Interim Condensed Consolidated Financial Statements

For the nine months ended 30 September 2011

The Saudi British Bank



The Saudi British Bank INTERIM CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS	<u>Notes</u>	30 September 2011 Unaudited SAR' 000	31 December 2010 Audited SAR' 000	30 September 2010 Unaudited SAR' 000
Cash and balances with SAMA		13,232,308	15,144,088	12,392,715
Due from banks and other financial institutions		7,670,458	7,042,310	5,593,630
Investments, net	4	24,057,060	24,972,442	20,964,708
Loans and advances, net	5	82,354,076	74,248,486	74,687,164
Investment in associates	6	557,717	221,532	208,055
Property and equipment, net		539,229	558,609	580,344
Other assets		3,522,321	3,185,399	3,919,406
Total assets		131,933,169	125,372,866	118,346,022
LIABILITIES AND SHAREHOLDERS' EQUITY Liabilities				
Due to banks and other financial institutions		4,779,381	4,661,178	4,418,984
Customers' deposits	7	100,752,180	94,672,855	90,667,625
Debt securities in issue		3,984,586	5,475,754	3,368,789
Borrowings		187,500	187,500	187,500
Other liabilities		5,768,138	5,203,632	4,896,249
Total liabilities		115,471,785	110,200,919	103,539,147

Shareholders' equity

Share capital	7,500,000	7,500,000	7,500,000
Statutory reserve	5,458,863	5,458,863	4,988,075
Other reserves	(275,244)	105,971	137,540
Retained earnings	3,777,765	1,544,613	2,181,260
Proposed dividends	-	562,500	-
Total shareholders' equity	16,461,384	15,171,947	14,806,875
Total liabilities and shareholders' equity	131,933,169	125,372,866	118,346,022

The Saudi British Bank INTERIM CONSOLIDATED STATEMENTS OF INCOME Unaudited

		Three months ended		Nine months ended		
-	Notes	30 September 2011 SAR'000	30 September 2010 SAR'000	30 September 2011 SAR'000	30 September 2010 SAR'000	
Special commission income		893,793	898,857	2,608,268	2,849,269	
Special commission expense		106,826	99,084	316,730	336,509	
Net special commission income		786,967	799,773	2,291,538	2,512,760	
Fees and commission income, net		278,669	288,223	936,576	898,935	
Exchange income, net		55,751	26,897	215,838	89,840	
Trading income, net		64,090	41,434	254,002	201,699	
Dividend income		15,859	267	49,763	2,215	
Gains on non- trading investments, net		6,698	-	6,698	250	
Other operating income		1,481	1,585	22,401	17,374	
Total operating income		1,209,515	1,158,179	3,776,816	3,723,073	
Salaries and employee related expenses		255,726	237,782	770,599	684,628	
Rent and premises related expenses		23,175	23,943	70,335	67,625	
Depreciation and amortisation		22,853	28,244	71,771	85,098	
Other general and administrative expenses		91,062	137,860	296,999	421,836	
Provision for credit losses, net		196,568	324,483	393,851	1,004,972	
Impairment of other financial assets		(1,188)		(6,742)		
Total operating expenses		588,196	752,312	1,596,813	2,264,159	
Net income from operating activities		621,319	405,867	2,180,003	1,458,914	
Share in earnings of associates, net	6	8,837	13,069	53,149	27,597	
Net income for the period		630,156	418,936	2,233,152	1,486,511	
Basic and diluted earnings per share (in SAR)	12	0.84	0.56	2.98	1.98	

The Saudi British Bank INTERIM CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME Unaudited

	Three mont	ths ended	Nine month	is ended
-	30 September 2011 SAR' 000	30 September 2010 SAR' 000	30 September 2011 SAR' 000	30 September 2010 SAR' 000
Net income for the period	630,156	418,936	2,233,152	1,486,511
Other comprehensive income				
Available for sale financial assets				
- Net change in fair value	(145,678)	180,063	(361,097)	321,043
- Transfer to interim consolidated statement of income	(1,395)	-	(1,395)	-
Cash flow hedges				
- Net change in fair value	1,375	(6,510)	(12,302)	(43,522)
- Transfer to interim consolidated statement of income	(2,164)	(2,164)	(6,421)	(2,446)
-	(147,862)	171,389	(381,215)	275,075
Total comprehensive income for the period	482,294	590,325	1,851,937	1,761,586

INTERIM CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY For the nine months ended 30 September Unaudited

	Share capital <u>SAR '000</u>	Statutory reserve <u>SAR '000</u>	Other reserves <u>SAR '000</u>	Retained earnings <u>SAR '000</u>	Proposed dividend <u>SAR '000</u>	Total <u>SAR '000</u>
2011 Balance at beginning of the period	7,500,000	5,458,863	105,971	1,544,613	562,500	15,171,947
Total comprehensive income for the period Net income for the period	-	-	-	2,233,152	-	2,233,152
Other comprehensive income	-	-	(381,215)	-	-	(381,215)
2010 final dividend paid			-		(562,500)	(562,500)
Balance at end of the period	7,500,000	5,458,863	(275,244)	3,777,765	_	16,461,384
<u>2010</u>						
Balance at beginning of the period	7,500,000	4,988,075	(137,535)	694,749	-	13,045,289
Total comprehensive income for the period						
Net income for the period	-	-	-	1,486,511	-	1,486,511
Other comprehensive income			275,075			275,075
Balance at end of the period	7,500,000	4,988,075	137,540	2,181,260		14,806,875

INTERIM CONSOLIDATED STATEMENT OF CASH FLOWS

For the nine months ended 30 September Unaudited

Unaudited			
	<u>Notes</u>	2011 SAR' 000	2010 SAR' 000
OPERATING ACTIVITIES			
Net income for the period Adjustments to reconcile net income to net cash from (used in) operating activities:		2,233,152	1,486,511
Accretion of discounts on non- trading investments, net		(5,491)	(5,829)
Gains on non- trading investments, net		(6,698)	(250)
Depreciation and amortisation		71,771	85,098
Share in earnings from associates, net		(53,149)	(27,597)
Provision for credit losses, net Losses on disposal of property and equipment, net		393,851 214	1,004,972 2
Impairment of other financial assets		(6,742)	-
Change in carrying value of debt securities in issue		(15,871)	(90,698)
		2,611,037	2,452,209
Net (increase) decrease in operating assets:			
Statutory deposit with SAMA		(355,325)	178,195
Investments held for trading		18,795	322,225
Loans and advances Other assets		(8,499,441) (336,922)	689,463 (674,571)
Other assets		(330,922)	(0/4,3/1)
Net increase (decrease) in operating liabilities:			
Due to banks and other financial institutions		118,203	(9,186,760)
Customers' deposits		6,079,325	1,480,764
Other liabilities		566,953	(196,887)
Net cash from (used in) operating activities		202,625	(4,935,362)
INVESTING ACTIVITIES			
Proceeds from sale of and maturities of non-trading investments		17,585,651	22,439,235
Purchase of non-trading investments		(17,051,348)	(19,627,464)
Investment in associates		(283,036)	-
Purchase of property and equipment Proceeds from disposal of property and equipment		(52,819)	(72,059)
		214	657
Net cash from investing activities		198,662	2,740,369
FINANCING ACTIVITIES			
Debt securities in issue		(1,475,297)	(2,250,000)
Dividends paid		(564,947)	(9,945)
Net cash used in financing activities		(2,040,244)	(2,259,945)
Decrease in cash and cash equivalents		(1,638,957)	(4,454,938)
Cash and cash equivalents at beginning of the period		16,947,600	17,456,914
Cash and cash equivalents at end of the period	10	15,308,643	13,001,976
Special commission received during the period		2,650,075	2,784,825
Special commission paid during the period		321,805	480,460
Supplemental non cash information			
Other comprehensive income		(381,215)	275,075

Notes To The Interim Condensed Consolidated Financial Statements 30 September 2011

1. General

The Saudi British Bank (SABB) is a Saudi Joint Stock Company and was established by Royal Decree No. M/4 dated 12 Safar 1398H (21 January 1978). SABB formally commenced business on 26 Rajab 1398H (1 July 1978) with the taking over of the operations of The British Bank of the Middle East in the Kingdom of Saudi Arabia. SABB operates under Commercial Registration No. 1010025779 dated 22 Dhul Qadah 1399H (13 October 1979) as a commercial bank through a network of 82 branches (2010: 79) and 26 exclusive ladies' sections (2010: 31) in the Kingdom of Saudi Arabia. SABB employed 3,053 staff as at 30 September 2011 (2010: 3,405). The address of SABB's head office is as follows:

The Saudi British Bank P.O. Box 9084 Riyadh 11413 Kingdom of Saudi Arabia

The objectives of SABB are to provide a range of banking services. SABB also provides Shariah approved products, which are approved and supervised by an independent Shariah Board established by SABB.

SABB has 100% (2010: 100%) ownership interest in a subsidiary, SABB Securities Limited, a Saudi Limited Liability Company formed in accordance with Capital Market Authority's Resolution No. 2007-35-7 dated 10 Jamada II 1428H (25 June 2007) and registered in the Kingdom of Saudi Arabia under Commercial Registration No. 1010235982 dated 8 Rajab 1428H (22 July 2007). SABB has 98% direct and 2% indirect ownership interest in its subsidiary (the indirect ownership is held via a Limited Liability Company registered in the Kingdom of Saudi Arabia). The principal activities of the subsidiary were to engage in the business of custody and dealing as an agent excluding underwriting. However, effective 1 July 2011 the business of the Company has been transferred to HSBC Saudi Arabia Limited, an associate company of SABB (see note 6). The Company will be liquidated once the legal formalities for transfer of business have been completed.

SABB has 100% (2010: 100%) ownership interest in a subsidiary, SABB Insurance Agency Company Limited, a Limited Liability Company registered in the Kingdom of Saudi Arabia under Commercial Registration No. 1010235187 dated 18 Jumada II 1428H (3 July 2007). SABB has 98% direct and 2% indirect ownership interest in its subsidiary (the indirect ownership is held via a Limited Liability Company registered in Kingdom of Saudi Arabia). The principal activity is to act as a sole insurance agent for SABB Takaful Company (an associate company- see note 6) within the Kingdom of Saudi Arabia as per the agreement between them. However, the articles of association do not restrict the Company from acting as an agent to any other insurance company in the Kingdom of Saudi Arabia.

SABB has 51% (2010: 51%) ownership interest in a subsidiary, SABB Insurance Services Limited, a Limited Liability Company registered in the Kingdom of Saudi Arabia under Commercial Registration No. 1010241209 dated 24 Dhul Qadah 1428H (4 December 2007). The principal activity is to act as insurance brokers and consultants to consumers operating within the Kingdom of Saudi Arabia. The Company commenced its operations from 24 Dhul Qadah 1428H (4 December 2007).

2. Basis of preparation

These interim condensed consolidated financial statements are prepared in accordance with the Accounting Standards for Financial Institutions promulgated by the Saudi Arabian Monetary Agency (SAMA) and IAS 34 – Interim Financial Reporting. SABB prepares its interim condensed consolidated financial statements to comply with the Banking Control Law and the Regulations for Companies in the Kingdom of Saudi Arabia. The interim condensed consolidated financial statements do not include all information and disclosures required in the annual consolidated financial statements and should be read in conjunction with the annual financial statements for the year ended 31 December 2010. These interim condensed consolidated financial statements are expressed in Saudi Arabian Riyals (SAR) and are rounded off to the nearest thousands.

The interim condensed consolidated financial statements comprise the financial statements of SABB and its subsidiary, SABB Securities Limited (collectively referred to as "the Bank"). The financial statements of the subsidiary are prepared for the same reporting period as that of the Bank, using consistent accounting policies. The Bank has not consolidated SABB Insurance Agency Company Limited and SABB Insurance Services Limited as their total assets, liabilities and their income and expenses are not significant to the Bank's overall interim condensed consolidated financial statements.

Notes To The Interim Condensed Consolidated Financial Statements (continued) 30 September 2011

A subsidiary is an entity over which SABB has the power to govern the financial and operating policies, so as to obtain benefits from its activities, generally accompanying an ownership interest of more than one half of the voting rights. Subsidiaries are consolidated from the date on which control is transferred to SABB and cease to be consolidated from the date on which the control is transferred from SABB.

Intercompany transactions and balances have been eliminated upon consolidation.

3. Accounting policies

The accounting policies used in the preparation of these interim condensed consolidated financial statements are consistent with those used in the preparation of the annual consolidated financial statements for the year ended 31 December 2010 except for the adoption of following amendments and revisions to existing standards mentioned below which has had no financial impact on the consolidated financial statements of the Bank:

- IAS 24 Related Party Disclosures (revised 2009)

The revised IAS 24 Related Party Disclosures amends the definition of a related party and modifies certain related party disclosure requirements for government-related entities.

- Improvements to IFRSs 2010 - IFRS 7 Financial Instruments: Disclosures

The amendments add an explicit statement that qualitative disclosure should be made in the context of the quantitative disclosures to better enable users to evaluate an entity's exposure to risks arising from financial instruments. In addition, the IASB amended and removed existing disclosure requirements.

- Improvements to IFRSs 2010 - IAS 1 Presentation of Financial Statements

IAS 1 is amended to clarify that disaggregation of changes in each component of equity arising from transactions recognised in other comprehensive income also is required to be presented in the financial statements, but is permitted to be presented either in the statement of changes in equity or in the notes.

- Improvements to IFRSs 2010 – IAS 34 Interim Financial Reporting

These amendments emphasise the principle in IAS 34 that the disclosure about significant events and transactions in interim periods should update the relevant information presented in the most recent annual financial report and clarifies how to apply this principle in respect of financial instruments and their fair values. The amendments add examples to the list of events or transactions that require disclosure under IAS 34 and remove references to materiality in IAS 34 that describes other minimum disclosures.

Other amendments resulting from the improvements to IFRSs relating to the following standards did not have any material impact on the accounting policies, financial position and performance of the Bank:

- IFRS 7
- IAS 1
- IAS 27
- IAS 32

4. Investments, net

Investment securities are classified as follows:

SAR'000	30 September 2011 (Unaudited)	31 December 2010 (Audited)	30 September 2010 (Unaudited)
Investments:			
- Held as FVIS	13,463	32,258	32,176
- Available for sale	22,453,698	22,599,382	18,341,655
- Other investments held at amortized cost	1,489,527	2,240,215	2,490,218
- Held to maturity	100,372	100,587	100,659
Total	24,057,060	24,972,442	20,964,708

Investments classified under FVIS are all held for trading.

Notes To The Interim Condensed Consolidated Financial Statements (continued) 30 September 2011

5. Loans and advances, net

Loans and advances are comprised of the following:

SAR'000	30 September 2011 (Unaudited)	31 December 2010 (Audited)	30 September 2010 (Unaudited)
Credit Cards	1,745,965	1,921,633	1,980,660
Consumer Loans	14,147,586	12,877,834	13,312,113
Commercial Loans and Overdrafts	66,841,785	59,449,025	58,619,604
Performing loans and advances – Gross	82,735,336	74,248,492	73,912,377
Non Performing Loans and advances, net	2,380,756	2,614,466	3,250,519
Total loans and advances	85,116,092	76,862,958	77,162,896
Provision for credit losses (specific and collective)	(2,762,016)	(2,614,472)	(2,475,732)
Loans and advances, net	82,354,076	74,248,486	74,687,164

6. Investment in associates

SAR'000	30 September 2011 (Unaudited)	31 December 2010 (Audited)	30 September 2010 (Unaudited)
HSBC Saudi Arabia Limited			
Balance at beginning of the period	113,000	70,126	70,126
Additional investment during the period	283,036	-	-
Share of undistributed profit	51,170	42,874	29,507
	447,206	113,000	99,633
SABB Takaful			
Balance at beginning of the period	108,532	110,332	110,332
Share of undistributed profit / (losses)	1,979	(1,800)	(1,910)
	110,511	108,532	108,422
Total	557,717	221,532	208,055

SABB Securities Limited, a subsidiary of SABB, is in the process of being liquidated by SABB. The business of SABB Securities Limited including its assets and liabilities has been transferred to HSBC Saudi Arabia Limited effective 1 July 2011, resulting in an increased shareholding of SABB in HSBC Saudi Arabia Limited from 40% to 51%. However, the share transfer will only take place when the legal formalities are completed. The Bank is not consolidating HSBC Saudi Arabia Limited as it does not have the power to govern the financial and operating policies of HSBC Saudi Arabia Limited.

HSBC Saudi Arabia Limited is involved in investment banking services in addition to being engaged in the business of custody and dealing as an agent excluding underwriting in the Kingdom of Saudi Arabia.

SABB owns 32.5% of the shares of SABB Takaful, a Saudi Joint Stock Company. SABB Takaful carries out Shariah compliant insurance activities and offers family and general Takaful products.

Notes To The Interim Condensed Consolidated Financial Statements (continued) 30 September 2011

7. Customers' deposits

SAR'000	30 September 2011 (Unaudited)	31 December 2010 (Audited)	30 September 2010 (Unaudited)
Demand	48,485,404	46,625,673	41,370,279
Savings	5,111,087	4,452,472	4,273,213
Time	46,008,972	42,514,025	43,658,953
Other	1,146,717	1,080,685	1,365,180
Total	100,752,180	94,672,855	90,667,625

8. Derivatives

The table below sets out the positive and negative fair values of derivative financial instruments together with their notional amounts. The notional amounts, which provide an indication of the volumes of the transactions outstanding at the end of the period, do not necessarily reflect the amounts of future cash flows involved. These notional amounts, therefore, are neither indicative of the Bank's exposure to credit risk, which is generally limited to the positive fair value of the derivatives, nor market risk.

		30 September 201131 December 2010(Unaudited)(Audited)		30 September 2010 (Unaudited)					
SAR'000	Positive fair Value	Negative fair value	Notional amount	Positive fair value	Negative fair value	Notional amount	Positive fair Value	Negative fair value	Notional amount
Derivatives held for trading:									
Special commission rate swaps	1,374,355	(1,279,922)	48,701,804	1,336,516	(1,262,996)	49,742,259	1,710,930	(1,618,190)	51,330,295
Currency swaps	-	-	-	143,793	-	1,475,297	190,807	-	1,475,297
Special commission rate futures and options	48,078	(48,078)	3,469,552	52,355	(52,355)	2,887,500	62,768	(62,768)	2,887,500
Spot and forward foreign exchange contracts	109,293	(83,933)	31,397,064	87,661	(106,170)	28,329,060	120,280	(142,793)	35,044,839
Currency options	500,530	(500,530)	17,449,362	156,008	(156,008)	6,552,879	66,182	(66,182)	5,076,306
Others	35,039	(35,039)	1,440,000	8,165	(8,165)	780,000	2,268	(2,268)	675,000
Derivatives held as fair value hedges:									
Special commission rate swaps	41,558	(70,402)	4,366,253	-	(127,061)	4,058,719	-	(75,887)	1,877,524
Derivatives held as cash flow hedges:									
Special commission rate swaps	2,662	(37,763)	1,343,750	5,618	(28,417)	1,343,750	6,902	(39,771)	1,343,750
Total	2,111,515	(2,055,667)	108,167,785	1,790,116	(1,741,172)	95,169,464	2,160,137	(2,007,859)	99,710,511

Notes To The Interim Condensed Consolidated Financial Statements (continued) 30 September 2011

9. Credit related commitments and contingencies

The Bank's credit related commitments and contingencies are as follows:

SAR'000	30 September 2011 (Unaudited)	31 December 2010 (Audited)	30 September 2010 (Unaudited)
Letters of credit	12,942,741	10,155,966	8,830,122
Letters of guarantee	39,809,164	32,627,359	31,909,511
Acceptances	3,192,096	2,799,085	2,388,916
Irrevocable commitments to extend credit	2,593,433	193,050	251,131
Total	58,537,434	45,775,460	43,379,680

10. Cash and cash equivalents

Cash and cash equivalents included in the interim consolidated statement of cash flows comprise the following:

SAR'000	30 September 2011 (Unaudited)	31 December 2010 (Audited)	30 September 2010 (Unaudited)
Cash and balances with SAMA excluding statutory deposit	7,638,185	9,905,290	7,408,346
Due from banks and other financial institutions with an original maturity of ninety days or less from the date of acquisition.	7,670,458	7,042,310	5,593,630
Total	15,308,643	16,947,600	13,001,976

11. Segment information

Operating segments are identified on the basis of internal reports about components of the Bank that are regularly reviewed by the Bank's management in its function as chief decision maker in order to allocate resources to the segments and to assess its performance. All operating segments used by the Bank meet the definition of reportable segments under IFRS 8.

Transactions between the operating segments are on normal commercial terms and conditions. There are no material items of income or expense between the operating segments. Revenue from external parties is measured in a manner consistent with that in the interim consolidated statement of income. Segment assets and liabilities comprise operating assets and liabilities, being the majority of the balance.

There have been no changes to the basis of segmentation or the measurement basis for the segment profit or loss since 31 December 2010.

The Bank is organised into the following main operating segments:

Retail Banking – which caters mainly to the banking requirements of personal and private banking customers.

Corporate Banking – which caters mainly to the banking requirements of commercial and corporate banking customers.

Treasury – which manages the Bank's liquidity, currency and special commission rate risks. It is also responsible for funding the Bank's operations and for managing the Bank's investment portfolio and financial position.

Others – includes activities of SABB Securities Limited and investment in associates

The Bank's total assets and liabilities as at 30 September 2011 and 2010, their total operating income and expenses, and the net income for the nine-month periods then ended, by operating segment, are as follows:

Notes To The Interim Condensed Consolidated Financial Statements (continued) 30 September 2011

30 September 2011 (Unaudited) SAR'000	Retail Banking	Corporate Banking	Treasury	Others	Total
Total assets	20,825,587	63,376,230	47,173,635	557,717	131,933,169
Total liabilities	41,099,739	47,541,826	26,830,220	-	115,471,785
Total operating income	1,044,631	1,818,449	811,716	102,020	3,776,816
Total operating expenses	679,603	781,919	83,011	52,280	1,596,813
Share in earnings of associates, net	-	-	-	53,149	53,149
Net income for the period	365,028	1,036,530	728,705	102,889	2,233,152
Credit losses and impairment provision, net	(10,355)	404,206	(6,742)	-	387,109
30 September 2010 (Unaudited) SAR' 000	Retail Banking	Corporate Banking	Treasury	Others	Total
Total assets	20,859,595	56,056,031	41,216,488	213,908	118,346,022
Total liabilities	36,656,615	37,531,679	29,315,263	35,590	103,539,147
Total operating income	1,186,314	1,751,212	668,209	117,338	3,723,073
Total operating expenses	1,285,649	840,158	78,801	59,551	2,264,159
Share in earnings of associates, net	-	-	-	27,597	27,597
Net income for the period	(99,335)	911,054	589,408	85,384	1,486,511
Credit losses and impairment provision, net	562,247	442,725	-	-	1,004,972

12. Basic and diluted earnings per share

Basic and fully diluted earnings per share for the period ended 30 September 2011 and 2010 is calculated by dividing the net income for the period attributable to the equity holders by 750 million shares.

Notes To The Interim Condensed Consolidated Financial Statements (continued) 30 September 2011

13. Capital adequacy

The Bank's objectives when managing capital are, to comply with the capital requirements set by SAMA; to safeguard the Bank's ability to continue as a going concern; and to maintain a strong capital base.

Capital adequacy and the use of regulatory capital are monitored regularly by the Bank's management. SAMA requires the Bank to hold the minimum level of the regulatory capital and to maintain a ratio of total regulatory capital to the risk-weighted assets at or above the agreed minimum of 8%.

The Bank monitors the adequacy of its capital using the methodology and ratios established by SAMA. These ratios measure capital adequacy by comparing the Bank's eligible capital with its assets, commitments and contingencies, and notional amount of derivatives at a weighted amount to reflect their relative risk.

	30 September 2011 SAR'000	31 December 2010 SAR'000	30 September 2010 SAR'000
Risk Weighted Assets (RWA)			
Credit Risk RWA	107,101,704	98,155,523	96,562,763
Operational Risk RWA	9,871,732	9,701,147	9,642,472
Market Risk RWA	2,518,313	1,215,475	882,313
Total RWA	119,491,749	109,072,145	107,087,548
Tier I Capital	13,932,798	12,938,428	12,857,752
Tier II Capital	2,778,808	2,512,032	2,118,881
Total I & II Capital	16,711,606	15,450,460	14,976,633
Capital Adequacy Ratio %			
Tier I ratio	11.66%	11.86%	12.01%
Tier I + Tier II ratio	13.99%	14.17%	13.99%

14. Comparative figures

Certain prior period figures have been reclassified to conform with the current period's presentation.