# J.P. MORGAN SAUDI ARABIA LIMITED

Board Report 2016



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J.P.Morgan

# 1. Overview

J.P. Morgan Saudi Arabia Limited ("JPMSA" or the "Company") was established as a limited liability company on 27th November 2007 and licensed by the Capital Market Authority with effect from 14th January 2008 to engage in dealing as agent in international markets, arranging, advising and custody activities.

The Company is a direct subsidiary of J.P. Morgan International Finance Limited ("JPMIF") which owns 95% of the Company with the remaining 5% being held by J.P. Morgan International Inc ("JPMII"). The Company is in the process of being converted from a limited liability company to a single shareholder closed joint stock company. The Company is located in Riyadh on the 8th floor of the AI Faisaliah Tower. The Company does not have any subsidiaries. The Company's clients include banks, government institutions, large corporate clients and large family groups.

# 2. Licenses

### Arranging:

The Investment Banking team at JPMSA participates in arranging transactions on equity, debt or hybrid offerings. The Investment Banking team at JPMSA focuses on origination activities and mandated transactions are executed jointly between JPMSA and the relevant J.P. Morgan entities outside Saudi Arabia.

### Advisory:

The Investment Banking team at JPMSA is licensed to advise clients on M&A, disposals, joint ventures, corporate restructurings, privatization and provides research and financial services.

### Custody:

JPMSA provides securities custody services for international assets supported by our affiliates agents and sub custodians. To provide a greater level of local support for JPMorgan's Global Custody clients, the Company has established local client service capabilities in the Kingdom. This group supports Saudi and GCC clients including government entities, investment firms, and banks.

### Dealing as Agent:

JPMSA was awarded a CMA license to amend its activities to include Dealing as Agent in the local market, dealing as Principle (for SWAP business) on 06/10/2015. JPMSA provides brokerage services on Tadawul for local and regionally based institutional clients. JPMSA acts as an agent on behalf of other J.P. Morgan entities in marketing securities and other financial instruments including OTC derivatives transactions, foreign currency, rates and credit trading.

# 3. Financials

### **Operating Results**

Attached as Appendix 1 are JPMSA audited financial statements for fiscal year 2016.

### Revenues

In 2016 the Company recorded revenues of SR 42.1M derived from the following:

- Dealing as agent (International Markets) SR 16.9M of revenue.
- Client Service/Custody Attribution SR 2.6M.
- Investment Banking (Arranging and advisory) Attribution SR 22.5M.
- Other revenues SR 0.1M.

### Expenses

Expenses increased by SR 8.2M compared to 2015, mainly due to increase in general and admin and compensation expenses.

# 4. Company's Risks

Credit risk arises as a result of JPMSA operational balances being held with local banks rated no less than BBB+ (or equivalent) by major rating agencies or with JPMorgan Chase Bank, N.A.

Market risk arises as a result of the translation of non-SAR denominated balances into SAR for reporting purposes.

Operational risk is inherent in JPMSA's activities. To monitor and control operational risk, JPMorgan maintains an overall Operational Risk Management Framework ("ORMF") designed to maintain a sound and well-controlled operational environment. The four main components of the ORMF include: governance, risk identification and assessment, monitoring and reporting, and measurement

# 5. Board Member Interests

Details of Board members' appointments as a board member in other companies are listed in Appendix 2. No securities, contractual interests or subscription rights belong to the directors or any associate to them in the company's shares or debt.

# 6. Board Members and Meetings

As at the end of 2016, the Board of Directors is composed of six members, including independent members. The board met during 2016 three times in the presence of a majority of its members. Attached Appendix 3 the number of meetings attended by each director.

### **Board Members:**

| Name  | Position                        |
|---|---------------------------------|
| HRH Prince Mohammed Khalid Al<br>Faisal Al Saud | Chairman and Independent Member |
| Ziyad Al Saleh                                  | Independent Member              |
| Sjoerd Leenart                                  | Non-Executive Director          |
| Rayan Fayez                                     | Non-Executive Director          |
| Sukhwinder Nijjar                               | Non-Executive Director          |
| Bader Alamoudi*                                 | Non-Executive Director          |

\*Bader Alamoudi was an Executive Director till November-2016

### **Remunerations and Compensations:**

The company's independent board members receive a disbursement of SAR 100,000 each. Other Board members do not receive any remuneration from the Company in their capacity as Board members.

Attached as Appendix 4 the details of remuneration and compensation paid to Board of Directors and five senior executives including the CEO and CFO.

## 7. Main Committees of the Board of Directors

Internal Audit committee, Compliance committee, and Nomination & Remuneration Committee were established and approved by the Board.

### **Internal Audit Committee**

Members of the Committee:

| Name              | Position |
|-------------------|----------|
| Sukhwinder Nijjar | Chairman |
| David Mitchell    | Member   |
| Fuad Khawaja      | Member   |

The responsibilities of the Committee shall be to:

- Review the annual Audit and Compliance plans for each business line, including areas of priority and focus and the process of determining what those are;
- Review overall financial and staffing resources available to both functions to meet the objectives of the plan, and management's responses to addressing resourcing issues which may arise;
- Monitor progress toward completion of the plans, including a summary of significant changes made to such plans;

- Receive from Internal Audit and Compliance, periodically, and from management, as appropriate, communications and presentations on significant operating and control issues in internal audit reports, compliance reviews, management letters, and regulatory authorities' examination reports, and management's response to them;
- Recommend to the Board of Directors the appointment, dismissal and the Remuneration of external auditors.
- Supervise the activities of the external auditors and approve any activity beyond the scope of the audit work assigned to them during the performance of their duties and
- Initiate such other inquiries as it deems necessary or appropriate

### **Compliance Committee**

Members of the Committee:

| Name           | Position             |  |  |
|----------------|----------------------|--|--|
| Bader Alamoudi | Chairman             |  |  |
| Said Sami      | Member               |  |  |
| Deema AlJaber  | Member and Secretary |  |  |

The responsibilities of the Committee shall be to:

- Oversee the scope, structure and activities of compliance function to ensure compliance function carrying out its mandate;
- Regularly assess the compliance function independency;
- Ensure the firm compliance with regulatory requirements and regulations;
- Assessing the compliance function controls regularly;
- Review and monitor the progress of correction actions and compliance plan implementation;
- Review the adequacy of internal policy and procedure to address the compliance need with the authority rules and regulation; and
- Communicating the deficiencies and recommending improvement to the Board of directors.

### **Nomination and Remuneration Committee**

Members of the Committee:

| Name           | Position |  |  |
|----------------|----------|--|--|
| Sjoerd Leenart | Chairman |  |  |
| Bader Alamoudi | Member   |  |  |

| Rayan Fayez    | Member    |
|----------------|-----------|
| Susana Correia | Secretary |

The responsibilities of the Committee shall be to:

- Recommend to the Board of Directors appointments to membership of the Board in accordance with the approved policies and standards; the Committee shall ensure that no person who has been previously convicted of any offense affecting honour or honesty is nominated for such membership;
- Annual review of the requirement of suitable skills for membership of the Board of Directors and the preparation of a description of the required capabilities and qualifications for such membership, including, inter alia, the time that a Board member should reserve for the activities of the Board;
- Review the structure of the Board of Directors and recommend changes;
- Determine the points of strength and weakness in the Board of Directors and recommend remedies that are compatible with the company's interest;
- Ensure on an annual basis the independence of the independent members and the absence of any conflict of interest in case a Board member also acts as a member of the Board of Directors of another company;
- Draw clear policies regarding the indemnities and remunerations of the Board of Directors and top executives; in laying down such policies, the standards related to performance shall be followed.

# 8. Violations

In 2016, the total imposed CMA fines were around SR 490,000. Preventative measures have been taken to ensure that there is no recurrence of such fines in the future.

# 9. Internal Audit Reviews

An audit was performed to meet the requirement for annual audit coverage of JPMorgan Saudi Arabia Limited under Article 62 of the CMA's Authorized Persons Regulations which states that internal and external auditors must review books, accounts and other records related to the securities business.

The scope for the audit focused on the following key risks and controls relating to the Company:

- Location Governance and Oversight (including legal entity board and location committees and readiness for new business roll-outs)
- Local licenses and registrations
- Validation of issues from the 2013 CMA inspection
- Local transaction documentation

- Local controls over employees on-boarding and off-boarding
- Location business resiliency

The overall control environment supporting the Company was rated satisfactory.

An AML and KYC audit started in December 2016 and the results will be available in 2017.

### HRH Prince Mohammed AI Faisal AI Saud

Chairman of J.P. Morgan Saudi Arabia Limited

# Appendix 1: Audited Financial Statement

# J.P. Morgan Saudi Arabia Limited (A Limited Liability Company)

FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2016 AND INDEPENDENT AUDITORS' REPORT

#### J.P. MORGAN SAUDI ARABIA LIMITED (A Limited Liability Company) FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2016

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#### **INDEPENDENT AUDITORS' REPORT**

February \_, 2017

#### **B.**To the shareholders of J.P. Morgan Saudi Arabia Limited:

#### Scope of audit

We have audited the accompanying balance sheet of J.P. Morgan Saudi Arabia Limited (the "Company") as of December 31, 2016 and the related statements of income, cash flows and changes in shareholders' equity for the year then ended, and the notes from (1) to (14) which form an integral part of the financial statements. These financial statements, which were prepared by the Company in accordance with the Regulations for Companies and presented to us with all information and explanations which we required, are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in Saudi Arabia. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting policies used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

#### Unqualified opinion

In our opinion, such financial statements taken as a whole:

- Present fairly, in all material respects, the financial position of the Company as of December 31, 2016 and the results of its operations and its cash flows for the year then ended in conformity with accounting standards generally accepted in Saudi Arabia appropriate to the circumstances of the Company; and
- Comply, in all material respects, with the requirements of the Regulations for Companies and the Company's Articles of Association with respect to the preparation and presentation of financial statements.

#### PricewaterhouseCoopers

By:

Mohammed A. Al Obaidi License Number 367

# J.P. MORGAN SAUDI ARABIA LIMITED (A Limited Liability Company) Balance sheet As at December 31, (All amounts in Saudi Riyals thousands unless otherwise stated)

|   | Notes | 2016    | 2015    |
|---|-------|---------|---------|
| Assets                                      |       |         |         |
| Current assets<br>Cash and cash equivalents |       | 145,044 | 133,114 |
| Due from related parties                    | 4.2   | 2,507   | 13,552  |
| Prepayments and other receivables           | 5     | 1,943   | 356     |
|   |       | 149,494 | 147,022 |
| Non-current assets                          |       |         |         |
| Property and equipment, net                 | 6     | 56      | 37      |
|   |       |         |         |
| Total assets                                |       | 149,550 | 147,059 |
| Liabilities                                 |       |         |         |
| Current liabilities                         |       |         |         |
| Accrued expenses and other liabilities      | 7     | 8,214   | 4,966   |
| Due to related parties                      | 4.2   | 250     | 4,548   |
| Provision for income tax                    | 11    | -       | 5,865   |
|   |       | 8,464   | 15,379  |
| Non-current liability                       |       |         |         |
| Employee termination benefits               | 8     | 1,328   | 1,097   |
| Total liabilities                           |       | 9,792   | 16,476  |
| Charabaldara' a muitr                       |       |         |         |
| Shareholders' equity<br>Share capital       | 9     | 93,750  | 93,750  |
| Statutory reserve                           | 3     | 6,045   | 5,127   |
| Retained earnings                           |       | 39,963  | 31,706  |
| Total shareholders' equity                  |       | 139,758 | 130,583 |
| Total liabilities and shareholders' equity  |       | 149,550 | 147,059 |

# J.P. MORGAN SAUDI ARABIA LIMITED (A Limited Liability Company) Income statement For the year ended December 31, (All amounts in Saudi Riyals thousands unless otherwise stated)

|  | Notes          | 2016  | 2015   |
|--|----------------|---|--|
| Service fee income<br>Brokerage fee, net   | 4.1            | 42,120<br>53                                    | 62,715<br>-                                    |
| <b>Operating expenses</b><br>Salaries and employee related benefits<br>Other general and administrative expenses<br>Rent and premises related expenses<br>Depreciation<br>Income from operations | 10<br>4.1<br>6 | (18,878)<br>(10,253)<br>(706)<br>(18)<br>12,318 | (16,193)<br>(4,693)<br>(706)<br>(18)<br>41,105 |
| <b>Other income</b><br>Exchange gain (loss)<br>Commissions on time deposit   | _              | 70<br>-<br>70                                   | (27)<br>85<br>58                               |
| Net income before income tax   |                | 12,388  | 41,163   |
| Income tax   | 11             | (3,213)   | (8,351)  |
| Net income for the year  |                | 9,175   | 32,812   |

# J.P. MORGAN SAUDI ARABIA LIMITED (A Limited Liability Company) Cash flow statement For the year ended December 31, (All amounts in Saudi Riyals thousands unless otherwise stated)

|  | Notes | 2016     | 2015    |
|--|-------|----------|---------|
| Cash flow from operating activities                |       |          |         |
| Net income before income tax                       |       | 12,388   | 41,163  |
| Adjustments for non-cash items                     |       |          |         |
| Depreciation                                       | 6     | 18       | 18      |
| Provision for employee termination benefits        | 8     | 599      | 564     |
| Changes in working capital:                        |       |          |         |
| Due from related parties                           | 4.2   | 11,045   | (8,247) |
| Prepayments and other receivables                  |       | (618)    | (237)   |
| Accrued expenses and other liabilities             |       | 3,248    | 931     |
| Due to related parties                             |       | (4,298)  | 4,162   |
| Employee termination benefits paid during the year | 8     | (368)    | (279)   |
| Income tax paid during the year                    | 11    | (10,047) | (5,802) |
| Net cash generated from operating activities       |       | 11,967   | 32,273  |
| Cash flow from investing activity                  |       |          |         |
| Purchase of property and equipment, net            |       | (37)     | -       |
| Net cash used in investing activity                |       | (37)     | -       |
| Net change in cash and cash equivalents            |       | 11,930   | 32,273  |
| Cash and cash equivalents at beginning of the year |       | 133,114  | 100,841 |
| Cash and cash equivalents at end of the year       |       | 145,044  | 133,114 |

# J.P. MORGAN SAUDI ARABIA LIMITED (A Limited liability Company) Statement of changes in shareholders' equity For the year ended December 31, (All amounts in Saudi Riyals thousands unless otherwise stated)

|                                | Note | Share capital | Proposed<br>increase in<br>share capital | Statutory<br>reserve | Retained<br>earnings | Total    |
|--------------------------------|------|---------------|--|----------------------|----------------------|----------|
| January 1, 2016                |      | 93,750        | -  | 5,127                | 31,706               | 130,583  |
| Net income for the year        |      | -             | -  | -                    | 9,175                | 9,175    |
| Transfer to statutory reserve  |      | -             | -  | 918                  | (918)                | <u> </u> |
| December 31, 2016              |      | 93,750        | -  | 6,045                | 39,963               | 139,758  |
| January 1, 2015                |      | 78,750        | 15,000                                   | 1,846                | 2,175                | 97,771   |
| Net income for the year        |      | -             | -  | -                    | 32,812               | 32,812   |
| Transfer to statutory reserve  |      | -             | -  | 3,281                | (3,281)              | -        |
| Contribution from shareholders | 9    | 15,000        | (15,000)                                 | -                    | _                    |          |
| December 31, 2015              |      | 93,750        | -  | 5,127                | 31,706               | 130,583  |

#### 1 General information

J.P. Morgan Saudi Arabia Limited (the "Company") is a limited liability company established under the Regulations for Companies in the Kingdom of Saudi Arabia. The Company operates under Commercial Registration No. 1010240801 issued in Riyadh on 17 Dhul Qadah 1428H (corresponding to November 26, 2007), Saudi Arabian General Investment Authority ("SAGIA") license No. 2031026532-01 dated 22 Shaban 1428H (corresponding to September 4, 2007) and the Capital Market Authority ("CMA") license No. 12164-37 dated 26 Dhul-Hijaa 1433H (corresponding to November 11, 2012).

The accompanying financial statements were approved by the management on \_ Jumada Al-Awwal, 1438H (corresponding to February \_, 2017).

Initially the Company was established to conduct investment banking activities in the field of arranging, advising, custody and dealing as an agent in respect of securities business, not including margin trading transactions. During 2012, the Company obtained provisional CMA licenses dated 26 Dhul-Hijaa 1433H (corresponding to November 11, 2012) to amend the business activities to conduct dealing as principle and agent, underwriting, mutual fund management, discretionary portfolio management, arranging, advising and custody. However, there were no business activities executed by the Company with reference to some of these provisional licenses. During 2016, the Company was recognized by the Saudi Stock Exchange (Tadawul) as an Exchange member to perform brokerage activities the membership was granted following fulfillment of technical and legal requirements laid down by the Tadawul.

#### 2 Summary of significant accounting policies

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all periods presented, unless otherwise stated.

#### 2.1 Basis of preparation

The accompanying financial statements have been prepared under the historical cost convention and the accrual basis of accounting, and in compliance with accounting standards promulgated by Saudi Organization for Certified Public Accountants ("SOCPA").

#### 2.2 Critical accounting estimates and judgments

The preparation of these financial statements is in conformity with generally accepted accounting principles. This requires the use of certain critical estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the reporting date, and the revenues and expenses during the reporting period. Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The Company makes estimates and assumptions concerning the future. The resulting accounting estimates will by definition vary from the related actual results.

#### 2.3 Foreign currency translations

(a) Reporting currency

These financial statements are presented in Saudi Riyals ("SR") which is the reporting currency of the Company.

#### (b) Transactions and balances

Foreign currency transactions are translated into Saudi Riyals using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at the period-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognized in the income statement. Such exchange adjustments were not significant for the years ended December 31, 2016 and 2015, respectively.

#### 2.4 Cash and cash equivalents

Cash and cash equivalents are comprised of cash at bank and highly liquid investments that are readily convertible into cash with original maturities of three months or less from the date of original acquisition.

#### 2.5 Property and equipment, net

Property and equipment are carried at cost less accumulated depreciation. Depreciation is charged to the income statement, using the straight-line method, to allocate the costs of the related assets to their residual values over the following estimated useful lives:

Furniture, fixtures and office equipment5-10Computer equipment3

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

Maintenance and normal repairs which do not materially extend the estimated useful life of an asset are charged to the income statement as and when incurred. Major renewals and improvements, if any, are capitalized and the assets so replaced are retired.

#### 2.6 Accounts payable and accruals

Liabilities are recognized for amounts to be paid for goods and services received, whether or not billed to the Company.

#### 2.7 Provisions

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

#### 2.8 Income taxes

In accordance with the regulations of the General Authority of Zakat and Tax ("GAZT"), the Company is subject to income taxes attributable to its foreign shareholders. Provision for income taxes is charged to the income statement. Additional amounts payable, if any, at the finalization of final assessment are accounted for when such amounts are determined.

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

#### 2.9 Employee termination benefits

Employee termination benefits required by Saudi Labor and Workman Law are accrued by the Company and charged to the income statement. The liability is calculated at the current value of the vested benefits to which the employee is entitled, should the employee leave at the balance sheet date. Termination payments are based on employees' final salaries and allowances and their cumulative years of service, as stated in the laws of Kingdom of Saudi Arabia.

#### 2.10 Income recognition

Fees and commissions are generally recognized on an accrual basis when the service has been provided. Fees and commission arising from negotiating, or participating in the negotiation of a transaction for a third party - such as the arrangement of the acquisition of shares or other securities businesses are recognized on completion of the underlying transaction. Investment banking activities' service fees are recognized based on the applicable client service contracts and agreements with other affiliated JPMorgan Chase & Co. entities. Income from advisory services provided locally by the Company are recorded net-off attributions (payments) to other affiliated JPMorgan Chase & Co. entities.

Brokerage fees are recognized on accrual basis at the time of execution of orders and are stated net of tadawul fees and discounts, if any.

#### 2.11 Operating leases

Rental expenses under operating leases are charged to income statement on a straight-line basis over the period of the related leases. There were no significant rental commitments as at December 31, 2016.

#### 2.12 Expenses

Expenses are measured and recognized as a period cost at the time when they are incurred. Expenses related to more than one financial period are allocated over such periods proportionately.

#### 2.13 Statutory reserve

In accordance with the Regulations for Companies in the Kingdom of Saudi Arabia and the Company's Articles of association, the Company is required to allocate 10% of its net income each year to a statutory reserve until such reserve equal to thirty percent of its share capital. Such reserve is not available for dividend distribution.

#### 3 Financial instruments and risk management

The Company's activities expose it to a variety of financial risks: market risk (including currency risk, commission rate risks and price risk), credit risk and liquidity risk. The Company's overall risk management program focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the Company's financial performance.

Financial instruments carried on the balance sheet include cash and cash equivalents, due to / from related parties and accrued expenses and other current liabilities. The particular recognition methods adopted are disclosed in the individual policy statements associated with each item.

Financial assets and liabilities are offset and net amounts are reported in the financial statements, when the Company has a legally enforceable right to set off the recognized amounts and intends either to settle on a net basis, or to realize the asset and liability simultaneously.

#### 3.1 Currency risk

Currency risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates. Currency risk is not significant since the Company's transactions are principally in Saudi Riyals and US dollars and therefore not exposed to significant foreign exchange risk.

#### 3.2 Commission rate risk

Commission rate risk is the exposure to various risks associated with the effect of fluctuations in the prevailing commission rates on the Company's financial position and cash flows. The Company's commission rate risks arise mainly from its term deposit and short term borrowing, which are at floating rate of commission and are subject to re-pricing on a regular basis. Management monitors the changes in commission rates and believes that the commission rate risk to the Company is not significant.

#### 3.3 Credit risk

Credit risk is the risk that one party to a financial instrument will fail to discharge its obligation and cause the other party to incur a financial loss. The Company has no significant concentration of credit risk. Cash is placed with banks having sound credit rating.

#### 3.4 Liquidity risk

Liquidity risk is the risk that an enterprise will encounter difficulty in raising funds to meet commitments associated with financial instruments. Liquidity risk may result from an inability to sell a financial asset quickly at an amount close to its fair value. Liquidity risk is managed by monitoring on a regular basis that sufficient funds are available to meet any future commitments.

#### 3.5 Fair value

Fair value is the amount for which an asset could be exchanged, or a liability could be settled between knowledgeable willing parties in an arm's length transaction. As the Company's financial instruments are compiled under the historical cost convention, differences can arise between the book values and fair value estimates. Management believes that the fair values of the Company's financial assets and liabilities are not materially different from their carrying values.

#### 4 Related party matters

#### 4.1 Related party transactions

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

|  | 2016   | 2015   |
|--|--------|--------|
| <u>Service fee income attributions from:</u><br>J.P. Morgan Securities plc   | 12,319 | 17,706 |
| J.P. Morgan Limited  | 12,319 | 9,276  |
| J.P. Morgan Chase Bank, N.A London Branch  | 5,943  | 19,333 |
| J.P. Morgan Chase Bank, N.A Dubai Branch   | 4,453  | 2,776  |
| J.P. Morgan Ventures   | 2,724  | 1,259  |
| J.P. Morgan Whitefriars Inc. – London Branch   | 2,418  | 2,387  |
|  | 40,062 | 52,737 |
| Remuneration to key management personnel   | 7,132  | 5,066  |
| Expenses:  |        |        |
| Rent and premises related expense charged by J.P.<br>Morgan Chase Bank, N.A. – Saudi Arabian Branch                                  | 706    | 706    |
| Intercompany expenses charged by J.P. Morgan Chase<br>Bank, N.A Saudi Arabian Branch under global master<br>services level agreement | 1,313  | 1,299  |
| Intercompany expenses charged to J.P. Morgan Chase<br>Bank, N.A Saudi Arabian Branch under global master                             | 1,010  | 1,200  |
| services level agreement   | 513    | 969    |

The Company has service agreements with its affiliated entities to provide marketing, client management and advisory services, in return the Company is entitled to compensation in accordance with the terms of the agreement and as agreed among the parties.

Additionally, the Company also has global master services level agreement with its affiliated entities for provision of shared services, and compensate the affiliated entities in accordance with the terms of the agreement.

The Company leases its office space from J.P. Morgan Chase Bank, N.A. - Saudi Arabian Branch. Under the lease agreement, the rental charge for the year ended December 31, 2016 amounted to Saudi Riyals 0.71 million (2015: Saudi Riyals 0.71 million).

#### 4.2 Related party balances

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

#### Due from related parties:

|  | 2016  | 2015   |
|--|-------|--------|
| J.P. Morgan Chase Bank, N.A Dubai Branch         | 1,172 | 2,776  |
| J.P. Morgan Chase Bank, N.A London Branch        | 480   | 5,106  |
| J.P. Morgan Securities plc                       | 426   | 4,170  |
| J.P. Morgan Limited                              | 131   | -      |
| J.P. Morgan Whitefriars Inc London Branch        | 107   | 322    |
| J.P. Morgan Chase Bank, N.A. – New York Branch   | 81    | -      |
| J.P. Morgan Securities IIc                       | 61    | -      |
| J.P. Morgan Ventures                             | 49    | 70     |
| J.P. Morgan Chase Bank, N.A Saudi Arabian Branch | -     | 969    |
| J.P. Morgan Securities Asia Pacific Ltd          | -     | 139    |
|  | 2,507 | 13,552 |
|  |       |        |

2016

2015

#### 4.2 Related party balances (continued)

#### Due to related parties:

|  | 2016  | 2015  |
|--|-------|-------|
| J.P. Morgan Chase Bank, N.A Saudi Arabian Branch | 250   | 1,427 |
| J.P. Morgan Securities plc                       | -     | 3,121 |
|  | 250   | 4,548 |
| Prepayments and other receivables                |       |       |
|  | 2016  | 2015  |
| Prepaid tax                                      | 969   | -     |
| Advance to employees                             | 454   | 3     |
| Prepaid rental                                   | 412   | 353   |
| Other receivables                                | 108   | -     |
|  | 1,943 | 356   |

#### 6 Property and equipment

5

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| Property and equipment                   |            |           |           |              |
|--|------------|-----------|-----------|--------------|
|  | January 1, |           |           | December 31, |
|  | 2016       | Additions | Disposals | 2016         |
| Cost                                     |            |           | •         |              |
| Furniture, fixtures and office equipment | 388        | 37        | -         | 425          |
| Computer equipment                       | 40         | -         | -         | 40           |
|  | 428        | 37        | -         | 465          |
| Accumulated depreciation                 |            |           |           |              |
| Furniture, fixtures and office equipment | 355        | 14        | -         | 369          |
| Computer equipment                       | 36         | 4         | -         | 40           |
|  | 391        | 18        | -         | 409          |
|  | 37         |           |           | 56           |
|  | January 1, |           |           | December 31, |
|  | 2015       | Additions | Disposals | 2015         |
| Cost                                     |            |           | •         |              |
| Furniture, fixtures and office equipment | 388        | -         | -         | 388          |
| Computer equipment                       | 40         | -         | -         | 40           |
|  | 428        | -         | -         | 428          |
| Accumulated depreciation                 |            |           |           |              |
| Furniture, fixtures and office equipment | 343        | 12        | -         | 355          |
| Computer equipment                       | 30         | 6         | -         | 36           |
|  | 373        | 18        | -         | 391          |
|  | 55         |           |           | 37           |
| Accrued expenses and other current liab  | oilities   |           |           |              |
|  |            |           | 2016      | 2015         |
| Employees' benefits                      |            |           | 4,149     | 3,836        |
|  |            |           |           |              |

|                          | 8,214 | 4,966 |
|--------------------------|-------|-------|
| Others                   | 3,661 | 823   |
| GOSI                     | 136   | 96    |
| Accrued professional fee | 268   | 211   |
| Employees' benefits      | 4,149 | 3,836 |

#### 8 Employee termination benefits

|  | 2016                  | 2015                |
|--|-----------------------|---------------------|
| Balance as at January 1<br>Provided during the year<br>Payments made during the year | 1,097<br>599<br>(368) | 812<br>564<br>(279) |
| Balance as at December 31  | 1,328                 | 1,097               |

#### 9 Share capital

The share capital of the Company as of December 31, 2016 and 2015 consists of 93,750 shares with a par value of SR 1,000 per share distributed as follows:

| Shareholders  | Country of<br>origin | %         | 2016   | 2015                                       |
|---|----------------------|-----------|--|--|
| J.P. Morgan International Finance Limited J.P. Morgan International Inc.  | USA<br>USA           | 95%<br>5% | 89,063<br>4,687                                | 89,063<br>4,687                            |
| 3.1 . Morgan mematonar no.  |                      | 100%      | 93,750   | 93,750                                     |
| Other general and administrative expens   | es                   |           | 2016   | 2015                                       |
| Outsourcing services<br>Travel and entertainment<br>Professional services<br>Technology and communication<br>Shared services<br>Other |                      |           | 2,196<br>1,626<br>1,092<br>806<br>800<br>3,733 | 496<br>1,216<br>1,298<br>512<br>330<br>841 |
|   |                      |           | 10,253   | 4,693                                      |

#### 11 Income Tax

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Following are the significant components of income tax base of the Company for the years ended December 31:

|  | 2016   | 2015   |
|--|--------|--------|
| Net income before income tax<br>Adjustments:           | 12,388 | 41,163 |
| Depreciation differences                               | (3)    | (7)    |
| Employee termination benefits                          | 231    | 285    |
| Others   | 3,413  | 557    |
| Net adjusted income for the year                       | 16,029 | 41,998 |
| Less: Adjusted loss brought forward, restricted to 25% | -      | (243)  |
| Tax base for the year                                  | 16,029 | 41,755 |
| Income tax at 20%                                      | 3,206  | 8,351  |

The Company received tax assessments for the years 2008 to 2013 from the General Authority of Zakat and Tax (GAZT). Others include additional taxes raised by GAZT relating to years 2008 to 2013 due to the disallowance of certain items from the tax base of the Company amounting to SR 3.4 million approximately.

The Company, in consultation with its professional tax advisors, has filed appeals for the above assessments with the GAZT, and is awaiting a response.

#### 11 Income Tax (continued)

Further assessments for the year 2014 and 2015 are yet to be raised by the GAZT. Therefore, currently, a reasonable estimation of the ultimate additional Income tax and withholding tax liabilities, if any, cannot be reliably determined.

The Company has filed its tax returns with GAZT for the years up to December 31, 2015; however, the final tax assessment has not yet been obtained as of the date of these financial statements.

#### (Refundable) / Provision for income tax

|  | 2016              | 2015             |
|--|-------------------|------------------|
| Opening balance<br>Charged during the year | 5,865             | 3,316            |
| - Current year<br>- Prior year             | 3,206<br>7        | 8,351<br>-       |
| Payments made during the year              | 3,213<br>(10,047) | 8,351<br>(5,802) |
|  | (969)             | 5,865            |

#### 12 Regulatory capital requirements and capital adequacy ratio

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

|                                | 2016    | 2015    |
|--------------------------------|---------|---------|
| Capital Base:                  |         |         |
| Tier 1 Capital                 | 139,758 | 130,583 |
| Minimum Capital Requirement:   |         |         |
| Market Risk                    | 1,578   | 127     |
| Credit Risk                    | 5,954   | 9,584   |
| Operational Risk               | 8,267   | 7,490   |
| Total Minimum Capital Required | 15,799  | 17,201  |
| Capital Adequacy Ratio:        |         |         |
| Total Capital Ratio (time)     | 8.85    | 7.59    |
| Surplus in Capital             | 123,959 | 113,382 |

- a) The above information has been extracted from the annual Capital Adequacy Model for December 31, 2016 to be submitted to CMA and December 31, 2015 as submitted to CMA.
- b) The capital base consists of Tier 1 capital as per Article 4 of the Rules. The minimum capital requirements for market, credit and operational risk are calculated as per the requirements specified in Part 3 of the Rules.
- c) The Company is required to maintain adequate capital as specified in the Rules. The capital adequacy ratio shall not be less than 1.
- d) The Company is required to disclose the prescribed information as required under Pillar III of the Rules on the Company website (http://www.jpmorgan.com/saudiarabia), however these are not subject to review or audit by the external auditors of the Company.

#### 13 Fiduciary assets

#### Clients' money accounts

As at December 31, 2016, the Company is holding clients' money accounts, with the bank, amounting to SR 1,148.60 (December 31, 2015: Nil), to be used for investments upon client discretion. Consistent with the Company's accounting policy, such balances are not included in the Company's financial statements

#### 14 Comparative figures

Certain reclassifications have been made to the prior year numbers to conform with the current year presentation.

# Appendix 2: Board Members Interests

# Mohammed Bin Khalid Bin Abdullah Al Faisal Al Saud

| Entity  | Position Held   | Shareholding / Other<br>Interests |
|---|---|-----------------------------------|
| Al Khozama Management Co.                               | Board Member  | -                                 |
| Al Faisaliah Group Company                              | President & CEO   | Al Faisaliah Group Co.            |
| King Faisal Foundation                                  | Board Member and<br>Member of the Audit<br>Committee          | -                                 |
| King Faisal University                                  | Chairman of the<br>Advisory Council,<br>Faculty of Management | -                                 |
| Harvard Alumni, Saudi Arabia                            | Board Member  | -                                 |
| King Khalid Foundation                                  | Member of the Board of<br>Trustees                            | -                                 |
| Prince Salman Centre for<br>Disability Research (PSCDR) | Board Member  | -                                 |

### Chairman and Independent Board Member

# Ziyad Al-Saleh

### Independent Board Member

| Entity  | Position Held                                  | Shareholding / Other<br>Interests |
|---|--|-----------------------------------|
| A.K.AL-Muhaidib & Sons CJSC                                 | Board Member                                   | -                                 |
| Riyadh Cables Group of<br>Companies                         | Board Member,<br>Executive Committee<br>Member | -                                 |
| Gulf Union Insurance Co. JSC                                | Board Member                                   | -                                 |
| United Sugar Company, CJSC<br>KSA                           | Board Member                                   | -                                 |
| Al-Romansiah  | Board Member                                   | -                                 |
| Dr. Sulaiman AL-Habib Medical<br>Services Group Holding Co. | Board member                                   | -                                 |
| Amwal International Kuwait                                  | Board Member                                   | -                                 |
| Mashaer Holding JSC – Kuwait                                | Board Member                                   | -                                 |
| Gulf Union Holding  | Non-Executive Director                         | -                                 |
| Pioneers Holdings JSC, Egypt                                | Board Member                                   | -                                 |
| Found and Member of AlSharqiah<br>Young Businessmen Council | Founder  | -                                 |

# Rayan Fayez

### Non-Executive Board Member

| Entity   | Position Held                | Shareholding / Other<br>Interests |
|--|------------------------------|-----------------------------------|
| The Savola Group                                   | CEO                          | -                                 |
| Al Marai Dairy Company                             | Board Member                 | -                                 |
| Saudi Stock Exchange<br>(Tadawul)                  | Board Member                 | -                                 |
| Hassanah Investment                                | Board Member                 | -                                 |
| Herfy Foods Company                                | Board Member                 | -                                 |
| Madinah Knowledge Economy<br>City                  | Board Member                 | -                                 |
| Kinan International for Real<br>Estate Development | Board Member                 | -                                 |
| Panda Retail Company                               | Acting CEO & Board<br>Member | -                                 |
| Savola Foods Company                               | Board Member                 | -                                 |
| Saudi Arabian Live Stock<br>Company (SALIC)        | Board Member                 | -                                 |

### Sjoerd Leenart

### Non-Executive Board Member

| Entity        | Position Held | Shareholding / Other<br>Interests |
|---------------|---------------|-----------------------------------|
| Injaz Al-Arab | Board Member  | -                                 |

# Sukhwinder Nijjar

### **Non-Executive Board Member**

| Entity | Position Held | Shareholding / Other<br>Interests |
|--------|---------------|-----------------------------------|
| -      | -             | -                                 |

# **Bader Alamoudi**

#### **Non-Executive Board Member**

| Entity | Position Held | Shareholding / Other<br>Interests |
|--------|---------------|-----------------------------------|
| -      | -             | -                                 |

# Appendix 3: 2016 Board Meetings Attendance Record

| Name  | Position                        | Number of<br>Meetings<br>attended |  |
|---|---------------------------------|-----------------------------------|--|
| HRH Prince Mohammed<br>Khalid Al Faisal Al Saud | Chairman and Independent Member | 3                                 |  |
| Ziyad Al Saleh                                  | Independent Member              | 3                                 |  |
| Rayan Fayez                                     | Non-Executive Director          | 3                                 |  |
| Sjoerd Leenart                                  | Non-Executive Director          | 3                                 |  |
| Sukhwinder Nijjar                               | Non-Executive Director          | 3                                 |  |
| Bader Alamoudi                                  | Non-Executive Director          | 3                                 |  |

### Attendance Record of 2016 Board Meetings

# Attendance Record of 2016 Audit Committee Meetings

| Name              | Position | Number of<br>Meetings<br>attended |
|-------------------|----------|-----------------------------------|
| Sukhwinder Nijjar | Chairman | 4                                 |
| David Mitchell    | Member   | 3                                 |
| Fuad Khawaja      | Member   | 4                                 |

# Attendance Record of 2016 Compliance Committee Meetings

| Name           | Position           | Number of<br>Meetings<br>attended |
|----------------|--------------------|-----------------------------------|
| Bader Alamoudi | Chairman           | 3                                 |
| Said Sami      | Member             | 2                                 |
| Deema AlJaber  | Member & Secretary | 3                                 |

# Attendance Record of 2016 Nomination and Remuneration Committee

| Name           | Position  | Number of<br>Meetings<br>attended |
|----------------|-----------|-----------------------------------|
| Sjoerd Leenart | Chairman  | 1                                 |
| Bader Alamoudi | Member    | 1                                 |
| Rayan Fayez    | Member    | 1                                 |
| Susana Correia | Secretary | 1                                 |

# Appendix 4: Remuneration and Compensations

|  | Executive<br>Directors | Non-Executive<br>and<br>Independent<br>Directors | Top Five<br>Senior<br>executives<br>including the<br>CEO and CFO |
|--|------------------------|--|--|
| Salaries and<br>Compensations                                | -                      | 300,000  | 5,648,493  |
| Allowances   | -                      | -  | 400,594  |
| Annual and periodic bonuses                                  | -                      | -  | 3,482,998  |
| Incentive plans  | -                      | -  | 1,477,500  |
| Any other Annual or<br>periodic compensation<br>and benefits | -                      | -  | -  |

# Remuneration and Compensations Disclosure in SAR