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NUAL AUDITED REPORT
FORM X-17A-5

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FACING PAGE

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

| REPORT FOR THE PERIOD BEG | SINNING | 1/1/11 MM/DD/YY | AND END | ING 12/31/11 MM/DD/YY |
|---|----------------------------|-----------------------|-----------------|--|
| A. | REGISTRANT I | DENTIFICA | TION | |
| NAME OF BROKER-DEALER: | | | | OFFICIAL USE ONLY |
| | E.S. Hope Discou | int Brokers, Inc. | | FIRM I.D. NO. |
| ADDRESS OF PRINCIPAL PLACE | OF BUSINESS: (Do | not use P.O. B | Box No.) | |
| | 1635 Rosecrans | | | |
| | (No. and | • | | |
| (City) | San Diego, (Sta | | (7 | Cip Code) |
| (City) | (Sta | <i>ie)</i> | (2 | np Code) |
| NAME AND TELEPHONE NUMBE | R OF PERSON TO | CONTACT IN | REGARD TO TI | HIS REPORT |
| Victor Tokach | | | |) 224-2485 |
| | | | (Area Code | e - Telephone No.) |
| В. д | ACCOUNTANT I | DENTIFICA | TION | |
| INDEPENDENT PUBLIC ACCOUN | TANT whose opinion | on is contained i | in this Report* | |
| | BOROS & FA | RRINGTON | | |
| (A | ame - if individual, state | last, first, middle i | name) | |
| | ardo Plaza Court, Su | ite 210, San Die | | ······································ |
| (Address) | (City) | | (State) | (Zip Code) |
| CHECK ONE: | | | | |
| ☐ Certified Public Accounts | ant | | | |
| ☐ Public Accountant☐ Accountant not resident is | n United States or an | v of its possess | ions | |
| | officed States of an | ly of its possess | ions. | |
| | FOR OFFICIAL | USE ONLY | | |
| | | | | |
| | - en (194 | | | |

^{*} Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See section 240.17a-5(e)(2).

OATH OR AFFIRMATION

I, Victor Tokach, swear (or affirm) that, to the best of my knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of E.S. Hope Discount Brokers, Inc., as of December 31, 2011, are true and correct. I further swear (or affirm) that neither the company nor any partner, proprietor, principal officer or director has any proprietary interest in any account classified solely as that of a customer, except as follows:

| the Ho |
|------------|
| the the |
| Plus par |
| Signature |
| CFO |
| Title |
| tackment ~ |
| 24-2012 fp |
| <u> </u> |

- (a) Facing page.
- $\overline{\mathbf{A}}$ (b) Statement of Financial Condition.
- \square (c) Statement of Income (Loss).
- 团 (d) Statement of Cash Flows.
- (e) Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietor's Capital. \square
- Statement of Changes in Liabilities Subordinated to Claims of Creditors. (f)
- \square (g) Computation of Net Capital.
- (h) Computation of Determination of Reserve Requirements Pursuant to Rule 15c3-3.
- Information Relating to the Possession or Control Requirements Under Rule 15c3-3. (i)
- A Reconciliation, including appropriate explanation, of the Computation of Net Capital Under Rule 15c3-1 and the Computation for Determination of the Reserve Requirements Under Exhibit A of Rule 15c3-3.
- (k) A Reconciliation between the audited and unaudited Statements of Financial Condition with respect to methods of consolidation.
- $\overline{\mathbf{A}}$ An Oath or Affirmation.
- (m) A copy of the SIPC Supplemental Report. abla
- (n) A report describing any material inadequacies found to exist or found to have existed since the $\overline{\mathbf{A}}$ date of the previous audit.

^{**} For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

E. S. HOPE DISCOUNT BROKERS, INC.

(dba E. S. Hope Financial)

Financial Statements
And
Independent Auditor's Report
Year Ended December 31, 2011

Boros & Farrington
CERTIFIED PUBLIC ACCOUNTANTS

Financial Statements And Independent Auditor's Report Year Ended December 31, 2011

CALIFORNIA JURAT WITH AFFIANT STATEMENT

| See Attached Document (Notary to cross See Statement Below (Lines 1-5 to be co | out lines 1–6 below) mpleted only by document signer[s], <i>not</i> Notary) |
|---|--|
| 2 | |
| 3 4 5 | |
| Signature of Document Signer No. 1 | Signature of Document Signer No. 2 (if any) |
| State of California | Subscribed and sworn to (or affirmed) before me |
| County of SAN DIEGO | on this 24 day of FEBRUARY, 2012, by Date Month Year |
| LUANNE POTTER Commission # 1908097 Notary Public - California San Diego County My Comm. Expires Oct 24, 2014 | (1) Name of Signer proved to me on the basis of satisfactory evidence to be the person who appeared before me (.) (,) (and (2) Name of Signer proved to me on the basis of satisfactory evidence to be the person who appeared before me.) |
| Place Notary Seal and/or Stamp Above | Signature France Futter Signature of Notary Public |
| OP7 | TIONAL ——— |
| Though the information below is not required by law, able to persons relying on the document and could permoval and reattachment of this form to another. | prevent fraudulent |
| Further Description of Any Attached Docume | nt |
| Title or Type of Document: OATH ON AFT | |
| Document Date: 3-14-2017 Number | er of Pages: |
| Signer(s) Other Than Named Above: | · |

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11770 Bernardo Plaza Court • Suite 210 San Diego, CA 92128-2424 (858) 487-8518 • Fax (858) 487-6794 borosfarrington@msn.com

Independent Auditor's Report

Board of Directors E. S. Hope Discount Brokers, Inc.

We have audited the accompanying statement of financial condition of E. S. Hope Discount Brokers, Inc. (dba E. S. Hope Financial) as of December 31, 2011, and the related statements of operations, changes in stockholders' equity, liabilities subordinated to claims of general creditors, and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of E. S. Hope Discount Brokers, Inc. at December 31, 2011 and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in the Supplemental Schedule, Computation of Net Capital, is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 of the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Boros & Farrington APC
San Diego, California
February 17, 2012

Statement of Financial Condition

December 31, 2011

ASSETS

| Cash Deposits with clearing organization Due from stockholder Furniture and equipment, less accumulated depreciation of \$18,225 Other assets | \$ 11,928 25,286 60,556 - 1,753 \$ 99,523 |
|---|--|
| LIABILITIES AND STOCKHOLDERS' EQUITY | |
| Liabilities | |
| Accounts payable and accrued liabilities | <u>\$ 4,637</u> |
| Stockholders' equity | |
| Common stock, 1,000,000 shares authorized | 197,948 |
| Paid-in capital | 9,500 |
| Accumulated deficit | (112,562) |
| Total stockholders' equity | <u>94,886</u> |
| | <u>\$ 99,523</u> |

Statement of Operations

Year Ended December 31, 2011

| Revenues Commissions | <u>\$184,025</u> |
|------------------------------------|------------------|
| Expenses | 105.716 |
| Compensation and employee benefits | 105,716 |
| Commissions and clearing charges | 31,618 |
| Rent | 9,988 |
| Outside services | 9,744 |
| Office expenses | 7,936 |
| Telephone and postage | 3,287 |
| Taxes, licenses, and fees | 2,991 |
| Other expenses | 2,132 |
| Total expenses | 173,412 |
| Net income | <u>\$ 10,613</u> |

Statement of Changes in Stockholders' Equity Year Ended December 31, 2011

| | Common Stock | | Paid-in | Accumulated | |
|----------------------------|--------------------------|----------------------------|---------------------------|--------------------|--|
| Balance, beginning of year | <i>Shares</i> 249,809 | <i>Amount</i> \$197,948 | <i>Capital</i> \$9,500 | Deficit | |
| Distributions | 217,007 | ΨΙΖΤ,ΣΤΟ | φ9,300 | \$ (96,875) | |
| | - | - | - | (26,300) | |
| Net income | | | - | 10,613 | |
| Balance, end of year | <u>249,809</u> | <u>\$197,948</u> | <u>\$9,500</u> | <u>\$(112,562)</u> | |

Statement of Liabilities Subordinated to Claims of General Creditors Year Ended December 31, 2011

| Balance, beginning of year | \$ - |
|----------------------------|---------|
| Increases | - |
| Decreases | _= |
| Balance, end of year | \$ _ |

Statement of Cash Flows

Year Ended December 31, 2011

| Cash flows from operating activities Net income Adjustments to reconcile net income to net cash from operating activities Changes in operating assets and liabilities | \$ 10,613 |
|---|------------------|
| Deposits with clearing organization | 7,381 |
| Due from stockholder Other assets | (13,740) |
| Accounts payable and accrued liabilities | (953) $3,232$ |
| Net cash from operating activities | 6,533 |
| Net cash from investing activities | |
| Net cash from financing activities Distributions | <u>(26,300</u>) |
| Net decrease in cash | (19,767) |
| Cash, beginning of year | 31,695 |
| Cash, end of year | <u>\$ 11,928</u> |
| Supplemental disclosure of cash flow information: | |
| Interest paid | <u>\$</u> |
| Taxes paid | <u>\$ 1,058</u> |

E. S. HOPE DISCOUNT BROKERS, INC.

(dba E. S. Hope Financial)

Notes to Financial Statements

1. THE COMPANY AND ITS SIGNIFICANT ACCOUNTING POLICIES

The Company. E. S. Hope Discount Brokers, Inc. (the "Company") is a registered broker-dealer licensed by the United States Securities and Exchange Commission ("SEC") and is a member of the Financial Industry Regulatory Authority and the Securities Investor Protection Corporation. The Company provides broker-dealer services as an introducing broker dealer transacting securities transactions on a fully disclosed basis.

Accounting Estimates. The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results may differ from those estimates.

Revenue Recognition. Security transactions and the related commission revenue are recorded on a settlement date basis.

Furniture and Equipment. Furniture and equipment are stated at cost less accumulated depreciation. Additions, renovations, and improvements are capitalized. Maintenance and repairs which do not extend asset lives are expensed as incurred. Depreciation is provided on the straight-line method over the estimated useful lives of the assets (five years).

Income Taxes. The Company has elected S corporation status under the state and federal tax laws. Accordingly, income or losses pass through to the Company's stockholders, and no provision for federal income taxes has been reflected in the accompanying financial statements. State income taxes have been provided at the reduced rate applicable to S corporations.

Concentration of Credit Risk. The company maintains cash balances with various financial institutions. Management performs periodic evaluations of the relative credit standing of these institutions. The Company has not sustained any material credit losses from these instruments.

Financial Instruments. The carrying values reflected in the statement of financial condition at December 31, 2011 reasonably approximate the fair values for financial instruments. In making such assessment, the Company has utilized discounted cash flow analyses, estimates, and quoted market prices as appropriate. No allowance for potential credit losses was considered necessary at December 31, 2011.

E. S. HOPE DISCOUNT BROKERS, INC.

(dba E. S. Hope Financial)

Notes to Financial Statements

2. SUBORDINATED LIABILITY

The Company had no borrowings under subordination agreements at December 31, 2011.

3. **COMMITMENTS**

Lease Agreement. The Company leases its offices under a short-term operating lease.

4. NET CAPITAL REQUIREMENTS

Under Rule 15c3-1 of the Securities Exchange Act of 1934, the Company is required to maintain a minimum net capital (as defined) and a ratio of aggregate indebtedness to net capital (as defined) not exceeding 15 to 1.

The Company's ratio at December 31, 2011 was 0.14 to 1. The basic concept of the Rule is liquidity, its object being to require a broker-dealer in securities to have at all times sufficient liquid assets to cover its current indebtedness. At December 31, 2011, the Company had net capital of \$32,577 which was \$7,577 in excess of the amount required by the SEC.

5. COMPUTATION FOR DETERMINATION OF RESERVE REQUIREMENTS AND INFORMATION RELATING TO THE POSSESSION AND CONTROL REQUIREMENTS UNDER RULE 15c3-3

The Company relies on Section K(2)(ii) of the Securities Exchange Rule 15c3-3 to exempt them from the provisions of these rules.

6. OFF BALANCE SHEET RISK

As discussed in Note 1, the Company does not hold customer segregated cash or securities balances. Transactions are processed by a clearing firm on a fully disclosed basis. In conjunction with this arrangement, the Company is contingently liable for any unsecured debit balances in the customer accounts introduced by the Company. These customer activities may expose the Company to off-balance-sheet credit risk in the event the introduced customer is unable to fulfill its contracted obligations. The Company seeks to control such credit risk by monitoring its exposure to the risk of loss daily, on an account-by-account basis. At December 31, 2011, the Company was not responsible for any unsecured debits and did not have any open positions in its trading accounts.

Supplemental Schedule Computation of Net Capital Pursuant to SEC Rule 15c3-1

December 31, 2011

| | Audited Financial Statements | FOCUS X-17A-5 Part IIA | Differences |
|---|------------------------------------|------------------------------|-----------------|
| Total stockholders' equity | \$ 94,886 | \$104,388 | \$(9,502) |
| Less non-allowable assets Due from stockholder Other assets | 60,556 1,753 | 69,506 | 8,950 |
| Net capital | 32,577 | 33,129 | (552) |
| Minimum net capital required | 25,000 | 25,000 | |
| Excess net capital | <u>\$ 7,577</u> | <u>\$ 8,129</u> | <u>\$ (552)</u> |
| Total aggregate indebtedness | <u>\$ 4,637</u> | <u>\$ 4,085</u> | <u>\$ 552</u> |
| Ratio of aggregate indebtedness to net capital | <u>0.14</u> | <u>0.12</u> | <u>0.02</u> |

The differences between the net capital reported above and the net capital reported on form FOCUS X-Note: 17A-5 Part IIA as of December 31, 2011 result primarily from audit adjustments to due from stockholder and accounts payable.

Independent Auditor's Report On Internal Control Required by SEC Rule 17a-5(g)(1)

Board of Directors E. S. Hope Discount Brokers, Inc.

In planning and performing our audit of the financial statements and supplementary schedules of E. S. Hope Discount Brokers, Inc. (the "Company") as of for the year ended December 31, 2011, in accordance with auditing standards generally accepted in the United States of America, we considered the Company's internal control over financial reporting (internal control) as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control

Also, as required by rule 17a-5(g)(1) of the Securities and Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including consideration of control activities for safeguarding securities. This study included tests of such practices and procedures that we considered relevant to the objectives stated in rule 17a-5(g) in making the periodic computations of aggregate indebtedness and net capital under rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications, and comparisons and recordation of differences required by Rule 17a-13.
- 2. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control or the practices and procedures referred to above, errors or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

A control deficiency exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

A material weakness is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Company's financial statements will not be prevented or detected and corrected on a timely basis.

Our consideration of internal control was for the limited purpose described in the first paragraph and would not necessarily identify all deficiencies in internal control that might be material weaknesses. We did not identify any deficiencies in internal control and control activities for safeguarding securities that we consider to be a material weaknesses, as defined previously.

We understand that the practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures, as described in the second paragraph of this report, were adequate at December 31, 2011, to meet the SEC's objectives.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, the Financial Industry Regulatory Authority, and other regulatory agencies that rely on rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

San Diego, California February 17, 2012

Bores & Farmigh APC

CERTIFIED PUBLIC ACCOUNTANTS
A Professional Corporation

11770 Bernardo Plaza Court • Suite 210 San Diego, CA 92128-2424 (858) 487-8518 • Fax (858) 487-6794 borosfarrington@msn.com

SIPC Supplemental Report

Board of Directors E. S. Hope Discount Brokers, Inc.

In accordance with Rule 17a-5(e)(4) under the Securities Exchange Act of 1934, we have performed the procedures enumerated below with respect to the accompanying General Assessment Reconciliation (Form SIPC-7) to the Securities Investor Protection Corporation (SIPC) for the year Ended December 31, 2011, which were agreed to by E. S. Hope Discount Brokers, Inc. (the "Company") and the Securities and Exchange Commission, Financial Industry Regulatory Authority, Inc., and SIPC, solely to assist you and the other specified parties in evaluating the Company's compliance with the applicable instructions of Form SIPC-7. The Company's management is responsible for the Company's compliance with those requirements. This agreed-upon procedures engagement was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. The sufficiency of these procedures is solely the responsibility of those parties specified in this report. Consequently, we make no representation regarding the sufficiency of the procedures described below either for the purpose for which this report has been requested or for any other purpose. The procedures we performed and our findings are as follows:

- 1. Compared the listed assessment payments in Form SIPC-7 with respective cash disbursement records entries noting no differences;
- 2. Compared the amounts reported on the audited Form X-17A-5 for the year ended December 31, 2011, with the amounts reported in Form SIPC-7 for the year ended December 31, 2011 noting no differences;
- 3. Compared any adjustments reported in Form SIPC-7 with supporting schedules and working papers noting no differences;
- 4. Proved the arithmetical accuracy of the calculations reflected in Form SIPC-7 and in the related schedules and working papers supporting the adjustments noting no differences; and
- 5. Compared the amount of any overpayment applied to the current assessment with the Form SIPC-7 on which it was originally computed noting no differences.

We were not engaged to, and did not conduct an examination, the objective of which would be the expression of an opinion on compliance. Accordingly, we do not express such an opinion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you.

This report is intended solely for the information and use of the specified parties listed above and is not intended to be and should not be used by anyone other than these specified parties.

Boros & Farmigtan APC

San Diego, California February 17, 2012

Determination of "SIPC Net Operating Revenues" General Assessment And Schedule of Payments Pursuant to SEC Rule 17a-5(e)(4)

Year Ended December 31, 2011

| Total revenue | \$184,025 |
|--|------------------|
| Deductions Revenues from the distribution of shares of a registered open end investment company or unit investment trust, from the sale of variable annuities, from the business of insurance, from investment advisory services rendered to registered investment companies or insurance company separate accounts, and from transactions in | |
| security futures | (91,890) |
| Commissions, floor brokerage and clearance paid to other SIPC members in connection with securities transactions | (17,797) |
| SIPC net operating revenues | <u>\$ 74,338</u> |
| General assessment @ .0025 | \$ 186 |
| Less payments July 27, 2011 | (52) |
| Total assessment balance due | <u>\$ 134</u> |