# National Bank of Oman SAOG 

## INTERIM CONDENSED FINANCIAL STATEMENTS

## 30 September 2011 (UNAUDITED)


P.O. Box: 751 P.C: 112 Ruwi Sultanate of Oman.

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SUMMARY OF RESULTS

| Particulars | 9 months <br> ended | 9 months <br> ended |
| :--- | ---: | ---: |
| $\mathbf{3 0 / 0 9 / 2 0 1 1}$ | $30 / 09 / 2010$ |  |

## (All RO ‘000 unless stated otherwise)

| Loans and advances to customers (net) | $\mathbf{1 , 5 8 7 , 9 1 6}$ | $\mathbf{1 , 4 2 8 , 7 2 2}$ |
| :--- | ---: | ---: |
| Customers' deposits | $\mathbf{1 , 5 4 7 , 8 2 7}$ | $\mathbf{1 , 3 3 9 , 6 7 8}$ |
| Other assets | $\mathbf{6 6 , 9 8 4}$ | 45,443 |
| Net interest income | $\mathbf{4 4 , 6 1 6}$ | 41,935 |
| Profit before tax | $\mathbf{3 1 , 2 8 7}$ | 24,265 |
| Earnings per share-annualized (RO) | $\mathbf{0 . 0 3 4}$ | 0.027 |
| Net assets per share (RO) | $\mathbf{0 . 2 5 4}$ | 0.239 |

## INTERIM CONDENSED STATEMENT OF FINANCIAL POSITION 30 September 2011 (Un-audited)



The attached notes 1 to 23 form part of the interim condensed financial statements.

|  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  |  |  |  |  |

The attached notes 1 to 23 form part of the interim condensed financial statements.

## INTERIM CONDENSED STATEMENT OF CASH FLOWS

## 30 September 2011 (Un-audited) <br> -

Notes
Nine months ended 30
September
$\left.\begin{array}{rrr}\mathbf{2 0 1 1} \\ \text { RO'000 }\end{array} \quad \begin{array}{r}2010 \\ R O^{\prime} 000\end{array}\right]$

## Investing activities

Purchase of non-trading investments
Proceeds from sale of non-trading investments
Purchase of premises and equipment
Disposal of equipment and vehicles
Translation differences
Income from bonds and other investment
Dividends income
Net cash used in investing activities

## Financing activities

Payment of dividend
Net movement in subordinated private placements
Net cash used in financing activities

## Decrease in cash and cash equivalents

Cash and cash equivalents at the beginning of the period
Cash and cash equivalents at the end of the period

## Representing:

Cash and balances with Central Bank
Deposits and balances with other banks and financial institutions (net)

3
$3(16,215)$
$(12,972)$
13

| $(\mathbf{1 2 , 8 3 1})$ | $(29,833)$ |
| ---: | ---: |
| $\mathbf{5 , 0 6 6}$ | 8,427 |
| $\mathbf{( 1 , 8 4 9 )}$ | $(11,563)$ |
| $\mathbf{4 3 2}$ | 29 |
| $\mathbf{3 4}$ | $(13)$ |
| $\mathbf{1 , 0 9 0}$ | 857 |
| $\mathbf{1 , 3 0 8}$ | 416 |
| $\mathbf{( 6 , 7 5 0})$ | $(31,680)$ |

he attached explanatory notes 1 to 23 form part of the interim condensed financial statements.

## INTERIM CONDENSED STATEMENT OF CHANGES IN EQUITY <br> Period ended 30 September 2011 (Un-audited)

| (RO'000) | Share capital | Share premium | Legal reserve | General reserve | Other non distributable reserves | Proposed cash dividend | Retained earnings | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at 1 January 2010 | 108,100 | 34,465 | 32,675 | 4,419 | 8,008 | 12,972 | 49,752 | 250,391 |
| Total comprehensive income for the period |  |  | - | - | (797) |  | 21,685 | 20,888 |
| Dividend paid during the period | - | - | - | - |  | $(12,972)$ |  | $(12,972)$ |
| Balance at 30 September 2010 | 108,100 | 34,465 | 32,675 | 4,419 | 7,211 |  | 71,437 | 258,307 |
| Balance at 1 October 2010 | 108,100 | 34,465 | 32,675 | 4,419 | 7,211 | - | 71,437 | 258,307 |
| Total comprehensive income for the period | - |  |  | - | 2,017 |  | 5,486 | 7,503 |
| Transfer to subordinated funds reserve |  |  | - | - | 5,520 |  | $(5,520)$ |  |
| Transfer to legal reserve |  |  | 2,717 | - |  |  | $(2,717)$ |  |
| Transfer to proposed dividend | - | - | - | - | - | 16,215 | $(16,215)$ |  |
| Balance at 31 December 2010 | 108,100 | 34,465 | 35,392 | 4,419 | 14,748 | 16,215 | 52,471 | 265,810 |
| Balance at 1 January 2011 | 108,100 | 34,465 | 35,392 | 4,419 | 14,748 | 16,215 | 52,471 | 265,810 |
| Total comprehensive income for the period | - | - | - | - | $(2,526)$ | - | 27,256 | 24,730 |
| Dividend paid during the period | - | - | - | - | - | $(16,215)$ | - | $(16,215)$ |
| Balance at 30 September 2011 | 108,100 | 34,465 | 35,392 | 4,419 | 12,222 | - | 79,727 | 274,325 |

*Transfers to legal reserve are made on an annual basis.
The attached notes 1 to 23 form part of the interim condensed financial statements.

## NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENT 30 September 2011 (Un-audited)

## 1 LEGAL STATUS AND PRINCIPAL ACTIVITIES

National Bank of Oman SAOG ("NBO", "the bank") was established in the Sultanate of Oman in 1973 as a joint stock company and is engaged in retail, corporate banking, and investment banking services within the Sultanate of Oman with overseas branches in the United Arab Emirates and Egypt. The bank operates in Oman under a banking licence issued by the Central Bank of Oman and is covered by its deposit insurance scheme. The registered address of the bank is PO Box 751, Ruwi, Postal Code 112, Muscat, Sultanate of Oman.

The bank employed 1,330 employees as of 30 September 2011 (30 September 2010-1,302 employees and 31 December 2010-1,306)

## 2 SIGNIFICANT ACCOUNTING POLICIES

The condensed interim financial statements of the bank are prepared in accordance with International Accounting Standard 34, Interim Financial Reporting. The accounting policies used in the preparation of the condensed interim financial statements are consistent with those used in the preparation of the annual financial statements for the year ended 31 December 2010.

The condensed interim financial statements do not contain all information and disclosures required for full financial statements prepared in accordance with International Financial Reporting Standards. In addition, results for the nine months ended 30 September 2011 are not necessarily indicative of the results that may be expected for the financial year ending 31 December 2011.

The condensed interim financial statements are prepared in Rial Omani, rounded to the nearest thousand, except as indicated. The functional currencies of the bank's operations are as follows:

- Sultanate of Oman: Rial Omani
- United Arab Emirates: UAE Dirham
- Egypt: US Dollar

The interim condensed financial statements are prepared under the historical cost convention modified to include the revaluation of freehold land and buildings and the measurement of derivative financial instruments, investments classified as financial assets carried at fair value through profit and loss and available for sale at fair value.

## NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENT 30 September 2011 (Unaudited)

## 3 CASH AND BALANCES WITH CENTRAL BANKS

|  | $\begin{array}{r} 30 / 09 / 2011 \\ \text { RO'000 } \end{array}$ | $\begin{array}{r} 30 / 09 / 2010 \\ \text { RO'000 } \end{array}$ | $\begin{array}{r} 31 / 12 / 2010 \\ R O^{\prime} 000 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Cash | 26,496 | 24,046 | 35,075 |
| Treasury bills with Central Banks | 7,422 | 2,366 | 2,321 |
| Certificate of deposit with Central Banks | 180,000 | 40,000 | 45,000 |
| Other balances with Central Banks | 65,645 | 105,984 | 144,643 |
| Cash and cash equivalents | 279,563 | 172,396 | 227,039 |
| Capital deposit with Central Bank of Oman | 500 | 500 | 500 |
| Cash and balances with Central Banks | 280,063 | 172,896 | 227,539 |

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

## 4 DUE FROM BANKS AND OTHER MONEY MARKET PLACEMENTS (NET)

|  | $\begin{array}{r} 30 / 09 / 2011 \\ R O^{\prime} 000 \end{array}$ | $\begin{array}{r} 30 / 09 / 2010 \\ R O^{\prime} 000 \end{array}$ | $\begin{array}{r} 31 / 12 / 2010 \\ R O^{\prime} 000 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Loans and advances to banks | 21,596 | 22,389 | 22,462 |
| Placement with banks | 46,681 | 120,760 | 57,850 |
| Demand balances | 13,811 | 12,349 | 10,433 |
| Due from banks and other money market placement | 82,088 | 155,498 | 90,745 |
| Less: allowance for credit losses (refer note below) | $(6,522)$ | $(6,522)$ | $(6,522)$ |
| Less: reserved interest | (68) | (68) | (68) |
| Net due from banks and other money market placement | 75,498 | 148,908 | 84,155 |

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NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENT 30 September 2011 (Unaudited)

## 5 LOANS AND ADVANCES TO CUSTOMERS (NET)

| ( | $\begin{array}{r} 30 / 09 / 2011 \\ \text { RO'000 } \end{array}$ | $\begin{array}{r} 30 / 09 / 2010 \\ R O^{\prime} 000 \end{array}$ | $\begin{array}{r} 31 / 12 / 2010 \\ R O^{\prime} 000 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Corporate loans | 876,418 | 783,084 | 727,946 |
| Personal loans | 731,750 | 656,143 | 645,047 |
| Overdrafts | 45,659 | 59,847 | 59,376 |
| Gross loans and advances | 1,653,827 | 1,499,074 | 1,432,369 |
| Less: Allowance for credit losses and reserved interest | $(65,911)$ | $(70,352)$ | $(69,007)$ |
| Net loans and advances | 1,587,916 | 1,428,722 | 1,363,362 |

Gross loans and advances include RO 38.0 million due from related parties at 30 September 2011 (30 September 2010 - RO 29.7 million, 31 December 2010 - RO 28.70 million).

The movement in the provision for impairment of loans and advances presented as loan loss provisions and reserved interest is set out below:
$\left.\begin{array}{lrrrr}\text { Allowance for credit losses } & \begin{array}{r}\text { 9 months } \\ \text { ended }\end{array} & \begin{array}{r}9 \text { months } \\ \text { ended }\end{array} & \begin{array}{r}12 \text { months } \\ \text { ended }\end{array} \\ & \mathbf{3 0 / 0 9 / \mathbf { 2 0 1 1 }} & 30 / 09 / 2010 & 31 / 12 / 2010 \\ \text { RO'000 }\end{array}\right)$

All loans and advances require payment of interest based on agreed tenors, some at fixed rates and other at rates that re-price prior to maturity.

As of 30 September 2011 loans and advances on which interest is not being accrued or where interest has been reserved amounted to RO 56.2 million, ( 30 September 2010 - RO 64.8 million and 31 December 2010 - RO 61.3 million).
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## NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENT 30 September 2011 (Unaudited)

6 FINANCIAL ASSETS AT FAIR VALUE THROUGH PROFIT AND LOSS

|  | $\begin{array}{r} 30 / 09 / 2011 \\ \text { RO'000 } \end{array}$ | $\begin{array}{r} 30 / 09 / 2010 \\ \text { RO'000 } \end{array}$ | $\begin{array}{r} 31 / 12 / 2010 \\ R O^{\prime} 000 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Oman Government Development Bonds | - | 17,086 |  |
| Oman Government Development Bonds (OTC) | - | 75 | - |
|  | - | 17,161 | - |

## 7 NON TRADING FINANCIAL INVESTMENTS

The bank had no investments in associates or subsidiaries as of 30 September 2011 ( 30 September 2010 and 31 December 2010 - Nil).
a) Available for sale (AFS)

| Carrying | Carrying |  |  |  | Carrying |
| ---: | ---: | ---: | ---: | ---: | ---: |
| value | Cost | value | Cost | value | Cost |
| $\mathbf{3 0 / 0 9 / 2 0 1 1}$ | $\mathbf{3 0 / 0 9 / 2 0 1 1}$ | $30 / 09 / 2010$ | $30 / 09 / 2010$ | $31 / 12 / 2010$ | $31 / 12 / 2010$ |
| RO'000 | RO'000 | $R O^{\prime} 000$ | RO'000 | RO'000 | RO'000 |


| Quoted investments- Oman |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Banking and investment sector | 1,360 | 1,464 | 247 | 254 | 185 | 190 |
| Industry sector | 2,257 | 2,970 | 342 | 386 | 1,723 | 1,763 |
| Service sector | 9,517 | 11,433 | 4,175 | 5,382 | 7,998 | 8,706 |
| Government Development Bonds | 42,780 | 42,780 | 36,798 | 36,798 | 43,101 | 43,101 |
|  | 55,914 | 58,647 | 41,562 | 42,820 | 53,007 | 53,760 |
| Quoted investments- Foreign |  |  |  |  |  |  |
| Banking and investment sector | - | - | 2,528 | 2,724 | 1,422 | 1,363 |
| Government Development Bonds | 3,778 | 3,872 | - | - | 995 | 995 |
|  | 3,778 | 3,872 | 2,528 | 2,724 | 2,417 | 2,358 |
| Unquoted investments |  |  |  |  |  |  |
| Banking and investment sector | 6,871 | 7,386 | 7,051 | 6,168 | 7,643 | 6,636 |
| Service sector | 269 | 269 | 66 | 66 | 66 | 66 |
|  | 7,140 | 7,655 | 7,117 | 6,234 | 7,709 | 6,702 |
| Total available for sale | 66,832 | 70,174 | 51,207 | 51,778 | 63,133 | 62,820 |
| Total non-trading investments | 66,832 | 70,174 | 51,207 | 51,778 | 63,133 | 62,820 |

## NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENT 30 September 2011 (Unaudited)

## 7 NON TRADING FINANCIAL INVESTMENTS (continued)

## Details of significant investments

Details of investments exceeding $10 \%$ of the carrying value of the bank's investment AFS portfolio are as follows:

| 30 September 2011 | Bank's portfolio \% | $\begin{array}{r} \text { Carrying } \\ \text { value } \\ \text { RO'000 } \end{array}$ | $\begin{array}{r} \text { Cost } \\ \text { RO'000 } \end{array}$ |
| :---: | :---: | :---: | :---: |
| Government Development Bonds-Oman | 64.01 | 42,780 | 42,780 |
| 30 September 2010 |  |  |  |
| Government Development Bonds | 71.86 | 36,798 | 36,798 |
| Investment Stabilization Fund | 12.07 | 6,180 | 5,000 |
| 31 December 2010 |  |  |  |
| Government Development Bonds-Oman | 68.27 | 43,101 | 43,101 |
| Investment Stabilization Fund | 10.08 | 6,365 | 5,000 |


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## NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENT 30 September 2011 (Unaudited)

## 8 PREMISES AND EQUIPMENT

|  | Freehold land and buildings and leasehold improvements RO'000 | Motor vehicles, furniture and equipment RO'000 | Capital work in progress RO'000 | $\begin{array}{r} \text { Total } \\ \text { RO'000 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| Reconciliation of carrying amount: |  |  |  |  |
| Balance at 1 January 2011, net of accumulated depreciation | 14,513 | 5,720 | 2,120 | 22,353 |
| Addition | 45 | 467 | 1,337 | 1,849 |
| Disposal | (21) | (62) | (93) | (176) |
| Transfer | 264 | 2,290 | $(2,554)$ | - |
| Translation difference | (11) | (1) | - | (12) |
| Depreciation | $(1,360)$ | $(1,764)$ | - | $(3,124)$ |
| Balance at 30 September 2011, net of accumulated depreciation | 13,430 | 6,650 | 810 | 20,890 |
| At cost / valuation | 25,533 | 23,420 | 810 | 49,763 |
| Accumulated depreciation | $(12,103)$ | $(16,770)$ |  | $(28,873)$ |
| Net carrying value at 30 September 2011 | 13,430 | 6,650 | 810 | 20,890 |
| Net carrying value at 30 September 2010 | 13,971 | 5,582 | 1,921 | 21,474 |
| Net carrying value at 31 December 2010 | 14,513 | 5,720 | 2,120 | 22,353 |

## NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENT 30 September 2011 (Unaudited)

## 9 OTHER ASSETS

|  | 30/09/2011 | 30/09/2010 | 31/12/2010 |
| :---: | :---: | :---: | :---: |
|  | RO'000 | RO'000 | RO'000 |
| Interest receivable | 11,328 | 8,795 | 8,935 |
| Prepayments and deposits | 1,983 | 2,715 | 2,267 |
| Collateral pending sale | 10,096 | 1,961 | 1,923 |
| Positive fair value of derivatives (note 23) | 13,038 | 8,165 | 4,676 |
| Customers' indebtedness for acceptances (note 11) | 25,934 | 16,791 | 19,615 |
| Others | 4,605 | 7,016 | 6,939 |
|  | 66,984 | 45,443 | 44,355 |
| Amount receivable from BCCI | 3,458 | 3,458 | 3,458 |
| Less provision for amount receivable from BCCI | $(3,458)$ | $(3,458)$ | $(3,458)$ |
| Net due from BCCI | - | - | - |

The Government of the Sultanate of Oman had agreed, unconditionally, to guarantee payments of all and any sums, which are due to the bank by Bank of Credit and Commerce International (BCCI) up to a maximum of RO 38.9 million (USD 101.0 million). BCCI is in liquidation.

On 7 July 2008, the bank has cancelled and returned the guarantee to the Government discharging it of all related liabilities. Full impairment provision has been recorded by the bank against the remaining amounts due from BCCI.

## 10 CUSTOMERS' DEPOSITS

|  | 30/09/2011 | 30/09/2010 | 31/12/2010 |
| :---: | :---: | :---: | :---: |
|  | RO'000 | RO'000 | RO'000 |
| Current accounts | 416,734 | 321,319 | 298,197 |
| Savings accounts | 342,224 | 284,870 | 299,315 |
| Certificate of deposits | 41,300 | 62,520 | 62,520 |
| Term deposits | 747,569 | 670,969 | 664,858 |
|  | 1,547,827 | 1,339,678 | 1,324,890 |
| 11 OTHER LIABILITIES |  |  |  |
|  | 30/09/2011 | 30/09/2010 | 31/12/2010 |
|  | RO'000 | RO'000 | RO'000 |
| Interest payable | 12,683 | 15,036 | 8,175 |
| Other accruals and provisions | 16,560 | 15,328 | 14,533 |
| Negative fair value of derivatives (note 23) | 13,058 | 8,285 | 4,761 |
| Liabilities under acceptances (note 9) | 25,934 | 16,791 | 19,615 |
|  | 68,235 | 55,440 | 47,084 |

## NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENT 30 September 2011 (Unaudited)

12
TAXATION

|  | 30/09/2011 | $30 / 09 / 2010$ | $31 / 12 / 2010$ |
| :--- | ---: | ---: | ---: |
|  | RO'000 | $R O^{\prime} 000$ | $R O^{\prime} 000$ |
| Statement of comprehensive income |  |  |  |
| Current period/year | $\underline{\mathbf{4 , 0 3 1}}$ | 2,580 | 3,065 |
|  |  |  |  |

## Reconciliation of tax expense

The bank is liable to income tax at the following rates:

- Sultanate of Oman: $12 \%$ of consolidated taxable income in excess of RO 30,000
- United Arab Emirates: $20 \%$ of taxable income
- Egypt: $20 \%$ of taxable income (with effect from 2007)

Set out below is reconciliation between incomes taxes calculated on accounting profits with income tax expense for the period:

|  | $\begin{array}{r} 30 / 09 / 2011 \\ \text { RO'000 } \end{array}$ | $\begin{array}{r} 30 / 09 / 2010 \\ R O^{\prime} 000 \end{array}$ | $\begin{array}{r} 31 / 12 / 2010 \\ R O^{\prime} 000 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Accounting profit | 31,287 | 24,265 | 30,236 |
| Tax applicable rate | 3,754 | 2,912 | 3,628 |
| Non-deductible expenses | 386 | 129 | 181 |
| Tax exempt revenues | (272) | (116) | (468) |
| Others | 163 | (345) | (276) |
|  | 4,031 | 2,580 | 3,065 |

The bank's liabilities for taxation in the Sultanate of Oman has been assessed up to the year ended 31 December 2004.

The tax assessments of the Egypt operations in respect of the different taxes applicable are at different stages of completion with the respective tax authorities. The bank's liability in respect of its branch in Abu Dhabi has been agreed with the tax authorities up to 31 December 2009.

## NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENT 30 September 2011 (Unaudited)

## 12 TAXATION (continued)

|  | $\begin{array}{r} 30 / 09 / 2011 \\ \text { RO'000 } \end{array}$ | $\begin{array}{r} 30 / 09 / 2010 \\ \text { RO'000 } \end{array}$ | $\begin{array}{r} 31 / 12 / 2010 \\ R O^{\prime} 000 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Tax liability |  |  |  |
| Current period/year |  |  |  |
| Income tax and other taxes | 4,031 | 2,580 | 3,065 |
| Prior period/year |  |  |  |
| Income tax and other taxes | 558 | 1,182 | 1,110 |
|  | 4,589 | 3,762 | 4,175 |
| Recognised deferred tax assets and liabilities |  |  |  |
|  | 30/09/2011 | 30/09/2010 | 31/12/2010 |
|  | RO'000 | RO'000 | RO'000 |
| Deferred tax assets and liabilities are attributable to the following: <br> Available for sale investments |  |  |  |
|  |  |  |  |
|  | 25 | (36) | 7 |

## 13 SUBORDINATED PRIVATE PLACEMENT

|  | $\mathbf{3 0 / 0 9 / 2 0 1 1}$ | $30 / 09 / 2010$ | $31 / 12 / 2010$ |
| :--- | ---: | ---: | ---: |
| RO'000 | $R O^{\prime} 000$ | $R O^{\prime} 000$ |  |
| At I January |  |  |  |
| Received during the period/year |  |  |  |
|  | $\mathbf{3 0 , 6 0 0}$ | 27,600 | 27,600 |
| 3,000 |  |  |  |

The outstanding subordinate private placements will mature on various dates between 2014 and 2016.

## 14 OTHER NON-DISTRIBUTABLE RESERVES

|  | $\begin{array}{r} \text { Available } \\ \text { for } \\ \text { sale } \\ \text { reserve } \\ \text { RO` } 000 \end{array}$ | Cash flow hedge reserve RO ‘000 | Revaluation reserve RO ‘000 | Subordinated loan reserve RO ‘000 | $\begin{gathered} \text { Total } \\ \text { RO } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| At 1 January 2011 | 2,242 | - | 3,766 | 8,740 | 14,748 |
| Net movement on available for sale investments | $(2,544)$ | - | - | - | $(2,544)$ |
| Tax effect of net losses on available-for-sale financial investments | 18 | - | - | - | 18 |
| At 30 September 2011 | (284) | - | 3,766 | 8,740 | 12,222 |
| At 30 September 2010 | 1,296 | (116) | 2,811 | 3,220 | 7,211 |

## NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENT 30 September 2011 (Unaudited)

## 14 OTHER NON-DISTRIBUTABLE RESERVES (Continued)

(i) The revaluation reserve represents the surplus on revaluation of building and is not available for distribution until the related assets have been disposed off or used.
(ii) The subordinated loan reserve represents an annual transfer towards subordinated private placements which are due to mature within the next five years period (note 13). The reserve is available for transfer back to retained earning upon maturity of the private placement.

15 CONTINGENT LIABILITIES AND COMMITMENTS

|  | $\begin{array}{r} 30 / 09 / 2011 \\ \text { RO'000 } \end{array}$ | $\begin{array}{r} 30 / 09 / 2010 \\ R O^{\prime} 000 \end{array}$ | $\begin{array}{r} 31 / 12 / 2010 \\ R O^{\prime} 000 \end{array}$ |
| :---: | :---: | :---: | :---: |
| Guarantees | 461,618 | 359,740 | 391,036 |
| Documentary letters of credit | 79,356 | 84,071 | 81,907 |
| Undrawn commitment to lend | 100,131 | 117,388 | 103,417 |
|  | 641,105 | 561,199 | 576,360 |

Contingent liabilities include RO 0.1 million (30 September 2010 - RO 0.2 million/31 December 2010 - R0 0.1 million) relating to non-performing loans.

## 16 INTEREST INCOME

Interest bearing assets earned interest at an overall rate of $5.53 \%$ for the nine months period ended 30 September 2011 (30 September 2010-5.96\%, 31 December 2010-5.92\%).

## 17 INTEREST EXPENSE

For the nine months period ended 30 September 2011, the average overall cost of funds was $2.20 \%$ (30 September 2010-2.67\%, 31 December 2010-2.64\%).

## 18 OTHER OPERATING INCOME

|  | 9 months ended 30/09/2011 RO'000 | 9 months ended 30/09/2010 RO'000 |
| :---: | :---: | :---: |
| Net gains from foreign exchange dealings | 2,347 | 1,772 |
| Fees and commissions | 8,356 | 7,478 |
| Net income from sale of investments | 460 | 1,134 |
| Income from bonds | 1,090 | 857 |
| Dividend income | 1,308 | 416 |
| Service charges | 10,989 | 6,680 |
| Miscellaneous income | 547 | 129 |
|  | 25,097 | 18,466 |

## NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENT 30 September 2011 (Unaudited)

19 OTHER OPERATING EXPENSES

|  | $\mathbf{9}$ months <br> ended | 9 months <br> ended |
| :--- | ---: | ---: |
|  | $\mathbf{3 0 / 0 9 / 2 0 1 1}$ | $30 / 09 / 2010$ |
| RO'000 | RO'000 |  |
| Establishment costs | $\mathbf{3 , 6 0 0}$ | 3,118 |
| Operating and administration expenses | $\mathbf{6 , 8 9 1}$ | 6,444 |
|  | $\underline{\mathbf{1 0 , 4 9 1}}$ | $\underline{9,562}$ |
|  |  |  |

## 20 RELATED PARTY TRANSACTIONS

## Management service agreement with a shareholder

The Board of Directors of the National Bank of Oman (SAOG) had entered into a Management Services Agreement with its strategic partner,The Commercial Bank of Qatar in 2005 to provide NBO with management services. As the management and processes of the Bank have been substantially strengthened during the past 6 years, the Commercial Bank of Qatar advised NBO that they do not wish to extend the term of the agreement on its expiry in March 2011.

## Other related parties transactions:

In the ordinary course of business, the Bank conducts transactions with certain of its Directors and/or shareholders and companies over which they have significant interest. The aggregate amounts of balances with such related parties are as follows:

|  | 30/09/2011 |  |  | 30/09/2010 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Principal shareholder RO'000 | Others <br> RO'000 | $\begin{array}{r} \text { Total } \\ \text { RO'000 } \end{array}$ | Principal shareholder RO'000 | $\begin{gathered} \text { Others } \\ \text { RO'000 } \end{gathered}$ | $\begin{array}{r} \text { Total } \\ \text { RO'000 } \end{array}$ |
| Loans and advances | - | 37,977 | 37,977 | - | 29,606 | 29,606 |
| Customers' deposits | - | 7,764 | 7,764 | - | 12,682 | 12,682 |
| Due from banks | 5,798 | - | 5,798 | 17,370 | - | 17,370 |
| Due to banks | 81 | - | 81 | 62 | - | 62 |
| Subordinated private placement | - | 1,500 | 1,500 | - | 3,100 | 3,100 |
| Letter of credit, guarantees and acceptance | - | 7,109 | 7,109 | - | 11,844 | 11,844 |
| Standby revolving credit facility | 77,000 | - | 77,000 | 26,950 | 11,550 | 38,500 |
| Risk indemnities received | - | - | - | 8,567 | - | 8,567 |

The statement of comprehensive income includes the following amounts in relation to transactions with related parties:

|  | 30/09/2011 |  |  | 30/09/2010 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Principal shareholder RO'000 | Others <br> RO'000 | $\begin{array}{r} \text { Total } \\ \text { RO'000 } \end{array}$ | Principal shareholder RO'000 | Others <br> RO'000 | $\begin{array}{r} \text { Total } \\ \text { RO'000 } \end{array}$ |
| Interest income | 8 | 942 | 950 | 35 | 823 | 858 |
| Commission income | - | 14 | 14 | - | 113 | 113 |
| Interest expense | 147 | 326 | 473 | 72 | 539 | 611 |
| Other expenses | 100 | 474 | 574 | 270 | 359 | 629 |

# NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENT 30 September 2011 (Unaudited) 

## 20 RELATED PARTY TRANSACTIONS (continued)

Senior management compensation:

|  | $\mathbf{3 0 / 0 9 / 2 0 1 1}$ | $30 / 09 / 2010$ |
| :--- | ---: | ---: |
| RO'000 |  |  |
| Salaries and other short term benefits | RO'000 |  |
| - Fixed | $\mathbf{1 , 4 5 7}$ | 1,644 |
| - Discretionary | $\mathbf{3 2 0}$ | 565 |
|  |  | $\mathbf{1 , 7 7 7}$ |

## 21 SHAREHOLDERS

As of 30 September 2011, the shareholders of the bank who own $10 \%$ or more of the bank's shares, whether in their name or through a nominee account and the number of shares held are as follows:

|  | Number of shares '000 | \% Holding |
| :--- | ---: | ---: |
| The Commercial Bank of Qatar (CBQ) | $\mathbf{3 7 7 , 2 6 7}$ | $\mathbf{3 4 . 9}$ |
| Suhail Bahwan Group (Holdings) LLC | $\mathbf{1 5 9 , 3 8 5}$ | $\mathbf{1 4 . 7}$ |

The bank had no preferred shareholders as of 30 September 2011 (30 September 2010 - nil/31 December 2010 - nil).

## 22 SEGMENT REPORTING

For management purposes, the bank is organised into four operating segments based on business units and the details are as follows:

- Retail banking offers banking and credit facilities to individual customers to meet everyday banking needs.
- Corporate banking delivers a variety of products and services to corporate customers that include lending, accepting deposits, trade finance and foreign exchange.
- Investment banking offers investment products such as asset management, corporate advisory and brokerage services to retail customers as well as high net worth individuals and institutional clients.
- Treasury provides a full range of treasury products and services including money market and foreign exchange to the clients in addition to managing liquidity and market risk.
- International Banking offers services such as issuance of guarantee, risk participation, syndications, etc.

Management monitors the operating results of the operating segments separately for the purpose of making decisions about resource allocation and performance assessment.

## NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENT 30 September 2011 (unaudited)

## 22 SEGMENT REPORTING (CONTINUED)

Segment information is as follows:

| 9 months ended <br> 30 September 2011 | Retail banking RO'000 | $\begin{array}{r} \text { Corporate } \\ \text { banking } \\ \text { RO'000 } \end{array}$ | Investment banking RO'000 | Treasury and international banking RO'000 | Head office RO'000 | $\begin{array}{r} \text { Total } \\ \text { RO'000 } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating income | 35,040 | 26,798 | 1,996 | 3,374 | 2,505 | 69,713 |
| Profit | 19,764 | 21,792 | (534) | 2,798 | $(16,564)$ | 27,256 |
| Total assets | $\begin{array}{r} ====== \\ \mathbf{7 0 6 , 4 1 2} \end{array}$ | $\begin{array}{r} ======= \\ 898,527 \end{array}$ | $\begin{array}{r} ===== \\ 20,274 \end{array}$ | $\begin{array}{r} ====== \\ 16,834 \end{array}$ | $\begin{array}{r} ====== \\ 456,161 \end{array}$ | ====== |
| 9 months ended <br> 30 September 2010 | Retail banking RO'000 | Corporate banking RO'000 | Investment banking RO'000 | Treasury and international banking RO'000 | Head office RO'000 | $\begin{array}{r} \text { Total } \\ \text { RO'000 } \end{array}$ |
| Operating income | 27,988 | 24,361 | 2,296 | 2,493 | 3,263 | 60,401 |
| Profit | 10,740 | 19,734 | 1,269 | 2,315 | $(12,373)$ | 21,685 |
| Total assets | 627,906 | 781,976 | 14,409 | 20,186 | 441,370 | 1,885,847 |

## NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENT

 30 September 2011 (Unaudited)23
DERIVATIVES
30 September 2011
Derivatives
Interest rate swaps
Credit default swaps
Forward foreign exchange purchase contracts
Forward foreign exchange sales contracts
Interest rate caps
Currency options
Commodity hedging
Total

| Positive | Negative |
| ---: | ---: |
| fair value | fair value |
| (Note 9) | (Note 11) |
| RO'000 | RO'000 |


| Notional amount total | Notional amounts by term maturity |  |  |
| :---: | :---: | :---: | :---: |
|  | Within | 3-12 | Above 1 |
|  | 3 months | months | Year |
| RO'000 | RO'000 | RO'000 | RO'000 |
| 153,289 | 1,617 | 12,480 | 139,192 |
| 5,775 |  | 5,775 |  |
| 54,971 | 41,998 | 12,973 |  |
| 54,971 | 42,001 | 12,970 |  |
| 203 | 80 | 123 |  |
| 85,485 | 72,103 | 13,382 |  |
| 32,335 | 21,124 | 11,211 | - |
| 387,029 | 178,923 | 68,914 | 139,192 |

30 September 2010

Derivatives
Interest rate swaps
Credit default swaps
Forward foreign exchange purchase contracts
Forward foreign exchange sales contracts

| Positive |
| ---: |
| fair value |
| (Note 9) |
| RO'000 |
|  |
| 7,568 |
| - |
| 595 |
| 2 |
| - |
| 8,165 |


| Negative |
| ---: |
| fair value |
| (Note 11) |
| RO'000 |
|  |
| $(7,568)$ |
| $(77)$ |
| - |
| $(640)$ |
| - |
| $(8,285)$ |


| Notional amount total | turity |  |  |
| :---: | :---: | :---: | :---: |
|  | Within | 3-12 | Above 1 |
|  | 3 months | months | year |
|  |  |  |  |
| RO'000 | RO'000 | RO'000 | RO'000 |
| 160,720 | - | 7,431 | 153,289 |
| 7,700 | - | 1,925 | 5,775 |
| 34,412 | 28,992 | 5,420 | - |
| 34,412 | 28,995 | 5,417 | - |
| 443 | 80 | 181 | 182 |
| 237,687 | 58,067 | 20,374 | 159,246 |

NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENT
30 September 2011 (Unaudited)
23
DERIVATIVES (continued)

| 31 December 2010 | Positive fair value (Note 9) RO'000 | Negative fair value <br> (Note 11) <br> RO'000 | Notional amount total RO'000 | Notional amounts by term maturity |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | $3-12$ <br> months <br> RO'000 | Above 1 year RO'000 |
| Derivatives |  |  |  |  |  |  |
| Interest rate swaps | 4,212 | $(4,212)$ | 160,720 | 1,500 | 7,144 | 152,076 |
| Credit default swaps |  | (45) | 7,700 | - | 1,925 | 5,775 |
| Forward foreign exchange purchase contracts | 40 | (55) | 41,890 | 41,268 | 622 |  |
| Forward foreign exchange sales contracts | 55 | (80) | 41,890 | 41,269 | 621 |  |
| Interest rate caps | - |  | 383 | 80 | 181 | 122 |
| Currency options | 187 | (187) | 27,080 | 19,037 | 8,043 |  |
| Commodity hedging | 182 | (182) | 2,232 | 2,232 | - |  |
|  | 4,676 | $(4,761)$ | 281,895 | 105,386 | 18,536 | 157,973 |


[^0]:    As at 30 September 2011, the bank has a limited inter-bank exposure of RO 6.6 million against two regional large groups. The bank has recorded a provision of $100 \%$ against the same.

