of the loan amounted Euro 10 million on September 17, 2006. The loan has been fully paid.

# 17- Customers' deposits

| - Customers deposits                      | 30/9/2012   | 31/12/2011     |
|---|---|----------------|
|   | $\mathbf{L}\mathbf{E}$  | LE             |
| Deposits from customers (private sector): |   |                |
| Saving accounts                           | 23 914 911 714  | 22 832 211 300 |
| Term deposits                             | 10 149 016 500  | 9 062 524 000  |
| Current accounts                          | 3 805 335 450   | 3 474 632 000  |
|   | 37 869 263 664  | 35 369 367 300 |
| Deposits from customers (public sector):  |   | ~              |
| Saving accounts                           | 206 132 850   | 238 348 000    |
| Term deposits                             | 851 755 500   | 638 296 000    |
| Current accounts                          | 492 484 050   | 415 288 000    |
|   | 1 550 372 400   | 1 291 932 000  |
| Others                                    | 73 572 300  | 70 592 000     |
|   | 39 493 208 364  | 36 731 891 300 |
| Accrued interest payable                  | 188 349 300   | 201 492 000    |
|   | 39 681 557 664  | 36 933 383 300 |
| Deposits from related parties:            | 4000066500  | 202 22 6 22 2  |
| Long term saving accounts                 | 438 266 700   | 382 336 000    |
| Short term saving accounts                | 275 400   | 900 070 000    |
| Long term deposits                        | 764 429 400   | 822 072 000    |
| Short term deposits                       | 96 989 400  | 21 156 000     |
| Accrued interest payable                  | 5 090 850   | 4 076 000      |
|   | 1 305 051 750   | 1 229 640 000  |
| Balance                                   | 40 986 609 414  | 38 163 023 300 |
|   | Mark Title with their fath fitter title and and and allow their title |                |

#### 18- Bonds

On November 11, 2010 Credit Libanais SAL has issued US.\$ 75 000 000, 6.75% Subordinated Bonds due January 15, 2018 at an issue price of 100% of their principal amount. The bonds have been fully underwritten. The net proceeds from the sale of Bonds will be used for general corporate purposes, and the obligation of the issuer in respect of the B5onds constitutes direct, unsecured and general obligation of the issuer. The Arranger of the offering is Credit Libanais Investment Bank SAL (an affiliate) and the Bonds will not be listed on any stock exchange. The bonds balance amounted to LE 480 139 650 as at September 30, 2012 versus LE 486 932 000 as at December 31,2011.

# 19- Creditors and other credit balances

|   |        | 30/9/2012     | 31/12/2011    |
|---|--------|---------------|---------------|
|   |        | . LE          | LE            |
| Margins held against documentary credits          |        | 85 110 750    | 71 352 000    |
| Technical reserve for insurance companies         |        | 347 340 150   | 343 052 000   |
| Interbranch reconciling items                     |        | 89 622 450    | 5 984 000     |
| Revaluation of assets acquired in satisfaction of |        | 20.126.600    | 10.000.000    |
| loans   |        | 20 136 600    | 19 888 000    |
| Social Insurance Association                      |        | 223 579       | 589 324       |
| Unearned revenues                                 |        | 11 558 321    | 14 438 691    |
| Accrued interest & commission                     |        |               | 82 256        |
| Suppliers   |        | 175 608 000   | 94 560 762    |
| Accrued expenses                                  |        | 126 547 587   | 242 258 425   |
| Clients' coupons- Custody Activity                |        | 7 220 110     | 8 267 925     |
| Due to Industry Modernization Center              |        | 5 489 913     | 6 748 849     |
| Dividends payable                                 |        | 29 872 958    | 36 441 011    |
| Cards transaction on ATM                          |        | 14 871 600    | 13 592 000    |
| Re-insurance creditors                            |        | 224 272 800   | 221 504 000   |
| Deferred tax liabilities                          | (19-1) | 551 860 505   | 551 606 725   |
| Due to related parties                            |        | 15 235 000    | 15 235 000    |
| Sundry creditors                                  |        | 7 232 239     | 22 177 214    |
| Balance   |        | 1 712 202 562 | 1 667 778 182 |
|   |        |               |               |

# 19-1 Deferred tax assets and liabilitiesDeferred tax assets and liabilities are attributable to the following:

| 30/9/                                   |  | /2012         | 31/12/2011             |                        |
|---|--|---------------|------------------------|------------------------|
| (A) Deferred tax                        | Assets   | Liabilities   | Assets                 | Liabilities            |
|   | LE   | ${f LE}$      | $\mathbf{L}\mathbf{E}$ | $\mathbf{L}\mathbf{E}$ |
| Fixed assets depreciation               |  | 4 576 877     | <b></b>                | 5 040 533              |
| Expected claims provision               | 90 750   |               | 2 132 865              | ~~                     |
| Impairment loss on assets               | 2 393 288  |               | 5 581 321              |                        |
| Prior year losses forward               | 52 323   |               | 1 602 917              |                        |
| Company's share in affiliate's profits  |  | <del></del> - |                        | 7 879 242              |
| Total deferred tax assets / liabilities | 2 536 361  | 4 576 877     | 9 317 103              | 12 919 775             |
| Net deferred tax liabilities            | The state of the s | 2 040 516     | <del></del>            | 3 602 672              |

# (B) Deferred tax recognized directly in equity

|   | 30/9/2012   | 31/12/2011             |
|---|-------------|------------------------|
|   | LE          | $\mathbf{L}\mathbf{E}$ |
| Fair value adjustments *                  | 556 432 586 | 554 616 650            |
| Changes in fair value of cash flow hedges | (6 612 597) | (6 612 597)            |
|   | 549 819 989 | 548 004 053            |
|   |             |                        |

<sup>\*</sup> Deferred tax liabilities arising from the assets acquired and liabilities assumed as a result of the acquisition of the subsidiary Credit Libanais Bank – (note no. 1-3).

# 20- Other income

Other income presented in the income statement includes an LE 15 536 986 represents provision reversed and LE 7 183 292 represents gains on sale of non current assets held for sale.

## 21- Other provisions

|                           |        | 30/9/2012   | 31/12/2011  |
|---------------------------|--------|-------------|-------------|
|                           |        | LE          | LE          |
| Expected claims provision | (21-1) | 226 975 721 | 232 734 753 |
| Servance pay provision    | (21-1) | 83 924 100  | 114 636 935 |
| Other provisions          |        | 899 100     | 880 000     |
| Balance                   |        | 311 798 921 | 348 251 688 |
|                           |        |             |             |

| 21-1                                   | Expected     |               |              |
|--|--------------|---------------|--------------|
|  | claims       | Severance     | Total        |
|  | Provision    | pay provision |              |
|  | LE           | LE            | LE           |
| Balance at the beginning of the period | 232 734 753  | 114 636 935   | 347 371 688  |
| Formed during the period               | 19 043 006   | 9 938 953     | 28 981 959   |
| Provision reversed                     | (4 284 119)  | (2 626 804)   | (6 910 923)  |
| Foreign currency differences           | 261 645      | 1 278 173     | 1 539 818    |
| Amounts used during the period         | (3 044 030)  | (6 100 648)   | (9 144 678)  |
| Transferred to liabilities as held for |              |               | ·            |
| sale. Note no. (4-2)                   | (17 735 534) | (33 202 509)  | (50 938 043) |
| Balance at the end of the period       | 226 975 721  | 83 924 100    | 310 899 821  |

### 22- Share capital

- The company's authorized capital amounts LE 3 200 million and issued and paid in capital amounts LE 1 913 570 000 distributed on 382 714 000 shares of par value LE 5 per share.
- The company's Extraordinary General Assembly approved in its session held on June 13, 2011 to increase the company's share capital from LE 1 913 570 000 to LE 2 391 473 750 with an increase amount of LE 477 903 750 through distributing of 95 580 750 stock dividend at one share to each four shares outstanding at the declaration date, this increase are financed from retained earnings according to the decision of the company's Ordinary General Assembly in its session held at the same date and the required procedures had been taken and this increase have been registered in the Commercial Register on September 6, 2011.

### 22-1 Treasury shares

The company's board of directors approved in its session held on April 27,2011 to purchase a number of 5 million shares of the company's shares and the company has purchased a number of 391 000 shares from Egyptian Stock Exchange Market at cost of LE 6 918 613.

#### 23- Non - Controlling interests

|                                      | 30/9/2012     | 31/12/2011    |
|--------------------------------------|---------------|---------------|
|                                      | LE            | LE            |
| Share capital                        | 450 747 652   | 449 146 509   |
| Legal reserve                        | 127 049 351   | 115 287 877   |
| Other reserves                       | 500 944 194   | 501 626 252   |
| Retained earnings                    | 131 196 812   | 67 551 400    |
| Other equity                         | 69 955 650    | 64 156 000    |
| Increase in fair value of net assets | 1 151 641 848 | 1 067 258 725 |
| Net profit for the period / year     | 125 652 478   | 175 120 128   |
| Balance                              | 2 557 187 985 | 2 440 146 891 |

### 24- Contingent liabilities

- The company guarantees its subsidiaries Financial Brokerage Group and Hermes Securities Brokerage against the credit facilities granted from banks and EFG- Hermes Brokerage UAE against the credit facilities granted from banks amounting to AED 178 670 000 (equivalent to LE 296 467 131).
- The company and its subsidiaries have the following off-balance sheet assets and liabilities:

#### Off-balance sheet items:

|   | 30/9/2012              | 31/12/2011     |
|---|------------------------|----------------|
|   | $\mathbf{L}\mathbf{E}$ | LE             |
| Financing commitments given to financial  |                        |                |
| institutions                              | 715 663 350            | 680 256 000    |
| Commitments to customers                  | 1 379 045 250          | 1 830 912 000  |
| Guarantees given to customers             | 832 275 000            | 526 324 000    |
| Restricted and non - restricted fiduciary |                        |                |
| accounts                                  | 49 369 500             | 383 156 000    |
| Commitments of signature received from    |                        |                |
| financial intermediaries                  | 88 958 250             | 84 572 000     |
| Other commitments received                | 27 337 657 950         | 23 092 916 000 |
| Assets under management                   | 26 319 694 350         | 27 453 901 000 |

### 25- Impairment loss on assets

|                              | 20             | 12             | 2011           |                |  |
|------------------------------|----------------|----------------|----------------|----------------|--|
|                              | For the period | For the period | For the period | For the period |  |
|                              | from 1/7/2012  | from 1/1/2012  | from 1/7/2011  | from 1/1/2011  |  |
|                              | to 30/9/2012   | to 30/9/2012   | to 30/9/2011   | to 30/9/2011   |  |
|                              | LE             | LE             | LE             | ${f LE}$       |  |
| Impairment loss on accounts  |                |                |                |                |  |
| receivables & debit accounts |                |                | 76 296         | 76 296         |  |
| Impairment loss on available |                |                |                |                |  |
| -for- sale investments       | 840            | 241 320        |                |                |  |
|                              |                |                |                |                |  |
| Total                        | 840            | 241 320        | 76 296         | 76 296         |  |
|                              |                |                |                |                |  |

# 26- Income tax expense

|                    | 20             | 2012           |                | 011            |
|--------------------|----------------|----------------|----------------|----------------|
|                    | For the period | For the period | For the period | For the period |
|                    | from 1/7/2012  | from 1/1/2012  | from 1/7/2011  | from 1/1/2011  |
|                    | to 30/9/2012   | to 30/9/2012   | to 30/9/2011   | to 30/9/2011   |
|                    | LE             | LE             | LE             | _ LE           |
| Current income tax | (14 266 148)   | (41 933 372)   | (11 654 280)   | (41 928 480)   |
| Deferred tax       | 1 621 658      | 3 756 329      | (1 107 221)    | (3 048 889)    |
| Total              | (12 644 490)   | (38 177 043)   | (12 761 501)   | (44 977 369)   |
|                    |                |                |                |                |

# 27- Cash and cash equivalents

For the purpose of preparing the statement of cash flows, cash and cash equivalents are represented in the following:

|  | 30/9/2012       | 31/12/2011      |
|--|-----------------|-----------------|
|  | LE              | <b>LE</b>       |
| Cash and due from banks                        | 13 131 232 038  | 12 287 220 080  |
| Due to banks and financial institutions        | (669 854 011)   | (613 772 600)   |
| Less: Assets – maturity more than three months | (5 202 848 700) | (4 610 558 207) |
| Effect of exchange rate                        | (9 102 045)     | 19 755 959      |
|  |                 | <del>,</del>    |
| Cash and cash equivalents                      | 7 249 427 282   | 7 082 645 232   |
|  |                 |                 |

#### 28- General administrative expenses

| •  | 2012           |                | 2011           |                |
|--|----------------|----------------|----------------|----------------|
|  | For the period | For the period | For the period | For the period |
|  | from 1/7/2012  | from 1/1/2012  | from 1/7/2011  | from 1/1/2011  |
|  | to 30/9/2012   | to 30/9/2012   | to 30/9/2011   | to 30/9/2011   |
|  | LE             | LE             | LE             | LE             |
| Wages, salaries and similar items        | 139 921 293    | 409 496 481    | 130 000 427    | 376 705 495    |
| Consultancy                              | 14 060 213     | 27 440 414     | 605 516        | 6 659 149      |
| Advertising and public relations         |                |                | 18 743 253     | 18 743 253     |
| Travel, accommodation and transportation | 6 957 372      | 20 803 215     | 6 650 383      | 20 343 967     |
| Other expenses                           | 79 317 353     | 226 254 246    | 36 091 463     | 159 992 578    |
| Total                                    | 240 256 231    | 683 994 356    | 192 091 042    | 582 444 442    |
|  |                |                |                |                |

#### 29 - Earnings per share

|                                   | 2012           |                | 2011           |                |
|-----------------------------------|----------------|----------------|----------------|----------------|
|                                   | For the period | For the period | For the period | For the period |
|                                   | from 1/7/2012  | from 1/1/2012  | from 1/7/2011  | from 1/1/2011  |
|                                   | to 30/9/2012   | to 30/9/2012   | to 30/9/2011   | _to 30/9/2011  |
|                                   | LE             | LE             | LE             | LE             |
| Net profit for the period         | 44 523 733     | 106 437 287    | 32 816 462     | 150 330 686    |
| Weighted average number of shares | 477 903 750    | 477 903 750    | 477 903 750    | 478 164 417    |
| Earnings per share                | 0.09           | 0.22           | 0.07           | 0.31           |

#### 30- Segment reporting

Segment information is presented in respect of the Group's business segments. The primary format, business segment, is based on the Group's management and internal reporting structure. Inter-segment pricing is determined on an arm's length basis.

Segment results, assets and liabilities include items directly attributable to a segment. The revenue & expense and assets & liabilities analyses in the table below are based on the type of business activities and services that are distinguishable component.

# For the period ended September 30, 2012

|  | Investment    | Commercial      | Elimination   | Total           |
|--|---------------|-----------------|---------------|-----------------|
|  | banking       | banking         |               |                 |
|  | LE            | LE              | LE            | LE              |
| Fee and commission income                        | 67 518 640    | 349 946 176     | ***           | 417 464 816     |
| Fee and commission expense                       |               | (192 714 130)   |               | (192 714 130)   |
| Net fee and commission income                    | 67 518 640    | 157 232 046     |               | 224 750 686     |
| Securities gains                                 | 10 373 902    | 40 091 296      |               | 50 465 198      |
| Share of profit of associate                     |               | 5 184 358       |               | 5 184 358       |
| Changes in the investments at fair value         |               |                 |               |                 |
| through profit and loss                          | 44 473 303    | 28 515 980      |               | 72 989 283      |
| Gains on sale of fixed assets                    |               | 164 902         |               | 164 902         |
| Foreign currencies differences                   | 9 699 297     | ##              |               | 9 699 297       |
| Other income                                     | 13 747 301    | 26 251 594      |               | 39 998 895      |
| Noninterest revenue                              | 145 812 443   | 257 440 176     |               | 403 252 619     |
| Interest and dividends income                    | 53 772 973    | 1 852 939 422   | (60 424 463)  | 1 846 287 932   |
| Interest expense                                 | (249 172)     | (1 258 837 736) | 102 037       | (1 258 984 871) |
| Net interest income                              | 53 523 801    | 594 101 686     | (60 322 426)  | 587 303 061     |
| Total net revenue                                | 199 336 244   | 851 541 862     | (60 322 426)  | 990 555 680     |
| Total noninterest expenses                       | (263 552 230) | (498 941 166)   | (7 378 028)   | (769 871 424)   |
| Net (loss) profit before income tax              | (64 215 986)  | 352 600 696     | (67 700 454)  | 220 684 256     |
| Income tax expense                               | (277 979)     | (41 933 372)    | 4 034 308     | (38 177 043)    |
| Net (loss) profit from continued operations      | (64 493 965)  | 310 667 324     | (63 666 146)  | 182 507 213     |
| Profit from discontinued operations (net of tax) | 49 582 552    |                 |               | 49 582 552      |
| Net (loss) profit                                | (14 911 413)  | 310 667 324     | (63 666 146)  | 232 089 765     |
| Total assets                                     | 9 406 903 386 | 46 414 065 150  | 530 617 132   | 56 351 585 668  |
| Total liabilities                                | 1 285 275 174 | 43 191 273 600  | 672 819 350   | 45 149 368 124  |
| Shareholders' equity                             | 8 121 628 212 | 3 222 791 550   | (142 202 218) | 11 202 217 544  |
| Total equity and liabilities                     | 9 406 903 386 | 46 414 065 150  | 530 617 132   | 56 351 585 668  |

#### For the period ended September 30, 2011

| •  | Investment banking | Commercial<br>banking | Elimination            | Total           |
|--|--------------------|-----------------------|------------------------|-----------------|
|  | LE                 | LE                    | $\mathbf{L}\mathbf{E}$ | LE              |
| Fee and commission income                        | 87 946 618         | 335 352 600           |                        | 423 299 218     |
| Fee and commission expense                       | <b></b>            | (201 853 080)         |                        | (201 853 080)   |
| Net fee and commission income                    | 87 946 618         | 133 499 520           |                        | 221 446 138     |
| Securities gains                                 | 21 910 179         | 9 115 920             |                        | 31 026 099      |
| Share of profit of associate                     |                    | 4 443 120             |                        | 4 443 120       |
| Changes in the investments at fair value         |                    |                       |                        |                 |
| through profit and loss                          | (8 879 609)        | 8 605 080             |                        | (274 529)       |
| (loss) gains on sale of fixed assets             | (10 946)           | 43 560                |                        | 32 614          |
| Foreign currencies differences                   | 23 622 683         |                       |                        | 23 622 683      |
| Other income                                     | 6 279 734          | 11 004 840            | '                      | 17 284 574      |
| Noninterest revenue                              | 130 868 659        | 166 712 040           |                        | 297 580 699     |
| Interest and dividends income                    | 43 636 093         | 1 731 082 320         | 19 031 310             | 1 793 749 723   |
| Interest expense                                 | (3 616 386)        | (1 169 894 880)       | (14 174 854)           | (1 187 686 120) |
| Net interest income                              | 40 019 707         | 561 187 440           | 4 856 456              | 606 063 603     |
| Total net revenue                                | 170 888 366        | 727 899 480           | 4 856 456              | 903 644 302     |
| Total noninterest expenses                       | (242 220 277)      | (380 536 200)         | (7 300 537)            | (630 057 014)   |
| Net (loss) profit before income tax              | (71 331 911)       | 347 363 280           | (2 444 081)            | 273 587 288     |
| Income tax expense                               | (454 108)          | (41 928 480)          | (2 594 781)            | (44 977 369)    |
| Net (loss) profit from continued operations      | (71 786 019)       | 305 434 800           | (5 038 862)            | 228 609 919     |
| Profit from discontinued operations (net of tax) | 57 404 547         | w. e.e.               |                        | 57 404 547      |
| Net (loss) profit for the period                 | (14 381 472)       | 305 434 800           | (5 038 862)            | 286 014 466     |
| Total assets                                     | 9 186 364 511      | 41 543 441 650        | (1 391 725 814)        | 49 338 080 347  |
| Total liabilities                                | 1 107 194 426      | 38 717 196 900        | 16 032 861             | 39 840 424 187  |
| Shareholders' equity                             | 8 079 170 085      | 2 826 244 750         | (1 407 758 675)        | 9 497 656 160   |
| Total equity and liabilities                     | 9 186 364 511      | 41 543 441 650        | (1 391 725 814)        | 49 338 080 347  |

#### 31- Tax status

As to Income Tax, the years from the first financial year till 31/12/2008 the competent tax inspectorate inspected the parent company's books and all the disputed points have been settled with the Internal Committee and as to years 2009 / 2010, the competent tax inspectorate inspected the parent company's books and the parent company was notified by form no. (19), which was objected thereon on the due date and the disputed items have been transferred to the Internal Committee and as to year 2011, according to tax form of tax law no. 91 of 2005 the company has submitted the tax return and paid the tax due.

- As to Salaries Tax, parent company's books had been examined till the year 2004 and all the disputed points have been settled with the Internal Committee and the due amount has been paid and the years 2005/2008 have been inspected and the parent company was notified by tax forms which was objected thereon on the due date and the disputed items have been transferred to the Internal Committee and as to years 2009 / 2011, the parent company's books have not been inspected yet.
- As to Stamp Tax, parent company's books had been examined from year 1998 till 31/7/2006 and paid the due tax according to the resolution of Appeal Committee which was objected thereon in the courts, and the period from 1/8/2006 till 31/12/2011 have not been inspected yet.

### 32- Group's entities

The parent company owns the following subsidiaries:

| The parent company owns the following subsid        | Direct ownership | Indirect ownership |
|---|------------------|--------------------|
|   | %.               | %                  |
| Financial Brokerage Group                           | 99.76            | 0.06               |
| Egyptian Fund Management Group                      | 88.51            | 11.49              |
| Egyptian Portfolio Management Group                 | 66.33            | 33.67              |
| Hermes Securities Brokerage                         | 97.58            | 2.42               |
| Hermes Fund Management                              | 89.95            | 10.05              |
| •   | 99.37            | 0.53               |
| Hermes Corporate Finance EFG - Hermes Advisory Inc. | 100              | <del></del>        |
| EFG- Hermes Financial Management (Egypt) l          |                  |                    |
| EFG - Hermes Promoting & Underwriting               | 99.88            | =                  |
|   |                  | 100                |
| Bayonne Enterprises Ltd. EFG- Hermes Fixed Income   | 99               | 1                  |
| <del></del>   | 96.3             | 3.7                |
| EFG- Hermes Management                              | 1.59             | 63.41              |
| EFG- Hermes Private Equity                          | 1.57             | 90                 |
| EFG- Hermes Brokerage – UAE Ltd.                    | 100              |                    |
| Flemming CIIC Holding                               | 100              | 99.33              |
| Flemming Mansour Securities                         | ₩.               | 96                 |
| Flemming CIIC Securities                            |                  | 74.92              |
| Flemming CIIC Corporate Finance                     | 4.00             | /4.92              |
| EFG- Hermes UAE Ltd.                                | 100              |                    |
| EFG- Hermes Holding - Lebanon                       | 99               | 260                |
| EFG- Hermes KSA                                     | 73.1             | 26.9               |
| October Property Development Ltd.                   | 94.14            |                    |
| EFG- Hermes Lebanon                                 | 99               | 0.96               |
| Mena Opportunities Management Limited               |                  | 66.5               |
| EFG- Hermes Mena (Caymen) Holding                   |                  | 100                |
| Mena (BVI) Holding Ltd.                             |                  | 66.5               |
| EFG - Hermes Mena Securities Ltd.                   |                  | 100                |

į

|   | Direct ownership | Indirect ownership |
|---|------------------|--------------------|
|   | %                | %                  |
| Mena Financial Investments W.L.L                  |                  | 100                |
| EFG – Hermes Qatar LLC                            | 100              | <del></del>        |
| EFG- Hermes Oman LLC                              |                  | 51                 |
| EFG- Hermes Regional Investment Ltd.              | 100              | <b></b>            |
| Offset Holding KSC                                |                  | 50                 |
| EFG- Hermes IFA Financial Brokerage               |                  | 45                 |
| IDEAVELOPERS                                      | <b></b>          | 52                 |
| EFG- Hermes CB Holding Limited                    |                  | 100                |
| EFG- Hermes Global CB Holding Limited.            | 100              |                    |
| EFG - Hermes Orient Advisory Inc.                 |                  | 70                 |
| EFG – Hermes Syria LLC                            | 49               | 20.37              |
| Sindyan Syria LLC                                 | 97               | <del></del>        |
| Talas & Co. LLP                                   | ~~               | 97                 |
| EFG - Hermes Jordan                               | 100              |                    |
| Mena Long-Term Value Feeder Holdings Ltd          |                  | 100                |
| Mena Long-Term Value Master Holdings Ltd          |                  | 90                 |
| Mena Long-Term Value Management Ltd               | -                | 90                 |
| EFG - Hermes CL Holding SAL                       |                  | 100                |
| Credit Libanais SAL "the Bank"                    |                  | 63.739             |
| Credit Libanais Investment Bank SAL               |                  | 63.65              |
| Lebanese Islamic Bank SAL                         |                  | 63.64              |
| Credit International SA                           |                  | 59.16              |
| Cedar's Real Estate SAL                           |                  | 63.69              |
| Soft Management SAL                               |                  | 29.96              |
| Hermes Tourism & Travel SAL                       |                  | 63.73              |
| Crédit Libanais d'Assuranceset de Réassurances Sa | AL               | 42.69              |
| Business Development Center SARL                  |                  | 62.86              |
| Capital Real Estate SAL                           |                  | 62.46              |
| Credilease SAL                                    |                  | 63.27              |
| Collect SAL                                       | me               | 28.64              |
| EFG – Hermes Investment Funds Co.                 | 99.998           |                    |
| Mena FI Cayman Ltd.                               |                  | 100                |
| EFG - Hermes Mena FI Management Limited.          |                  | 100                |
| Fixed Income Investment Limited.                  |                  | 100                |
| Meda Access Cayman Holdings Limited .             |                  | 100                |

# 33- Financial instruments and management of related risks:

The Company's financial instruments are represented in the financial assets and liabilities. Financial assets include cash balances with banks, investments and debtors while financial liabilities include loans and creditors. Note (no. 2) of notes to financial statements includes significant accounting policies applied regarding basis of recognition and measurement of the important financial instruments and related revenues and expenses by the company to minimize the consequences of such risks.

#### 33-1 Market risk:

Market risk is defined as the potential loss in both on and off balance sheet positions resulting from movements in market risk factors such as foreign exchange rates, interest rates, and equity prices.

Market risk is represented in the factors which affect values, earnings and profits of all securities negotiated in stock exchange or affect the value, earning and profit of a particular security.

According to the company's investment policy, the following procedures are undertaken to reduce the effect of this risk.

- Performing the necessary studies before investment decision in order to verify that investment is made in potential securities.
- Diversification of investments in different sectors and industries.
- Performing continuous studies required to follow up the company's investments and their development.

### 33-2 Foreign currencies risk

- The foreign currencies exchange risk represents the risk of fluctuation in exchange rates, which in turn affects the company's cash inflows and outflows as well as the value of its assets and liabilities in foreign currencies.
- As disclosed in note (3-2) the company has used the prevailing exchange rates to revaluate monetary assets and liabilities at the balance sheet date.

### 33-3 Risk management

In the ordinary course of business, the group is exposed to a variety of risks, the most important of which are liquidity risk, interest rate risk, currency risk, credit risk and market risk. These risks are identified, measured and monitored through various control mechanisms in order to price facilities and products on a risk adjusted basis and to prevent undue risk concentrations.

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.

#### 33-4 Credit risk

Credit risk is the risk of a person or an organization defaulting in the repayment of their obligations to the Group in respect of the terms and conditions of the credit facilities granted to them by the Group. The management minimizes this risk by spreading its loan portfolio over all economic sectors and by adopting appropriate procedures and controls to evaluate the quality of the credit facilities granted and the creditworthiness of the borrowers. The credit risk of connected accounts is monitored on a united basis. In addition, the effective credit appraisal procedure for examining applications for credit facilities followed by the Group, adopts as the main criteria the repayment capability and obtaining sufficient collateral. The continuous monitoring of credit accounts and the timely preventive action further minimize, to a large extent, the exposure to credit risk. Note 7 of this report shows the distribution of loan portfolio by nature of facility, by economic sector.

### 33-5 Liquidity risk

Liquidity risk is the risk that the Group will be unable to meet its payment obligations when they fall due under normal and stress circumstances. To limit this risk, management has arranged diversified funding sources in addition to its core deposit base, manages assets with liquidity in mind and monitors future cash flows and liquidity on daily basis. This incorporates an assessment of expected cash flows and the availability of high grade collateral which could be used to secure additional funding if required.

The Group maintains a portfolio of high marketable and diverse assets that can be easily liquidated in the event of an unforeseen interpretation of cash flow. In addition, the Group maintains statutory deposits with the Central Banks.

The liquidity position is assessed and managed under a variety of scenarios, giving due consideration to stress factors relating to both the market in general and to the Group in specific. The Group maintains a solid ratio of high liquid net assets in foreign currencies to deposits and commitments in foreign currencies taking markets conditions into consideration.

#### 33-6 Interest rate risk

Interest rate risk stems from the sensitivity of earnings to future movements in interest rates applied on assets and liabilities.

The Group's management closely monitors interest rate fluctuations on a continuous basis and ensures that assets and liabilities are matched and repriced in a timely manner. The Group is exposed to interest rate risk as a result of mismatches or gaps in the amounts of assets and liabilities that mature or are re-priced in a given period. The most important source of interest rate risk derives from the lending, funding and investing activities, where fluctuations in interest rates are reflected in interest margins and earnings.

#### 33-7 Equity price risk

Equity price risk is the risk that the value of a portfolio will fall as a result of change in stock prices. Risk factors underlying this type of market risk are a whole range of various equity (and index) prices corresponding to different markets (and currencies/maturities), in which the Group holds equity-related positions.

The Group sets tight limits on equity exposures and the types of equity instruments that traders are allowed to take positions in. Nevertheless, depending on the complexity of financial instruments, equity risk is measured in first cash terms, such as the market value of a stock/index position, and also in price sensitivities, such as sensitivity of the value of a portfolio to changes in the underlying asset price. These measures are applied to an individual position and/or a portfolio of equity products.

#### 33-8 Operational risk

Operational risk is the risk of direct or indirect loss due to an event or action causing failure of technology, process infrastructure, personnel, and other risks having an operational risk impact. The Group seeks to minimize actual or potential losses from operational risk failure through a framework of policies and procedures that identify, assess, control, manage, and report those risks. Controls include effective segregation of duties, access, authorization and reconciliation procedures, staff education and assessment processes.

J

1

)

### 33-9 Fair value of financial instruments

The fair value of the financial instruments do not substantially deviated from their book value at the balance sheet date. According to the valuation basis applied, in accounting policies to the assets and liabilities

# 33-10 Derivative financial instruments and hedge accounting

- Derivatives are initially recognized at fair value on the date on which a derivative contract is entered into and are subsequently re-measured at their fair value, according to the valuation basis applied, in accounting policies to derivative financial instruments, (note no. 3-4).
- In accordance with an arrangement between the subsidiary, EFG Hermes MENA Securities Limited Co. and its customers ("the customers"), the Company from time to time enters into fully paid Shares Swap Transaction Contracts ("the Contracts") with the customers. Under the Contracts the customers pay to the Company a pre-determined price, which is essentially the market price at the trade date, in respect of certain reference securities. In return for such shares swap transactions the Company pays to the customers the mark to market price of the reference securities at a pre-determined date (normally after one year). However, the Contracts can be terminated at any time by either of the parties, which shall be the affected party.

In order to hedge the price risks with respect to the reference securities under the Contracts, the Company enters into back-to-back fully paid Share Swap Transaction Contracts with other subsidiaries, MENA Financial Investments W.L.L. ("MENA-F") and EFG-Hermes KSA.

Accordingly, the Shares Swap Transactions are measured at fair value based on underlying reference securities under the Contracts.

# 34- Corresponding figures

Certain corresponding figures have been reclassified according to the Purchase Price Allocation study of the acquisition of Credit Libanais Bank as follows:

|                               | For the                |             | For the       |
|-------------------------------|------------------------|-------------|---------------|
|                               | Period ended           | Adjustments | Period ended  |
|                               | 30/9/2011              |             | 30/9/2011     |
|                               | (as reported)          |             | (Restated)    |
|                               | $\mathbf{L}\mathbf{E}$ | LE          | LE            |
| Interest and dividends income | 1 774 638 927          | 19 110 796  | 1 793 749 723 |
| Depreciation and amortization | (42 694 194)           | (7 300 537) | (49 994 731)  |
| Income tax expense            | (42 382 588)           | (2 594 781) | (44 977 369)  |
| Non - controlling interests   | 130 352 046            | 5 331 734   | 135 683 780   |
| Earnings per share            | 0.30                   | 0.01        | 0.31          |
|                               |                        |             |               |