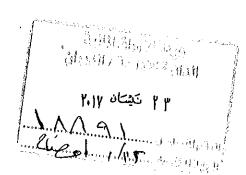
السادة ميئة الاوراق المالية

السادة بورصة عمان

التاريخ:- 2017/04/19

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نمودج رقم (1-2) Form No. (1-2)

To: Jordan Securities Commission Amman Stock Exchange

Date:- 19/04/2017

Subject: Annual Report for 2016 and audited

annual financial statements for the year

ended 31/12/2016 ·

Attached The annual report for 2016 and the audited financial statements of Al Ekbal Printing & Packaging Company in English for the financial year ended 31/12/2016

Kindly accept our high appreciation and respect

Company's Name Al Ekbal Printing & Packaging

General Manager's Signature

مرفق طيه التقرير السنوي لعام 2016 والبيانات المالية المدققة لشركة (شركة الاقبال للطباعة والتغليف) باللغة الانجليزية عن السنة المالية المنتهية في 2016/12/31

الموضوع : التقرير السنوي لعام 2016 والبيانات المالية

السنوبة المدققة للسنة المنهية في <u>2016/12/31</u>

وتفضلوا بقبول فائق الاحترام،،،

اسم شركة شركة الاقبال للطباعة والتغليف

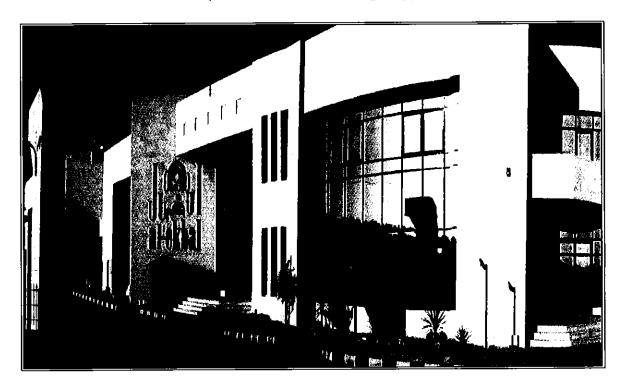
توقيع المدير العام





## **AL-EKBAL PRINTING AND PACKAGING Co.**

(Public limited company)



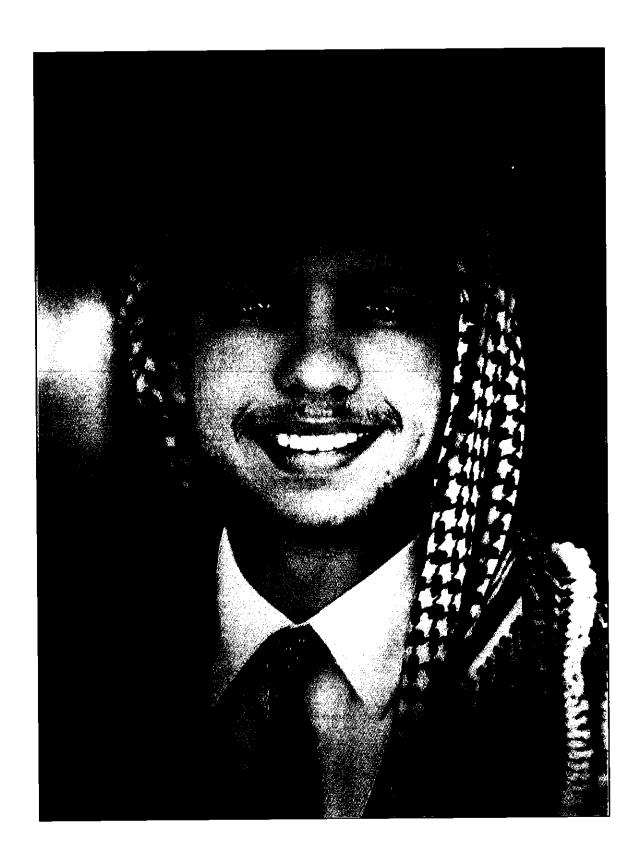
Twenty Second Annual Report of the Board of Directors on the Company's

Activities and its Financial Statements for the Year Ended

31.December.2016



His Majesty King Abdullah II Ibn Al- Hussein



His Royal Highness Crown
Prince Al-Hussein Bin Abdullah II

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#### **Board of Directors**

Mr. David Silhavy

Representative of Mayr-Melnhof Packaging Austria GmbH

Chairman

Eng. Adel Ramez Abou Dargham

Representative of Neupack Gesellschaft m.b.H

**Deputy Chairman** 

D. Wilhelm Hoermanseder

Representative of M Mayr-Melnhof Packaging International GmbH

Member

Mr. Wolfgang Roth

Representative of MM Graphia Beteiligungs u. Verwaltungs G.m.b.H

Member

Mr. Anwar Osama Al-Sukkari

Member

## Board of Directors - Appointments and Resignations:

 Nomination of Mr. Khaireddin Shukri as Vice Chairman of the Board of Directors / Representative of Neupack Gesellschaft m.b.H Successor to Mr. Adel Ramez Abou Dargham based on Board of Director's resolution dated 11-January-2017.

#### Annual Report of the Board of Directors

The Board of Directors' annual report on the company's activities and its financial position as of Dec. 31 2016 and its plan for 2017

Honorable shareholders,

On behalf of the Board of Directors and myself, I would like to welcome you to the 22nd Annual meeting of your company. It is my pleasure to give you a summary report on the activities and achievements in 2016, and to set out the future plans for the company for next year.

The Company maintained its profitability in 2016, and increased its profit compared to 2015. This was achieved in spite of the challenges that the company had faced during the year 2016. The political, security, and economic conditions in neighboring countries in particular, and the region at large, had a negative impact on the volume of our export sales. Equally in terms of adverse effects, the drop of the Euro exchange rate against the Jordanian Dinar, did affect the company's sales revenue.

The sales revenue of the company in 2016 had amounted to J.D. 10,214,514 compared to J.D. 10,692,928 in 2015. This represents a decrease of 6.8% compared to the previous year. Despite the decline in total sales, the company had achieved 15.4% growth in gross profit which amounted to J.D. 1,901,933 (J.D. 1,648,521 in 2015).

In 2016 the company's net profit after tax had amounted up to J.D. 798,579 compared to 2015 where the net profit after tax was J.D. 511,629. This represents 11.9% return on equity compared to 7% in 2015. The net profit increase is attributed to a combination of factors of which productivity increase, the concentration on producing more viable products, the efficient use of available resources, and the further improvement in production efficiency.

The company will keep the momentum of improving production through the utilization of all the available recourses and through capacity building of its employees, and exploiting the contracts with its clients to the full.

#### Honorable shareholders,

Peace and God's blessings be upon you,

The Board of Directors of Al Ekbal Printing and Packaging Company is pleased to welcome you all, and would like to thank you for your acceptance of its invitation to attend the Twenty Second Annual General Meeting on the Company's activities, achievements and financial statements for the year ended December 31, 2016.

In compliance with disclosure instructions required by the Securities Commission, we inform the following:

Description of the company's activities, its geographic locations, size of capital investment, and number of employees:

#### Main activities

The company prints and manufactures packaging products made of paper and cardboard for pharmaceuticals, tobacco, cigarettes, detergents, cosmetics and fast food industries.

### Geographical locations and number of employees

Al-Ekbal Printing and Packaging Company is located in the South of the capital Amman, in Na'ur area, Um Al-Basateen Triangle at Madaba Road. All activities are being performed inside the company. There are no other branches inside or outside the Kingdom.

The number of employees is 123.

The company has been established in 27/12/1994. It is registered with the Ministry of Industry and Commerce under the number (264).

#### **Capital Investment**

The volume of the capital investment of the company has reached J.D. 9,585,451 while the paid up capital of the company is J.D. 3,500,000.

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Sriet introduction of the members of the doard	tion of the	Mernuera		of Directors.	
Name	Nationality	Date of Birth	Qualifications	Experience	Position
			Master degree in	2005 to date: Mayr-Melnhof Group Vienna	Treasury Expert
			Business	2005-2009: Corporate Treasury Department,	Project Manager
Mr. David	Austrian	1978	Administration	2009 to date: Head of Corporate Treasury Department	Head of Department
Silhavy			(2005)	2015 to date: Finance Director Packaging Division	
				09.02.2016 to date: Al Ekbal Printing & Packaging	Chairman
				1984-1985; Saudi Technical Plastic Company / KSA.	Projects Engineer.
				1985-1990: Hoshan Graphic Arts.	Maintenance Manager - Technical Sales
				1991-2001; Yousef Kara & Fils for Printing &	Manager.
Fno Adel				Packaging.	Projects Manager.
Abou-Daraham			di operationale de la constante de la constant	1.5.2001 to date: Al Ekbal Printing & Packaging /	General Manager.
(Up to 11-	Lebanese	1962	Dachelor degree III	Jordan.	Member of Board of Directors.
January-2017)			Engineering. (1904)	2003-2007: Al Ekbal Printing and Packaging / Jordan.	
				1.2.2011-11.01,2017: Al Ekbal Printing and Packaging.	Deputy Chairman, representative of Neupack
					D.U.D.
				1979-2008: GM at Jordan Valley Farm (JOVAC).	General Manager
				1985-1988: Chairman at SHUVAC Agricultural Works.	Chairman
:				1991-2008: Chairman at Modern Valley Farms.	Chairman
Mr. Khaireddin			Bachelor degree in	2008-2011: Managing Director at DAMCO.	Managing Director
Shukri (starting	Jordanian	1953	Agricultural	2011-2013: GM at Agri Jordan.	General Manager
from 11-January-			Sciences, (1977)	2013-2016: Agricultural consultant (KAFD).	Consultant
(/107				26.11.2016- to date: Al Ekbal Printing & Packaging	
				Deputy GM (From 11.01.2017 Acting GM / Vice	Deputy GM / Acting GM
				Chairman)	
				2007-2009: Obeidat and Freihat Law Firm.	Lawyer.
			B.A degree in Law.	2009 to date: Osama Sukkari Law Firm.	Lawyer.
•			(2007)	23.2.2011 to date: Al Ekbal Printing and Packaging /	Member of Board of Directors, representative
Mr. Anwar	•	1984	Master degree in	Jordan.	of Ernst Schausberrger & Co Gesellschaff,
Osama Sukkan	Jordanian		International		and at his own capacity as of
			Commercial Law.		9.February.2016.
				1981-1986: Austrian Investment Co.	Senior Accountant.
				1986-1987: Acoplan Consulting Co.	Consultant.
				1987-1990; Management trust Holding AG.	Purchasing Supervisor.
				1990-1994: Mavr-Melnhof Karton AG	Financial Controlling.
Dr. Wilhelm		1954	Ph.D. Engineering	1994-2002: Mavr-Melnhof Karton AG	Deputy CEO.
Hoermanseder	Austnan	1	)	2002 to present: Mayr-Melnhof Karton AG	Chairman & CEO.
				7/11/2007-2/2/2011; Al Ekbal Printing & Packaging.	Chairman, representative of Mayr – MeInhof
					Packaging / Austria
				9.02.2016 Date: Al Ekbal Printing & Packaging	Member of the BoD

Test Engineer.	Maintenance Manager. Technical Manager – Business manager.	Divisional Technical Coordinator & Risk	Engineer.	Member of Board of Directors, representative	of MM Graphia Beteil. Und Verw. GmbH	
1988-1992: Robert Bosch GmbH / Germany	1992-1996: FCP-Europa Carton / Germany. 1906-1999: Dananak Faltshachtelsysteme GmbH	1999-2003: Rovema Verpackungsmaschinen	2003 to date: MMG Beteiligungs-und Verwaltungs	3.2.2011 to date: Al Ekbal Printing and Packaging		
Bachelor degree in	Engineering –	Construction.	(1978)	Degree in	Mechanical	Engineering (1988)
1959						
German						
Mr. Wolfgang	Roth					

Bachelor degree in 1962 Engineering Bachelor degree in 4953 Agricultural Sciences. (1977) Master degree in Accounting. Jordanian Certified Public Accountant (JCPA). Certified Management Accountant (CIA). Certified Internal Auditor (CIA). Chemical Engineering Diploma  1967 Bachelor degree in Law. Bachelor degree in Law. Electrical & Computer Engineering	enior Ma	Senior Management				
Bachelor degree in Figureacing Engineering Engineering Agricultural Sciences. (1977)  Jordanian 1984 (1977)  Jordanian 1984 (1977)  Jordanian 1967 (1978)  Jordanian 1967 Engineering (1978)  Jordanian 1968 Bachelor degree in Eachican Engineering (1978)  Medical Lap Diploma 1976 Engineering (1976)  Bachelor degree in Eachican Engineering (1976)	Name	Nationality	Date of Birth	Qualifications	Experience	LONISOL
Jordanian 1953 Agricultural Sciences. N (1977)  Master degree in Accounting.  Jordanian Certified Public Accountant (CMA).  Certified Internal Auditor (CIA).  Chemical Engineering Diploma  Jordanian 1972 Engineering  Medical Lap Diploma  Bachelor degree in Law.  Bachelor degree in Law.  Bachelor degree in Law.  Bachelor degree in Electrical a Computer Engineering Computer Com	Eng. Adel Abou-	Lebanese	1962	Bachelor degree in Engineering	Mentioned Above.	General Manager (Up to 11-January-2017)
Master degree in Accounting. Jordanian Certified Public Accountant (JCPA). Certified Internal Auditor (CIA). Chemical Engineering Diploma Jordanian 1972 Engineering Medical Lap Diploma Jordanian 1968 Bachelor degree in Law. Electrical & Computer Engineering	Mr. Khaireddin Shukri	Jordanian	1953	Bachelor degree in Agricultural Sciences. (1977)	Mentioned Above.	Deputy GM (Starting from 26-November-2016) Acting GM (Starting from 11-January-2017)
Chemical Engineering Diploma Jordanian 1972 Engineering Medical Lap Diploma Jordanian 1978 Bachelor degree in Law. Bachelor degree in Law. Bachelor degree in Law. Bachelor degree in Electrical & Computer & Electrical & Computer & Electrical & E	Mr. Ibrahim Hasan	Jordanian	1984	Master degree in Accounting. Jordanian Certified Public Accountant (JCPA). Certified Management Accountant (CMA). Certified Internal Auditor (CIA).	2007-2011: PriceWaterHouseCoopers / Jordan. 2012-Jan.2013: KPMG / Jordan. Feb.2013-May.2014: Manaseer Oil & Gas Company. 26.5.2014 to date: Al Ekbal Printing and Packaging.	Senior Auditor – External Audit. Supervisor – Internal Audit & Risk Consulting. Deputy Finance Manager. Finance Manager.
Jordanian 1972 Engineering  Medical Lap Diploma  Jordanian 1968  Bachelor degree in Law.  Bachelor degree in Law.  Bachelor degree in Electrical & Computer  Flectrical & Computer  1976  Bachelor degree in Electrical & Computer  Formation 1983 Formation	Mr. Fayek Abou Seif	Jordanian	1967	Chemical Engineering Diploma	1989-1993; Arabian Center for Pharmaceuticals & Chemical Industries 1993-1996; Jordanian Industrial Resources Company. 1996 to date: Al Ekbal Printing and Packaging.	Head of Analysis Department.  Head of Quality & Control Department.  Head of Technical Department.
Jordanian 1976  Bachelor degree in Law.  Jordanian 1976  Bachelor degree in Electrical & Computer Electrical & Electrical & Computer	Eng. Mustafa Shaheen	Jordanian	1972	Bachelor degree in Engineering	1994-2005: International Tobacco and Cigarette Company.	Senior Electromechanically – Production Engineer. Maintenance Manager.
Jordanian 1976  Bachelor degree in Law.  Bachelor degree in Electrical & Computer	Mr. Ismael Mteir	Jordanian	1968	Medical Lap Diploma	1992-1994: Arabian Center for Pharmaceuticals & Chemical Industries. 1994-1996: Jordanian Industrial Resources Company. 1998 to date: Al Ekbal Printing and Packaging.	Medical Lab Technician. Controller. Production Manager.
Bachelor degree in Electrical & Computer 1983 Engineering	Mr. Abdullah Al Majali		1976	Bachelor degree in Law.	2000 to date: Al Ekbal Printing and Packaging.	Administrative Manager Responsible for shareholders Affairs (2001 to date)
	Mr. Yahya Khalaf	Jordanian	1983	Bachelor degree in Electrical & Computer Engineering.	2006-2008: Zarqa Private University. Apr.2008 to date: Al Ekbal Printing and Packaging.	Head of Systems Section. Quality Manager.

## Names of major shareholders and number of shares owned by them compared with previous year

Name	Number of shares as in 31.Dec.2016	Percentage %	Number of shares as in 31.Dec.2015	Percentage %
Mayr-Melnhof Packaging Austria GmbH	1.035.624	29.59%	1.474.464	29.49%
Neupack G.m.b.H	700.000	20%	1.000.000	20%
Mayr-Melnhof Packaging International GmbH	1.297.470	37%	1.856.103	37.12%

#### Competitive position of the company

Despite of the strong competition, the company could maintain its local market share and could keep its major customers in export market. As well, the company could compensate for the decline in export sales by focusing locally on the production of high value-added products, with higher profit margin. On the other hand, the company focused on reducing its cost of production, hence increasing profitability, through increasing production efficiency and better utilization of production capacity.

## Company's dependence on local or foreign suppliers and customers

Customer Name	Percentage from Total Sales (Manufacturing Related)
Japan Tobacco International (JTI) Offset	26%
Al Zawrae Industrial Company	23%
Phillip Morris - Jordan	14%

Supplier Name	Percentage from Total Raw materials Purchases (Manufacturing Related)			
Stora Enzo	49%			
lggesund Holmen Group	10%			

## Decisions by the government or international organizations that had material effect on the operations of the company or its competitiveness

There are no decisions made by the government or any other international organization that had a material impact on the performance of the company, its products or its competitiveness.

## Government protection and subsidy given to the company or its products according to the laws and regulations

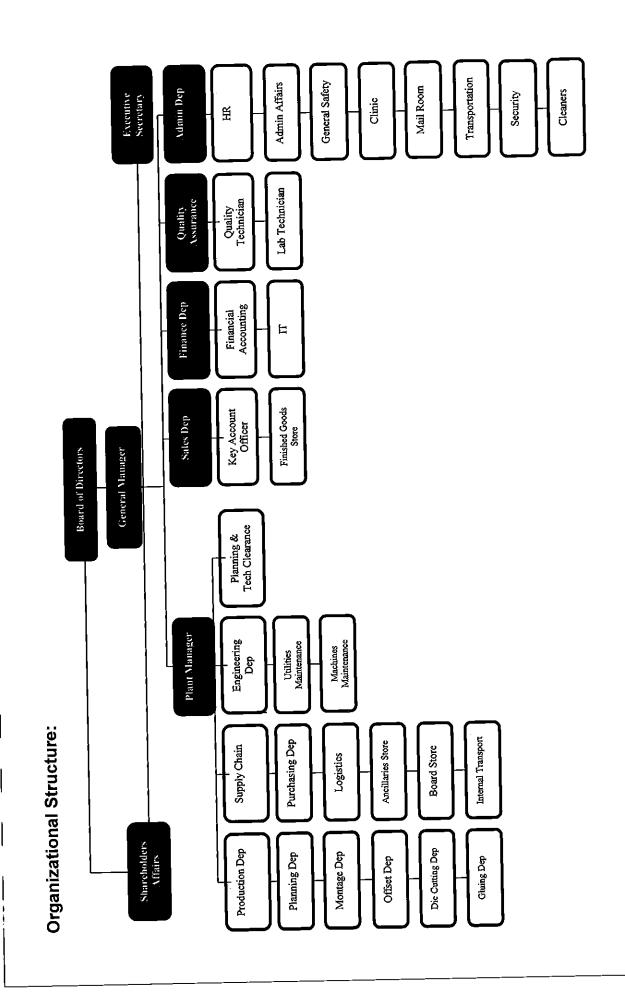
Nothing exists.

#### **Human Resources**

In order to develop the technical and administrative performance, the company offers its employees internal and external training. For this purpose, the company adopted the "Diamond Program" since many years. As well, the company annually adjusts the salaries of its employees to meet the increasing cost of living conditions.

#### The benefits provided to the employees are:

- Extra two months' salary a year, paid over quarterly equal amounts.
- Occupational safety: The Company makes efforts to ensure the general safety of all employees through educational brochures, sessions and following procedures to avoid injuries or exposing employees to hazards.
- Health care: The Company periodically conducts the necessary medical exams to maintain the health and safety of our employees. In addition, we have a physician available on site daily to meet the employees' healthcare needs.
- The Company provides free medical, life, and cancer insurance for all employees.
- End of service payment: The Company offers a special system for end of service payment.
- Social security: All employees are enrolled in Social Security.
- Offer subsidized meals and maintain a cafeteria with the best equipment to provide meals in a healthy way.
- Training: The Company has established training programs for its personnel, in order to develop their knowledge and their performance, especially in administration and technical fields.
- Provide transportation to all employees through securing transportation vehicles based on working hours.



### Number of employees and categories of their qualifications

Qualifications	Number of Employees
Master Degree	5
Bachlor Degree	19
Diploma	8
High School	6
Less than High School	85
Total Number of Employees	123

#### Training programs

Training Course Name	Number of Employees
BRC - The British Retail Consortium	All Departments
ISO 2015	1
Labor Law	1
Social Security Law	1
Management Accounting	1
Income & Sales Tax	1

#### Risks to the company

The risks that the company had faced in 2016, and might be exposed to in the future:

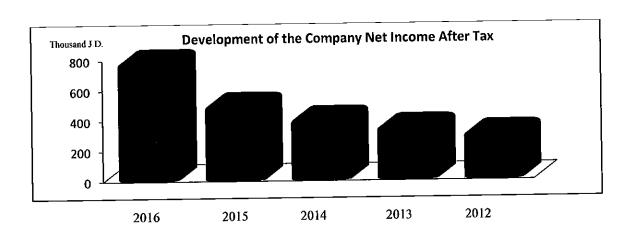
- The worsening political and security situation in the region had had a negative impact on the company's export sales and on the ability of the company's expansion in the regional markets.
- The company depends largely on a small clientele base, which possess a considerable risk
  as the performance of those clients will directly affect the performance of the company.
   The company will seek to broaden our clients' base and sectors.
- The increases in the raw materials prices possess another risk to the viability of our operations. Minimizing this risk is being carried out in the pricing strategy of the company.
- The company was affected by drop in the Euro exchange rate against the Jordanian Dinar in 2016. This negative impact is expected to continue during 2017.
- Local changes in taxes for tobacco and cigarettes could reflect negatively on cigarette consumption and production, hence on the company's sales.

## Achievements of the company during the financial year

- The main achievement during 2016 was the ability to increase the profitability of our operations. The profit before tax has increased from J.D 592,318 to J.D 968,579. The return on assets increased from 5% in 2015 to 8% in 2016. The reason for the positive results are:
- The full utilization of the resources based on a proper planning.
- The concentration on items which are economically more viable in our production and marketing operations.
- Slashing down expenses and cutting down costs and waste throughout the operations.
- The company continued the process of developing its production capabilities, staff capacity building and improving its work environment aiming at competing with leading regional and international companies working within its domain.



**Raw Material Warehouse** 

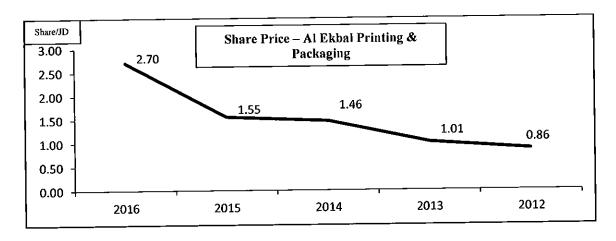


## Financial impact of non-recurring activities that occurred during the financial year and not part of the company's core activity

There are no financial impacts of non-recurring activities during the financial year under review, which are not part of the company's core activity.

Description	2016	2015	2014	2013	2012
Net Income After Tax	798,579	511,629	417.507	364.103	320.496
Distributed Profits		400,000	-	<u>-</u>	
Capital Reduction	1.500.000		<u> </u>		
Shareholders' Equity	6,716,411	7,429,806	7.392.787	7.008.710	
Share Price	2.7	1.55	1.46	1.01	0.86

## Time series of profits and losses, dividends, net equity and share prices



### Financial Performance Analysis

Financial Ratios	2016	2015
Return on Equity %	11.9%	6.9%
Return on Assets %	8.3%	4.9%
Equity Ratio %	70%	70%
Debt Ratio %	30%	30%
Current Ratio (Times)	2.29	2.35
Gross Profit %	18.6%	15%
Earnings Before Interest & Taxes – JOD	1,023,073	709,984
Earnings Per Share %	0.204	0.102

### Sales & Sectors Analysis

### Sales Analysis

	2016 (JOD)	2015 (JOD)
Local Sales	9,723,907	9,946,045
Export Sales	490,607	1,016,883
Total Sales	10,214,514	10,962,928

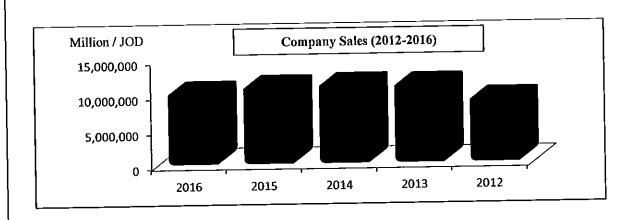
## Export sales are mainly exports to the following countries:

- Kingdom of Saudi Arabia.
- Qatar.

#### Sector analysis

	2016			2015		
	Printing & Packaging	Merchandise Sales*	Total	Printing & Packaging	Merchandise Sales*	Total
Sales	8,232,484	1,982,030	10,214,514	8,495,840	2,467,088	10,962,928
cogs	(6,567,459)	(1,745,122)	(8,312,581)	(7,082,717)	(2,231,690)	(9,314,407)
Gross Profit	1,665,025	236,908	1,901,933	1,413,123	235,398	1,648,521

<sup>\*</sup>Import of gravure products from MM Graphia



#### Future plan for 2017

The company's future plan for the year 2017 consists of the following main items:

 Targeting the Multinational Companies that are operating in the different industrial sectors through a strategic marketing plan.

Continue to work to develop and enhance the production efficiency and work procedures in

the company.

Increase the production of special and high quality products to increase the company's market share in different market sectors.

Enhancing the company's productive capacities in both; quality and quantity with a push towards obtaining global specialty certifications in order to expand in various sectors in the domestic and export markets.

#### **External Auditor Expenses**

The external audit service fees amounted to JOD 10.000 (Excluding sales tax) in 2016.

## Number of shares owned by members of the Board of Directors and senior management executives and their relatives

#### **Board of Directors:**

Name	Position	Nationality	Representative	Representative Nationality	Number of Shares as in 31.Dec.2016	Number of Shares as in 31.Dec.2015
Mayr Melnhof Packaging Austria GmbH	Chairman of Board	Austrian	Mr. David Silhavy	Austrian	1.035.624	1.474.464
Neupack Gesellschaft GmbH	Vice Chairman	Austrian	Eng. Adel Abou Dargham (Up to 11.January.2017)	Lebanese	700.000	1.000.000
Mayr Melnhof Packaging International GmbH	Member of Board of Directors	Austrian	Mr. Wilhelm Hoermanseder	German	1,297,470	1.856.103
Mr. Anwar Sukkari	Member of Board of Directors	Austrian	Mr. Anwar Sukkari	Jordanian	5.000	5.000
MM Graphia Beteil und Verw. GmbH	Member of Board of Directors	German	Mr. Wolfgang Roth	German	5.000	5.000

### Senior Management:

Name	Position	Nationality	Number of Shares as in 31.Dec.2016	Number of Shares as in 31.Dec.2015
Eng. Adel Abou Dargham	General Manager	Lebanese	-	-
Mr. Khaireddin Shukri	Deputy GM (Starting from 26 November 2016)	Jordanian	-	-
Mr. Ibrahim Hasan	Finance Manager	Jordanian	-	-
Mr. Fayek Abou Seif	Pre-press & Technical Clearance Manager	Jordanian	-	-
Eng. Mustafa Shahin	Maintenance Manager	Jordanian	-	-
Mr. Ismael Mteir	Production Manager	Jordanian	-	-
Mr. Abdallah Al Majali	Administrative Manager	Jordanian	-	-
Mr. Yahya Khalaf	Quality Manager	Jordanian	-	

#### Benefits and rewards for 2016

#### Chairman and Board Members:

Name	Position	Transportation Allowance (JOD)	Rewards (JOD)	Total Benefits (JOD)
Mr. David Silhavy	Chairman of Board of Directors	4.800	5.000	9.800
Eng. Adel Abou Dargham	Vice Chairman of Board of Directors / General Manager	4.800	5.000	9.800
Mr. Wilhelm Hoermanseder	Member of Board of Directors	4.800	5.000	9.800
Mr. Anwar Sukkari	Member of Board of Directors	4.800	5.000	9.800
Mr. Wolfgang Roth	Member of Board of Directors	4.800	5.000	9.800

#### Senior Management:

Name	Position	Annual Salary	Rewards	Housing	End of Service	Other Benefits
Eng. Adel Abou Dargham	General Manager	119.000	96.625	7.000	37.202	Vehicle
Mr. Khaireddin Shukri	Deputy GM (Starting from 26 November 2016)	6.125	-	-	-	-
Mr. Ibrahim Hasan	Finance Manager	41.020	5.500	-	-	-
Mr. Fayek Abou Seif	Prepress & Technical Clearance Manager	31.290	1.000	_		-
Eng. Mustafa Shahin	Maintenance Manager	35.427	9.400	-	-	-
Mr. Ismael Mteir	Production Manager	31,290	9.400	-	-	-
Mr. Abdallah Al Majali	Administrative Manager	22.260	1.000	-	-	-
Mr. Yahya Khalaf	Quality Manager	23.170	2,000	-	-	2.475

The company has adopted an early settlement program for employee's end of service.

## Donations and Grants paid by the company in 2016.

Grants given to the local people of Na'ur area in terms of food and related items.

Contracts, projects or agreements entered into by the company with subsidiaries, affiliates, or with the chairman of the board, directors, general manager or with any other employee of the company or with their relatives

There are no such contracts, projects or agreements the company entered into, except the existing cooperation with MM Graphia, which provides the company with rotogravure printed goods based on the requirements of one tobacco customer who relied on our company as an exclusive local supplier for these goods.

#### Company's contribution to environmental protection

- Installation of weather strips to the company's external doors, resulting in savings in energy consumption in heating and cooling systems.
- The company intends to install transparent glass insulators in different sections of the company which provides thermal insulation and thus save energy consumption.
- The use of energy saving lighting units.
- The company sells recyclable production wastes to specialized recycling companies.
- The company cooperates with the Municipality of the Capital for the disposal of scrap after the company separates the scrap for the re-use of part of it.
- Installation of water pumps fitted with electric control system to control the level of water consumption.
- Installing electric doors for warehouses and thermally insulated doors, which reduce energy consumption.
- The use of natural lighting in the new warehouses through appropriate designs.
- The company sells waste, wood, cardboard and used oil materials to recycling companies who convert wastes into usable products.

#### Company's contribution to the local society

The company contributes to serving the local society through participations in official and public events in the province of Na'ur, such as the unemployment service center, charity organizations and the committees in Na'ur and cooperates with them, in order to help poor families, in addition to providing job opportunities.

#### Meetings of the Board of Directors

8 meetings were held in the year of 2016.

Last, but not least, I would like to thank the management, teams, and staff of Al-Ekbal on a job very well done. You have demonstrated to all in the Industrial Sector, the level that could be achieved when high ability and a sense of purpose are combined.

Also, I would like to extend our gratitude to our suppliers and customers for their cooperation and trust. Special thanks go to you, our shareholders, for your faith and belief in the management of the company and your continuous support. Without your inspirational support, we would not have been able to move forward to accomplish the missions, objectives and targets of the company.

David Silhavy Chairman of the Board

#### **Declarations of the Board of Directors**

The Board of Directors of Al-Ekbal Printing & Packaging plc hereby declares that, according to the best of their information and in their opinion, there are no substantial matters that may affect the Company as a going concern during 2016.

The Company's Board of Directors hereby declares its responsibility for the preparation of the financial statements and an effective control system in the Company.

Name	Position	Signature
Mr. David Silhavy	Chairman	
Mr. Khaireddin Shukri	Deputy of Chairman (Starting From 11.January.2017)	
Dr. Wilhelm Hoermanseder	Member	
Mr. Anwar Al Sukkari	Member	
Mr. Wolfgang Roth	Member	

We, the signatories below declare that all the data and statements in this Annual Report are correct, accurate and complete.

Name	Position	Signature
Mr. David Silhavy	Chairman	
Mr. Khaireddin Shukri	Deputy of Chairman	
Mr. Ibrahim Hasan	Finance Manager	

## AL EKBAL PRINTING AND PACKAGING (PUBLIC SHAREHOLDING COMPANY)

FINANCIAL STATEMENTS

**31 DECEMBER 2016** 

## AL EKBAL PRINTING AND PACKAGING P.S.C.

## FINANCIAL STATEMENTS

## 31 DECEMBER 2016

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Independent Auditor's Report
To the Shareholders of Al Ekbal Printing and Packaging P.S.C.

## Report on the audit of the financial statements

#### Our opinion

In our opinion, Al Ekbal Printing and Packaging P.S.C. (the "Company") financial statements present fairly, in all material respects, the financial position of the Company as at 31 December 2016, and its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards

#### What we have audited

Al Ekbal Printing and Packaging Company's financial statements comprise:

the statement of financial position as at December 31, 2016; the statement of comprehensive income for the year then ended; the statement of changes in equity for the year then ended; the statement of cash flows for the year then ended; and the notes to the financial statements, which include a summary of significant accounting policies.

#### **Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the 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 Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code). We have fulfilled our other ethical responsibilities in accordance with the IESBA Code.

#### Our audit approach

#### Overview

Key Audit Matters Provision for slow-moving inventory

As part of designing our audit, we determined materiality and assessed the risks of material misstatement in the financial statements. In particular, we considered where the directors are made subjective judgments; 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.

#### Key audit matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the 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

## Provision for slow-moving inventory

As described in the accounting policies number (2.7) Inventory and note number (4) Critical Accounting Estimates And Judgments, the management calculates the provision for slow-moving inventory according to the accounting policies described in note (2.7) and note (4) by comparing the recoverable amount of the inventory with the book value for this inventory.

There is a risk of wrong calculation by management for this provision, which may lead to material misstatement in the financial statements which may be caused of incorrect use of estimates.

As shown in Note (8) to the financial statements, management had recognised a provision for slow moving inventory with an amount of JD 211,628 as at 31 December 2016.

## How our audit addressed the Key audit matter

We have performed the following procedures to assess the reasonableness of the slow-moving inventory provision calculation:

- Assessed management's methodology in calculating the provision.
- Assessed the key assumptions used, based on our understanding of the company and the nature of the inventory.
- Tested some of the relevant company's procedures and internal controls.
- Tested the inventory aging report as of December 31, 2016.
- Re-calculated the provision as of December 31, 2016.

#### Other information

The directors are responsible for the other information. The other information comprises all the other information included in the Company's annual report for the year 2016 but does not include the financial statements and our auditor's report thereon. The other information not yet received to the date of this auditor's report, which is expected to be made available to us after that date.

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

In connection with our audit of the 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 financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

When we read the other information not yet received, 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 financial statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with International Financial Reporting Standards and with other identified applicable laws in the Hashemite Kingdom of Jordan, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company'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 Company or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Company's financial reporting process.

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

Our objectives are to obtain reasonable assurance about whether the 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 ISAs 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 financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

Identify and assess the risks of material misstatement of the 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.

- 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 Company'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 Company'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 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 Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the 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 Company to express an opinion on the financial statements. We are responsible for the direction, supervision and performance of the Company 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 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.

## Report on other legal and regulatory requirements

The Company maintains proper accounting records and the accompanying financial statements are in agreement therewith the financial date presented in the Board of Directors' report. We recommended that the General assembly of Shareholders approve these financial statements.

On behalf of PricewaterhouseCoopers "Jordan" L.L.C.

Osama Marouf License No. (718)

Amman, Jordan 6 March 2017

# AL EKBAL PRINTING AND PACKAGING P.S.C. STATEMENT OF FINANCIAL POSITION AT 31 DECEMBER 2016

	Notes	2016	2015
	110.00	JD	JD
•			
ASSETS			
Non-current assets	6	3,904,363	4,037,587
Property, plant and equipment	7	44,155	3,648_
Project under construction	· -	3,948,518	4,041,235
	_		
Current assets	8	3,439,441	2,773,538
Inventories	9	1,405,937	2,429,830
Trade and other receivables	10	791,555	1,299,223
Cash on hand and at banks	- 10	5,636,933	6,502,591
	_	9,585,451	10,543,826
Total Assets	=		
EQUITY AND LIABILITIES			
Equity	11	3,500,000	5,000,000
Paid-in capital	12	996,712	996,712
Statutory reserve	12	-	167,564
Voluntary reserve	12	2,219,699	1,265,530
Retained earnings	-	6,716,411	7,429,806
TOTAL EQUITY	-		
LIABILITIES			
Non-current liabilities		405,727	347,577
End of services indemnity	-	405,727	347,577
Current liabilities	13	504,668	117,335
Bank overdrafts	13	-	177,266
Current portion of long term loans	14	1,272,852	1,364,453
Trade and other payables	15	68,937	317,438
Income tax provision	16	616,856	78 <u>9,951</u> _
Due to related parties	.5	2,463,313	2,766,443
		2,869,040	3,114,020
TOTAL LIABILITIES		9,585,451	10,543,826
TOTAL EQUITY AND LIABILITIES			

General Manager

Financial Manager

	<u>Notes</u>	2016 	2015  JD
Sales Cost of sales Gross profit Selling and Distribution expenses Administrative expenses Foreign currency exchange gain (loss) Financing expense Other income Profit before income tax Income tax expense Profit for the year Other comprehensive income for the year	17 18 19 20	10,214,514 (8,312,581) 1,901,933 (181,518) (787,962) 4,134 (79,690) 111,682 968,579 (170,000) 798,579 (11,974) 786,605	10,962,928 (9,314,407) 1,648,521 (190,449) (800,400) (8,701) (118,520) 61,867 592,318 (80,689) 511,629 (74,610) 437,019
Earnings per share	23	0.204	0.102_

AL EKBAL PRINTING AND PACKAGING P.S.C. STATEMENT OF STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2016

Total JD	7,429,806 786,605 (1,500,000) - 6,716,411	7,392,787 437,019 (400,000) - 7,429,806
Retained earnings JD	1,265,530 786,605 - 167,564 2,219,699	1,287,743 437,019 (400,000) (59,232) 1,265,530
Voluntary reserve JD	167,564	167,564
Statutory reserve JD	996,712	937,480 - 59,232 996,712
Paid-in capital JD	5,000,000	5,000,000
	2016  Balance at 1 January 2016  Total comprehensive income for the year Reduction in paid-in capital (Note 11)  Transfer from voluntary reserve  Balance at 31 December 2016	2015  Balance at 1 January 2015  Total comprehensive income for the year Dividends distribution (Note 11)  Transfer to statutory reserve  Balance at 31 December 2015

# AL EKBAL PRINTING AND PACKAGING P.S.C. STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2016

FOR THE TEAK ENDED OF DESCRIPTION OF THE TEAK ENDED OF THE T	2016	2015
_		JD
Operating activities	<del>-</del> -	
Profit before income tax	968,579	592,318
Figure Polore monute care		
Adjustments for:		440.500
Interest expense	79,690	118,520
Depreciation and amortization	343,034	335,795
Gain on sale of property, plant and equipment	(27,440)	-
Provision for slow-moving inventory	39,343	44,000
The file of the state of the st		
Changes in working capital:		407.005
Trade and other receivables	713,920	137,665
Inventories	(705,246)	1,146,192
Amount due to related parties	(173,095)	(336,003)
Trade and other navables	(189,539)	370,286
Trade and other payables	51,436	52,001
End of service indemnity		
Cash from operating activities before income	1,100,682	2,460,774
tax paid and end of service indemnity provision paid	(108,528)	_,,,
Income tax paid	(5,260)	(197,841)
End of service indemnity provision paid		2,262,933
Net cash from operating activities	986,894	2,202,300
Investing activities	(201,083)	(66,179)
Purchase of property, plant and equipment		(96,596)
Projects under construction	(49,247)	(90,590)
Proceeds from disposal of property, plant and equipment	27,453	(460 776)
Net cash used in investing activities	(222,877)	(162,775)
Financing activities	(177,266)	(237,557)
Borrowings	387,333	(364,840)
Bank overdrafts	(79,690)	(118,520)
Interest paid	(19,000)	(400,000)
Dividends paid	(1,402,062)	(400,000)
Paid from paid-in capital reduction		(1,120,917)
Net cash used in financing activities	(1,271,685)_	(1,120,917)
N. 4 the second and analyzation to	(507,668)	979,241
Net increase in cash and cash equivalents	1,299,223	319,982
Cash and cash equivalents at 1 January	791,555	1,299,223
Cash and cash equivalents at 31 December	791,000	1,200,220
	2016	2015
	JD	JD
Non-cash transactions		
Reduction in paid-in capital to trade and	07.000	
other payables (shareholders payable) (note 11,14)	97,938	_
Netting Income tax deposits		
with the provision (Note 14,15)	309,973_	
mai dio protionali (rete 1917)	407,011	
	<u> </u>	

### (1) GENERAL INFORMATION

Al Ekbal Printing and Packaging P.S.C. was established as a Public Shareholding Company on 27 January 1994 with a capital of JD 8,000,000 distributed into 8,000,000 shares at 1 JD per share. It was registered at the Ministry of Industry and Trade under the number (264) in accordance with the Jordanian companies Law.

The General Assembly of the Company decided in its extra ordinary meeting held on 22 April 2006 to approve the recommended decrease in capital of the Company by JD 3,000,000 to become JD 5,000,000 distributed into 5,000,000 shares at 1 JD par value per share. The General Assembly of the Company decided in its extra ordinary meeting held on 11 April 2016 to approve the recommended decrease in capital of the Company by JD 1,500,000 due to the excess of needed, to become JD 3,500,000 distributed into 3,500,000 shares at 1 JD per value per share.

The Company's main objectives are to practice printing and packaging and other related activities. The Company shares are quoted in Amman stock exchange.

The Main location of the company is in Na'ur, P.O Box 401 Na'ur 11710 – Jordanian Hashemite Kingdom.

The financial statements of the Company were authorized for issue by management on 9 February 2017.

## (2) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

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

### 2.1 Basis of preparation

The financial statements of Al Ekbal Printing and Packaging P.S.C. have been prepared in accordance with the International Financial Reporting Standards (IFRS).

The financial statements are presented in Jordanian Dinars.

The financial statements have been prepared under the historical cost convention.

The preparation of financial statements in conformity with IFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Company's accounting policies. The areas involving a higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the financial statements are disclosed in note 4.

- 2.2 Changes in accounting policy and disclosures
- (a) New standards, amendments and interpretations adopted by the company
  - a. The Company has applied the following standards and amendments for the first time for their annual reporting period commencing 1 January 2016:
    - Amendments to IAS 16 'property, plant and equipment' and IAS 38 'Intangible assets' which explains the acceptable methods for calculating depreciation and amortization.
    - Amendments to IAS 34 'Interim financial reporting' regarding the disclosures in the interim financial statements.
    - Amendments to IAS 19 'Employee benefits' which requires the use of the discount rate for the currency in which the defined benefit plan obligation will be paid.
    - Amendments to IAS 27 'Consolidated and separate financial statements' that restores the option of using the equity method in the separate financial statements for investments in subsidiaries, joint ventures and associates.
    - Amendments to IAS 1 'presentation of financial statements' which outlines some of the requirements of the presentation of financial statements and the disclosure of accounting policies.
    - Amendments to IFRS 7 'Financial instruments: Disclosures' which require the disclosure of ongoing service contracts after the sales of financial assets and the disclosure of the offset between the financial assets and financial liabilities that are not stated in IAS 34 – 'Interim financial reporting'.
    - Amendments to IFRS 11 'Joint arrangements' that provides specific guidance for the accounting of the share acquired in a joint arrangement.
    - Amendments to IFRS 10 'Consolidated financial statements' and IAS 28 'Investments in associates and joint ventures' which describes the exceptions in the application of consolidated financial statements of investment companies and its subsidiaries.
    - Annual Improvements to IFRSs 2012 2014 Cycle.

# (b) New standards, amendments and interpretations not yet adopted

Certain new accounting standards and interpretations have been published that are not mandatory for 31 December 2016 reporting periods and have not been early adopted by the Company. The Company's assessment of the impact of these new standards and interpretations is set out below.

- IFRS 9, 'Financial instruments', addresses the classification, measurement and recognition of financial assets and financial liabilities. The complete version of IFRS 9 was issued in July 2014. The standard is effective for accounting periods beginning on or after 1 January 2018. Early adoption is permitted.
- IFRS 15, 'Revenue from contracts with customers' deals with revenue recognition and establishes principles for reporting useful information to users of financial statements about the nature, amount, timing and uncertainty of revenue and cash flows arising from an entity's contracts with customers. The standard is effective for annual periods beginning on or after 1 January 2018 and earlier application is permitted.
- IFRS 16, 'Leases' which will replace IAS 17 'Leases'. The standard requires the lessee to book future lease commitments for all lease contracts including "rights to use assets". The standard is effective for annual periods beginning on or after 1 January 2019 and early adoption is permitted if IFRS 15 is also adopted.
- Amendments to IAS 12, 'Income taxes'. Amendments clarify the measurement and accounting of deferred tax assets. The standard is effective for annual periods beginning on or after 1 January 2017 and early adoption is permitted.
- Amendments to IAS 7, 'Statement of cash flows'. The amendment requires additional disclosures about changes in liabilities arising from financing activities. The standard is effective for annual periods beginning on or after 1 January 2017 and early adoption is permitted.

There are no other standards that are not yet effective and that would be expected to have a material impact on the entity in the current or future reporting periods and on foreseeable future transactions.

# 2.3 Foreign currency translation

# (a) Functional and presentation currency

Items included in the financial statements of each of the group's entities are measured using the currency of the primary economic environment in which the entity operates ('the functional currency'). The financial statements are presented in 'Jordanian Dinar', which is the company's functional and presentation currency.

# (b) Transactions and balances

Foreign currency transactions are translated into the Jordanian dinar using the exchange rates prevailing at the dates of the transactions or valuation where items are re-measured. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the statement of comprehensive income.

# 2.4 Property, plant and equipment

Property, plant and printing equipment are stated at historical cost less accumulated depreciation and any accumulated impairment losses. Historical cost includes expenditure that is directly attributable to bringing the asset to the location and condition necessary for it to be capable of operating in the manner intended by management.

Subsequent costs are included in the asset's carrying amount or recognized as a asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably. The carrying amount of the replaced part is derecognised. All other repairs and maintenance are charged to profit or loss during the period in which they are incurred.

Depreciation on other assets is calculated using the straight-line method to allocate their cost over their estimated useful lives, as follows:

	Useful life (years)
Buildings Plant and printing equipment Furniture and decoration Vehicles Elevators and computer machines	50 10 5 6 6 - 10

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at the end of each reporting period.

An asset's carrying amount is written down immediately to its recoverable amount and is recognized in the income statement.

Gains and losses on disposals are determined by comparing the proceeds with the carrying amount and are recognized in the statement of comprehensive income.

## 2.5 Projects in progress

Project in progress are recognised at cost and it includes the cost of projects and other direct expenses that are measure in accordance to percentage of completion. Upon completion the project in progress, the total cost will be transferred to properties, plant and equipment and the cost will be depreciated.

# 2.6 Impairment of non-financial assets

Assets that are subject to amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use.

For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units).

#### 2.7 Inventories

Inventories are stated at the lower of cost and net realisable value. Cost is determined using weighted average method. The cost of finished goods and work in progress comprises design costs, raw materials, direct labour, other direct costs and related production overheads (based on normal operating capacity). It excludes borrowing costs.

Net realisable value is the estimated selling price in the ordinary course of business, less applicable variable selling expenses.

#### 2.8 Trade receivables

Trade receivables are amounts due from customers for merchandise sold in the ordinary course of business.

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less provision for impairment.

## 2.9 Impairment of financial assets

Impairment of Ioans and receivables: A provision for impairment of trade receivables is established when there is objective evidence that the Company will not be able to collect all amounts due according to the original terms of the receivables. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganisation, and default or delinquency in payments are considered indicators that the trade receivable is impaired. The amount of the provision is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate. The carrying amount of the asset is reduced through the use of an allowance account, and the amount of the loss is recognised in the statement of comprehensive income. When a trade receivable is uncollectible, it is written off against the allowance account for trade receivables. Subsequent recoveries of amounts previously written off are credited against other income in the statement of comprehensive income.

The impairment amount is recognised in the statement of comprehensive income and any surplus is recognised also in the statement of comprehensive income in the later period as a result of the previous impairment in the financial assets.

## 2.10 Cash and cash equivalents

Cash and cash equivalents include cash on hand, current accounts and deposits with banks.

## 2.11 Borrowings and overdrafts

Borrowings are recognized initially at fair value, net of transaction costs incurred. Borrowings are subsequently carried at amortized cost; any difference between the proceeds (net of transaction costs) and the redemption value is recognized in the statement of comprehensive income over the period of the borrowings using the effective interest method.

Borrowings are classified as current liabilities unless the Company has an unconditional right to defer settlement of the liability for at least twelve months after the statement of financial position date.

# 2.12 Provision for employees end of service

The Company started an end of service program from the first of January 2002 for each employee. The employees are considered eligible if they complete the minimum required years in accordance with the Company's laws and regulations and in accordance with IAS 19 (employee benefits). The Company recognized its share within the statement of comprehensive income.

#### 2.13 Trade payables

Trade payables are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers.

Trade payables are recognized initially at fair value and subsequently measured at amortized cost using the effective interest method.

#### 2.14 Provisions

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

#### 2.15 Revenue recognition

Revenue comprises the fair value of the consideration received or receivable for the sale of goods and services in the ordinary course of the Company's activities. Revenue is shown net of value-added tax, returns, rebates and discounts and after eliminating sales within the Company.

The Company recognizes revenue when the amount of revenue can be reliably measured; it is probable that future economic benefits will flow to the Company.

The Company sells a range of printing products in the market. Sales of goods are recognized when a Company has delivered products to the customer.

## 2.16 Employee benefits

The Company pays contributions to publicly administered pension insurance plans on a mandatory basis. The Company has no further payment obligations once the contributions have been paid. The contributions are recognized as social security expense when they are due.

#### 2.17 Leases

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases are charged to the statement of comprehensive income on a straight-line basis over the period of the lease.

#### 2.18 Dividend distribution

Dividend distribution to the Company's shareholders is recognized as a liability in the Company financial statements in the period in which the dividends are approved by the company's general assembly.

#### b. Credit risk

Credit risk also arises from cash and cash equivalents and deposits with banks and financial institutions. For banks and financial institutions, the Company deals mainly with high rated institutions that have good reputation.

The utilization of credit limits is regularly monitored. No credit limits were exceeded during the reporting period. Concentration risk in receivables is disclosed in note (9) of the financial statements.

#### c. Liquidity risk

Company finance monitors rolling forecasts of the Company's liquidity requirements to ensure it has sufficient cash to meet operational needs while maintaining sufficient limits on its undrawn committed borrowing facilities.

The table below summarizes the maturities of the Company's undiscounted financial liabilities at 31 December 2016, based on contractual payment dates and current market interest rates:

	Less than	Over
	1 year	1 year
	<u>JD</u>	JD
At 31 December 2016		
Bank overdrafts	507,507	-
Trade and other payables	1,272,852	-
Due to related party	616,856	-
End of service indemnity	-	458,472
At 31 December 2015		
Bank overdrafts	118,436	-
Loans	183,913	-
Trade and other payables	1,364,453	-
Due to related party	789,951	-
End of service indemnity	-	392,762

#### 3.2 Capital risk management

The company's objectives when managing capital are safeguarding the company's ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

The Company monitors capital by monitoring the gearing ratio. This ratio is calculated as net debt divided by total capital. Net debt is calculated as total borrowings (including loans, bank overdrafts, trade payables, other credit balances and amounts due from related parties) less cash on hand and at banks, as shown in the consolidated statement of financial position. Total capital is calculated as equity plus net debt, as shown in the consolidated statement of financial position.

Gearing ratios were as follows:	2016	2015 JD
Total borrowings Cash on hand and at banks Net debt Total equity Total capital Gearing ratio	2,394,376 (791,555) 1,602,821 6,716,411 8,319,232 19%	2,449,005 (1,299,223) 1,149,782 7,429,806 8,579,588 13%

### 3.3 Fair value estimation

Financial assets include: cash, accounts receivable and some other current assets. Financial liabilities include: due to banks, accounts payable and some other current liabilities and borrowings.

The fair values of financial assets and liabilities instruments are not materially different from their carrying values.

3.4	Financial instruments by category	2016	2015 JD
	Assets as per statement of financial position Loans and receivables Trade and other receivables (Excluding prepayments) Cash on hand and at banks	1,347,632 791,555 2,139,187	2,040,452 1,299,223 3,339,675
	Liabilities as per statement of financial position Financial liabilities at amortized cost Bank overdrafts Trade and other payables (Excluding statutory liabilities) Due to related parties End of services indemnity	504,668 1,104,891 616,856 405,727 2,632,142	177,266 117,335 1,094,781 789,951 347,577 2,526,910

# (4) CRITICAL ACCOUNTING ESTIMATES AND JUDGMENTS

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

The Company makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are addressed below.

# a. Provision for slow-moving inventory

The Company establishes a provision for slow-moving and obsolete items in accordance with the accounting policy stated in (Note 2.7). The recoverable amount of the items is compared to the carrying amount to determine the needed provision.

# b. Provision for impairment of trade receivables

The Company establishes a provision for impairment of trade receivables, in accordance with the accounting policy stated in (note 2.9). The recoverable amount of the trade receivables is compared to the carrying amount of the receivables to determine the amount of impairment.

#### c. Income tax

The Company is subject to income tax. Significant judgement is required in determining the provision for income tax. There are many transactions and calculations for which the ultimate tax determination is uncertain. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the income tax in the period in which such determination is made.

# d. Provision for employee end of services

The company calculates the end of service provision according to the end of service benefits policy and based on the years of service and salaries of employees as at the end of each financial year and based on the actuarial study over the employee's end of service provision.

#### (5) SEGMENT INFORMATION

The Company is engaged in two business lines printing packaging and printed materials. Accordingly these consolidated financial statements represent the financial position and performance of those two business lines. Geographical segmentation related to the sales of the Company is illustrated in (note 21).

Elevators and Computer Machines	a G	947,489 48,388	(755) 995,122	829,076 41,346 (754) 869,668	125,454
Vehicles	QC	327,032 58,916	(51,300)	317,289 10,404 (51,299) 276,394	58,254
Furniture and decoration	<u>G</u>	160,400 4,865	165,265	144,362 3,955 - 148,317	16,948
Plant and Printing	Q°	6,363,021 55,236	(205,256) 6,213,001	5,557,600 204,059 (205,245)	656,587
<u></u>	OC C	3,652,198 33,678	8,740	1,008,645 83,270	2,602,701
IPMENT	JD	444,419	- 444,419	1 1 1	444,419
(6) PROPERTY, PLANT AND EQUIPMENT	1	2016 Cost At 1 January 2016 Additions	Transfers from projects under construction Disposal  At 31 December 2016	Accumulated depreciation At 1 January 2016 Depreciation charge Disposal	At 31 December 2016  Net book value At 31 December 2016

11,894,559 201,083

Total

8,740 (257,311)

11,847,071

7,856,972 343,034 (257,298) 7,942,708

3,904,363

<sup>\*</sup> As at 31 December 2016, the company has fully depreciated property and equipment with an amount of JOD 5,416,301 (2015: 5,650,699).

L	2015 Cost At 1 January 2015 Additions	from projects under ion cember 2015	Accumulated depreciation At 1 January 2015 Depreciation charge At 31 December 2015	Net book value At 31 December 2015
Land	444,419	444,419		444,419
Building	3,123,275 39,027	489,896 3,652,198	928,769 79,876 1,008,645	2,643,553
Plant and Printing equipment JD	6,347,073 2,529	13,419 6,363,021	5,359,445 198,155 5,557,600	805,421
Furniture and decoration JD	157,224 3,176	160,400	139,286 5,076 144,362	16,038
Vehicles JD	326,682 350	327,032	314,441 2,848 317,289	9,743
Elevators and Computer Machines JD	926,392 21,097	947,489	779,236 49,840 829,076	118,413
Total	11,325,065 66,179	503,315 11,894,559	7,521,177 335,795 7,856,972	4,037,587

(7) PROJECTS UNDER CONSTRUCTION		
	2016	2015
	JD	JD
At 1 January Additions Transfer to Property, Plant And Equipment Transfer to expenses At 31 December	3,648 52,895 (8,740) (3,648) 44,155	410,367 96,596 (503,315) - 3,648
(8) <u>Inventories</u>		
<u></u>	2016	2015
Raw materials Supplementary materials Finished goods Work in process Goods in transit Spare parts  Provision for slow-moving inventory  Movement in the provision for slow-moving inventory is a	972,216 492,733 435,202 479,368 430,822 840,728 3,651,069 (211,628) 3,439,441	798,225 558,643 303,608 136,285 303,254 845,808 2,945,823 (172,285) 2,773,538
Movement in the provision for slow-moving inventory is a		2245
	2016 JD	<u>2015</u>
At 1 January Provided during the year Released provision (Sold goods) At 31 December	172,285 48,087 (8,744) 211,628	139,338 44,000 (11,053) 172,285

(9) TRADE AND OTHER RECEIVABLES		2015 JD
Trade receivables Prepaid expense Income tax Advances to suppliers Refundable deposits Cheques under collection Other Total trade and other receivables Allowance for doubtful accounts	1,318,516 40,020 - 18,285 23,105 - 56,443 1,456,369 (50,432) 1,405,937	1,980,710 59,546 309,973 19,859 23,105 75,396 12,743 2,481,332 (51,502) 2,429,830

The fair values of trade receivables approximate to their carrying value as of 31 December 2016 and 2015 respectively.

Trade receivables are analyzed as follows:		2015 JD
Neither past due nor impaired Past due not impaired Impaired	1,271,811 41,273 5,432 1,318,516	1,921,791 52,417 6,502 1,980,710

As per the credit policy of the company, customers are extended a credit term between 30 -120 days in the normal course of business. Trade receivables that are four months past due are not considered impaired. As at 31 December 2016, trade receivables of JD 41,273 (2015: JD 52,417) were past due but not impaired and not provided for in the financial statements. These relate to a number of independent customers for whom there is no recent history of default. The company's management believes that this amount will be collected in full. The ageing analysis of these receivables is as follows:

JD	JD
28,215 13,058 41,273	52,260 157 52,417

As at 31 December 2016, trade receivables of JD 5,432 (2015: JD 6,502) were impaired and fully provided for.

There is a concentration risk with respect to trade receivables as the largest trade receivable balance comprises 46% (2015: 43%) of the outstanding receivable balances. These balances are not overdue and there is no doubt regarding their collectability.

The maximum exposure to credit risk at the reporting date is the fair value of each class of receivable.

Movement in the allowance for doubtful debts is as follows:

		<u>2015</u> JD
At 1 January	51,502	51,502
Written off	(1,070)	-
At 31 December	50,432	51,502

The carrying amounts of the trade receivables are denominated in Jordanian dinar.

(10) CASH ON HAND AND AT BANKS	2016	2015 JD
Deposits at banks Cash at banks	151,290 640,265 791,555	750,000 549,223 1,299,223

<sup>\*</sup> Interest on the deposit is calculated at a rate of 3.35% as of 31 December 2016. The deposit matures in a period of no longer than 3 months.

## (11) PAID-IN CAPITAL

The total authorized and paid in capital amounted to JD 5,000,000 divided into 5,000,000 shares with a par value of JD 1 per share.

The General Assembly of the Company decided in its extra ordinary meeting held on 11 April 2016 to approve the recommended decrease in capital of the Company by JD 1,500,000 due to the excess of needed, to become JD 3,500,000 distributed into 3,500,000 shares at 1 JD per value per share.

#### (12) RESERVE

#### Statutory reserve

According to the Jordanian Companies Law and the Company's bylaws, the Company should deduct 10% of its annual net profit for the account of the statutory reserve, and continue in deducting the same percentage each year provided that the total deducted amounts for the reserve should not exceed 25% of the relevant the Company's capital. For the purposes of this law, the net profit represents the profits before deducting the income tax provision. This reserve is not available for distribution.

The Company didn't take provision for statutory reserve in 2016, as the statutory reserve balance exceeds 25% of the new paid-in capital. The Company will reduce the statutory reserve balance in 2017 to be in accordance with the Jordanian Companies Law.

#### Voluntary reserve

The Company decided in it General Assembly meeting held in 11 April 2016 to transfer all the balance of the voluntary reserve account to the retained earnings account as it is no longer needed.

(13) BORROWINGS AND OVERDRAFTS	2016 JD	2015 JD
Bank overdrafts Current portion of long term loans	504,668 	117,335 177,266
Total borrowings	504,668	<u>294,601</u>

The Company has been granted a loan from Societe General Bank Jordan on 21 June 2012, the purpose of financing is to purchase a new machine. The total finance amount is USD 378,000 at LIBOR rate plus 1.75% and should not be less than 4.5%. This loan shall be settled on sixteen equal consecutive quarterly installments with monthly interest payment. The first installment became due on 31 October 2012. The loan currency is denominated in USD.

The Company has been granted a loan from Societe General Bank Jordan on 4 February 2013 for the purpose of financing new printing machine and building an external Sunshade. The total finance amount is JD 240,000 at 6% annual interest rate. This loan shall be settled on fourteen equal consecutive quarterly installments with monthly interest payment. The first installment became due on 28 February 2013. The loan currency is denominated in JD.

The Company has been granted a loan from Societe General Bank Jordan on 1 April 2013 for the purpose of increasing the financing amount for the new printing machine and the external Sunshade that was obtained earlier during the same year. The total finance amount is JD 60,000 at 6% annual interest rate. This loan shall be settled on thirteen equal consecutive quarterly installments with interest payment. The first installment became due on 30 June 2013. The loan currency is denominated in JD.

The Company has been granted a loan from Societe General Bank Jordan on 1 May 2013 for the purpose of financing purchasing a gluing machine. The total finance amount is JD 292,000 at 6% annual interest rate. This loan shall be settled on fourteen equal consecutive quarterly installments with interest payment. The first installment became due on 30 June 2013. The loan currency is denominated in JD.

#### Bank overdrafts

The Company obtained a short term facilities from local banks with a limit of JD 2,018,850, the total used of it as at 31 December 2016 was JD 504,668 (2015: JD 117,335), with annual interest rate between 4.25% and 8.5%.

The fair value of current borrowings equals their carrying amount, as the impact of discounting is not significant.

(14) TRADE AND OTHER PAYABLES	2016	2015 JD
Trade payables Notes payables Advances from customers Shareholders payable from paid-in capital reduction Dividends payable Accrued expenses Board of directors rewards Due to social security Accrued vacation Product warranty provision Due to income tax Sales tax Others	361,239 319,643 129,543 97,938 93,181 28,669 25,000 20,353 7,308 16,025 2,883 144,725 26,345 1,272,852	401,661 317,752 116,891 94,054 87,861 25,000 19,741 8,173 16,025 2,099 247,832 27,364 1,364,453

## (15) INCOME TAX PROVISION

The income tax provision has been calculated according to the Income Tax Law number 34 for the year 2014 and it later amendments.

Movement on provision for income tax was as follows:

	<u>2016</u> JD	<u>2015</u> JD
At 1 January Tax paid during the year Income tax for the year Netting income tax deposits with the provision	317,438 (108,528) 170,000 (309,973) 68,937	236,749 - 80,689 - 317,438

# Reconciliation of accounting profit with tax profit

The effective tax rate on the Company's operating profit differs from the statutory tax rate as follows:

follows:	<u>2016</u>	<u>2015</u> JD
Profit before income tax Deduct: used provision Non-deductible expenses Taxable profit Declared tax rate Income tax expense Effective tax ratio	968,579 (14,003) 228,734 1,183,310 14% 170,000 14,4%	592,318 (211,540) 195,563 576,341 14% 80,689 13.6%

The Company obtained final tax clearance from the Income and Sales Tax Department up to the year 2014.

The income tax return for the year 2015 has been submitted by the income and sales tax department and no final clearance was obtained up to the date of approval of these financial statements.

### (16) RELATED PARTIES TRANSACTIONS

Parties are considered to be related if one party has the ability to control the other party or exercise significant influence over the other party in making financial and operating decisions

The following transactions were carried out with related parties:

	<u>2016</u> JD	2015 JD
Purchases of ready to re-sale goods Purchases of inventory – (Mayr Melnhof) Board of directors transportation and bonus expenses	1,639,184 370,857 49,000	1,553,518 432,537 49,000
Year-end balances arising from previous transactions:		
	2016 	
Due to related parties Shareholder account – (Mayr Melnhof) Board of Directors members	571,298 45,558 616,856	751,950 38,001 789,951
Key management compensation Salaries, wages and other benefits End of services indemnity	449,281 37,202	363,454 39,432
(17) SALES		
	2016 	2015 
Local sales Export sales	9,723,907 490,607 10,214,514	9,946,045 1,016,883 10,962,928

Cost of goods manufactured         6,763,912         7,040,286           Purchases of goods available for sale         1,680,263         2,091,132           Finished goods at 1 January         303,608         486,597           Finished goods at 31 December         (435,202)         (303,608)           Cost of sales         8,312,581         9,314,407
Cost of goods manufactured 6,763,912 7,040,286 Purchases of goods available for sale 1,680,263 2,091,132 Finished goods at 1 January 303,608 486,597 Finished goods at 31 December (435,202) (303,608) Cost of sales 8,312,581 9,314,407
Cost of goods manufactured       6,763,912       7,040,286         Purchases of goods available for sale       1,680,263       2,091,132         Finished goods at 1 January       303,608       486,597         Finished goods at 31 December       (435,202)       (303,608)         Cost of sales       8,312,581       9,314,407
Cost of goods manufactured       1,680,263       2,091,132         Purchases of goods available for sale       303,608       486,597         Finished goods at 1 January       (435,202)       (303,608)         Finished goods at 31 December       8,312,581       9,314,407
Cost of goods manufactured       1,680,263       2,091,132         Purchases of goods available for sale       303,608       486,597         Finished goods at 1 January       (435,202)       (303,608)         Finished goods at 31 December       8,312,581       9,314,407
Finished goods at 1 January Finished goods at 31 December Cost of sales  303,608 (435,202) (303,608)  8,312,581 9,314,407
Finished goods at 1 January  Finished goods at 31 December  Cost of sales  (435,202)  8,312,581  9,314,407
Cost of sales    Cost of sales
Cost of sales
Cost of goods manufactured
The cost of goods manufactured consists of the following:
·
<u>2016</u>
JD JD
Direct meterials used 4,733,348 4,728,439
Direct materials used
Direct labor from manufacturing 302 486 304 475
Depreciation 200,463 769,712
Manufacturing overhead = 890,485 7,06,995 6,923,543
400,005 253,028
Work in process at 1 January (470,000) (476,000)
Work in process at 31 December (479,368) (130,289) (130,289)
BE
Manufacturing overhead 20162015
JD JD
050 400 201 892
Spare parts and equipment maintenance 258,498 291,882 194,519
Fuel and electricity 103,047
General maintenance 44,783 44,000
Toole
Art 10,492 1,332
Storage 10,770
Incurance 31,723 04,324
Cor expenses 10,073 10,000
Cleaning 10,932 11,302
Water 4,600 3,400
Postal and telephone 3,855 4,944
Pallets 55,383 40,004
Stationery and printing 4,344 5,349
Travel assignments 8,026 9,010
Transport & Porterage 900 207
Property tay
Customs clearance fees
Subscriptions 7,936 2,100
Others 12,529 4,475
890,463 769,712

Direct labor from manufacturing	2016	2015	
<del>-</del>		JD	
a L. C. Villerana	692,110	658,530	
Salaries and wages	114,101	107,485	
Thirteen and fourteen salaries	93,530	94, 640	
Overtime	114,787	104,798	
Social security	8,994	13,575	
Rehabilitation and development	17,500	25,793	
Manufacturing bonuses	23,218	9,613	
End of service	30,936	31,800	
Health insurance	18,525	11,560	
Clothing and work tools	23,768	26,129	
Car fuel	6,487	4,489	
Transportation	35,297	31,294	
Cafeteria	23	16	
Gifts	1,422	1,195	
Others -	1,180,698	1,120,917	
=	1,100,000		
Burney Exprises			
(19) SELLING AND DISTRIBUTION EXPENSES	2016	2015	
-			
	VD.		
Way O workships	99,143	90,475	
Direct labor from selling & marketing	70,303	78,852	
Export expenses	2,022	7,044	
Fuel	1,308	6,895	
Travel	78	98	
Insurance	2,571	2,560	
Depreciation	880	1,688	
Telephone	2,383	2,024	
Subscription fees	2,830	813	
Others	181,518	190,449	
	101,310	100,110	
Direct Labor from selling & marketing	2016	2015	
		<u>JD</u>	
	47,895	52,840	
Salaries and wages	8,070	8,627	
Thirteen and fourteen salaries	7,762	8,288	
Social security	1,740	2,086	
Health insurance	25,725	11,813	
Bonuses	1,770	816	
End of service	739	1,796	
Hospitalities	5,442	4,209	
Others	99,143	90,475	
		00,110	

#### AL EKBAL PRINTING AND PACKAGING P.S.C. NOTES TO THE FINANCIAL STATEMENTS 31 DECEMBER 2016

(20) ADMINISTRATIVE EXPENSES		
(20) ADMINISTRATIVE EXPENSES	2016	2015
	JD	JD
Direct labor from administrative	529,024	534,073
Transportation of the Board of Directors	24,000	24,000
Board of directors rewards	25,000	25,000
Depreciation	37,977	28,760
Subscription fees	20,942	19,157
Water and electricity	44,109	48,970
Telecommunications	6,555	7,752
Transportation	10,873	10,419
Professional fees	27,114	31,104
Rehabilitation and development	1,861	19,098
Stationery	4,869	4,932
Fuel	1,504	2,077
Advertising	6,307	3,316
Insurance	10,486	7,011
Vehicles	268	1,532
Imported services tax	5,174	4,564
Expenses of board of directors and general assembly	2,975	7,165
General maintenance	7,861	2,860
Cleaning	19,181	17,360
Others	1,882	1,250
	787,962	800,400
Direct labor from administrative		
	2016	2015
	JD	JD
	245 222	299,972
Salaries and wages	315,322	32,471
Overtime	33,318	4,571
End of service	4,422	41,260
Social security	42,638 54,965	· ·
Bonuses	51,865	70,300
Thirteen and fourteen salaries	49,451	49,647
Health insurance	9,175	10,017
Hospitalities	2,205	6,285
Rent	7,000	7,000
Cafeteria	9,913	8,952
Others	3,715	3,598
	529,024	534,073

AL EKBAL PRINTING AND PACKAGING P.S.C. NOTES TO THE FINANCIAL STATEMENTS 31 DECEMBER 2016

# (21) SEGMENT INFORMATION

	Total JD	10,962,928 (9,314,407)	1,648,521	61,867 (1,118,070)	592,318	511,629	162,774	335,795
2015	Printed materials JD	2,467,088 (2,231,690)	235,398					
	Printing and packaging JD	8,495,840 (7,082,717)	1,413,123					
	Total	10,214,514 (8,312,581)	1,901,933	111,682 (1,045,036)	968,579	(170,000) 798,579	250,330	343,034
2016	Printed materials JD	1,982,030 (1,745,122)	236,908					
	Printing and packaging JD	8,232,484 (6,567,459)	1,665,025					
		es t of Sales	Segment gross profit	Unsegment revenues Unsegment expenses	fit before come tax	Income tax expenses Profit for the year	Capital expenditures	oreciation and nortization
		Sales Cost of Sales	Segment gros	Unsegment rev Unsegment ex	Profit before income tax	Income tax ex Profit for the	Capital expen	Depreciation and Amortization

The Company main operations are conducted in Jordan, minor operations are conducted on other Arab countries, therefore, the major transactions related to revenues, assets, and capital expenditures occurred in Jordan, except for export sales as disclosed in note 17.

# (22) EARNINGS PER SHARE

The details of earnings per share are as follow:	2016 JD	2015 JD
Net income attributable to	798,579	511,629
	Shares	Shares
Weighted average number of shares	3,918,033	5,000,000
	JD	JD
Earnings per shares	0.204	0.102

## (23) CONTINGENT LIABILITIES AND COMMITMENTS

The Company has contingent liabilities in respect of bank guarantees amounting to JD 1,900 at 31 December 2016 (2015: JD 1,900).