### Report of the Directors and

### Financial Statements for the Year Ended 31st December 2013

<u>for</u>

### Abraaj Advisers UK Limited

(Registration Number 06541632 (England and Wales))

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## Company Information for the Year Ended 31st December 2013

**DIRECTORS:** 

H McCann

S Vettivetpillai

SECRETARY:

Norton Rose Company Secretarial Services Ltd

REGISTERED OFFICE:

3, More London Riverside London,

SEI 2AQ

REGISTERED NUMBER:

06541632 (England and Wales)

**AUDITORS:** 

KPMG LLP

8 Salisbury Square London EC4Y 8BB United Kingdom

## Report of the Directors for the Year Ended 31st December 2013

The directors present their report with the financial statements of the company for the year ended 31st December 2013.

### PRINCIPAL ACTIVITY

The Principal activity of the company is to provide investor relations services for the Abraaj Group of companies within the scope of its regulatory permissions.

### **REVIEW OF BUSINESS**

The company reported a profit after taxation for the year of £174,322 (2012: £45,929). The directors consider the results of the business to be satisfactory.

### **DIVIDENDS**

No dividends will be distributed for the year ended 31st December 2013 (2012:£ NIL).

#### DIRECTORS

The directors set out in the table below have held office during the whole of the period from 1st January 2013 to the date of this report unless otherwise stated.

The following directors have held office since 1 January 2013:

H McCann

S Vettivetpillai

### **AUDITORS**

In accordance with section 485 of the Companies Act 2006, KPMG LLP were appointed on 18 November 2013 to fill the casual vacancy in the office of auditor.

## Report of the Directors for the Year Ended 31st December 2013

## STATEMENT OF DIRECTORS' RESPONSIBILITIES IN RESPECT OF THE DIRECTORS' REPORT AND THE FINANCIAL STATEMENTS

The directors are responsible for preparing the Directors' Report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law they have elected to prepare the financial statements in accordance with UK Accounting Standards and applicable law (UK Generally Accepted Accounting Practice).

Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent; and
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They have general responsibility for taking such steps as are reasonably open to them to safeguard the assets of the company and to prevent and detect fraud and other irregularities.

### Statement of disclosure to auditors

So far as the directors are aware, there is no relevant audit information of which the company's auditors are unaware. Additionally, the directors have taken all the necessary steps that they ought to have taken as directors in order to make themselves aware of all relevant audit information and to establish that the company's auditors are aware of that information.

ON BEHALF OF THE BOARD:

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S Vettivetpillai - Director

25th April 2014

## INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF ABRAAJ ADVISERS UK LIMITED

We have audited the financial statements of Abraaj Advisers UK Limited for the year ended 31 December 2013 set out on pages 7 to 14. The financial reporting framework that has been applied in their preparation is applicable law and UK Accounting Standards (UK Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members, as a body, for our audit work, for this report, or for the opinions we have formed.

#### Respective responsibilities of directors and auditor

As explained more fully in the Directors' Responsibilities Statement set out on page 4, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit, and express an opinion on, the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

### Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the Financial Reporting Council's website at <a href="https://www.frc.org.uk/auditscopeukprivate">www.frc.org.uk/auditscopeukprivate</a>.

#### **Opinion on financial statements**

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2013 and of its profit
  for the year then ended;
- have been properly prepared in accordance with UK Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

### Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

## INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF ABRAAJ ADVISERS UK LIMITED

### Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the directors were not entitled to take advantage of the small companies exemption in not preparing a strategic report.

Jonathan Martin (Senior Statutory Auditor)

for and on behalf of KPMG LLP, Statutory Auditor

Chartered Accountants 8 Salisbury Square London, EC4Y 8BB

Date: 25th April 2014

### **Profit and Loss Account** for the Year Ended 31st December 2013

	Notes	31.12.13 £	31.12.12 £
TURNOVER		2,885,402	658,315
Administrative expenses		(2,684,687)	(612,386)
OPERATING PROFIT and PROFIT ON ORDINARY ACTIVIT	CIES		
BEFORE TAXATION	3	200,715	45,929
Tax on profit on ordinary activities	4	(26,393)	-
PROFIT FOR THE FINANCIAL Y	EAR	174,322	45,929

### **CONTINUING OPERATIONS**

None of the company's activities were acquired or discontinued during the current year or previous year.

TOTAL RECOGNISED GAINS AND LOSSES

The company has no recognised gains or losses other than the profit above and therefore no separate statement of Total Recognised Gains and Losses has been prepared.

### **HISTORICAL COST**

No note of historical costs profits and losses has been presented as there are no differences between the results disclosed in the Profit and Loss Account and results on an unmodified historical cost basis.

### Abraaj Advisers UK Limited (Registered number: 06541632)

### Balance Sheet 31st December 2013

	Notes	.31.12.13 £	31.12.12 £
FIXED ASSETS	2.2.2		
Tangible assets	5	970,864	1,152,949
CURRENT ASSETS			
Debtors	6	1,013,503	835,524
(>1 year £649,600 (2012; £657,200)) Prepayments and accrued income	ė	190,384	172,768
Cash at bank		<u>37,396</u>	21,510
		1,241,283	1,029,802
CREDITORS	7	/1 020 200\	(a.082.55£)
Amounts falling due within one year	7	(1,938,300)	(2,083,226)
NET CURRENT LIABILITIES		(697,017)	(1,053,424)
TOTAL ASSETS LESS CURRENT			
LIABILITIES		273,847	99,525
CAPITAL AND RESERVES			
Called up share capital	8	50,000	50,000
Profit and loss account	9	223,847	49,525
Front and 1055 account	7	<u> </u>	49,323
SHAREHOLDERS' FUNDS	13	273,847	99,525

The financial statements were approved by the Board of Directors on 25th April 2014 and were signed on its behalf by:

S Vettivetpillai - Director

Nettive J. M.

### Cash Flow Statement for the Year Ended 31st December 2013

	31,12,13 £000	31.12.12 £000
Reconciliation of operating profit to net cash flow from operating activities		
Operating profit	200,715	45,929
Depreciation charges	259,141	41,234
(Increase)/decrease in debtors	(195,595)	(1,001,092)
(Increase)/decrease in creditors	(171,319)	433,782
Net cash inflow from operating activities	92,942	(480,147)
	<del></del>	
Cash flow statement		
Cash flow from operating activities	92,942	(480,147)
Returns on investments and servicing of finance.	•	· · · · · · · · · · · · · · · · · · ·
Taxation	-	(913)
Capital expenditure	(77,056)	(1,194,183)
Cash (outflow)/inflow before financing	15,886	(1,675,243)
Financing	•	1,678,603
Increase/(decrease) in cash in the period	15,886	3,360
Movement in net funds in the period	15,886	3,360
Net funds at 1st January	21,510	18,150
Net funds at 31st December	37,396	21,510

### Notes to the Financial Statements for the Year Ended 31st December 2013

### 1. ACCOUNTING POLICIES

The following accounting policies have been applied consistently in dealing with items which are considered material in relation to the financial statements.

### **Accounting convention**

The financial statements have been prepared under the historical cost convention and are in accordance with applicable accounting standards.

### **Going Concern**

The accounts have been prepared on a going concern basis. Having reviewed financial projections of the Company, the directors consider it has sufficient cash resources to meet its financial obligations for the foreseeable future, and for a period of at least 12 months from the date of approval of these accounts.

### Turnover

Turnover represents income earned in the year providing investor relations services to the Abraaj Group of Companies.

### Tangible fixed assets

Depreciation on items of property and equipment is charged to the profit or loss on a straight-line basis over their estimated useful lives as follows:

	Life (Years)
Leasehold improvements	5 years
Plant and Machinery	4 years

The depreciation methods, residual values and useful lives of items of property and equipment are reviewed annually and altered if circumstances change. Any change is accounted for as a change in accounting estimate by changing the depreciation charge prospectively.

### Leasing

Operating lease rentals are charged to the profit and loss account on a straight line basis over the period of the lease taking into account any rent-free period.

#### **Taxation**

The charge for taxation is based on the profit for the year and takes into account taxation deferred because of timing differences between the treatment of certain items for taxation and accounting purposes.

### Notes to the Financial Statements for the Year Ended 31st December 2013

### 2. STAFF NUMBERS AND COSTS

The average number of persons employed by the Company (including directors) during the year, analysed by category, was as follows:

	31.12.13	31.12.12
Operations Administration	<u>4</u> <u>1</u>	
The aggregate payroll costs of these persons were as follows:		
Wages and salaries Social security costs	31.12.13 £ 874,884 116,225	31.12.12 £ 255,105 34,185
Demonantian of directors	991,109	289,290
Remuneration of directors	31.12.13 £	31.12.12 £
Directors' emoluments	348,368	255,105

The amounts for directors remuneration include £348,368 (2012: £255,105) in respect of the highest paid director.

### 3. OPERATING PROFIT

The operating profit is stated after charging:

	31.12.13	31.12.12
	£	£
Depreciation - owned assets	259,141	41,234
Auditors' remuneration	15,000	9,000
Auditors' remuneration – FCA audit	7,500	

## Notes to the Financial Statements - continued for the Year Ended 31st December 2013

### 4. TAXATION

5.

The tax charge on the profit on ordinary activities for the year was as follows:

		31.12.13 £	31.12.12 £
Domestic current year tax			
U.K. corporation tax		26,393	
Adjustment for prior years		-	
Current tax charge		26,393	-
Factors affecting the tax charge for the year The current tax charge for the period is lower (2012: le standard rate of corporation tax in the UK - 23.25% (2 are explained below.	ower) than the 2012 :24.5%). The	differences	
Profit on ordinary activities before taxation		200,715	45,929
Profit on ordinary activities before taxation multiplied standard rate of UK corporation tax of 23.25% (2012 - 24.5%)		46,666	11,253
Effects of:		<del></del>	
Capital allowances for period in excess of depreciation Depreciation for the period in excess of capital allowa Other tax adjustment		17,213 (37,486)	(11,253)
		(20,273)	(11,253)
Current tax charge		26,393	-
TANGIBLE FIXED ASSETS			
	Short leasehold £		Totals £
COST	4		
At Ist January 2013 Additions	1,022,802 13,665	171,381 63,391	1,194,183 77,056
At 31st December 2013	1,036,467	234,772	1,271,239

# Notes to the Financial Statements - continued for the Year Ended 31st December 2013

		Short leasehold £	Plant and machinery £	Totals
	DEPRECIATION			
	At 1s January 2013	34,093	7,141	41,234
	Charge for year	206,382	52,759	259,141
	At 31st December 2013	240,475	59,900	300,375
	NET BOOK VALUE			
	At 31st December 2013	795,992	174,872	970,864
	NET BOOK VALUE			
	At 31st December 2012	<u>988,709</u>	164.240	1.152.949
6.	DEBTORS		31.12.13	31.12.12
			\$1.12.13 £	31.12.12 £
	Trade debtors		19,339	-
	Amounts owed by group undertakings		292,219	-
	Other debtors		701,945	835,524
			1,013,503	835,524
	On the 10th of August 2012 a charge was created in favour rent deposit. As at 31st December 2013, debtors due after (2012: £657,200)			
7.	CREDITORS: AMOUNTS FALLING DUE WITHIN O	NE YEAR		
		*, **	31.12.13	31.12.12
	<b></b>		£	£
	Trade creditors		1 507 000	60
	Amounts owed to group undertakings Social security and other taxes		1,507,900 3,882	1,629,071 13,453
	Other creditors		70,402	383,222
	Accrued expenses		329,723	57,420
	Corporate Taxation		26,393	
			1,938,300	2,083,226

## Notes to the Financial Statements - continued for the Year Ended 31st December 2013

### 8. CALLED UP SHARE CAPITAL

Allotted, iss	ued and fully paid:			
Number:	Class:	Nominal	31.12.13	31.12.12
		value:	£	£
50,000	Ordinary	£1	50,000	50,000

### 9. RESERVES

	Profit and loss account
At 1st January 2013 Profit for the year At 31st December 2013	49,525 174,322 223,847

### 10. PARENT COMPANY

The immediate holding Company is Abraaj Investor Coverage (Cayman) Limited (incorporated in the Cayman Islands).

### 11. RELATED PARTY DISCLOSURES

During the year, the Company charged £ 2,885,402 (2012: £658,315) to Abraaj Holdings. As at year end £292,219 was due (2012: £ NIL).

The company also has the following balances payables to other related parties: Abraaj Investment Management Limited £1,438,000 (2012: £1,456,303), Aureos Capital Limited £66,368 (2012: £ NIL) and Aureos Advisers Limited £3,532 (2012: £ NIL).

### 12. ULTIMATE CONTROLLING PARTY

The ultimate controlling party is Abraaj Holdings a company incorporated in the Cayman Islands.

### 13. RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS

	31.12.13 £	31.12.12 £
Profit for the financial year	174,322	45,929
New share capital subscribed		49,999
Net addition to shareholders' funds	174,322	95,928
Opening shareholders' funds	99,525	3,597
Closing shareholders' funds	<u>273,847</u>	<u>99,525</u>