FINANCIAL STATEMENTS OF

HAVELLS SYLVANIA DUBAI FZCO. DUBAI - (U.A.E.)

FOR THE YEAR ENDED

31 DECEMBER 2013

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* * * *

COMPANY INFORMATION

1. Name & Address of the Company

Havells Sylvania Dubai FZCo. P.O.Box 54350, Dubai (U.A.E.)

Tel: 04 - 2998141 Fax: 04 - 2998142

Location: Dubai Airport Free Zone, Dubai (U.A.E.)

2. Banker to the Company

HSBC Bank Middle East P.O. Box 66, Dubai (U.A.E.)

3. Auditors to the Company

M/s.SALIM RAJKOTWALA

Chartered Accountants

P.O.Box 40972, Dubai (U.A.E.)

Tel: 04 - 2368945 Fax: 04 - 2368944

A member firm of MGI International

OFFICE BEARERS

Directors

Mr. Yogesh Bansal
 Director
 Longbow House
 14-20 Chiswell Street
 London EC1Y 4TW

Tel: +442070119712

Mr. Fakhruddin Sethjiwala
 Director
 P.O.Box 54350,
 Dubai (U.A.E.)

Tel: 04 - 2998141

Mr. Ajith Govindan Nambiar
 Director
 P.O.Box 54350,
 Dubai (U.A.E.)

Tel: 04 - 2998141





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AUDITORS' REPORT

TO THE SHAREHOLDERS OF **HAVELLS SYLVANIA DUBAI FZCO.** DUBAI (U.A.E.)

Report on the Financial Statements

We have audited the accompanying balance sheet of M/s. HAVELLS SYLVANIA DUBAI FZCO., DUBAI, as of 31 December 2013, and the related income statement, statement of cash flows and statement of changes in equity for the year then ended, and other explanatory notes set out on Pages 2 to 16.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and presentation of these financial statements in accordance with International Financial Reporting Standards. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of the financial statements that are free from material misstatement, whether due to fraud or error, and making accounting estimates that are reasonable in the circumstances.

Auditors' Responsibility

Our responsibility is to express an opinion on the financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation and fair presentation of the financial statements 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 entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

Opinion

In our opinion, the financial statements, referred to above present fairly, in all material respects, the financial position of M/s. HAVELLS SYLVANIA DUBAI FZCO., DUBAI, as of 31st December 2013, and its financial performance and its cash flows for the year then ended in accordance with International Accounting Standards. We also confirm no breach of the Implementing Regulations No. 1 of 2000 applicable to Free Zone Companies, and the UAE Federal Commercial Companies Law No. 8 of 1984 (as amended), has occurred during the year which would have a material effect on the company's business or financial position.

SALIM RAJKOTWALA CHARTERED ACCOUNTANTS

DUBAI 2 6 MAR 2014

Registration No. 805 P.O.Box 40972, Dubai - U.A.E. Tel. :+971 4 2368945 Fax : +971 4 2368944

E-mail: salim786@eim.ae

Salim Rajkotwala Chartered Accountants - Dubai & Sharjah

HAVELLS SYLVANIA DUBAI FZCO. P.O.BOX 54350, DUBAI (U.A.E.) BALANCE SHEET AS AT 31 DECEMBER 2013 IN UAE DIRHAMS

| | Notes | 31.12.2013 | 31.12.2012 |
|---|-------|------------|------------|
| ASSETS | | | |
| Non-current assets | | | 67 00 4 |
| Property and equipment | 3 | 31,032 | 67,924 |
| Current assets | | | |
| Inventories | 4 | 988,027 | 443,694 |
| Accounts receivable and prepayments | 5 | 7,039,975 | 7,630,463 |
| Due from related parties | 6 | 10,541,960 | 11,381,457 |
| Cash and bank balances | 7 | 1,170,004 | 991,606 |
| Total current assets | | 19,739,966 | 20,447,220 |
| Total assets | | 19,770,998 | 20,515,144 |
| SHAREHOLDERS' FUNDS AND LIABILITIES | | | |
| Shareholders' funds | | | |
| Share capital | 8 | 600,000 | 600,000 |
| Legal reserve | 9 | 300,000 | 300,000 |
| Retained profits | | 12,956,320 | 11,717,077 |
| Total shareholders' funds | | 13,856,320 | 12,617,077 |
| <u>Liabilities</u> | | | |
| Non-current liabilities | | | |
| Employees' terminal benefits | 10 | 789,996 | 599,662 |
| Current liabilities | | | |
| Accounts payable and accruals | 11 | 1,564,730 | 1,756,077 |
| Due to related parties | 12 | 3,559,952 | 5,542,328 |
| Total current liabilities | | 5,124,682 | 7,298,405 |
| Total liabilities | | 5,914,678 | 7,898,067 |
| Total Shareholders' funds and liabilities | | 19,770,998 | 20,515,144 |

Annexed Schedule of Notes forms an integral part of these financial statements.

For HAVELLS SYLVANIA DUBAI FZCO.

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DIRECTOR

AUDITORS' REPORT - PAGE 1



Salim Rajkotwala Chartered Accountants - Dubai & Sharjah

HAVELLS SYLVANIA DUBAI FZCO. P.O.BOX 54350, DUBAI (U.A.E.) INCOME STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2013 IN UAE DIRHAMS

| | Notes | Current Year | Previous Year |
|--|-------|---|---|
| Income | | | |
| Sales | | 24,288,130 | 32,245,152 |
| Less: Cost of sales | 13 | 15,953,194 | 22,530,430 |
| Gross profit | | 8,334,936 | 9,714,722 |
| Operating expenses | | | |
| Salaries and benefits Selling, general and administrative expenses Provision for slow moving stock Provision for doubtful debts Depreciation | 14 | 5,467,913 2,117,044 (303,332) 26,000 49,547 | 5,580,691 2,183,611 281,792 (22,000) 112,837 8,136,931 |
| Operating profit | | 977,764 | 1,577,791 |
| Finance cost | 15 | 153,781 823,983 | 97,257 |
| Other income | 16 | 415,260 | 481,986 |
| NET PROFIT FOR THE YEAR | | 1,239,243 | 1,962,520 |

Annexed Schedule of Notes forms an integral part of these financial statements.

For HAVELLS SYLVANIA DUBAI FZCO.

DIRECTOR

DIRECTOR

AUDITORS' REPORT - PAGE 1

Salim Rajkotwala Chartered Accountants - Dubai & Sharjah

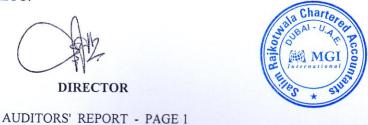
HAVELLS SYLVANIA DUBAI FZCO. P.O.BOX 54350, DUBAI (U.A.E.) STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2013 IN UAE DIRHAMS

| | <u>Notes</u> | Current Year | Previous Year |
|---|--------------|-----------------|------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES | | | |
| Net profit for the year | | 1,239,243 | 1,962,520 |
| Adjustment for: | | | |
| Depreciation | | 49,547 | 112,837 |
| Operating profit before working capital changes | | 1,288,790 | 2,075,357 |
| (Increase) in inventories | | (544,333) | (5,282) |
| Decrease in accounts receivable and prepayments | | 590,488 | 2,939,890 |
| Decrease/(Increase) in amounts due from related parties | | 839,497 | (3,551,667) |
| (Decrease) in accounts payable and accruals | | (191,347) | (2,941,317) |
| (Decrease)/Increase in amounts due to related parties | | (1,982,376) | 293,596 |
| Increase in employees' terminal benefits provision | | 190,334 | 153,849 |
| Net cash received from/(used in) operating activities | (A) | 191,053 | (1,035,574) |
| CASH FLOWS FROM INVESTING ACTIVITIES | | | |
| Purchase of property and equipment | | (12,655) | (37,616) |
| Net cash (used in) investing activities | (B) | (12,655) | (37,616) |
| | | | |
| Net increase/(decrease) in cash and cash equivalents | (A+B) | 178,398 | (1,073,190) |
| Cash and cash equivalents at the beginning of the year | | 991,606 | 2,064,796 |
| Cash and cash equivalents at the end of the year | 17 | 1,170,004 | 991,606 |

For HAVELLS SYLVANIA DUBAI FZCO.

DIRECTOR

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HAVELLS SYLVANIA DUBAI FZCO. P.O.BOX 54350, DUBAI (U.A.E.) STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2013 IN UAE DIRHAMS

| | Share Capital | Legal Reserve | Retained Profits | Total |
|--------------------------|------------------|------------------|------------------|------------|
| Balance as on 01.01.2012 | 600,000 | 300,000 | 9,754,557 | 10,654,557 |
| Profit for the year | j- | Ξ., | 1,962,520 | 1,962,520 |
| Balance as on 31.12.2012 | 600,000 | 300,000 | 11,717,077 | 12,617,077 |
| Profit for the year | | - | 1,239,243 | 1,239,243 |
| Balance as on 31.12.2013 | 600,000 | 300,000 | 12,956,320 | 13,856,320 |

For HAVELLS SYLVANIA DUBAI FZCO.

DIRECTOR

DIRECTOR

AUDITORS' REPORT - PAGE 1



HAVELLS SYLVANIA DUBAI FZCO. P.O.BOX 54350, DUBAI (U.A.E.) SCHEDULE OF NOTES FORMING PART OF THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2013 FIGURES IN UAE DIRHAMS

1. LEGAL STATUS

1.1 M/s.HAVELLS SYLVANIA DUBAI FZCO., DUBAI, is a free zone company with Limited Liability registered with Dubai Airport Free Zone Authority in Dubai, UAE. The following are its Shareholders:

Havells Sylvania Europe Ltd., UK 83.33%
Flowil International Lighting (Holding) B.V., The Netherlands 16.67%
100%

- 1.2 The principal activities of the company are import and export of electrical and electronic goods, components and parts and providing related services.
- 1.3 The principal place of business of the company is located at Dubai Airport Free Zone.

2. SIGNIFICANT ACCOUNTING POLICIES

The financial statements have been prepared in accordance with International Financial Reporting Standards issued by the International Accounting Standards Board and interpretations issued by the Standards Interpretations Committee of the IASB.

The following accounting policies have been applied in dealing with items considered material to the company's financial statements:

2.1 Accounting Convention

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

2.2 Accrual Concept

Income and expenditure have been accounted on accrual basis.

2.3 Property, Equipment and Depreciation

Property and equipment are stated at cost less accumulated depreciation. Cost is depreciated on straight line basis over their expected useful lives as follows:

| <u>Item</u> | No.of years |
|------------------------|-------------|
| Furniture and fixtures | 5 years |
| Equipment | 3 years |





Share in

2.4 Inventories

Stocks have been valued at the lower of cost or net realisable value where cost comprises cost of acquisition after making due allowances for obsolete or slow moving items, and net realisable value.

Provision for slow moving and obsolete stock is made at landed cost plus appropriate overheads.

2.5 Accounts Receivable and Prepayments

Trade receivables are recognised at fair value less provision for impairment. A trade receivable provision for impairment 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 sales.

2.6 Accounts Payable and Accruals

Liabilities are recognized for amounts to be paid in the future for goods or services received, whether or not billed to the company. Trade payables are recognised at fair value.

2.7 Staff Benefits

The company provides end of service severance benefits for its employees in accordance with the UAE's Federal Labour Law. The entitlement of these benefits are based upon employees' final salary and length of service, subject to a completion of minimum service period. The service benefit plan is unfunded.

Adequate provision has been made for staff terminal benefits as per UAE Labour Law.

2.8 Foreign Currency Conversion

Balances in foreign currencies have been converted into UAE Dirhams at the rate of exchange prevailing at the balance sheet date.

Transactions in foreign currencies are converted at rates ruling when the transaction was entered into.

Gains or losses resulting from foreign currency transactions are taken to profit and loss account.

2.9 Legal Reserve

UAE Commercial Companies Law No.8 of 1984, as amended, requires that 10% of the net profit for the year be transferred to legal reserve till it reaches 50% of the authorised share capital of the company. This reserve is not available for distribution to the shareholders except in the circumstances stipulated in the Commercial Companies Law.

2.10 Sales

Sales are stated net of trade discounts and sales returns. Revenue from supply of goods is recognised as soon as all substantial risk and rewards relating to the title of the goods has been transferred to the customers.

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2.11 Purchases

Purchases are stated net of discounts and returns and include all direct expenses to determine the landed cost.

2.12 Cash and Cash Equivalents

Cash and cash equivalents for the purpose of cash flow statement consist of cash, balances with banks, overdrafts, and deposits with banks with a maturity of three months or less from the date of deposit.

2.13 Impairment of Assets

Financial Assets

At each balance sheet date, the company assesses if there is any objective evidence indicating impairment of financial assets or non-collectibility of receivables.

Non-financial Assets

At each balance sheet date, the company assesses if there is any indication of impairment of non-financial assets. If an indication exists, the company estimates the recoverable amount of the asset and recognizes an impairment loss in the income statement. The company also assesses if there is any indication that an impairment loss recognized in prior years no longer exists or has reduced. The resultant impairment loss or gain are recognized immediately in the income statement.

2.14 Financial Instruments

Financial instruments comprise cash, bank balances, deposits, advances, trade debtors, amounts due from/to related parties, trade creditors, accruals and borrowings. The financial instruments are recognized on the balance sheet when the company becomes a party to the contractual provisions of the instrument.

- 2.15 Interest Income

This represents income received by the company on deposits placed with banks and interest charged to customers and others on delayed proceeds of sales and advances, and interest charged to a related party on temporary loan placed to them.

2.16 Interest Expense

This represents a charge to the income statement for interest paid on bank borrowings and to suppliers for additional credit period.



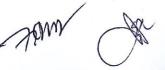
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2.17 Capital Management

The company's objectives when managing capital are to safeguard the company's ability to continue as a going concern, so that it can continue to provide returns for shareholders by pricing products and services commensurate with the level of risk.

The company sets the amount of capital funds in accordance with the planned level of operations and in proportion to the levels of risk. The company manages the shareholders' funds and makes adjustments to it in the light of changes in economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the shareholders' funds, the company may adjust the amount of dividends paid to shareholders, return subordinated loans to shareholders, increase share capital, or sell assets to reduce its exposure to debt.





| | Furniture & Fixture | Equipment | Total | Total |
|--------------------------------|---------------------|-----------|----------|----------|
| Cost | | | | |
| As at 01.01.2013 | 473,698 | 124,583 | 598,281 | 599,637 |
| Additions during the year | - | 12,655 | 12,655 | 37,616 |
| Less: Disposal during the year | | (12,725) | (12,725) | (38,972) |
| As at 31.12.2013 | 473,698 | 124,513 | 598,211 | 598,281 |
| | | | | |
| Less: Depreciation | | | | |
| As at 01.01.2013 | 444,380 | 85,977 | 530,357 | 456,492 |
| For the year | 27,443 | 22,104 | 49,547 | 112,837 |
| Relating to disposal | - | (12,725) | (12,725) | (38,972) |
| Upto 31.12.2013 | 471,823 | 95,356 | 567,179 | 530,357 |
| | | | | |
| Net Book Value | | | | |
| As on 31.12.2013 | 1,875 | 29,157 | 31,032 | 67,924 |
| As on 31.12.2012 | 29,318 | 38,606 | 67,924 | 143,145 |

4. <u>INVENTORIES</u>

| Finished goods (Notes: a & b) | 1,696,487 | 1,311,536 |
|---|-----------|-------------|
| Less: Provision for slow moving stock (Note: c) | (708,460) | (1,011,792) |
| | 988,027 | 299,744 |
| Add: Goods in transit | a * # | 143,950 |
| n en | 988,027 | 443,694 |

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Notes:

- a) Goods lying in third party warehouse.
- b) Inventory is pledged to banks against term loan obtained by a related party.
- c) Excess provision for slow moving stock written back

(303,332)

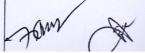
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| | | 31.12.2013 | 31.12.2012 |
|----|---|------------|------------|
| | A GCOVINITION TO THE CONTRACT OF THE CONTRACT | 0 | |
| 5. | ACCOUNTS RECEIVABLE AND PREPAYMENTS | | |
| | Trade debtors (Notes: a, b, c, d & e) | 6,967,896 | 7,525,949 |
| | Less: Provision for doubtful debts (Notes: f) | (70,000) | (44,000) |
| | a ration of the second | 6,897,896 | 7,481,949 |
| | Advances to suppliers | - % | 23,911 |
| | Staff advances Propagaments and other propingly | 10,754 | 6,699 |
| | Prepayments and other receivable | 131,325 | 117,904 |
| | | 7,039,975 | 7,630,463 |
| | Notes: | | |
| | a) Ageing of trade debtors: | | |
| | More than a year | 62,056 | |
| | Due between 7 to 12 months | 17,049 | 159,115 |
| 4 | Due for less than 6 months | 6,888,791 | 7,366,834 |
| | | 6,967,896 | 7,525,949 |
| | b) Due from top five trade debtors at the year-end | 5,472,120 | 5,032,201 |
| | c) Number of trade debtors at the year-end | 22 | 26 |
| | d) Trade debtors are geographically distributed as follows: | | |
| | i) AGCC Countries | 99% | 91% |
| | ii) Egypt and Jordan | 1% | 6% |
| | iii) Iran | 0% | 2% |
| | iv) Others | 0% | 1% |
| | | 100% | 100% |
| | e) Trade debtors are pledged to banks against term loan obtained by a related | party. | |
| | | | |
| | f) Shortage/(Excess) provision for doubtful debts | 26,000 | (22,000) |
| | | | |
| 6. | DUE FROM RELATED PARTIES | | |
| L | Havells Sylvania Europe Ltd., UK - short-term loan (Note: a) | 10,389,022 | 11,160,219 |
| | Havells Sylvania Europe Ltd., UK - on account of expenses (Note: b) | 117,868 | 221,238 |
| | Havells India Ltd., India - on account of expenses | 35,070 | |
| | | 10,541,960 | 11,381,457 |
| | | 7 -7 | |

Notes:

- a. Amounts due from related parties on account of short-term loan are unsecured, receivable on demand and carries interest as per prevailing market conditions.
- b. Amounts due from related parties on account of expenses are unsecured and free of interest.



31.12.2012

31.12.2013

| CASH AND BANK BALANCES | | |
|-------------------------|-----------|---------|
| Cash on hand | 5,000 | 5,000 |
| Cash at a bank | | |
| In current account | 467,004 | 582,085 |
| In call deposit account | 698,000 | 404,521 |
| | 1,170,004 | 991,606 |

8. SHARE CAPITAL

7.

The authorised share capital of the company consists of 6 ordinary shares of AED 100,000 each, issued, subscribed and fully paid-up, as under:

| | | 600,000 | 600,000 |
|---|----------|---------|---------|
| Flowil International Lighting (Holding) B.V., The Netherlands | 1 share | 100,000 | 100,000 |
| Havells Sylvania Europe Ltd., UK | 5 shares | 500,000 | 500,000 |

9. <u>LEGAL RESERVE</u>

| Balance as on 01.01.2013 | 300,000 | 300,000 |
|--------------------------|---------|---------|
| Balance as on 31.12.2013 | 300,000 | 300,000 |

10. <u>EMPLOYEES' TERMINAL BENEFITS</u>

Adequate provision has been made for staff terminal benefits as per UAE Federal Labour Law. This cost is expensed annually to the profit and loss account. The charge for the year ended 31 December 2013 amounted to AED 220,297 (2012 - 217,590)

| Balance as on 31.12.2013 | 789,996 | 599,662 |
|-----------------------------|----------|----------|
| Less: Paid during the year | (29,963) | (63,741) |
| Add: Provision for the year | 220,297 | 217,590 |
| Balance as on 01.01.2013 | 599,662 | 445,813 |

11. ACCOUNTS PAYABLE AND ACCRUALS

| Trade creditors |
|----------------------------------|
| Advances received from customers |
| Accrued expenses |



| _ | | |
|---|-----------|-----------|
| | 1,564,730 | 1,756,077 |
| | 379,416 | 908,801 |
| | 194,612 | 136,317 |
| | 990,702 | 710,959 |
| | | |

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| 12. <u>DUE TO RELATED PARTIES</u> | | |
|--|----------------------------------|------------------|
| Havells Sylvania Europe Ltd., UK | 2,345,863 | 3,287,142 |
| Havells Sylvania Fixtures, UK | 13,669 | - |
| Havells India Ltd., India | 535,606 | 107,105 |
| Havells Sylvania Asia Pacific, Hongkong | | 129,694 |
| Jiangsu Havells Sylvania, China | 664,814 | 2,018,387 |
| | 3,559,952 | 5,542,328 |
| | | |
| 27 | | |
| Note: Amounts due to related parties are unsecured, free of interest an | nd payable as per terms of purch | ase of goods and |
| services. | a payable as per terms of parent | use of goods and |
| | | |
| | Current | Previous |
| | Year | Year |
| | | |
| 13. COST OF SALES | | |
| Opening inventories | 1,311,536 | 782,795 |
| Purchases (include direct expenses) | 16,338,145 | 23,059,171 |
| | 17,649,681 | 23,841,966 |
| Less: Closing inventories | 1,696,487 | 1,311,536 |
| | 15,953,194 | 22,530,430 |
| | | |
| 14. SELLING, GENERAL AND ADMINISTRATIVE EXPENSE | <u>es</u> | |
| Office rent | 339,259 | 339,618 |
| Storage charges | 118,747 | 72,140 |
| Freight charges | 227,924 | 317,261 |
| Telephone and Utilities expenses | 293,185 | 298,112 |
| Insurance expenses | 64,257 | 45,606 |
| Travelling expenses | 232,958 | 298,645 |
| Entertainment | 39,181 | 55,320 |
| Recruitment expenses | 35,333 | 24,795 |
| Printing and stationery | 8,108 | 6,976 |
| Visa fees | 42,673 | 63,722 |
| General and office expenses | 133,536 | 118,341 |
| Advertisement and sales promotions | 430,692 | 436,684 |
| Commission | 32,468 | - |
| Local conveyance | 77,195 | 57,391 |
| | | |
| Legal and audit fees Legal and audit fees | 41,528 2,117,044 | 49,000 |

| | | Current Year | Previous Year |
|-----|--|---|------------------|
| 15 | FINANCE COST | | |
| 13. | FINANCE COST | | |
| | Bank charges | 153,781 | 97,257 |
| | | 153,781 | 97,257 |
| | | | |
| 16. | OTHER INCOME | | |
| | Interest received from a related party | 241.070 | |
| | Interest received from a bank | 341,268 | 402,671 |
| | Exchange gains | 114 | 248 |
| | Miscellaneous income | 27,194 | 61,984.00 |
| | | 46,684 | 17,083.00 |
| • | | 415,260 | 481,986 |
| | | 21 12 2012 | 21 12 2012 |
| | | 31.12.2013 | 31.12.2012 |
| 17. | CASH AND CASH EQUIVALENTS | | |
| | Cash and cash equivalents included in the statement of cash flows comprises of | of the following: | |
| | Cash on hand | 5,000 | 5 000 |
| | Cash balances with a bank | 1,165,004 | 5,000 |
| | | CONTRACTOR OF THE PARTY OF THE | 986,606 |
| | , 46 | 1,170,004 | 991,606 |
| 18. | TRANSACTIONS WITH RELATED PARTIES | | |
| | The company has in the ordinary course of business, entered into trading and which fall within the definition of "related parties" as contained in the International The terms of such transactions were approved by the management. The amounts of such transactions were approved by the management. | tional Accounting | Stondard No 24 |
| | a) Transactions with related parties | | |
| | Sales to a related party | - | 131,328 |
| ů. | Purchases from related parties | 12,790,166 | 6,362,288 |
| · | Reimbursement of expenses to related parties | 93,942 | 283,714 |
| | Interest received from a related party | 341,268 | 402,671 |
| | | | |
| ł | Outstanding balances with related parties at the year-end: | | |
| | Due from related parties on account of expense reimbursement, etc. | 152,938 | 221,238 |
| | Due from related parties on account and temporary loan | 10,389,022 | 11,160,219 |
| | Due to related parties on account of purchases | 3,559,952 | 5,542,328 |
| | | | |

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31.12.2013

31.12.2012

19. FINANCIAL INSTRUMENTS

Derivative and exchange rate risks

The company does not use derivative financial instruments for speculative purposes.

The company does not have any policy of entering into foreign exchange forward contracts or options to manage its exposure to fluctuations in foreign currency exchange rates. Significant foreign currency assets in AED at 31 December 2013 were as follows:

Financial assets in foreign currency:

| Trade debtors | 6,967,896 | 7,525,949 |
|---|-----------------------|-----------------------|
| Advances to suppliers | = | 23,911 |
| Amounts due from related parties Bank balances | 10,541,960 951,864 | 11,381,457 609,260 |
| | 18,461,720 | 19,540,577 |
| Financial liabilities in foreign currency: | | |
| Trade creditors | 743,303 | 710,959 |
| Advances received from customers Amounts due to related parties | 194,612 | 136,317 |
| | 3,559,952 | 5,542,328 |
| | 4,497,867 | 6,389,604 |
| | | |

Credit risks

Financial assets which potentially subject the company to concentration of credit risk consist principally of bank and cash balances and trade debtors. Bank balances are with regulated financial institutions. Credit risk of trade debtors is stated in Note 5 (a), (b), (c) & (d).

Interest rate risks

The company's short-term deposits with a bank are at fixed interest rate and mature within one year. Temporary loan to a related party bears interest as per prevailing market conditions. Interest is paid on short-term borrowings from banks and a related party as per prevailing market conditions.

Fair Value

At the balance sheet date, the carrying amount of bank and cash balances, debtors and creditors approximated their fair values.

20. <u>CAPITAL COMMITMENTS</u>

As at the balance sheet date, the company had no capital commitments.



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21. COMPARATIVE FIGURES

Comparative figures have been re-grouped/re-classified wherever necessary to conform the current year's presentation.

For HAVELLS SYLVANIA DUBAI FZCO.

Tohndong DIRECTOR

DIRECTOR

