## **Qatar Navigation Q.S.C.**

# UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

31 MARCH 2016

### INTERIM CONSOLIDATED INCOME STATEMENT

		For the three mo Mar	
		2016	2015
		(Unaud	lited)
	Notes	QR'000	QR'000
Operating revenues	3	770,958	785,655
Salaries, wages and other benefits		(159,286)	(166,829)
Operating supplies and expenses		(232,619)	(233,029)
Rent expenses		(3,797)	(4,841)
Depreciation and amortisation		(79,600)	(72,902)
Other operating expenses		(36,473)	(28,894)
OPERATING PROFIT		259,183	279,160
Finance costs		(37,511)	(16,156)
Finance income		38,582	20,977
Loss on disposal of property, vessels and equipment		(3)	(8)
Share of results of associates		77,346	71,531
Share of results of joint ventures		12,149	8,035
Net gain on foreign exchange		2,791	1,297
Miscellaneous income		1,630	43
PROFIT FOR THE PERIOD		354,167	364,879
Attributable to:			
Equity holders of the parent		351,788	364,510
Non-controlling interest		2,379	369
		354,167	364,879
BASIC AND DILUTED EARNINGS PER SHARE			
(attributable to equity holders of the parent )			
(expressed in QR per share)	4	3.10	3.21

### INTERIM CONSOLIDATED STATEMENT OF OTHER COMPREHENSIVE INCOME

		For the three m Ma	
		2016	2015
		(Unau	dited)
	Note	QR'000	QR'000
Profit for the period		354,167	364,879
Other comprehensive (loss) income			
Other comprehensive income to be reclassified to profit or loss in subsequent periods			
Net movement in hedging reserve	5	(239,801)	(128,734)
Net loss on available-for-sale investments	5	(149,276)	(187,996)
Other comprehensive loss for the period		(389,077)	(316,730)
Total comprehensive (loss) income for the period		(34,910)	48,149
Attributable to:			
Equity holders of the parent		(37,244)	48,224
Non-controlling interest		2,334	(75)
		(34,910)	48,149

# INTERIM CONSOLIDATED STATEMENT OF FINANCIAL POSITION At 31 March 2016

	Notes	31 March 2016 (Unaudited) QR'000	31 December 2015 (Audited) QR'000
ASSETS			
Non-current assets		<b>-</b>	
Property, vessels and equipment	6	5,009,000	5,038,783
Investment properties	7	918,639	877,986
Intangible assets Investment in joint ventures		189,964 260,445	193,776 248,296
Investment in associates		4,224,438	4,568,719
Available-for-sale investments		3,688,214	3,829,437
Loans to LNG and LPG companies		238,200	235,513
Other non-current assets		51,039	54,364
		14,579,939	15,046,874
Current assets			
Inventories		202,466	211,919
Accounts receivable and prepayments		769,251	788,315
Financial assets at fair value through profit or loss		484,249	499,139
Bank balances and cash		5,462,952	5,585,878
		6,918,918	7,085,251
TOTAL ASSETS		21,498,857	22,132,125
EQUITY AND LIABILITIES			
Attributable to equity holders of the parent			
Share capital		1,145,252	1,145,252
Treasury shares		(73,516)	(73,516)
Legal reserve		4,693,986	4,693,986
General reserve Fair value reserve		623,542 3,710,090	623,542 3,859,321
Hedging reserve		(539,136)	(299,335)
Retained earnings		3,513,550	3,729,844
Equity attributable to equity holders of the parent		13,073,768	13,679,094
Non-controlling interest		65,525	72,191
Total equity		13,139,293	13,751,285

Continued

# INTERIM CONSOLIDATED STATEMENT OF FINANCIAL POSITION (CONTINUED) At 31 March 2016

		31 March 2016 (Unaudited) QR'000	31 December 2015 (Audited) QR'000
Non-current liabilities Interest bearing loans and borrowings Advance from a customer Employees' end of service benefits	_	4,261,131 158,317 89,568	2,692,735 160,652 89,780
	_	4,509,016	2,943,167
Current liabilities Accounts payable and accruals Interest bearing loans and borrowings	_	625,035 3,225,513	552,811 4,884,862
Total liabilities	_	3,850,548 8,359,564	5,437,673 8,380,840
TOTAL EQUITY AND LIABILITIES		21,498,857	22,132,125
Ali bin Jassim bin Mohammad Al-Thani Chairman	Khaled bin Khalifa Al-Than Vice Chairman		rahman Essa A.E Al-Mannai ent and Chief Executive officer

### INTERIM CONSOLIDATED STATEMENT OF CASH FLOWS

For the three months ended 31 March 2016

	For the three months ended 31 March	
	2016	2015
	(Unaud	
	QR'000	QR'000
OPERATING ACTIVITIES		
Profit for the period	354,167	364,879
Adjustment for:		
Depreciation and amortisation	79,600	72,902
Finance costs	37,511	16,156
Loss on disposal of property, vessels and equipment	3	8
Share of results of associates	(77,346)	(71,531)
Share of results of joint ventures	(12,149)	(8,035)
Provision for employees' end of service benefits	2,987	3,206
Finance income	(38,582)	(20,977)
Dividend income	(124,558)	(147,115)
Net fair value loss on financial assets at fair value through profit	(12 1,000)	(117,110)
or loss	10,374	22,448
Loss on disposal of investments	738	1,497
Loss on disposar of investments		1,477
Operating profit before working capital changes:	232,745	233,438
Inventories	9,453	4,975
Accounts receivables and prepayments	22,389	(6,172)
Accounts payables and accruals	40,041	69,520
Accounts payables and accidans	40,041	09,320
Cash flows from operating activities	304,628	301,761
Finance costs paid	(37,511)	(16,156)
Employees' end of service benefits paid	(3,199)	(2,573)
Employees ond of service benefits paid	(0,155)	(2,573)
Net cash flows from operating activities	263,918	283,032
INVESTING ACTIVITIES		
Purchase of property, vessels and equipment	(39,844)	(144,114)
Dividend income	124,558	147,115
Finance income	38,582	20,977
Proceeds from disposal of property, vessels and equipment	•	20,777
Purchases of investment properties	23 (46,840)	(23,566)
		, , ,
Net movement in loans to LNG and LPG companies	(2,687)	37,347
Purchase of investment securities	(13,656)	(756)
Proceeds from disposal of available-for-sale investments	-	138
Proceeds from disposal of financial assets at fair value through	0 = 40	1 = = 0 :
profit or loss	9,743	15,534
Dividends received from associates	211,312	201,600

Net cash flows from investing activities

281,191

254,282

### INTERIM CONSOLIDATED STATEMENT OF CASH FLOWS (CONTINUED)

		For the three months ended 31  March		
		2016	2015	
		(Unau	dited)	
	Note	QR'000	QR'000	
FINANCING ACTIVITIES				
Dividends paid		(568,082)	(624,891)	
Dividends paid to non-controlling interests		(9,000)	-	
Net movement in interest bearing loans and borrowings		(90,953)	1,002,272	
Net movement in term deposits maturing after 90 days	-	97,747	(476,360)	
Net cash flows used in financing activities	-	(570,288)	(98,979)	
NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS		(25,179)	438,335	
Cash and cash equivalents at 1 January	-	852,736	748,756	
CASH AND CASH EQUIVALENTS AT 31 MARCH	8	827,557	1,187,091	

## Qatar Navigation Q.S.C.

### INTERIM CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

			Attributal	ble to the equi	ty holders of th	e Parent				
	Share capital QR'000	Treasury shares QR'000	Legal reserve QR'000	General reserve QR'000	Fair value reserve QR'000	Hedging reserve QR'000	Retained earnings QR'000	Total QR'000	Non- controlling interest QR'000	Total QR'000
Balance at 1 January 2016 (Audited) Profit for the period Other comprehensive loss	1,145,252	(73,516)	4,693,986	623,542	3,859,321	(299,335) - (239,801)	3,729,844 351,788	13,679,094 351,788 (389,032)	72,191 2,379 (45)	13,751,285 354,167 (389,077)
Total comprehensive (loss) income Dividends paid (Note 9)	-		<u>-</u>	<u>-</u>	(149,231)	(239,801)	351,788 (568,082)	(37,244) (568,082)	2,334 (9,000)	(34,910) (577,082)
Balance at 31 March 2016 (Unaudited)	1,145,252	(73,516)	4,693,986	623,542	3,710,090	(539,136)	3,513,550	13,073,768	65,525	13,139,293
			Attributa	bla to the equ	ity holders of th	a Parent				
			minionia	vie io ine equi	ny noiwers oj in	e i arem				
	Share capital QR'000	Treasury shares QR'000	Legal Reserve QR'000	General reserve QR'000	Fair value reserve QR'000	Hedging reserve QR'000	Retained earnings QR'000	Total QR'000	Non- controlling interest QR'000	Total QR'000
Balance at 1 January 2015 (Audited) Profit for the period Other comprehensive loss	capital	shares	Legal Reserve	General reserve	Fair value reserve	Hedging reserve	earnings		controlling interest	
Profit for the period	capital QR'000	shares QR'000	Legal Reserve QR'000	General reserve QR'000	Fair value reserve QR'000 4,230,860	Hedging reserve QR'000 (423,169)	earnings QR'000 3,287,565	<i>QR'000</i> 13,484,520 364,510	controlling interest QR'000 57,975 369	<i>QR'000</i> 13,542,495 364,879

### 1 CORPORATE INFORMATION AND PRINCIPAL ACTIVITIES

Qatar Navigation Q.S.C. (the "Company") or (the "Parent") was incorporated on 5 July 1957 as a Qatari Shareholding Company. The registered office of the Company is located in Doha, State of Qatar. The shares of the Company are publicly traded at Qatar Exchange. The Parent company along with its subsidiaries are engaged primarily in marine transport, acting as agent to foreign shipping lines, offshore services, sale of heavy vehicles, ship repair, fabrication and installation of offshore structures, land transport, chartering of vessels, real estate, investments in listed and unlisted securities, trading of aggregates, building materials and the operation of a travel agency. The Company has a branch in Dubai, United Arab Emirates.

The interim condensed consolidated financial statements include the financial statements of the Company and of its subsidiaries (the "Group") for the three months ended 31 March 2016.

The Company has the following subsidiaries:

			Ownership	percentage
Name of the subsidiaries	Country of incorporation	Nature of business	31 March 2016	31 December 2015
Qatar Shipping Company S.P.C.	Qatar	Chartering of vessels and maritime services	100%	100%
Halul Offshore Services Company W.L.L.	Qatar	Chartering of vessels offshore services	100%	100%
Qatar Quarries and Building Materials Company Q.P.S.C.	Qatar	Trading in building materials	50%	50%
Gulf Shipping Investment Company W.L.L.	Qatar	Cargo handling	100%	100%
Qatar Shipping Company (India) Private Limited	India	Own, Hire, Purchase, Sale, Operate and manage all types of ships	100%	100%
Ocean Marine Services W.L.L.	Qatar	Cargo handling, offshore support services	100%	100%
Halul United Business Offshore Services L.L.C.	Saudi Arabia	Offshore services	100%	100%
Milaha Trading Company W.L.L.	Qatar	Trading in industrial materials	100%	100%
Navigation Travel & Tourism S.P.C.	Qatar	Travel agency	100%	100%
Navigation Trading Agencies S.P.C.	Qatar	Trading in heavy equipment	100%	100%
Navigation Marine Service Center S.P.C.	Qatar	Marine services	100%	100%
Milaha Capital W.L.L.	Qatar	Investments	100%	100%
Milaha Integrated Maritime and Logistics W.L.L.	Qatar	Maritime and logistic services	100%	100%

### 1 CORPORATE INFORMATION AND PRINCIPAL ACTIVITIES (CONTINUED)

			Ownership	percentage
Names of the subsidiaries	Country of incorporation	Nature of business	31 March 2016	31 December 2015
Milaha Offshore Support Services Company L.L.C.	Qatar	Marine transport services	100%	100%
Milaha Real Estate services S.P.C.	Qatar	Real estate maintenance	100%	100%
Milaha Real Estate investment S.P.C.	Qatar	Real estate maintenance	100%	100%
Milaha for Petroleum and Chemical Products W.L.L.	Qatar	Trading in Petroleum and chemical related materials	100%	100%
Milaha Ras Laffan (QS) Verwaltungs GMBH	Germany	Managing the business activities of KG companies	100%	100%
Milaha Qatar Verwaltungs GMBH Milaha Ras Laffan Gmbh & Co. KG (KG1)	Germany Germany	Managing the business activities of KG companies LNG Transport	100% 100%	100% 100%
Milaha Qatar Gmbh & Co. KG (KG2	Germany	LNG Transport	100%	100%
Milaha Technical & Logistics Services S.P.C	Qatar	Logistics	100%	100%
Qatar Shipping Company (France)	France	Investments	100%	100%

<sup>(</sup>i) The Group's exercises control over the financial and operating policies of Qatar Quarries Building Materials Company Q.P.S.C based on the control exercised over the Board of Directors and the Management.

The Parent's ownership percentages of the above subsidiaries are the same as group effective ownership percentages except for the following material subsidiaries:

	Parent owner	ship percentage
	31 March	31 December
Names of the subsidiaries	2016	2015
Halul Offshore Services Company W.L.L.	50%	50%
Qatar Quarries and Building Materials Company Q.P.S.C.	25%	25%
Milaha Trading Company W.L.L.	99.5%	99.5%
Milaha Capital W.L.L.	99.5%	99.5%
Milaha Integrated Maritime and Logistics W.L.L.	99.5%	99.5%

All subsidiaries undertakings are included in the consolidation. The proportion of the voting rights in the subsidiary undertakings held directly by the parent company do not differ from the proportion of ordinary shares held.

### 1 CORPORATE INFORMATION AND PRINCIPAL ACTIVITIES (CONTINUED)

#### **Investment in associates**

The Group has the following investment in associates:

	Country of	Owner	ship %	Profit Sho	aring %
	incorporation	31 Mar	31 Dec	2015	31 Dec
		2016	2015		2015
Cargotec Qatar W.L.L.	Qatar	51.0%	51.0%	40.0%	40.0%
Iraq-Qatar Transport and Shipping Services Com. L.T.D.	Iraq	51.0%	51.0%	51.0%	51.0%
United Arab Shipping Agency Company W.L.L.	Qatar	40.0%	40.0%	40.0%	40.0%
Qatar Gas Transport Company Limited (NAKILAT)					
(Q.S.C.)	Qatar	30.3%	30.3%	30.3%	30.3%
Camartina Shipping INC.	Liberia	29.4%	29.4%	29.4%	29.4%
Peninsula LNG Transport No. 1 Ltd.	Liberia	29.4%	29.4%	29.4%	29.4%
Peninsula LNG Transport No. 2 Ltd.	Liberia	29.4%	29.4%	29.4%	29.4%
Peninsula LNG Transport No. 3 Ltd.	Liberia	29.4%	29.4%	29.4%	29.4%
Qatar LNG Transport Ltd.	Liberia	20.0%	20.0%	20.0%	20.0%
Man Diesel & Turbo Qatar Navigation W.L.L.	Qatar	51.0%	51.0%	35.0%	35.0%

### **Investment in joint ventures**

The Group has following investment in Joint ventures:

Name of entity	Country of		effective ership
	incorporation	31 Mar 2016	31 Dec 2015
Qatar Engineering and Technology Company W.L.L.	Qatar	51%	51%
Qatar Ship Management Company W.L.L.	Qatar	51%	51%
Gulf LPG Transport Company W.L.L.	Qatar	50%	50%
Aliago W.L.L.	Qatar	50%	50%

The interim condensed consolidated financial statements of the Group were authorised for issue by the Board of Directors on 23 April 2016.

### 2 BASIS OF PREPARATION AND CHANGES TO THE GROUP'S ACCOUNTING POLICIES

### 2.1 Basis of preparation

The interim condensed consolidated financial statements are prepared in Qatari Riyals ("QR"), which is the Groups functional and presentation currency and all values are rounded to the nearest thousands (QR'000) except otherwise indicated.

The interim condensed consolidated financial statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Group's annual financial statements as at 31 December 2015.

#### 2.2 New standards, interpretations and amendments adopted by the Group

The accounting policies adopted in the preparation of the interim condensed consolidated financial statements are consistent with those followed in the preparation of the Group's annual financial statements for the year ended 31 December 2015, except for the adoption of the new standards and interpretations effective as of 1 January 2016. The Group has not early adopted any of the standards issued, and are yet to be effective.

### 3 OPERATING REVENUES

The operating revenues consist of the activities of the following Pillars:

	Three months en	Three months ended 31 March		
	2016	2015		
	(Unaudited)			
	QR'000			
Milaha Capital	185,889	214,092		
Milaha Maritime and Logistics	227,413	218,224		
Milaha Offshore	145,030	161,855		
Milaha Trading	88,002	114,909		
Milaha Gas and Petrochem	124,624	76,575		
	770,958	785,655		

### 4 BASIC AND DILUTED EARNINGS PER SHARE

Basic earnings per share is calculated by dividing the net profit for the period attributable to equity holders of the parent by the weighted average number of shares outstanding during the period.

	Three months ended 31 March		
	<b>2016</b> 2015		
	(Unaudited)		
Net profit for the period attributable to equity holders of the parent (QR'000)	351,788	364,510	
Weighted average number of shares (000's)	113,616	113,616	
Basic and diluted earnings per share (QR)	3.10	3.21	

The weighted average numbers of shares have been calculated as follows:

	Three months ended 31 March		
	<b>2016</b> 2015		
	(Unaudi	ited)	
Total number of shares outstanding (000's) Adjustment for weighted average shares with respect to treasury shares	114,525	114,525	
purchased during the year 2013 (000's) (Note)	(909)	(909)	
Weighted average numbers of shares during the perid (000's)	113,616	113,616	

Note:

This represents the investment of 908,725 shares in the Parent Company, Qatar Navigation Q.S.C., by one of the subsidiaries during the year ended 31 December 2013.

### 5 COMPONENTS OF OTHER COMPREHENSIVE INCOME

	Three months ended 31 March		
	2016	2015	
	(Unaud	dited)	
	QR'000	QR'000	
Movements of other comprehensive income			
Cash flow hedges			
Movement during the period	(29,848)	(191)	
Group share of net movement in associates	(209,953)	(128,543)	
Total effect on other comprehensive loss resulting from cashflow hedges	(239,801)	(128,734)	
Available-for-sale investments			
Loss arising during the period on revaluation	(148,257)	(179,946)	
Group share of net movement in associates	(1,019)	(8,050)	
Total effect on other comprehensive loss resulting from available-for- sale investments	(149,276)	(187,996)	

### 6 PROPERTY, VESSELS AND EQUIPMENT

	31 March 2016 (Unaudited) QR'000	31 December 2015 (Audited) QR'000
Net book value, beginning balance	5,038,783	3,972,522
Additions	39,844	440,287
Acquisition of subsidiaries	<u>-</u>	1,031,621
Disposals and write off	(26)	(36,279)
Transfers and reclassifications	-	(975)
Impairment of vessels and equipment	-	(96,649)
Depreciation charge for the period/ year	(69,601)	(271,744)
Net book value, ending balance	5,009,000	5,038,783

### 7 INVESTMENT PROPERTIES

	31 March 2016 (Unaudited) QR'000	31 December 2015 (Audited) QR'000
Net book value, beginning balance Additions Depreciation charge for the period/ year	877,986 46,840 (6,187)	791,062 111,569 (24,645)
Net book value, ending balance	918,639	877,986

### 8 CASH AND CASH EQUIVALENTS

For the purpose of the interim consolidated statement of cash flows, cash and cash equivalents comprise the following:

•	Three months ended 31 March		
	2016	2015	
	(Unaud	ited)	
	QR'000	QR'000	
Bank balances and cash	5,462,952	4,204,414	
Less: Term deposits maturing after 90 days	(4,635,395)	(2,856,808)	
	827,557	1,347,606	
Less: Bank overdrafts		(160,515)	
	827,557	1,187,091	

#### 9 DIVIDENDS

Following the approval at the Annual General Assembly held on 16 March 2016, the Company paid a cash dividend of QR 5 per share totalling QR 568 million (2015: QR 5.5 per share, totalling QR 625 million) relating to the year 2015.

#### 10 CONTINGENT LIABILITIES

At 31 March 2016 and 31 December 2015, the Group had letters of guarantees and letters of credit from which it anticipates that no material liabilities will arise amounted to:

	31 March 2016 (Unaudited) QR'000	31 December 2015 (Audited) QR'000
Letters of guarantees Letters of credits	795,901 95,468	754,270 472,267
	891,369	1,226,537

#### 11 HEDGING ACTIVITIES AND DERIVATIVE FINANCIAL INSTRUMENTS

#### Cash flow hedges:

Halul Offshore Services W.L.L.:

At 31 March 2016, Halul Offshore Services W.L.L. had an interest rate swap agreement in place with a notional amount of USD 25,328,000 (QR 92,193,000), whereby it receives a variable rate of USD 3 months LIBOR and pays a fixed rate of interest of 1.30% on the notional amount. The swap is being used to hedge the exposure to interest rate fluctuations on its loans. The loan facility and the interest rate swap have the same critical terms. This cash flow hedge is assessed to be highly effective. The fair value of the interest rate swaps are calculated by reference to the market valuation of the swap agreements.

The Group has recognised the negative fair value of the interest rate swaps amounting to QR 431,000 as at 31 March 2016 (31 December 2015: QR 1,084,000) as part of accounts payable and accruals.

Milaha Ras Laffan GmbH & Co. KG ("KG 1") and Milaha Qatar GmbH & Co. KG ("KG 2"):

KG 1 and KG 2 has interest rate swap agreements in place with a notional amount of USD 132,712,414 (QR 483,073,189) and USD 135,369,591 (QR 492,745,312), respectively, whereby it receives a variable rate of USD 3 months LIBOR and pays a fixed rate interest of 2.685% on the notional amount. The swap is being used to hedge the exposure to interest rate fluctuations on its loans. The loan facility and the interest rate swap have the same critical terms. This cash flow hedge is assessed to be highly effective. The fair value of the interest rate swaps are calculated by reference to the market valuation of the swap agreements.

KG1 and KG2 has recognised the negative fair value movement of the interest rate swaps amounting to USD 10,159,000 (QR 36,979,000) and USD 10,363,000 (QR 37,721,000) respectively (31 December 2015: USD 6,011,197 (QR 21,881,000) and USD 6,131,554 (QR 22,318,000)) as part of accounts payable and accruals.

### 12 FINANCIAL ASSETS AND FINANCIAL LIABILITIES

Financial instruments comprise of financial assets, financial liabilities and derivative financial instruments.

Financial assets consist of bank balances, available-for-sale investments, financial assets at fair value through profit or loss, loans to LNG and LPG companies and certain other receivables. Financial liabilities consist of bank overdrafts, interest bearing loans and borrowings and certain other payables. Derivative financial instruments consist of interest rate swaps. As at the reporting date the carrying values of the financial assets and financial liabilities was not materially different to the fair values.

### 13 RELATED PARTY DISCLOSURES

The following table provides the total amount of transactions that have been entered into with related parties during the three months ended 31 March 2016 and 31 March 2015, as well as balances with related parties as at 31 March 2016 and 31 December 2015:

### Related party transactions

		Three months ended 31 March				
	20	2016		<b>2016</b> 2015		15
	Sales	Purchases	Sales	Purchases		
	(Una	(Unaudited)		dited)		
	QR'000			QR'000		
Associate companies	149	2	67			

#### Related party balances

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

	31 March 2016		31 December 2015		
	Trade	Trade	Trade	Trade	
	receivables	payables	receivables	payables	
	(Unau	dited)	(Audi	ted)	
	QR'000	QR'000	QR'000	QR'000	
Associate companies	134	3	326	-	
Directors	670	108	4,483	498	
	804	111	4,809	498	

### Compensation of directors and other key management personnel

The accrued remuneration of directors and the paid salaries and allowances to members of key management during the period was as follows:

	Three months ended 31 March		
	2016	2015	
	(Unaudited)		
	QR'000	QR'000	
Salaries and allowances	2,400	3,680	
Employees' end of service benefits	47	32	
Board of directors remuneration	3,488	3,488	
	5,935	7,200	

### 14 SEGMENT INFORMATION

Group is organised into six pillars as follows, which constitute five reportable segments (strategic divisions):

- Milaha Capital provides corporate finance advisory services to Parent and its subsidiaries, in addition to
  managing its proprietary portfolio of financial and real estate investments and holding the investment of Qatar
  Quarries and Building Material Company W.L.L.
- Milaha Maritime & Logistics delivers a comprehensive range of services to major importers, exporters and shipping companies in the region, including oil & gas majors. The activities include logistics services, container feeder shipping, NVOCC operations, bulk shipping, shipping agencies, port management and operations, shippard and steel fabrication.
- Milaha Offshore provides comprehensive offshore support services to the oil and gas industry across the
  region. The Company currently operates a fleet of offshore service vessels, which include safety standby
  vessels, anchor handling tugs, crew boats, workboats and dynamic positioning (DP) vessels. It provides a
  complete range of diving services including saturation diving.
- Milaha Trading engaged in trading trucks, heavy equipment, machinery and lubrication brands in Qatar. The segment markets its products and provides critical after sales service. Milaha Trading also owns and operates an IATA-approved travel agency, one of the oldest in the State of Qatar.
- Milaha Gas and Petrochem owns, manages and operates a fleet of LPG and LNG carriers and provides ocean
  transportation services to international energy and industrial companies. It further owns and manages a young
  fleet of product tankers and crude carrier. The segment also operates a number of product tankers in
  partnership with international trading and shipping companies.

Adjustments with respect to Milaha corporate represent costs captured, which are subsequently allocated to various business pillars by way of a laid down methodology. Milaha Corporate provides necessary services to all the pillars to run their respective business. These services are costs of management, corporate development and communications, internal audit, legal affairs, shared services, information technology, procurement, human resources and administration and finance. These costs and income are subsequently allocated.

Management monitors the operating results of its business units separately for the purpose of making decisions about resource allocation and performance assessment. Segment performance is evaluated based on operating profit or loss and is measured consistently with operating profit or loss in the consolidated financial statements.

Transfer prices between operating segments are on an arm's length basis in a manner similar to transactions with third parties.

### 14 SEGMENT INFORMATION (CONTINUED)

Three months period ended 31 March 2016 (Unaudited)

	Milaha Capital QR'000	Milaha Maritime and Logistics QR'000	Milaha Offshore QR'000	Milaha Trading QR'000	Milaha Gas and Petrochem QR'000	Adjustments relating to Milaha Corporate QR'000	Total segments QR'000	Adjustments and eliminations QR'000	Consolidated QR'000
Operating revenues	190,786	251,286	145,030	99,515	124,625	-	811,242	(40,284) (i)	770,958
Salaries, wages and other benefits Operating supplies and expenses Rent expenses Depreciation and amortisation Other operating expenses Allocations relating to fleet and technical services Allocations relating to Milaha Corporate	(962) (29,225) (1,052) (8,811) (2,683) - (3,097)	(54,110) (105,700) (1,958) (10,748) (7,211) (13,191)	(46,225) (32,433) (1,668) (27,806) (13,893)	(5,205) (84,772) (550) (230) (795) - (3,613)	(25,672) (13,221) (863) (30,928) (8,512) 13,191 (6,027)	(27,230) (2,764) (2,469) (1,076) (3,287)	(159,404) (268,115) (8,560) (79,599) (36,381)	118 (i) 35,496 (i) 4,763 (i) (1) (92) (i)	(159,286) (232,619) (3,797) (79,600) (36,473)
OPERATING PROFIT	144,956	41,210	16,072	4,350	52,593	2	259,183	-	259,183
Finance costs Finance income Gain (Loss) on disposal of	(15,810) 29,969	(1,839) 1	(4,681) 362	- 974	(15,181) 7,276	-	(37,511) 38,582	- -	(37,511) 38,582
property, vessels and equipment	-	2	(5)	-	-	-	(3)	-	(3)
Share of results of associates	274	252	-	-	76,820	-	77,346	-	77,346
Share of results of joint ventures Net (loss) gain on foreign	-	-	-	-	12,149	-	12,149	-	12,149
exchange	(76)	(176)	(76)	(67)	3,188	(2)	2,791	-	2,791
Miscellaneous income	149	1			1,480		1,630	<del>-</del>	1,630
PROFIT FOR THE PERIOD	159,462	39,451	11,672	5,257	138,325		354,167		354,167

### Qatar Navigation Q.S.C.

# NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS At 31 March 2016

### 14 SEGMENT INFORMATION (CONTINUED)

Three months period ended 31 March 2015 (Unaudited)

	Milaha Capital QR'000	Milaha Maritime and Logistics QR'000	Milaha Offshore QR'000	Milaha Trading QR'000	Milaha Gas and Petrochem QR'000	Adjustments relating to Milaha Corporate QR'000	Total segments QR'000	Adjustments and eliminations QR'000		Consolidated QR'000
Operating revenues	217,603	256,863	161,855	126,808	76,574	-	839,703	(54,048)	<i>(i)</i>	785,655
Salaries, wages and other benefits	(2,907)	(49,352)	(58,505)	(4,775)	(21,205)	(31,518)	(168,262)	1,433	(i)	(166,829)
Operating supplies and expenses Rent expenses	(35,408) (1,237)	(99,343) (2,418)	(31,793) (1,428)	(105,690) (596)	(8,232) (1,002)	(873) (1,925)	(281,339) (8,606)	48,310 3,765	(i) (i)	(233,029) (4,841)
Depreciation and amortisation Other operating expenses	(8,976) (3,104)	(14,762) (6,060)	(28,325) (10,453)	(223) (603)	(19,791) (6,210)	(825) (3,004)	(72,902) (29,434)	540	(i)	(72,902) (28,894)
Allocations relating to fleet and technical services Allocations relating to Milaha	-	(15,838)	-	-	15,838	-	-	-		-
Corporate	(4,054)	(16,846)	(7,008)	(4,148)	(5,929)	37,985				
OPERATING PROFIT	161,917	52,244	24,343	10,773	30,043	(160)	279,160	-		279,160
Finance costs Finance income	(9,304) 15,662	(2,075) 1	(2,769) 20	508	(2,008) 4,786	- -	(16,156) 20,977	-		(16,156) 20,977
Loss on disposal of property, vessels and equipment	(4)	(4) 87	-	-	- 71 221	-	(8)	-		(8)
Share of results of associates Share of results of joint ventures Net (loss) gain on foreign	113	-	-	-	71,331 8,035	-	71,531 8,035	-		71,531 8,035
exchange Miscellaneous income	(99)	273	259	106	598 43	160	1,297 43	- -		1,297 43
PROFIT FOR THE PERIOD	168,285	50,526	21,853	11,387	112,828	-	364,879	-		364,879

Note:

<sup>(</sup>i) Inter-segment revenues are eliminated on consolidation.