Qatar Fuel Company Q.S.C. ("Woqod")

CONSOLIDATED FINANCIAL STATEMENTS

31 DECEMBER 2012

# INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF QATAR FUEL COMPANY Q.S.C

We have audited the accompanying consolidated financial statements of Qatar Fuel Company Q.S.C (the "Company"), and its subsidiaries (together referred to as the "Group"), which comprise the consolidated statement of financial position as at 31 December 2012, the consolidated statements of income, comprehensive income, changes in equity and 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 2012, and of its financial performance and cash flows for the year then ended in accordance with International Financial Reporting Standards.

#### **Other Matters**

We would like to draw attentions to the following matters:

- 1. The consolidated financial statements of the Group for the year ended 31 December 2011, were audited by another auditor who expressed an unmodified opinion on those consolidated statements on 26 February 2012.
- 2. As more fully explained in Note 28 to the consolidated financial statements, management has restated the comparative figures for the year 2011 to reflect the correction of an error.

# INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF QATAR FUEL COMPANY Q.S.C (CONTINUED)

#### 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 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. 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.

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

Date: 24 February 2013

Doha

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 31 December 2012

	Notes	2012 QR	2011 QR
Non-current assets Property, plant and equipment Available-for-sale financial assets Goodwill	6 7 8	1,467,010,587 506,739,261 132,935,132	1,645,464,974 374,000,778 132,935,132
Total non-current assets		2,106,684,980	2,152,400,884
Current assets Inventories Trade receivables Prepayments and other receivables Cash and bank balances	9 10 11 12	249,859,920 1,589,823,729 148,466,649 3,959,662,556	250,216,533 1,706,170,650 100,257,899 2,749,324,581
Total current assets		5,947,812,854	4,805,969,663
Total assets		8,054,497,834	6,958,370,547
Equity and liabilities Equity Share capital Legal reserve General reserve Fair value reserve Retained earnings	13 14	519,750,000 384,774,951 30,078,234 33,325,769 4,534,285,311	415,800,000 382,831,792 30,078,234 49,755,297 3,934,474,269
Equity attributable to equity holders of the parent		5,502,214,265	4,812,939,592
Non-controlling interest		303,820,045	282,533,354
Total equity		5,806,034,310	5,095,472,946
Non-current liabilities Employees' end of service benefits	15	55,134,716	43,985,179
Current liabilities Accounts payable and accruals	17	2,193,328,808	1,818,912,422
Total liabilities		2,248,463,524	1,862,897,601
Total equity and liabilities		8,054,497,834	6,958,370,547

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

H.E Abdulla Bin Hamad Al Attiyah Chairman of the Administrative Control and Transparency Authority and Woqod's Chairman Mr. Mohamed Turki Al-Sobai Vice Chairman and Managing Director Mr. Khalil Hassan Makki Finance Manager

# CONSOLIDATED INCOME STATEMENT

	Notes	2012 QR	2011 QR (Restated)
Revenue Cost of sales	18	11,489,731,948 (9,712,961,926)	10,504,360,089 (8,832,337,668)
Gross profit		1,776,770,022	1,672,022,421
Other operating income General and administrative expenses Reversal of provision for litigation Impairment losses	19 20 16 21	137,541,602 (666,377,113) - (1,517,850)	122,618,772 (601,022,710) 100,000,000 (20,685,353)
Operating profit		1,246,416,661	1,272,933,130
Interest income		45,720,378	45,727,531
Profit for the year		1,292,137,039	1,318,660,661
Attributable to: Equity holders of the parent Non-controlling interest		1,150,260,720 141,876,319 1,292,137,039	1,184,228,585 134,432,076 1,318,660,661
Basic and diluted earnings per share (QR per share)	22	22.13	22.78

# CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	Note	2012 QR	2011 QR (Restated)
Profit for the year		1,292,137,039	1,318,660,661
Other comprehensive (loss) income Net loss on available-for-sale financial assets	7	(17,019,156)	(14,125,994)
Total comprehensive income for the year		1,275,117,883	1,304,534,667
Attributable to: Equity holders of the parent Non-controlling interest		1,133,831,192 141,286,691	1,170,102,591 134,432,076
		1,275,117,883	1,304,534,667

# Qatar Fuel Company Q.S.C. ("Woqod") CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	Equity attributable to equity holders of the parent						Non-	
	Share capital QR	Legal reserve <b>Q</b> R	General reserve QR	Fair value reserve <b>QR</b>	Retained earnings QR	Total QR	controlling interest QR	Total equity <b>QR</b>
Balance at 1 January 2012	415,800,000	382,831,792	30,078,234	49,755,297	3,934,474,269	4,812,939,592	282,533,354	5,095,472,946
Comprehensive income for the year Profit for the year Net change in fair value of available-for-sale	-	-	-	-	1,150,260,720	1,150,260,720	141,876,319	1,292,137,039
financial assets				(16,429,528)		(16,429,528)	(589,628)	(17,019,156)
Total comprehensive (loss) income for the year				(16,429,528)	1,150,260,720	1,133,831,192	141,286,691	1,275,117,883
Issue of bonus shares (Note 13) Cash dividends paid for 2011 (Note 23) Contribution to social and sports fund	103,950,000	-	- - -	- - -	(103,950,000) (415,800,000) (28,756,519)	(415,800,000) (28,756,519)	(120,000,000)	(535,800,000) (28,756,519)
Transfer to legal reserve	103,950,000	1,943,159 1,943,159		<u>-</u>	(1,943,159) (550,449,678)	(444,556,519)	(120,000,000)	(564,556,519)
Balance at 31 December 2012	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

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (continued)

	Equity attributable to equity holders of the parent						Non-	
	Share capital QR	Legal reserve QR	General reserve QR	Fair value reserve QR	Retained earnings QR	Total QR	controlling interest QR	Total equity QR
Balance at 1 January 2011 Correction of an error (note 28)	346,500,000	382,831,792	30,078,234	63,881,291	3,195,651,399 (29,605,715)	4,018,942,716 (29,605,715)	218,101,278	4,237,043,994 (29,605,715)
Balance as restated	346,500,000	382,831,792	30,078,234	63,881,291	3,166,045,684	3,989,337,001	218,101,278	4,207,438,279
Comprehensive income for the year Profit for the year as restated (Note 28) Net change in fair value of available-for-sale	-	-	-	-	1,184,228,585	1,184,228,585	134,432,076	1,318,660,661
financial assets				(14,125,994)		(14,125,994)		(14,125,994)
Total comprehensive (loss) income for the year				(14,125,994)	1,184,228,585	1,170,102,591	134,432,076	1,304,534,667
Issue of bonus shares (Note 13) Cash dividends paid for 2010 (Note 23)	69,300,000	<u>-</u>	-	<u>-</u>	(69,300,000) (346,500,000)	(346,500,000)	(70,000,000)	(416,500,000)
	69,300,000				(415,800,000)	(346,500,000)	(70,000,000)	(416,500,000)
Balance at 31 December 2011	415,800,000	382,831,792	30,078,234	49,755,297	3,934,474,269	4,812,939,592	282,533,354	5,095,472,946

# CONSOLIDATED STATEMENT OF CASH FLOWS

	Notes	2012 QR	2011 QR (Restated)
Cash flows from operating activities  Profit for the year		1,292,137,039	1,318,660,661
Adjustments for: Depreciation	6	124,171,186	111,976,324
Interest income		(45,720,378)	(45,727,531)
Impairment loss of property, plant and equipment	21	1,517,850	16,542,893
Impairment loss of available-for-sale financial assets	21	-	4,142,460
Impairment loss of trade receivables	10	-	561,025
Reversal of provision for litigation	16	-	(100,000,000)
Reversal of provision for impairment of trade receivables	10	-	(41,539,511)
Provision for employees' end of service benefits	15	13,511,225	11,665,636
		1,385,616,922	1,276,281,957
Working capital adjustments:		11-02-0-0	(10 ( ( 0 10)
Trade receivables		117,825,979	(426,756,048)
Prepayments and other receivables		(49,568,548)	(32,656,876)
Inventories		356,613	(52,225,451)
Due from related parties		(1,479,058)	(385,675)
Due to a related party		673,855,518	(79,168,693)
Payable and accruals		(39,964,619)	85,248,916
Cash flows from operating activities		2,086,642,807	770,338,130
End of service benefits paid	15	(2,361,688)	(1,042,068)
Interest received	10	47,080,176	45,727,531
Net cash from operating activities		2,131,361,295	815,023,593
Cash flows from investing activities			
Purchase of property, plant and equipment	6	(235,465,681)	(385,392,773)
Purchase of available-for-sale financial assets	7	(149,757,639)	(167,264,358)
Net cash used in investing activities	,	(385,223,320)	(552,657,131)
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Cash flows from financing activities			
Dividends paid to equity holders of parent	23	(415,800,000)	(346,500,000)
Dividends paid to non-controlling interest by a subsidiary		(120,000,000)	(70,000,000)
Net cash used in financing activities		(535,800,000)	(416,500,000)
Net increase /(decrease) in cash and cash equivalents		1,210,337,975	(154,133,538)
Cash and cash equivalents at 1 January	12	2,749,324,581	2,903,458,119
Cash and cash equivalents at 31 December	12	3,959,662,556	2,749,324,581

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 1 CORPORATE INFORMATION AND PRINCIPAL ACTIVITIES

Qatar Fuel 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 principal activities of the Parent along with its subsidiaries ("the Group") are the sale, marketing and distribution of oil, 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 24 February 2013.

#### 2 BASIS OF PREPARATION AND CONSOLIDATION

#### 2.1 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) 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 financial assets which are measured at fair value.

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

#### 2.2 Basis of consolidation

The consolidated financial statements comprise the financial statements of the Company and its subsidiaries as at 31 December 2012.

Subsidiaries are consolidated from the date of acquisition, being the date on which the Group obtains control, and continue to be consolidated until the date when such control ceases. The financial statements of the subsidiaries are prepared for the same reporting period as the parent company, using consistent accounting policies. All intragroup balances, transactions, unrealized gains and losses resulting from intra-group transactions and dividends are eliminated in full.

Where the ownership of a subsidiary is less than 100% and, therefore, a non-controlling interest (NCI) exists, the NCI is allocated its share of the total comprehensive income of the period, even if that results in a deficit balance.

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

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

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 2 BASIS OF PREPARATION AND CONSOLIDATION (continued)

#### 2.2 Basis of consolidation (continued)

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:

- Derecognizes the assets (including goodwill) and liabilities of the subsidiary
- Derecognizes the carrying amount of any non-controlling interest
- Derecognizes the cumulative translation differences, recorded in equity
- Recognizes the fair value of the consideration received
- Recognizes the fair value of any investment retained
- Recognizes any surplus or deficit in profit or loss
- Reclassifies the parent's share of components previously recognized in other comprehensive income to profit or loss or retained earnings, as appropriate.

#### 3 NEW STANDARDS AND INTERPRETATIONS

# 3.1 NEW AND AMENDED IFRS AND IFRIC INTERPRETATIONS ISSUED UP TO 31 DECEMBER 2012

The accounting policies used in the preparation of the consolidated financial statements are consistent with those used in the preparation of the financial statements for the year ended 31 December 2011, except for the adoption of new and amended standards and interpretations effective as of 1 January 2012 as noted below:

- IAS 24 Related Party Disclosures (amendment) effective 1 January 2012
- IAS 32 Financial Instruments: Presentation (amendment) effective 1 February 2011
- Improvements to IFRSs (May 2011)

The adoption of the standards or interpretations is described below:

#### **IAS 24 Related Party Transactions (Amendment)**

The IASB issued an amendment to IAS 24 that clarifies the definitions of a related party. The new definitions emphasise a symmetrical view of related party relationships and clarifies the circumstances in which persons and key management personnel affect related party relationships of an entity. In addition, the amendment introduces an exemption from the general related party disclosure requirements for transactions with government and entities that are controlled, jointly controlled or significantly influenced by the same government as the reporting entity. The adoption of the amendment did not have any impact on the financial position or performance of the Group.

#### IAS 32 Financial Instruments: Presentation (Amendment)

The IASB issued an amendment that alters the definition of a financial liability in IAS 32 to enable entities to classify rights issues and certain options or warrants as equity instruments. The amendment is applicable if the rights are given pro rata to all of the existing owners of the same class of an entity's non-derivative equity instruments, to acquire a fixed number of the entity's own equity instruments for a fixed amount in any currency. The amendment has had no effect on the financial position or performance of the Group because the Group does not have these type of instruments.

#### **Annual Improvements May 2012**

These improvements will not have an impact on the Group, but include:

#### **IAS 1 Presentation of Financial Statements**

This improvement clarifies the difference between voluntary additional comparative information and the minimum required comparative information. Generally, the minimum required comparative information is the previous period.

#### **IAS 16 Property Plant and Equipment**

This improvement clarifies that major spare parts and servicing equipment that meet the definition of property; plant and equipment are not inventory.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 3 NEW STANDARDS AND INTERPRETATIONS (continued)

# 3.1 NEW AND AMENDED IFRS AND IFRIC INTERPRETATIONS ISSUED UP TO 31 DECEMBER 2012 (continued)

#### **Annual Improvements May 2012 (continued)**

#### **IAS 32 Financial Instruments, Presentation**

This improvement clarifies that income taxes arising from distributions to equity holders are accounted for in accordance with IAS 12 Income Taxes.

#### **IAS 34 Interim Financial Reporting**

The amendment aligns the disclosure requirements for total segment assets with total segment liabilities in interim financial statements. This clarification also ensures that interim disclosures are aligned with annual disclosures

These improvements are effective for annual periods beginning on or after 1 January 2013.

#### 3.2 Standards issued but not yet effective

The standards and interpretations that are issued, but not yet effective, up to the date of issuance of the Group's consolidated financial statements are disclosed below. The Group intends to adopt these standards, if applicable, when they become effective.

#### IAS 1 Presentation of Items of Other Comprehensive Income - Amendments to IAS 1

The amendments to IAS 1 change the grouping of items presented in other comprehensive income (OCI). Items that could be reclassified (or 'recycled') to profit or loss at a future point in time (for example, actuarial gains and losses on defined benefit plans and revaluation of land and buildings) would be presented separately from items that will never be reclassified (for example, net gain on hedge of net investment, exchange differences on translation of foreign operations, net movement on cash flow hedges and net loss or gain on available-for-sale financial assets). The amendment affects presentation only and has no impact on the Group's financial position or performance. The amendment becomes effective for annual periods beginning on or after 1 July 2012, and will therefore be applied in the Group's first annual report after becoming effective.

#### IAS 19 Employee Benefits (Revised)

The IASB has issued numerous amendments to IAS 19. These range from fundamental changes such as removing the corridor mechanism and the concept of expected returns on plan assets to simple clarifications and re-wording. The amendment becomes effective for annual periods beginning on or after 1 January 2013.

#### IAS 28 Investments in Associates and Joint Ventures (as revised in 2011)

As a consequence of the new IFRS 11 Joint Arrangements, and IFRS 12 Disclosure of Interests in Other Entities, IAS 28 Investments in Associates, has been renamed IAS 28 Investments in Associates and Joint Ventures, and describes the application of the equity method to investments in joint ventures in addition to associates. The revised standard becomes effective for annual periods beginning on or after 1 January 2013.

#### IAS 32 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". The amendments also clarify the application of the IAS 32 offsetting criteria to settlement systems (such as central clearing house systems) which apply gross settlement mechanisms that are not simultaneous. These amendments are not expected to impact the Group's financial position or performance and become effective for annual periods beginning on or after 1 January 2014.

#### IFRS 7 Disclosures — Offsetting Financial Assets and Financial Liabilities — Amendments to IFRS 7

These amendments require an entity to disclose information about rights to set-off and related arrangements (e.g., collateral agreements). The disclosures would provide users with information that is useful in evaluating the effect of netting arrangements on an entity's financial position. The new disclosures are required for all recognized financial instruments that are set off in accordance with IAS 32 Financial Instruments: Presentation.

The disclosures also apply to recognised financial instruments that are subject to an enforceable master netting arrangement or similar agreement, irrespective of whether they are set off in accordance with IAS 32. These amendments will not impact the Group's financial position or performance and become effective for annual periods beginning on or after 1 January 2013.

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 3 NEW STANDARDS AND INTERPRETATIONS (continued)

#### 3.2 Standards issued but not yet effective (continued)

#### IFRS 9 Financial Instruments: Classification and Measurement

IFRS 9, as issued, reflects the first phase of the IASB's work on the replacement of IAS 39 and applies to classification and measurement of financial assets and financial liabilities as defined in IAS 39. The standard was initially effective for annual periods beginning on or after 1 January 2013, but Amendments to IFRS 9 Mandatory Effective Date of IFRS 9 and Transition Disclosures, issued in December 2011, moved the mandatory effective date to 1 January 2015. In subsequent phases, the IASB will address hedge accounting and impairment of financial assets. The adoption of the first phase of IFRS 9 will have an effect on the classification and measurement of the Group's financial assets, but will not have an impact on classification and measurements of financial liabilities. The Group will quantify the effect in conjunction with the other phases, when the final standard including all phases is issued.

#### IFRS 10 Consolidated Financial Statements, IAS 27 Separate Financial Statements

IFRS 10 replaces the portion of IAS 27 Consolidated and Separate Financial Statements that addresses the accounting for consolidated financial statements. It also addresses the issues raised in SIC-12 Consolidation — Special Purpose Entities.

IFRS 10 establishes a single control model that applies to all entities including special purpose entities. The changes introduced by IFRS 10 will require management to exercise significant judgement to determine which entities are controlled and therefore are required to be consolidated by a parent, compared with the requirements that were in IAS 27. Based on the preliminary analyses performed, IFRS 10 is not expected to have any impact on the currently held investments of the Group.

This standard becomes effective for annual periods beginning on or after 1 January 2013.

#### **IFRS 11 Joint Arrangements**

IFRS 11 replaces IAS 31 Interests in Joint Ventures and SIC-13 Jointly-controlled Entities — Non-monetary Contributions by Ventures. IFRS 11 removes the option to account for jointly controlled entities (JCEs) using proportionate consolidation. Instead, JCEs that meet the definition of a joint venture must be accounted for using the equity method.

#### **IFRS 12 Disclosure of Interests in Other Entities**

IFRS 12 includes all of the disclosures that were previously in IAS 27 related to consolidated financial statements, as well as all of the disclosures that were previously included in IAS 31 and IAS 28. These disclosures relate to an entity's interests in subsidiaries, joint arrangements, associates and structured entities. A number of new disclosures are also required, but has no impact on the Group's financial position or performance. This standard becomes effective for annual periods beginning on or after 1 January 2013.

#### **IFRS 13 Fair Value Measurement**

IFRS 13 establishes a single source of guidance under IFRS for all fair value measurements. IFRS 13 does not change when an entity is required to use fair value, but rather provides guidance on how to measure fair value under IFRS when fair value is required or permitted. The Group is currently assessing the impact that this standard will have on the financial position and performance, but based on the preliminary analyses, no material impact is expected. This standard becomes effective for annual periods beginning on or after 1 January 2013.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accounting policies set out below have been applied consistently during all periods presented in these consolidated financial statements, and have been applied consistently by all Group entities.

#### 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. This includes the separation of embedded derivatives in host contracts by the acquiree.

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 recognized for non-controlling interest 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 gain is recognized 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.

#### Foreign currencies

The Group's consolidated financial statements are presented in Qatari riyals, 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.

#### Transactions and balances

Transactions in foreign currencies are initially recorded by the Group's entities at their respective functional currency spot rates at the date the transaction first qualifies for recognition.

Monetary assets and liabilities denominated in foreign currencies are translated at the functional currency spot rates of exchange at the reporting date.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Revenue recognition

Revenue is recognized 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 and excluding taxes or duty. The Group assesses its revenue arrangements against specific criteria to determine if it is acting as principal or agent. The Group has concluded that it is acting as a principal in all of its revenue arrangements. The specific recognition criteria described below must also be met before revenue is recognized.

#### Sale of refined oil and gas products and other goods

Revenue from the sale of goods is recognized when the significant risks and rewards of ownership of the goods have passed to the buyer, usually on delivery of the goods

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

For all financial instruments measured at amortized cost and interest bearing financial assets classified as available for sale, 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 income statement.

#### 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 due to its operating nature.

#### **Government grants**

Government grants are recognized 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 recognized as income on a systematic basis over the periods that the costs, which it is intended to compensate, are expensed. When the grant relates to an asset, it is recognized as income in equal amounts over the expected useful life of the related asset.

When the Group receives government grants, it may take the form of a transfer of a non-monetary asset, such as land or other resources, for the use of the entity. In these circumstances it is usual to assess the fair value of the non-monetary asset and to account for both grant and asset at that fair value. An alternative course that is sometimes followed is to record both asset and grant at a nominal amount.

The Group has followed the following policy for the transfer of non-monetary assets:

- a. The plots of lands for which the title deeds have been transferred to the Group, is booked at nominal value of QR 1 by debiting the property, plant and equipment and crediting the consolidated income statement, as disclosed in Note 6.
- b. The plots of lands where the title deeds have not been transferred as of the consolidated statement of financial position date will not be accounted for and will be disclosed only as there is uncertainty on whether the title deeds will be transferred to the Group.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Property, plant and equipment

Property, plant and equipment are stated at cost, net of accumulated depreciation and accumulated impairment losses, if any. Such cost includes the cost of replacing part of the property, plant and equipment and borrowing costs for long-term construction projects if the recognition criteria are met. When significant parts of property, plant and equipment are required to be replaced at intervals, the Group recognizes such parts as individual assets with specific useful lives and depreciates them accordingly.

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

#### 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 programmers are capitalized and amortized over the period to the next inspection. All other day-to-day repairs and maintenance costs are expensed as incurred.

#### 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 income statement 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.

#### 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.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

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

Impairment losses of continuing operations, including impairment on inventories, are recognized in the consolidated income statement in expense categories consistent with the function of the impaired asset, except for a 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.

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.

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 income statement 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.

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. Intangible assets with indefinite useful lives are tested for impairment annually as at 31 December either individually or at the CGU level, as appropriate, and when circumstances indicate that the carrying value may be impaired.

An impairment review of the goodwill was undertaken by the management on 31 December 2012 and was reviewed by Rödl & Partner Middle East Doha, Qatar for the following cash generating units

Qatar Jet Fuel Company Q.S.C WOQOD Vehicle Inspection Company ("FAHES") S.P.C

The details of the study have been disclosed in Note 8.

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

#### **Financial assets**

#### Initial recognition and measurement

Financial assets within the scope of IAS 39 are classified as financial assets at fair value through profit or loss, loans and receivables, held-to-maturity investments, available-for-sale financial assets, or as derivatives designated as hedging instruments in an effective hedge, as appropriate. The Group determines the classification of its financial assets at initial recognition.

All financial assets are recognized initially at fair value plus transaction costs, except in the case of financial assets recorded at fair value through profit or loss.

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, loan and other receivables and quoted and unquoted financial instruments.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Financial instruments - initial recognition and subsequent measurement (continued)

#### Financial assets (continued)

#### **Subsequent measurement**

The subsequent measurement of financial assets depends on their classification as described below:

#### Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. After initial measurement, such financial assets are subsequently measured at amortized cost using the EIR method, less impairment. Amortized cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The EIR amortization is included in interest income in the consolidated income statement. The losses arising from impairment are recognized in the consolidated income statement in general and administrative expenses.

#### Available-for-sale financial investments

Available-for-sale financial investments include equity investments and debt securities. Equity investments classified as available for sale are those that are neither classified as held for trading nor designated at fair value through profit or loss. Debt securities in this category are those that are intended to be held for an indefinite period of time and that may be sold in response to needs for liquidity or in response to changes in the market conditions.

After initial measurement, available-for-sale financial investments are subsequently measured at fair value with unrealized gains or losses recognized as other comprehensive income in the fair value reserve until the investment is derecognized, at which time the cumulative gain or loss is recognized in other operating income, or the investment is determined to be impaired, when the cumulative loss is reclassified from the fair value reserve to the consolidated income statement. Interest earned whilst holding available-for-sale financial investments is reported as interest income using the EIR method.

The Group evaluates whether the ability and intention to sell its available-for-sale 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 and management's intention to do so significantly changes in the foreseeable future, the Group may elect to reclassify these financial assets. Reclassification to loans and receivables is permitted when the financial assets meet the definition of loans and receivables and the Group has the intent and ability to hold these assets for the foreseeable future or until maturity. Reclassification to the held to maturity category is permitted only when the entity has the ability and intention to hold the financial asset accordingly.

For a financial asset reclassified from the available-for-sale category, the fair value carrying amount at the date of reclassification becomes its new amortized cost and any previous gain or loss on the asset that has been recognized in equity is amortized to profit or loss over the remaining life of the investment using the EIR. Any difference between the new amortized cost and the maturity amount is also amortized 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 income statement.

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 asset is recognized to the extent of the Group's continuing involvement in the asset. In that case, the Group also recognizes 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.

# Qatar Fuel Company Q.S.C. ("Woqod") NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### **SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

Financial instruments - initial recognition and subsequent measurement (continued)

#### Financial assets (continued)

#### Impairment of financial assets

The Group assesses, at each reporting date, whether there is objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of financial assets is deemed to be impaired if there is objective evidence of impairment as a result of one or more events that has occurred since the initial recognition of the asset (an incurred 'loss event') and that 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 reorganization 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 amortized cost

For financial assets carried at amortized cost, the Group first assesses whether objective evidence of 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, recognized are not included in a collective assessment of impairment.

If there is objective evidence that an impairment loss has been incurred, the amount of the loss is measured as the difference between the assets'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 EIR. If a loan has a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate.

The carrying amount of the asset is reduced through the use of an allowance account and the loss is recognized in profit or loss. Interest 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. The interest income is recorded in profit or loss. Loans together with the associated allowance are written off when there is no realistic prospect of future recovery and all collateral has been realized or has been transferred to the Group. If, in a subsequent year, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognized, the previously recognized impairment loss is increased or reduced by adjusting the allowance account. If a write-off is later recovered, the recovery is credited to profit or

#### Available for sale financial investments

For available-for-sale financial investments, 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 available-for-sale, 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 recognized in the consolidated income statement - is removed from other comprehensive income and recognized in the consolidated income statement. Impairment losses on equity investments are not reversed through profit or loss; increases in their fair value after impairment are recognized directly in other comprehensive income.

Future interest income continues to be accrued based on the reduced carrying amount of the asset, using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss. The interest income is recorded as part of finance income. If, in a subsequent year, the fair value of a debt instrument increases and the increase can be objectively related to an event occurring after the impairment loss was recognized in the consolidated income statement, the impairment loss is reversed through the consolidated income statement.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Financial instruments - initial recognition and subsequent measurement (continued)

#### Financial liabilities

#### Initial recognition and measurement

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.

All financial liabilities are recognized initially at fair value and, in the case of loans and borrowings, net of directly attributable transaction costs.

The Group's financial liabilities include trade, other payables.

#### **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.

#### Derecognition

A financial liability is derecognized when the obligation under the liability is discharged or cancelled, or expires. When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as the derecognation of the original liability and the recognition of a new liability. The difference in the respective carrying amounts is recognized in the consolidated income statement.

#### 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.

#### Fair value of financial instruments

The fair value of financial instruments that are traded in active markets at each reporting date is determined by reference to quoted market prices or dealer price quotations (bid price for long positions and ask price for short positions), without any deduction for transaction costs.

For financial instruments not traded in an active market, the fair value is determined using appropriate valuation techniques. Such techniques may include:

- Using recent arm's length market transactions
- Reference to the current fair value of another instrument that is substantially the same:
- A discounted cash flow analysis or other valuation models

#### **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 income statement net of any reimbursement.

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### **Financial liabilities (continued)**

#### **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 statement of comprehensive income as incurred.

#### 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.

#### Accounts payable and accruals

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

#### **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.

Segment information is presented in respect of the Group's business and geographical segments in Note 25. 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.

#### **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:

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 5 SIGNIFICANT ACCOUNTING JUDGEMENTS, ESTIMATES AND ASSUMPTIONS (continued)

#### **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.

#### Impairment of non-financial assets

An 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 to sell and its value in use. The fair value less costs to sell 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 discounted cash flow model. The cash flows are derived from the budget for the next five years and do not include restructuring activities that the Group is not yet committed to or significant future investments that will enhance the asset's performance of the CGU being tested. The recoverable amount is most sensitive to the discount rate used for the discounted cash flow model as well as the expected future cash-inflows and the growth rate used for operating purposes. The key assumptions used to determine the recoverable amount for the different CGUs, including a sensitivity analysis, are disclosed and further explained in Note 8.

#### **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.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 5 SIGNIFICANT ACCOUNTING JUDGEMENTS, ESTIMATES AND ASSUMPTIONS (continued)

#### 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 of financial instruments

When the fair value of financial assets and financial liabilities recorded in the 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 27.

# Qatar Fuel Company Q.S.C. ("Woqod") NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

## PROPERTY, PLANT AND EQUIPMENT

	Buildings and	Plant and	Vehicles, office equipment		Projects in	
	infrastructure QR	equipment QR	and furniture QR	Vessels QR	progress QR	Total QR
Cost:						
Balance at 1 January 2012	349,106,833	418,543,122	364,306,958	260,680,237	687,573,724	2,087,753,767
Additions	94,416,985	27,186,685	48,285,911	85,358	65,490,742	235,465,681
Transferred from projects in progress	8,594,204	- -	351,351	-	(8,945,555)	<u>-</u>
Disposals	-	-	-	-	(288,231,032)	(288, 231, 032)
Impairment					(1,517,850)	1,517,850
At 31 December 2012	452,118,022	445,729,807	412,944,220	260,765,595	445,370,029	2,034,988,416
Accumulated depreciation:						
Balance at 1 January 2012	55,014,563	146,514,036	168,742,107	55,475,194	-	442,288,793
Depreciation charges for the year	22,561,016	40,089,794	48,486,009	13,034,367		124,171,186
At 31 December 2012	77,575,579	186,603,830	217,228,116	68,509,561		567,977,829
Net carrying amount						
At 31 December 2012	374,542,443	259,125,977	195,716,104	192,256,034	445,370,029	1,467,010,587

# Qatar Fuel Company Q.S.C. ("Woqod") NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

## PROPERTY, PLANT AND EQUIPMENT (continued)

	Buildings and	Plant and	Vehicles, office equipment		Projects in	
	infrastructure QR	equipment QR	and furniture QR	Vessels QR	progress QR	Total QR
Cost:						
Balance at 1 January 2011	236,421,147	370,095,190	299,890,286	260,571,048	535,383,323	1,702,360,994
Additions	49,411,206	16,388,924	46,815,722	109,189	272,667,732	385,392,773
Transferred from projects in progress	63,274,480	32,059,008	17,600,950	-	(112,934,438)	-
Impairment		<u> </u>	<u>-</u>	<u> </u>	(16,542,893)	16,542,893
At 31 December 2011	349,106,833	418,543,122	364,306,958	260,680,237	678,573,724	2,087,753,767
Accumulated depreciation:						
Balance at 1 January 2011	40,501,466	104,413,470	126,413,223	42,441,417		313,769,576
Depreciation charges for the year	14,513,097	42,100,566	42,328,884	, , , , , , , , , , , , , , , , , , ,	-	111,976,324
Depreciation charges for the year	14,313,097	42,100,300	42,320,004	13,033,777		111,970,324
At 31 December 2011	55,014,563	146,514,036	168,742,107	55,475,194		442,288,793
Net carrying amount						
At 31 December 2011	294,092,270	272,029,086	195,564,851	205,205,043	678,573,724	1,645,464,974

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 6 PROPERTY, PLANT AND EQUIPMENT (continued)

#### 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.
  - Also during the year 2012, 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.
- (ii) Effective from 25 July 2012, the Group has entered into an agreement with related party, Qatar Petroleum, to sell the Heavy Fuel Oil Bunkering Facility at Ras Laffan Industrial City for a good and valuable 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. The Vessels are co-owned by Qatar Fuel and other companies as detailed below:

Vessel Name	Registered Ownership	Country of incorporation
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
MT. Sidra Qatar	Qatar Fuel "WOQOD" Company	Republic of Panama

(iv) Depreciation allocated to cost of sales amounts to QR 3,806,773 (2011: QR 7,444,006) and general and administrative expenses in amounts to QR 120,364,413 (2011: QR 104,532,318).

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 7 AVAILABLE-FOR-SALE FINANCIAL ASSETS

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

	2012 QR	2011 QR
Qatar Gas Transport Company Q.S.C. Vodafone Qatar Company Q.S.C. Industries Qatar Q.S.C. Qatar Electricity and Water Company Q.S.C. Qatar Telecom Qtel Q.S.C. Qatar International Islamic Bank Q.S.C.	170,912,000 37,348,974 125,873,576 107,008,063 63,477,752 2,118,896 506,739,261	164,942,291 12,765,540 107,938,012 88,354,935 - - 374,000,778
The movement in available-for-sale financial assets balance during	ng the year is illustrated as	follows:
	2012 QR	2011 QR
At 1 January Acquired during the year Net movement in fair value reserve Impairment	374,000,778 149,757,639 (17,019,156)	225,004,874 167,264,358 (14,125,994) (4,142,460)
	506,739,261	374,000,778
8 GOODWILL		
	2012 QR	2011 QR
Relating to Qatar Jet Fuel Company Relating to FAHES	57,700,022 75,235,110	57,700,022 75,235,110
	132,935,132	132,935,132

An impairment review of the goodwill was undertaken by the management and was checked by Rödl & Partner Middle East Doha, Qatar as at 31 December 2012. 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:

- 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 2012-2016 provided by management.
- Rödl 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, Rödl forsee 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 as 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.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### **8** GOODWILL (continued)

- 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 2011, 31 December 2010 and the unaudited financial statements for the year ended 31 December 2012.

#### Projections for Q-Jet 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 Q.SC ("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 2013 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 2013.

#### 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 of 31 December 2012.

# Qatar Fuel Company Q.S.C. ("Woqod") NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2012

#### 9 **INVENTORIES**

Jet fuel oil Heavy fuel oil Light gas fuel oil Materials and spare parts Refined fuel oil - premium grade	2012 QR 60,626,302 59,887,104 39,464,517 41,837,465 16,052,042	2011 QR 65,996,569 59,887,104 34,811,630 38,853,668 17,318,487
Refined fuel oil - super grade Retail stores inventory Other inventory items	11,957,550 18,214,757 1,820,183	16,737,349 12,072,878 4,538,848
	249,859,920	250,216,533
10 TRADE RECEIVABLES		
	2012 QR	2011 QR
Trade receivables Notes receivable Due from related parties (Note 24)	1,521,878,648 5,590,418 63,089,790	1,645,092,603 202,442 61,610,732
Less: Allowance for doubtful accounts	1,590,558,856 (735,127) 1,589,823,729	1,706,905,777 (735,127) 1,706,170,650

Most of the above receivables are either secured against a bank guarantee or are receivables from Government entities.

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

	2012 QR	2011 QR
Balance at 1 January	735,127	41,713,613
Provided during the year	<u>-</u>	561,025
Reversal during the year (Note 19)	<u> </u>	(41,539,511)
Balance at 31 December	735,127	735,127

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.

The aging of trade receivables is disclosed in Note 27.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2012

#### 11 PREPAYMENTS AND OTHER RECEIVABLES

	2012 QR	2011 QR
Advances to suppliers and contractors	22,965,666	13,157,461
Advances for purchase of investments	39,802,442	26,316,761
Staff advances and loans	34,435,077	2,574,507
Accrued income	29,270,007	23,527,649
Refundable deposits	14,441,051	14,603,416
Prepaid expenses	3,605,158	10,070,334
Interest receivable	3,816,342	5,176,140
Other receivables	130,906	4,831,631
	148,466,649	100,257,899
12 CASH AND BANKS BALANCES		
	2012	2011
	QR	QR
	2.1	2
Cash on hand	844,867	727,910
Balances with banks		
Current and call accounts	2,219,392,335	1,200,391,684
Fixed deposits	1,739,425,354	1,548,204,987
	3,959,662,556	2,749,324,581

The term deposits carry an interest rate between 1.70 % and 2% per annum (2011: 3% per annum) and all have original maturity dates of less than three months.

#### 13 SHARE CAPITAL

	2012 QR	2011 QR
Authorised: 100,000,000 ordinary shares of QR 10 each	1,000,000,000	1,000,000,000
Issued: 51,975,000 ordinary shares of QR 10 each (2011: 41,580,000 shares)	519,750,000	415,800,000

All shares are of equal class and voting rights. During the current year, the Parent has issued bonus shares equivalent to 25% (2011: 20%) of the paid up capital as at 31 December 2011 amounting to QR 103,950,000 equivalent to 10,395,000 shares (2011: QR 69,300,000 equivalent to 6,930,000 shares) which was approved by the Annual General Assembly held on 13 March 2012.

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 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.

As the reserve has already exceeded 50% of the share capital, there are no transfers from net profit of the Parent for the year to legal reserve.

The amount transferred related to the subsidiary Company FAHES.

#### 15 END OF SERVICE BENEFITS PROVISION

	2012	2011
	QR	QR
Balance at 1 January	43,985,179	33,361,611
Provision for the year	13,511,225	11,665,636
Payments during the year	(2,361,688)	(1,042,068)
	55,134,716	43,985,179

#### 16 PROVISIONS

In 2010, the Directors of the Group decided to make a provision of QR 100 million for a litigation raised by a counter party to the Group. The provision amount was based on the best estimate of the probable unfavourable outcome on the Group as a result of this litigation, as assessed by the Group's legal advisor at the reporting date.

Effective on 4 October 2012, Qatar Petroleum and WOQOD concluded an amicable settlement agreement ("the Agreement") with Maritime Industrial Services ("MIS" or "Sub-contractor") to finally and fully settle all legal, commercial and contractual claims, demands, and causes of legal dispute with a payment of QR 84 million to MIS which has been recapitalised under project in progress in the current year.

In 2011, the Directors decided that the provision, which was recorded, based on the best available information at that time, is no longer needed and has been accordingly reversed.

#### 17 PAYABLES AND ACCRUALS

	2012 QR	2011 QR
Due to a related party (Note 24)	1,915,688,366	1,530,063,880
Suppliers and contractors payable	60,006,258	83,745,453
Retentions payable	47,619,982	39,934,345
Dividends payable	56,446,264	49,541,147
Deposits from others	15,300,175	24,000,725
Accrued expenses	54,126,257	52,191,799
Other payables	44,141,506	39,435,073
	2,193,328,808	1,818,912,422

# Qatar Fuel Company Q.S.C. ("Woqod") NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2012

#### 18 REVENUE

Sales of refined petroleum products Sales of petrol stations Transportation and storage revenues Revenues from inspection services Sales of lubricants and supplies	2012 QR 10,522,102,141 722,829,996 193,077,989 47,286,932 4,434,890 11,489,731,948	2011 QR 9,795,487,665 471,268,470 186,425,434 43,840,360 7,338,160 10,504,360,089
19 OTHER OPERATING INCOME		
	2012 QR	2011 QR
Road Tanker rental income Dividend income Vessels rental income Reversed allowance for doubtful accounts (Note 10) Miscellaneous income	33,316,402 25,691,506 17,351,416 - 61,182,278	18,783,117 4,200,000 28,482,232 41,539,511 29,613,912
	137,541,602	122,618,772
20 GENERAL AND ADMINISTRATIVE EXPENSES	2012 QR	2011 QR (Restated)
Staff benefits Depreciation Bonus Board of Directors remuneration Other committees allowances Communication expenses End of service benefits expense Advertising and subscriptions Insurance charges Rent expenses Fleet operating expenses Utilities charges Retirement and pension expenses Travel expenses Immigration expenses Customs clearing expenses Allowance for doubtful accounts Others	353,017,613 120,364,413 29,788,310 17,007,493 2,300,751 11,918,143 13,511,225 10,603,579 9,883,368 7,110,253 6,860,947 5,417,816 3,876,718 3,131,262 3,064,955 3,006,367	311,030,688 104,532,318 41,924,410 15,852,523 18,143,000 5,030,054 11,665,636 13,830,907 9,739,465 6,985,296 5,598,371 4,545,118 2,643,109 2,696,984 3,389,984 2,630,311 561,025 40,223,511
	666,377,113	601,022,710

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS At 31 December 2012

#### 21 IMPAIRMENT LOSSES

	2012 QR	2011 QR
Impairment of property, plant and equipment Impairment of available-for-sale financial assets	1,517,850	16,542,893 4,142,460
	1,517,850	20,685,353

#### 22 EARNINGS PER SHARE

Basic earnings per share are calculated by dividing the net profit for the year attributed to equity holders of the parent by the weighted average number of shares outstanding during the year.

	2012 QR	2011 QR (Restated)
Net profit for the year attributable to the shareholders of the Parent	1,150,260,720	1,184,228,585
Weighted average number of shares outstanding during the year (Note i)	51,975,000	51,975,000
Basic and diluted earnings per share (QR per share)	22.13	22.78

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 i:

During the year 2011, the Company issued bonus shares for the year 2010. During 2012, the Company issued further bonus shares for the year 2011. Accordingly, the previously reported earnings per share as at 31 December 2011 have been restated for the effects of this transaction.

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

	2012	2011
	QR	QR
Qualifying shares at beginning of the period	41,580,000	34,650,000
Effect of bonus shares issued for 2010	-	6,930,000
Effect of bonus shares issued for 2011	10,395,000	10,395,000
Weighted average number of shares outstanding	51,975,000	51,975,000

#### 23 DIVIDENDS

In its General Assembly Meeting dated 13 March 2012, the shareholders of the Group approved declaring QR 10 per share totalling to QR 415,800,000 as cash dividends to be distributed from 2011 net profit, in addition to 25% bonus shares issue totalling to 10,395,000 shares to its existing shareholders as of that date (2011: QR 10 per share totalling to QR 346,500,000 and 20% bonus share issue totalling to 6,930,000 shares).

The Board of Directors has proposed cash dividends of QR 10 per share and bonus shares issue at 25% for the year ended 31 December 2012. The proposed dividend for the year ended 31 December 2012 will be submitted for approval at the Annual General Assembly meeting.

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 24 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.

#### Due from related parties

	2012 QR	2011 QR
Ras Gas	33,066,416	25,116,056
Qatar Liquefied Gas Company Ltd. ("Qatar Gas")	14,925,802	16,131,346
Gulf Helicopters Q.S.C.	3,727,766	10,211,615
Gulf Drilling International ("GDI") Q.S.C.	5,701,592	5,148,442
QATEX LIMITED	2,056,152	<b>-</b>
Qatar Aluminium ("Qatalum")	721,249	1,432,239
Qatar Steel Company ("QASCO") Q.S.C.	685,394	604,853
Qatar Petrochemical Company ("QAPCO") Q.S.C.	426,109	400,997
Qatar Fuel Additives Company ("QAFAC") C.Q.S.C.	420,005	730,375
Qatar Chemical Company Ltd. ("Q-Chem")	387,176	585,657
Oryx GTL	284,877	126,721
Amwaj Catering Services	278,735	851,391
Qatar Fertiliser Company ("QAFCO") C.Q.S.C.	254,363	142,044
Seef Ltd.	50,200	26,650
Al Shaheen Well Services Co.	32,404	-
Gasal Q.S.C.	18,140	5,221
Qatar Holding Co.	53,410	-
Qatar Vinyl Company ("QVC")	<u> </u>	97,125
	63,089,790	61,610,732
Due to a related party		
	2012	2011
	QR	QR
Qatar Petroleum	1,915,688,366	1,530,063,880

The above amount represents the balance of the current account with Qatar Petroleum which consists of normal purchases and service transactions. The outstanding balance is interest free.

The balance due to Qatar Petroleum is classified as current liabilities as its settlement is planned in the near future.

#### **Transactions with related parties**

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

Name of related party and nature of transactions	2012	2011
Qatar Petroleum.— Sales	91,260,065	79,078,055
Qatar Petroleum – Purchases	8,834,440,287	8,103,190,430

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 2012

#### 24 RELATED PARTY TRANSACTIONS (continued)

#### Compensation of key management personnel

	2012	2011
	QR	QR
Board of Directors remuneration	17,007,493	15,852,523
Other committee allowances	2,300,751	18,143,000
Salaries and other short term benefits	10,702,788	9,396,571
Post-employment benefits	891,899	783,048
	30,902,931	44,175,142

#### 25 SEGMENT INFORMATION

The Group mainly operates in the areas of sale and distribution of refined petroleum products, technical inspection of vehicles and marine transportation. More than 95% of the Group's revenue is generated through sale and distribution of refined petroleum products.

The Company's geographical segment is inside Qatar only.

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. 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.

2012	Refined petroleum products QR	Technical inspection of vehicles QR	Total 2012 QR
External revenue	11,442,445,016	47,286,932	11,489,731,948
Inter-segment revenue	5,706,300,320	-	5,706,300,320
Reportable segment profit	1,272,705,445	19,431,594	1,292,137,039
Reportable segment assets	7,919,172,466	135,325,368	8,054,497,834
2011	Refined petroleum products QR	Technical inspection of vehicles QR	Total 2011 QR
External revenue	10,460,519,729	43,840,360	10,504,360,089
Inter-segment revenue	5,051,515,764	-	5,051,515,764
Reportable segment profit	1,299,396,182	19,264,479	1,318,660,661
Reportable segment assets	6,846,473,725	111,896,822	6,958,370,547

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 26 COMMITMENTS AND CONTINGENCIES

#### 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:

	2012	2011
	QR	QR
Within one year	6,000,900	6,500,975
After one year but not more than five years	17,524,200	20,819,170
More than five years	30,094,560	30,366,320
	53,619,660	57,686,465

#### 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 of between three and five years. All leases include a clause to enable upward revision of the rental charge on an annual basis according to prevailing market conditions

	2012 QR	2011 QR
Within one year	64,651,226	75,404,258
Contingent liabilities		
	2012 QR	2011 QR
Bank guarantees	1,929,000	300,000
Letters of credit	141,781	12,545,230

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.

#### **Commitments**

	2012 QR	2011 QR
Purchase commitments Capital commitments (Note i)	97,921,714	108,000,000
	97,921,714	108,000,000

#### Note:

(i) During the year 2012, the Company has completed construction of four petrol stations, as the capital commitments by the year end 31 December 2012 represent the construction of additional eight petrol stations in the amount of QR 50,962,026 and the new warehouse at the industrial area amounting to QR 46,959,688.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 27 FINANCIAL INSTRUMENTS

#### Governance framework

The primary objective of the Group's risk and financial management framework is to protect the shareholders from events that hinder the sustainable achievement of the set financial performance objectives. Key management recognizes the critical importance of having efficient and effective risk management systems in place.

The Group has not yet established a risk management function with clear terms of reference from the Board of Directors, its committees and the associated executive management committees. This is to be supplemented with a clear organizational structure with documented delegated authorities and responsibilities from the Board of Directors to executive management committees and senior managers. A Group's risk management policy framework which sets out the risk profiles for the Group, risk management, control and business conduct standards for the Group's operations will be put in place in the near future.

#### 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.

#### Credit risk

Credit risk is the risk of financial loss to the Group if a customer or a counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Group's receivables from customers.

#### Exposure to credit risk

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

	Carrying amounts	
	2012	2011
	QR	QR
Due from related parties	63,089,790	61,610,732
Trade and notes receivables	1,527,469,066	1,645,295,045
Bank balances	3,958,817,689	2,748,596,671
	5,549,376,545	4,455,502,448

#### Trade receivables

Credit risk on trade receivables is minimal as Group's has established a credit policy under which each new customer is analyzed individually for creditworthiness before granting credits to its customers. Purchase limits are established for each customer, who represents the maximum open amount without requiring approval from the Pricing Committee; these limits are reviewed regularly. Customers that fail to meet the Group's benchmark creditworthiness may transact with the Group only on a prepayment basis.

The Group establishes an allowance for doubtful accounts that represents its estimate of incurred losses in respect of trade and other receivables. The main components of this allowance are a specific loss component that relates to individually significant exposures, and a collective loss component established for groups of similar assets in respect of losses that have been incurred but not yet identified. The collective loss allowance is determined based on historical data of payment statistics for similar financial assets.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 27 FINANCIAL INSTRUMENTS (continued)

#### **Impairment losses**

The ageing of trade receivables at the reporting date was as follows

	2012 QR	2011 QR
Trade receivables not past due Trade receivables past due and not impaired:	1,255,664,866	712,563,466
Up to 30 days	125,357,335	611,464,220
31 to 60 days	40,646,813	61,342,366
61 to 90 days	38,038,319	21,856,490
91-180 Days	37,241,789	21,495,358
181-360 Days	7,527,445	37,470,443
Beyond 361 Days	16,666,954	178,165,133
Trade receivables past due and impaired	735,127	735,127
	1,521,878,648	1,645,092,603

#### Bank balances

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.

#### Liquidity risk

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.

The Group has strong liquidity position, being at the statement position date, the Group's current ratio was 2.71 times (2011: 2.64 times on 31 December 2011).

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:

31 December 2012	Carrying amount QR	Gross un- discounted contractual cash out flows QR	Less than 1 year QR	1 – 5 Years QR	More than 5 years QR
Due to a related party Trade and other payables	1,915,688,366 277,640,442	1,915,688,366 277,640,442	1,915,688,366 277,640,442	<u>-</u>	<u>-</u>
	2,193,328,808	2,193,328,808	2,193,328,808		
31 December 2011	Carrying amount QR	Gross undiscounted contractual cash out flows	Less than 1 year QR	1 – 5 Years QR	More than 5 years QR
Due to a related party Trade and other payables	1,530,063,880 288,848,542	1,530,063,880 288,848,542	1,530,063,880 288,848,542	-	- -
	1,818,912,422	1,818,912,422	1,818,912,422		

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### **27** FINANCIAL INSTRUMENTS (continued)

#### Market risk

Market risk is the risk that changes in market prices, such as foreign exchange rates, interest rates and equity prices will affect the Group's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return.

#### 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 Group's exposure to currency risk is minimal.

A sensitivity analysis 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

Equity price risk is the risk that the fair values of equity decreases as a result of changes in price indices of investments in other entities' equity instruments as part of the Group's investment portfolio.

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 as follows:

	10 % Increase QR	10 % Decrease QR
2012	50,673,926	(50,673,926)
2011	37,400,077	(37,400,077)

#### 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.

2012 Assets	Interest bearing QR	Non-interest bearing QR	Total QR
Due from related parties	-	63,089,790	63,089,790
Trade and notes receivables Bank balances	3,958,817,689	1,527,469,066	1,527,469,066 3,958,817,689
Liabilities	3,958,817,689	1,590,558,856	5,549,376,545
Trade and other payables	-	277,640,442	277,640,442
Due to related party		1,915,688,366	1,915,688,366
		2,193,328,808	2,193,328,808

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### **27** FINANCIAL INSTRUMENTS (continued)

#### Market risk (continued)

2011 Assets	Interest bearing QR	Non-interest bearing QR	Total QR
Due from related parties Trade and other receivables Bank balances	- - 2,748,596,671	61,610,732 1,645,295,045	61,610,732 1,645,295,045 2,748,596,671
Liabilities	2,748,596,671	1,706,905,777	4,455,502,448
Trade and other payables	-	288,848,542	288,848,542
Due to related party	<u> </u>	1,530,063,880 1,818,912,422	1,530,063,880 1,818,912,422

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.

#### Capital risk management

The Group's objectives when managing capital are, to safeguard the Group's ability to continue as a going concern in order to provide returns to shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

The Group's overall strategy remains unchanged from 2011. The capital structure of the Group consists of related party payables, which includes due to Qatar Petroleum disclosed in note 24, cash and cash equivalents and equity, comprising issued capital, reserves and retained earnings.

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 capital. Net debt is calculated as total due to related party balances less cash and cash equivalents. Total capital is calculated as 'equity' as shown in the consolidated statement of financial position.

	2012 QR	2011 QR
Due to Qatar Petroleum Less: cash and cash equivalents	1,915,688,366 (3,959,662,556)	1,530,063,880 (2,749,324,581)
Excess of cash and cash equivalents over debt	(2,043,974,190)	(1,219,260,701)

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

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

At 31 December 2012

#### 28 CORRECTION OF AN ERROR

During 2011, the contribution to the Social and Sports Fund of Qatar, representing 2.5% of the consolidated net profit for the years, was charged to the consolidated income statement by an amount of QR 29,605,715 instead of appropriating the amount from retained earnings as required by Law No. 13 of 2008 and the related clarification that was issued in 2010.

This error in the treatment has resulted in the understatement of the profit for the year 2011 by the same amount.

The effect on the consolidated income statement was as follows:

As		
previously		Restated
stated		balance
2011	Restatement	2011
QR	QR	QR
_	_	Restated

Net profit 1,289,054,946 29,605,715 1,318,660,661

No impact on the consolidated statement of financial position.

#### 29 COMPARATIVE FIGURES

The corresponding figures presented for 2011 have been reclassified where necessary to preserve consistency with the 2012 figures. However, such reclassifications did not have any effect on the comprehensive income or the total equity for the comparative year.