

## Board of Directors Report for the first quarter ended 31st March 2012

On behalf of the Board of Directors, I am pleased to present the results of your bank as at 31<sup>st</sup> March 2012.

Your bank achieved a Net Profit of OMR 5.330 million during the three months period ended 31<sup>st</sup> March 2012 as compared to a Net Profit of OMR 3.058 million during the same period in the previous year, a high growth of 74.3%. The bank is continuing with its efforts for achieving a sustainable and profitable growth.

The Net Interest Income witnessed a significant improvement of 19.7% from OMR 7.985 million for the period ended 31<sup>st</sup> March 2011 to OMR 9.560 million for the period ended 31<sup>st</sup> March 2012. The operating income increased by 26.4% from OMR 9.937 million in the three months of last year to OMR 12.564 million in the three months of the current year. The operating cost increased by 2.6% from OMR 5.861 million to OMR 6.015 million during the same period.

Gross loans have increased by 3.6% this year from OMR 1,041 million on 31<sup>st</sup> December 2011 to OMR 1,078 million for the period ended 31<sup>st</sup> March 2012. The Net loans and advances grew by 3.5% from OMR 1,020 million on 31st December 2011 to reach OMR 1,056 million as at 31<sup>st</sup> March 2012. Customer deposits reached to OMR 1,191 million in the first quarter of 2012 with an increase of 1.7% compared to 31<sup>st</sup> December 2011 with OMR 1,171 million. The bank's market share of Private Sector Credit was 8.09 % while the Private Sector Deposit share was 7.47% as at end of February 2012.

Bank Sohar has been working to bring an authentic and Sharia-based banking solution to its customers that must respect the basic tenets of Islam, the sensibilities of the Omani people and uphold the stricture of the Central Bank of Oman (CBO) to develop a unique Omani model of Islamic Banking. As a result, the bank has entered into an agreement with Dar Al Sharia legal & Financial Consultancy of UAE to help it with all aspects of launching its Islamic Banking window.

Furthermore, the Bank has started training the staff from different level on the Islamic Banking products to ensure having complete understanding of the topic and pure Islamic deliverables. The total staff headcount as at 31<sup>st</sup> March 2012 stood at 548 and the Omanisation ratio is at 90.69%.

During the quarter the Bank has launched its attractive Al Mumayaz Savings Scheme for 2012. The improved scheme is expected to provide an incentive to our valuable customers to increase saving deposits.

The bank also offers a variety of other services through its various outlets such as branches, ATMs, the Call Centre as well as electronic banking outlets such as Internet and SMS banking. The bank presently has a network of 25 branches and 44 ATMs.

The Bank continued in the first quarter of 2012 to firmly build on its deep faith in carrying out its social obligations. This has become an integral part of the Bank's brand image, which subsequently led to the Bank extending its support to Muscat Festival 2012 for the fourth consecutive year. Your bank also supported a number of campaigns to increase health awareness which included the Cancer Awareness Campaign during Muscat Festival and the "Health Week" held in collaboration with Directorate of Health Services at Al Buraimi Governorate. At the social level, Bank Sohar supported the Traffic Safety Exhibition held as part of the 28th GCC Traffic Week and organized by the Royal Oman Police (ROP), which aimed at raising awareness on road safety and has also participated in the Earth Hour as part of its contribution to the sustainability of the environment.

On behalf of the Board of Directors, management and staff of the Bank, I would like to thank the Central Bank of Oman and the Capital Market Authority for their astute regulation and guidance. Above all, I would like to express my humble gratitude and pay tribute to His Majesty Sultan Qaboos Bin Said for his wise and discerning leadership that has firmly set Oman on the path of progress and sustainable development.

Salim Said Al Fannah Al Araimi Chairman



# STATEMENT OF FINANCIAL POSITION AS AT 31 MARCH 2012

ASSETS	Notes	31 March 2012 RO'000	31 December 2011 RO'000
Cash and balances with Central Bank	<i>B1</i>	61,613	61,513
Due from Banks and other money market lending	B1 B2	231,603	231,560
Loans and advances (net)	B3	1,055,811	1,019,554
Investment securities	<i>B4</i>	170,736	85,659
Property, equipment and fixtures	B5	13,982	14,157
Other assets	<i>B6</i>	25,532	19,534
		1,559,277	1,431,977
LIABILITIES			
Due to Banks and other money market borrowings	<i>B7</i>	148,431	43,136
Certificates of deposit	B8	-	-
Customers' deposits	В9	1,190,974	1,171,437
Other liabilities	B10	42,692	38,718
Subordinated loans	B11	50,000	50,000
		1,432,097	1,303,291
SHAREHOLDERS' EQUITY			
Share capital	B12	100,000	100,000
Legal reserve	B13	5,705	5,705
General reserve	B13	413	413
Fair value reserve	B14	(870)	(2,034)
Retained earnings		21,932	24,602
		127,180	128,686
		1,559,277	1,431,977
Net assets per share (in baizas)	B15	127.18	128.69
CONTINGENT LIABILITIES	B16	181,183	183,660
COMMITMENTS	B16	342,951	277,678

The financial statements were approved and authorized for issue by the Board of Directors on 24<sup>th</sup> **April 2012** and signed on their behalf by:

Chairman	Deputy Chairman



# STATEMENT OF COMPREHENSIVE INCOME FOR THE PERIOD ENDED 31 MARCH 2012

	Notes	3 Months ended 31 March 2012 RO'000	3 Months ended 31March 2011 RO'000
Interest income Interest expense	C1 C2	16,993 (7,433)	14,806 (6,821)
Net interest income Other operating income	<i>C3</i>	9,560 3,004	7,985 1,952
OPERATING INCOME		12,564	9,937
OPERATING EXPENSES Staff costs Other operating expenses Depreciation	C4 B5	(3,581) (1,930) (504) (6,015)	(3,401) (1,928) (532) (5,861)
OPERATING PROFIT Impairment allowance on portfolio basis Impairment allowance on specific basis	B3 B3	(338) (217)	4,076 (371) (324)
NET PROFIT BEFORE TAX		5,994	3,381
Income tax expense	C5	(664)	(323)
NET PROFIT/ (LOSS) FOR THE PERIOD		5,330	3,058
Other comprehensive income			
Net changes in fair value of available for sale financial assets		1,164	(893)
Other comprehensive income for the period net of income tax		1,164	(893)
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD		6,494	2,165
Basic earnings/ (loss) per share for the period – in baizas	<i>C6</i>	5.330	3.058
Basic earnings/ (loss) per share for the period (annualized) – in baizas	C6	21.379	12.402



# STATEMENT OF CHANGES IN EQUITY FOR THE PERIOD ENDED 31 MARCH 2012

Share capital RO'000	Legal reserve RO'000	General reserve RO'000	Fair value reserve RO'000	Retained earnings RO'000	Total RO'000
100,000	3,555	413	1,308	11,255	116,531
_	_ 1	_	_	3 058	3,058
_	_	_	(893)	-	(893)
-	——     -	-	(893)	3,058	2,165
-	-	-	-	(6,000)	(6,000)
100,000	3,555	413	415	8,313	112,696
100,000	3,555	413	415	8,313	112,696
_	_ [	_	_	7,000	7,000
-	700	-	-	(700)	-
100,000	4,255	413	415	14,613	119,696
-	-	-	-	11,439	11,439
_	_	_	(2,449)	_	(2,449)
-	1,450	-	-	(1,450)	-
100,000	5,705	413	(2,034)	24,602	128,686
RO'000	RO'000	RO'000	RO'000	RO'000	RO'000
100,000	5,705	413	(2,034)	24,602	128,686
-	_	_	_	5.330	5,330
				2,220	2,220
-	-	-	1,164	-	1,164
-	-	-	- 1,164	5,330	6,494
-	-				
	- 	<u> </u>	<u>-</u>	(8,000)	(8,000)
	100,000  100,000  100,000  100,000  100,000  100,000  RO'000	RO'000     RO'000       100,000     3,555       -     -       100,000     3,555       100,000     3,555       -     700       100,000     4,255       -     1,450       100,000     5,705       RO'000     RO'000       100,000     5,705	Share capital RO'000         Legal reserve RO'000         reserve RO'000           100,000         3,555         413           -         -         -           100,000         3,555         413           100,000         3,555         413           -         -         -           -         700         -           -         1,450         -           -         1,450         -           100,000         5,705         413    RO'000 RO'000 RO'000 A13	Share capital RO'000         Legal reserve RO'000         reserve RO'000         reserve RO'000         reserve RO'000         RO'	Share capital RO'000         Legal reserve RO'000         reserve RO'000         Retained earnings RO'000           100,000         3,555         413         1,308         11,255           -         -         -         -         3,058           -         -         -         (893)         -           -         -         -         (893)         3,058           -         -         -         (6,000)           100,000         3,555         413         415         8,313           100,000         3,555         413         415         8,313           -         -         -         -         7,000           -         700         -         -         7,000           100,000         4,255         413         415         14,613           11,450         -         -         (2,449)         -           -         1,450         -         -         (1,450)           100,000         5,705         413         (2,034)         24,602           -         -         -         5,330           -         -         -         5,330           -         -         - </td



## STATEMENT OF CASH FLOWS FOR THE PERIOD ENDED 31 MARCH 2012

	31March 2012	31March 2011
	RO'000	RO'000
OPERATING ACTIVITIES		
Net profit/(loss) for the period before tax	5,994	3,381
Adjustments for:		
Depreciation	504	532
Impairment for credit losses	555	695
Interest on investment	(823)	(55)
Operating profit before changes in operating assets and liabilities	6,230	4,553
Changes in loans and advances	(36,811)	(33,924)
Changes in other assets	(5,998)	1,041
Changes in customers' deposits	19,537	(58,825)
Change in due from banks and money market deposits	(37,819)	40,450
Changes in due to banks and other money market deposits	70,238	(12,730)
Changes in other liabilities	(3,012)	(4,388)
Cash from (used in ) operating activities	12,365	(63,823)
Income tax paid	(1,840)	(1,318)
		(65.141)
Net cash (used in) / from operating activities	10,525	(65,141)
INVESTING ACTIVITIES		
Purchase of investments (net)	(1,999)	(3,998)
Purchase of property, equipment and fixtures	(330)	(629)
Proceeds from sale of property, equipment and fixtures	13	-
Interest received on investments	823	55
Net cash used in investing activities	(1,493)	(4,572)
FINANCING ACTIVITIES		
Dividends Paid	_	(6,000)
211.401.401.414		
Net cash from financing activities		(6,000)
NET CHANGE IN CASH AND CASH EQUIVALENTS	9,032	(75,713)
CACH AND CACH EQUIVALENT AT DECIMINAC OF THE		
CASH AND CASH EQUIVALENT AT BEGINNING OF THE PERIOD	153,286	171,313
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	162,318	95,600
I ERIOD	=====	<del></del>
REPRESENTING:		
Cash and balances with Central Banks	61,613	36,657
Due from Banks and other money market placements	24,008	66,479
Investments securities	144,891	38,699
Due to Banks and other money market deposits	(68,194)	(46,235)
	162,318	95,600



Dalik Soliai SAOO

# NOTES TO FINANCIAL STATEMENTS

FOR THE PERIOD ENDED 31 MARCH 2012

#### A1 Legal status and principal activities

Bank Sohar SAOG ("the Bank") was established in the Sultanate of Oman on 4 March 2007 as a joint stock company and is primarily engaged in corporate and retail banking activities through a network of twenty five branches within the Sultanate of Oman. The Bank operates under a banking licence issued by the Central Bank of Oman and is covered by its deposit insurance scheme. The Bank started commercial operations from 9 April 2007. The registered address of the Bank is PO Box 44, Hai Al Mina, Postal Code 114, Muscat, Sultanate of Oman. The Bank has its primary listing on the Muscat Securities Market.

The Bank employed 548 employees as of 31 March 2012 (31 December 2011: 549).

#### A2 Basis of preparation

Since these are interim condensed financial statements, they do not contain all information and disclosures for the full financial statements prepared in accordance with IFRS and should be read in conjunction with the Bank's annual financial statements as at 31 December 2011.

#### **A2.1** Statement of compliance

The financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS"), requirements of the Oman Commercial Companies Law of 1974, as amended and the disclosure requirements of the Capital Market Authority and the applicable regulations of the Central Bank of Oman.

#### A2.2 Basis of measurement

The financial statements have been prepared under the historical cost convention except for derivative financial instruments and available for sale financial assets which have been measured at fair value.

#### **A2.3** Functional and presentation currency

These financial statements are presented in Rial Omani, which is the Bank's functional currency and also in US Dollars, for the convenience of the readers. The US Dollar amounts, which are presented in these financial statements have been translated from the Rial Omani amounts at an exchange rate of US Dollar 1 = RO 0.385. All financial information presented in Rial Omani and US Dollars has been rounded to the nearest thousands.

## A2.4 Use of estimates and judgements

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

The estimates and associated assumptions are based on industry data and various other factors that are believed by the Bank to be reasonable under the circumstances, the results of which form the basis of making the judgments about carrying values of assets and liabilities that are not readily apparent from other sources.

The estimates and underlying assumptions are reviewed on a regular basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods. Estimates considered by the Bank to have a significant risk of material adjustment in subsequent periods are discussed in note A4.

#### A2.5 Standards, amendments and interpretations effective in 2011 and relevant for the Bank's operations

For the year ended 31 December 2011, the Bank has adopted all of the new and revised standards and interpretations issued by the International Accounting Standards Board (IASB) and the International Financial Reporting Interpretations Committee (IFRIC) of the IASB that are relevant to its operations and effective for periods beginning on 1 January 2011.

The adoption of those standards and interpretations has not resulted in changes to the Bank's accounting policies and has not affected the amounts reported for the current period.



Dalik Soliai SAOO

#### NOTES TO FINANCIAL STATEMENTS

FOR THE PERIOD ENDED 31 MARCH 2012

A2 Basis of preparation (continued)

# A2.6 Standards, amendments and interpretations to existing standards that are not yet effective and have not been early adopted by the Bank:

The following standards, amendments and interpretations to existing standards have been published and are mandatory for the Bank's accounting periods beginning on or after 1 January 2012 or later periods, but the Bank has not early adopted them and the impact of these standards and interpretations is not reasonably estimable as at 31 March 2012:

IFRS 9, 'Financial instruments part 1: Classification and measurement', (effective on or after 1 January 2013);

IFRS 10, 'Consolidated financial statements' (effective on or after 1 January 2013);

IFRS 12, 'Disclosures of interests in other entities' (effective on or after 1 January 2013); and

IFRS 13, 'Fair value measurement' (effective on or after 1 January 2012).

## A3 Significant accounting policies

The accounting policies set out below have been applied consistently by the Bank to all periods presented in these financial statements, unless otherwise stated.

#### A3.1 Foreign currency translation

Transactions in foreign currencies are translated into functional currency at the spot exchange rate at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the reporting date are retranslated into the functional currency at the spot exchange rate at that date. The foreign currency gain or loss on monetary items is the difference between amortised cost in the functional currency at the beginning of the period, adjusted for the effective interest and payments during the period, and the amortised cost in the foreign currency translated at the spot exchange rate at the end of the period. The non-monetary assets and liabilities denominated in foreign currencies that are measured at fair value are retranslated into the functional currency at the spot exchange rate at the date the fair value was determined. Foreign currency differences arising on retranslation are recognized in the statement of comprehensive income, except for non-monetary financial assets, such as equities classified as available-for-sale, which are included in other comprehensive income. Non-monetary assets and liabilities that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of the transaction.

#### A3.2 Revenue and expense recognition

#### A3.2.a Interest income and expense

Interest income and expense is recognised in the statement of comprehensive income using the effective interest method. The effective interest rate is the rate that exactly discounts the estimated future cash payments and receipts through the expected life of the financial asset or liability (or, where appropriate, a shorter period) to the carrying amount of the financial asset or liability. The effective interest rate is established on initial recognition of the financial asset/liability and is not revised subsequently. Interest income and expense presented in the statement of comprehensive income include:

- Interest on financial assets and liabilities at amortised cost on an effective interest rate basis;
- Interest on available for sale investment securities on an effective interest rate basis; and
- Fair value changes in qualifying derivatives (including hedge ineffectiveness) and related hedged items when interest rate risk is the hedged risk.

Interest income which is doubtful of recovery is included in impairment allowance and excluded from income until it is received in cash.

#### A3.2.b Fair value gains and losses

Fair value changes on derivatives held for risk management purposes and available for sale financial assets are presented in the statement of comprehensive income.

Net income from financial instruments at fair value relates to non-qualifying derivatives held for risk management purposes and available for sale financial assets, including all realised and unrealised fair value changes interest, dividend and foreign exchange differences.



FOR THE PERIOD ENDED 31 MARCH 2012

A3 Significant accounting policies (continued)

#### A3.2 Revenue and expense recognition (continued)

#### A3.2.c Dividend income

Dividend income is recognized when the right to receive dividend is established.

#### A3.2.d Fees and commission

Fees and commission income and expenses that are integral to the effective interest rate on a financial asset or liability are included in the measurement of the effective interest rate.

Other fees and commission income include account servicing fees, credit related fees, advisory fees, administration fees and other management fees, sales commission, placement fees and syndication fees. These are recognised as the related services are performed.

#### A3.2.e Provisions

A provision is recognised if, as a result of a past event, the Bank has a present legal or constructive obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are equivalent to the amortised value of the future liabilities which is determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and the risk specific to the liability.

#### A3.2.f Offsetting of income and expense

Income and expenses are presented on a net basis only when permitted by the IFRS, or for gains and losses arising from a group of similar transactions such as in the Bank's trading activity.

#### A3.3 Financial assets and liabilities

#### A3.3.a Classification

The Bank classifies its financial assets in the following categories: at fair value through profit or loss, loans and receivables, held to maturity and available-for-sale. The classification depends on the purpose for which the financial assets were acquired. Management determines the classification of its financial assets at initial recognition.

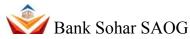
#### Financial assets at fair value through profit or loss

Financial assets at fair value through profit or loss are financial assets held for trading. A financial asset is classified in this category if acquired principally for the purpose of selling in the short-term. Derivatives are also categorised as held for trading unless they are designated as hedging instruments.

#### Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and the Bank does not intend to sell immediately or in the near term.

Loans and receivables are initially recognised at fair value which is the cash consideration to originate or purchase the loan including any transaction costs - and measured subsequently at amortised cost using the effective interest method less specifically identified and collective allowance for impairment and recognised in the statement of comprehensive income as 'impairment allowance'. Specific provisions are made against the carrying amount of loans and receivables that are identified as being impaired based on regular reviews of outstanding balances to reduce the impaired loans and receivables to their recoverable amounts. Loans and receivables are reported in the statement of financial position as loans and advances to banks or customers. Interest on loans is included in the statement of comprehensive income and is reported as 'interest income'.



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# NOTES TO FINANCIAL STATEMENTS

FOR THE PERIOD ENDED 31 MARCH 2012

## A3 Significant accounting policies (continued)

#### A3.3 Financial assets and liabilities (continued)

#### A3.3.a Classification (continued)

#### Held to maturity financial assets

Held to maturity financial assets are non-derivative assets with fixed or determinable payments and fixed maturity that the Bank has the positive intent and ability to hold to maturity and which are not designated at fair value through profit or loss or available-for-sale.

These are initially recognised at fair value including direct and incremental transaction costs and measured subsequently at amortised cost, using the effective interest method.

Interest on held to maturity investments is included in the statement of comprehensive income and reported as 'interest income'. In the case of impairment, the impairment loss is been reported as a deduction from the carrying value of the investment and recognised in the statement of comprehensive income as 'impairment on investments'. Held to maturity investments include corporate bonds and other debt securities.

#### Available-for-sale financial assets

Available-for-sale financial assets are non-derivatives that are either designated in this category or not classified in any of the other categories.

Available-for-sale investments are financial assets that are intended to be held for an indefinite period of time, which may be sold in response to needs for liquidity or changes in interest rates, exchange rates or equity prices or that are not classified as loans and receivables, held to maturity investments or financial assets at fair value through profit or loss.

Available-for-sale financial assets are initially recognised at fair value, which is the cash consideration including any transaction costs, and measured subsequently at fair value with gains and losses being

recognised in the statement of other comprehensive income, except for impairment losses and foreign exchange gains and losses, until the financial asset is derecognised. If an available-for-sale financial asset is determined to be impaired, the cumulative gain or loss previously recognised in the statement of other comprehensive income is recognised in the statement of comprehensive income. However, interest is calculated using the effective interest method, and foreign currency gains and losses on monetary assets classified as available for sale are recognised in the statement of comprehensive income. Dividends on available-for-sale equity instruments are recognised in the statement of comprehensive income in 'other operating income' when the Bank's right to receive payment is established.

#### A3.3.b Recognition

The Bank initially recognises 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 recognised on the trade date at which the Bank becomes a party to the contractual provisions of the instrument.

#### A3.3.c Derecognition

The Bank derecognises a financial asset when the contractual rights to receive 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 substantially all the risks and rewards of ownership of the financial asset are transferred. The Bank derecognises a financial liability when its contractual obligations are discharged or cancelled or expired.

## A3.3.d Offsetting of financial assets and financial liabilities

Financial assets and liabilities are offset and the net amount presented in the statement of financial position when, and only when, the Bank has a legal right to set off the amounts and intends either to settle on a net basis or to realise the asset and settle the liability simultaneously.



FOR THE PERIOD ENDED 31 MARCH 2012

#### A3 Significant accounting policies (continued)

#### A3.3 Financial assets and liabilities (continued)

#### A3.3.e Amortised cost measurement

The amortised cost of a financial asset or liability is the amount at which the financial asset or liability is measured at initial recognition, minus principal repayments, plus or minus the cumulative amortisation using effective interest method of any difference between the initial amount recognised and the maturity amount, minus any reduction for impairment.

#### A3.3.f Fair value measurement

A number of the Bank's accounting policies and disclosures require the determination of fair value, for both financial and non-financial assets and liabilities. Fair values have been determined for measurement and/or disclosure purposes based on a number of accounting policies and methods. Where applicable, information about the assumptions made in determining fair values is disclosed in the notes specific to that asset or liability.

For investments where there is no quoted market price, a reasonable estimate of the fair value is determined by reference to the current market value of a similar investment, or is based on the expected discounted cash flows. Investments having short term maturities are not discounted.

The fair value of loans and advances is estimated at the present value of future cash flows, discounted at the market rate of interest at the reporting date.

The fair value of forward exchange contracts is based on their quoted price, if available. If a quoted price is not available, then fair value is estimated by discounting the difference between the contractual forward price and the current forward price for the residual maturity of the contract using a risk-free interest rate (based on government bonds). The fair value of interest rate swaps is based on broker quotes. Those quotes are tested for reasonableness by discounting estimated future cash flows based on the terms and maturity of each contract and using market interest rates for a similar instrument at the measurement date. Fair values reflect the credit risk of the instrument and include adjustments to take account of the credit risk of the Bank and counterparty when appropriate.

Fair value, which is determined for disclosure purposes, is calculated based on the present value of future principal and interest cash flows, discounted at the market rate of interest at the reporting date.

#### A3.3.g Identification and measurement of impairment of financial assets

#### (i) Assets carried at amortised cost

The Bank assesses at each reporting date whether there is objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of financial assets is impaired and an impairment loss is incurred if, and only if, there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset (a loss event) and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated. Objective evidence that a financial asset or group of assets is impaired includes observable data that comes to the attention of the Bank about the following loss events as well as considering the guidelines issued by the Central Bank of Oman:

- significant financial difficulty of the issuer or obligor;
- a breach of contract, such as a default or delinquency in interest or principal payments;
- the Bank granting to the borrower, for economic or legal reasons relating to the borrower's financial difficulty, a concession that the lender would not otherwise consider;
- it becoming probable that the borrower will enter bankruptcy or other financial reorganisation;
- the disappearance of an active market for that financial asset because of financial difficulties; or
- observable data indicating that there is a measurable decrease in the estimated future cash flows from a group of financial assets since the initial recognition of those assets, although the decrease cannot yet be identified with the individual financial assets in the Bank, including adverse changes in the payment status of borrowers in the group, or national or local economic conditions that correlate with defaults on the assets in the Bank.

The Bank first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, and individually or collectively for financial assets that are not individually significant. If the



FOR THE PERIOD ENDED 31 MARCH 2012

A3 Significant accounting policies (continued)

#### A3.3 Financial assets and liabilities (continued)

#### A3.3.g Identification and measurement of impairment of financial assets (continued)

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

If there is objective evidence that an impairment loss on loans and receivables or held-to-maturity investments carried at amortised cost has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the financial asset's original effective interest rate. The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognised in the statement of comprehensive income. If a loan or held-to-maturity investment has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract.

The calculation of the present value of the estimated future cash flows of a collateralised financial asset reflects the cash flows that may result from foreclosure less costs for obtaining and selling the collateral, whether or not foreclosure is probable.

Future cash flows in a group of financial assets that are collectively evaluated for impairment are estimated on the basis of the contractual cash flows of the assets in the group and historical loss experience for assets with credit risk characteristics similar to those in the group.

The methodology and assumptions used for estimating future cash flows are reviewed regularly by the Bank to reduce any differences between loss estimates and actual loss experience.

When a loan is uncollectible, it is written off against the related allowance for loan impairment. Such loans are written off after all the necessary procedures have been completed and the amount of the loss has been determined.

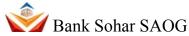
If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed by adjusting the allowance account. The amount of the reversal is recognised in the statement of comprehensive income.

#### (ii) Assets classified as available-for-sale

The Bank assesses at the end of each reporting period whether there is objective evidence that a financial asset or a group of financial assets is impaired. For debt securities, the Bank uses the criteria referred to in (i) above. In the case of equity investments classified as available-for-sale, a significant or prolonged decline in the fair value of the security below its cost is also evidence that the assets are impaired. If any such evidence exists for available-for-sale financial assets, the cumulative loss - measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in profit or loss - is removed from equity and recognised in the statement of comprehensive income. Impairment losses recognised in the statement of comprehensive income on equity instruments are not reversed through the statement of comprehensive income.

#### A3.3.h Cash and cash equivalents

Cash and cash equivalents consist of cash in hand, unrestricted balances held with central banks and highly liquid financial assets with original maturities of upto three months, which are subject to insignificant risk of changes in their fair value, and are used by the Bank in management of its short term commitments. Cash and cash equivalents are carried at amortised cost in the statement of financial position.



FOR THE PERIOD ENDED 31 MARCH 2012

A3 Significant accounting policies (continued)

#### A3.3 Financial assets and liabilities (continued)

#### A3.3.i Repurchase and resale agreements

Securities sold with a commitment to repurchase (repos) at a specified future date are recognised in the statement of financial position and are measured in accordance with accounting policies for trading securities or investment securities. The counterparty liability for amounts received under these agreements is included in 'due to banks and other money market borrowings'. The difference between sale and repurchase price is treated as interest expense and accrued over the life of the repo agreement.

Securities purchased with a corresponding commitment to resell at a specified future date (reverse repos) are not recognised in the statement of financial position and the amounts paid under these agreements are included in 'due from banks and other money market lendings'. The difference between purchase and resale price is treated as interest income and accrued over the life of the reverse repo agreement.

#### A3.3.j Acceptances

Acceptances are disclosed on the statement of financial position under other assets with corresponding liability disclosed under other liabilities. Therefore, there is no off-balance sheet commitment for acceptances.

#### A3.3.k Derivatives held for risk management purposes

Derivatives held for risk management purposes include all derivative assets and liabilities that are not classified as trading assets and liabilities. Derivatives held for risk management purposes are measured at fair value in the statement of financial position. The treatment of changes in their fair value depends on their classification into the following categories:

#### Fair value hedge

When a derivative is designated as a hedge of the change in fair value of a recognised asset or liability or a firm commitment, changes in the fair value of the derivative are recognised immediately in statement of comprehensive income together with changes in the fair value of the hedged item that are attributable to the hedged risk.

If the derivative expires or is sold, terminated, or exercised, no longer meets the criteria for fair value hedge accounting, or the designation is revoked, hedge accounting is discontinued. Any adjustment up to that point, to a hedged item for which the effective interest method is used, is amortised to profit or loss as part of the recalculated effective interest rate of the item over its remaining life.

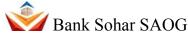
#### Cash flow hedge

When a derivative is designated as the hedging instrument in a hedge of the variability in cash flows attributable to a particular risk associated with a recognised asset or a liability or a highly probable forecast transaction that could affect profit or loss, the effective portion of changes in the fair value of the derivative is recognised in other comprehensive income in hedging reserve. The amount recognised in other comprehensive income is reclassified to comprehensive income as a reclassification adjustment in the same period as the hedged cash flows affect profit or loss, and in the same line item in the statement of comprehensive income. Any ineffective portion of changes in the fair value of the derivative is recognised immediately in statement of comprehensive income.

If the hedging derivative expires or is sold, terminated, or exercised, or the hedge no longer meets the criteria for cash flow hedge accounting, or the hedge designation is revoked, then the hedge accounting is discontinued prospectively. In a discontinued hedge of a forecast transaction the cumulative amount recognized in other comprehensive income from the period when the hedge was effective is reclassified from the equity to statement of comprehensive income as a reclassification adjustment when the forecast transaction occurs and affects profit or loss. If the forecast transaction is no longer expected to occur, then the balance in other comprehensive income is reclassified immediately to statement of comprehensive income as a reclassification adjustment.

#### Other non-trading derivative

When a derivative is not held for trading, and is not designated in a qualifying hedge relationship, all changes in its fair value are recognised immediately in statement of comprehensive income.



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# NOTES TO FINANCIAL STATEMENTS

FOR THE PERIOD ENDED 31 MARCH 2012

#### A3 Significant accounting policies (continued)

#### A3.4 Property, equipment and fixtures

Items of property, equipment and fixtures are measured at cost less accumulated depreciation and impairment losses. Cost includes expenditure that is directly attributable to the acquisition of the asset. Depreciation is provided on a straight-line basis over the estimated useful lives of property, equipment and fixtures, except freehold land. The estimated useful lives for the current period are as follows:

Motor vehicles	Years 5
Furniture & fixtures	5
Office equipment	6-7
Production software	6-7

The assets' residual values, useful lives and depreciation methods are reviewed and adjusted if appropriate at each reporting date. Based on the recent estimation, the Bank has changed the useful life of motor vehicles and furniture & fixtures from 3 to 5 years. The change of estimated useful live is accounted for as a change in estimate by adjusting the depreciation charge for the current year as the change affects the current year and by adjusting the charge for future years to the extent that it affects the future years.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are recognised within 'other operating income' in the statement of comprehensive income.

Repairs and renewals are charged to the statement of comprehensive income when the expense is incurred. Subsequent expenditure is capitalised only when it increases the future economic benefits embodied in the item of property, equipment and fixtures. All other expenditure is recognised in the statement of comprehensive income as an expense as incurred.

#### A3.5 Deposits, debt securities issued and subordinated liabilities

All money market and customer deposits are initially measured at fair value plus transaction cost and subsequently carried at amortised cost. Deposits, debt securities issued and subordinated liabilities are measured at their amortized cost using the effective interest method. The Bank classifies capital instruments as financial liabilities or equity instruments in accordance with the substance of the contractual terms of the instrument.

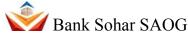
#### A3.6 Taxation

Taxation is provided in accordance with Omani fiscal regulations. Income tax comprises current and deferred tax. Income tax expense is recognised in the statement of comprehensive income except to the extent that it relates to items recognised directly in equity or other comprehensive income.

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

Deferred tax assetss/liabilities are calculated using the 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. Deferred tax is measured at the tax rates that are expected to be applied to the temporary difference when they reverse, based on the laws that have been enacted or substantively enacted by the reporting date.

A deferred tax asset is recognised 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 reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised.



FOR THE PERIOD ENDED 31 MARCH 2012

#### A3 Significant accounting policies (continued)

#### A3.7 Fiduciary assets

Assets held in trust or in a fiduciary capacity are not treated as assets of the Bank and accordingly are not included in these financial statements.

#### A3.8 Trade and settlement date accounting

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

#### A3.9 Leases

Operating lease payments are recognised as an expense in the statement of comprehensive income on a straight-line basis over the lease term.

#### A3.10 Financial guarantees

Financial guarantees are contracts that require the Bank to make specified payments to reimburse the holder for a loss it incurs because a specified debtor fails to make payment, when due in accordance with the terms of a debt instrument.

Financial guarantee liabilities are initially recognised at their fair value, and the initial fair value is amortised over the life of the financial guarantee. The guarantee liability is subsequently carried at the higher of this amortised amount and the present value of any expected payment (when a payment under the guarantee has become probable). The unamortized value or present value of the expected payment arising from the financial guarantee as the case may be is included in the other liabilities.

#### A3.11 Employee benefits

#### A3.11.a Terminal benefits

End of service benefits are accrued in accordance with the terms of employment of the company's employees at the reporting date, having regard to the requirements of the Oman Labour Law 2003, as amended.

Contributions to a defined contribution retirement plan and occupational hazard insurance for Omani employees in accordance with the Omani Social Insurances Law of 1991 are recognised as an expense in the statement of comprehensive income as incurred.

#### A3.11.b Short term benefits

Short term benefit obligations are measured on an undiscounted basis and are expensed as the related service is provided.

A provision is recognised for the amount expected to be paid if the Bank has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee and the obligation can be estimated reliably.

#### A3.12 Earnings per share

The Bank presents basic and diluted 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 Bank by the weighted average number of ordinary shares outstanding during the year. Annualised EPS is calculated by annualizing the basic EPS for the whole year. Diluted EPS is determined by adjusting the profit or loss attributable to



FOR THE PERIOD ENDED 31 MARCH 2012

#### A3 Significant accounting policies (continued)

#### A3.12 Earnings per share (continued)

ordinary shareholders and weighted average number of ordinary shares outstanding for the effects of all dilutive potential ordinary shares, which comprise convertible notes or similar instruments.

#### A3.13 Corresponding figures

The corresponding figures included for comparative purposes have been reclassified to conform to the presentation in the current year.

#### A3.14 Segment reporting

An operating segment is the component of the Bank that engages in business activities from which it may earn revenues and incur expenses, including revenue and expenses that relate to transaction with any of the Bank's other components, whose operating results are reviewed regularly by the Bank's CEO (being the chief operating decision maker) to make decisions about resources allocated to each segment and assess its performance, and for which discrete financial information is available.

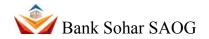
#### A4 Critical accounting estimates and judgements

The preparation of financial statements requires management to make judgements, estimates and assumptions that affect the application of accounting policies and reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. The resulting accounting estimates will, by definition, seldom equal the related actual results.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods. The Bank's significant accounting estimates are on:

#### A4.1 Impairment losses on loans and advances

The Bank reviews its loan portfolios to assess impairment on a monthly basis. In determining whether an impairment loss should be recorded in the statement of comprehensive income, the Bank makes judgements as to whether there is any observable data indicating an impairment followed by measurable decrease in the estimated future cash flows from a portfolio of loans before the decrease can be identified within that portfolio. This evidence may include observable data indicating that there has been an adverse change in the payment status of borrowers and or national or local economic conditions that correlate with defaults on assets. Management uses estimates based on historical loss experience for assets with credit risk characteristics and objective evidence of impairment similar to those in the portfolio when scheduling its future cash flows. The methodology and assumptions used for estimating both the amount and timing of future cash flows are reviewed periodically to reduce any difference between loss estimates and actual loss experience. For individually significant loans and advances which are impaired, the necessary impairment loss is considered based on the future cash flow estimates. Individually significant loans and advances which are not impaired and all individually insignificant loans and advances are then assessed collectively considering historical experience and observable data on a portfolio basis, in group of assets with similar risk characteristics to determine whether collective impairment loss to be made. In determining collective impairment loss, the Bank takes into account several factors including credit quality, concentration risk, levels of past due, sector performance, available collateral and macro economic conditions.



## NOTES TO FINANCIAL STATEMENTS FOR THE PERIOD ENDED 31 MARCH 2012

#### A4 Critical accounting estimates and judgements (continued)

#### A4.2 Fair value of derivatives and other financial instruments

The fair value of financial instruments that are not traded in an active market (for example, over-the-counter derivatives) is determined by using valuation techniques. The Bank uses its judgement to select a variety of methods and make assumptions that are mainly based on market conditions existing at the end of each reporting period. The Bank uses expected cash flow analysis for various available-for-sale financial assets that are not traded in active markets.

## A4.3 Impairment of available-for-sale equity investments

The Bank determines that available-for-sale equity investments are impaired when there has been a significant or prolonged decline in the fair value below its cost or objective evidence of impairment exists. This determination of what is considered to be significant or prolonged requires judgement. In applying judgement, the Bank evaluates among other factors, the volatility in share price. Objective evidence of impairment may be due to deterioration in the financial health of the investee, industry and sector performance.



## NOTES TO FINANCIAL STATEMENTS FOR THE PERIOD ENDED 31 MARCH 2012

#### B1 Cash and balances with central bank

	31March	31 December
	2012	2011
	RO'000	RO'000
Cash Capital deposit with Central Bank of Oman Balance with Central Bank	10,203 500 50,910 61,613	7,966 500 53,047 61,513

The capital deposit with the Central Bank of Oman cannot be withdrawn without the approval of the Central Bank of Oman.

## B2 Due from banks and other money market lending

	31March	31 December
	2012	2011
	RO'000	RO'000
Local currency:		
Money market lending	4,700	15,000
	4,700	15,000
Foreign currency:		
Money market lending	221,760	206,350
Nostro balances abroad	5,143	10,210
	226,903	216,560
	231,603	231,560

#### **B3** Loans and advances - net

2011
102
,103
,875
,949
,927
559)
814)
,554

Retail loans include RO 16,540,983 provided to staff on concessional terms (2011: RO 16,190,703).



FOR THE PERIOD ENDED 31 MARCH 2012

#### **B3** Loans and advances - net (continued)

Loans and advances comprise:

	31 March	31 December
	2012	2011
	RO'000	RO'000
Loans	995,841	945,767
Overdrafts	55,392	63,223
Loan against trust receipts	17,680	21,342
Bills discounted	9,002	10,595
Gross loans and advances	1,077,915	1,040,927
Impairment allowance on portfolio basis	(13,897)	(13,559)
Impairment allowance on specific	(8,207)	(7,814)
basis(including reserve interest)		
Net loans and advances	1,055,811	1,019,554

As per the CBO requirements, the movement in the impairment allowance is as analysed below:

Loan Loss Provision	31March	31 December
	2012	2011
	RO'000	RO'000
Impairment allowance on portfolio basis		
Balance at beginning of period	13,559	12,678
Provided during the period	338	881
	<del></del>	
Balance at the end of the period	13,897	13,559
Impairment allowance on specific basis		
1) Loan loss provision		
Balance at beginning of period	6,414	3,828
Provided during the period	337	4,982
Write back during the period	(121)	(2,396)
Balance at the end of the period	6,630	6,414
2) Reserved interest		
Balance at beginning of period	1,400	600
Reserved during the period	1,559	1,108
Interest released during the period	(1,382)	(308)
Balance at end of the period	1,577	1,400
Total	8,207	7,814

Impairment allowance on portfolio basis is established to meet the credit risks inherent within the loans and advances on a portfolio basis.

All loans and advances require payment of interest, some at fixed rates and others at rates that reprice prior to maturity. Interest reserve account is maintained by the Bank to comply with rules, regulations and guidelines issued by CBO against loans and advances which are impaired. As of 31 March 2012, loans and advances on which interest is not being accrued or where interest has been reserved amounted to RO16, 246,616 (2011: RO 15,998,677).



# NOTES TO FINANCIAL STATEMENTS FOR THE PERIOD ENDED 31 MARCH 2012

## **B4** INVESTMENT SECURITIES

	31 March	31 December
	2012	2011
	RO'000	RO'000
Available for sale investment	164,196	79,119
Held to maturity investment	6,540	6,540
	170,736	85,659

## **B4.a** Available for sale investment comprise:

Available for sale investment comprise.				
	Carrying/		Carrying/	
	fair value		fair value	Cost
	31March	Cost	31 December	31 December
	2012	31March 2012	2011	2011
	RO'000	RO'000	RO'000	RO'000
Unquoted securities	7,591	8112	6,040	7,774
Quoted Securities	11,714	12,138	9,954	10,460
Treasury Bills	144,891	144,297	63,125	63,113
	164,196	164,547	79,119	81,347

## **B4.b** Held-to-maturity investments comprise:

	31 March	31 December
	2012	2011
	RO'000	RO'000
Corporate bonds	1,540	1,540
Debt securities	5,000	5,000
	6,540	6,540



FOR THE PERIOD ENDED 31 MARCH 2012

## **B5** PROPERTY, EQUIPMENT AND FIXTURES

			Furniture			Capital	
	Freehold	Production	&	Office	Motor	Work in	
	Land*	Software	fixtures	Equipments	Vehicles	progress	Total
	RO'000	RO'000	RO'000	RO'000	RO'000	RO'000	RO'000
At cost:							
1 January 2012	7,000	6,172	3,119	3,692	596	203	20,782
Additions	-	61	6	182	-	81	330
Disposals/ reallocation				<u>-</u> _	<u>(13)</u>		<u>(13)</u>
As at 31 March 2012	<u>7,000</u>	<u>6,233</u>	<u>3,125</u>	<u>3,874</u>	<u>583</u>	<u>284</u>	21,099
Accumulated depreciation:							
1 January 2012	_	(2,908)	(1,656)	(1,694)	(367)	_	(6,625)
Depreciation	-	(236)	(110)	(142)	(17)	-	(505)
Disposals				<u> </u>	<u>13</u>		<u>13</u>
As at 31 March 2012	-	(3,144)	<u>(1,766)</u>	(1,836)	<u>(371)</u>		<u>(7,117)</u>
Net book value at							
31March 2012	<u>7,000</u>	<u>3,089</u>	<u>1,359</u>	<u>2,038</u>	<u>212</u>	<u>284</u>	<u>13,982</u>

						Capital	
	Freehold	Production	Furniture &	Office	Motor	work in	
	land*	software	fixtures	equipments	vehicles	progress	Total
	RO'000	RO'000	RO'000	RO'000	RO'000	RO'000	RO'000
Cost:							
At 1 January 2011	7,000	5,684	2,229	3,109	525	25	18,572
Additions	-	488	891	586	71	178	2,214
Disposals		<del>-</del> _	(1)	<u>(3</u> )	<del>-</del>		<u>(4</u> )
At 31 December 2011	<u>7,000</u>	<u>6,172</u>	<u>3,119</u>	<u>3,692</u>	<u>596</u>	<u>203</u>	20,782
Accumulated depreciation:							
At 1 January 2011	-	(2,003)	(1,321)	(1,173)	(310)	-	(4,807)
Depreciation	-	(905)	(335)	(522)	(57)	-	(1,819)
At 31 December 2011		<del>-</del>		1	<u> </u>	<u> </u>	1
	<del></del>	(2,908)	( <u>1,656</u> )	( <u>1,694</u> )	( <u>367</u> )	<u> </u>	( <u>6,625</u> )
Net book value:							
At 31 December 2011	<u>7,000</u>	<u>3,264</u>	<u>1,463</u>	<u>1,998</u>	<u>229</u>	<u>203</u>	14,157

Freehold land represents three plots of land received by the Bank as grant from the Government of Sultanate of Oman during the year 2008. The Bank has recorded the land based on the average valuation of the two professional valuators carried out during 2008.



# NOTES TO FINANCIAL STATEMENTS FOR THE PERIOD ENDED 31 MARCH 2012

## **B6 OTHER ASSETS**

	31March 2012 RO'000	31 December 2011 RO'000
Acceptances Interest receivable Prepayments and deposits Deferred tax asset (note C5) Other	12,717 4,748 1,431 - 6,636	13,303 2,644 1,403 89 2,095
	25,532	19,534

## B7 Due to banks and other money market borrowings

	31March	31 December
	2012	2011
	RO'000	RO'000
Local currency:		
Money market borrowings	-	-
Vostro balances	499	279
		<del></del>
	499	279
Foreign currency:		
Money market borrowings	147,932	42,857
	147,932	42,857
	148,431	43,136
		=====

## **B8** Certificates of deposits

31 March	31 December
2012	2011
RO'000	RO'000
Balance at beginning of period -	7,038
Redeemed during the period -	(7,038)
Balance at end of period -	-
<del></del>	



## NOTES TO FINANCIAL STATEMENTS FOR THE PERIOD ENDED 31 MARCH 2012

## B9 Customers' deposits

		415 1
	31March	31 December
	2012	2011
	RO'000	RO'000
Term deposits	746,122	775,588
Demand deposits	274,679	235,583
Saving deposits	168,935	158,434
Margin accounts	1,238	1,832
Č		
	1,190,974	1,171,437
Retail customers:		
Ketati Customers.		
Saving deposits	168,935	158,434
Term deposits	24,608	22,207
Demand deposits	10,369	9,007
Corporate customers:	10,507	7,007
•	701 514	752 201
Term deposits	721,514	753,381
Demand deposits	264,310	226,576
Others	1,238	1,832
	1,190,974	1,171,437

#### B10 Other liabilities

	31March	31 December
	2012	2011
	RO'000	RO'000
Interest payable	13,661	13,737
Acceptances	12,717	13,303
Staff entitlements	1,278	2,681
Income tax payable	814	1,979
Dividends payable	8,000	-
Deferred tax liability	47	-
Other accruals and provisions	6,175	7,018
	42,692	38,718

## B11 SUBORDINATED LOANS

The Bank raised an unsecured subordinated loan of RO 50 million in 2010 with a maturity of 7 years. The instrument is unlisted, non-transferable, non-negotiable and non-convertible with no early call option. The instrument carries a fixed rate of interest of 6.5%. According to the Regulations of Central Bank of Oman, the subordinated loan is considered as Tier II capital for Capital Adequacy purposes. Principal amount of the subordinated loan is repayable on maturity while interest is payable semi-annually. The Bank is required to create a subordinated loan reserve equal to 20% of the issue value annually from August 2012 up till the maturity of the subordinated loans. This reserve will be created from retained earnings.



FOR THE PERIOD ENDED 31 MARCH 2012

## B12 Share capital

The authorised, issued and paid up share capital of the Bank is 1,000,000,000 shares of RO 0.100 each (2011 - 1,000,000,000 shares of RO 0.100 each).

As of 31 March 2012, the following shareholders held 10% or more of the Bank's capital, either individually or together with family members:

The Royal Court of Affairs

Number of shares % Holding 145,690,340 14.57

#### B13 RESERVES

#### B13.1 Legal reserve

In accordance with the Commercial Companies Law of Oman of 1974, an annual appropriation of 10% of the net profit for the year is required to be made to legal reserve until such time that the accumulated reserve is equal to at least one third of the Bank's issued share capital.

#### **B13.2** General reserve

The Board of Directors has decided to create a non distributable general reserve with the amount of RO 412,500 during the year 2010.

#### **B14** Fair value reserve

The fair value reserve includes the cumulative net change in the fair value of the available-for-sale investments net of applicable income tax until the investment is derecognised or impaired.

## B15 Net assets per share

The calculation of net assets per share is based on net assets of RO 127,180,000 as at 31 March 2012.

(2011 - RO 128,686,000) attributable to ordinary shareholders on 1,000,000,000 ordinary shares, being the number of shares outstanding as at 31 March 2012.

#### B16 CONTINGENT LIABILITIES AND COMMITTMENTS

#### **B16.1** Contingent liabilities

Standby letters of credit and guarantees commit the Bank to make payments on behalf of customers' contingent upon the failure of the customer to perform under the terms of the contract.

	31March	31 December
	2012	2011
	RO'000	RO'000
Guarantees	123,052	123,669
Documentary letters of credit	58,131	59,991
	181,183	183,660



## NOTES TO FINANCIAL STATEMENTS FOR THE PERIOD ENDED 31 MARCH 2012

#### **B16.2** Commitments

Contractual obligations including contracts for purchase and sale of foreign exchange are stated at fair value as commitments. Credit related commitments include commitments to extend credit, standby letters of credit and guarantees, which are designed to meet the requirements of the Bank's customers. Commitments to extend credit represent contractual commitments to make loans and revolving credits. Commitments generally have fixed expiry dates or other termination clauses and require the payment of a fee. Since commitments may expire without being drawn upon, the total contract amounts do not necessarily represent future cash obligations.

	31March 2012 RO'000	31 December 2011 RO'000
Capital commitments Credit related commitments	821 342,130	1,056 276,622
	342,951	277,678

#### B17 RELATED PARTY TRANSACTIONS

In the ordinary course of business the Bank conducts transactions with certain of its directors, shareholders, senior management and companies in which they have a significant interest. These transactions are conducted on an arms length basis and are approved by the Bank's management and Board of Directors.

No specific provision has been established in respect of the loans given to related parties.

The aggregate amount of balances and the income and expenses generated with such related parties are as follows:

	31March	31 December
	2012	2011
	RO'000	RO'00
		0
Loans and advances	101,428	84,364
Loans disbursed during the year	79,776	65,875
Loans repaid during the year	(50,748)	(48,315)
Deposits	76,733	85,738
Deposits received during the year	80,496	338,605
Deposits paid during the year	(72,702)	(294,045)
Interest income	6,447	2,159
Interest expense	(2,638)	(2,141)
•	( ) ,	
Senior management compensation		
Salaries and other short term benefits	1,395	3,105
	_,-,-,-	, , , ,
Directors' sitting fees and remuneration	165	195
=		



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#### NOTES TO FINANCIAL STATEMENTS

FOR THE PERIOD ENDED 31 MARCH 2012

#### **B18** Derivatives

In the ordinary course of business the Bank enters into various types of transactions that involve derivative financial instruments. A derivative financial instrument is a financial contract between two parties where payments are dependent upon movements in price in one or more underlying financial instrument, reference rate or index. These derivatives are stated at fair value. The fair value of a derivative is the equivalent of the unrealised gain or loss from marking to market the derivative using prevailing market rates or internal pricing models. Unrealised gains or losses are included in the statement of comprehensive income. The derivative financial instruments used by the Bank are described below:

#### **B18.1** Derivative product types

Forwards and futures are contractual agreements to either buy or sell a specified currency, commodity or financial instrument at a specific price and date in the future.

Swaps are contractual agreements between two parties to exchange interest or foreign currency differentials based on a specific notional amount. For interest rate swaps, counter parties generally exchange fixed and floating rate interest payments based on a notional value in a single currency.

Options are contractual agreements that convey the right, but not the obligation, to either buy or sell a specific amount of a commodity, foreign currency or financial instrument at a fixed price, either at a fixed future date or at any time within a specified period.

#### B18.2 Derivatives held or issued for hedging purposes

As part of its asset and liability management the Bank uses derivatives for hedging purposes in order to reduce its exposure to currency and interest rate risks. This is achieved by hedging specific financial instruments and forecasted transactions as well as strategic hedging against overall statement of financial position exposures.

The Bank uses forward foreign exchange contracts, to hedge against specifically identified currency risks. The Bank uses forward foreign exchange contracts to hedge against exposures in various currencies to meet the net open position limit as specified by Central Bank of Oman.

For interest rate risk strategic hedging is carried out by monitoring the re-pricing of financial assets and liabilities and entering into interest rate swaps to hedge a proportion of the interest rate exposure. As strategic hedging does not qualify for special hedge accounting, the related derivatives are accounted for as trading instruments.

The table below shows the notional amounts of derivative financial instruments as on the reporting date, which are the amount of a derivative's underlying asset, reference rate or index and is the basis upon which changes in the value of derivatives are measured.

	Notional amounts by term to maturity				
Notional amount	Within 3 months	3 - 12 months	1 - 5 years		
RO'000	RO'000	RO'000	RO'000		
493,865	436,997	56,868	<u>-</u>		
489,700	432,900	56,800	-		
	Notional	amounts by term to	maturity		
Notional amount	Within 3 months	3 - 12 months	1 - 5 years		
RO'000	RO'000	RO'000	RO'000		
381,474	330,125	51,349	-		
381,647	330,238	51,409	-		
	Amount RO'000 493,865 489,700 Notional amount RO'000 381,474	Notional amount RO'000         Within 3 months RO'000           493,865         436,997           489,700         432,900           Notional amount RO'000         Within 3 months RO'000           381,474         330,125	Notional amount         Within 3 months         3 - 12 months           RO'000         RO'000         RO'000           493,865         436,997         56,868           489,700         432,900         56,800           Notional amounts by term to months         Within 3 3 - 12 months           RO'000         RO'000         RO'000           381,474         330,125         51,349		



## FOR THE PERIOD ENDED 31 MARCH 2012

#### **Interest income**

	3 Months ended 31March 2012	3 Months ended 31March 2011
	RO'000	RO'000
Loans and advances to customers	14,647	14,200
Due from Banks and other money market lendings	1,522	551
Investment securities	824	55
	16,993	14,806
Interest expense		

## **C2**

	3 Months ended 31 March 2012 RO'000	3 Months ended 31March 2011 RO'000
Customers' deposits Subordinated Debt Due to Banks and other money market borrowings	6,167 162 1,077	5,505 801 424
Certificates of deposits	7,433	6,821

#### **C3** Other operating income

	3 Months	3 Months
	ended	ended
	31March	31March
	2012	2011
	RO'000	RO'000
Fees and commission	2,214	1,096
Net gain from foreign exchange dealings	342	195
Dividend income	448	661
	3,004	1,952

#### **C4** Other operating expense

	3 Months	3 Months
	ended	ended
	31March	31March
	2012	2011
	RO'000	RO'000
Operating and administration costs	1,326	1,387
Establishment costs	439	383
Directors remuneration and sitting fees	165	158
	1,930	1,928



FOR THE PERIOD ENDED 31 MARCH 2012

#### C5 Income tax

## a) Recognized in the statement of comprehensive income

	3 Months	3 Months
	ended	ended
	31March	31March
	2012	2011
	RO'000	RO'000
Tax expenses		
Current tax	675	323
Deferred tax expense /(income)	(11)	-
Total tax expenses	664	323

The Bank is liable to income tax for the year 2011 in accordance with the income tax laws of the Sultanate of Oman at the rate of 12% on taxable profits in excess of RO 30,000

#### b) Reconciliation

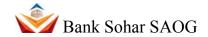
Accounting profit for the year	5,994	3,382
Income tax	719	402
Tax exempt income	(55)	(79)
Income tax expense	664	323

## c) Deferred tax liability

	3 Months ended	3 Months ended
	31 March	31 March
	2012	2011
	RO'000	RO'000
On comprehensive income items	110	-
On other comprehensive income items	(63)	11
	47	11

## d) Tax assessment

The assessments of the Bank for the years 2007 to 2011 have not yet been agreed with the Secretariat General for Taxation at the Ministry of Finance. The Bank is of the opinion that additional taxes, if any, related to the open tax years would not be significant to the financial position of the Bank as at 31 March 2012.



FOR THE PERIOD ENDED 31 MARCH 2012

## C6 BASIC EARNINGS / (LOSS) PER SHARE

Earnings per share are calculated by dividing the net profit for the year by the weighted average number of shares outstanding during the year.

	3 months ended 31March 2012 RO'000	3 months ended 31March 2011 RO'000
Net profit for the period	5,330	3,058
Weighted average number of shares of RO 0.100 each outstanding during the year (in thousands) **	1,000,000	1,000,000
Net earnings per share for the period (in baizas)	5.330	3.058
Net earnings per share annualized (in baizas)	21.379	12.402

<sup>\*\*</sup>No figure for diluted earnings per share has been presented, as the Bank has not issued any convertible instruments, Which would have an impact on earnings per share when exercised.



Bank Sonar SAOG

# NOTES TO FINANCIAL STATEMENTS

FOR THE PERIOD ENDED 31 MARCH 2012

## D Financial risk management

The primary objective of the risk management system is to safeguard the Bank's capital, its financial resources and from various risks. The Bank has exposure to the following risk from its use of financial instruments:

- Credit risk
- Liquidity risk
- Market risk
- Operational risk

The Board of Directors has overall responsibility for the establishment and oversight of the Bank's risk management framework. The Board has established the Asset and Liability Committee (ALCO) and Risk Management Committee, which are responsible for developing and monitoring the Bank's risk management policies in their specified areas. All board committees report regularly to the Board of Directors on their activities.

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

The Bank's Audit Committee is responsible for monitoring compliance with the Bank's risk management policies and procedures, and for reviewing the adequacy of the risk management framework in relation to the risks faced by the Bank. The Bank's Audit Committee is assisted in these functions by Internal Audit department. Internal Audit department undertakes both regular and ad-hoc reviews of risk management controls and procedures, the results of which are reported to the Audit Committee.

#### D1 Credit risk

Credit risk is the risk of financial loss to the Bank if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Bank's loans and advances to customers, other banks and investment securities. For risk management reporting purposes the Bank considers and consolidates all elements of credit risk exposure (such as individual obligor default risk, country and sector risk)

#### D1.1 Management of credit risk

The Board of Directors has delegated responsibility for the monitoring of credit risk to its Risk Management Committee. A separate Risk Management Department, reporting to the chairman of the Risk Management Committee, is responsible for the following:

- formulating credit risk policies in consultation with business units, covering collateral requirements, credit assessment, risk grading and reporting, documentary and legal procedures, and compliance with regulatory and statutory requirements.
- establishing the authorization structure for the approval and renewal of credit facilities.
- reviewing and assessing credit risk. The Board's Risk Management Committee assesses all credit exposures in excess of designated limits, prior to facilities being committed to customers by the business unit concerned. Renewals and reviews of facilities are subject to the same review process. The process also includes approval by Risk of borrower ratings arrived at by the business units.
- limiting concentrations of exposure to counterparties, geographies and industries (for loans and advances), and by issuer, market liquidity and country (for investment securities).
- developing and maintaining the Bank's risk grading in order to categorise exposures according to the degree of risk of financial loss faced and to focus management on the attendant risks.
- reviewing compliance of business units with agreed exposure limits, including those for selected industries, country risk and product types. Ensuring always to be within the single obligor limit and also within the concentration risk limit, for various sectors, which are continuously monitored.
- providing advice, guidance and specialist skills to business units to promote best practice throughout the Bank in the management of credit risk.



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# NOTES TO FINANCIAL STATEMENTS

FOR THE PERIOD ENDED 31 MARCH 2012

#### D1 Credit risk (continued)

#### D1.1 Management of credit risk (continued)

Each business unit is required to implement Bank's credit risk policies and procedures, with credit approval authorities delegated from the Risk Management Committee. Business units have their counter parts in risk management, having specialised expertise in managing risks typical to these business units. Regular audits of business units and the Bank's credit processes are undertaken by Internal Audit Department.

The Bank employs a range of policies and practices to mitigate credit risk. The Bank follows a risk mitigation practice of identifying business cash flows as the primary take out for the advances extended. These cash flows are then tested for sustainability over the tenor of the credit facility and a suitable mechanism is put in place to capture the same into the client account with the Bank. To cover unforeseen risk, which dry up the cash flows, additional tangible securities are taken such as real estate or equity shares. The Bank implements guidelines on the acceptability of specific classes of collateral credit risk mitigation. The principal types of collaterals for loans and advances are:

- mortgages over properties;
- charges over business assets such as premises inventory and accounts receivable;
- charges over financial instruments such as debt securities and equities.

Longer-term finance and lending to corporate entities are generally secured; revolving individual credit facilities are generally unsecured from a collateral perspective, whereas credit risk is primarily mitigated through capture of business cash flows. In addition, in order to minimise the credit loss, the Bank will seek additional collateral from the counterparty as soon as impairment indicators are noticed for the relevant individual loans and advances. Collateral held as security for financial assets other than loans and advances, is determined by the nature of the instrument. Debt securities, treasury and other eligible bills are generally unsecured.

All loans and advances of the Bank are regularly monitored to ensure compliance with the stipulated repayment terms. Those loans and advances are classified into one of the 5 risk classification categories: Standard, Special Mention, Substandard, Doubtful, and Loss – as stipulated by Central Bank of Oman regulations and guidelines. The responsibility for identifying problem accounts and classifying them rests with business line function.

#### D 2 Exposure to liquidity risk

	Within three months RO'000	Four months to 12 months RO'000	One to three years RO'000	More than three years RO'000	Total RO'000
31 March 2012					
Assets					
Cash and balances with Central Banks	24,869	18,716	7,087	10,941	61,613
Due from banks and other money					
market lendings	144,218	87,385	-	-	231,603
Loans and advances	251,632	132,422	135,937	535,820	1,055,811
Investment securities	144,890	-	17,613	8,233	170,736
Property and equipment and other assets	<u>24,041</u>	<u>775</u>	<u>148</u>	<u>14,550</u>	39,514
Total assets	<u>589,650</u>	<u>239,298</u>	<u>160,785</u>	<u>569,544</u>	<u>1,559,277</u>
Liabilities and equity					
Due to banks and other money market					
borrowings	138,431	10,000	-	-	148,431
Customers' deposits	343,964	437,376	165,616	244,018	1,190,974
Other liabilities	32,900	7,891	1,225	676	42,692
Subordinated loans	-	-	-	50,000	50,000
Shareholders' funds				<u>127,180</u>	<u>127,180</u>
Total liabilities and equity	<u>515,295</u>	<u>455,267</u>	<u>166,841</u>	<u>421,874</u>	<u>1,559,277</u>



FOR THE PERIOD ENDED 31 MARCH 2012

	Within three months RO'000	Four months to 12 months RO'000	One to three years RO'000	More than three years RO'000	Total RO'000
31 December 2011					
Assets					
Cash and balances with Central Banks	23,423	20,566	6,883	10,641	61,513
Due from banks and other money					
market lendings	158,025	73,535	-	-	231,560
Loans and advances	254,441	109,096	142,167	513,850	1,019,554
Investment securities	63,126	-	14,289	8,244	85,659
Property and equipment and other assets	16,454	2,740	100	14,397	33,691
Total assets	<u>515,469</u>	<u>205,937</u>	<u>163,439</u>	<u>547,132</u>	<u>1,431,977</u>
Liabilities and equity					
Due to banks and other money market					
borrowings	43,136	-	-	-	43,136
Customers' deposits	342,622	453,452	151,761	223,602	1,171,437
Other liabilities	27,243	8,814	1,187	1,474	38,718
Subordinated loans	-	-	-	50,000	50,000
Shareholders' funds	<del>_</del>	<u> </u>		128,686	128,686
Total liabilities and equity	<u>413,003</u>	<u>462,266</u>	<u>152,948</u>	<u>403,762</u>	<u>1,431,977</u>

## D3 Exposure to interest rate risk – non trading portfolios

The Bank's interest sensitivity position based on contractual re-pricing arrangements at 31 December 2011 was as follows:

	Effective annual interest rate %	Within three months RO'000	Four months to 12 months RO'000	Over one year RO'000	Non- sensitive to interest rate RO'000	Total RO'000
31 March 2012						
Assets						
Cash and balances with Central Banks	1.50	-	-	-	61,613	61,613
Due from banks and other money market						
lendings	2.13	156,534	75,069	-	-	231,603
Loans and advances	5.66	449,993	150,243	406,710	48,865	1,055,811
Investment securities	3.10	149,890	3,233	5,356	12,257	170,736
Property, equipment and fixtures		-	-	-	13,982	13,982
Other assets					<u>25,532</u>	<u>25,532</u>
Total assets		<u>756,417</u>	<u>228,545</u>	<u>412,066</u>	<u>162,249</u>	<u>1,559,277</u>
Liabilities and equity						
Due to banks and other money market						
borrowings	4.44	138,431	10,000	-	-	148,431
Customers' deposits	1.96	223,144	369,844	154,985	443,001	1,190,974
Other liabilities	-	-	-	-	42,692	42,692
Subordinated loans	6.50	-	-	50,000	-	50,000
Shareholders' funds					<u>127,180</u>	<u>127,180</u>
Total liabilities and equity		<u>361,575</u>	<u>379,844</u>	<u>204,985</u>	<u>612,873</u>	<u>1,559,277</u>
Total interest rate sensitivity gap		<u>394,842</u>	<u>(151,299)</u>	<u>207,081</u>	<u>(450,624)</u>	
Cumulative interest rate sensitivity gap		<u>394,842</u>	243,543	<u>450,624</u>	<u>=</u>	



FOR THE PERIOD ENDED 31 MARCH 2012

_	Effective annual interest rate	Within three months RO'000	Four months to 12 months RO'000	Over one year RO'000	Non- sensitive to interest rate RO'000	Total RO'000
31 December 2011						
Assets						
Cash and balances with Central Banks	2.00	-	-	-	61,513	61,513
Due from banks and other money market						
lendings	1.68	158,025	73,535	-	-	231,560
Loans and advances	5.92	435,059	169,453	428,601	(13,559)	1,019,554
Investment securities	1.27	68,126	3,244	4,197	10,092	85,659
Property, equipment and fixtures		-	-	-	14,157	14,157
Other assets		<del>-</del>	<del>-</del>	<del>_</del>	<u>19,534</u>	19,534
Total assets		<u>661,210</u>	<u>246,232</u>	<u>432,798</u>	<u>91,737</u>	<u>1,431,977</u>
Liabilities and equity						
Due to banks and other money market						
borrowings	0.91	43,136	-	-	-	43,136
Customers' deposits	2.14	240,968	390,275	147,375	392,819	1,171,437
Other liabilities	-	-	-	-	38,718	38,718
Subordinated loans	6.50	-	-	50,000	-	50,000
Shareholders' funds					128,686	128,686
Total liabilities and equity		<u>284,104</u>	<u>390,275</u>	<u>197,375</u>	<u>560,223</u>	<u>1,431,977</u>
Total interest rate sensitivity gap		<u>377,106</u>	(144,043)	<u>235,423</u>	(468,486)	
Cumulative interest rate sensitivity gap		<u>377,106</u>	<u>233,063</u>	<u>468,486</u>		

## **D4** Exposure to Currency risk

Currency risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates. The Board has set limits on the overall open position and for open position for each currency. The open position limits include overnight open position and intraday open position. Open positions are monitored on a daily basis and hedging strategies used to ensure positions are maintained within established limits. The Bank had the following net exposures denominated in foreign currencies:

	2012			2011		
	Assets	Liabilities	Net assets	Assets	Liabilities	Net assets
	RO'000	RO'000	RO'000	RO'000	RO'000	RO'000
US Dollar	468,231	504,481	(36,250)	399,918	435,884	(35,966)
Srilanka Rupee	53,545	53,458	87	-	-	-
Saudi Rial	43,766	43,840	(74)	64,162	64,170	(8)
Euro	29,517	29,474	43	15,807	15,815	(8)
UAE Dirhams	3,514	995	2,519	3,872	793	3,080
Qatari Rial	43	39	4	22	19	3
Kuwaiti Dinar	134	16	118	68	15	53
Japanese Yen	1,236	1,238	(2)	4	1	3
Pound Sterling	2,886	2,884	2	2,402	2,402	-
Indian Rupee	45	1	4	283	223	59
Others	1,091	725	366	461	270	191



FOR THE PERIOD ENDED 31 MARCH 2012

## D FINANCIAL RISK MANAGEMENT (continued)

#### D5 CAPITAL MANAGEMENT

## **D5.1** Regulatory capital

The international standard for measuring capital adequacy is the risk asset ratio, which relates capital to balance sheet assets and off balance sheet exposures weighted according to broad categories of risk.

The risk asset ratio calculated in accordance with the capital adequacy guidelines of the Bank for International Settlement is as follows:

	31March	31 December
	2012	2011
	RO'000	RO'000
Tier I capital		
Ordinary share capital	100,000	100,000
Legal reserve	5,705	5,705
General reserve	413	413
Retained earnings	21,932	16,602
Fair value losses	(1,161)	(2,179)
Deferred tax asset	(65)	(210)
Total	126,824	120,331
Total		
Tion 2 conital		
Tier 2 capital Impairment allowance on portfolio basis	13,898	13,559
Fair value gains	13,696	15,559
Subordinated loan		
Subordinated toan	50,000	50,000
Total	64,029	63,625
Total regulatory capital	190,853	183,956
Risk-weighted assets		
Credit and market risks	1,287,847	1,229,484
Operational risk	64,440	64,440
Total risk-weighted assets	1,352,287	1,293,924
Capital adequacy ratio		
Total regulatory capital expressed as a paraentees of		
Total regulatory capital expressed as a percentage of total risk-weighted assets	14.11%	14.22%
total fish-weighted assets	14.1170	14.2270
Total tier I capital expressed as a percentage of total		
risk-weighted assets	9.38%	9.30%
	>.C070	7.5070

The capital adequacy ratio is calculated in accordance with the Basel II norms as adopted by Central Bank of Oman.