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ANNUAL AUDITED REPORT FORM X-17A-5 PART III

OMB APPROVAL

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8-50470

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 BEGINNING_	11/01/11	AND ENDING	10/31/12 🗸
	MM/DD/YY		MM/DD/YY
A. REC	GISTRANT IDENTI	FICATION	nakapanunanan huras tanonkonkonkonkopuspaararrapriikkonkonkonkonkonkonkonkonkonkonkonkonkon
NAME OF BROKER-DEALER: Salman	Partner (U.S.A.) Inc.		OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)		D. Box No.)	FIRM I.D. NO.
17th Floor, 1095 West Pender Stree	t 🗸		
	(No. and Street)	And the first of the transfer and the end of the second and the first of the second and the seco	
Vancouver	BC	V	'6E 2M6
(City)	(State)	andra particular de control de la control d	(Zip Code)
NAME AND TELEPHONE NUMBER OF PI John Mitchell	ERSON TO CONTACT I	N REGARD TO THIS RE	PORT 604-622-5294
		CONTRACTOR OF THE SECOND CONTRACTOR OF THE SECOND CONTRACTOR OF THE SECOND CONTRACTOR OF THE SECOND CONTRACTOR	(Area Code - Telephone Number
B. ACC	OUNTANT IDENTI	FICATION	
INDEPENDENT PUBLIC ACCOUNTANT	whose opinion is containe	ed in this Report*	
Ernst & Young LLP			
	(Name - if individual, state la	ast, first, middle name)	
700 West Georgia Street	Vancouver	BC	V7Y 1C7
(Address)	(City)	(State)	(Zip Code)
CHECK ONE:			
Certified Public Accountant			
☐ Public Accountant			
☐ Accountant not resident in Uni	ted States or any of its po	ossessions.	
	FOR OFFICIAL USE	EONLY	

^{*}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)

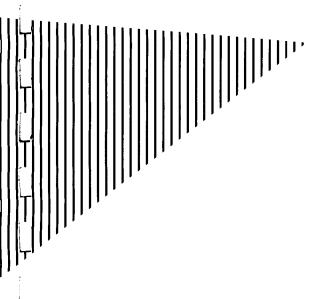
OATH OR AFFIRMATION

ɪ,John Mitchell	, swear (or affirm) that, to the best of	
my knowledge and belief the accompanying financial Salman Partners (U.S.A.) Inc.	statement and supporting schedules pertaining to the firm of , as	
of October 31	, 2012 , are true and correct. I further swear (or affirm) that	
neither the company nor any partner, proprietor, princ	cipal officer or director has any proprietary interest in any account	
classified solely as that of a customer, except as follow	vs:	
A L A		
N/A		
·		
	Brit	
	Signature	
	Chief Financial Officer	
M	Title	
Illan Hel		
Notary Public	WARREN B. LEARMONTH	
	BARRISTER & SOLICITOR	
This report ** contains (check all applicable boxes):	1200 Waterfront Centre, 200 Burrard Street	
✓ (a) Facing Page.✓ (b) Statement of Financial Condition.	P.O. Box 48600, Vancouver, Canada V7X 1T2	
(c) Statement of Income (Loss).		
(d) Statement of Changes in Financial Condition.		
(e) Statement of Changes in Stockholders' Equity		
(f) Statement of Changes in Liabilities Subordina	•	
(g) Computation of Net Capital.		
(h) Computation for Determination of Reserve R		
(i) Information Relating to the Possession or Control Requirements Under Rule 15c3-3.		
	nation of the Computation of Net Capital Under Rule 15c3-1 and the	
	e Requirements Under Exhibit A of Rule 15c3-3. audited Statements of Financial Condition with respect to methods of	
consolidation.	duriou Statements of Financial Condition with respect to methods of	
(1) An Oath or Affirmation.		
(m) A copy of the SIPC Supplemental Report.		
(n) A report describing any material inadequacies	found to exist or found to have existed since the date of the previous audit.	

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

Statement of Financial Condition [Expressed in U.S. dollars]

Salman Partners (U.S.A.) Inc. October 31, 2012



REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Stockholder of Salman Partners (U.S.A.) Inc.

We have audited the accompanying statement of financial condition of Salman Partners (U.S.A.) Inc. as of October 31, 2012. This statement of financial condition is the responsibility of the Company's management. Our responsibility is to express an opinion on this statement of financial condition based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the statement of financial condition is free of material misstatement. We were not engaged to perform an audit of the Company's internal control over financial reporting. Our audit included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the statement of financial condition, assessing the accounting principles used and significant estimates made by management, and evaluating the overall statement of financial condition presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the statement of financial condition referred to above presents fairly, in all material respects, the financial position of **Salman Partners (U.S.A.) Inc.** at October 31, 2012, in conformity with U.S. generally accepted accounting principles.

Vancouver, Canada, December 20, 2012.

Chartered Accountants

Ernst & young UP

STATEMENT OF FINANCIAL CONDITION

[Expressed in U.S. dollars]

As at October 31

	2012
	\$
ASSETS	
Cash	4,001,149
Due from broker dealer [note 6[b]]	6,056
Income taxes receivable	17,774
Other receivables	16,181
Marketable securities	237,800
	4,278,960
LIABILITIES AND STOCKHOLDER'S EQUITY	
Accounts payable and accrued liabilities [note 6[a]]	27,856
Due to clients	5,952
Income taxes payable	56,000
Deferred tax liability	78,479
Liabilities subordinated to claims of general creditors [note 4]	1,500,200
Total liabilities	1,668,487
Stockholder's equity	
Common stock [note 5]	150,000
Retained earnings	2,479,845
Accumulated other comprehensive loss	(19,372)
Total stockholder's equity	2,610,473
	4,278,960

See accompanying notes



NOTES TO STATEMENT OF FINANCIAL CONDITION

[Expressed in U.S. dollars]

October 31, 2012

1. NATURE OF OPERATIONS

Salman Partners (U.S.A.) Inc. [the "Company"] is a broker dealer registered under the Securities Exchange Act of 1934 and was incorporated under the Canadian Business Corporations Act on March 19, 1996.

The Company is a registrant with the Financial Industry Regulatory Authority ["FINRA"] and is a wholly owned subsidiary of Salman Partners Inc., a Canadian-owned investment dealer. Salman Partners Inc. is a member of the Investment Industry Regulatory Organization of Canada.

The Company's primary source of revenue is commission income relating to securities trade execution for U.S. resident clients. The Company effects all of its securities transactions through Salman Partners Inc., which acts as the clearing and settlement agent for the Company.

2. SIGNIFICANT ACCOUNTING POLICIES

This financial statement has been prepared in accordance with accounting principles generally accepted in the United States. The significant accounting policies adopted by the Company are as follows:

Marketable securities

Marketable securities are recorded at fair value at the statement of financial condition date. Fair value is generally based on published market prices, quoted prices from dealers, recent market transactions or on such other information and valuation methods as may be reasonable in the circumstances. Unrealized gains and losses are included in income.

Securities transactions

Customers' securities transactions are reported on a settlement date basis with related commission income and expenses reported on a trade date basis.

Use of estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statement. Actual results could differ from those estimates.

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NOTES TO STATEMENT OF FINANCIAL CONDITION

[Expressed in U.S. dollars]

October 31, 2012

Foreign exchange and change of functional currency

Effective November 1, 2011, the Canadian dollar was adopted as the unit of measure of the Company's operations to reflect significant operational exposure to the Canadian dollar. The Company had previously adopted the U.S. dollar as its functional currency. Notwithstanding this change in functional currency, the Company continues to adopt the U.S. dollar as its reporting currency for regulatory purposes. Monetary assets and liabilities denominated in foreign currencies are translated into U.S. dollars at the year-end rates of exchange, while revenue and expense items are translated at exchange rates prevailing on the date of occurrence. Gains and losses from currency translations are included in other comprehensive income (loss).

Prior to November 1, 2011, foreign currency transactions were translated into U.S. dollars as follows: at the transaction date, each asset and liability was translated into U.S. dollars at the exchange rate in effect at that date. Revenues and expenses were translated at monthly average exchange rates. At the reporting date, monetary assets and liabilities were translated into U.S. dollars at the exchange rate in effect at that date and the resulting foreign exchange gains and losses were included in net loss in the current period.

Income taxes

The amount of current and deferred income taxes payable is recognized as of the date of the financial statements, utilizing currently enacted tax laws and rates.

The Company recognizes deferred tax liabilities and assets for the expected future tax consequences of events that have been recognized in the Company's financial statements or tax returns using the liability method. Under this method, deferred tax liabilities and assets are determined based on the temporary differences between the financial statements and tax bases of assets and liabilities using enacted tax rates in effect in the year in which the differences are expected to reverse.

Tax positions taken or expected to be taken in the course of preparing the Company's tax returns are evaluated to determine whether the tax positions have a "more-likely-than-not" probability of being sustained by the applicable tax authority. Tax positions deemed to not meet the more-likely-than-not threshold would be recorded as a tax benefit or expense in the reporting period in which they are incurred.



NOTES TO STATEMENT OF FINANCIAL CONDITION

[Expressed in U.S. dollars]

October 31, 2012

Fair value measurements

The Company follows guidance under the Financial Accounting Standards Board ["FASB"] Accounting Standards Codification ["ASC"] Topic 820 ["ASC 820"] Fair Value Measurements and Disclosures, with regard to financial assets and financial liabilities measured on a recurring basis. ASC 820 defines fair value, establishes a framework for measuring fair value, and establishes a fair value hierarchy which prioritizes the inputs to valuation techniques. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. A fair value measurement assumes that the transaction to sell the asset or transfer the liability occurs in the principal market for the asset or liability or, in the absence of a principal market, the most advantageous market.

The fair value hierarchy prioritizes the inputs to valuation techniques used to measure fair value into three broad levels: Level 1 inputs are unadjusted quoted prices in active markets for identical assets or liabilities the Company has the ability to access; Level 2 inputs are inputs, other than quoted prices in active markets, that are either directly or indirectly observable; Level 3 inputs are unobservable inputs for the asset or liability that are supported by little or no market activity and rely on management's assumptions about how the market participants would price the asset or liability.

The Company utilizes the market approach to measure fair value for its financial assets and liabilities. The market approach uses prices and other relevant information generated by market transactions involving identical or comparable assets or liabilities.

Future accounting pronouncements

In May 2011, the FASB issued Accounting Standards Update ["ASU"] No. 2011-04, Fair Value Measurement — Amendments to Achieve Common Fair Value Measurement and Disclosure Requirements in U.S. GAAP and IFRS ["ASU No. 2011-04"]. ASU No. 2011-04 generally represents clarifications to the current fair value measurement standard under U.S. GAAP and hence many of its amendments are not intended to result in a change in the application of the requirements of the current standard. However, ASU No. 2011-04 does include some instances where a particular principle or requirement for measuring fair value or disclosing information about fair value measurements has changed. This standard is effective for fiscal years beginning on or after December 15, 2011. The Company does not believe the adoption of ASU No. 2011-04 will have a material impact on its financial statements.



NOTES TO STATEMENT OF FINANCIAL CONDITION

[Expressed in U.S. dollars]

October 31, 2012

3. FINANCIAL INSTRUMENTS

The Company's financial instruments consist of cash, marketable securities, due from broker dealer, other receivables, due to clients, accounts payable and accrued liabilities and liabilities subordinated to claims of general creditors. It is management's opinion that the Company is not exposed to significant interest, currency or credit risks arising from these financial instruments, except as noted below. The fair values of these financial instruments approximate their carrying values, except for liabilities subordinated to claims of general creditors which have a fair value of \$1,428,806.

Credit risk

The Company's exposure to credit risk arises from the possibility that a counterparty to a transaction might fail to perform under its contractual commitment, resulting in a financial loss to the Company. To minimize its exposure, the Company trades only for institutional investors, requires settlement of securities transactions on a delivery against payment basis and monitors the total value of transactions with counterparties. As at October 31, 2012, all amounts receivable are current and no provisions have been made for any potential uncollectible amounts.

Liquidity risk

Liquidity risk is the risk that the Company cannot meet a demand for cash or fund its obligations as they come due. Client receivables are secured by readily marketable securities and are reviewed daily for impairment in value and collectability. The Company's business requires capital for operating and regulatory purposes and, consequently, the Company maintains large and highly liquid current asset balances.

Market risk

Market risk is the risk that a change in market prices, interest rate levels, indices, liquidity and other market factors will result in losses.

The Company is exposed to market risk primarily as a result of its dealing in equity securities which are exchange traded and valued at quoted market prices. The Company's marketable securities as a percentage of its overall asset holdings is approximately 5.6%. The Company mitigates its market risk exposure through controls to limit concentration levels and capital usage within its accounts.

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NOTES TO STATEMENT OF FINANCIAL CONDITION

[Expressed in U.S. dollars]

October 31, 2012

Currency risk

Currency risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Company holds a portion of its assets and incurs certain liabilities in Canadian dollars. Foreign exchange risk therefore arises from the possibility that changes in the price of foreign currencies will result in gains or losses.

Fair value measurements

All of the Company's financial assets which are reported at fair value meet the definition of Level 1 inputs.

4. LIABILITIES SUBORDINATED TO CLAIMS OF GENERAL CREDITORS

Debt under subordination agreements consists of the following:

	2012 \$
Note payable to parent with interest calculated at 1% per annum, maturing on November 1, 2014	
[CAD\$200,000]	200,080
Note payable to parent with interest calculated at 1% per annum, maturing on November 1, 2014	
[CAD\$300,000]	300,120
Note payable to parent with interest calculated at 1%	
per annum, maturing on April 30, 2013	1,000,000
	1,500,200

Liabilities subordinated to the claims of general creditors represent loans from the Company's parent, Salman Partners Inc. The loans are covered by agreements approved by FINRA, and are available to the Company in computing net capital under the U.S. Securities and Exchange Commission's Uniform Net Capital Rule ["Rule 15c3-1"]. To the extent that such borrowings are required for the Company's continued compliance with minimum net capital requirements, they are not to be repaid without express written consent by FINRA.



NOTES TO STATEMENT OF FINANCIAL CONDITION

[Expressed in U.S. dollars]

October 31, 2012

5. COMMON STOCK

Authorized
Unlimited number of common shares without par value

Issued and fully paid
150,000 common shares
150,000

6. RELATED PARTY TRANSACTIONS

During 2012, the Company maintained the following balances with related parties:

- [a] As at October 31, 2012, accounts payable and accrued liabilities of \$27,856 were payable to the Company's parent, Salman Partners Inc.
- [b] As at October 31, 2012, due from broker dealer of \$6,056 was receivable from the Company's parent, Salman Partners Inc.

The above referenced transactions have been measured using the exchange amount, which is the amount that has been agreed to by the transacting parties.

7. NET CAPITAL REQUIREMENTS

As a registered broker dealer, the Company is subject to Rule 15c3-1. The Company follows the primary [aggregate indebtedness] method under Rule 15c3-1 which requires it to maintain a minimum net capital of the greater of \$100,000 and one-fifteenth of its aggregate indebtedness. The Company had net capital at October 31, 2012 of \$3,814,135, representing an excess of \$3,714,135 over the minimum net capital required.

