

# COMMITTED TO HUMAN DEVELOPMENT



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ANNUAL REPORT 2014





His Highness  
**Sheikh Tamim Bin Hamad Al Thani**  
Emir of the State of Qatar





His Highness  
**Sheikh Hamad Bin Khalifa Al Thani**  
Father Emir





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**Sheikh Saoud Bin Abdulrahman Al-Thani**

Chairman of the Board of Directors

Qatar Fuel (WOQOD)

# BOARD OF DIRECTORS





**Mr. Hussain Mohammed Al-Ishaq**  
Vice-Chairman



**Mr. Mohammed Nasser Mubarak Al-Hajri**  
Member – Board of Directors



**Sheikh Saoud Khalid Bin Hamad Al-Thani**  
Member – Board of Directors



**Mr. Abdulrahman Saad Zaid Al-Shathri**  
Member – Board of Directors



**Mr. Nasser Sultan Nasser Al-Hemaidi**  
Member – Board of Directors



**Mr. Mohammed Abdulaziz Saad Rashed Al-Saad**  
Member – Board of Directors





# OUR PROFILE



وقود البحرية  
WOQOD MARINE



# INTRODUCTION

Qatar Fuel “WOQOD” is a downstream oil storage, distribution and marketing company, formed in 2002 as a joint stock company listed in Qatar Exchange.

The company was formed from the fuel storage and distribution assets owned at that time by Qatar Petroleum under the name of NODCO (National Oil Distribution Company). NODCO-owned Qatar’s fuel distribution depot located in Mesaimmer supplies diesel, gasoline and aviation fuels to the entire State of Qatar through a fleet of dedicated road tankers. All these fuels are supplied to the Doha Depot by a multi-product pipeline from Qatar Petroleum’s refinery at Mesaieed.

Qatar Fuel (WOQOD) is exclusively responsible for the distribution of fuel needs within Qatar. This includes diesel and gasoline, for vehicles, boats and industry, and aviation fuel, for Hamad International Airport; all to be served through a fleet of more than 600 road-tankers. The company also trades in bunker fuels, ship-to-ship bunkering within Qatari waters, bitumen importation and distribution for building new roads, LPG for cooking and other uses, and own-branded lubricants. In addition, it builds modern branded service stations across Qatar.

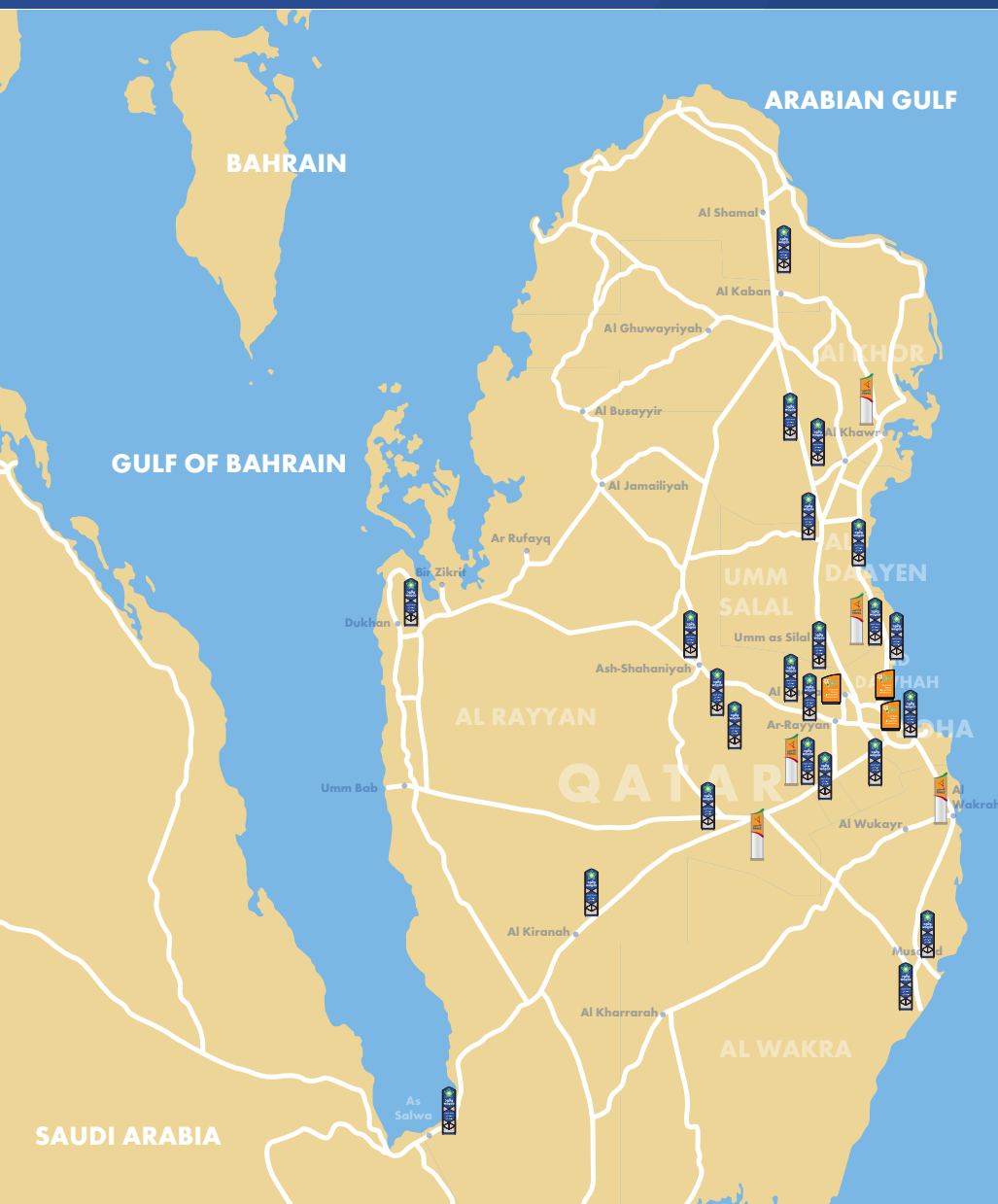
WOQOD has five subsidiaries: Qatar Jet Fuel Company (QJet), WOQOD Vehicles Inspection Services (FAHES), WOQOD Marine Services, WOQOD International and Al-Khaleej Real Estate.

WOQOD’s share growth has been progressive and impressive since establishment, being profitable and the first Qatari company to pay a dividend in its first financial year. Our performance is shared by a strong Qatari shareholder base and positively influenced by our largest shareholder, Qatar Petroleum. In 2010, Qatar Fuel (WOQOD) ranked no.1 among all listed companies in Doha Exchange in terms of higher EPS.

WOQOD’s strategy is to be the best downstream energy company in the region as measured in terms of customer and employee satisfaction and shareholder earnings.

**“To be the leading petroleum products and related services marketing company in the region”.**

# OUR VISION







# OUR MISSION

- Provide all customers with reliable, professional and innovative solutions through friendly, excellent and convenient services.
- To demonstrate accountability for all our activities.
- To achieve our vision and mission, we train and develop competencies across the organization to enable us to demonstrate that we are the best in what we do in the region.
- We will achieve 50% Qatarization by the end of 2016.
- Minimize our impact on the environment will be achieved through the introduction of new technologies not yet seen in the region.





# OUR BRAND

Our brand is inspired by a strong Qatari heritage - the Sidra tree, the environment and the energy from the Sun. The Sidra is endemic to Qatar, it is a tough tree, able to thrive in Qatar's desert environment with minimum maintenance.

Many families have lived with the Sidra tree in their gardens. It provides shade from the sun and beautifies the desert landscape. Our new modern brand will enable us to compete globally but will always remind us of our roots.



# OUR BRAND VALUES

## PROFESSIONAL

Everything WOQOD does internally and externally will be seen as a truly professional approach. We aspire to be the most professionally managed company in Qatar.

## SOLID

WOQOD as a company is built on a solid foundation financially through its shareholders.

## FRIENDLY

WOQOD is a friendly company to deal with and always approaches its customers in a friendly manner.

## INNOVATIVE

WOQOD leads the market in innovative products, services and processes.

## ACCOUNTABLE

WOQOD is truly accountable for all its business activities and their impact.



At Qatar Fuel (WOQOD) and affiliate companies, we are committed to a role of environmental leadership in all aspects of our business.

We are committed to :

- Continually improve our environmental performance through our environmental objectives, targets and programmes;
- Prevent pollution and conserve our natural resources;
- Comply with all environmental laws and regulations applicable to our operations;
- Contribute and participate in our community's environmental activities.

We make this policy known to all to promote environmental awareness among our stakeholders in creating a better environment.



# ENVIRONMENTAL POLICY







# QUALITY POLICY



At Qatar Fuel (WOQOD), we are engaged in marketing, distribution and storage of fuel and related products within Qatar. The company plans to diversify its products and services and to expand its operations in the GCC and other countries.

In fulfilling our corporate vision and to earn the trust and confidence of our shareholders, we commit to provide consistently quality products and superior services through the use of best management concepts and state-of-the-art technologies.

We shall integrate highest professionalism through our WOQOD Brand values and quality considerations in every aspect of our operations by implementing and maintaining internationally recognized Quality Management System (QMS).

- To continually improve the quality of our products and services and the effectiveness of our management system, we shall:
- Seek to know, understand and always meet the requirements of our partners through effective feedback mechanism.
- Comply with applicable laws and regulations and the requirements of the industry to which we belong.
- Establish strategic objectives and targets aimed at continually improving the efficiency of our operations and in meeting the stated and implied needs of our customers.
- Empower our employees in resolving problems and in maintaining customer focus and competence by providing them with appropriate training and support.
- Promote quality awareness in all functions and levels within the company and among our stakeholders.
- Review regularly our Quality Management System to ensure its continuing suitability.



INNOVATION  
IN PROGRESS





## MESSAGE FROM THE CHAIRMAN

# SHEIKH SAOUD BIN ABDULRAHMAN AL-THANI

**In the Name of Allah**

**Esteemed Shareholders,**

**Peace be upon you and God's mercy and blessings**

On behalf of my fellow board members and myself, I am honored to welcome you at WOQOD's General Assembly meeting and to present the twelfth annual report of the Board of Directors with a brief synopsis of WOQOD's financial performance for 2014.

The past year, 2014, witnessed unexpected and dramatic developments on the economic and financial levels especially in its last quarter, whereby oil prices dropped to almost half its previous levels. This sharp fall has led to a negative impact on the general revenues of all oil-exporting countries, including the Gulf Cooperation Council. Due to its occurrence in the last quarter of 2014, the direct impact of the oil price decline will not immediately reflect on the general budgets nor on the main economical sectors of these countries. Instead, it will be difficult to draw definite conclusions and predict the period of these dramatic developments as they are subject to geo-political considerations perceived on the regional and international levels.

In this regard, due to the strength of our local economy and its solid foundations, we can confidently say that we were able, with the help of God, to continue to achieve positive growth rates. Moreover, most evidence shows that the gross domestic product (GDP) recorded positive growth rates as it recorded over the past years. This is mainly due to Qatar's adaptation of wise economic and financial policies based on the diversification of the sources of national income, reinforcing the great contribution of non-petroleum sectors in the gross domestic products over the past years. These policies have helped the country handle the recent world economic situation and deal with any potential oil price crash, taking all needed precautions.

Regarding WOQOD's future projects and strategic plans, we have started the construction of thirteen new petrol stations which will be commissioned in 2015 or early 2016, keeping the current pace of construction



in case suitable lands become available. We have also put a plan for the coming years to expand the use of compressed natural gas under Qatar Petroleum control and build seven new stations by 2017.

Customer service has had much of our care too. We actually set up a Customer Care Center that functions throughout the day. Moreover, we are willing to start setting up new technical inspection centers in appropriate locations and within current stations if space allows.

As part of WOQOD's administration efforts to diversify our sources of revenues, we have set a new strategy to manage WOQOD's investment portfolio so as to grab interesting investment opportunities on a regional and international levels. The strategy also involves diversifying other investment channels that have good returns and within acceptable risk degrees.

As for WOQOD's achievements and financial performance for 2014, we have maintained an outstanding performance that goes along with the success and prosperity pathway taken since WOQOD's establishment. I am pleased to present a brief overview of the financial results for the past year while you will find the details of our current and future projects in the annual report of our executive management for the year 2014.

In terms of financial results, WOQOD achieved a QR 1,132 million as net profit with a 1 % increase compared to the last year. Moreover, its earnings per share exceeded QR 13.44 per 1 share despite the increase in share capital in 2013 through the distribution of 30% bonus shares.

### **Honoured Shareholders,**

Based on the achieved financial results for this period, our expectations concerning the development in the world economy, oil prices and its future regional and international impact, and based on the company's projects, future plans, and financial needs, the Board of Directors is glad to put in the agenda of your esteemed Assembly a recommendation to distribute cash dividends amounted to QR 760 million with a rate of 90 % of the nominal capital paid up value which accounts for QR 9 per share taking the current company's liquidity status into consideration as well as the future funding needs for the capital projects that the company is willing to complete in 2015.

### **Acknowledgments and Appreciation**

In conclusion, I would like to take this opportunity to express my deepest thanks and sincere appreciation to His Highness Sheikh Tamim Bin Hamad Al Thani, the Emir of the State of Qatar, His Highness Sheikh Hamad Bin Khalifa Al Thani, The Father Emir, and His Highness Sheikh Abdullah Bin Hamad Bin Khalifa Al-Thani, the Deputy Emir for their continued support and proper guidance which have had the greatest impact on our company's success and prosperity over the past years.

I would also like to thank His Excellency Sheikh Abdullah Bin Nasser Al Thani, the Prime Minister, the Minister of Interior Affairs, and officials in public and private institutions for their dedicated efforts to support our company's projects and provide us with assistance. I would also like to thank our revered shareholders for their trust in and their loyalty to our company. We assure them our commitment to hard work in the service of their interests and the development of their investments.

Last but not least, we appreciate the efforts of all the employees in the company and commend their dedication, loyalty, and cooperation which culminated in excellent financial reports. We also hope that they will exert more efforts to face all challenges and to achieve our company's goals for the benefit of all.

I wish you all success.

Peace be upon you and God's mercy and blessings.



**Saoud Bin Abdulrahman Al Thani**  
Chairman of the Board of Directors



# WE ADHERE TO THE INTERNATIONAL SAFETY STANDARDS





ENGINEER IBRAHIM JAHAM AL-KUWARI  
CHIEF EXECUTIVE OFFICER

## Executive Administration's Report On the Company's Activities 2014 Financial Results and Future Plans

I would like to present to you our detailed report on the company's best achievements and financial results for 2014 in addition to our current and prospective plans as follows:

### Progress of WOQOD's Key Projects:

#### First: Projects Implemented by WOQOD

##### 1.1- Stations Under Construction:

Constructions continue in 13 new stations in areas like Al Wakrah, Al- Wajba, Al- Jamaliyah, Al- Aqla,) (Lusail), Al-Thalehira, Al-Qatifiyah, Al-Mashabiyah, Al-Shamal City, Al Rayyan Al Jadeed, Sudantheel, Fleiha, Bin Derham and the new Hamad International Airport, in addition to setting up a WOQOD Station in the Kingdom of Saudi Arabia. Some of the projects are almost complete while others are still under construction and expected to be open in 2015.

##### 1.2- Stations in the Design and Tender Phase:

There are seven new stations in the design and/or tender phase in the areas of Smesmah, Al-

Thameed, Al-Thumama (Al-Hadarma), New Mesaimeer, Education City (North), Education City (Bin Hajar), Umm Qarn and are expected to be opened by the end of 2016. We are coordinating with the Education City and Lusail City to build two WOQOD stations there in addition to other stations that we are working on building in coordination with economic zones.

##### 1.3- Stations under Privatization:

WOQOD is coordinating currently with the Ministry of Municipality and Urban Planning to complete the procedure of allocating 25 new locations suitable for establishing WOQOD Stations. We aim at covering most areas of the State, focusing on Doha City, Ring roads, East – West road, and other highways.



#### 1.4- Expansion Plans:

We are currently proceeding with 10 expansion projects for existing stations in the areas of Ein Khaled, Muaizer, Al Dahayen, Al-Hilal, Bu faseela, Al-Sayliyah, West Bay and Wadi Al Banaat, East Messaimeer and Al-Gharrafa. Some of these projects have been completed whereas others are expected to be complete during the year 2015.

#### 1.5- Sidra's Projects:

We are in the process of establishing four new Sidra projects in each of Hamad Hospital, Ascot Tower, Barwa Commercial Complex, and Barwa City Complex. These projects are in the design and approval phase and are projected to be complete during the year 2015.

#### 1.6- Kingdom of Saudi Arabia's Project:

The works on the Kingdom of Saudi Arabia's project, which belongs to WOQOD International are proceeding well. A local company has been awarded the tender and has embarked on construction work with 20% of the project already completed. The end of 2015 is the projected date for the completion and inauguration of this project. The project consists of building a full petrol station in Al Khobar similar to WOQOD stations in Qatar. It will comprise a grocery store, automatic and manual car washing, workshops, oil change and tyre bay services, among other facilities.

#### 1.7- Technical Inspection Projects (FAHES):

##### **The Opening of the first FAHES center in Wadi Al-Banat**

WOQOD inaugurated the first center for technical car inspection (FAHES) in Wadi Al-Banat- University North. The inauguration was under the auspices of His Excellency Sheikh Saoud Bin Abdulrahman Al Thani, WOQOD's Chairman of the Board, with the participation of several members of WOQOD's Board of Directors, the Executive Manager, members of the local community in addition to WOQOD Supreme administration.

Moreover, four new FAHES centers will be established in Al Shihaniyah, North Al-Khor City and Al-Wakrah. They are in the design and approval stage and are supposed to be complete and ready to operate in 2015-2016.

FAHES is considered the first of its kind in terms of the technology it uses. It has the one window system that enables the client to complete the inspection procedures, vehicle insurance, fine

Launching the first Inspection Center  
Fahes Wadi Al Banaat



Fahes Inspection Center Wadi Al Banaat



payments (if any) at the same place and with less amount of time. Furthermore, the new system is highly accurate. Instead of using paper reports, data is computerized in all the inspection phases.

##### **FAHES Al Ma'amoura Project:**

The works in this project has been completed. The inspection center has been provided with all the necessary equipments and devices. The coordination and association with the Traffic Department has been completed. The center will operate fully in January 2015.

##### **Second: Projects implemented by Qatar Petroleum for WOQOD**

The majority of the projects executed by Qatar Petroleum have been complete except one project that is at its final stages:

##### **16-Inch and 24-inch pipeline project to transport Jet A1- Fuel:**

This project is being implemented in two phases. The first phase, which comprises linking the refinery with Hamad International Airport, has already been completed, connecting the current 12-inch pipeline with the new 16-inch pipeline. The second phase of the project involves linking the Mesaieed refinery with the new Hamad International Airport and is

expected to be complete in the first quarter of the year 2015. After the successful running demo of the line for a month, we will dispense and dismantle the 12-inch pipeline because of its expensive maintenance on the long run.

WOQOD is considering the suggestion of linking the 16-inch pipeline from Hamad International Airport to Doha depot and keeping it as a spare line for emergency situations, as it can assist the multi-use 18-inch pipeline. WOQOD is also considering putting the 26-inch pipeline which connects Ras Lafan refinery and the airport to work. This pipeline is specified for transporting the jet fuels solely and is expected to be completed in 2016-2017.

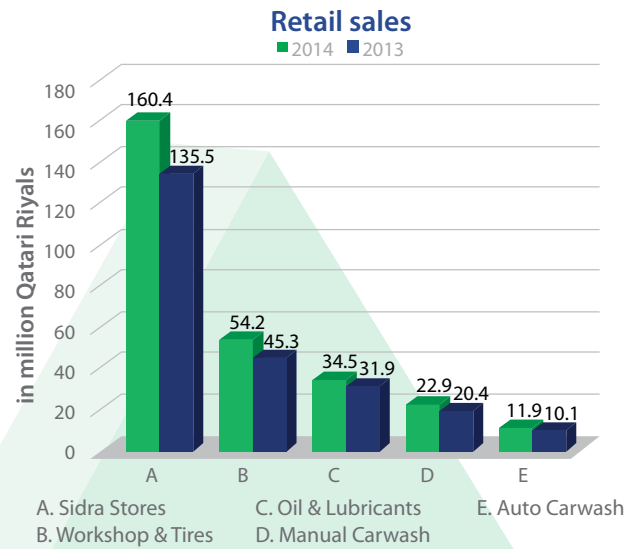
### Third: Marketing Activities

#### 3.1 Retail activities

The year 2014 witnessed a 17% increase in terms of the total revenues of the retail activities that WOQOD offers at its stations or at Sidra convenience stores outside these stations. Revenues for services and tyre shops ranked first in annual growth rates exceeding

20% in 2014, followed by Sidra 18%, followed by automatic car wash revenues with a growth rate of 17%.

The following chart presents the retail activities of the year as compared to the previous year.





Note that the services provided by WOQOD especially oil and maintenance are increasingly on demand as they have gained the customers' trust. This is due mainly to the high quality of these services, presented by specialized professional staff with high competencies and performed in a neat and spotless work environment.



WOQOD is committed to adhering to the best international standards in Butane gas sales and distribution



The decrease in Butane gas bulk came as a result of the procedures taken after tightening the safety and security rules and regulations, due to the unfortunate accident that occurred in the Turkish Istanbul Restaurant and which led the Civil Defense Department to issue new instructions, pertaining to controlling the quantity sales in petroleum stations and others. The following table presents the Butane bulk gas sales in 2014:

Butane Gas Sales per Sector (metric tonnes)

Sector	2014	2013	% Change
Domestic Sector	792	734	8 %
Commercial Sector	25,207	25,030	1 %
Industrial Sector	7,538	12,490	-40 %
Total	33,537	38,254	-12 %

#### • Butane Gas in Cylinders:

There are currently two kinds of cylinders in the Qatari market: metal with a 12kg capacity and SHAFAF with a 6kg and 12kg capacity. Despite our strenuous efforts to replace the metal cylinders with SHAFAF, the refilled metal cylinders still recorded a positive growth rate of 7% in 2014 to exceed 5.1 million cylinders as compared to 4.8 million in 2013.

WOQOD has established a plan to shift from the metal to the SHAFAF cylinders. The plan is gradually implemented so that it does not cause any disturbances in the local market. It is about attracting clients by raising the refund they get upon switching to SHAFAF from QR 50 to QR 100.

### 3.2 Butane Gas

The year 2014 witnessed an increase in the sales of Butane gas exceeding 5% last year's growth rate.

The total Butane gas sales increased to 111,406 metric tonnes as compared to 105,821 metric tonnes recorded last year.

The details are as follows:

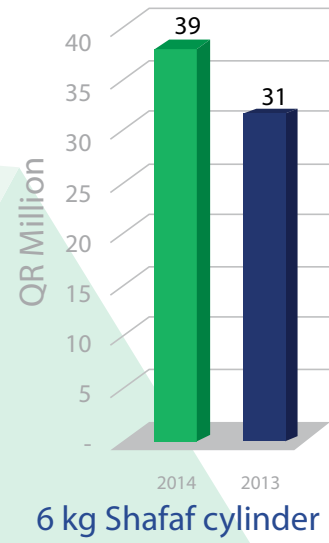
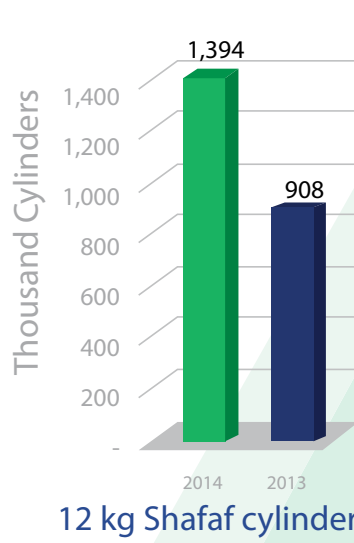
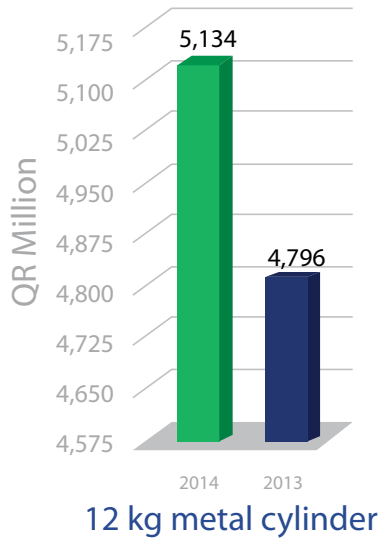
#### Butane Gas Bulk Sales:

Butane gas bulk decreased by 12% during the year 2014 in comparison with 2013 sales, where the volume of 2014 sales decreased to 33,537 metric tonnes as compared to 38,254 metric tonnes in 2013.

The following chart indicates the sales of SHAFAF and metal cylinders refilled during the concerned period.

The graph indicates an increase of 54% in the sales of SHAFAF (12kg) to reach 1.4 million

cylinders in 2014. Meanwhile, SHAFAF (6kg) recorded a 26% increase with sales of 39 thousand filled cylinders in 2014 as compared to 31 thousand cylinders in 2013.





## • Natural Gas (Industrial and Compressed)

Natural Gas (industrial and compressed) has a paramount importance in WOQOD's future plans especially the compressed one. In December 2014, WOQOD organized a workshop about compressed natural gas in which WOQOD CEO Engineer Ibrahim Jaham Al-Kuwari, discussed the significant importance of Natural gas as a neat, eco-friendly, low-cost energy source. A number of specialists from the governmental and civil sectors attended the workshop, which discussed the current use of compressed gas in tanker fleets of the transportation company which has 100 tankers. The participants also outlined the use of compressed gas in the U.S.A., Europe, and other countries and highlighted the fact that compressed gas is low-cost especially on long distances and is environment friendly, sulfate free, compared to other traditional sources of energy. WOQOD owns a station for compressed natural gas and has plans to set up 6 new stations by the end of 2017. Estimates point out an increase in the sales of compressed natural gas of 4 times in 2015 as compared to 2014 as it is illustrated in the following:

Natural Gas Sales per British Thermal Units (MMBTU)

Products	2013	2014	2015 forecast
Industrial	75,450	253,056	828,800
CNG	7,729	64,684	94,000
Total	83,179	317,740	922,800

### Workshop on Compressed Natural Gas



WOQOD plans to expand the use of compressed natural gas through setting 7 stations by the end of 2017. This will be accomplished with the technical cooperation of Qatar Petroleum as the main source of natural gas in the State of Qatar.

### One of WOQOD's CNG Stations



## 3.3 Bitumen

Bitumen (regular) sales recorded a decrease of 3% during the year 2014 with a sale volume of 76,745 metric tonnes.

As for the Bitumen 60/70, its sales decreased from 69,783 in 2013 to 67,628 metric tonnes in 2014, whereas the Enhanced Bitumen (Polymer) sales recorded an increase from 4,516 metric tonnes in 2013 to 9,117 metric tonnes in 2014.

We can summarize the developments in the marketing sales for the year 2014 as follows:

1. WOQOD's Bitumen specifications matched with the Public Works Authority (Ashghal) standards for Bitumen. As such, Ashghal appointed WOQOD to provide the Bitumen needed for paves, roads, and other plans of Ashghal.
2. To meet the requirements of Ashghal, WOQOD will increase its storage and operational capacity through building new tanks with a 1000 metric tonnes capacity per month, based on a memorandum of understanding that we signed with Ashghal.
3. The sales of Enhanced Bitumen (Polymer) increased during 2014 because of the high demand on this product.
4. WOQOD intends to improve its storage and operational capacity to 3,000 metric tonnes to be able to abide by the requirements of Ashghal. We are also willing to add a unit for mixing the Polymer with 40 metric tonnes capacity per hour in addition to installing two new tankers with a 200 metric tonnes storage.
5. WOQOD has bought a new ship with a 3,500 metric tonnes capacity to transport Bitumen from Bahrain to South Asia and Europe.
6. WOQOD is also in the process of expanding our Bitumen fleet to include 29 trucks instead of 15. Thus, we will be able to cater for our new clients' needs especially Ashghal.

7. In the light of the local demands in 2015, WOQOD is set to establish new plans and install new facilities for this product if the local market allows.

Bitumen Sales for 2014 (Metric Tonnes)

Product	2014	2013	% of change
Bitumen 60/70	67,628	69,783	-3
Polymer PMB	9,117	4,516	102
Total	76,745	74,299	3

### 3.4 Oils and Lubricants

The total amount of oils & lubricants sales (for cars and trucks), marketed in 2014, witnessed a decrease of 23% whereas the sales of car oils witnessed a 17% increase with the sales of 3.2 million liters in 2014. On the other hand, Marine lubricant sales decreased by 32% with sales of 4.9 million liters in 2014 compared to 7.2 million liters in 2013.

WOQOD studies the feasibility of building a new factory for mixing oils in collaboration with specialized international companies.

Despite its keen efforts to open new markets for its products, WOQOD faces new competition with local and international companies

WOQOD provides high craftsmanship



WOQOD oils & lubricants have international specifications.



## Fourth: Companies Owned by WOQOD and Subsidiaries

### 4.1 WOQOD for Vehicles' Inspection (FAHES)



FAHES is the only company, with the exclusive privilege and professional specialization, licensed to conduct inspection of vehicles in the State of Qatar and is fully owned by WOQOD. In 2014, WOQOD continues its efforts towards further facilitation of the technical inspection process through simplifying unnecessary procedures and used technology. This facilitation led to a significant reduction in the time required for each inspection. Thus, long queues disappeared and crowded waiting halls cleared with the opening of FAHES in Wadi Al- Banat in December 2014 and Musaimeer in 2015.

Fahes Station - Wadi Al Banaat



As for the number of inspected vehicles in 2014, it exceeded 531 thousand cars as compared with 492 thousand cars in 2013, i.e. an increase of 8%. The main headquarter in the industrial area has the largest share of 35% from the total amount of cars inspected.

In the context of improving its services and expanding its geographic presence, WOQOD has managed to set up 4 new FAHES centers in the areas of Al-Shamal, Al-Wakrah, Al-Khor, and Al- Sheehaniyah that are expected to operate in 2015.

In addition to the previously mentioned fixed stations, there are specialized mobile inspection stations. These stations are meant to cover the areas of Musaimeer, Al-Khor, and Al-Wakrah and are devoted to the service of small cars. Meanwhile, another external mobile station has been allocated for the service of machinery and heavy trucks.



## 4.2 WOQOD Marine



Sidra Al Wakra, the latest ship owned by WOQOD in 2014



WOQOD Marine Services was established in 2009 and has a maritime fleet of 6 tanker vessels with a total load capacity of 55,000 metric tonnes. The company provides local and international companies with commercial transportation and delivery services covering areas as far as the South East Asia, Indian ocean besides the Arabian Gulf area. Furthermore, WOQOD marine has been awarded the Document of Compliance as a company of transporting petroleum derivatives.

The year 2014 witnessed significant developments and achievements from WOQOD Marine and which can be summed up as follows:

- All vessels passed the technical compliance requirements (Document of Compliance) by Lloyds International Company specialized in this field. They also gained the Tanker Management Self-Assessment (TMSA) of Qatar Petroleum related to ships' general safety.
- Our regular maintenance schedules were revised and upgraded, at both the quantitative and qualitative levels, which contributed to lowering maintenance costs as well as sudden breakdowns.
- WOQOD Marine successfully achieved full adherence by the International Safety Measurements Code that helped the company gain higher levels of trust especially in the Gulf ports.
- The company has contracted with several international companies like Shell, Adnoc, Inoc, Kim Oil and others to work according to the leasing system "Charter".

## 4.3 WOQOD International



WOQOD International is a limited liability company established with the task of exploring and undertaking potential investment opportunities for the parent company at the regional and international levels.

WOQOD Al Mamlaka is conceived of as a subsidiary of WOQOD International. It has started working on the Kingdom of Saudi Arabia's project which consists of settling a full petrol station similar to those set in the State of Qatar. The new station, which will be located in Al-Khobar, will comprise services such as car wash, oil change, grocery store, and managerial offices for rental purposes in addition to other diverse services.

## 4.4 Q-Jet for Aviation Fuel



Q-Jet for Aviation fuel is the only company entrusted with the task of providing fuel for the airplanes using Hamad International Airport. The fuel is of a commercial type Jet-A1 meeting the international standards of quality and safety. Q-Jet deals with more than 60 airline companies using Hamad International Airport, beside other service companies operating in the airport. Nonetheless, Qatar Airways occupies the top of our list in terms of importance.

The administration of Q-Jet supervises the trial operation of the new Hamad International Airport



The year 2014 witnessed a leap in Q-Jet activities after successfully moving to the new Hamad International Airport. The company has also succeeded in providing superior service to a large number of companies using the airport including providing the new planes A350 and A380 with fuel. It is worth mentioning that A380 is the world's largest passenger airliner. With a two full-length deck, A380 can carry 550 passengers. It has entered the Aviation world for the first time. It dispenses tanks in the fueling process and uses underground piping instead to ensure highest safety and security levels in international airports. Qatar Airways is the first to own and launch this amazing A350 well-known for its light weight and less fuel consumption.

Q-JET fueling the giant A380 at Hamad International Airport



Q-JET welcomes the new A350 at Hamad International Airport



Moreover, the new airport has boosted an increased storage capacity, with the installation of new tanks with a 50 million liter capacity. Special pumps have been also installed for fueling and cleaning purposes. These tanks are fed through the direct pipeline connecting the refinery to the airport.

At the human resources level, several workshops have been organized during 2014, focusing mostly on supply activities, safety, environment, and dealing with the new system.

### Fifth: Administrative Affairs

The Department of Administration Affairs has proceeded in developing its administrative

structures through the company's restructuring project. The project has started since last year in collaboration with a specialized international company in the field and includes:

- Upgrading the company's organizational structure through merging departments in an attempt to lower costs and improve qualifications. New departments have emerged including the strategy and risk management to go along with the requirements of corporate governance in addition to restructuring other sections.
- Re-evaluating the job descriptions for departments in order to improve them and make them more efficient.
- Revising the salary scale and applying changes to a number of managerial jobs at different levels.
- Carrying out plans and training programs to develop human resources with laying emphasis on attracting young and qualified Qataris and training them to be in charge of key and supreme tasks in the company. In 2014, WOQOD organized training workshops attended by 12 employees in the U.A.E, England, India, and Malaysia. 7 students received scholarships that have allowed them to study in Qatar University, as well as universities in the U.S. A. and England.
- WOQOD is keen to provide the Qatari youths with the opportunity to receive scholarships and specialized training workshops.

### Sixth: Information Technology (IT)

In 2014, the Information Technology Department re-evaluated a number of software applications whereby some were updated while others were discarded. Moreover, the company implemented a number of projects aiming at advancing the performance level of various WOQOD departments. The Information Technology Department has also conducted a comprehensive study to evaluate WOQOD and its subsidiaries' needs for 2015 in addition to completing a holistic plan for 2015-2018. The IT Department's achievements can be summarized into the following:

- 1- IT completed Smart Inspection Project for FAHES, which is electronically connected to the Traffic Authority and insurance companies, with two centers operating in Wadi Al Banat and Musaimeer.
- 2- IT completed the preparations for executing the Oracle ERP System in all of the company's





departments and its subsidiaries. The system is expected to be put into operation in the last quarter of 2015.

- 3- IT upgraded the security systems for the company's electronic webs/nets.
- 4- IT equipped all of WOQOD stations with Oracle Retail systems besides devices specified to manage stock at depots, as well as to prepare the infrastructure needed for stations.
- 5- IT upgraded the automated system concerning personnel management.
- 6- IT improved the electronic connectivity systems and the aircraft fueling systems in Q-Jet as well as connecting the company with the parent company.
- 7- IT upgraded and implemented new reports for all departments providing them with technical support.

Training course in tyre maintenance



**- Training on Food Hygiene:**

WOQOD arranged a training on food hygiene attended by 92 employees in Sidra stores for a week. The workers were trained on how to deal with food according to the national food safety laws and requirements in an attempt to avoid poisoning incidents.

IT Department



Training on Food Hygiene



**Seventh: Health, Safety, and Environment Department (HSE):**

The department was inaugurated in 2014 in an attempt to establish strategic plans, policies, and appropriate procedures that are to be followed when dealing with health issues, general safety, and local environment. This department aims at ensuring a safe and healthy working place preventing any work accidents or injuries. A brief summary of the Health, Safety, and Environment Department's activities comes as follows:

**Training and Workshops:**

**- Training on Tyre Maintenance:**

WOQOD organized a workshop for tyre technicians. 80 employees attended the workshop which took place in December at WOQOD's Training Center and lasted two days. The workshop highlighted the main concepts of cars' tyres, maintenance ways, and proper storage methods.

**- Training on First-Aid Rescue:**

In cooperation with Hamad International Training Centers, WOQOD organized a training on global rescue systems with 129 participants. The course aimed at improving the skills of WOQOD's workers especially in what concerns rescue procedures in the case of injuries, disasters, or emergencies, God forbid their occurrence.

First Aid Training Course



Training Course in Firefighting



**- Training on Firefighting:**

In January 2014, WOQOD organized a training course in fighting in collaboration with Civil Defense administration. The course lasted 4 days and was attended by 135 WOQOD employees. The employees received training on how to handle fire in case it breaks out at stations, God forbid.

**- Training on Public Safety Control:**

The Health, Safety, and Environment Department arranged the training in June 2014 with the participation of more than 22 employees from various WOQOD departments-including Bitumen, FAHES Inspection Centers, and Marine Services to present the basic principles on how to perform inspection, how to deal with potential dangers at the workplace, as well as how to take precautions before they occur and after their occurrence.

Training on Public Safety Control



**Eighth: Social Responsibility and Social, Sporting, and Cultural Events:**

Many social, cultural, and sporting events were organized throughout the year 2014 and can be summed up as follows:

**- National Day:**

As a platinum sponsor, WOQOD participated in the National Day of the State of Qatar held on 18th of December of each year, whereby Sidra Stores Chain distributed flags and was involved in various activities.

National Day celebration at WOQOD Tower



**- Honoring H.E. Chairman and Managing Director:**

On the 19<sup>th</sup> of July 2014, WOQOD held a farewell ceremony in honor of H.E. Abdullah Bin Hamad Al-Attiyah, Chairman of the Board, and Mr. Mohammed Turki Al Sobai, the Managing Director, on the occasion of ending their duties at WOQOD. H.E. Dr. Mohammed Bin Saleh, the Minister of Industry and Energy, and H.E. Dr. Mohammed Bin Abdulwahed Al Hamadi, the Minister of Higher Education, attended the ceremony with other revered guests from Qatar Petroleum, WOQOD members of the Board, the CEO, as well as the Supreme Administration.

At the end of the ceremony, H.E. Saoud Bin Abdulrahman Al Thani honored H.E. the former Chairman of the Board H.E. Abdullah Bin Hamad Al-Attiyah and Mr. Ibrahim Jaham Al-Kuwari honored Mr. Mohammed Turki Al Sobai and presented farewell gifts in recognition of their good work that contributed to the success and development of the company.

Farewell ceremony in honor of HE Abdullah Bin Hamad Al-Attiyah, Chairman of the Board



**- Press Conference:**

WOQOD held a press conference for the Engineer Mr. Ibrahim Al Kuwari in December 2014 in the attendance of the company's directors, and the people in charge in WOQOD's



various departments. The CEO discussed the company's current and future plans in regards to WOQOD stations, FAHES technical centers, Sidra stores, Bitumen expansion projects, as well as Butane gas distribution. The CEO also answered the questions of the local press that attended the conference.



**- The Participation in the Sustainability Report:**

WOQOD participated in the ceremony that Qatar Petroleum launched in April 2014 and presented its sustainability report for 2013. At the ceremony, several companies were elected to receive awards for excellence in sustainability reporting for 2013.



**- The Seventh GCC Quality Conference:**

WOQOD joined the seventh GCC quality conference organized by the Gulf Center for Development in April 2014 under the auspices of His highness Sheikh Tamim Bin Hamad Al Thani, Emir of the State of Qatar.

The conference addressed some of the most critical environmental challenges to GCC nations and aimed at raising awareness of the importance of saving the local environment and taking all the needed arrangements to deal with environment and pollution issues during the performance of required tasks.

**• Career Day:**

WOQOD gives much importance to Qatarization and is keen to attract the qualified Qataris ready to occupy managerial posts at WOQOD. As such, WOQOD was eager to participate in the career day set by officials during which we introduced job seekers and graduates to vacancies available in the company.



**• Supporting People with Special Needs:**

People with special needs receive the attention and concern of WOQOD's administration. Indeed, our Chief Executive Officer welcomed a delegation from Qatar Society for Rehabilitation of Special Needs and offered them financial support.



**• Environmental Events:**

WOQOD took part in the Environment Fair organized by Qatar Petroleum in the National Exhibition Centre as WOQOD believes in the importance of saving the local environment and implementing the strategic environmental plan that WOQOD's Supreme Administration has adopted for years. H.E. the Minister of Industry and Energy opened and sponsored



## WOQOD participation in the Environment Fair



the fair at which companies and organizations displayed some environmental initiatives under the theme “Use of Water in the Oil and Gas Industry”. WOQOD is also eager to participate in campaigns launched by the public and private sectors, distributing seedlings and planting trees.



## Ninth: Logistics, Distribution & Operations

The Logistics, Distribution and Operations Department possesses a transportation fleet that consists of 850 tanks, trucks, and trailers. It is also responsible for managing the Doha depot that stores the petroleum products that Qatar Petroleum pumps from Mesaieed refinery.

The year 2014 witnessed significant developments on qualitative and quantitative levels that can be observed in the increase of marketed sales and the enhancement of the transportation and distribution fleet.

This can be summarized as:

### Petroleum Products Sales:

The sales of petroleum products in all their kinds increased 12% in 2014 compared to last year. Meanwhile, the sales of Jet fuels increased 16% and exceeded 2,607 million liters followed by diesel and gasoline sales that recorded an increase of 11% each.

Sales of Petroleum Products (Million Liters)

Products	2014	2013	% of change
Regular Gasoline	895	814	10,0
Super Gasoline	1,227	1,109	11.0
Diesel	2,527	2,274	11.0
Jet Fuel	2,607	2,256	16
Total	7,256	6,453	12.0

The following table illustrates the sales of the other petroleum products.

Concerning the sales of bulk diesel, it also witnessed a positive growth rate of 25.4% with a big share to international companies as a result of opening new client accounts with an increase of 16 % compared to the last year.

The following table clarifies the increase:

Sales of Diesel in Bulk (Million Liters)

Category	2014	2013	% of change
Local Companies	449	358	25.4
Joint Ventures	609	567	7.4
International	411	246	67.1
Total	1,469	1,171	25.4

The Department’s activities can be summed up in the following:

1. Implementing inspections of 1,309 sites and signing contracts with 914 other locations. This is in addition to approving a regular inspection system to 872 other sites in order to prevent diesel leakage and organize the distribution process for international companies.
2. Reviewing the Doha depot expansion project in its second phase and which consists of installing additional tanks and parking lots for trucks.
3. Pumping jet fuel from Qatar Petroleum company to Hamad International Airport after its launching in May 2014.

4. Conducting training courses in first aid under the supervision of Hamad International Training centre.
5. Organizing training sessions for civil defense at the Doha Depot.
6. Increasing the income from diesel tank rentals which increased by around 26% compared to last year to reach 576 tanks during 2014 and providing clients with tank diesel transportation services which surpassed 337 tanks with a 35.3% increase as compared to the year 2013.

### **Tenth: Financial Results**

WOQOD has sustained its excellent profit growth rates throughout the past years where 2014 profits exceeded QR 1,132 million; that is, an increase of approximately 1%. Furthermore, the company's assets and equity increased significantly with an average growth of 10.56% for the total assets exceeding QR 10.55 billion and an increase of 8% for the total equity exceeding QR 6.76 billion.

For further details, kindly refer to the financial statements attached to the Report.

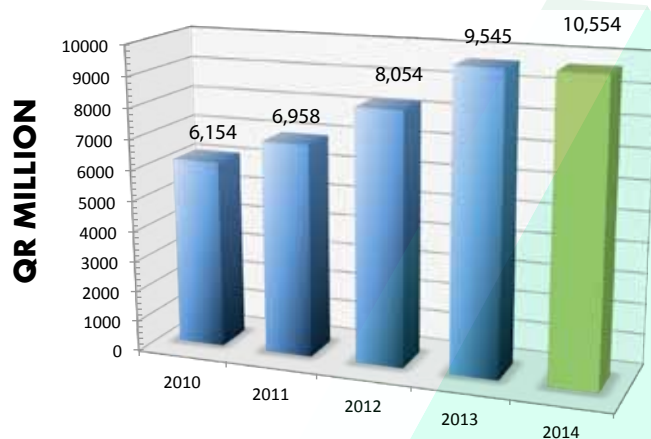
In conclusion, WOQOD would like to extend its deepest thanks and gratitude to His Highness Sheikh Tamim Bin Hamad Al Thani, Emir of the State of Qatar, for His Highness continuous support. We would like to thank His Excellency Sheikh Saoud Bin Abdulrahman Al-Thani, the Chairman of WOQOD, his vice chairman, and the members of the Board for their wise guidance and governance too. Our thanks also go to all governmental and official bodies, public and private institutions, our esteemed shareholders, and all the employees and staff working in the company for their concerted efforts to serve the company and contribute in its development. We promise you all to exert more effort to achieve the company's goals and face future challenges.

Peace be upon you  
and God's mercy and blessings.

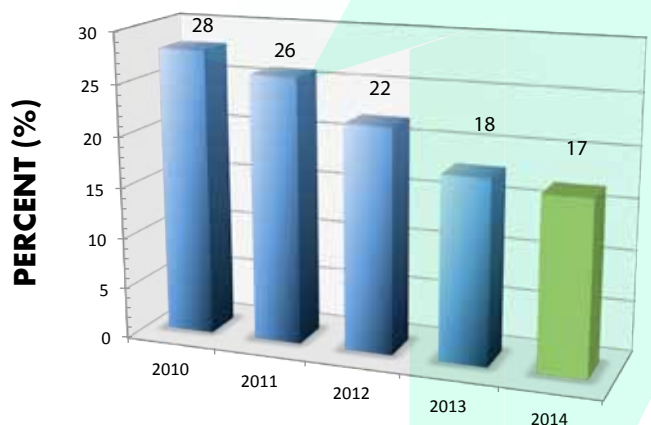


**Engineer Ibrahim Jaham Al-Kuwari**  
CEO

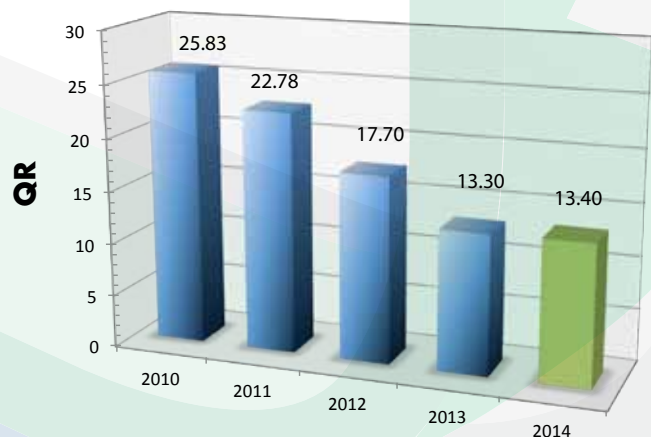
# FINANCIAL HIGHLIGHTS



**TOTAL ASSETS**



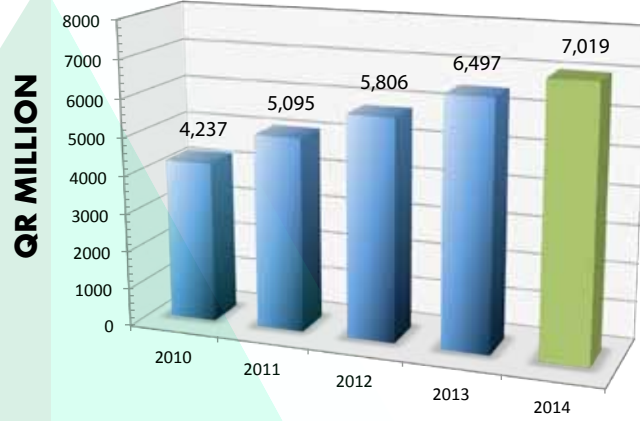
**RETURN ON EQUITY**



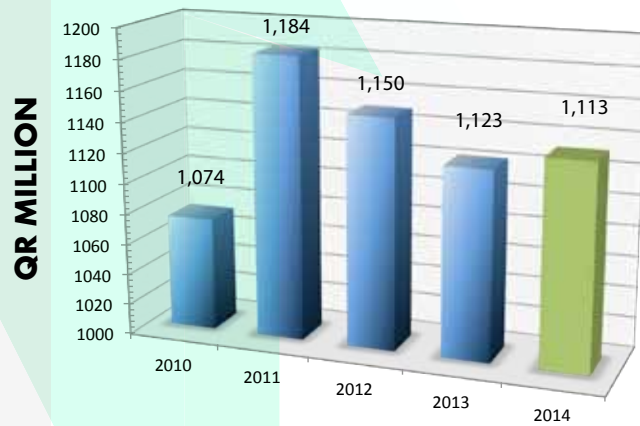
**EARNINGS PER SHARE**



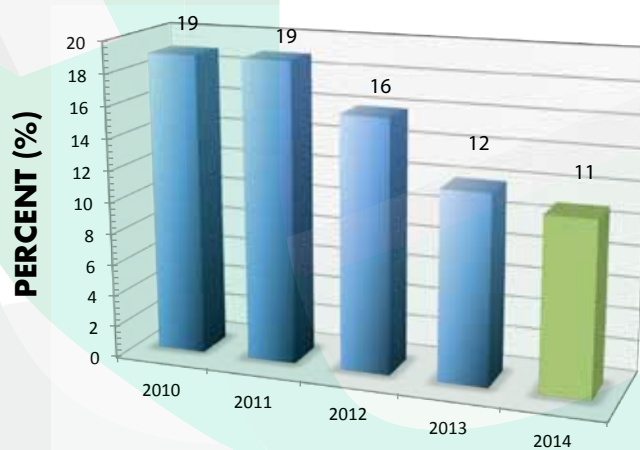




**TOTAL EQUITY**



**NET PROFIT (Parent)**



**RETURN ON ASSETS**

# INDEPENDENT AUDITOR'S REPORT

## TO THE SHAREHOLDERS OF QATAR FUEL COMPANY Q.S.C.

### **Report on the consolidated financial statements**

We have audited the accompanying consolidated financial statements of Qatar Fuel Company Q.S.C. ("Woqod") (the "Company"), and its subsidiaries (together referred to as the "Group"), which comprise the consolidated statement of financial position as at 31 December 2014, the consolidated statement of income, consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated 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 consolidated financial statements*

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### *Auditors' responsibility*

Our responsibility is to express an opinion on these consolidated 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 consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

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

#### *Opinion*

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of the Group as at 31 December 2014, and of its financial performance and cash flows for the year then ended in accordance with International Financial Reporting Standards.



### **Report on other legal and regulatory requirements**

Furthermore, in our opinion proper books of account have been kept by the Group, an inventory count has been conducted in accordance with established principles, and the financial statements comply with the Qatar Commercial Companies' Law No. 5 of 2002 and the Company's Articles of Association. We further confirm that the financial information included in the Annual Report of the Board of Directors is in agreement with the books and records of the Group. We have obtained all the information and explanations we required for the purpose of our audit, and are not aware of any violations of the above mentioned law or the Articles of Association having occurred during the year which might have had a material effect on the business of the Group or on its financial position.

Ziad Nader  
of Ernst & Young  
Auditor's Registration No. 258

Date: 23 February 2015  
Doha



# WE SUPPORT THE INFRASTRUCTURE PROJECTS IN THE STATE OF QATAR



## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

### As at 31 December 2014

ASSETS	Notes	2014 QR	2013 QR (Restated)
<b>Non-current assets</b>			
Property, plant and equipment	6	1,597,809,755	1,535,199,953
Available-for-sale financial assets	7	1,406,239,626	990,366,636
Goodwill	8	132,935,132	132,935,132
<b>Total Non-current assets</b>		<b>3,136,984,513</b>	2,658,501,721
<b>Current assets</b>			
Inventories	9	412,630,652	405,691,136
Trade receivables	10	2,726,930,294	2,443,414,972
Prepayments and other receivables	11	339,558,006	106,053,597
Cash and bank balances	12	3,937,702,865	3,931,443,425
<b>Total current assets</b>		<b>7,416,821,817</b>	6,886,603,130
<b>Total assets</b>		<b>10,553,806,330</b>	9,545,104,851
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Share capital	13	844,593,750	649,687,500
Legal reserve	14	422,296,875	386,768,034
General reserve		30,078,234	30,078,234
Fair value reserve		267,400,889	218,514,776
Retained earnings		5,199,525,118	4,975,138,550
<b>Equity attributable to equity holders of the parent</b>		<b>6,763,894,866</b>	6,260,187,094
Non-controlling interest		255,458,524	236,425,562
<b>Total equity</b>		<b>7,019,353,390</b>	6,496,612,656
<b>Non-current liability</b>			
Employees' end of service benefits	15	76,294,853	66,039,998
<b>Current liability</b>			
Trade and other payables	16	3,458,158,087	2,982,452,197
<b>Total liabilities</b>		<b>3,534,452,940</b>	3,048,492,195
<b>Total equity and liabilities</b>		<b>10,553,806,330</b>	9,545,104,851

These consolidated financial statements were approved and signed on behalf of the Board of Directors by the following:

**Sheikh / Soud Bin Abdulrahman Al-Thani**  
Chairman of the Board

**Ibrahim Jaham A Al-Kuwari**  
Chief Executive Officer

**Mr. Khalil Hassan Makki**  
Finance Manager

The attached notes from 1 to 27 form an integral part of these consolidated financial statements.

## CONSOLIDATED INCOME STATEMENT

### For the year ended 31 December 2014

	Notes	2014 QR	2013 QR (Restated)
Revenue	17	14,621,128,127	12,729,167,955
Cost of sales		(12,856,321,700)	(10,950,270,872)
<b>GROSS PROFIT</b>		<b>1,764,806,427</b>	<b>1,778,897,083</b>
General and administrative expenses	19	(923,724,674)	(776,693,388)
Other operating income	18	334,886,979	136,484,142
<b>OPERATING PROFIT</b>		<b>1,175,968,732</b>	<b>1,138,687,837</b>
Finance income		37,032,675	39,843,708
<b>PROFIT FOR THE YEAR</b>		<b>1,213,001,407</b>	<b>1,178,531,545</b>
Attributable to:			
Equity holders of the parent		1,132,829,907	1,122,939,189
Non-controlling interests		80,171,500	55,592,356
		<b>1,213,001,407</b>	<b>1,178,531,545</b>
Basic and diluted earnings per share (QR per share)	20	13.41	13.30

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

### For the year ended 31 December 2014

	Note	2014 QR	2013 QR (Restated)
<b>Profit for the year</b>		<b>1,213,001,407</b>	<b>1,178,531,545</b>
<b>Other comprehensive income</b>			
<i>Other comprehensive income to be reclassified to profit or loss in subsequent period:</i>			
Net gain on available-for-sale financial assets	7	51,747,575	192,202,168
<b>Net other comprehensive income to be reclassified to profit or loss in subsequent periods</b>		<b>51,747,575</b>	<b>192,202,168</b>
<i>Other comprehensive income not to be reclassified to profit or loss in subsequent period</i>		-	-
<b>Other comprehensive income for the year</b>		<b>51,747,575</b>	<b>192,202,168</b>
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>		<b>1,264,748,982</b>	<b>1,370,733,713</b>
Attributable to:			
Equity holders of the parent		1,181,716,020	1,308,128,196
Non-controlling interest		83,032,962	62,605,517
		<b>1,264,748,982</b>	<b>1,370,733,713</b>

The attached notes from 1 to 27 form an integral part of these consolidated financial statements.



## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

### For the year ended 31 December 2014

	Equity attributable to equity holders of the parent							Non-controlling interest QR	Total equity QR
	Share capital QR	Legal reserve QR	General reserve QR	Fair value reserve QR	Retained earnings QR	Total QR			
As at 1 January 2014	649,687,500	386,768,034	30,078,234	218,514,776	5,068,414,028	6,353,462,572	296,784,362	6,650,246,934	
Restatement (Note 26)	-	-	-	-	(93,275,478)	(93,275,478)	(60,358,800)	(153,634,278)	
As at 1 January 2014 (Restated)	649,687,500	386,768,034	30,078,234	218,514,776	4,975,138,550	6,260,187,094	236,425,562	6,496,612,656	
Profit for the year	-	-	-	-	1,132,829,907	1,132,829,907	80,171,500	1,213,001,407	
Other comprehensive income	-	-	-	48,886,113	-	48,886,113	2,861,462	51,747,575	
Total comprehensive income for the year	-	-	-	48,886,113	1,132,829,907	1,181,716,020	83,032,962	1,264,748,982	
Contribution to social and sports fund	-	-	-	-	-	-	-	-	
Issue of bonus shares (Note 13)	194,906,250	-	-	-	(194,906,250)	-	-	-	
Cash dividends 2013 (Note 21)	-	-	-	-	(649,687,500)	(649,687,500)	(64,000,000)	(713,687,500)	
Contribution to social and sports fund	-	-	-	-	(28,320,748)	(28,320,748)	-	(28,320,748)	
Transfer to legal reserve (Note 14)	-	35,528,841	-	-	(35,528,841)	-	-	-	
<b>Balance at 31 December 2014</b>	<b>844,593,750</b>	<b>422,296,875</b>	<b>30,078,234</b>	<b>267,400,889</b>	<b>5,199,525,118</b>	<b>6,763,894,866</b>	<b>255,458,524</b>	<b>7,019,353,390</b>	

	Equity attributable to equity holders of the parent							Non-controlling interest QR	Total equity QR
	Share capital QR	Legal reserve QR	General reserve QR	Fair value reserve QR	Retained earnings QR	Total QR			
As at 1 January 2013	519,750,000	384,774,951	30,078,234	33,325,769	4,534,285,311	5,502,214,265	303,820,045	5,806,034,310	
Profit for the year (Restated)	-	-	-	-	1,122,939,189	1,122,939,189	55,592,356	1,178,531,545	
Other comprehensive income	-	-	-	185,189,007	-	185,189,007	7,013,161	192,202,168	
Total comprehensive income for the year (Restated)	-	-	-	185,189,007	1,122,939,189	1,308,128,196	62,605,517	1,370,733,713	
Issue of bonus shares (Note 13)	129,937,500	-	-	-	(129,937,500)	-	-	-	
Cash dividends 2012 (Note 21)	-	-	-	-	(519,750,000)	(519,750,000)	(130,000,000)	(649,750,000)	
Contribution to social and sports fund	-	-	-	-	(30,405,367)	(30,405,367)	-	(30,405,367)	
Transfer to legal reserve (Note 14)	-	1,993,083	-	-	(1,993,083)	-	-	-	
As at 31 December 2013 (Restated)	649,687,500	386,768,034	30,078,234	218,514,776	4,975,138,550	6,260,187,094	236,425,562	6,496,612,656	

The attached notes from 1 to 27 form an integral part of these consolidated financial statements.

## CONSOLIDATED STATEMENT OF CASH FLOWS

### For the year ended 31 December 2014

	Notes	2014 QR	2013 QR (Restated)
<b>OPERATING ACTIVITIES</b>			
Profit for the year		1,213,001,407	1,178,531,545
Adjustments to reconcile profit for the year to net cash flows:			
Depreciation of property, plant and equipment	6	161,795,320	141,199,867
Finance income		(37,032,675)	(39,843,708)
Impairment of trade receivables		-	27,869,275
Provision for slow moving inventory	9	125,243	138,499
Allowance for impairment of trade receivables	10	250,626	76,524
Provision for employees' end of service benefits	15	20,995,828	15,462,855
Gain from the disposal of available-for-sale financial assets	18	(63,368,928)	-
Loss on disposal of property, plant and equipment		-	284,237
Operating profit before working capital changes		1,295,766,821	1,323,719,094
Working capital adjustments:			
Increase in inventories		(7,064,759)	(155,969,715)
Increase in trade receivables and prepayments and other receivables		(521,699,370)	(844,928,240)
Increase in due from related parties		4,429,013	(197,558)
(Decrease) Increase in due to a related party		(528,639,581)	726,124,430
Increase in trade and other payables		976,024,723	34,980,925
Cash flows from operations		1,218,816,847	1,083,728,936
End of service benefits paid	15	(10,740,973)	(4,557,573)
Interest received		37,032,675	43,458,183
<b>Net cash flows from operating activities</b>		<b>1,245,108,549</b>	<b>1,122,629,546</b>
<b>INVESTING ACTIVITIES</b>			
Proceeds from sale of property, plant and equipment		-	2,711,384
Purchase of property, plant and equipment	6	(224,405,122)	(212,384,854)
Proceeds from disposal of available-for-sale financial assets		241,952,534	-
Purchase of available-for-sale financial assets	7	(542,709,021)	(291,425,207)
<b>Net cash flows used in investing activities</b>		<b>(525,161,609)</b>	<b>(501,098,677)</b>
<b>FINANCING ACTIVITIES</b>			
Dividends paid to equity holders of the parent	21	(649,687,500)	(519,750,000)
Dividends paid to non-controlling interest by a subsidiary		(64,000,000)	(130,000,000)
<b>Net cash flows used in financing activities</b>		<b>(713,687,500)</b>	<b>(649,750,000)</b>
<b>NET INCREASE (DECREASE) IN CASH AND BANK BALANCES</b>		<b>6,259,440</b>	<b>(28,219,131)</b>
Cash and bank balances at 1 January		3,931,443,425	3,959,662,556
<b>CASH AND BANK BALANCES AT 31 DECEMBER</b>	12	<b>3,937,702,865</b>	<b>3,931,443,425</b>

The attached notes from 1 to 27 form an integral part of these consolidated financial statements.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2014

## 1 CORPORATE INFORMATION AND PRINCIPAL ACTIVITIES

Qatar Fuel Company Q.S.C. ("WOQOD") ("the Company" or "the Parent") is a Qatari Shareholding Company formed in accordance with the Emiri Decree No 5 of 2002 on 10 February 2002 under the commercial registration No. 24872. The Company is listed in Qatar Stock Exchange. The address of the registered office of the Company is at PO Box 7777, WOQOD Tower, West Bay, Doha, State of Qatar.

The principal activities of the Parent along with its subsidiaries ("the Group") are the sale, marketing and distribution of Liquefied Propane Gas, gas and refined petroleum products, which are refined by and transferred from Qatar Petroleum, vehicle inspection services, marine bunkering, transportation activities of oil and gas between the ports and real estate services. The Group operates in the State of Qatar through its lines of business. The Group also established WOQOD International which is a limited liability company established to undertake foreign investments for the parent company. WOQOD Kingdom is a subsidiary of WOQOD International and has recently undertaken a project to establish petrol stations and commercial spaces in the Kingdom of Saudi Arabia.

The consolidated financial statements of the Group were authorized for issue in accordance with a resolution of the Board of Directors on 23 February 2015.

## 2 BASIS OF PREPARATION AND CONSOLIDATION

### Basis of preparation

The consolidated financial statements of the Group have been prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB), IFRS Interpretations Committee (IFRIC) and the applicable requirements of Qatar Commercial Companies' Law No. 5 of 2002.

The consolidated financial statements have been prepared on the historical cost basis except for available-for-sale (AFS) financial assets which are measured at fair value.

The consolidated financial statements are presented in Qatari Riyals, which is the Group's functional and presentational currency and all values are rounded to the nearest Qatari Riyal, except when otherwise indicated.

### Basis of consolidation

The consolidated financial statements comprise the financial statements of the Group and its subsidiaries as at 31 December 2014. Control is achieved when the Group is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. Specifically, the Group controls an investee if and only if the Group has:

- Power over the investee
- Exposure, or rights, to variable returns from its involvement with the investee, and
- The ability to use its power over the investee to affect its returns.

Generally, there is a presumption that a majority of voting rights result in control. To support this presumption and when the Group has less than a majority of the voting or similar rights of an investee, the Group considers all relevant facts and circumstances in assessing whether it has power over an investee, including:

- The contractual arrangement with the other vote holders of the investee
- Rights arising from other contractual arrangements
- The Group's voting rights and potential voting rights

The Group re-assesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control. Consolidation of a subsidiary begins when the Group obtains control over the subsidiary and ceases when the Group loses control of the subsidiary. Assets, liabilities, income and expenses of a subsidiary acquired or disposed of during the year are included in the consolidated statement of comprehensive income from the date the Group gains control until the date the Group ceases to control the subsidiary.



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2014

Profit or loss and each component of other comprehensive income (OCI) are attributed to the equity holders of the parent of the Group and to the non-controlling interest, even if this results in the non-controlling interest having a deficit balance. These consolidated financial statements are prepared using uniform accounting policies for like transactions and other events in similar circumstances. When necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with the Group's accounting policies. All intra-group assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated in full upon consolidation.

A change in the ownership interest of a subsidiary, without a loss of control, is accounted for as an equity transaction.

If the Group loses control over a subsidiary, it derecognises the related assets (including goodwill), liabilities, non-controlling interest and other components of equity while any resultant gain or loss is recognised in profit or loss. Any investment retained is recognised at fair value.

The Group's major subsidiaries included in these consolidated financial statements are:

<i>Name of the company</i>	<i>Country of incorporation</i>	<i>Shareholding interest</i>
Qatar Jet Fuel Company W.L.L.	State of Qatar	60%
WOQOD Vehicle Inspection Company ("FAHES") S.O.C.	State of Qatar	100%
WOQOD Marine Services Company S.O.C.	State of Qatar	100%
WOQOD International Company S.O.C.	State of Qatar	100%
WOQOD Kingdom Company S.O.C.	Kingdom of Saudi Arabia	100%
Ard Al Khaleej Real Estate S.O.C.	State of Qatar	100%

### 3 NEW STANDARDS AND INTERPRETATIONS

#### 3.1 Changes in accounting policies and disclosures

The accounting policies adopted are consistent with those of the previous financial year, except for the following new and amended IFRS issued by the International Accounting Standards Board (IASB) and International Financial Reporting Interpretations Committee (IFRIC) interpretations effective as of 1 January 2014.

The accounting policies adopted are consistent with those of the previous financial year, except for the following new and amended IFRS recently issued by the International Accounting Standards Board (IASB) and International Financial Reporting Interpretations Committee (IFRIC) interpretations effective as of 1 January 2014.

#### Investment Entities (Amendments to IFRS 10, IFRS 12 and IAS 27)

These amendments provide an exception to the consolidation requirement for entities that meet the definition of an investment entity under IFRS 10 Consolidated Financial Statements. The exception to consolidation requires investment entities to account for subsidiaries at fair value through profit or loss. These amendments have no impact on the Group.

#### Offsetting Financial Assets and Financial Liabilities - Amendments to IAS 32

These amendments clarify the meaning of "currently has a legally enforceable right to set-off" and the criteria for non-simultaneous settlement mechanisms of clearing houses to qualify for offsetting. These amendments have no impact on the Group.

#### Novation of Derivatives and Continuation of Hedge Accounting - Amendments to IAS 39

These amendments provide relief from discontinuing hedge accounting when novation of a derivative designated as a hedging instrument meets certain criteria. These amendments have no impact on the Group as the Group has not novated its derivatives during the current or prior years.

## **NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

### **At 31 December 2014**

#### **Recoverable Amount Disclosures for Non-Financial Assets - Amendments to IAS 36**

These amendments remove the unintended consequences of IFRS 13 Fair Value Measurement on the disclosures required under IAS 36 Impairment of Assets. In addition, these amendments require disclosure of the recoverable amounts for the assets or cash-generating units (CGUs) for which an impairment loss has been recognised or reversed during the year. These disclosures have no impact on the Group.

#### **IFRIC 21 Levies**

IFRIC 21 is applicable to all levies other than outflows that are within the scope of other standards (e.g., IAS 12) and fines or other penalties for breaches of legislation. The interpretation clarifies that an entity recognises a liability for a levy when the activity that triggers payment, as identified by the relevant legislation, occurs. It also clarifies that a levy liability is accrued progressively only if the activity that triggers payment occurs over a period of time, in accordance with the relevant legislation. For a levy that is triggered upon reaching a minimum threshold, the interpretation clarifies that no liability is recognized before the specified minimum threshold is reached. These amendments have no impact on the Group.

### **3.2 Standards issued but not yet effective**

Standards issued but not yet effective up to the date of issuance of the Group's consolidated financial statements are listed below. This listing of standards and interpretations issued are those that the Group reasonably expects to have an impact on disclosures, financial position or performance when applied at a future date. The Group intends to adopt these standards when they become effective.

The Group is currently considering the implications of the new IFRSs which are effective for future accounting periods and has not early adopted any of the new Standards as listed below:

#### **IFRS 9 Financial Instruments**

In July 2014, the IASB issued the final version of IFRS 9 Financial Instruments which reflects all phases of the financial instruments project and replaces IAS 39 Financial Instruments: Recognition and Measurement and all previous versions of IFRS 9. The standard introduces new requirements for classification and measurement impairment, and hedge accounting. IFRS 9 is effective for annual periods beginning on or after 1 January 2018 with early application permitted. Retrospective application is required, but comparative information is not compulsory. Early application of previous versions of IFRS 9 (2009, 2010 and 2013) is permitted if the date of initial application is before 1 February 2015. The adoption of IFRS 9 will have an effect on the classification and measurement of the Group's financial assets, but no impact on the classification and measurement of the Group's financial liabilities.

#### **IFRS 14 Regulatory Deferral Accounts**

IFRS 14 is an optional standard that allows an entity, whose activities are subject to rate-regulation, to continue applying most of its existing accounting policies for regulatory deferral account balances upon its first-time adoption of IFRS. Entities that adopt IFRS 14 must present the regulatory deferral accounts as separate line items on the statement of financial position and present movements in these account balances as separate line items in the statement of profit or loss and other comprehensive income. The standard requires disclosures on the nature of, and risks associated with, the entity's rate-regulation and the effects of that rate-regulation on its financial statements. IFRS 14 is effective for annual periods beginning on or after 1 January 2016.

#### **Amendments to IAS 19 Defined Benefit Plans: Employee Contributions**

IAS 19 requires an entity to consider contributions from employees or third parties when accounting for defined benefit plans. Where the contributions are linked to service, they should be attributed to periods of service as a negative benefit. These amendments clarify that, if the amount of the contributions is independent of the number of years of service, an entity is permitted to recognise such contributions as a reduction in the service cost in the period in which the service is rendered, instead of allocating the contributions to the periods of service. This amendment is effective for annual periods beginning on or after 1 July 2014. These amendments are not expected to have a material impact on the Group as none of the entities within the Group participate in defined benefit plans with contributions from employees or third parties.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2014

### Annual Improvements 2010-2012 Cycle

These improvements are effective from 1 July 2014 and are not expected to have a material impact on the Group. They include:

#### IFRS 2 Share-based Payment

This improvement is applied prospectively and clarifies various issues relating to the definitions of performance and service conditions which are vesting conditions, including:

- a performance condition must contain a service condition;
- a performance target must be met while the counterparty is rendering service;
- a performance target may relate to the operations or activities of an entity, or to those of another entity in the same group;
- a performance condition may be a market or non-market condition; and
- if the counterparty, regardless of the reason, ceases to provide service during the vesting period, the service condition is not satisfied.

#### IFRS 3 Business Combinations

The amendment is applied prospectively and clarifies that all contingent consideration arrangements classified as liabilities (or assets) arising from a business combination should be subsequently measured at fair value through profit or loss whether or not they fall within the scope of IFRS 9 (or IAS 39, as applicable).

#### IFRS 8 Operating Segments

The amendments are applied retrospectively and clarify that an entity must disclose the judgements made by management in applying the aggregation criteria in paragraph 12 of IFRS 8, including a brief description of operating segments that have been aggregated and the economic characteristics (e.g., sales and gross margins) used to assess whether the segments are 'similar'. The reconciliation of segment assets to total assets is only required to be disclosed if the reconciliation is reported to the chief operating decision maker, similar to the required disclosure for segment liabilities.

#### IAS 1 Property, Plant and Equipment – IAS 38 Intangible Assets

The amendment is applied retrospectively and clarifies in IAS 16 and IAS 38 that the asset may be revalued by reference to observable data on either the gross or the net carrying amount. In addition, the accumulated depreciation or amortisation is the difference between the gross and carrying amounts of the asset.

#### IAS 24 Related Party Disclosures

The amendment is applied retrospectively and clarifies that a management entity (an entity that provides key management personnel services) is a related party subject to the related party disclosures. In addition, an entity that uses a management entity is required to disclose the expenses incurred for management services.

### Annual Improvements 2011-2013 Cycle

These improvements are effective from 1 July 2014 and are not expected to have a material impact on the Group. They include:

#### IFRS 3 Business Combinations

The amendment is applied prospectively and clarifies for the scope exceptions within IFRS 3 that joint arrangements, not just joint ventures, are outside the scope of IFRS 3. This scope exception applies only to the accounting in the financial statements of the joint arrangement itself.

#### IFRS 13 Fair Value Measurement

The amendment is applied prospectively and clarifies that the portfolio exception in IFRS 13 can be applied not only to financial assets and financial liabilities, but also to other contracts within the scope of IFRS 9 (or IAS 39, as applicable).





## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2014

### **IAS 40 Investment Property**

The description of ancillary services in IAS 40 differentiates between investment property and owner-occupied property (i.e., property, plant and equipment). The amendment is applied prospectively and clarifies that IFRS 3, and not the description of ancillary services in IAS 40, is used to determine if the transaction is the purchase of an asset or business combination.

### **IFRS 15 Revenue from Contracts with Customers**

IFRS 15 was issued in May 2014 and establishes a new five-step model that will apply to revenue arising from contracts with customers. Under IFRS 15 revenue is recognised at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer. The principles in IFRS 15 provide a more structured approach to measuring and recognising revenue. The new revenue standard is applicable to all entities and will supersede all current revenue recognition requirements under IFRS. Either a full or modified retrospective application is required for annual periods beginning on or after 1 January 2017 with early adoption permitted. The Group is currently assessing the impact that this standard would have on its financial position and performance.

### **Amendments to IFRS 11 Joint Arrangements: Accounting for Acquisitions of Interests**

The amendments to IFRS 11 require that a joint operator accounting for the acquisition of an interest in a joint operation, in which the activity of the joint operation constitutes a business must apply the relevant IFRS 3 principles for business combinations accounting. The amendments also clarify that a previously held interest in a joint operation is not remeasured on the acquisition of an additional interest in the same joint operation while joint control is retained. In addition, a scope exclusion has been added to IFRS 11 to specify that the amendments do not apply when the parties sharing joint control, including the reporting entity, are under common control of the same ultimate controlling party.

The amendments apply to both the acquisition of the initial interest in a joint operation and the acquisition of any additional interests in the same joint operation and are prospectively effective for annual periods beginning on or after 1 January 2016, with early adoption permitted. These amendments are not expected to have any impact on the Group.

### **Amendments to IAS 16 and IAS 38: Clarification of Acceptable Methods of Depreciation and Amortisation**

The amendments clarify the principle in IAS 16 and IAS 38 that revenue reflects a pattern of economic benefits that are generated from operating a business (of which the asset is part) rather than the economic benefits that are consumed through use of the asset. As a result, a revenue-based method cannot be used to depreciate property, plant and equipment and may only be used in very limited circumstances to amortise intangible assets. The amendments are effective prospectively for annual periods beginning on or after 1 January 2016, with early adoption permitted. These amendments are not expected to have any impact on the Group.

### **Amendments to IAS 16 and IAS 41 Agriculture: Bearer Plants**

The amendments change the accounting requirements for biological assets that meet the definition of bearer plants. Under the amendments, biological assets that meet the definition of bearer plants will no longer be within the scope of IAS 41. Instead, IAS 16 will apply. After initial recognition, bearer plants will be measured under IAS 16 at accumulated cost (before maturity) and using either the cost model or revaluation model (after maturity). The amendments also require produce that grow on bearer plants will remain in the scope of IAS 41 measured at fair value less costs to sell. For government grants related to bearer plants, IAS 20 Accounting for Government Grants and Disclosure of Government Assistance will apply. The amendments are retrospectively effective for annual periods beginning on or after 1 January 2016, with early adoption permitted. These amendments are not expected to have any impact on the Group.

### **Amendments to IAS 27: Equity Method in Separate Financial Statements**

The amendments will allow entities to use the equity method to account for investments in subsidiaries, joint ventures and associates in their separate financial statements. Entities already applying IFRS and electing to change to the equity method in its separate financial statements will have to apply that change retrospectively.

For first-time adopters of IFRS electing to use the equity method in its separate financial statements, they will be required to apply this method from the date of transition to IFRS. The amendments are effective for annual periods beginning on or after 1 January 2016, with early adoption permitted. These amendments will not have any impact on the Group's consolidated financial statements.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

## At 31 December 2014

### 4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### **Business combinations and goodwill**

Business combinations are accounted for using the acquisition method. The cost of an acquisition is measured as the aggregate of the consideration transferred measured at acquisition date fair value and the amount of any non-controlling interest in the acquiree. For each business combination, the Group elects whether to measure the non-controlling interest in the acquiree at fair value or at the proportionate share of the acquiree's identifiable net assets. Acquisition-related costs are expensed as incurred and included in general and administrative expenses.

When the Group acquires a business, it assesses the financial assets and liabilities assumed for appropriate classification and designation in accordance with the contractual terms, economic circumstances and pertinent conditions as at the acquisition date.

If the business combination is achieved in stages, the previously held equity interest is remeasured at its acquisition date fair value and any resulting gain or loss is recognized in profit or loss.

Any contingent consideration to be transferred by the acquirer will be recognized at fair value at the acquisition date. Contingent consideration classified as an asset or liability that is a financial instrument and within the scope of IAS 39 Financial Instruments: Recognition and Measurement, is measured at fair value with changes in fair value recognized either in profit or loss or as a change to other comprehensive income. If the contingent consideration is not within the scope of IAS 39, it is measured in accordance with the appropriate IFRS. Contingent consideration that is classified as equity is not remeasured and subsequent settlement is accounted for within equity.

Goodwill is initially measured at cost, being the excess of the aggregate of the consideration transferred and the amount recognised for non-controlling interests, and any previous interest held, over the net identifiable assets acquired and liabilities assumed. If the fair value of the net assets acquired is in excess of the aggregate consideration transferred, the Group re-assesses whether it has correctly identified all of the assets acquired and all of the liabilities assumed and reviews the procedures used to measure the amounts to be recognised at the acquisition date. If the reassessment still results in an excess of the fair value of net assets acquired over the aggregate consideration transferred, then the gain is recognised in profit or loss.

After initial recognition, goodwill is measured at cost less any accumulated impairment losses. For the purpose of impairment testing, goodwill acquired in a business combination is, from the acquisition date, allocated to each of the Group's cash-generating units that are expected to benefit from the combination, irrespective of whether other assets or liabilities of the acquiree are assigned to those units.

Where goodwill has been allocated to a cash-generating unit and part of the operation within that unit is disposed of, the goodwill associated with the disposed operation is included in the carrying amount of the operation when determining the gain or loss on disposal. Goodwill disposed in these circumstances is measured based on the relative values of the disposed operation and the portion of the cash-generating unit retained.

#### **Current versus non-current classification**

The Group presents assets and liabilities in consolidated statement of financial position based on current/ non-current classification. An asset is current when it is:

- Expected to be realised or intended to sold or consumed in normal operating cycle
- Held primarily for the purpose of trading
- Expected to be realised within twelve months after the reporting period

Or

- Cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period

All other assets are classified as non-current.



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### At 31 December 2014

A liability is current when:

- It is expected to be settled in normal operating cycle
- It is held primarily for the purpose of trading
- It is due to be settled within twelve months after the reporting period

Or

- There is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period

The Group classifies all other liabilities as non-current.

#### **Fair value measurement**

The Group measures financial instruments such as derivatives, and non-financial assets such as investment properties, at fair value at each reporting date. Fair value related disclosures for financial instruments and non-financial assets that are measured at fair value or where fair values are disclosed, are summarised in the following notes:

- Disclosures for valuation methods, significant estimates and assumptions Note 5
- Financial instruments (available-for-sale financial assets) Note 7

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. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer the liability takes place either:

- In the principal market for the asset or liability

Or

- In the absence of a principal market, in the most advantageous market for the asset or liability

The principal or the most advantageous market must be accessible by the Group.

The fair value of an asset or a liability is measured using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their economic best interest.

A fair value measurement of a non-financial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

The Group uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximising the use of relevant observable inputs and minimising the use of unobservable inputs.

All assets and liabilities for which fair value is measured or disclosed in the financial statements are categorised within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- Level 1 — Quoted (unadjusted) market prices in active markets for identical assets or liabilities
- Level 2 — Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable
- Level 3 — Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable

For assets and liabilities that are recognised in the financial statements on a recurring basis, the Group determines whether transfers have occurred between levels in the hierarchy by re-assessing categorisation (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

For the purpose of fair value disclosures, the Company has determined classes of assets and liabilities on the basis of the nature, characteristics and risk of the asset and liability and the level of the fair value hierarchy as explained above.



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### At 31 December 2014

#### Revenue recognition

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Group and the revenue can be reliably measured, regardless of when the payment is being made. Revenue is measured at the fair value of the consideration received or receivable, taking into account contractually defined terms of payment. The Group has concluded that it is the principal in all of its revenue arrangements since it is the primary obligor in all the revenue arrangements, has pricing latitude and is also exposed to inventory and credit risks.

The specific recognition criteria described below must also be met before revenue is recognised.

#### *Sale of goods*

Revenue from the sale of goods is recognised when the significant risks and rewards of ownership of the goods have passed to the buyer, usually on delivery of the goods. Revenue from the sale of goods is measured at the fair value of the consideration received or receivable, net of returns and allowances, trade discounts and volume rebates.

Within its retail business, the Group operates in the sale of refined oil and gas products which is measured at the fair value of the consideration received or receivable, net of returns, trade discounts and volume rebates.

#### *Rendering of services*

Revenue from services rendered recognised in the profit and loss by reference to providing of inspection services to the customers.

The Group provides the services of vehicles inspection and other vehicles petrol stations services.

#### *Interest income*

Interest income is recorded using the effective interest rate (EIR). EIR is the rate that exactly discounts the estimated future cash payments or receipts over the expected life of the financial instrument or a shorter period, where appropriate, to the net carrying amount of the financial asset or liability. Interest income is included in finance income in the consolidated statement of income.

#### *Dividends*

Revenue is recognized when the Group's right to receive the payment is established, which is generally when shareholders approve the dividend.

#### *Rental income*

Rental income arising from operating leases on investment property is accounted for on a straight-line basis over the lease term and is included in revenue in the consolidate statement of income due to its operating nature.

#### Government grants

Government grants are recognised where there is reasonable assurance that the grant will be received and all attached conditions will be complied with. When the grant relates to an expense item, it is recognised as income on a systematic basis over the periods that the related costs, for which it is intended to compensate, are expensed. When the grant relates to an asset, it is recognised as income in equal amounts over the expected useful life of the related asset.

When the Group receives grants of non-monetary assets, the asset and the grant are recorded at nominal amounts and released to profit or loss over the expected useful life in a pattern of consumption of the benefit of the underlying asset by equal annual instalments.

#### Cash dividend and non-cash distribution to equity holders of the parent

The Company recognises a liability to make cash or non-cash distributions to equity holders of the parent when the distribution is authorised and the distribution is no longer at the discretion of the Company. As per the corporate laws in Euroland, a distribution is authorised when it is approved by the shareholders. A corresponding amount is recognised directly in equity.



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### At 31 December 2014

Non-cash distributions are measured at the fair value of the assets to be distributed with fair value remeasurement recognised directly in equity.

Upon distribution of non-cash assets, any difference between the carrying amount of the liability and the carrying amount of the assets distributed is recognised in the statement of profit or loss.

#### Property and equipment

Plant and equipment is stated at cost, net of accumulated depreciation and accumulated impairment losses, if any. Such cost includes the cost of replacing part of the property and equipment and borrowing costs for long-term construction projects if the recognition criteria are met. When significant parts of property and equipment are required to be replaced at intervals, the Company depreciates them separately based on their specific useful lives. Likewise, when a major inspection is performed, its cost is recognised in the carrying amount of the property and equipment as a replacement if the recognition criteria are satisfied. All other repair and maintenance costs are recognised in profit or loss as incurred. The present value of the expected cost for the decommissioning of an asset after its use is included in the cost of the respective asset if the recognition criteria for a provision are met.

Property and equipment transferred from customers is initially measured at fair value at the date on which control is obtained.

Depreciation is calculated on a straight line basis over the estimated useful lives of the assets as follows:

Buildings and infrastructure	10-20 years
Plant and equipment	10-20 years
Vehicles, office equipment and furniture	5-10 years
Vessels	20 years

Construction work-in-progress is stated at cost. When the asset is ready for its intended use, it is transferred from construction work-in-progress to the appropriate category under property and equipment and depreciated in accordance with the Head office's policy.

The carrying values of property, plant and equipment are reviewed for impairment when events or changes in circumstances indicate that the carrying value may not be recoverable. If any such indication exists and where the carrying values exceed the estimated recoverable amount, the assets are written down to their recoverable amount, being the higher of their fair value less costs to sell and their value in use.

Expenditure incurred to replace a component of an item of property, plant and equipment that is accounted for separately is capitalised and the carrying amount of the component that is replaced is written off. Other subsequent expenditure is capitalised only when it increases future economic benefits of the related item of property, plant and equipment. All other expenditure is recognised in the consolidated statement of comprehensive income as incurred.

An item of property, plant and equipment is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset is included in the consolidated statement of comprehensive income in the year the asset is derecognised.

The asset's residual values, useful lives and method of depreciation are reviewed and adjusted, if appropriate, at each reporting period.

#### *Major maintenance, inspection and repairs*

Expenditure on major maintenance refits, inspections or repairs comprises the cost of replacement assets or parts of assets, inspection costs and overhaul costs. (including the major inspection programs performed by the Group on the marine vessels). Where an asset or part of an asset, that was separately depreciated and is now written off, is replaced and it is probable that future economic benefits associated with the item will flow to the Group, the expenditure is capitalized. Where part of the asset replaced was not separately considered as a component and therefore not depreciated separately, the replacement value is used to estimate the carrying amount of the replaced asset(s) which is immediately written off. Inspection costs associated with major maintenance programmes are capitalized and amortized over the period to the next inspection. All other day-to-day repairs and maintenance costs are expensed as incurred.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### At 31 December 2014

Depreciation methods, useful lives and residual values are reviewed at each reporting date and adjusted if appropriate.

#### Leases

The determination of whether an arrangement is, or contains, a lease is based on the substance of the arrangement at the inception date. The arrangement is assessed for whether fulfillment of the arrangement is dependent on the use of a specific asset or assets or the arrangement conveys a right to use the asset or assets, even if that right is not explicitly specified in an arrangement.

##### *Group as a lessee*

Operating lease payments are recognized as an operating expense in the consolidated statement of income on a straight-line basis over the lease term.

##### *Group as a lessor*

Leases in which the Group does not transfer substantially all the risks and benefits of ownership of an asset are classified as operating leases. Initial direct costs incurred in negotiating an operating lease are added to the carrying amount of the leased asset and recognized over the lease term on the same basis as rental income. Contingent rents are recognized as revenue in the period in which they are earned.

#### Inventories

Inventories are stated at the lower of cost and net realisable value less provision for slow moving inventory, inventories. Inventories are stated at weighted average cost with appropriate adjustments for provisions against surplus inventory, deterioration, obsolescence or other loss in value. Inventories comprises aviation fuel, diesel and petrol and spare parts as at the reporting date.

Net realizable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion and selling expenses.

#### Financial instruments - initial recognition and subsequent measurement

##### Financial assets

##### Initial recognition and measurement

Financial assets are classified, at initial recognition, as financial assets at fair value through profit or loss, loans and receivables, held-to-maturity investments, AFS financial assets, or as derivatives designated as hedging instruments in an effective hedge, as appropriate. All financial assets are recognised initially at fair value plus, in the case of financial assets not recorded at fair value through profit or loss, transaction costs that are attributable to the acquisition of the financial asset.

Purchases or sales of financial assets that require delivery of assets within a time frame established by regulation or convention in the market place (regular way trades) are recognized on the trade date.

The Group's financial assets include cash and short-term deposits, trade and other receivables and quoted financial instruments.

##### Subsequent measurement

For purposes of subsequent measurement financial assets are classified in four categories:

- Loans and receivables
- AFS financial assets

##### Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are included in current assets, except for maturities of greater than 12 months after the end of the reporting period. These are classified as non-current assets. The Group's loans and receivables comprise "trade and other receivables" and "cash and cash equivalents" in the statement of financial position.





## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### At 31 December 2014

#### Available-for-sale financial assets

AFS financial assets include equity investments. Equity investments classified as AFS are those that are neither classified as held for trading nor designated at fair value through profit or loss.

After initial measurement, AFS financial assets are subsequently measured at fair value with unrealised gains or losses recognised in OCI and credited in the AFS reserve until the investment is derecognised, at which time the cumulative gain or loss is recognised in other operating income, or the investment is determined to be impaired, when the cumulative loss is reclassified from the AFS reserve to the statement of profit or loss in finance costs. Interest earned whilst holding AFS financial assets is reported as interest income using the EIR method.

The Group evaluates whether the ability and intention to sell its AFS financial assets in the near term is still appropriate. When, in rare circumstances, the Group is unable to trade these financial assets due to inactive markets, the Group may elect to reclassify these financial assets if the management has the ability and intention to hold the assets for foreseeable future or until maturity.

For a financial asset reclassified from the AFS category, the fair value carrying amount at the date of reclassification becomes its new amortised cost and any previous gain or loss on the asset that has been recognised in equity is amortised to profit or loss over the remaining life of the investment using the EIR. Any difference between the new amortised cost and the maturity amount is also amortised over the remaining life of the asset using the EIR. If the asset is subsequently determined to be impaired, then the amount recorded in equity is reclassified to the consolidated statement of income.

The Group evaluates whether the ability and intention to sell its AFS financial assets in the near term is still appropriate. When, in rare circumstances, the Group is unable to trade these financial assets due to inactive markets, the Group may elect to reclassify these financial assets if the management has the ability and intention to hold the assets for foreseeable future or until maturity.

For a financial asset reclassified from the AFS category, the fair value carrying amount at the date of reclassification becomes its new amortised cost and any previous gain or loss on the asset that has been recognised in equity is amortised to profit or loss over the remaining life of the investment using the EIR. Any difference between the new amortised cost and the maturity amount is also amortised over the remaining life of the asset using the EIR. If the asset is subsequently determined to be impaired, then the amount recorded in equity is reclassified to the statement of profit or loss.

#### Derecognition

A financial asset (or, where applicable, a part of a financial asset or part of a group of similar financial assets) is primarily derecognised (i.e., removed from the Group's consolidated statement of financial position) when:

The rights to receive cash flows from the asset have expired.

Or

The Group has transferred its rights to receive cash flows from the asset or has assumed an obligation to pay the received cash flows in full without material delay to a third party under a 'pass-through' arrangement; and either (a) the Group has transferred substantially all the risks and rewards of the asset, or (b) the Group has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

When the Group has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, it evaluates if and to what extent it has retained the risks and rewards of ownership. When it has neither transferred nor retained substantially all of the risks and rewards of the asset, nor transferred control of the asset, the Group continues to recognise the transferred asset to the extent of the Group's continuing involvement. In that case, the Group also recognises an associated liability. The transferred asset and the associated liability are measured on a basis that reflects the rights and obligations that the Group has retained.

Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Group could be required to repay.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### At 31 December 2014

#### Impairment of financial assets

Further disclosures relating to impairment of financial assets are also provided in the following notes (if any):

Disclosures for significant assumptions	Note 25
Financial assets	Note 25
Trade receivables	Note 25

The Group assesses, at each reporting date, whether there is objective evidence that a financial asset or a group of financial assets is impaired. An impairment exists if one or more events that has occurred since the initial recognition of the asset (an incurred 'loss event'), has an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated. Evidence of impairment may include indications that the debtors or a group of debtors is experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganisation and observable data indicating that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.

#### Financial assets carried at amortised cost

For financial assets carried at amortised cost, the Group first assesses whether impairment exists individually for financial assets that are individually significant, or collectively for financial assets that are not individually significant. If the Group determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is, or continues to be, recognised are not included in a collective assessment of impairment.

The amount of any impairment loss identified is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future expected credit losses that have not yet been incurred). The present value of the estimated future cash flows is discounted at the financial asset's original effective interest rate.

The carrying amount of the asset is reduced through the use of an allowance account and the loss is recognised in the consolidated statement of income. Interest income (recorded as finance income in the consolidated statement of income) continues to be accrued on the reduced carrying amount and is accrued using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss.

#### AFS financial assets

For AFS financial assets, the Group assesses at each reporting date whether there is objective evidence that an investment or a group of investments is impaired.

In the case of equity investments classified as AFS, objective evidence would include a significant or prolonged decline in the fair value of the investment below its cost. 'Significant' is evaluated against the original cost of the investment and 'prolonged' against the period in which the fair value has been below its original cost. When there is evidence of impairment, the cumulative loss – measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that investment previously recognised in the consolidated statement of income – is removed from OCI and recognised in the consolidated statement of income. Impairment losses on equity investments are not reversed through profit or loss; increases in their fair value after impairment are recognised in OCI.

The determination of what is 'significant' or 'prolonged' requires judgement. In making this judgement, the Group evaluates, among other factors, the duration or extent to which the fair value of an investment is less than its cost.

#### Financial liabilities

##### *Initial recognition*

Financial liabilities within the scope of IAS 39 are classified as financial liabilities at fair value through profit or loss, loans and borrowings, or as derivatives designated as hedging instruments in an effective hedge, as appropriate. The Group determines the classification of its financial liabilities at initial recognition.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

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Financial liabilities are recognised initially at fair value and in the case of loans and borrowings, directly attributable transaction costs.

The Group's financial liabilities include trade accounts payables, amounts due to related parties and interest bearing loans and borrowings.

### **Financial guarantee contracts**

Financial guarantee contracts issued by the Group are those contracts that require a payment to be made to reimburse the holder for a loss it incurs because the specified debtor fails to make a payment when due in accordance with the terms of a debt instrument. Financial guarantee contracts are recognized initially as a liability at fair value, adjusted for transaction costs that are directly attributable to the issuance of the guarantee. Subsequently, the liability is measured at the higher of the best estimate of the expenditure required to settle the present obligation at the reporting date and the amount recognized less cumulative amortization.

### **Offsetting of financial instruments**

Financial assets and financial liabilities are offset and the net amount is reported in the consolidated statement of financial position if there is a currently enforceable legal right to offset the recognized amounts and there is an intention to settle on a net basis, to realize the assets and settle the liabilities simultaneously.

### **Impairment of non-financial assets (excluding goodwill)**

The Group assesses at each reporting date whether there is an indication that an asset (or CGU) may be impaired. If any indication exists, or when annual impairment testing for an asset is required, the Group estimates the asset's or CGU's recoverable amount. The recoverable amount is the higher of an asset's or CGU's fair value less costs to sell (FVLCS) and value in use (VIU). The recoverable amount is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets, in which case, the asset is tested as part of a larger CGU to it belongs. Where the carrying amount of an asset or CGU exceeds its recoverable amount, the asset/CGU is considered impaired and is written down to its recoverable amount.

In calculating VIU, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset/CGU. In determining FVLCS, recent market transactions are taken into account. If no such transactions can be identified, an appropriate valuation model is used. These calculations are corroborated by valuation multiples, quoted share prices for publicly traded companies or other available fair value indicators.

VIU does not reflect future cash flows associated with improving or enhancing an asset's performance, whereas anticipated enhancements to assets are included in FVLCS calculations.

Impairment losses of continuing operations, including impairment of inventories, are recognized in profit or loss in those expense categories consistent with the function of the impaired asset, except for property previously revalued when the revaluation was taken to other comprehensive income. In this case, the impairment is also recognized in other comprehensive income up to the amount of any previous revaluation.

For assets/CGUs excluding goodwill, an assessment is made at each reporting date to determine whether there is an indication that previously recognized impairment losses no longer exist or have decreased. If such indication exists, the Group estimates the asset's or CGU's recoverable amount. A previously recognized impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognized. The reversal is limited so that the carrying amount of the asset does not exceed its recoverable amount, nor exceed the carrying amount that would have been determined, net of depreciation, had no impairment loss been recognized for the asset in prior years. Such reversal is recognized in the consolidated statement of income unless the asset is carried at a revalued amount, in which case, the reversal is treated as a revaluation increase.

### **Goodwill**

Goodwill is tested for impairment annually as at 31 December and when circumstances indicate that the carrying value may be impaired.



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### At 31 December 2014

Impairment is determined for goodwill by assessing the recoverable amount of each CGU (or group of CGUs) to which the goodwill relates. When the recoverable amount of the CGU is less than its carrying amount, an impairment loss is recognized. Impairment losses relating to goodwill cannot be reversed in future periods.

#### Provisions

Provisions are recognized when the Group has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. When the Group expects some or all of a provision to be reimbursed, for example, under an insurance contract, the reimbursement is recognized as a separate asset, but only when the reimbursement is virtually certain. The expense relating to a provision is presented in the consolidated statement of income net of any reimbursement.

#### Employees' benefits

End of service benefits are accrued in accordance with the terms of employment of the Group's employees at the consolidated statement of financial position date, having regard to the requirements of the Qatar Labor Law No. 14 of 2004 as amended. Employee entitlements to annual leave and leave passage are recognized when they accrue to employees and an accrual is made for the estimated liability arising as a result of services rendered by employees up to the consolidated statement of financial position date. These accruals are included in current liabilities, while that relating to end of service benefits is disclosed as a non-current liability.

Contributions to the General Retirement and Social Insurance Authority for Qatari employees in accordance with the Qatari Social Insurance Law 2009 are recognized as an expense in the consolidated statement of income as incurred.

#### Trade and other payable

Payables and accruals are recognised for amounts to be paid in the future for goods or services received, whether billed by the supplier or not.

#### Trade receivables

Trade receivables are amounts due from customers in the ordinary course of business. If collection is expected in one year or less, they are classified as current assets. If not, they are presented as non-current assets.

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less provision for impairment, (if any).

#### Cash and cash equivalents

Cash and cash equivalents in the consolidated statement of cash flows comprise cash, bank balances and short-term deposits with an original maturity of ninety days or less.

#### Foreign currencies

The Group's consolidated financial statements are presented in euros, which is also the parent company's functional currency. For each entity the Group determines the functional currency and items included in the financial statements of each entity are measured using that functional currency. The Group uses the direct method of consolidation and on disposal of a foreign operation, the gain or loss that is reclassified to profit or loss reflects the amount that arises from using this method.

#### Earnings per share

Basic earnings per share amounts are calculated by dividing the net profit for the year attributable to ordinary equity holders of the parent by the weighted average number of ordinary shares outstanding during the year. Diluted earnings per share amounts are calculated by dividing the net profit attributable to ordinary equity holders of the parent (after adjusting for interest on the convertible preference shares) by the weighted average number of ordinary shares outstanding during the year plus the weighted average number of ordinary shares that would be issued on conversion of all the dilutive potential ordinary shares into ordinary shares.

#### Segment reporting

A segment is a distinguishable component of the Group that is engaged either in providing related products or services (business segment), or in providing products or services within a particular economic environment (geographical segment), which is subject to risks and returns that are different from those of other segments.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2014

Segment information is presented in respect of the Group's business and geographical segments in Note 23. The Group's primary format for segment reporting is based on business segments. The business segments are determined based on the Group's management and internal reporting structure.

### 5 SIGNIFICANT ACCOUNTING JUDGEMENTS, ESTIMATES AND ASSUMPTIONS

The preparation of the Group's consolidated financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and the accompanying disclosures, and the disclosure of contingent liabilities. Uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of assets or liabilities affected in future periods.

Other disclosures relating to the Company's exposure to risks and uncertainties includes:

- Capital management Note 25
- Financial risk management and policies Note 25
- Sensitivity analyses disclosures Note 25

#### Judgements

In the process of applying the Group's accounting policies, management has made the following judgements, which have the most significant effect on the amounts recognised in the consolidated financial statements:

#### Operating lease commitments

##### *Group as lessor:*

The Group has entered into different operating lease agreements under various lines of business as indicated below

- a. Commercial spaces at the Petrol stations,
- b. Diesel tanks for the local, joint ventures and international customers.
- c. Marine trade agreements signed with new customers of international maritime companies such as Kim Oil, Valencia, Aspire Marine, to transport petroleum products to and from the ports of India, neighboring countries, and Southeastern Asia via the two ships (Sidra Ras Laffan and Sidra Mesaieed).

The Group has determined, based on an evaluation of the terms and conditions of the arrangements, such as the lease term not constituting a substantial portion of the economic life of the property, that it retains all the significant risks and rewards of ownership of these properties and accounts for the contracts as operating leases.

##### *Contingencies*

By their nature, contingencies will only be resolved when one or more uncertain future events occur or fail to occur. The assessment of the existence, and potential quantum, of contingencies inherently involves the exercise of significant judgement and the use of estimates regarding the outcome of future events.

##### *Classification of investment securities*

On acquisition of an investment security, the Group decides whether it should be classified as "investments at fair value through profit or loss" or "available-for-sale". The Group follows the guidance of IAS 39 on classifying its investments. The Group classifies investments as "at fair value through profit or loss" if they are acquired primarily for the purpose of short term profit making and cash generation. All other investments are classified as "available-for-sale". The Group accounts for investments in equity securities as investment in associate only when significant influence over the investee's operations can be proved to exercise, else and regardless of the ownership share, the investment is classified as available-for-sale.

#### Estimates and assumptions

The key assumptions concerning the future and other key sources of estimation uncertainty at the reporting date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are described below. The Group based its assumptions and estimates on parameters available when the consolidated financial statements were prepared. Existing circumstances and assumptions about future developments, however, may change due to market changes or circumstances arising beyond the control of the Group. Such changes are reflected in the assumptions when they occur.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### At 31 December 2014

#### *Impairment of receivables*

An estimate of the collectible amount of trade receivable and advances is made when collection of the full amount is no longer probable. For individually significant amounts, this estimation is performed on an individual basis. As trade receivables are either guaranteed by bank guarantees covering the outstanding balances, or are due from Governmental entities, the risk for impairment of receivables is considered to be low, however the Group applies a conservative policy regarding providing for any amounts assessed as doubtful in full balance.

Amounts which are not individually significant, but which are past due, are assessed collectively and a provision applied according to the length of time past due, based on historical recovery rates.

#### *Impairment of available-for-sale financial assets*

The Group treats available-for-sale financial assets as impaired when there has been a significant or prolonged decline in fair value below its cost or where other objective evidence of impairment exists. The determination of what is "significant" or "prolonged" requires considerable judgment. In addition, the Group evaluates other factors, including normal volatility in share price for quoted equities and the future cash flows and the discount factors for unquoted equities.

#### *Impairment of non-financial assets*

Impairment exists when the carrying value of an asset or cash generating unit exceeds its recoverable amount, which is the higher of its fair value less costs of disposal and its value in use. The fair value less costs of disposal calculation is based on available data from binding sales transactions, conducted at arm's length, for similar assets or observable market prices less incremental costs for disposing of the asset. The value in use calculation is based on a DCF model. The cash flows are derived from the budget for the useful life of the assets. The recoverable amount is sensitive to the discount rate used for the DCF model as well as the expected future cash-inflows and the growth rate used for extrapolation purposes. The key assumptions used to determine the recoverable amount for the different CGUs include discount rates, operating cash flow, price inflation, expected utilisation and residual values of the assets.

#### *Useful lives of property, plant and equipment*

The Group's management determines the estimated useful lives of its property, plant and equipment for calculating depreciation. This estimate is determined after considering the expected usage of the asset, physical wear and tear, technical or commercial obsolescence.

#### *Fair value measurement of financial instruments*

When the fair value of financial assets and financial liabilities recorded in the consolidated statement of financial position cannot be derived from active markets, their fair value is determined using valuation techniques including the discounted cash flow model. The inputs to these models are taken from observable markets where possible, but where this is not feasible, a degree of judgement is required in establishing fair values. The judgements include considerations of inputs such as liquidity risk, credit risk and volatility. Changes in assumptions about these factors could affect the reported fair value of financial instruments. Information's are disclosed in Note 25.

#### *Going concern*

The Group's management has made an assessment of the Group's ability to continue as a going concern and is satisfied that the Group has the resources to continue in business for the foreseeable future. Furthermore, the management is not aware of any material uncertainties that may cast significant doubt upon the Group's ability to continue as a going concern. Therefore, the financial statements continue to be prepared on a going concern basis.





## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### At 31 December 2014

#### 6 - PROPERTY, PLANT AND EQUIPMENT

	Land QR	Buildings and infrastructure QR	Plant and equipment QR	Vehicles, office, equipment and furniture QR	Vessels QR	Projects in progress QR	Total QR
<b>Cost:</b>							
At 1 January 2014	85,602,537	474,950,301	466,542,974	483,346,709	255,762,439	455,197,265	2,221,402,225
Additions	-	19,271,416	44,204,516	35,371,256	22,108,264	103,449,670	224,405,122
Transferred from projects in progress	-	15,901,474	-	-	-	(15,901,474)	-
Write off	-	-	-	(205,000)	-	-	(205,000)
<b>At 31 December 2014</b>	<b>85,602,537</b>	<b>510,123,191</b>	<b>510,747,490</b>	<b>518,512,965</b>	<b>277,870,703</b>	<b>542,745,461</b>	<b>2,445,602,347</b>
<b>Accumulated depreciation:</b>							
At 1 January 2014	-	111,788,645	224,405,376	270,710,561	79,297,690	-	686,202,272
Depreciation charges for the year	-	26,977,391	61,098,440	60,747,132	12,972,357	-	161,795,320
Related to write off	-	-	-	(205,000)	-	-	(205,000)
<b>At 31 December 2014</b>	<b>-</b>	<b>138,766,036</b>	<b>285,503,816</b>	<b>331,252,693</b>	<b>92,270,047</b>	<b>-</b>	<b>847,792,592</b>
<b>Net carrying amount</b>							
<b>At 31 December 2014</b>	<b>85,602,537</b>	<b>371,357,155</b>	<b>225,243,674</b>	<b>187,260,272</b>	<b>185,600,656</b>	<b>542,745,461</b>	<b>1,597,809,755</b>

	Land QR	Buildings and infrastructure QR	Plant and equipment QR	Vehicles, office, equipment and furniture QR	Vessels QR	Projects in progress QR	Total QR
<b>Cost:</b>							
At 1 January 2013	85,602,537	366,515,485	462,272,700	412,944,220	260,765,595	445,370,029	2,033,470,566
Additions	-	42,282,990	20,980,947	73,141,855	-	75,979,062	212,384,854
Transferred from projects in progress	-	66,151,826	-	-	-	(66,151,826)	-
Disposals	-	-	(167,780)	(2,739,366)	(5,003,156)	-	(7,910,302)
Write off	-	-	(16,542,893)	-	-	-	(16,542,893)
<b>At 31 December 2013</b>	<b>85,602,537</b>	<b>474,950,301</b>	<b>466,542,974</b>	<b>483,346,709</b>	<b>255,762,439</b>	<b>455,197,265</b>	<b>2,221,402,225</b>
<b>Accumulated depreciation:</b>							
At 1 January 2013	-	77,575,579	203,146,723	217,228,116	68,509,561	-	566,459,979
Depreciation charges for the year	-	34,213,066	37,859,270	56,110,095	13,017,436	-	141,199,867
Related to disposals	-	-	(57,724)	(2,627,650)	(2,229,307)	-	(4,914,681)
Related to write off	-	-	(16,542,893)	-	-	-	(16,542,893)
<b>At 31 December 2013</b>	<b>-</b>	<b>111,788,645</b>	<b>224,405,376</b>	<b>270,710,561</b>	<b>79,297,690</b>	<b>-</b>	<b>686,202,272</b>
<b>Net carrying amount</b>							
<b>At 31 December 2013</b>	<b>85,602,537</b>	<b>363,161,656</b>	<b>242,137,598</b>	<b>212,636,148</b>	<b>176,464,749</b>	<b>455,197,265</b>	<b>1,535,199,953</b>

#### Notes:

- (i) The Group has received Government grants in the form of transferring non-monetary assets (six plots of land located in the State of Qatar), during the years 2005 and 2006 for no consideration, for the purpose of constructing and operating petrol stations on these plots; for which the title deeds have been transferred from the Ministry of Municipality and Urban Planning to the Group, however the Group elected to account for these plots of lands for which the title deeds have been transferred to the Group at nominal value of QR 1.

During 2013, the Group received additional twenty plots of lands located in the State of Qatar from the Ministry of Municipality and Urban Planning, for the same purpose referred above for which title deeds have not been transferred yet from the Ministry of Municipality and Urban Planning.

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- (ii) Also during 2013, the Group has entered into an agreement with a related party, Qatar Petroleum, to sell the Heavy Fuel Oil Bunkering Facility at Ras Laffan Industrial City for a consideration of QR 288,231,032, reflecting all the direct costs incurred by Woqod for the engineering, procurement and installation of the Heavy Fuel Oil Bunkering Facility (including all equipment, piping, fittings, instruments, and spare parts purchased by Woqod for the completion of the facility and not installed but excluding the marine vessels and the fuel stock which would remain Woqod's property) free from any encumbrances.
- (iii) The Group has six vessels where they operate mainly in bunkering for Heavy Fuel Oil (HFO), Medium Gas Oil (MGO) and Diesel Light Gas Oil (LGO). In addition to the bunkering activities these vessels also operate for leasing under chartering agreements with major customers like Valencia and Kim Oil to transfer the oil between ports. During 2013, the Group disposed MT. Sidra Qatar with a net book value of QR 2,773,849 against an amount of QR 979,870 as proceeds, as a result the Group incurred a loss which is recognized in the consolidated statement of income of QR 1,793,985.
- (iv) During the year, the Group bought a vessel amounting QR 22,108,264 from Feng Xiang Shipping International Co. Ltd. on 1 November 2014 under the name of Sidra Al Wakra Shipping Company, Co-operating with Qatar Fuel "WOQOD" Company, which incorporated in Republic of Liberia.

All the vessels are co-owned by Qatar Fuel "WOQOD" Company and other companies as detailed below:

<b>Vessel Name</b>	<b>Registered Ownership</b>	<b>Country of incorporation</b>
Sidra Messaied	Sidra Messaied Company, Co-operating with Qatar Fuel "WOQOD" Company	Republic of Liberia
MT. Sidra Doha	Sidra Doha Shipping Company, Co-operating with Qatar Fuel "WOQOD" Company	Republic of Liberia
MT. Sidra Al Wajbah	Sidra Al Wajbah Shipping Company, Co-operating with Qatar Fuel "WOQOD" Company	Republic of Liberia
Sidra Al Khaleej	Sidra Al Khaleej Shipping Company, Co-operating with Qatar Fuel "WOQOD" Company	Republic of Liberia
MT. Sidra Ras Laffan	Sidra Ras Laffan Shipping Company, Co-operating with Qatar Fuel "WOQOD" Company	Republic of Liberia
Sidra Al Wakra	Sidra Al Wakra Shipping Company, Co-operating with Qatar Fuel "WOQOD" Company	Republic of Liberia

- (v) Depreciation allocated to cost of sales amounts to QR 8,858,025 (2013: QR 3,810,773) and general and administrative expenses in amounts to QR 152,937,295 (2013: QR 137,389,095).

### 7 AVAILABLE-FOR-SALE FINANCIAL ASSETS

Available-for-sale financial assets represent investments in shares of listed entities on the Qatar Exchange. At the reporting date, the details of the closing balances were as follows:

	<b>2014</b>	2013
	<b>QR</b>	QR
Qatar Electricity and Water Company Q.S.C.	<b>304,039,688</b>	195,837,542
Qatar Gas Transport Company Q.S.C.	<b>260,378,964</b>	226,800,000
Industries Qatar Q.S.C.	<b>234,953,208</b>	236,211,886
Commercial Bank of Qatar Q.S.C.	<b>124,749,735</b>	25,995,211
Barwa Real Estate Company Q.S.C.	<b>99,786,089</b>	-
Qatar National Bank S.A.Q.	<b>93,275,020</b>	75,783,200
Ooredoo Q.S.C.	<b>87,176,988</b>	97,241,324
Al Khalij Takful Group Q.S.C.	<b>81,965,073</b>	-
Doha Bank Q.S.C.	<b>76,414,413</b>	78,993,230

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### At 31 December 2014

Vodafone Qatar Company Q.S.C.	17,888,111	47,905,091
Zad Holding Company Q.S.C.	9,461,340	-
Mesaieed Petrochemical Holding Company Q.S.C.	8,850,000	-
Qatar International Islamic Bank Q.S.C.	<u>7,300,997</u>	<u>5,599,152</u>
	<u><b>1,406,239,626</b></u>	<u><b>990,366,636</b></u>

The movement in available-for-sale financial assets balance during the year is as follows:

	<b>2014</b>	2013
	<b>QR</b>	QR
At 1 January	<b>990,366,636</b>	506,739,261
Acquired during the year	<b>542,709,021</b>	291,425,207
Disposed during the year	<b>(178,583,606)</b>	-
Net movement in fair value reserve	<u><b>51,747,575</b></u>	<u>192,202,168</u>
At 31 December	<u><b>1,406,239,626</b></u>	<u><b>990,366,636</b></u>

The following table provides the fair value measurement hierarchy of the Group's assets.

Fair value measurement hierarchy for assets as at 31 December:

<b>Assets measured at fair value:</b>	<b>Date of valuation</b>	<b>Fair value measurement using</b>			
		<b>Total QR</b>	<b>Quoted prices in active markets (Level 1) QR</b>	<b>Significant observable inputs (Level 2) QR</b>	<b>Significant unobservable inputs (Level 3) QR</b>
AFS financial assets:					
Quoted equity shares	31 December 2014	<b>1,406,239,626</b>	<b>1,406,239,626</b>	-	-
	31 December 2013	990,366,636	990,366,636	-	-

There have been no transfers between Level 1 and Level 2 during the year and during 2013.

All available-for-sale financial assets are classified as non-current assets in the statement of financial position.

#### 8 GOODWILL

	<b>2014</b>	2013
	<b>QR</b>	QR
Relating to Qatar Jet Fuel Company W.L.L. (Q-Jet)	<b>57,700,022</b>	57,700,022
Relating to Woqod Vehicles Inspection Company S.O.C. (FAHES)	<u><b>75,235,110</b></u>	<u>75,235,110</u>
	<u><b>132,935,132</b></u>	<u><b>132,935,132</b></u>

As on 31 December 2014, the Group conducted an internal evaluation to assess and identify the instance of any indication of impairment on goodwill. The evaluation mainly relied on financial data of the subsidiaries and took into account the business environment in which the subsidiaries operate. Based on this exercise management concluded that there were no indication of impairment that warrant a full impairment review as of 31 December 2014. The Group had previously undertaken an impairment review of the goodwill as on 31 December 2012. Based on this review, the recoverable amounts of the subsidiaries, Qatar Jet Fuel Company and FAHES, which are the cash-generating units to which the goodwill was allocated have been determined based on value in use calculation using cash flow projections. The associated assumptions are summarized as follow:



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### At 31 December 2014

- The valuation date is 31 December 2012.
- Continuity of local market circumstances and the expected normal rate of growth.
- Reliance on estimated revenues, expenses and cash flows for the years 2014-2017 provided by management.
- Management relied on the CAPM to define the cost of equity. Historical risk free rate accounted for 5.5% up to 7%, as per the seventh issue of the Government bond that matured in 2010. On the other hand, Management foresee more lenient measures to be addressed in the interest market of Qatar and predict the expected risk free rate (RF) to be around 5.5%.
- The market risk of Qatar is 8% which indicate that market risk (RM) can account for up to 13.5%.
- The pricing technique used for evaluating the business of Q-Jet is the earning cash flow approach and that of FAHES is the constant growth model.
- A key assumption for the value in use calculations was the discount rate represented in the Group's weighted average cost of capital (WACC) used in the calculation of the present value of the free cash flow from operation is 9% for Q-Jet and 11% for FAHES.
- The value of Equity using the above mentioned approaches amounted to QR 754 million for Q-Jet and QR 214 million for Fahes.
- The major sources of information are the audited financial statements for the year ended 31 December 2010, 31 December 2012 and the unaudited financial statements for the year ended 31 December 2013.

#### Projections for Q-Jet for the year 2014 have been derived from the following assumptions

- The annual growth rate for Q-Jet is 10.5% for each and every year of projection, as the price is derived through the summation of three factors mentioned hereinafter
  - a) Assumed Mean Oil Platts Arab Gulf (MOPAG) (in USD cents per gallon). This is assumed to increase at an annual growth rate of 5% every year.
  - b) Premium charged by QP (in US cents per gallon). This assumed to remain stable at 15.46 cent/gallon.
  - c) Gross Margin (in US cents per gallon). This assumed to remain stable at 15 cents/gallon.
- Other income include interest income which is calculated as 2% of the expected average bank balances per annum and miscellaneous income which is assumed to be QR 75,000 per annum.
- Cash expenses include manpower and related costs and other cash expenses each of which are assumed to increase annually by 3%.
- Projection for management fee is based on management fee agreement, by which Qatar Fuel Company Q.S.C. ("the parent") is entitled to receive fee from Q-Jet for the provision of management services at 3% of the yearly net profit before the management fee.
- Employee profit share has been assumed to be QR 850, for the years 2013 and 2014 based on an average of the historical periods/ years.

#### Projections for Fahes for the year 2014 has been derived from the following assumptions:

- Sales revenues are assumed to increase at an annual growth rate of 6% which is based on the historical growth in sales revenue.
- All expenses, including man power costs, and other expenses are expected to increase at an annual growth rate of 8% as per the management expectation for the year 2014.

#### Sensitivity to changes in assumptions

With regard to the assessment of value in use of the cash generating units, the management believes that no reasonably possible change in any of the above key assumptions would cause the carrying value of the unit to materially exceed its recoverable amount.

The management concluded from this review and the use of the above assumptions that there is no impairment to the goodwill as at 31 December 2014.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2014

### 9 INVENTORIES

	2014 QR	2013 QR
Jet fuel oil	135,042,154	201,000,188
Materials and spare parts	108,107,383	48,486,263
Heavy fuel oil	59,936,792	72,631,304
Light gas fuel oil	52,072,410	31,301,345
Retail stores inventory	22,283,724	16,123,446
Refined fuel oil - super grade	17,093,160	12,160,699
Refined fuel oil - premium grade	9,870,139	10,670,428
Other inventory items - net	<u>8,224,890</u>	<u>13,317,463</u>
	<u><b>412,630,652</b></u>	<u><b>405,691,136</b></u>

The movement in the provision for slow moving items is as follows:

	2014 QR	2013 QR
At 1 January	430,266	291,767
Provided for during the year	<u>125,243</u>	<u>138,499</u>
At 31 December	<u><b>555,509</b></u>	<u><b>430,266</b></u>

### 10 TRADE RECEIVABLES

	2014 QR	2013 QR (Restated)
Trade receivables	2,660,276,210	2,372,609,315
Notes receivable	-	8,329,960
Due from related parties (Note 22)	<u>67,716,361</u>	<u>63,287,348</u>
	<u><b>2,727,992,571</b></u>	<u><b>2,444,226,623</b></u>
Allowance for doubtful receivables	<u>(1,062,277)</u>	<u>(811,651)</u>
	<u><b>2,726,930,294</b></u>	<u><b>2,443,414,972</b></u>

The movement in the allowance for doubtful receivables in respect of trade and other receivables during the year was as follows:

	2014 QR	2013 QR
Balance at 1 January	811,651	735,127
Provided during the year	<u>250,626</u>	<u>76,524</u>
<b>Balance at 31 December</b>	<u><b>1,062,277</b></u>	<u><b>811,651</b></u>

The Group believes that the unimpaired amounts that are past due by more than 30 days are still collectible, based on historic payment behaviour and extensive analysis of customer credit risk, including underlying customers' credit ratings, when available. Most of the above receivables are either secured against a bank guarantee or are receivables from government entities.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### At 31 December 2014

The fair value of trade receivables, notes receivables and due from related parties approximates their carrying values.

As at 31 December, the ageing of unimpaired trade accounts receivable is as follows:

	Total QR	Neither past due nor impaired QR	Past due but not impaired				
			< 30 days QR	31 – 60 days QR	61 – 90 days QR	91 – 180 days QR	Beyond 181 days QRt
<b>2014</b>	<b>2,659,213,933</b>	<b>2,105,213,144</b>	<b>234,194,373</b>	<b>2,560,506</b>	<b>55,743,030</b>	<b>76,144,167</b>	<b>185,358,713</b>
2013 (Restated)	2,371,797,664	1,410,412,225	118,462,159	661,127,664	34,647,550	54,087,844	93,060,222

Unimpaired receivables are expected, on the basis of past experience, to be fully recoverable. It is not the practice of the Group to obtain collateral over receivables.

### 11 PREPAYMENTS AND OTHER RECEIVABLES

	2014 QR	2013 QR
Advances for purchase of investments	181,909,927	28,760,465
Grant receivable from Ministry of Finance (Note)	54,600,000	-
Staff advances and loans	51,345,650	41,062,642
Refundable deposits	40,309,134	14,868,718
Advances to suppliers and contractors	6,026,648	10,529,436
Prepaid expenses	3,178,464	3,224,301
Interest receivable	1,908,132	2,373,235
Accrued income	156,125	4,846,829
Other receivables	123,926	387,971
	<u>339,558,006</u>	<u>106,053,597</u>

Note:

The Group has received letter dated 17 February 2014 from the Secretary General of the Supreme Council of Economic Affairs & Investments (SCEAI) implementing new fuel pricing to Qatar Airways, effective on 11.12.2012. In return the government will provide annual subsidy amount of \$ 15 million (QR 54,600,000) for each year of 2014 and 2015.

### 12 CASH AND BANKS BALANCES

	2014 QR	2013 QR
Cash on hand	850,282	710,492
Balances with banks		
Current and call accounts	1,946,602,169	2,309,338,596
Fixed deposits	1,990,250,414	1,621,394,337
	<u>3,937,702,865</u>	<u>3,931,443,425</u>

During the year the Group has deposits carry an interest rate between 1.00 % and 1.50% per annum (2013: 1.30 % and 1.50% per annum) and all have original maturity of ninety days or less.



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### At 31 December 2014

#### 13 SHARE CAPITAL

	2014 QR	2013 QR
Authorised:		
100,000,000 ordinary shares of QR 10 each	<u>1,000,000,000</u>	<u>1,000,000,000</u>
Issued and paid:		
84,459,375 ordinary shares of QR 10 each (2013: 64,968,750 shares)	<u>844,593,750</u>	<u>649,687,500</u>

All shares are of equal class and voting rights. During the current period, the Parent has issued bonus shares equivalent to 30% (2013: 25%) of the paid up share capital as at 31 December 2013 amounting to QR 194,906,250 equivalent to 19,490,625 shares (2013: QR 129,937,500 equivalent to 12,993,750 shares) which was approved by the Annual General Assembly held on 3 March 2014.

#### 14 LEGAL RESERVE

As required by Qatar Commercial Companies' Law No. 5 of 2002, and the Company's Articles of Association, a minimum of 10% of the net profit for the year should be transferred to legal reserve each year until this reserve equals 50% of the paid up share capital. The reserve is not available for distribution except in the circumstances stipulated in the above mentioned Law.

The legal reserve include legal reserve relating to subsidiary companies of Woqod.

During the year 2014, the Group has transferred QR 35,528,841 to the legal reserve (2013: QR 1,993,083) whereas the legal reserve reached 50% of the issued and paid share capital

#### 15 EMPLOYEES' END OF SERVICE BENEFITS

Movements in the employees' end of service benefits provision are as follows:

	2014 QR	2013 QR
As at 1 January	66,039,998	55,134,716
Provided during the year	20,995,828	15,462,855
Paid during the year	<u>(10,740,973)</u>	<u>(4,557,573)</u>
As at 31 December	<u>76,294,853</u>	<u>66,039,998</u>

#### 16 TRADE AND OTHER PAYABLES

	2014 QR	2013 QR (Restated)
Due to a related party (Note 22)	2,113,173,215	2,641,812,796
Accrued expenses	959,291,413	82,611,421
Suppliers and contractors payable	91,851,787	77,123,285
Dividends payable	79,813,264	64,587,541
Retentions payable	40,591,985	50,287,495
Deposits from others	25,813,213	17,947,382
Other payables	<u>147,623,210</u>	<u>48,082,277</u>
	<u>3,458,158,087</u>	<u>2,982,452,197</u>

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### At 31 December 2014

#### 17 REVENUE

	2014 QR	2013 QR (Restated)
Sales of refined petroleum products	12,732,310,531	11,456,845,799
Sales from petrol stations	1,419,817,939	972,686,395
Transportation and storage revenues	282,216,754	236,034,061
Sales of lubricants and supplies	136,698,774	12,451,350
Revenues from inspection services	<u>50,084,129</u>	<u>51,150,350</u>
	<u><b>14,621,128,127</b></u>	<u><b>12,729,167,955</b></u>

#### 18 OTHER OPERATING INCOME

	2014 QR	2013 QR
Gain from disposal in available-for-sale financial assets	63,368,928	-
Government grant (Note 11)	54,600,000	-
Dividend income	49,493,048	28,299,780
Road tanker rental income	38,585,210	34,958,817
Interest income	36,986,987	34,422,461
Rental income	19,652,996	280,604
Vessels rental income	19,547,569	13,320,976
Miscellaneous income	<u>52,652,241</u>	<u>25,201,504</u>
	<u><b>334,886,979</b></u>	<u><b>136,484,142</b></u>

#### 19 GENERAL AND ADMINISTRATIVE EXPENSES

	2014 QR	2013 QR
Staff cost	430,574,071	394,408,234
Depreciation	152,937,295	137,389,095
Bonus	75,667,182	29,160,267
Board of Directors remuneration	47,318,158	27,294,000
Insurance charges	26,446,691	14,115,700
End of service benefits expense	20,995,828	15,002,700
Advertising and subscriptions	19,540,362	14,257,921
Utilities charges	15,624,369	6,406,464
Communication expenses	13,062,042	11,878,073
Vessels expenses	9,400,915	6,915,776
Rent expenses	7,084,120	6,451,451
Fleet operating expenses	5,741,266	8,668,661
Immigration expenses	4,950,907	4,540,012
Travel expenses	1,935,339	3,136,773



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2014

Retirement and pension expenses	1,221,540	4,200,479
Staff training and recruitment	847,097	1,413,680
Customs clearing expenses	606,972	3,794,779
Allowance for doubtful receivables	250,626	76,524
Impairment of trade receivables	-	27,869,275
Others	<u>89,519,894</u>	<u>59,713,524</u>
	<u><b>923,724,674</b></u>	<u>776,693,388</u>

### 20 EARNINGS PER SHARE

Basic EPS amounts are calculated by dividing the profit for the year attributable to ordinary equity holders of the parent by the weighted average number of ordinary shares outstanding during the year.

The following reflects the net income and weighted average numbers of shares used in the basic and diluted EPS computations:

	2014 QR	2013 QR
Net profit for the year attributable to the shareholders of the Parent	<u>1,132,829,907</u>	<u>1,122,939,189</u>
Weighted average number of shares outstanding during the year (Note)	<u>84,459,375</u>	<u>84,459,375</u>
<b>Basic and diluted earnings per share (QR per share)</b>	<u><b>13.41</b></u>	<u>13.30</u>

There were no potentially dilutive shares outstanding at any time during the year. Therefore, the diluted earnings per share are equal to the basic earnings per share.

Note:

During the year 2013, the Group issued bonus shares for the year 2012. During 2014, the Group issued further bonus shares for the year 2013. Accordingly, the previously reported earnings per share as at 31 December 2013 have been restated for the effects of this transaction.

The weighted average number of shares has been calculated as follows:

	2014	2013
Qualifying shares at beginning of the year	64,968,750	51,975,000
Effect of bonus shares issued for 2013	-	12,993,750
Effect of bonus shares issued for 2014	<u>19,490,625</u>	<u>19,490,625</u>
Weighted average number of shares outstanding	<u><b>84,459,375</b></u>	<u>84,459,375</u>

### 21 DIVIDENDS

The shareholders of the Company approved at the Annual General Assembly meeting held on 3 March 2014 a cash dividend of QR 10 per share to shareholders owning more than 100 shares amounting to a total of QR 649,687,500 (2013: the shareholders approved a cash dividend of QR 10 per share amounting to a total of QR 519,750,000) in addition to the 30% bonus shares (2013: 25%) as disclosed in Note 13.

The Board of Directors has proposed cash dividends of QR 9 per share, amounting to a total of QR 760,134,375 for the year ended 31 December 2014. The proposed dividend for the year ended 31 December 2014 will be submitted for approval at the Annual General Assembly meeting.



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2014

### 22 RELATED PARTY TRANSACTIONS

Related parties represent major shareholders, directors and key management personnel of the Group, and companies of which they are principal owners. Pricing policies and terms of these transactions are approved by the Group's Directors.

Balances with related parties included in the statement of financial position are as follows:

	<u>Due from a related party</u>		<u>Due to related parties</u>	
	<b>2014</b> <b>QR</b>	2013 <b>QR</b>	<b>2014</b> <b>QR</b>	2013 <b>QR</b>
Rasgas	<b>36,811,855</b>	<b>34,813,863</b>	-	-
Qatar Liquefied Gas Company Ltd. ("Qatar Gas")	<b>19,444,684</b>	<b>17,438,765</b>	-	-
Amwaj Catering Services	<b>1,271,762</b>	<b>625,717</b>	-	-
Gulf Drilling International ("GDI") Q.S.C.	<b>3,585,473</b>	<b>3,997,401</b>	-	-
Gulf Helicopters Q.S.C.	<b>3,165,429</b>	<b>1,545,701</b>	-	-
Qatar Aluminium ("Qatalum")	<b>847,689</b>	<b>933,753</b>	-	-
Qatar Chemical Company Ltd. ("Q-Chem")	<b>779,018</b>	<b>407,476</b>	-	-
Qatar Steel Company Q.S.C.	<b>563,096</b>	<b>379,471</b>	-	-
Qatar Fertiliser Company ("QAFCO") C.Q.S.C.	<b>207,670</b>	<b>133,352</b>	-	-
Qatar Fuel Additives Company ("QAFAC") C.Q.S.C.	<b>663,238</b>	<b>977,398</b>	-	-
Qatar Petrochemical Company ("QAPCO") Q.S.C.	<b>376,447</b>	<b>460,046</b>	-	-
Oryx GTL	-	<b>235,661</b>	-	-
Al Shaheen Well Services Co.	-	<b>52,929</b>	-	-
Seef Ltd.	-	<b>60,291</b>	-	-
Gasal Q.S.C.	-	<b>34,588</b>	-	-
Qatex Limited	-	<b>1,137,524</b>	-	-
Qatar Holding Co.	-	<b>53,412</b>	-	-
Qatar Petroleum	-	-	<b>2,113,173,215</b>	<b>2,641,812,796</b>
	<b>67,716,361</b>	<b>63,287,348</b>	<b>2,113,173,215</b>	<b>2,641,812,796</b>

The amount due to related party represents the balance of the current account with Qatar Petroleum which consists of normal purchases and service transactions. The outstanding balance is interest free and classified as current liability as its settlement is planned in the near future.

Transactions with related parties

Transactions with related parties included in the consolidated statement of income are as follows:

<i>Name of related party and nature of transactions</i>	<b>2014</b> <b>QR</b>	2013 <b>QR</b>
Qatar Petroleum.– Sales	<b>151,247,233</b>	<b>102,211,273</b>
Qatar Petroleum – Purchases	<b>10,544,383,616</b>	<b>9,936,819,539</b>

Sales transactions to Qatar Petroleum are at arm's length, and purchases from Qatar Petroleum are in accordance with contractual terms approved by the Group's Directors.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2014

### Terms and conditions of transactions with related parties

The sales to related parties are made on terms equivalent to those that prevail in arm's length transactions. Outstanding balances at the year-end are unsecured and interest free and settlement occurs in cash. There have been no guarantees provided or received for any related party receivables or payables. For the year ended 31 December 2014, the Group has not recorded any impairment of receivables relating to amounts owed by related parties (2013: QR Nil). This assessment is undertaken each financial year through examining the financial position of the related party and the market in which the related party operates.

### Compensation of key management personnel

	<b>2014</b>	2013
	<b>QR</b>	QR
Board of Directors remuneration	<b>45,573,616</b>	24,750,000
Other committee allowances	<b>1,744,542</b>	2,350,511
Salaries and other short term benefits	<b>33,041,368</b>	19,447,118
Post-employment benefits	<b>947,704</b>	902,576
	<b>81,307,230</b>	47,450,205

### 23 SEGMENT INFORMATION

The Group mainly operates in the areas of sale and distribution of refined petroleum products, technical inspection of vehicles and marine transportation. Majority of the Group's revenue is generated through sale and distribution of refined petroleum products.

The Group's geographical segment is inside Qatar only. The operation in Kingdom of Saudi Arabia are neither significant nor material to be considered as a separate geographical segment.

An operating segment is a component of the Group that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the Group's other components sales between segments are carried at arm's length. All operating segments' operating results are reviewed regularly by the Group's Managing Director to make decisions about resources to be allocated to the segment and to assess its performance, and for which discrete financial information is available.

Segment results that are reported to the Managing Director include items directly attributable to a segment as well as those that can be allocated on a reasonable basis. Unallocated items comprise mainly corporate assets (primarily the Group's headquarters) and head office expenses.

	Refined petroleum products QR	Technical inspection of vehicles QR	Total 2014 QR
<b>2014</b>			
<b>External revenue</b>	<b>14,571,043,998</b>	<b>50,084,129</b>	<b>14,621,128,127</b>
<b>Inter-segment revenue</b>	<b>6,985,952,225</b>	-	<b>6,985,952,225</b>
<b>Reportable segment profit</b>	<b>1,197,614,856</b>	<b>15,386,551</b>	<b>11,213,001,407</b>
<b>Reportable segment assets</b>	<b>10,385,452,656</b>	<b>168,353,674</b>	<b>10,553,806,330</b>
<i>2013 (Restated)</i>	<i>QR</i>	<i>QR</i>	<i>QR</i>
External revenue	12,678,017,605	51,150,350	12,729,167,955
Inter-segment revenue	6,286,951,293	-	6,286,951,293

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### At 31 December 2014

Reportable segment profit	1,184,068,899	19,930,827	1,203,999,726
Reportable segment assets	9,388,815,423	156,289,428	9,545,104,851

#### 24 COMMITMENTS AND CONTINGENCIES

##### Commitments

##### Operating lease commitments — Group as lessee

The Group has entered into commercial leases on certain plots of land and some residential properties. These leases have an average life of between three and five years with no renewal option included in the contracts. There are no restrictions placed upon the Group by entering into these leases.

Future minimum rentals payable under non-cancellable operating leases as at 31 December are, as follows:

	<b>2014</b>	2013
	<b>QR</b>	QR
Within one year	<b>12,927,220</b>	6,360,347
After one year but not more than five years	<b>19,530,457</b>	18,600,436
More than five years	<b>33,467,154</b>	31,873,480
	<b><u>65,924,831</u></b>	<u>56,834,263</u>

##### Operating lease commitments — Group as lessor

The Group has entered into commercial spaces rental at the Petrol stations, diesel tanks for the local, joint ventures and international customers. These non-cancellable leases have remaining terms less than one year. All leases include a clause to enable upward revision of the rental charge on an annual basis according to prevailing market conditions

	<b>2014</b>	2013
	<b>QR</b>	QR
Within one year	<b>872,116,618</b>	68,470,018

##### Capital commitments

	<b>2014</b>	2013
	<b>QR</b>	QR
Capital commitments (Note)	<b>249,000,000</b>	171,959,688

Note:

During the year 2014, the Group has completed construction of five (2013: five) petrol stations, as the capital commitments by the year end 31 December 2014 represent the construction of additional 13 (2013: five) petrol stations in the amount of QR 249,000,000 (2013: QR 125,000,000) and the new warehouse at the industrial area amounting to QR 12,826,001 (2013: QR 46,959,688).

##### Contingent liabilities

	<b>2014</b>	2013
	<b>QR</b>	QR
Bank guarantees	<b>59,400</b>	59,400
Letters of credit	<b>16,455,014</b>	13,455,700

The Group anticipates that no material liabilities will arise from the above guarantees and letters of credits, which are issued in the ordinary course of business.





## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2014

### 25 FINANCIAL RISK MANAGEMENT

The Group's principal financial liabilities, other than derivatives, comprise trade and other payables, and financial guarantee contracts. The main purpose of these financial liabilities is to finance the Group's operations and to provide guarantees to support its operations. The Group's principal financial assets include trade and other receivables, and cash and short-term deposits that derive directly from its operations. The Group also holds AFS investments and enters into derivative transactions.

The Group is exposed to market risk, credit risk and liquidity risk. The Group's senior management oversees the management of these risks. The Board of Directors reviews and agrees policies for managing each of these risks, which are summarised below.

#### Market risk

Market risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: interest rate risk, currency risk and other price risk, such as equity price risk and commodity risk. Financial instruments affected by market risk include loans and borrowings, deposits, AFS financial assets.

The sensitivity analyses in the following sections relate to the position as at 31 December in 2014 and 2013 and was not disclosed as the Group has no significant exposure to currency risk. At the reporting date the outstanding payable and receivable balances denominated in foreign currencies were minimal.

#### Equity price risk

The Group's listed equity securities are susceptible to market price risk arising from uncertainties about future values of the investment securities. The Group manages the equity price risk through diversification and by placing limits on individual and total equity instruments. Reports on the equity portfolio are submitted to the Group's senior management on a regular basis. The Group's Board of Directors reviews and approves all equity investment decisions.

The effect on equity as a result of changes by 10% in fair values of the investment in equity instruments designated as available-for-sale financial assets on the partners' is assessed as follows:

	<b>10% Increase QR</b>	<b>10% Decrease QR</b>
<b>2014</b>	<b>140,623,963</b>	<b>(140,623,963)</b>
2013	99,036,664	(99,036,664)

#### Interest rate risk

The majority of the Group's financial assets are non-interest bearing, while the entire Group's financial liabilities are non-interest bearing. As a result, the Group is not subject to significant amounts of risk due to fluctuations in the prevailing levels of market interest rates. Any excess cash and cash equivalents are invested in fixed deposits at short-term market interest rates, hence the Group's only interest bearing financial statement element is the fixed deposits with banks.

	<b>Interest bearing QR</b>	<b>Non-interest bearing QR</b>	<b>Total QR</b>
<b>2014</b>			
<b>Assets</b>			
Due from related parties	-	67,716,361	67,716,361
Trade and notes receivables	-	2,660,276,210	2,660,276,210
Bank balances	<u>3,936,852,583</u>	<u>-</u>	<u>3,936,852,583</u>
	<u><b>3,936,852,583</b></u>	<u><b>2,727,992,571</b></u>	<u><b>6,664,845,154</b></u>

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### At 31 December 2014

#### **Liabilities**

Trade and other payables	-	1,316,664,124	1,316,664,124
Due to a related party	-	<u>2,113,173,215</u>	<u>2,113,173,215</u>
	-	<u><b>3,429,837,339</b></u>	<u><b>3,429,837,339</b></u>

	QR	(Restated) QR	(Restated) QR
<b>2013</b>			
<b>Assets</b>			
Due from related parties	-	63,287,348	63,287,348
Trade and notes receivables	-	2,380,939,275	2,380,939,275
Bank balances	<u>3,930,732,933</u>	<u>-</u>	<u>3,930,732,933</u>
	<u>3,930,732,933</u>	<u>2,444,226,623</u>	<u>6,374,959,556</u>
<b>Liabilities</b>			
Trade and other payables	-	340,639,401	340,639,401
Due to a related party	-	<u>2,641,812,796</u>	<u>2,641,812,796</u>
	-	<u>2,982,452,197</u>	<u>2,982,452,197</u>

The Group does not account for any fixed rate financial assets and liabilities at fair value through profit or loss. Therefore a change in interest rates at the reporting date would not affect profit or loss.

#### **Currency risk**

Currency risk is the risk that the value of financial instruments will fluctuate due to changes in foreign exchange rates. The Company's functional currency and significant foreign currency transactions are denominated in currencies pegged with United States Dollar ("USD"). Therefore the management is of the opinion that the Company's exposure to currency risk is minimal.

#### **Credit risk**

Credit risk is the risk that a counterparty will not meet its obligations under a financial instrument or customer contract, leading to a financial loss. The Group is exposed to credit risk from its operating activities (primarily trade receivables) and from its financing activities, including deposits with banks and amount due from related parties.

Credit risk on bank balances is limited as they are placed with local and foreign banks having good credit ratings assigned by international credit rating agencies.

The carrying amounts of financial assets represent the maximum credit exposure. The maximum exposure to credit risk at the reporting date was:

	<i>Carrying amounts</i>	
	<b>2014</b>	2013
	<b>QR</b>	QR (Restated)
Due from related parties	<b>67,716,361</b>	63,287,348
Trade and notes receivables	<b>2,660,276,210</b>	2,380,939,275
Bank balances	<b><u>3,936,852,583</u></b>	<u>3,930,732,933</u>
	<b><u>6,664,845,154</u></b>	<u>6,374,959,556</u>

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2014

### Capital management framework

The Group is in the process of establishing an internal risk management framework for identifying risks to which each of its business units and the Group as a whole is exposed, quantifying their impact on economic capital. The internal framework estimates will indicate how much capital is needed to mitigate the risk of insolvency to a selected remote level of risk applied to a number of tests (both financial and non-financial) on the capital position of the business.

### Regulatory framework

The operations of the Group are subject to regulatory requirements within the State of Qatar.

### Liquidity risk

The Group monitors its risk of a shortage of funds using a liquidity planning tool. Liquidity risk is the risk that the Group will encounter difficulty in meeting the obligations associated with its financial liabilities that are settled by delivering cash or another financial asset. The Group's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Group's reputation.

### Excessive risk concentration

Concentrations arise when a number of counterparties are engaged in similar business activities, or activities in the same geographical region, or have economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economic, political or other conditions. Concentrations indicate the relative sensitivity of the Group's performance to developments affecting a particular industry.

In order to avoid excessive concentrations of risk, the Group's policies and procedures include specific guidelines to focus on the maintenance of a diversified portfolio. Identified concentrations of credit risks are controlled and managed accordingly. Selective hedging is used within the Group to manage risk concentrations at both the relationship and industry levels.

The Group has strong liquidity position, being at the statement of financial position date, the Group's current ratio was 2.14 times (2013: 2.31 times).

The following are the contractual maturities of financial liabilities (all are non-derivative), including interest payments, if any, and excluding the impact of netting agreements:

	<b>Carrying amount QR</b>	<b>Gross undiscounted contractual cash out flows QR</b>	<b>Less than 1 year QR</b>
<b>31 December 2014</b>			
Due to a related party	2,113,173,215	2,113,173,215	2,113,173,215
Trade and other payables	1,344,984,872	1,344,984,872	1,344,984,872
	<u>3,458,158,087</u>	<u>3,458,158,087</u>	<u>3,458,158,087</u>
<b>31 December 2013</b>			
Due to a related party	2,641,812,796	2,641,812,796	2,641,812,796
Trade and other payables	340,639,401	340,639,401	340,639,401
	<u>2,982,452,197</u>	<u>2,982,452,197</u>	<u>2,982,452,197</u>

### Capital risk management

For the purpose of the Group's capital management, capital includes issued capital and all other equity reserves attributable to the equity holders of the parent. The primary objective of the Group's capital management is to maximise the shareholder value.



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

### At 31 December 2014

The Group manages its capital structure and makes adjustments in light of changes in economic conditions and the requirements of the financial covenants. To maintain or adjust the capital structure, the Group may adjust the dividend payment to shareholders, return capital to shareholders or issue new shares. The Group monitors capital using a gearing ratio, which is net debt divided by total capital plus net debt. The Group's policy is to keep the gearing ratio between 30% and 60%. The Group includes within net debt, trade and other payables, less cash and short-term deposits.

The Group's overall strategy remains unchanged from 2013. Management reviews the capital structure on a regular basis. As part of this review, management considers the cost of capital and associated risks.

Capital is monitored on the basis of the gearing ratio. This ratio is calculated as net debt divided by total of net debt and equity. Net debt is calculated as total of accounts payables and accruals less cash and cash equivalents. Total capital is calculated as 'equity' less legal reserve as shown in the statement of financial position.

	<b>2014</b>	<b>2013</b>
	<b>QR</b>	<b>QR</b>
Cash and cash equivalents	<b>3,937,702,865</b>	3,931,443,425
Trade and other payable	<b><u>(3,458,158,087)</u></b>	<u>(2,982,452,197)</u>
<b>Excess of cash and cash equivalents over debts</b>	<b><u>479,544,778</u></b>	<u>948,991,228</u>

The Group does not use gearing in financing, operating and investing activities, as there is excess of cash and cash equivalents than debts as illustrated above.

No changes were made in the objectives, policies or processes for managing capital during the years ended 31 December 2014 and 2013.

#### 26 RESTATEMENT

During the year ended 31 December 2014 the Group received a letter from Qatar Petroleum referring to a resolution of the Supreme Council of Economic Affairs and Investment ("Supreme Council") in relation to the application of the price formula applicable to jet fuel prices charged by Qatar Jet Fuel Company (Q-Jet), (Subsidiary company), to Qatar Airways. Based on the letter, the pricing formula for the calculation of jet fuel should be applied with effect from 2013 onwards.

The effect of applying the pricing formula was:

Decrease in revenue for the year ended 31 December 2013 by QR 128,166,097, decrease in receivable as at 31 December 2013 by QR 156,021,612, a write-off for impairment of receivable for the year ended 31 December 2013 by QR 27,855,515 and decreased in payables by QR 2,387,334. As a result, the profit for the year and retained earnings decreased by QR 153,634,278, and decreased in earnings per share by QR 5.42.

#### 27 COMPARATIVE INFORMATION

Certain comparative information have been reclassified in order to conform to the current year presentation. Such reclassifications were made to improve the quality of the information presented and do not affect previously reported profit or shareholders' equity.



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