Loan Revolving Fund
Arab Center for Agricultural Development
Non-Profit, Non-Governmental Organization
Ramallah-Palestine

Financial Statements and Independent Auditor's Report For the Year Ended December 31, 2011

Loan Revolving Fund Arab Center for Agricultural Development Non-Profit, Non-Governmental Organization Ramallah-Palestine

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Independent Auditor's Report

To the General Assembly Arab Center for Agricultural Development (ACAD) Ramallah-Palestine

Report on the financial statements:

We have audited the accompanying financial statements of the Loan Revolving Fund administered by the Arab Center for Agricultural Development "Non – Profit, Non – Governmental Organization", which comprise the statement of financial position as of December 31, 2011, and the statement of income, the statement of changes in net assets and the statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's responsibility for the financial statements:

The management of ACAD is responsible for the preparation and fair presentation of these financial statements in accordance with the accounting policies described in Note (2) and in conformity with the covenants of the financing agreements signed with donors and lenders, 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.

Auditor's responsibility:

Our responsibility is to express an opinion on these 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 about 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 auditor's 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 auditor considers internal control relevant to the Center'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 Center'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.

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As mentioned in note (14) the accounts for lending activities were separated from the centers to inform users of financial statements of the results related to this activity, since it is the most important activity in the center and has different properties than the rest of other activities of Arab Center of Agricultural Development, and it is not necessary to be prepared in accordance with International Financial Reporting Standards.

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 give a true and fair view of the financial position of the Loan Revolving Fund as of December 31, 2011, its financial performance and its cash flows for the year then ended in accordance with the accounting policies described in Note (2) and in conformity with the covenants of the financing agreements signed with donors and lenders.

Ramallah: May 2, 2012 Deloitte & Touche (M.E)

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Statement of Financial Position For the Year Ended December 31, 2011

		December 31, 2011	December 31, 2010
ASSETS:	Note	USD	USD
Cash in Hand and at Banks	3	860,385	841,090
Loans Receivable-Net	4	4,210,156	3,467,944
Interest Receivable		95,780	90,949
Other Assets	5	206,076	189,463
Fixed Assets-Net	6	45,275	54,910
TOTAL ASSETS	_	5,417,672	4,644,356
LIABILITIES AND NET ASSETS:			
LIABILITIES:			
Payables and Accruals	7	15,827	71,425
Loans Payable	8	1,883,382	1,327,832
Employees' Benefits	9	631,064	579,756
TOTAL LIABILITIES	_	2,530,273	1,979,013
NET ASSETS:			
Loan Revolving Fund		2,840,619	2,626,535
General Reserve for Loan Losses		46,780	38,808
TOTAL NET ASSETS - Statement (C)	_	2,887,399	2,665,343
TOTAL LIABILITIES AND NET ASSETS	_	5,417,672	4,644,356

The Accompanying Notes Constitute an Integral Part of These Financial Statements

General Manager



Financial Manager

Statement of Income For the Year Ended December 31, 2011

		December 31, 2011	December 31, 2010
	Note	USD	USD
Contributions Received for Loan Revolving Fund:			
Grants for Operations - UNDP			54,746
Interest and Lending Revenues:			
Interest Received		893,544	692,096
Collections of Written Off Loans		25,870	31,870
Loans Service Fees and Commissions		15,803	2,370
Penalty Fees		50,647	50,395
Other Revenues	10	54,935	42,173
		1,040,799	818,904
Revenues before Loan Losses		1,040,799	873,650
Released from Provision for Loan Losses		28,902	118,018
Total Revenues		1,069,701	991,668
Expenses:			
Operating Expenses	11	(890,817)	(842,222)
Total Expenses		(890,817)	(842,222)
Net Income for the Year- Statement (C)		178,884	149,446

The Accompanying Notes Constitute an Integral Part of These Financial Statements

Statement of Changes in Net Assets For the Year Ended December 31, 2011

	Loan Revolving Fund	General Reserve for Loan Losses	Total
	USD	USD	USD
Balance as of December 31, 2009	2,223,473	27,644	2,251,117
Net Income for the Year 2010	149,446		149,446
Additions to General Reserve		11,164	11,164
Transfer of Un-due Interest * UNDP Fund	153,616	-	153,616
(Note 12)	100,000	-	100,000
Balance as of December 31, 2010	2,626,535	38,808	2,665,343
Net Income for the Year 2011	178,884		178,884
Additions to General Reserve		7,972	7,972
Prior Year Adjustments	35,200	-	35,200
Balance as of December 31, 2011	2,840,619	46,780	2,887,399

^{*} During 2010 an amount of 153,616 USD was transferred to revolving loan fund account from Un-due interest account (credit), this amount is a rounding balance from previous years no more required.

The Accompanying Notes Constitute an Integral Part of These Financial Statements

Statement of Cash Flows For the Year Ended December 31, 2011

	December 31, 2011 USD	December 31, 2010 USD
Operating Activities:	USD	USD
Net Income for the Year	178,884	149,446
Adjustments:		
Depreciation	14,844	18,099
General Reserve for Loan Losses	7,972	11,164
Prior Year Adjustments	35,200	140.665
Provision for Employees' Benefits Cash Flow from Operating Activities before Changes in	109,481	140,665
Operating Assets and Liabilities	346,381	319,374
(Increase) Decrease in Operating Assets:		
Loans & Interest Revivable	(747,043)	(879,689)
Other Assets	(16,613)	36,207
Increase (Decrease) in Operating Liabilities		
Payables and Accruals	(55,598)	(16,576)
Net Cash Used in Operating Activities before Payments of	(472.072)	/# 40 co.o.
Employees' Benefits	(472,873)	(540,684)
Payments of Employees' Benefits	(58,173)	(33,082)
Net Cash Used in Operating Activities after Payments of Employees' Benefits	(531,046)	(573,766)
Investing Activities:	(022)010)	(272,700)
Procurement of Fixed Assets	(5,209)	(6,994)
Cash Used in Investing Activities	(5,209)	(6,994)
Financing Activities:		
Long Term Loans	555,550	219,388
UNDP Fund for Musharakeh	-	100,000
Transfer of Un-due Interest		153,616
Cash Flow from Financing Activities	555,550	473,004
Net Increase (Decrease) in Cash and Cash Equivalent	19,295	(107,756)
Cash and Cash Equivalent, Beginning of the Year	841,090	948,846
Cash and Cash Equivalents, End of the Year	860,385	841,090

The Accompanying Notes Constitute an Integral Part of These Financial Statements

Notes to the Financial Statements For the Year Ended December 31, 2011

General:

a. The Center:

The Arab Center for Agricultural Development (ACAD) is a Palestinian non-profit, non-governmental organization that has been officially registered in Jerusalem since 1993, and also registered by the Palestinian National Authority since 2001 according to the Palestinian Charitable Institutions Law no.1 for year 2000. ACAD is specialized in Micro-Credit and offers Business Support Services to the poor and low-income Palestinian producers. The Board of Directors is comprised of 9 members elected every two years by the General Assembly that governs ACAD.

b. ACAD Mission:

ACAD as a development institution was established to encourage micro entrepreneurship through small income generating activities among the poor and low-income individuals. ACAD provides financial and business support services concentrating on rural and/or high poverty rate in Palestinian areas that are particularly affected by the difficult political situation. Economic independence and consequently food security for the poor and disadvantaged, is an effective tools towards empowerment and active participation in the economic, social and political spheres of the life in Palestine.

c. ACAD Goals and Objectives:

- Promotion of Self-sustaining employment-and income-generating projects in the Palestinian poor and low-income rural and urban communities.
- Expanding geographical access of financial resources.
- Graduating poor and small scale producers into capital lending markets, by shifting the balance of power towards those needing credit.
- Mobilizing Saving.
- · Empowering poor communities.

d. Target Group:

ACAD's target group includes low-income Palestinians in rural and urban areas who are willing to develop their small projects in order to improve their standard of living and income, also includes the poor who are willing to get out from the poverty cycle, through integrating in economic investment activities.

e. Branches and Offices:

ACAD provides services for small and poor producers through its headquarter in Ramallah and 8 field branches and offices in Gaza, Jericho, Bethlehem, Hebron, Nablus, Jenin, Ramallah and Tulkarèm.

Notes to the Financial Statements For the Year Ended December 31, 2011

f. Financial Credit Services:

ACAD provides financial credit services to small-scale and poor Palestinian producers in the Palestinian Territories through the following kinds of credit products:

- · Woman loan based on cycling.
- · Micro loans to finance existing project.
- · Small loans to finance capital investment or start up businesses.
- · Loans to cooperatives to finance cooperative credit and saving funds.

2. Significant Accounting Policies:

Summary of Significant Accounting Policies are as follows:

A- The accompanying financial statements have been prepared in accordance with the historical cost principle and in conformity with the covenants of the agreements signed with donors and lenders and relevant prevailing laws and regulations in the Palestinian Territories.

B- Fixed Assets:

Fixed assets are stated at cost net of accumulated depreciation. Depreciation is calculated using the straight-line method based on their estimated useful lives as follows:

Furniture and Fixtures	7%
Office Equipment	15%
Safes	3%
Computers and Printers	30%
Cars	20%

When the expected recoverable amount is less than the net book value, the fixed assets amount is reduced to the lower of cost or net realizable value and the difference (if any) is included in the statement of income.

Notes to the Financial Statements For the Year Ended December 31, 2011

C- Loans:

Loans receivable are stated at cost net of provision for impairment losses. A provision for non-performing loans is taken when there is evidence that these loans cannot be recollected in part or in full. Such a provision is calculated based on the following criteria:

Time Period	Provision	
1- 30 Days		
31- 60 Days	10%	
61- 90 Days	20%	
91- 120 Days	30%	
121- 180 Days	40%	
181-360 Days	50%	
More than 360 Days	100%	

The resultant provision is recorded in the statement of income.

A general reserve for loans against unforeseen future losses is computed at 1.5% of performing loans. This reserve is reflected in the statement of financial position as part of net assets.

Interests on non-performing loans are suspended, in addition, uncollectible loans are written off by decreasing the provision for loan losses. Any surplus in the provision as well as any amount collected from loans previously written off is taken to the statement of income.

D- Foreign Currency Translation:

The Center's reporting currency is the U.S. Dollar. However, transactions in currencies other than U.S. Dollar are converted to U.S. Dollar equivalent at the exchange rates prevailing at the date of each transaction. Monetary Assets and Liabilities denominated in other currencies are translated to U.S. Dollar using the exchange rates prevailing at the year end. The resultant difference on exchange is taken to the statement of income.

The rates of exchange of certain currencies against the U.S Dollar as of December 31, 2011 and 2010 were as follows:

	<u>U.S Dollar</u> <u>2011</u>	<u>U.S Dollar</u> <u>2010</u>
Euro	1.3251	1.4407
NIS	0.2808	0.2647
JOD .	1.4064	1.4064

Notes to the Financial Statements For the Year Ended December 31, 2011

E- Loan Revolving Fund:

Loan revolving fund represents net assets which are subject to donors' imposed restrictions and to be maintained permanently by ACAD and is composed of all grants received and provided for lending. This fund is charged by provisions for impairment losses if the agreements with the donors stipulated such condition.

F- Severance Pay:

End of service indemnity is computed in accordance with the prevailing labor law in the Palestinian Territories accruing for one-month compensation for each year of service based on the last salary paid during the year. The provision is charged to the statement of income, while indemnities actually paid to staff are booked against related provision account.

G- Provident Fund:

ACAD has a defined provident fund scheme by which the employees and the Center contribution is 7.5% from basic monthly salaries.

H- Accounting Estimates:

The financial statements include certain estimates and assumptions made by management relating to reporting of assets, liabilities, at the statement of financial position date, and the reporting of revenues, expenses, gains, and losses during the year. Actual results may differ from those estimates adopted by the ACAD's management.

Management, through applying the accounting policies, uses assumptions and estimates with material impacts on the recognition of the balances recorded in the financial statements. Some of these assumptions are as follows:

- Management periodically reassesses the economic useful lives of tangible assets for the
 purpose of calculating annual depreciation based on the general status of these assets and
 the assessment of their useful economic lives expected in the future. Impairment loss (if
 any) is taken to the statement of income.
- A provision for performing and non-performing loans is taken on the bases and estimates approved by management. These provisions represent allowances for uncollectable loans.
- Estimates used in the preparation of the financial statements are provision for end of service indemnity.

Notes to the Financial Statements For the Year Ended December 31, 2011

	December 31,	December 31,
	2011	2010
	USD	USD
Cash in Hand	15,466	5,809
Cash at Banks- Current Accounts:		
U.S Doliar	337,883	354,011
Jordanian Dinar	1,742	2,989
Israeli Shekel	28,339	18,698
Euro		5
	367,964	375,703
Cash at Banks- Fixed Deposits:		
Short-Term Deposits for Employees' Benefits	474,873	458,580
	474,873	458,580
Checks Under Collection- Short Term	2,082	998
	860,385	841,090
. Loans Receivable-Net:		
	December 31,	December 31,
	2011	2010
	USD	USD
Loan Portfolio *	4,466,455	3,761,117
Provision for Impairment	(256,299)	(293,173)
	4,210,156	3,467,944

^{*} The number of performing loans as of December 31, 2011 was 3,410 loan (comparing with 3,389 loan as of December 31, 2010).

The movement in the provision for impairment was as follows:

	December 31, 2011 USD	December 31, 2010 USD
Balance at Beginning of the Year	293,173	422,355
Transferred to General Reserve for Loan Losses	(7,972)	(11,164)
Recoveries During the Year	(28,902)	(118,018)
Balance at End of the Year	256,299	293,173

Notes to the Financial Statements For the Year Ended December 31, 2011

	December 31, 2011	December 31, 2010
	USD	USD
Receivable From PMA	30,000	30,000
Prepaid Expenses	22,930	9,966
Loans to Employees*	9,406	140,297
Sundry Debtors		9,200
Participation Loans Funded from UNDP	25,350	
Other Receivables (Cooperatives) from Sidi	118,390	
**************************************	206,076	189,463

^{*} Loans to employees are not subject to interest rates.

6. Fixed Assets-Net:

	January 1, 2011	Additions	Disposals	December 31, 2011
	USD	USD	USD	USD
Cost:				
Furniture and Fixtures	66,607	1,724		68,331
Office Equipment	73,649	3,081		76,730
Safes	1,127			1,127
Cars	46,936			46,936
Computers	69,125	404		69,529
	257,444	5,209		262,653
Accumulated Depreciation:				
Furniture and Fixtures	49,702	2,557		52,259
Office Equipment	63,720	4,005		67,725
Safes	466	34		500
Cars	14,374	8,214		22,588
Computers	74,272	34		74,306
*	202,534	14,844		217,378
Net Fixed Assets	54,910			45,275

Notes to the Financial Statements For the Year Ended December 31, 2011

	December 31,	December 31,
	2011	2010
	USD	USD
Due to SIDI		60,000
Other Payables & Accruals	15,827	11,425
	15,827	71,425
3. Loans Payable:		
. Loans Payable:	December 31,	
. Loans Payable:	December 31, 2011 USD	December 31, 2010 USD
Agency France De Development (AFD)	2011	2010
	2011 USD	2010 USD
Agency France De Development (AFD)	2011 USD 538,944	2010 USD 538,944

- a). On March 3, 2010. ACAD signed a no interest loan agreement with Agence Française De Development (AFD), in which the two parties agreed to initiate a loan portfolio for an amount of EURO 673,000 which is subject to ACAD credit procedures & bounded only for farmers cooperatives & women economic projects. According to the agreement, ACAD is exempted from paying any interest or fees. The duration for the loan is eight years which includes a grace period of four years. ACAD will pay the loan amount divided on eight quarterly equal payments starting from September 30, 2013.
- b). On July 28, 2008, ACAD signed an agreement with the Islamic Development Bank Jeddah Saudi Arabia through UNDP/PAPP, the agreement was to establish a Credit Fund amounted U.S Dollars 700,000 to be used to support small projects of poor Palestinians people through granting small loans ranging between U.S Dollars 3,500 and U.S Dollar 7,500. The duration of the loan will be for three years from the date of the agreement. ACAD will pay the loan amount with interest rate of 2 % divided on nine quarterly equal payments starting from September 1, 2010.
- c). On May 11, 2010, ACAD signed an additional agreement with the Islamic Development Bank Jeddah Saudi Arabia through UNDP/PAPP which considered a continuation of the previous agreement, the agreement was to establish a Credit Fund amounted U.S Dollars 400,000 to be used to support existing businesses or to start new businesses for those poor families through granting small loans ranging between U.S Dollars 3,500 and U.S Dollar 7,000. The duration of the loan will be for three years from the date of the agreement. ACAD will pay the loan amount with interest rate of 2 % divided on nine quarterly equal payments starting from June 1, 2011.

Notes to the Financial Statements For the Year Ended December 31, 2011

2011 USD 309,610 296,328	2010 USI 266,769
309,610 296,328	
296,328	266.76
	200.70
	285,025
25,126	27,96
631,064	579,75
e indemnity and annual leaves w	vere as follows:
w 1	
	December 31
	201
USD	USI
266,768	198,84
	22,58
	62,47
	(17,132
309,610	266,76
December 31,	December 31.
2011	201
USD	USI
285,025	243.72
203,023	
263,023	10,32
36,558	
	10,32: 44,59: (13,619
	December 31, 2011 USD 266,768 72,923 (30,081) 309,610 December 31, 2011 USD

27,963

(2,837)

25,126

29,606

(2,331)

27,963

688

Opening Balance

Ending Balance

Additions

Payments

Notes to the Financial Statements For the Year Ended December 31, 2011

10. Other Revenues:

Other Revenues represents interest on deposits at banks, profit participation loans, and revenues from loans that were closed before the date of maturity.

11. Operating Expense:

	December 31,	December 31,
	2011	2010
	USD	USD
Salaries and Related Expenses	568,956	544,645
Rent and Utilities	56,551	48,387
Depreciation	14,844	18.099
Medical Expenses	21,296	21,380
Travel (Local and Overseas)	25,855	27,423
Telecommunications	35,493	32,667
Professional and Legal Fees	29,408	29,482
Printing and Stationery	13,034	11,606
Advertising and Promotional Material	776	1,524
Insurance	2,859	2,730
Entertainment	5,474	6,315
Bank Charges	9,336	4,372
Donations	1,141	300
Training and Workshops Expenses	3,678	7,116
Fees and Subscriptions	3,782	2,705
Interest on Borrowed Funds	48,660	9,332
Maintenance	13,395	10,307
Cars Expenses	10,664	8,401
Loan Closing Expense & Others	25,615	55,431
	890,817	842,222

12. UNDP Fund for Musharakeh:

During the month of September 2010, ACAD has signed an agreement with the UNDP – PAPP (The United Nations Development Program / Program of Assistance to the Palestinian People); by which, the UNDP has allocated U.S. Dollar 100,000 and make the sum available to ACAD in order to target and serve the low-income families with an average loan size not exceeding U.S. Dollar 7,000 and a maximum loan size not exceeding U.S. Dollar 15,000. The fund is restricted for use in the declining Musharakeh for a period of (4) years and then ACAD has the right to use the money as a lending capital for Islamic microfinance products only. The term of the agreement commence on September 1, 2010 and terminate on December 31, 2014.

Notes to the Financial Statements For the Year Ended December 31, 2011

Risks Management Policies:

The most significant types of risks are credit risk, liquidity risk, market risk and operational risk. The Board of Directors is responsible for developing a framework to manage these risks. The policies developed for risk management aimed to define the risks faced by the Center and analyzing them in order to set controls to monitor these various risks. The policies and regulations designed to control the risks are reviewed periodically by management in order to determine the changes in market conditions and in the services provided by the Center for its clients.

A- Operational Risk:

The Center covers the expenses of loan revolving fund from the income of lending programs. The Center believes that the lending revenue for the year 2012 will be sufficient to finance all lending expenses.

B- Credit Risk:

Credit risk is risk that may result from the failure or inability of the other party to meet its obligations towards the Center. The Center manages credit risk through the development of specified and documented controls and ceilings with clear policies and procedures that guarantee commitment to these ceilings. These controls and ceilings are reviewed and amended periodically, if necessary. The credit risk on liquid funds is limited because they are placed with reputable financial institutions.

C- Liquidity Risk:

Liquidity risk is the inability of the Center to provide the funding necessary to meet its obligations in due dates. ACAD's policy to prevent this risk requires management to diversify sources of assets and liabilities and maintain an adequate balance of cash and cash equivalent.

D- Interest Rate Risk:

Interest rate risk arises from the possibility that changes in market interest rates may affect the value of its interest bearing assets. The management of ACAD usually monitors the fluctuation in interest rates in every individual currency in order to maximize the benefits from placements.

E- Currency Risk:

Currency risk arises from the possibility that changes in the exchange rates may affect negatively the value of the financial assets and liabilities in case ACAD does not hedge its currency exposure by means of hedging instruments. The management usually distributes its liquid assets over its functional currencies to minimize any possible loss from currency rates fluctuation.

Notes to the Financial Statements For the Year Ended December 31, 2011

14. Accompanying Financial Statements:

ACAD provides loans to small enterprises, services and other assistance to small and poor producers and therefore lending activity is considered one of the most important activities of the Center.

For the purpose of informing users of the financial statements on the results of this activity, the Center's management decided to separate the financial statements of loan revolving fund from the financial statements of the Center effective on December 31, 2008 and issue a separate financial statements for loan revolving fund for the year ended December 31, 2008 and permanently in the future years.

The financial statements of ACAD for the year ended December 31, 2011 and for the previous years were audited as a whole, and the accompanying financial statements represent the financial statements for Loan Revolving Fund only, which is separated from the audited financial statements of the Center for the year 2011 according to the following bases:

- Cash, assets and liabilities of loan revolving fund were separated from the Center's assets and liabilities by using the specific identification method.
- The employees who are working for the loan revolving fund were determined and the provision for these employees and all related costs were separated.
- General reserve for loan losses is calculated according to the criteria detailed on note (2/C).
- Net assets for loan revolving fund are determined by reducing assets by the same amounts
 of liabilities.

The accompanying financial statements were approved by the Board of Directors on May 2, 2012.