

**JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)**

**CONSOLIDATED FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2019
AND INDEPENDENT AUDITOR'S REPORT**

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Consolidated Financial Statements
For the Year Ended December 31, 2019

	Page
Independent auditor's report	1 - 4
Consolidated statement of financial position	5
Consolidated statement of income	6
Consolidated statement of comprehensive income	7
Consolidated statement of changes in shareholders' equity	8
Consolidated statement of cash flows	9
Notes to the consolidated financial statements	10 - 52



Independent auditor's report to the shareholders of Jarir Marketing Company (A Saudi Joint Stock Company)

Report on the audit of the consolidated financial statements

Our opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the consolidated financial position of Jarir Marketing Company (the "Company") and its subsidiaries (together the "Group") as at December 31, 2019, and its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards, as endorsed in the Kingdom of Saudi Arabia, and other standards and pronouncements issued by the Saudi Organization for Certified Public Accountants (SOCPA).

What we have audited

The Group's consolidated financial statements comprise:

- the consolidated statement of financial position as at December 31, 2019;
 - the consolidated statement of income for the year then ended;
 - the consolidated statement of comprehensive income for the year then ended;
 - the consolidated statement of changes in shareholders' equity for the year then ended;
 - the consolidated statement of cash flows for the year then ended; and
 - the notes to the consolidated financial statements, which include a summary of significant accounting policies.
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Basis for opinion

We conducted our audit in accordance with International Standards on Auditing as endorsed in the Kingdom of Saudi Arabia. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the consolidated financial statements section of our report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Independence

We are independent of the Group in accordance with the code of professional conduct and ethics, endorsed in the Kingdom of Saudi Arabia that are relevant to our audit of the consolidated financial statements and we have fulfilled our other ethical responsibilities in accordance with these requirements.

Our audit approach

Overview

- | | |
|-------------------|--------------------------------|
| Key Audit Matters | • Adoption of IFRS 16 "Leases" |
|-------------------|--------------------------------|
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As part of designing our audit, we determined materiality and assessed the risks of material misstatement in the consolidated financial statements. In particular, we considered where management made subjective judgements; for example, in respect of significant accounting estimates that involved making assumptions and considering future events that are inherently uncertain. As in all of our audits, we also addressed the risk of management override of internal controls, including among other matters consideration of whether there was evidence of bias that represented a risk of material misstatement due to fraud.

We tailored the scope of our audit in order to perform sufficient work to enable us to provide an opinion on the consolidated financial statements as a whole, taking into account the structure of the Group, the accounting processes and controls, and the industry in which the Group operates.

Independent auditor's report to the shareholders of Jarir Marketing Company (A Saudi Joint Stock Company) – (continued)

Key audit matter

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

Key audit matter	How our audit addressed the Key audit matter
<p>Adoption of IFRS 16 “Leases”</p> <p>Effective January 1, 2019, the Group changed its accounting policies due to the mandatory adoption of IFRS 16 “Leases” which supersedes the requirements of IAS 17 “Leases”.</p> <p>IFRS 16 represents a significant change from IAS 17 and introduces a single, on-balance sheet lease accounting model for lessees. A lessee recognizes a right-of-use asset representing its right to use the underlying asset together with a lease liability representing its obligation to make lease payments. There are recognition exemptions for short-term leases and leases of low-value items.</p> <p>The Group has adopted IFRS 16 from January 1, 2019, using the modified retrospective approach, and has not restated comparatives for the 2018 reporting period, as permitted under the specific transitional provisions in IFRS 16. In calculating right-of-use assets and lease liabilities, the Group discounted remaining lease payments as of January 1, 2019 using the incremental borrowing rate (“IBR”) at that date. The IBR method has been adopted because the implicit rates of interest in the leases are not readily determinable.</p> <p>This resulted in the recognition of right-of-use assets of Saudi Riyals 705.9 million, lease liabilities of Saudi Riyals 737.9 million, an adjustment to retained earnings of Saudi Riyals 66.4 million and an adjustment to prepayments and accrued expenses of Saudi Riyals 34.4 million as at January 1, 2019.</p> <p>We considered this to be a key audit matter as the calculation of the lease liability and right-of-use asset involves new rules, new processes for collecting and ensuring completeness of data and significant management judgements and estimates relating to the lease term and discount rate.</p> <p><i>Refer to Note 2.1 which explains the impact of the adoption of the new standard, Note 2.7 for the accounting policy and Notes 7 and 8 for the related disclosures in the accompanying consolidated financial statements.</i></p>	<p>We performed the following as part of our audit:</p> <ul style="list-style-type: none"> • Tested management's assessment of the impact of adoption of IFRS 16 in terms of recognition, classification and measurement of its right-of-use assets and lease liabilities at January 1, 2019, and understood the implementation approach; • Tested completeness of the lease register by testing the reconciliation of lease liabilities recognized at January 1, 2019 to the Group's operating lease commitments as at December 31, 2018, and by testing management's assessment of contracts on a sample basis, for inclusion or exclusion of contracts from the lease register at the adoption date; • Reviewed management's assessment of whether or not a contract meets the definition of a lease for certain key contracts and assessed the appropriateness of the significant assumptions and judgements related to lease terms used to determine the right-of-use assets and lease liabilities for such contracts; • Involved our internal specialists to assist us with the review of the appropriateness of the discount rate used for determining lease liabilities; • Verified the accuracy of the underlying lease data by agreeing a sample of leases to original contracts and other supporting information, and tested the arithmetical accuracy of the amounts underlying the right-of-use assets and lease liabilities; • Assessed the adequacy and appropriateness of the disclosures in the accompanying consolidated financial statements in relation to the adoption of IFRS 16.

Independent auditor's report to the shareholders of Jarir Marketing Company (A Saudi Joint Stock Company) – (continued)

Other information

Management is responsible for the other information. The other information comprises the information included in the Annual Report of the Group (but does not include the consolidated financial statements and our auditor's report thereon), which is expected to be made available to us after the date of this auditor's report.

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

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

When we read the annual report, if we conclude that there is a material misstatement therein, we are required to communicate the matter to those charged with governance.

Responsibilities of management and those charged with governance for the consolidated financial statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with International Financial Reporting Standards, as endorsed in the Kingdom of Saudi Arabia and other standards and pronouncements issued by SOCPA, and the applicable requirements of the Regulations for Companies and the Company's By-laws, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

The Board of directors is responsible for overseeing the Group's financial reporting process.

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

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with International Standards on Auditing, that are endorsed in the Kingdom of Saudi Arabia, will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with International Standards on Auditing as endorsed in the Kingdom of Saudi Arabia, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

Independent auditor's report to the shareholders of Jarir Marketing Company (A Saudi Joint Stock Company) – (continued)

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

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the Group audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

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

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

PricewaterhouseCoopers



Omar M. Al Sagga
License Number 369

March 15, 2020

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Consolidated statement of financial position

(All amounts in Saudi Riyals thousands unless otherwise stated)

Assets	Note	As at December 31,	
		2019	2018
Current assets			
Cash and cash equivalents	3	28,786	145,545
Trade receivables	4	180,114	180,482
Inventories	5	1,259,959	1,057,673
Prepayments and other assets	6	320,362	374,212
Total current assets		1,789,221	1,757,912
Non-current assets			
Financial assets at fair value through profit or loss		27,951	27,951
Investment properties	7	418,324	313,754
Right-of-use assets	2, 8	663,995	-
Property and equipment	9	1,102,036	1,115,297
Total non-current assets		2,212,306	1,457,002
Total assets		4,001,527	3,214,914
Liabilities and shareholders' equity			
Liabilities			
Current liabilities			
Bank borrowings and term loans	10	341,527	275,000
Liabilities against finance lease	11	-	665
Lease liabilities	2, 33	112,140	-
Accounts payable	12	913,119	904,748
Accrued expenses and other liabilities	13	125,491	115,931
Employees' incentive program		9,058	24,788
Deferred income	14	13,147	14,558
Zakat payable	15	36,727	28,316
Total current liabilities		1,551,209	1,364,006
Non-current liabilities			
Liabilities against finance lease	11	-	9,610
Lease liabilities	2, 33	646,588	-
End of service benefits	16	146,362	133,612
Employees' incentive program		8,171	3,771
Deferred income	14	4,107	4,498
Total non-current liabilities		805,228	151,491
Total liabilities		2,356,437	1,515,497
Shareholders' equity			
Share capital	1, 18	1,200,000	1,200,000
Statutory reserve	19	194,472	95,999
Foreign exchange reserve		(66,614)	(73,139)
Retained earnings		317,232	476,557
Total shareholders' equity		1,645,090	1,699,417
Total liabilities and shareholders' equity		4,001,527	3,214,914

The notes on pages 10 to 52 form an integral part of these consolidated financial statements.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Consolidated statement of income

(All amounts in Saudi Riyals thousands unless otherwise stated)

	Note	Year ended December 31,	
		2019	2018
Revenue	20	8,424,512	7,361,723
Cost of sales	21	(7,151,342)	(6,247,901)
Gross profit		1,273,170	1,113,822
General and administrative expenses	22	(118,805)	(106,952)
Selling and marketing expenses	23	(132,647)	(93,349)
Other income, net	24	49,277	64,698
Income from operations		1,070,995	978,219
Finance costs	10.1	(61,176)	(3,977)
Income before zakat and income tax		1,009,819	974,242
Zakat	15	(25,000)	(14,250)
Income tax		(88)	-
Net income for the year		984,731	959,992
All attributable to the shareholders of the Company			
Earnings per share (Saudi Riyals):			
Basic and diluted earnings per share	25	8.21	8.00

The notes on pages 10 to 52 form an integral part of these consolidated financial statements.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Consolidated statement of comprehensive income
(All amounts in Saudi Riyals thousands unless otherwise stated)

	Note	Year ended December 31,	
		2019	2018
Net income for the year		984,731	959,992
Other comprehensive income/ (loss) that may be reclassified subsequently to the consolidated statement of income			
Exchange differences on translation of foreign operations		6,525	(1,251)
Other comprehensive (loss)/ income that will not be reclassified subsequently to the consolidated statement of income			
Remeasurement of end of service benefits	16	(1,160)	4,133
Other comprehensive income for the year		5,365	2,882
Total comprehensive income for the year		990,096	962,874

All attributable to the shareholders of the Company.

The notes on pages 10 to 52 form an integral part of these consolidated financial statements.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Consolidated statement of changes in shareholders' equity
(All amounts in Saudi Riyals thousands unless otherwise stated)

	Note	Share capital	Statutory reserve	Foreign exchange reserve	Retained earnings	Total
January 1, 2019		1,200,000	95,999	(73,139)	476,557	1,699,417
Impact of initial application of IFRS 16		-	-	-	(66,423)	(66,423)
Adjusted total equity at January 1, 2019		1,200,000	95,999	(73,139)	410,134	1,632,994
Net income for the year		-	-	-	984,731	984,731
Other comprehensive income/ (loss) for the year		-	-	6,525	(1,160)	5,365
Total comprehensive income for the year		-	-	6,525	983,571	990,096
Transfer to statutory reserve		-	98,473	-	(98,473)	-
Transactions with owners in their capacity as owners:						
Dividends	26	-	-	-	(978,000)	(978,000)
December 31, 2019		1,200,000	194,472	(66,614)	317,232	1,645,090
January 1, 2018		900,000	296,500	(71,888)	501,431	1,626,043
Net income for the year		-	-	-	959,992	959,992
Other comprehensive (loss)/ income for the year		-	-	(1,251)	4,133	2,882
Total comprehensive income for the year		-	-	(1,251)	964,125	962,874
Transfer to share capital	1	300,000	(296,500)	-	(3,500)	-
Transfer to statutory reserve		-	95,999	-	(95,999)	-
Transactions with owners in their capacity as owners:						
Dividends	26	-	-	-	(889,500)	(889,500)
December 31, 2018		1,200,000	95,999	(73,139)	476,557	1,699,417

The notes on pages 10 to 52 form an integral part of these consolidated financial statements.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Consolidated statement of cash flows

(All amounts in Saudi Riyals thousands unless otherwise stated)

		Year ended December 31,	
	Note	2019	2018
Cash flows from operating activities			
Net income for the year		984,731	959,992
<u>Adjustments for non-cash items</u>			
Depreciation	7,8,9	145,051	56,620
Net impairment losses (reversal) on trade receivables	4	(650)	1,394
Provision for slow moving inventory	5	(8,300)	15,410
Gain on sale of property and equipment		(7,372)	(880)
Reversal of impairment of investment property	7	(4,148)	-
Provision for employees' incentives program		7,753	5,894
Zakat and income tax	15	25,088	14,250
Provision for end of service benefits	16	18,197	17,163
Finance costs	10.1	61,176	3,977
<u>Changes in working capital</u>			
Trade receivables		1,018	(34,839)
Inventories		(193,986)	(125,138)
Prepayments and other current assets		14,648	(212,694)
Accounts payable		8,371	56,511
Accrued expenses and other liabilities		10,626	(36,530)
Deferred income		(1,802)	(1,876)
Employees' incentive program paid		(19,083)	-
Zakat and income tax paid	15	(16,589)	(14,493)
Finance costs paid		(45,282)	(3,689)
End of service benefits paid	16	(6,607)	(5,125)
Net cash generated from operating activities		972,840	695,947
Cash flows from investing activities			
Additions to investment properties	7	(36,082)	(47,617)
Additions to property and equipment	9	(84,160)	(125,115)
Proceeds from sale of property and equipment		14,920	38,239
Collections from finance lease receivables		422	-
Net cash utilized in investing activities		(104,900)	(134,493)
Cash flows from financing activities			
Payment of lease liabilities		(72,681)	(1,074)
Receipt of bank borrowing and term loans, net		66,527	275,000
Dividends paid	26	(978,000)	(889,500)
Net cash utilized in financing activities		(984,154)	(615,574)
Net change in cash and cash equivalents			
Effect of exchange rate changes in cash and cash equivalents		(545)	(666)
Cash and cash equivalents at beginning of the year		145,545	200,331
Cash and cash equivalents at end of the year	3	28,786	145,545

The notes on pages 10 to 52 form an integral part of these consolidated financial statements.

JARIR MARKETING COMPANY

(A Saudi Joint Stock Company)

Notes to consolidated financial statements for the year ended December 31, 2019

(All amounts in Saudi Riyals thousands unless otherwise stated)

1 General information

Jarir Marketing Company (the "Company") is a Saudi joint stock company formed pursuant to the resolution of the Ministry of Commerce and Industry Number 1193 dated Rajab 11, 1421H (corresponding to October 8, 2000) and registered in Riyadh, Kingdom of Saudi Arabia under Commercial Registration Number 1010032264 dated Shaa'ban 18, 1400H (corresponding to July 1, 1980).

The Company's registered office is based in Riyadh. As at December 31, 2019, the Company had 63 showrooms (2018: 59 showrooms) in the Kingdom of Saudi Arabia and the other Gulf countries including wholesale outlets, in addition to real estate investments in the Arab Republic of Egypt through Jarir Egypt Financial Leasing Company SAE.

The objectives of the Company and its subsidiaries (collectively referred to as the "Group") include; retail and wholesale trading in office and school supplies, children toys, books, educational aids, office furniture, engineering equipment, computers and computer systems, electronic and electrical devices, maintenance of computers and electronic and electrical devices, sports and scout equipment and paper. It also includes, purchase of residential and commercial buildings and the acquisition of land to construct buildings for sale or lease for the interest of the Company.

On October 28, 2018, the shareholders, based on the proposal of Board of Directors dated August 7, 2018, resolved in an extraordinary general meeting to increase the share capital of the Company from Saudi Riyals 900 million (90 million shares of Saudi Riyals 10 each) to Saudi Riyals 1,200 million (120 million shares of Saudi Riyals 10 each) by granting one bonus share for every three shares held, through the capitalization of Saudi Riyals 296.5 million from the statutory reserve and Saudi Riyals 3.5 million from the retained earnings.

The accompanying consolidated financial statements comprise the financial statements of the Company and its following subsidiaries:

Subsidiaries	Country of incorporation	Direct and indirect ownership as at December 31,	
		2019	2018
United Company for Office Supplies and Stationeries WLL	Qatar	100%	100%
Jarir Trading Company LLC	UAE	100%	100%
United Bookstore	UAE	100%	100%
Jarir International Central Market WLL	Kuwait	100%	100%
Jarir Egypt Financial Leasing Company – SAE	Egypt	100%	100%
Jarir Marketing SPC	Bahrain	100%	100%

Certain ownership interests in the subsidiaries are registered in the name of trustees who have formally assigned their shares to the Company.

The accompanying consolidated financial statements were approved by the Company's Board of Directors on March 12, 2020.

2 Summary of significant accounting policies

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

2.1 Basis of preparation

(i) Statement of Compliance

These consolidated financial statements of the Group have been prepared in accordance with International Financial Reporting Standards (IFRS) as endorsed in the Kingdom of Saudi Arabia and other standards and pronouncements issued by the Saudi Organization for Certified Public Accountants (SOCPA), collectively hereafter referred to as "IFRS".

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

The amounts in the consolidated financial statements have been presented in Saudi Riyals with all values rounded to the nearest thousand except where stated otherwise.

(ii) **Historic cost convention**

These consolidated financial statements have been prepared under the historical cost convention, as modified for financial assets at fair value through profit or loss and by using the actuarial basis for end of service benefits, on the accrual basis of accounting.

(iii) **Critical accounting estimates and judgments**

The preparation of consolidated financial statements requires management to use judgment in applying its accounting policies and estimates and assumptions about the future. Estimates and other judgments are continuously evaluated and are based on management's experience and other factors, including expectations about future events that are believed to be reasonable under the circumstances. Although these estimates and judgments are based on management's best knowledge of current events and actions, actual results ultimately may differ from those estimates. The estimates and assumptions that have a risk of causing an adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below:

(a) Component approach applied to property and equipment and investment properties

In applying the component approach of IAS 16 which requires significant parts of an item of property and equipment as well as investment properties to be depreciated separately, the cost allocated to the significant parts as well as respective estimated useful lives are advised by the main contractor for the properties constructed by the Group. The reasonableness of such cost allocation and the associated useful lives are assessed by management.

(b) Impairment test for non-financial assets

Judgment is required in assessing whether certain factors would be considered an indicator of impairment. Management considers both internal and external information to determine whether there is an indicator of impairment present and, accordingly, whether impairment testing is required. When impairment testing is required, discounted cash flow models are used to determine the recoverable amount of respective assets. When market transactions for comparable assets are available, these are considered in determining the recoverable amount of assets. Significant assumptions used in preparing discounted cash flow models include growth rates, expected future cash flows, operating costs, capital expenditures and discount rates. These inputs are based on management's best estimates of what an independent market participant would consider appropriate. Changes in these inputs may alter the results of impairment testing, the amount of the impairment charges recorded in the consolidated statement of income and the resulting carrying values of assets.

(c) Financial assets at fair value through profit or loss (FVTPL)

These financial assets are investments in unquoted equity where insufficient recent information is available to measure fair value and management assessment is that cost represents the best estimate of fair value.

(d) Assumptions for end of service benefits provision

The calculation of end of service benefits provision greatly depends on employees' estimated length of service and their estimated salary at end of service. Such estimates were based on the actuarial assumptions developed by management. Those actuarial assumptions were based on the Group's historical data, recent trends, and management plans and forecasts with respect to salary levels.

Life expectancy is not considered a principal actuarial assumption in measuring end of service benefits provision and therefore, possible changes in life expectancy are not expected to have a significant impact on the level of obligation, especially since only a few employees are assumed to serve until the retirement age. Moreover, changes in life expectancy will affect the estimates related to those employees only if life expectancy becomes less than retirement age and in such cases, the impact is not expected to be significant.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

The discount rate was estimated by reference to yields on the governmental bonds, as management assessed that there is no deep market in high quality corporate bonds. The Group used a single discount rate that approximates the estimated timing and amount of benefit payments.

(e) Provision for impairment of trade receivables

The impairment provision for trade receivables is estimated based on assumptions about risk of default and expected loss rates. The Group uses judgement in making such assumptions and how changes in market and economic factors affect expected credit loss. The Group's judgement is based on the Group's past history, market conditions and forward looking estimates at each reporting date.

(f) Provision for slow moving inventories

Provision for slow moving inventories is maintained at a level considered adequate to provide for potential loss on inventory items. The level of allowance is determined and guided by the Group's policy. An evaluation of inventories, designed to identify potential charges to provision, is performed on a continuous basis throughout the year. Management uses judgment based on the best available facts and circumstances, including but not limited to evaluation of individual inventory items' future utilization. The amount and timing of recorded expenses for any period would therefore differ based on the judgments or estimates made. An increase in provision for slow moving inventories would increase the Group's recorded expenses and decrease current assets.

(iv) Changes in accounting policy and disclosures

New and amended IFRS standards adopted by the Group

The Group has applied the following standards and amendments for the first time for its reporting periods commencing on or after January 1, 2019:

IFRS 16 'Leases'

The Group applied IFRS 16 with a date of initial application of January 1, 2019. As a result, the Group has changed its accounting policy for lease contracts as described below and detailed in Note 2.7.

The Group applied IFRS 16 using the modified retrospective approach, under which the cumulative effect of initial application is recognized in retained earnings at January 1, 2019, and comparative information is not restated. The details of the changes in accounting policies are disclosed below.

On transition to IFRS 16, the Group elected to apply the following practical expedients as permitted by the standard:

- Decided not to separate non-lease components from lease components, and instead account for each lease component and any associated non-lease components as a single lease component.
- For the contracts entered into before January 1, 2019, the Group did not reassess whether a contract is, or contains, a lease at the date of initial application, and applied IFRS 16 to contracts that were previously identified as leases applying IAS 17 'Leases' and IFRIC 4 'Determining whether and Arrangement contains a Lease'.
- Applied a single discount rate to a portfolio of leases with reasonably similar characteristics.
- Accounted for leases for which the lease term ends within 12 months from January 1, 2019 as short-term leases.
- Excluded initial direct costs for the measurement of the right-of-use asset at the date of initial application. and
- Used hindsight when determining the lease term if the contract contains options to extend or terminate the lease.

As a lessee

As a lessee, the Group previously classified leases as operating or finance leases based on its assessment of whether the lease transfers significantly all of the risks and rewards incidental to ownership of the underlying asset. Under IFRS 16, the Group is required to recognize right-of-use assets and lease liabilities. The Group elected not to apply this requirement to leases with a lease term of 12 months or less (short-term leases) and leases of low-value assets (if any) and recognizes lease payments associated as an expense in profit or loss on a straight-line basis.

**JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)**

Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

(i) Leases previously classified as operating leases under IAS 17

At transition, lease liabilities were measured at the present value of the lease payments of the remaining lease term discounted at the Group's incremental borrowing rate as at January 1, 2019. Right-of-use assets are measured at amounts equal to the lease liabilities, adjusted by prepaid or accrued lease payments. For certain chosen leases the right-of-use assets are measured at carrying amounts as if the standard had been applied since the commencement dates of leases discounted using the Group's incremental borrowing rate at January 1, 2019. Each subsequent lease payment is allocated between the liability and finance costs. Right-of-use assets are presented on the statement of consolidated financial position within property and equipment unless they meet the definition of investment property, and in such case they are presented within investment properties.

(ii) Leases previously classified as finance leases under IAS 17

For leases that were classified as finance leases under IAS 17, the carrying amount of the right-of-use asset and the lease liability at January 1, 2019 are determined at the carrying amount of the lease asset and lease liability under IAS 17 immediately before that date.

Critical judgement in determining the lease term

The Group as lessee determines the lease term as the non-cancellable period of a lease, together with both (a) periods covered by an option to extend the lease if the lessee is reasonably certain to exercise that option and (b) periods covered by an option to terminate the lease if the lessee is reasonably certain not to exercise that option.

For contracts that include extension and termination options, the Group uses judgement in evaluating whether it is reasonably certain whether or not to exercise the option to renew or terminate the lease. In doing so, it considers all relevant factors that create an economic incentive for it to exercise the renewal or termination. Those factors include current and expected showroom performance, availability, cost and other terms of substitutes, magnitude of leasehold improvements, length of extension or renewal, and cost of extension or renewal.

Following the commencement date, the Group reassesses whether it is reasonably certain to exercise an extension option, or not to exercise a termination option, upon the occurrence of either a significant event or a significant change in circumstances that is within the control of the Group and affects whether it is reasonably certain to exercise an option not previously included in its determination of the lease term, or not to exercise an option previously included in its determination of the lease term.

As a lessor

The Group is not required to make any adjustments on transition to IFRS 16 for leases in which it acts as a lessor. However, under IFRS 16, the Group is required to assess the classification of sub-leases with reference to the right-of-use asset, not the underlying asset. On transition, the Group assessed the classification of the sub-lease contracts with reference to the right-of-use asset rather than the underlying asset, and concluded that there is no sub-lease that qualifies as a finance lease under IFRS 16.

Impact of adoption of IFRS 16 on financial statements

On January 1, 2019 to IFRS 16, the Group recognized:

- Saudi Riyals 705.9 million of right-of-use assets (apart from Saudi Riyals 9.6 million, the carrying amount of right-of-use lease immediately before January 1, 2019 related to the lease previously classified as a finance lease) out of which Saudi Riyals 658.3 million have been recognized under right-of-use assets and Saudi Riyals 47.6 million have been recognized under investment properties;
- Saudi Riyals 737.9 million of lease liabilities (apart from Saudi Riyals 10.3 million, the carrying amount of lease liability immediately before January 1, 2019 related to the lease previously classified as a finance lease);
- An adjustment to retained earnings (reduction) of Saudi Riyals 66.4 million; and
- An adjustment to prepaid and accrued rent (included in 'prepayments and other assets' and 'accrued expenses and other liabilities' respectively) of Saudi Riyals 34.4 million.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Notes to consolidated financial statements for the year ended December 31, 2019
 (All amounts in Saudi Riyals thousands unless otherwise stated)

When measuring lease liabilities, the Group discounted lease payments using its incremental borrowing rate at January 1, 2019. The weighted average incremental borrowing rate applied to the additional lease liabilities recognized at the date of initial application applied is 6.6%.

The following table reconciles (i) the operating lease commitments at December 31, 2018 disclosed in the annual consolidated financial statements of 2018 under IAS 17, discounted using the incremental borrowing rate at January 1, 2019, and (ii) lease liabilities recognized in the statement of financial position at January 1, 2019:

	Saudi Riyals in thousands
Operating lease commitment at December 31, 2018 as disclosed in the Group's annual consolidated financial statements	<u>157,724</u>
Discounted using the incremental borrowing rate at January 1, 2019	138,241
Extension and (termination) options reasonably certain to be exercised (not to be exercised)	600,326
Liabilities against finance lease recognized as at December 31, 2018	10,275
Recognition exemption for short-term leases	<u>(690)</u>
Lease liabilities recognized at January 1, 2019	<u>748,152</u>

For the maturity profile of the Group's lease liabilities based on contractual payments (undiscounted cash flows) at December 31, 2019, refer to Note 33.4.

The total cash outflows for leases amount to Saudi Riyals 110.4 million during the year ended December 31, 2019.

The Group is committed to lease contracts that have not yet commenced as at December 31, 2019. The future lease payments for the non-cancellable period on these lease contracts are as follows:

	As at December 31, 2019
Not later than 1 year	8,187
Later than 1 year and not later than 5 years	71,008
Later than 5 years	11,016

During the year, in a leasehold property, the Group entered into sublease arrangements as a lessor. Such arrangements were classified as finance lease with reference to the right-of-use, as the subleases are for the whole remaining term of the head lease. At the commencement date of the sublease, the right-of-use related to the head lease was derecognized, and a lease receivable is recognized at an amount equal to the net investment measured using the discount rate used for the head lease, as the interest rates implicit in the subleases were not readily determined.

The following table presents the finance income and gain on the net investment in the lease:

	For the year ended December 31, 2019
Gain on the recognition of finance lease receivable	2,009
Finance income on the net investment in finance leases	122

The finance lease receivables at the end of the reporting period amounting to Saudi Riyal 2,478 thousand are neither past due nor impaired.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Notes to consolidated financial statements for the year ended December 31, 2019
 (All amounts in Saudi Riyals thousands unless otherwise stated)

Maturity analysis of finance lease payments as at December 31, 2019 is as follows:

Year 1	849
Year 2	880
Year 3	880
Year 4	188
Gross investment in the lease	<u>2,797</u>
Unearned finance income	<u>(319)</u>
Net investment in the lease	<u>2,478</u>
Current portion of finance lease receivables	846
Non-current portion of finance lease receivables	<u>1,632</u>
	<u>2,478</u>

The non-current portion of the finance lease receivables is not individually material to warrant a separate line item in the consolidated statement of financial position and therefore is aggregated (together with the current portion) with the "prepayments and other current assets" line item.

The consolidated statement of income included the following amounts relating to leases for the year ended December 31, 2019 where the Group is a lessee:

Interest on lease liabilities included in finance costs	(48,917)
Lease expenses of short-term leases and leases end within 12 months of IFRS 16 initial application date	(6,691)
Lease expenses relating to variable lease payments not included in the lease liabilities	(700)
Rental income from subleases of right-of-use investment properties	11,317
Depreciation expense of all right-of-use assets	(84,270)

Amendment to IFRS 9, Prepayment Features with negative compensation

The amendment to IFRS 9 clarify that for the purpose of assessing whether a prepayment feature meets the 'solely payments of principal and interest' condition, the party exercising the option may pay or receive reasonable compensation for the prepayment irrespective of the reason for prepayment. The financial assets with prepayment features with negative compensation do not automatically fail 'solely payments of principal and interest' condition.

This amendment did not have any impact on the consolidated financial statements of Group.

Annual Improvements to IFRS Standards 2015 - 2017

These amendments include minor changes to IAS 23 - Borrowing costs – The amendments clarify that if any specific borrowing remains outstanding after the related asset is ready for its intended use or sale, that borrowing becomes part of the funds that an entity borrows generally when calculating the capitalization rate on general borrowings. Group did not apply any borrowing cost capitalization and therefore there has been no impact of these amendments on the consolidated financial statements of the Group.

Amendments to IAS 19 - Employee benefits on plan amendment, curtailment or settlement

These amendments address the accounting when a plan amendment, curtailment or settlement occurs during a reporting period. An entity is then required to determine the current service cost for the remainder of the period using the actuarial assumptions used to remeasure the net defined benefit liability (asset) reflecting the benefits offered under the plan and the plan assets after that event. An entity is also required to determine the net interest for the remainder of the period using the net defined benefit liability (asset) reflecting the benefits offered under the plan and the plan assets after that event, and the discount rate used to remeasure that net defined benefit liability (asset).

The amendments had no impact on the consolidated financial statements of Group.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

International Financial Reporting Standards Interpretation (IFRIC) 23 - Uncertainty over income tax treatments

This IFRIC addresses the accounting for income taxes when tax treatments involve uncertainty that affects the application of IAS 12 Income Taxes.

IFRIC 23 requires an entity to determine whether uncertain tax treatments are assessed separately or as a group. Assumption is that a taxation authority will examine the position as if it has a right to examine and have full knowledge of all relevant information when making those examinations. If an entity concludes that it is not probable that a taxation authority will accept an uncertain tax treatment, the entity should reflect the effect of uncertainty in determining its accounting tax position.

The Group assessed that likely its tax treatments will be accepted tax authorities, and concluded that the interpretation did not have any material impact on the consolidated financial statements of the Group.

New IFRS standards, amendments to standards and interpretations not yet effective

The following amendments to standards have been published by IASB that are not mandatory for December 31, 2019 reporting periods and have not been early adopted by the Group.

Amendments to IFRS 9, IAS 39 and IFRS 7 - Interest rate benchmark reform

These amendments provide certain reliefs in connection with interest rate benchmark reform. The reliefs relate to hedge accounting and have the effect that Interbank Offered Rate ("IBOR") reform should not generally cause hedge accounting to terminate. However, any hedge ineffectiveness should continue to be recorded in the statement of profit or loss and other comprehensive income. These amendments are applied for annual periods beginning on or after January 1, 2020, and are not expected to have any material impact on consolidated financial statements of the Group.

Amendments to IAS 1 and IAS 8 - Definition of material

The amendments are intended to make the definition of material in IAS 1 easier to understand and are not intended to alter the underlying concept of materiality in IFRS Standards. The concept of "obscuring" material information with immaterial information has been included as part of the new definition. The threshold for materiality influencing users has been changed from "could influence" to "could reasonably be expected to influence". The amendments are applied prospectively for annual periods beginning on or after January 1, 2020 and are not expected to have any material impact on consolidated financial statements of the Group.

Amendments to IFRS 3 - Definition of a business

The amendments clarify that while businesses usually have outputs, outputs are not required for an integrated set of activities and assets to qualify as a business. To be considered a business an acquired set of activities and assets must include, at a minimum, an input and a substantive process that together significantly contribute to the ability to create outputs.

The amendments are applied prospectively to all business combinations and asset acquisitions for which the acquisition date is on or after the first annual reporting period beginning on or after January 1, 2020. These amendments are not expected to have any material impact on consolidated financial statements of the Group.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

2.2 Subsidiaries

Subsidiaries are those entities which the Company controls. The Company controls an investee if, and only if, the Company has:

- Power over the investee (i.e., existing rights that give it the current ability to direct the relevant activities of the investee)
- Exposure, or rights, to variable returns from its involvement with the investee
- The ability to use its power over the investee to affect its returns

The presumption is that a majority of voting rights results in control. All relevant activities are directed by the Company being the holder of all the voting rights. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are de-consolidated from the date that control ceases.

When necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with the Group's accounting policies. All intra-group assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated in full on consolidation.

The acquisition method of accounting is used to account for the acquisition of subsidiaries. The consideration transferred for the acquisition of subsidiary comprises the:

- the fair value of the assets transferred
- liabilities incurred to the former owners of the acquired business
- equity interest issued by the Group
- fair value of any asset or liability resulting from a contingent consideration arrangement
- fair value of any pre-existing equity interest in the subsidiary

Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are, with limited exceptions, measured initially at their fair values at the acquisition date. The Group recognizes any non-controlling interest in the acquired entity on an acquisition-by-acquisition basis at the non-controlling interest's proportionate share of the acquired entity's net identifiable assets. Acquisition-related costs are expensed as incurred.

Non-controlling interests, if any, represent equity interests in subsidiaries owned by outside parties. Non-controlling interests in the results and equity of subsidiaries are shown separately in the consolidated statement of income, statement of comprehensive income, statement of changes in equity and statement of financial position, respectively.

2.3 Foreign currency

The consolidated financial statements are presented in Saudi Riyals, which is the Company's functional currency and the Group's presentation currency. Each subsidiary in the Group determines its own functional currency, (which is the currency of the primary economic environment in which the entity operates), and as a result, items included in the financial statements of each subsidiary are measured using that functional currency.

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 consolidated statement of income.

JARIR MARKETING COMPANY

(A Saudi Joint Stock Company)

Notes to consolidated financial statements for the year ended December 31, 2019

(All amounts in Saudi Riyals thousands unless otherwise stated)

The results and financial position of foreign operations (none of which has the currency of a hyperinflationary economy) that have a functional currency different from the Group's presentation currency are translated into the presentation currency as follows:

- assets and liabilities for each statement of financial position presented are translated at the closing rate at the date of that statement of financial position;
- income and expenses for each statement of income and statement of comprehensive income are translated at average exchange rates (unless this is not a reasonable approximation of the cumulative effect of the rates prevailing on the transaction dates, in which case income and expenses are translated at the dates of the transactions).

On consolidation, exchange differences arising from the translation of any net investment in foreign entities, are recognized in other comprehensive income. When a foreign operation is sold, the associated exchange differences are reclassified to profit or loss, as part of the gain or loss on sale.

Exchange differences on monetary items receivable from or payable to a foreign operation for which settlement is neither planned nor likely to occur and therefore in substance forms a part of the Company's net investment in that foreign operation, are recognized in equity through other comprehensive income and reclassified to the profit or loss on disposal of the net investment.

2.4 Financial Instruments

(a) Initial recognition and measurement of financial instruments

The Group initially recognizes financial assets and financial liabilities when it becomes party to the contractual provisions of the financial instrument.

Trade receivables that do not have a significant financing component, initial measurement is at their transaction price, which is the amount of consideration to which the Group expects to be entitled in exchange for transferring promised goods or services to a customer, excluding amounts collected on behalf of third parties.

Except for trade receivables that do not have a significant financing component, initial measurement of the financial instrument is at its fair value plus or minus, in the case of a financial asset or financial liability not at fair value through profit or loss (FVTPL), transaction costs that are directly attributable to the acquisition or issue of the financial asset or financial liability. Transaction costs of financial assets carried at FVTPL are expensed in the consolidated statement of income.

(b) Financial assets - subsequent classification and measurement

Financial assets are subsequently measured at amortized cost, fair value through other comprehensive income or fair value through profit or loss. There are two criteria used to determine how financial assets should be classified and measured:

- (i) the Group's business model for managing the financial assets; and
- (ii) the contractual cash flow characteristics of the financial asset.

Key management personnel have determined that the Group's financial assets are held within a business model whose objective is to hold financial assets in order to collect cash flows.

A financial asset is measured at amortized cost if the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding. Otherwise, a financial asset is measured at fair value through profit or loss (FVTPL).

Investments in equity instruments are measured at fair value, and the Group did not elect to present in other comprehensive income subsequent changes in the fair value of such investment in an equity instrument. On transition to IFRS, the available for sale investment was reclassified to financial assets at FVTPL.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

For investments in unquoted equity, if insufficient more recent information is available to measure fair value, or if there is a wide range of possible fair value measurements and cost represents the best estimate of fair value within that range, cost may be an appropriate estimate of fair value.

Financial assets are only reclassified between measurement categories, when and only when, the Group's business model for managing them changes, which is expected to be uncommon.

The Group derecognizes a financial asset when the rights to the cash flows from the financial asset have expired or where the Group has transferred substantially all risks and rewards associated with the financial asset and does not retain control of the financial asset.

(c) Impairment of financial assets

The Group assesses on a forward-looking basis the expected credit losses associated with its assets carried at amortized cost.

As required by IFRS 9, the Group applies the simplified approach for trade receivables. As permitted by IFRS 9, the Group elected to apply the simplified approach for lease receivables, so the Group always measures the loss allowance at an amount equal to lifetime expected credit losses. The Group uses a provision matrix in the calculation of the expected credit losses on trade receivables to estimate the lifetime expected credit losses, applying certain provision rates to respective aging buckets. Trade receivables are segmented into two segments: (i) wholesale and (ii) corporate sales, as each has its own credit loss pattern and, accordingly, different aging buckets and provision rates.

Financial assets are written off only when:

- (i) the debt is at least one year past due,
- (ii) the Group have attempted to recover and engaged in all relevant legal enforcement activities,
- (iii) it is concluded that there is no reasonable expectation of recovery, and
- (iv) the write-off is approved by the Board of Directors, or management to the extent delegated by the Board of Directors.

Recoveries made are recognized in the consolidated statement of income.

(d) Financial liabilities - subsequent classification and measurement

Financial liabilities are subsequently measured at amortized cost using the effective interest method. The effective interest rate is the rate that discounts the estimated future cash payments through the expected life of the financial liability, or where appropriate, a shorter period to the net carrying amount on initial recognition.

The Group derecognizes a financial liability (or a part of a financial liability) from its statement of financial position when, and only when, it is extinguished, i.e. when the obligation specified in the contract is discharged or cancelled or expires.

(e) Cash and cash equivalents

Cash and cash equivalents include cash at banks and on hand and short-term deposits with a maturity of three months or less that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.

(f) Offsetting of financial instruments

Financial assets and financial liabilities are offset and the net amount presented in the statement of financial position when, and only when, the Group has a legally enforceable right to offset the recognized amounts and intends to settle them on a net basis or to realize the asset and settle the liability simultaneously.

2.5 Inventories

Inventories are carried at the lower of cost or net realizable value. Cost is determined using weighted average method. Net realizable value is the estimated selling price in the ordinary course of business, less the estimated costs to sell.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

2.6 Investment properties

Investment properties are properties held to earn rentals and/or for capital appreciation, including property under construction for such purposes.

Investment properties are stated at cost less of accumulated depreciation and/or accumulated impairment losses, if any. Cost includes expenditure that is directly attributable to the acquisition of the items.

Land is not depreciated. Capital work in progress is transferred to the appropriate investment properties category upon completion and depreciated from the point at which it is ready for use. Depreciation of buildings is calculated on a straight-line basis over the estimated useful lives of between 20-33 years. Significant parts of an item of investment properties are depreciated separately.

Investment properties are derecognized either when they have been disposed of or when the investment property is permanently withdrawn from use and no future economic benefit is expected from its disposal. If an investment property becomes owner-occupied, it is reclassified as property and equipment.

The difference between the net disposal proceeds and the carrying amount of the asset is recognized in the consolidated statement of income in the period of derecognition.

The Group discloses the fair values of investment properties in the notes to the annual consolidated financial statements.

2.7 Leases - policy applicable from January 1, 2019

As detailed in note 2.1(iv), the Group has applied IFRS 16 from January 1, 2019 using the modified retrospective approach and accordingly the comparative information has not been restated and continues to be reported under IAS 17 and IFRIC 4. The accounting policies applicable until December 31, 2018 are presented separately.

(i) The Group as a lessee

At the lease commencement date, the Group recognizes a right-of-use asset and a corresponding lease liability with respect to all lease agreements in which it is the lessee, except for short-term leases (leases with a lease term of 12 months or less) and leases of low-value assets, for which the Group recognizes the lease payments as an operating expense (unless they are incurred to produce assets) on a straight-line basis over the term of the lease unless another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted by using the rate implicit in the lease. If this rate cannot be readily determined, the Group uses its incremental borrowing rate. In general, the Group uses its incremental borrowing rate as the discount rate which has been used to measure all the lease liabilities recognized.

Lease payments included in the measurement of the lease liability comprise:

- fixed lease payments (including in-substance fixed payments), less any lease incentives;
- variable lease payments that depend on an index or rate, initially measured using the index or rate at the commencement date;
- the amount expected to be payable by the lessee under residual value guarantees;
- the exercise price of purchase options, if the lessee is reasonably certain to exercise the options; and
- payments of penalties for terminating the lease, if the lease term reflects the exercise of an option to terminate the lease.

The lease liability is presented as a separate line in the consolidated statement of financial position, classified as current and non-current.

The lease liability is subsequently measured by increasing the carrying amount to reflect interest on the lease liability (using the effective interest rate method) and by reducing the carrying amount to reflect the lease payments made.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

The Group remeasures the lease liability (and makes a corresponding adjustment to the related right-of-use asset) whenever:

- the lease term has changed or there is a change in the assessment of exercise of a purchase option, in which case the lease liability is remeasured by discounting the revised lease payments using a revised discount rate.
- the lease payments change due to changes in an index or rate or a change in expected payment under a guaranteed residual value, in which cases the lease liability is remeasured by discounting the revised lease payments using the initial discount rate (unless the lease payments change is due to a change in a floating interest rate, in which case a revised discount rate is used).
- a lease contract is modified and the lease modification is not accounted for as a separate lease, in which case the lease liability is remeasured by discounting the revised lease payments using a revised discount rate.

The right-of-use assets comprise the initial measurement of the corresponding lease liability, lease payments made at or before the commencement day and any initial direct costs. They are subsequently measured at cost less accumulated depreciation and impairment losses.

Right-of-use assets are depreciated over the shorter period of the lease term or the economic useful life of the underlying asset. If a lease transfers ownership of the underlying asset or the cost of the right-of-use asset reflects that the Group expects to exercise a purchase option, the related right-of-use asset is depreciated over the economic useful life of the underlying asset. The depreciation starts at the commencement date of the lease.

The right-of-use assets are presented as a separate line in the consolidated statement of financial position, unless the right-of-use asset meet the definition of investment property and in such case it is presented in the statement of financial position within investment property.

Variable rents that do not depend on an index or rate are not included in the measurement the lease liability and the right-of-use asset, and the related payments are recognized as an expense (unless they are incurred to produce assets) in the period in which the event or condition that triggers those payments occurs.

(ii) The Group as a lessor

When the Group acts as a lessor, it determines at lease inception whether each lease is a finance lease or an operating lease. To classify each lease, the Group makes an overall assessment of whether the lease transfers substantially all of the risks and rewards incidental to ownership of the underlying asset. In such case the lease is a finance lease, otherwise it is an operating lease.

When the Group is an intermediate lessor, it accounts for its interests in the head lease and the sub-lease separately. It assesses the lease classification of a sub-lease with reference to the right-of-use asset arising from the head lease, not with reference to the underlying asset.

If an arrangement contains lease and non-lease components, then the Group applies IFRS 15 to allocate the consideration in the contract. The Group applies the derecognition and impairment requirements in IFRS 9 to the finance lease receivables.

Lease payments received under operating leases are recognized as income on a straight-line basis over the lease term as part of other income.

**JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)**

Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

Leases – policy applicable until December 31, 2018 (applying IAS 17 and IFRIC 4)

(i) The Group is a lessee

Leases in which a significant portion of the risks and rewards of ownership are retained by another party, the lessor, are classified as operating leases. Payments made under operating leases are charged to the consolidated statement of income on a straight-line basis over the non-cancellable period of lease together with any further terms for which the Group has the option to continue the lease when at the inception of the lease it is reasonably certain that the Group will exercise the option.

Leases of assets where the Group has substantially all the risks and rewards of ownership are classified as finance leases. Finance leases are recognized at the lease's commencement at the lower of the fair value of the leased property and the present value of the minimum lease payments. Each lease payment is allocated between the liability and finance costs. The corresponding rental obligations, net of finance costs, are presented as current and non-current liabilities in the consolidated statement of financial position. The finance costs element is expensed over the lease term so as to produce a constant periodic rate of interest on the remaining balance of the liability.

The assets acquired under finance leases are depreciated over the shorter of the asset's useful life and the lease term provided there is no reasonable certainty that the Group will obtain ownership at the end of the lease term and in such cases, the assets are depreciated over the asset's useful life.

(ii) The Group is a lessor

In general, the accounting policies applicable to the Group as a lessor in the comparative period were not different from the requirements of IFRS 16 as explained in Note 2.7(ii) except for the classification of the sub-lease to finance lease or operating lease. Under IAS 17, applicable to the comparative information, a sublease is classified with reference to the underlying asset, while IFRS 16 requires the lessor to classify the sub-lease with reference to the right-of-use asset.

2.8 Property and equipment

Property and equipment are stated at cost, net of accumulated depreciation and/or accumulated impairment losses, if any. Cost includes expenditure that is directly attributable to the acquisition of the items.

Major inspections are recognized in the carrying amount of the property and equipment as a replacement if the recognition criteria are satisfied. All other repair and maintenance costs are recognized in the consolidated statement of income as incurred.

Land is not depreciated. Capital work in progress is transferred to the appropriate property and equipment category upon completion and depreciated from the point at which it is ready for use. Depreciation is calculated on a straight-line basis over the estimated useful lives of the assets as follows:

Buildings	20 - 33 years
Machinery and equipment	5 - 13.33 years
Furniture and fixtures	5 - 10 years
Motor vehicles	4 years
Computers	5 years
Leasehold improvements	3 years

Significant parts of an item of property and equipment are depreciated separately.

An item of property and equipment is derecognized upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in the consolidated statement of income when the asset is derecognized. When the use of a property changes from owner-occupied to investment property, the property is reclassified as investment property.

The residual values, useful lives and methods of depreciation of property and equipment are reviewed at each financial year-end and adjusted prospectively, if appropriate.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

2.9 Impairment of non-financial assets

The Group assesses at the end of each reporting period whether there is any indication that non-financial assets may be impaired.

Non-financial assets other than goodwill, if any, are tested for impairment when events or changes in circumstances indicate that the carrying amount may not be recoverable. Goodwill, if any, is tested for impairment annually. For the purpose of measuring recoverable amounts, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units 'CGUs'). Recoverable amount is the higher of an asset's fair value less costs of disposal and value in use (being the present value of the expected future cash flows of the relevant asset or CGU, as determined by management). When the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount. Such impairment loss is recognized in the consolidated statement of income in the period it has occurred.

The Group assesses at the end of each reporting period whether there is any indication that an impairment loss recognized in prior periods for an asset other than goodwill, if any, may no longer exist or may have decreased. A previously recognized impairment loss is reversed only if there has been a change in the estimates used to determine the asset's recoverable amount since the last impairment loss was recognized. Such reversal is recognized in the consolidated statement of income. Impairment losses on goodwill, if any, are not reversible.

2.10 Provisions

Provisions are recognized when the Group has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. Provisions are not recognized for future operating losses.

Where the Group expects some or all of a provision to be reimbursed, for example under an insurance contract, the reimbursement is recognized as a separate asset but only when the reimbursement is virtually certain. The expense relating to a provision is presented in the consolidated statement of income net of any reimbursement.

2.11 Zakat and income taxes

The Company is subject to zakat in accordance with the regulations of the General Authority of Zakat and Tax (the "GAZT"). Provision for zakat is computed in accordance with the regulations of GAZT, and is charged to the consolidated statement of income. Differences arising from final assessments are accounted for in the reporting period in which such assessments are finalized, with associated adjustments to zakat provision recognized in the consolidated statement of income.

The Company withholds taxes with non-residents as required under Saudi Arabian Income Tax Law.

Foreign subsidiaries are subject to income taxes in their respective countries of domicile. Such income taxes are charged to the consolidated statement of income.

2.12 Employee benefits

(a) Provision for end-of-service benefits

The level of benefit provided is based on the length of service and earnings of the person entitled, and computed in accordance with the rules stated under the Saudi Arabian Labor and Workmen Law.

The liability of end of service benefits, being a defined benefit plan, is determined using the projected unit credit method with actuarial valuations being conducted at end of annual reporting periods. The related liability recognized in the consolidated statement of financial position is the present value of the end of service benefits obligation at the end of the reporting period.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

The discount rate applied in arriving at the present value of the end of service benefits obligation represents the yield on government bonds, by applying a single discount rate that approximately reflects the estimated timing and amount of benefit payments.

End of service benefits costs are categorized as follows:

- (i) current service cost (increase in the present value of end of service benefits obligation resulting from employee service in the current period)
- (ii) interest expense (calculated by applying the discount rate at the beginning of the period to the end of service benefits liability); and
- (iii) remeasurement.

Current service cost and the interest expense arising on the end of service benefits liability are included in the same line items in the consolidated statement of income as the related compensation cost.

Remeasurement, comprising actuarial gains and losses, is recognized in full in the period in which they occur, in other comprehensive income without recycling to the profit or loss in subsequent periods. Amounts recognized in other comprehensive income are recognized immediately in retained earnings.

(b) Short-term employee benefits

Short-term employee benefits are employee benefits that are expected to be settled wholly before twelve months after the end of the annual reporting period in which the employees render the related service. Short-term employee benefit obligations are measured on an undiscounted basis and are expensed as the related service is provided.

A liability is recognized for the amount expected to be paid under short-term cash bonus if the Group 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.

(c) Employees' incentive program

The Group adopts an employees' incentive program (the Program) whereby the Group grants selected employees the right to receive incentive cash compensation at the end of a vesting period if specified conditions are met. The amount of compensation is linked to the growth in net income as reported in the annual consolidated financial statements of the Group. Since the incentives are not expected to be settled wholly within twelve months after the end of the annual reporting period in which the employees render the related service, the liability for the Program is measured as the present value of the estimated future payments in respect of services provided by employees up to the reporting date using the projected unit credit method. The estimated future payments are discounted using the relevant yield on government bonds. Remeasurement is recognized in the consolidated statement of income in the period in which they arise. The liability for the Program is classified under current and non-current liability based on the expected date of settlement.

2.13 Statutory reserve

In accordance with the Regulations for Companies in the Kingdom of Saudi Arabia, the Company is required to transfer 10% of its net income to a statutory reserve until such reserve equals minimum of 30% of share capital. This reserve is not available for distribution to the shareholders of the Company.

2.14 Sale revenue

Sales revenue is measured based on the consideration specified in a contract with a customer excluding amounts collected on behalf of third parties, if any. The Group generally recognizes revenue at a point in time, when it transfers control over a product to a customer, which typically occurs when the product is delivered to the customer. Sales revenue exclude value added tax (VAT) collected. Sales are shown in the consolidated statement of income net of returns and any discounts given.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

The following is a description of principal activities, from which the Group generates its revenue:

(a) Sales in retail outlets

The Group owns and operates a chain of retail outlets under the “Jarir bookstore” brand, selling office supplies, school supplies, books, computers and peripherals, computer supplies, smartphones and accessories, electronics, art and craft supplies, video games and kids’ development products.

Sales revenue is recognized when the customer takes possession of the product sold by a Group entity. Payment of the transaction price is due immediately when the customer purchases the product.

The Group’s return policy grants customers the right-of return within three days with certain requirements and certain exceptions.

(b) Wholesales

The Group sells office supplies, school supplies, computer supplies and art & craft supplies to other resellers. Sales are recognized when control of the products has transferred, being when the products are delivered to the reseller and there is no unfulfilled obligation that could affect the reseller’s acceptance of the products. This type of sales involves credit terms of 30-90 days. Typically, wholesales are non-returnable, and goods might be returned only at management’s discretion.

(c) Sale to corporate customers

The Group sells office supplies, school supplies, computer supplies, and art & craft supplies to corporate customers for their own use. Sales are recognized when the products are delivered to the customer and the Group has objective evidence that all criteria for acceptance have been satisfied. Typically, this type of sales involves credit terms of 30-90 days, and for certain customers, goods are returnable within 90 days provided goods are in their original condition.

(d) Online sales

Retail sales are also conducted online in the Kingdom through “Jarir.com” website and “Jarir Bookstore app”. Sales are recognized when the products are delivered to the customers by the shipping agent. Payment of the transaction price is normally received upon or before placing online orders and recognized as a liability until the recognition of sales.

For all types of sales, historical experience suggests that the amount of returns is totally immaterial, and accordingly, no refund liability is recognized at the time of sale. The validity of this conclusion is assessed at each reporting date. If the returns pattern changed, the Group would recognize a refund liability and corresponding asset (right to the returned goods) for products expected to be returned, with revenue and related cost of sales adjusted accordingly.

In all the above types, the stated price is the transaction price, and the Group does not have contracts where the period between the transfer of the promised goods to the customer and payment by the customer exceeds one year, and as a result, the Group does not adjust transaction prices for the time value of money.

The Group typically sells computers, peripherals smartphone and other electronic devices with standard warranties that provide assurance to the consumer that the product will work as intended normally for 12 months to 24 months from the date of sale. Provision is made for estimated warranty claims in respect of products sold which are still under warranty at the end of the reporting period. The provision is estimated based on historical warranty claim information, suppliers’ recommendation, and recent trends.

The Group typically sells its own gift vouchers to its customers. The amounts collected from such sales are recognized as a liability being a performance obligation and recognized as revenue when the gift vouchers are redeemed by the customers. As per the terms of the gift voucher, its validity is one year.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

2.15 Cost of sales and operating expenses

Cost of sales consists of the costs previously included in the measurement of inventory that has been sold to customers, warehouse costs, cost of distribution to outlets, and all the costs of retail outlets including salaries, wages and benefits, operating expenses, depreciation and occupancy costs.

Other operating expenses are classified as either general and administrative or selling and marketing expenses.

2.16 Rental revenue

Rental revenue from operating leases on investment properties as well as subleases within leased properties where the Group is lessee is accounted for on a straight-line basis over the lease terms and recognized in the consolidated statement of income. Rents received in advance represent rents collected from tenants and are unearned at the reporting date and presented under current liability in the consolidated statement of financial position. Operating lease receivables represent the amount of rent receivables arising from operating lease contracts. Rental revenue from these properties is included under 'other income' in the consolidated statement of income.

2.17 Finance charges

Finance charges, if any, are recognized within 'finance costs' in the consolidated statement of income using the effective interest rate method, except for borrowing costs relating to qualifying assets, if any, which are capitalized as part of the cost of that asset.

The effective interest method is a method of calculating the amortized cost of a financial liability and of allocating the interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments throughout the expected life of the financial instrument to the net carrying amount of the financial liability.

2.18 Earnings per share

The Group presents basic, and diluted (if any), earnings per share (EPS) data for its common shares. Basic EPS is calculated by dividing the profit or loss attributable to common shareholders of the Company by the weighted average number of common shares outstanding during the period, adjusted for own shares held (if any). Diluted EPS, if any, is determined by adjusting the profit or loss attributable to common shareholders and the weighted average number of common shares outstanding, adjusted for own shares held, for the effects of all dilutive potential common shares.

2.19 Segment reporting

An operating segment is a component of the Group that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the Group's other components. All operating segments' operating results are reviewed regularly by the chief executive officer of the Group, being the chief operating decision-maker, to make decisions about resources to be allocated to the segment and assess its performance, and for which discrete financial statements are available.

Operating segments are reported in a manner consistent with the internal reporting provided to the chief executive officer.

2.20 Fair value measurement

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either:

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

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

The fair value of an asset/liability is measured using the assumptions that market participants would use when pricing those assets, assuming that market participants act in their economic best interest.

The Group uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximizing the use of relevant observable inputs and minimizing the use of unobservable inputs.

All assets for which fair value is disclosed in the annual consolidated financial statements are categorized within the fair value hierarchy. This is described, as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- Level 1 - Quoted (unadjusted) market prices in active markets for identical assets or liabilities
- Level 2 - Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable
- Level 3 - Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable.

To measure the fair value of properties, the Group engages an independent valuer who holds a recognized and relevant professional qualification and has recent experience in the location and category of the asset being valued.

Management reviews valuer's report and assesses appropriateness of assumptions and valuation techniques and the overall reasonableness of valuation. For the purpose of fair value disclosures, the Group has determined classes of assets on the basis of the nature, characteristics and risks of the asset and the level of the fair value hierarchy, as explained above. Management determined that the investment properties consist of two classes of assets: (i) office, retail and residential properties in KSA and (ii) office and retail properties in Egypt.

2.21 Current versus non-current classification

The Group presents assets and liabilities in the consolidated statement of financial position based on current/ non-current classification. An asset is current when it is:

- Expected to be realized or intended to be sold or consumed in the normal operating cycle
- Held primarily for the purpose of trading
- Expected to be realized within twelve months after the reporting period, or
- Cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period

All other assets are classified as non-current.

A liability is current when:

- It is expected to be settled in the normal operating cycle
- It is held primarily for the purpose of trading
- It is due to be settled within twelve months after the reporting period, or
- There is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period.

All other liabilities are classified as non-current.

3 Cash and cash equivalents

	<u>2019</u>	<u>2018</u>
Cash at bank	23,729	140,081
Cash in hand	5,057	5,464
	<u>28,786</u>	<u>145,545</u>

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

4 Trade receivables

	<u>2019</u>	<u>2018</u>
Trade receivables	197,484	198,518
Less: allowance for impairment of trade receivables	(17,370)	(18,036)
	<u>180,114</u>	<u>180,482</u>

Movement in allowance for impairment of trade receivables is as follows:

	<u>2019</u>	<u>2018</u>
January 1	18,036	16,665
Additions	-	1,539
Write-offs	(16)	(23)
Reversals	(650)	(145)
December 31	<u>17,370</u>	<u>18,036</u>

5 Inventories

	<u>2019</u>	<u>2018</u>
Smart phones, electronics and accessories	577,590	390,084
Computers and related supplies and programs	349,267	353,190
Office supplies	120,983	141,698
Books	126,884	123,376
School supplies	104,128	88,835
Video games and smart TVs	70,594	59,698
Engineering and technical supplies	38,535	38,301
Goods in transit	1,507	1,781
Other	13,215	11,754
	<u>1,402,703</u>	<u>1,208,717</u>
Less: provision for slow moving inventories	(142,744)	(151,044)
	<u>1,259,959</u>	<u>1,057,673</u>

Movement in provision for slow moving inventories is as follows:

	<u>2019</u>	<u>2018</u>
January 1	151,044	135,634
(Reversal) / additions	(8,300)	15,410
December 31	<u>142,744</u>	<u>151,044</u>

6 Prepayments and other current assets

	<u>2019</u>	<u>2018</u>
Advances to suppliers	158,614	207,862
Prepaid rentals	5,975	48,309
Employees receivable	32,918	25,977
Less: Provision for doubtful employee receivables	(2,165)	(2,043)
	<u>30,753</u>	<u>23,934</u>
Other prepayments	13,344	10,533
Claims on vendors	71,968	53,273
Lease and other receivables	51,639	36,163
Less: Provision for doubtful lease receivables	(11,931)	(5,862)
	<u>39,708</u>	<u>30,301</u>
	<u>320,362</u>	<u>374,212</u>

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

7 Investment properties

	Land	Buildings	Construction and other work in progress	Total
Cost				
January 1, 2019	121,211	149,191	77,329	347,731
Right-of-use assets recognized on the transition to IFRS 16 at January 1, 2019	-	47,654	-	47,654
Adjusted balance as at January 1, 2019	121,211	196,845	77,329	395,385
Additions to owned assets	-	72	36,010	36,082
Right-of-use assets added during the year	-	96	-	96
Impact of lease modification on right-of-use assets recognized during the year	-	(969)	-	(969)
Right-of-use assets derecognized against finance lease receivable	-	(891)	-	(891)
Transfers from construction and other work in progress	-	30,381	(30,381)	-
Net transfers from property and equipment	5,326	20,576	529	26,431
Exchange difference	-	1,800	3,875	5,675
December 31, 2019	126,537	247,910	87,362	461,809
Accumulated depreciation and impairment				
January 1, 2019	-	(23,748)	(10,229)	(33,977)
Additions	-	(12,293)	-	(12,293)
Reversal of impairment	-	-	4,148	4,148
Net transfers to property and equipment	-	101	-	101
Exchange difference	-	(319)	(1,145)	(1,464)
December 31, 2019	-	(36,259)	(7,226)	(43,485)
Net book value	126,537	211,651	80,136	418,324
Cost				
January 1, 2018	124,415	96,521	84,938	305,874
Additions	-	504	47,113	47,617
Transfers from construction and other work in progress	-	53,717	(53,717)	-
Net transfers to property and equipment	(3,204)	(1,388)	(657)	(5,249)
Exchange difference	-	(163)	(348)	(511)
December 31, 2018	121,211	149,191	77,329	347,731
Accumulated depreciation and impairment				
January 1, 2018	-	(20,329)	(10,337)	(30,666)
Additions	-	(3,218)	-	(3,218)
Net transfers from property and equipment	-	(229)	-	(229)
Exchange difference	-	28	108	136
December 31, 2018	-	(23,748)	(10,229)	(33,977)
Net book value	121,211	125,443	67,100	313,754

All investment properties are held for rental income and not for capital appreciation.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

7.1 Fair value of investment property

For the purpose of fair value disclosure, management determined that the investment properties consist of three classes of assets: (i) freehold office, retail and residential properties in the Kingdom of Saudi Arabia (KSA), (ii) freehold office and retail properties in Egypt and (iii) Right-of-use assets recognized as per the requirements of IFRS 16 as follows:

	(Saudi Riyals in millions)			
	December 31, 2019		December 31, 2018	
	Carrying Amount	Fair Value	Carrying Amount	Fair Value
Freehold office, retail and residential properties in KSA	334.7	652.9	278.2	578.4
Freehold office and retail properties in Egypt	43.8	99.8	35.6	86.7
Right-of-use assets	39.8	79.9	-	-
Total	418.3	832.6	313.8	665.1

The fair value of investment property presented in the above table is based on valuation by independent valuers who hold recognized and relevant professional qualifications and have recent experience in the location and category of the investment property being valued.

(i) Investment properties in KSA

The fair value measurements of the office, retail and residential properties in KSA as at the above dates were all performed by Barcode Company (Abdulkarim Mohammed Abanme and Moath Mohammed Abanme, both are accredited valuers by the Saudi Authority for Accredited Valuers (Taqeem), holding membership number 1210000001 and 1210000730, respectively). Barcode Company is independent valuer not related to the Group who holds recognized and relevant professional qualifications and has recent experience in the location and category of the investment property being valued.

The fair value measurement in its entirety is classified into level 2 and 3 based on the valuation techniques used in estimating the fair value and related inputs.

For completed properties, the fair value was determined based on capitalization of net income method, where the market rentals of the properties are assessed in light of the rentals of similar properties in the market and operating expenses are estimated based on market averages and valuer's knowledge. The capitalization rate used is adopted by reference to the yield rates normally used for similar properties and location and adjusted based on the valuer's knowledge of the factors specific to the respective properties.

For under-construction properties, the fair value of land was determined based on the market comparable approach that reflects prices for similar properties, while the fair value on construction works was determined based on the cost approach by reference to the actual cost provided by the Group.

In estimating the fair value of the properties, the highest and best use of the properties is their current use.

There has been no change to the valuation techniques as of December 31, 2019 and December 31, 2018.

(ii) Office and retail properties in Egypt

The fair value measurements of the office and retail properties in Egypt are performed by the following valuers:

Valuation date: December 31 2019:

Deyar El Safwa (Eng. Mohamed Abdulrahman Ahmed Youssef), accredited real estate valuer by the Financial Regulatory Authority (in Egypt), Reg. number 93.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

Valuation date December 31 2018:

El Said Financial & Engineering Consultancy (Dr. Moheeb El-Said Ibrahim), accredited real estate valuer by the Financial Regulatory Authority (in Egypt), Reg. number 130.

Zaktronix (Eng. Zakaria Ali Mohamed El Gohary), accredited real estate valuer by the Financial Regulatory Authority (in Egypt), Reg. number 56.

Deyar El Safwa (Eng. Mohamed Abdulrahman Ahmed Youssef), accredited real estate valuer by the Financial Regulatory Authority (in Egypt), Reg. number 93.

All the above valuers are independent valuers not related to the Group, hold recognized and relevant professional qualifications and have recent experience in the location and category of the investment property being valued.

The fair value was determined based on the market comparable approach.

The fair value measurement in its entirety is classified into level 2. Adjustment to level 2 inputs that are significant to the entire measurement did not use significant unobservable inputs.

For a property which had a fair value (less cost of disposal) greater than its net book value at December 31, 2019, and its estimated value in use did not exceed its fair value (less cost of disposal), its carrying amount has been increased to its recoverable amount (being fair value less cost of disposal). A reversal of a prior impairment loss amounting Saudi Riyals 4.1 million is recognized in the statement of income for the year ended December 31, 2019. There has been no impairment loss or related reversal recognized in the statement of income for the year ended December 31, 2018.

(iii) Right-of-use assets:

Right-of-use assets within the investment properties exist in KSA and Qatar.

The fair value measurements of right-of-use assets in KSA as at December 31, 2019 were performed by Barcode Company referred to above.

The fair value measurements of right-of-use assets in Qatar as at December 31, 2019 were performed by ValuStrat LLC in Qatar. ValuStrat is a Royal Institution of Chartered Surveyors (RICS) regulated firm. ValuStrat is independent valuer not related to the Group and who has sufficient and current knowledge of the Qatari market and the skills and understanding to undertake an objective and unbiased valuation competently. It has recent and sufficient experience in the location and category of the investment property being valued.

The fair value measurement of the right-of-use assets in its entirety is classified into level 3 based on the valuation techniques used in estimating the fair value and related inputs. The discounted cash flow method has been used as the valuation approach.

The statement of income includes, among others, the following amounts related to investment properties:

	<u>2019</u>	<u>2018</u>
Rental income	38,528	29,161
Maintenance and repair expenses from property that generated rental income	1,207	1,402
Maintenance and repair expenses from property that did not generate rental income	409	317

The rental income in 2019 includes the rental income generated by the right-of-use investment properties.

The Group has no significant contractual obligations for repairs or maintenance of its investment properties.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

8 Right-of-use assets

The following table presents information about the right-of-use assets, other than those included in the investment properties, arising from the application of IFRS 16 as explained in Note 2.1(ii):

	2019 <u>Buildings</u>
Assets recognized on transition to IFRS 16 at January 1, 2019	658,280
Carrying amount as at December 31, 2019	663,995
Additions during the year	88,842
Lease modifications	(14,511)
Depreciation charge for the year	78,193

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

9 Property and equipment

	Land	Buildings	Machinery and equipment	Furniture and fixtures	Motor vehicles	Computers	Leasehold improvements	Construction and other work in progress (CWIP)	Buildings under finance lease	Total
Cost										
January 1, 2019	503,257	483,316	11,693	151,979	21,370	51,890	129,315	123,159	13,860	1,489,839
Additions	-	8	238	4,865	808	4,461	89	73,691	-	84,160
Disposals	(9,479)	-	(151)	(1,771)	(1,323)	(683)	(9)	-	-	(13,416)
Transfers to right-of-use assets	-	-	-	-	-	-	-	-	(13,860)	(13,860)
Net transfers to investment property	(5,326)	(20,576)	-	-	-	-	-	(529)	-	(26,431)
Transfers from CWIP	-	46,899	150	9,437	292	1,277	20,148	(78,203)	-	-
Exchange difference	-	78	-	-	-	-	-	2,790	-	2,868
December 31, 2019	488,452	509,725	11,930	164,510	21,147	55,945	149,543	120,908	-	1,523,160
Accumulated depreciation										
January 1, 2019	-	(110,474)	(10,089)	(92,430)	(18,806)	(39,546)	(98,962)	-	(4,235)	(374,542)
Additions	-	(15,900)	(571)	(10,173)	(1,302)	(5,345)	(21,274)	-	-	(54,565)
Disposals	-	-	148	1,719	1,323	660	9	-	-	3,859
Transfers to right-of-use assets	-	-	-	-	-	-	-	-	4,235	4,235
Net transfers from investment property	-	(101)	-	-	-	-	-	-	-	(101)
Exchange difference	-	(10)	-	-	-	-	-	-	-	(10)
December 31, 2019	-	(126,485)	(10,512)	(100,884)	(18,785)	(44,231)	(120,227)	-	-	(421,124)
Net book value	488,452	383,240	1,418	63,626	2,362	12,714	29,316	120,908	-	1,102,036
Cost										
January 1, 2018	532,065	410,928	11,095	137,575	20,126	48,811	105,620	117,991	13,860	1,398,071
Additions	-	1,367	528	5,026	1,057	2,051	2,584	112,502	-	125,115
Disposals	(32,912)	-	(62)	(101)	(461)	(420)	(61)	(4,370)	-	(38,387)
Transfers	900	69,626	132	9,479	648	1,448	21,172	(103,405)	-	-
Net transfers from investment property	3,204	1,388	-	-	-	-	-	657	-	5,249
Exchange difference	-	7	-	-	-	-	-	(216)	-	(209)
December 31, 2018	503,257	483,316	11,693	151,979	21,370	51,890	129,315	123,159	13,860	1,489,839
Accumulated depreciation										
January 1, 2018	-	(96,657)	(9,334)	(83,008)	(18,014)	(35,038)	(76,867)	-	(3,465)	(322,383)
Additions	-	(14,032)	(817)	(9,508)	(1,254)	(4,865)	(22,156)	-	(770)	(53,402)
Disposals	-	-	62	86	462	357	61	-	-	1,028
Net transfers to investment property	-	229	-	-	-	-	-	-	-	229
Exchange difference	-	(14)	-	-	-	-	-	-	-	(14)
December 31, 2018	-	(110,474)	(10,089)	(92,430)	(18,806)	(39,546)	(98,962)	-	(4,235)	(374,542)
Net book value	503,257	372,842	1,604	59,549	2,564	12,344	30,353	123,159	9,625	1,115,297

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Notes to consolidated financial statements for the year ended December 31, 2019
 (All amounts in Saudi Riyals thousands unless otherwise stated)

As at December 31, 2019, property and equipment and investment property include lands amounting to Saudi Riyals 24.7 million (2018: Saudi Riyals 24.7 million) which are registered under the name of related parties and others and the beneficial ownership has been transferred to the Group.

10 Bank borrowings and term loans

As at December 31, 2019	Interest rate	Outstanding balance	Contractual maturity
Short term Tawarruq facility	2.94%-3.24%	300,000	Various maturities, the last of which is February 12, 2020
Islamic debit current account (overdraft)	2.00% + SIBOR	6,923	Account must be brought into a credit balance at a minimum once a year
Conventional overdraft	2.00% + SIBOR	34,604	Account must be brought into a credit balance at a minimum once a year. For a bank, there is no requirement to clear the outstanding overdraft balance.
Total		<u>341,527</u>	
As at December 31, 2018			
Short-term Tawarruq facility	3.68%-4.05%	275,000	Various maturities, the last of which is February 7, 2019
Total		<u>275,000</u>	

Changes in bank borrowings and term loans arose from cash flows.

10.1 Finance costs

	2019	2018
Interest on overdraft facility (Islamic debit current account)	1,389	627
Interest on overdraft facility – conventional	148	94
Interest on Murabaha/Tawarruq term loans	10,722	3,256
Interest on lease liabilities	48,917	-
	<u>61,176</u>	<u>3,977</u>

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

11 Liabilities against finance leases (2018)

As at December 31, 2018, lease liabilities recognized were only those arising from finance lease in accordance with the IAS 17 'Leases', and which were reclassified to lease liabilities on January 1, 2019 upon the initial application of IFRS 16. The following table presents the amounts related to such leases only.

	Minimum lease payments		Present value of minimum lease payments	
	2019	2018	2019	2018
Not later than one year	-	949	-	665
Later than one year and not later than five years	-	3,919	-	2,989
Later than five years	-	7,365	-	6,621
Less: future finance charges	-	(1,958)	-	-
Present value of minimum lease payments	-	10,275	-	10,275
			2019	2018
Current			-	665
Non-current			-	9,610
			-	10,275

Finance leases related to a showroom with a non-cancellable lease term until June 22, 2031 and a cancellable term from June 23, 2031 to June 22, 2043. The lease contract contains an escalation of lease payments at the rate of 1.3% on an annual basis, with no option to buy the leased properties.

12 Accounts payable

	2019	2018
Trade payables	826,152	827,485
Advances from customers	58,807	45,452
Employees	6,349	6,742
Other	21,811	25,069
	913,119	904,748

13 Accrued expenses and other liabilities

	Note	2019	2018
Accrued bonus and commission		66,790	60,251
Warranty charges provision	13.1	13,164	20,637
Accrued salaries, wages and benefits		21,411	18,682
Other		24,126	16,361
		125,491	115,931

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

13.1 Warranty provision

A provision is recognized for expected warranty claims on products sold for which Group is liable to cover warranty. It is expected all these costs will be incurred within two years after the reporting date.

Assumptions used to calculate the provision for warranties are based on product sales, date of sale, warranty period, and estimated level of repairs and warranty costs.

The estimate has been made based on historical warranty trend and recommendation of vendors has been considered and may vary as a result of cost changes, manufacturing processes and change in products quality.

Movement in provision for warranty is as follows:

	<u>2019</u>	<u>2018</u>
January 1	20,637	52,539
Added during the year	14,543	18,155
Utilized during the year	(22,016)	(19,951)
Reversals*	-	(30,106)
December 31	<u>13,164</u>	<u>20,637</u>

*Reversals in 2018 were due to service arrangements with vendors which have resulted in the shift of warranty liability from the Group to the vendors.

14 Deferred income

	Note	<u>2019</u>	<u>2018</u>
Gain on sale and lease back	14.1	4,498	4,889
Rental income	14.2	12,756	14,167
		17,254	19,056
Current maturity shown under current liabilities		(13,147)	(14,558)
		<u>4,107</u>	<u>4,498</u>

14.1 Gain on sale and lease back

The gain on sale and leaseback represents the gain related to the finance lease portion of a sale-lease-back transaction at the net book value of Saudi Riyals 7 million for a sale value of Saudi Riyals 14 million resulting in a gain of Saudi Riyals 7 million. This gain is being amortized over the lease term.

14.2 Rental income

Rental income represents amounts received from rental activity but not earned as at December 31, 2019 and 2018. Such amounts will be recognized as revenue in the subsequent year.

15 Zakat and income tax matters

Zakat is calculated at 2.5% on the higher of approximate zakat base or adjusted net income. Zakat is calculated based on the consolidated financial statements of Jarir Marketing Company.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

15.1 Component of zakat base

The significant components of the zakat base of the Company under zakat regulations are as follows:

	Note	2019	2018
Share capital at beginning of year		1,200,000	900,000
Statutory reserve at beginning of year		95,999	296,500
Retained earnings at beginning of year		476,557	501,431
Foreign currency translation reserve		(66,614)	(73,139)
Provisions		312,033	332,089
Loans and equivalents		12,669	-
Liabilities used to finance deductible assets		758,728	-
Liabilities outstanding for one year or more		-	32,708
Adjusted net income for the year	15.2	425,907	441,776
Additions to property and equipment and investment property		120,242	172,732
Dividends paid during the year in excess of retained earnings at beginning of year		501,443	391,569
Financial assets (investments)		(27,951)	(27,951)
Investment properties		(418,324)	(313,754)
Right-of-use assets		(663,995)	-
Property and equipment		(1,102,036)	(1,115,297)
Zakat provision		11,727	14,066
Dividends announced and paid		(978,000)	(889,500)
Approximate zakat base		<u>658,385</u>	<u>663,230</u>

In accordance with zakat regulations applicable to zakat years starting from January 1, 2019, zakat base, excluding the adjusted net income element, is subject to zakat at 2.5% adjusted by ratio of Gregorian to Hijri year number of days (i.e. 2.5% * 365/354). Zakat is calculated at 2.5% on the adjusted net income element.

15.2 Adjusted net income

	2019	2018
Income before zakat and income tax	1,009,819	974,242
<u>Adjustments:</u>		
Provisions during the year	37,773	31,835
Dividends paid in excess of retained earnings at beginning of year	(501,443)	(391,569)
Additions to property and equipment and investment property	(120,242)	(172,732)
Adjusted net income for year	<u>425,907</u>	<u>441,776</u>

15.3 Provision for zakat

The movement in the zakat provision for the year was as follows:

	2019	2018
January 1	28,316	28,325
Provisions	25,000	14,250
Payments	(16,589)	(14,259)
December 31	<u>36,727</u>	<u>28,316</u>

JARIR MARKETING COMPANY**(A Saudi Joint Stock Company)****Notes to consolidated financial statements for the year ended December 31, 2019**

(All amounts in Saudi Riyals thousands unless otherwise stated)

15.4 Status of zakat assessments

The GAZT has finalized the assessments for the years till 2010, and there are no outstanding zakat dues. During the year, the Group received zakat assessments from GAZT for the years 2011 to 2015, claiming zakat differences totaling Saudi Riyals 25.6 million as compared to zakat paid for those years. The Group objected to those assessments and filed an appeal letter in due time. Early 2020, The Group received a notification from GAZT that the appeal had been rejected and accordingly the Group escalated the case to the General Secretariat of Tax Committees in due time. The Group believes it has valid grounds to rebut these zakat assessments and concluded that there is no need to adjust zakat provision. Zakat returns for the years ended December 31, 2016 to 2018 are still under review by the GAZT.

15.5 Income tax

The amount of income tax recognized in the consolidated statement of income of Saudi Riyals 88 thousand (2018: Saudi Riyals Nil) pertains to the subsidiaries in Egypt and Qatar.

16 End of service benefits

The Company's end of service benefits plan is an unfunded plan. Cash generated by operations are quite sufficient to meet end of service benefit obligations as they become due.

16.1 Changes in the end of service benefit liability

	<u>2019</u>	<u>2018</u>
January 1	133,612	125,707
Interest cost	4,548	3,929
Current service cost	13,649	13,234
End of service benefit expense recognized in profit or loss	18,197	17,163
Benefits paid	(6,607)	(5,125)
Actuarial changes arising from experience adjustments	(2,767)	(4,633)
Actuarial changes arising from changes in demographic assumptions	3,224	608
Actuarial changes arising from changes in financial assumptions	703	(108)
Amount of actuarial loss (gain) included in other comprehensive income	1,160	(4,133)
December 31	<u>146,362</u>	<u>133,612</u>

End of service benefit expenses are included in the same line items in the consolidated statement of income as the related compensation cost.

Experience adjustments are the effects of differences between the previous actuarial assumptions and what has actually occurred.

16.2 Assumptions used and risks

The principal assumptions used in determining end of service benefit liability are shown below:

	<u>2019</u>	<u>2018</u>
Discount rate	2.50%	3.50%
Weighted average of the annual increase in compensation used in the calculation of end of service	6.10%	6.1%
Weighted average future number of years of service	4.0	4.6

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

The end of service benefit typically exposes the Group to actuarial risks such as interest risk, longevity risk and salary risk as follows:

Interest risk: As explained in Note 2.11, the discount rate used to calculate the present value of the end of service benefits obligation is estimated by reference to yields on the governmental bonds. A decrease in the bond interest rate will increase the end of service benefit liability.

Longevity risk: The present value of the end of service benefits obligation is calculated by reference to the best estimate of the number of years of employment. An increase in the number of remaining years of employment will increase the end of service benefit liability.

Salary risk: The end of service benefits liability is calculated by reference to the best estimate of future salaries of employees. An increase in the salary of employees will increase the end of service benefit liability.

16.3 Assumptions used and risks

A quantitative sensitivity analysis for significant assumption on the end of service benefit liability as at December 31, 2019 and 2018 is, as shown below:

	(Saudi Riyals in millions)	
	2019	2018
Discount rate:		
0.5 % increase	(2.9)	(2.9)
0.5% decrease	3.0	3.0
	(Saudi Riyals in millions)	
	2019	2018
Weighted average of the annual increase in compensation used in the calculation of end of service:		
2% increase	11.7	12.3
2% decrease	(10.7)	(10.8)
Weighted average future number of years of service:		
Increase by 1 year	10.2	5.1
Decrease by 1 year	(7.2)	(4.6)

The sensitivity analyses above have been determined based on a method that extrapolates the impact on the end of service benefit liability as a result of reasonable changes in key assumptions occurring at the end of the reporting period. The sensitivity analysis are based on a change in a significant assumption, keeping all other assumptions constant. The sensitivity analysis may not be representative of an actual change in the end of service benefit liability as it is unlikely that changes in assumptions would occur in isolation of one another.

In presenting the above sensitivity analysis, the present value of the defined benefit obligation has been calculated using the projected unit credit method at the end of the reporting period, which is the same as that applied in calculating the end of service benefit liability recognized in the consolidated statement of financial position.

The methods and assumptions used in preparing the sensitivity analyses for the 2019 and 2018 presented above are consistent.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Notes to consolidated financial statements for the year ended December 31, 2019

(All amounts in Saudi Riyals thousands unless otherwise stated)

17 Related party matters

17.1 Related parties' transactions

Significant transactions with related parties in the ordinary course of business included in the consolidated financial statements are summarized below:

		<u>2019</u>	<u>2018</u>
Board of directors	Salaries, wages and benefits (charged to profit or loss)	33,852	32,113
	Salaries, wages and benefits (in other comprehensive income)	(4,313)	753
Parties related to the Board of Directors	Construction and engineering services - cost	89,789	132,941
	Rent income	3,625	995
	Rent expense	8,301	7,732
	Consulting services - expense	-	12
	Consulting services - income	842	-

17.2 Related parties balance

Significant year-end balance arising from transactions with related parties are as follows:

		<u>2019</u>	<u>2018</u>
(i)	Payable to related parties		
	Parties related to the Board of Directors	-	184
(ii)	Receivable from related parties		
	Parties related to the Board of Directors	3,595	225

17.3 Key management personnel

Key management personnel, including all members of the board of directors, compensation comprised the following:

	<u>2019</u>	<u>2018</u>
Short-term employee benefits	36,007	33,475
Post-employment benefits (end of service benefits charged to profit or loss)	2,480	2,151
Post-employment benefits (end of service benefits in other comprehensive income)	(5,849)	1,726
Other long-term benefits (long-term incentive plan)	1,595	512

Short-term employee benefits of the Group's key management personnel includes salaries, allowances, cash and non-cash benefits, bonuses, and contributions to General Organization for Social Insurance.

18 Share capital

The share capital of the Company as of December 31, 2019 comprises of 120 million shares (2018: 120 million shares) stated at Saudi Riyals 10 per share.

19 Statutory reserve

In accordance with the Regulations for Companies in the Kingdom of Saudi Arabia, the Company is required to transfer 10% of its net income to a statutory reserve until such reserve equals to 30% of its share capital. In 2018, as explained in Note 1, capital was increased by bonus share issue through the capitalization of Saudi Riyals 296.5 million from the statutory reserve and Saudi Riyals 3.5 million from the retained earnings. This reserve is currently not available for distribution to the shareholders of the Company.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

20 Revenue

Set out below is the disaggregation of the Group's revenue:

The following table sets out the Group's revenue disaggregated by products and services category by reportable segment:

	(Saudi Riyals in millions)			Total
	Retail outlets	Wholesale	All other segments	
2019				
Smartphones, electronics and accessories	4,255	-	234	4,489
Other IT and digital products and services	2,420	3	183	2,606
Books and office, school and arts supplies	866	359	105	1,330
	7,541	362	522	8,425
2018				
Smartphones, electronics and accessories	3,543	-	159	3,702
Other IT and digital products and services	2,235	3	117	2,355
Books and office, school and arts supplies	845	369	91	1,305
	6,623	372	367	7,362

The following table sets out the Group's revenue disaggregated by products and services category by geographical market:

	(Saudi Riyals in millions)		Total
	Kingdom of Saudi Arabia	Other Gulf Countries and Egypt	
2019			
Smartphones, electronics and accessories	4,344	145	4,489
Other IT and digital products and services	2,445	161	2,606
Books and office, school and arts supplies	1,172	158	1,330
	7,961	464	8,425
2018			
Smartphones, electronics and accessories	3,571	131	3,702
Other IT and digital products and services	2,188	167	2,355
Books and office, school and arts supplies	1,150	155	1,305
	6,909	453	7,362

All the above revenues are recognized at a point in time.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

21 Cost of sales

	<u>2019</u>	<u>2018</u>
Purchases of goods	6,813,855	5,846,492
Changes in inventories	(202,286)	(109,728)
Cost of goods sold	<u>6,611,569</u>	<u>5,736,764</u>
Salaries, wages and benefits	293,720	262,991
Depreciation	127,418	49,520
Rental	7,380	98,218
Other	111,255	100,408
	<u>7,151,342</u>	<u>6,247,901</u>

22 General and administrative expenses

	<u>2019</u>	<u>2018</u>
Salaries, wages and benefits	90,074	81,238
Professional services	3,922	2,340
Depreciation	4,889	3,514
Utilities	2,319	2,147
Maintenance	2,981	2,736
Rentals	11	878
Other	14,609	14,099
	<u>118,805</u>	<u>106,952</u>

23 Selling and marketing expenses

	<u>2019</u>	<u>2018</u>
Advertising	59,206	38,742
Salaries, wages and benefits	51,495	39,540
Depreciation	427	348
Other	21,519	14,719
	<u>132,647</u>	<u>93,349</u>

24 Other income, net

This mainly includes rental revenue from operating leases on investment properties as well as subleases within leased properties where the Group is lessee netted-off with related expenses and other expenses.

25 Earnings per share

Earnings per share has been calculated by dividing net income for the years ended December 31, 2019 and 2018 by 120 million shares.

26 Dividends

Based on the pre-approval of the General Assembly, the Board of Directors in their meeting held on March 10, 2019; April 30, 2019; August 5, 2019 and November 5, 2019 resolved to distribute interim cash dividends amounting to Saudi Riyals 282 million Saudi Riyals 228 million, Saudi Riyals 168 million and Saudi Riyals 300 million respectively, which were paid to the shareholders during the year ended December 31, 2019 (i.e. a total of Saudi Riyals 8.15 per share).

Based on a pre-approval of the General Assembly, the Board of Directors in their meeting held on March 22, 2018; May 7, 2018; August 7, 2018 and November 1, 2018 resolved to distribute interim cash dividends amounting to Saudi Riyals 229.5 million, Saudi Riyals 216 million, Saudi Riyals 162 million and Saudi Riyals 282 million, respectively, which were paid to the shareholders during the year ended December 31, 2018 (i.e. a total of Saudi Riyals 7.41 per share).

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

27 Segment information

a) Operating segments

The Group is organized into business units based on factors including distribution method, targeted customers, products and geographic location.

The Group has two major operating segments namely, retail outlets and wholesale. The Group's chief executive officer reviews the internal management reports of each segment at least quarterly for the purpose of resources allocation and assessment of performance.

All other operating segments that are not reportable are combined under "All other segments". The sources of income of those segments include corporate sales, e-commerce and rentals.

The following summary describes the operations of each reportable segment.

Reportable segment	Operation
Retail outlets	Sale of office supplies, school supplies, books, computers & peripherals, computer supplies, smartphones and accessories, electronics, art & craft supplies, video games, smart TV's, kids' development products and provides after-sale services. All the retail outlets operate under the "Jarir bookstore" brand.
Wholesale	Sale of office supplies, school supplies, computer supplies, and art & craft supplies to other resellers.

The segmental information for the year ended December 31, was as follows:

	(Saudi Riyals in millions)			Consolidated
	Retail outlets	Wholesale	All other segments	
2019				
Revenue	7,541	362	522	8,425
Income before zakat and income tax	893	47	70	1,010
Depreciation	(130)	(3)	(12)	(145)
Reversal of impairment loss on non-financial assets	-	-	4	4
Finance costs	(57.2)	(0.2)	(3.8)	(61.2)
2018				
Revenue	6,623	372	367	7,362
Income before zakat and income tax	840	61	73	974
Depreciation	(52)	(2)	(3)	(57)
Finance costs	(3.7)	(0.3)	-	(4.0)

Sales reported above are all generated from external customers and there were no inter-segment sales.

Management uses segment income before tax to measure performance being the most relevant in evaluating the results of segments.

The accounting policies of the reportable segments are the same as the Group's accounting policies described in Note 2.19 above.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

b) Geographical information

The Group operates in two geographical segments namely, Saudi Arabia and other Gulf countries and Egypt. The Group sales to external customers and information about non-current assets by location for the year ended and as of December 31, are detailed below.

	(Saudi Riyals in millions)		
	Kingdom of Saudi Arabia	Other Gulf Countries and Egypt	Consolidated
2019			
Sales to external customers	7,961	464	8,425
Non-current assets	1,903	309	2,212
2018			
Sales to external customers	6,909	453	7,362
Non-current assets	1,377	80	1,457

Geographic information on sales is based on the geographic location of the customers and the geographic information on non-current assets is based on the geographic location of those assets. The Group maintains separate accounts for each country.

Refer to Note 20 for an analysis of the Group's sales from its major products and services categories to external customers.

28 Seasonality of operations

The Group's sales are positively affected by the back to school seasons, particularly sales of school and office supplies. Normally, the grand season (back to school from year-end holiday) falls in the third quarter while the small season (back to school from mid-year break) falls in the first quarter, but may partly fall in the fourth quarter (of the preceding financial year) depending on the school calendar. The grand season usually has a greater impact than the small season.

29 Commitments and contingencies

29.1 Contingencies

Contingencies are as follows:

	(Saudi Riyals in millions)	
	2019	2018
Letters of credit	122.3	161.8
Letters of guarantee	14.0	12.1

29.2 Capital commitments

At December 31, 2019, the Group had capital commitments of Saudi Riyals 82.7 million (December 31, 2018: Saudi Riyals 151 million). This balance includes capital commitment of Saudi Riyals 77.4 million with a party related to the Board of Directors (December 31, 2018: Saudi Riyals 138 million). These commitments are principally relating to the construction of the buildings and leasehold improvements which will comprise spaces for Group's own use including its retail outlets, and spaces to earn rentals.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

30 Operating leases

Future rental commitments at December 31, under these operating leases are as follows:

- (i) Future minimum lease payments under non-cancellable operating lease contracts where Group is lessee:

	(Saudi Riyals in millions)	
	2019	2018
Not later than 1 year	-	61.8
Later than 1 year and not later than 5 years	-	87.3
Later than 5 years	-	8.6
	-	<u>157.7</u>

From January 1, 2019, the Group has applied IFRS 16 and recognized right-of-use assets and related lease liabilities for its leases except for short-term leases and low-value leases (if any). Refer to Note 2.1(iv) and Note 33.4 for further information.

The Group leases as a lessee mainly relate to showrooms, employee housing and storage spaces. Operating leases of leased showrooms are with lease terms between 5 and 25 years and typically include escalation clauses.

Total minimum lease payment recognized as an expense in 2018 amount to Saudi Riyals 108 million.

- (ii) Future minimum lease payments under non-cancellable operating lease contracts where Group is lessor:

	(Saudi Riyals in millions)	
	2019	2018
Not later than 1 year	41.0	35.7
Later than 1 year and not later than 5 years	62.7	32.7
Later than 5 years	37.7	-
	<u>141.4</u>	<u>68.4</u>

Operating leases relate to the investment property owned by the Group, as well as subleases within leased properties where the Group is lessee, with lease terms between 1 to 10 years. Dependent on the lease terms, some lease contracts contain escalation clauses. Lessees do not have options to buy the leased properties.

The total future sublease payments related to leased properties, where the Group is lessee under the head lease, amounts to SAR 15.0 million related to non-cancellable subleases at the end of the reporting period (SAR 29.1 million in 2018).

31 Financial instruments

Financial assets at fair value through profit or loss represent investments in unquoted equity securities where insufficient recent information is available to measure fair value and management assessment is that cost represents the best estimate of fair value. All other financial assets and liabilities of the Group are classified and measured at amortized cost, and the carrying amounts of all such financial instruments are a reasonable approximation of fair value.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

32 Categories of financial instruments

Financial assets

(i) Amortized cost	Line item in the statement of financial position	December 31, 2019	December 31, 2018
Cash at banks and in hand	Cash and cash equivalent	28,786	145,545
Trade receivables (net)	Trade receivables	180,114	180,482
Employees receivables (net)	Prepayments and other assets	30,753	23,934
Lease receivables (net)	Prepayments and other assets	27,474	26,706
Other receivables (net)	Prepayments and other assets	12,234	3,595

(ii) Fair value through profit or loss

Financial assets mandatorily measured at fair value through profit or loss	Financial assets at FVTPL	27,951	27,951
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Financial liabilities

(i) Amortized cost	Line item in the statement of financial position	December 31, 2019	December 31, 2018
Trade payables	Accounts payable	826,152	827,485
Other payables	Accounts payable	21,811	25,069
Bank borrowings	Bank borrowings and term loans	341,527	275,000
Other accrued liabilities	Accrued expenses and other liabilities	24,126	16,361

33 Financial instruments – risk management

The principal financial risks faced by the Group relate to credit risk, foreign currency risk, interest rate risk and liquidity risk.

The Group is exposed to risks that arise from its use of financial instruments. This note describes the Group's objectives, policies and processes for managing those risks and the methods used to measure them. Further quantitative information in respect of these risks is presented throughout these financial statements.

There have been no significant changes in the Group's exposure to financial instrument risks, its objectives, policies and processes for managing those risks or the methods used to measure them from previous periods.

The Board has overall responsibility for setting the Group's risk management objectives and policies and the Group's finance function assist the Board in discharging its responsibility by designing and operating processes that ensure the effective implementation of the objectives and policies.

The overall objective of the Board is to set policies that seek to reduce risk to the minimum.

33.1 Credit risk

Credit risk is the risk of financial loss to the Group if a customer or counterparty to a financial instrument fails to meet its contractual obligations.

The Group is mainly exposed to credit risk from trade and other receivables, and the Group's holdings of cash and cash equivalents.

The Group considers its maximum credit risk equivalent to the carrying amount of the Group's total financial assets.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

Most of the Group's customers have been transacting with the Group for long time and no or very small impairment loss has been recognized against these customers.

It is Group policy to assess the credit risk of new customers before entering contracts. Credit limits are established for each customer, which represents the maximum open amount without requiring approval from the management.

Management determines concentrations of credit risk through a monthly review of the trade receivables' ageing analysis, and follow-up action is taken to recover overdue debts.

Trade receivables consist of a large number of unrelated customers and there are no significant concentrations of credit risk through exposure to individual customers.

Credit terms typically range from 30-90 days for trade receivables, with a few exceptions.

Credit risk also arises from cash with banks. For banks, only those with sound credit ratings are accepted.

The Group establishes an allowance for impairment that represents its estimate of credit loss in respect of trade and other receivables.

The following table details the risk profile of trade receivables based on the Group's provision matrix for each segment; wholesale, corporate sales and lease receivables:

Trade receivables:

(i) Corporate sales trade receivables

	Trade receivables – age in days						Credit impaired
	Total	<90	91-180	181-360	361-720	Over 720	
As at December 31, 2019	97,709	73,776	9,415	7,247	2,948	471	3,852
Estimated credit loss rate		2%	5%	20%	40%	75%	100%
Estimated credit loss	8,780	1,475	471	1,449	1,179	354	3,852
As at December 31, 2018	85,216	59,472	10,923	9,532	735	721	3,833
Estimated credit loss rate		2%	5%	20%	40%	75%	100%
Estimated credit loss	8,306	1,189	546	1,905	293	540	3,833

The increase in the gross corporate sales trade receivables contributed to the increase of the impairment loss allowance being directly linked to the gross amounts of receivables.

(ii) Wholesale trade receivables

	Trade receivables – age in days					Credit impaired
	Total	<180	181-360	361-720	Over 720	
As at December 31, 2019	89,856	84,178	2,155	2,233	129	1,161
Estimated credit loss rate		7%	15%	50%	75%	100%
Estimated credit loss	8,590	5,893	323	1,117	96	1,161
As at December 31, 2018	104,716	99,604	1,135	2,741	75	1,161
Estimated credit loss rate		7%	15%	50%	75%	100%
Estimated credit loss	9,730	6,972	170	1,371	56	1,161

The decrease in the gross wholesale trade receivables contributed to the decrease of the impairment loss allowance being directly linked to the gross amounts of receivables.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

(iii) Other trade receivables (Neither past due nor impaired)

As at December 31, 2019	9,919
As at December 31, 2018	8,586

Total trade receivables (Gross)

As at December 31, 2019	197,484
As at December 31, 2018	198,518

Lease receivables:	Lease receivables – age in days						Credit impaired
	Total	<90	91-180	181-360	361-720	Over 720	
As at December 31, 2019	39,405	5,642	10,760	8,050	6,828	2,557	5,568
Estimated credit loss rate		1%	3%	15%	40%	80%	100%
Estimated credit loss	11,931	56	323	1,207	2,731	2,046	5,568
As at December 31, 2018	32,568	6,092	8,525	9,206	7,302	997	446
Estimated credit loss rate		1%	3%	15%	40%	80%	100%
Estimated credit loss	5,862	61	256	1,381	2,921	797	446

While the increase in the gross lease receivables contributed to the increase of the impairment loss allowance being directly linked to the gross amounts of receivables, the increase in the estimated credit loss was largely due to increased credit impaired lease receivables. The Group assessed the amounts receivable from certain lease customers to be credit impaired being in breach of contract and legal proceedings have been initiated against them.

Life time expected credit loss recognized

The following table shows the movement in lifetime expected credit loss that has been recognized for receivables in accordance with the simplified approach set out in IFRS 9.

	Trade receivables	Lease receivables
January 1, 2019	18,036	5,862
Amounts added	-	6,011
Receivables written off being uncollectible	(16)	-
Amounts reversed	(650)	-
December 31, 2019	17,370	11,931
January 1, 2018	16,665	2,269
Amounts added	1,539	3,593
Receivables written off being uncollectible	(23)	-
Amounts reversed	(145)	-
December 31, 2018	18,036	5,862

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)
Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

Credit quality and exposure

The tables below detail the credit quality of the Group's financial assets and the Group's maximum exposure to credit risk by credit risk rating grades:

	Internal credit rating	12 months or lifetime ECL	Gross carrying amount	Loss allowance	Net carrying amount
December 31, 2019					
Trade receivables	Provision matrix Mostly performing	Lifetime ECL 12 months ECL	197,484	17,370	180,114
Employees receivables	Provision matrix	Lifetime ECL	32,918	2,165	30,753
Lease receivables	Performing	Lifetime ECL 12 months ECL	39,405	11,931	27,474
Finance lease receivables	Performing	Lifetime ECL 12 months ECL	2,478	-	2,478
Other receivables	Performing	Lifetime ECL 12 months ECL	12,234	-	12,234
December 31, 2018					
Trade receivables	Provision matrix Mostly performing	Lifetime ECL 12 months ECL	198,518	18,036	180,482
Employees receivables	Provision matrix	Lifetime ECL	25,977	2,043	23,934
Lease receivables	Performing	Lifetime ECL 12 months ECL	32,568	5,862	26,706
Other receivables	Performing	Lifetime ECL 12 months ECL	3,595	-	3,595

33.2 Foreign currency risk

Foreign currency risk is the risk that the fair value or future cash flows of an exposure will fluctuate because of changes in foreign exchange rates.

The Group's exposure to the risk of changes in foreign exchange rates relates primarily to the Group's operating activities when (i) revenue or expense is denominated in a foreign currency, (ii) recognized assets and liabilities denominated in foreign currencies and (iii) the Group's net investments in foreign subsidiaries.

The Group exposure to foreign currency risk principally involves the following currencies:

United State Dollars (USD), Qatari Riyal (QAR), United Arab Emirates Dirham (AED), Kuwaiti Dinar (KWD), Egyptian Pounds (EGP), Euro (EUR), Pound Sterling (GBP), and Japanese Yen (JPY). The USD represents the major foreign currency and payments to most of foreign vendors are made in USD. Management believes that the Group's major exposure to currency risk is alleviated by the fact that Saudi Riyal, the Company's functional currency and the Group's presentation currency, QAR and AED are all pegged to USD, which represent most of the currency exposure.

Fluctuation in exchange rates of the other currencies is closely monitored by management.

The exposure to the risk of changes in EGP mainly relates to Group' subsidiary in Egypt. Depreciation of the EGP and the resulting diminution of the net investment in Group' subsidiary in Egypt is mitigated by the appreciation of real estate assets which represent the vast majority of the subsidiary's net asset. Such appreciation is not recognized in recognized in the financial statement due the adoption of cost model in accounting for investment properties. Refer to Note 7.1.

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

The carrying amounts of the Group's USD denominated monetary assets and monetary liabilities at the end of the reporting period are summarized as follows:

	(Saudi Riyals in millions)	
	December 31, 2019	December 31, 2018
Trade payables	(290.0)	(197.2)
Cash at banks	3.1	0.1
Net position	(286.9)	(197.1)

Foreign currency sensitivity

While it unforeseeable that the USD exchange rate will change against the Saudi Riyal, being pegged to the USD, the following tables demonstrate the sensitivity to the change in USD exchange rate, with all other variables held constant. The impact on the Group's profit (before zakat and income tax) is due to changes in the value of monetary assets and liabilities. Apart from the impact on the Group's profit (before zakat and income tax), there will be no impact on the Group's equity. A positive number below indicates an increase in profit.

	(Saudi Riyals in millions)	
	Effect on profit before zakat and income tax	
	2019	2018
Change in USD rate		
5 % increase	(14.3)	(9.9)
5% decrease	14.3	9.9

33.3 Interest rate risk

The Group is exposed to cash flow interest rate risk from bank borrowings at variable rate. Where the Group wishes to obtain loans, the Group usually uses short-term Shariaa compliant loans that are repayable in less than a year. The use of long term has been limited only to financing large capital expenditures, which has been infrequent historically. The Group's bank loans typically bear variable interest at a spread above SIBOR.

Overdraft is usually used for immediate and temporary cash needs, and it bears variable interest at a spread above SIBOR.

In the past few years, the Group has not been exposed to significant interest rate risk due to the low level of borrowings. In managing its capital, the Group might increase its borrowing within the Group's limit of the ratio of net debt to shareholders equity as explained in Note 34.

Where the Group plans to increase interest-bearing bank borrowings (other than those with short term contractual maturities) above 15% of equity, it is the Group's policy to keep borrowings at fixed rates of interest between 30% and 50% of its total interest-bearing bank borrowings.

During 2019 and 2018, the Group's interest-bearing bank borrowings at variable rate were denominated only in Saudi Riyals.

For the outstanding banks borrowings the Group had at December 31, refer to Note 10.

The sensitivity analysis in the following table has been determined based on the exposure to interest rate for the interest-bearing bank borrowings at the end of the reporting period. The analysis is prepared assuming the amount of the bank borrowings outstanding at the end of the reporting period was outstanding for the whole year, and a 50 basis point increase or decrease in the interest rate is used as a reasonably possible change in interest rates. With all other variables held constant, the Group's profit before Zakat and income tax would be affected as follows:

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

	(Saudi Riyals in millions)	
	Effect on profit before zakat and income tax	
	2019	2018
Change in interest rate		
50 basis points increase	(1.71)	(1.38)
50 basis points decrease	1.71	1.38

33.4 Liquidity risk

Liquidity risk is the risk that the Group will encounter difficulty in meeting its financial obligations as they fall due. The Group's objective is to maintain a balance between continuity of funding and flexibility through the use of bank overdraft and bank loans to ensure that it will always have sufficient cash to allow it to meet its liabilities when they become due.

The operational cash flow of the Group is normally predictable. The Group maintains a short cash conversion cycle reflecting the nature of the business, receivables management and the credit terms extended by the vendors. Cash flow forecasts are regularly produced to assist management in identifying future liquidity requirements.

(i) *Contractual maturities of financial liabilities*

The table below summarizes the maturity profile of the Group's financial liabilities based on contractual payments (undiscounted cash flows):

	Less than 6 months	6-12 months	1-5 years	More than 5 year	Total
December 31, 2019					
Trade payables	826,152	-	-	-	826,152
Other payables	21,811	-	-	-	21,811
Other accrued liabilities	24,126	-	-	-	24,126
Bank Borrowings	341,527	-	-	-	341,527
Lease liabilities	54,822	60,880	361,266	701,063	1,178,031
Total	1,268,438	60,880	361,266	701,063	2,391,647

Lease liabilities included in the consolidated statement of financial position as at December 31, 2019 are carried at the present value of the lease payments that are not paid at that date and classified as follows:

Current portion of lease liabilities	112,140
Non-current portion of lease liabilities	646,588
Total	758,728

	Less than 6 months	6-12 months	1-5 years	More than 5 year	Total
December 31, 2018					
Trade payables	827,485	-	-	-	827,485
Other payables	25,069	-	-	-	25,069
Other accrued liabilities	16,361	-	-	-	16,361
Bank Borrowings	275,000	-	-	-	275,000
Liabilities against finance lease	949	-	3,919	7,365	12,233
Total	1,144,864	-	3,919	7,365	1,156,148

JARIR MARKETING COMPANY
(A Saudi Joint Stock Company)

Notes to consolidated financial statements for the year ended December 31, 2019
(All amounts in Saudi Riyals thousands unless otherwise stated)

Liabilities against finance lease included in the statement of financial position as at December 31, 2018 are carried at the present value of the lease payments that are not paid at that date and classified as follows:

Current portion of liabilities against finance lease	665
Non-current portion of liabilities against finance lease	<u>9,610</u>
Total	<u>10,275</u>

(ii) *Financing arrangements*

The Group had access to the following unutilized funding facilities at the end of the reporting period:

	(Saudi Riyals in millions)	
	<u>2019</u>	<u>2018</u>
Short and medium-term loans	375	150
Overdrafts	<u>108</u>	<u>150</u>
Total	<u>483</u>	<u>300</u>

34 Capital management

The primary objective of the Group's capital management is to maximize the returns to the shareholders. It is the Group's policy is to maintain a strong capital base to maintain investors and creditors and to sustain future development of the business.

For the purpose of the Group's capital management, capital includes issued and paid up capital and all other equity reserves attributable to the shareholders of the Company.

Management monitors the return on capital and the level of dividends the shareholders and seeks to maintain a balance between the higher returns (which could be enhanced by higher levels of borrowing) and the benefit and security provided by a sound capital position.

The Group manages its capital structure and makes adjustments in light of changes in economic conditions and its financial needs. To maintain or adjust the capital structure, the Group may issue new shares or adjust the dividend payment to shareholders, while maintaining dividend payout at no less than 80%.

The Group monitors capital using a ratio of net debt to shareholders equity. Net debt includes bank borrowings and term loans less cash and cash equivalents. The Group's policy is to keep this ratio below 50% (2018: 25%).

At year end, the Group's net debt was as follows:

	<u>December 31,</u> <u>2019</u>	<u>December 31,</u> <u>2018</u>
Total borrowings and term loans	341,527	275,000
Less: cash and cash equivalents	<u>(28,786)</u>	<u>(145,545)</u>
Net debt	<u>312,741</u>	<u>129,455</u>
 Ratio of net debt to shareholders equity	 <u>19.0%</u>	 <u>7.6%</u>

35 Comparative figures

Certain reclassifications have been made to the 2018 financial statements to conform with the current year presentation. However, no significant reclassifications have been made to the primary statements.