

# Notice to Shareholders of **Gulf International Services q.s.c.**

We are pleased to invite you to attend the company's Annual Ordinary General Assembly Meeting to be held on Wednesday, February 18th, 2015 at 6:00 pm in Al-Fayrouz Ballroom, Marriott Hotel - Doha. In the case that a quorum is not met, a second meeting will be held on Wednesday, March 4th, 2015 at the same time and location.

### Agenda of the Ordinary General Assembly Meeting

- 1. Listen to the Chairman's Message for the financial year ended December 31, 2014. 1. Please bring your Identity Card and NIN number issued by the Qatar
- 2. Listen to the Board of Directors' Report on GIS's operations and financial performance for the financial year ended December 31, 2014, and the future plans 2. of the company.
- 3. Listen to the Auditors' Report on GIS's consolidated financial statements for the financial year ended December 31, 2014.
- 4. Discussion and approval of GIS's consolidated financial statements for the financial year ended December 31, 2014.
- 5. Approve the Board's recommendation for a dividend payment of QR 5.50 per share, representing 55% of the nominal share value.
- 6. Absolve the Board of Directors from responsibility for the year 2014 and approve their remuneration.
- 7. Presentation of the Corporate Governance Report for 2014.
- 8. Appointment of the external auditors for the financial year ending December 31, 2015 and approve their remuneration.
- 9. Elections and the re-composition of the Board of Directors of GIS for the period from 2015 to 2018.

Dr. Mohamed Saleh Al-Sada Chairman and Managing Director

- Exchange to the AGAM venue for registration, which will commence at 5:00
- If you are not able to attend personally, you may wish to authorize another GIS shareholder to vote on your behalf in the AGAM. You can do this by using a proxy form which you can download from the company's website: www.gis.com.ga.
- 3. Once completed and signed, the proxy form must be delivered to Gulf International Services no less than 48 hours prior to the commencement of the Annual General Assembly meeting.
- No proxy may be appointed to act if, in consequence of such appointment, the proxy shall represent more than five (5) per cent. of the Company's issued share capital when the Shares of the person appointing the proxy are aggregated with the Shares of the person appointed to act as proxy.
- Kindly be advised that one shareholder may act as proxy for one or more shareholders, subject to the Articles of Association.
- For the avoidance of doubt, shareholders are advised that this Notice to Shareholders constitutes good and valid notice, with no need for distribution by normal post, under the Company's Articles of Association as approved for amendment under Extraordinary General Assembly Resolution of 19 April 2009.

### Introduction

The Board of Directors is pleased to present its 7th report on the operational and financial performance of Gulf International Services, the largest services group in Qatar with interests in a broad cross-section of industries, ranging from insurance, re-insurance, fund management, onshore and offshore drilling, accommodation barge, helicopter transportation, and catering services.

### **Financial Results**

Group revenue for the twelve months ended December 31, 2014 was QR 3.9 billion, representing a significant increase of QR 1.6 billion, or 69.7%, over the same period last year.

The group's share in revenue from Gulf Drilling International Company in 2014 was QR 1.8 billion, a significant increase over 2013 of QR 0.9 billion, or 100.0%. This performance was driven largely by the offshore sector, which contributed over 80% of total revenue. The group also benefitted from favorable contract extensions for four of its onshore drilling rigs.

Aviation segmental revenue for the twelve months increased by a moderate QR 25.7 million, or 4.2%, to total QR 644.2 million. The benefit of delivery of new helicopters during the year, and the success of GHC's proactive business development were partially mitigated by the end of its long-term relationship with the National Health Authority for the provision of a helicopter emergency

The group's insurance subsidiary registered gross insurance revenue for the financial year ended December 31, 2014 of QR 735.5 million, a commendable OR 28.5 million, or 4.0%, improvement on the same period of 2013. The main contributor to this growth was the medical line of business which reported a year-on-year increase of 17.6% and now constitutes approximately 42% of Al Koot's annual revenue.

Amwaj Catering Services Limited contributed QR 1.1 billion to group revenue, and now represents the second largest revenue segment. Compared to last year, the company grew by QR 118.6 million, or 12.1%, due to the expansion of core industrial catering and manpower contracting services.

Net profit for the year closed at OR 1.4 billion, a significant year-on-year increase of QR 0.7 billion, or 108.3%. This year-on-year improvement was driven by the ambitious growth plans across all segments, especially in the Drilling segment, and a gross one-off non-cash accounting adjustment for QR 0.3 billion. This accounting adjustment was necessary to effect the gain on bargain purchase following the acquisition by GIS of the 30% shareholding of Japan Drilling Company in GDI on May 1, 2014, and has no cash flow implications.

The favorable year-on-year positive net profit variance in the Drilling segment of QR 440.6 million, or 179.1%, was driven primarily by the additional profit attributable to the buy-out of the interest held by its overseas drilling partner. the commencement of new offshore operations, and to higher daily rates received for the extension of four onshore rig contracts.

Aviation segment earnings for the year ended December 31, 2014 were impacted by operating cost increases, as the subsidiary registered a modest QR 6.8 million reduction in year-on-year net profit to close at QR 231.1 million.

Profit in the Insurance segment for the financial year reached OR 162.4 million. a moderate increase of QR 8.4 million, or 5.5%, as strong Medical revenue growth and gains on the company's investment portfolio were partially offset by increased major insurance claims.

Net profit in the Catering segment for 2014 was QR 118.9 million, up by QR 56.4 million, or 90.2%, as the subsidiary benefitted from its business expansion strategy, improved margins due to reduced operating costs and the provision of shut-down related services in the plants of clients.

### **Proposed Dividend Distribution**

The Board of Directors propose a total annual dividend distribution for the year ended December 31, 2014 of QR 1.0 billion, equivalent to a payout of QR 5.50 per share, and representing 72.5% of the group's net profit.

The Board of Directors expresses its gratitude to His Highness, Sheikh Tamim Bin Hamad Al-Thani, Emir of the State of Qatar, and to His Highness, Sheikh Hamad Bin Khalifa Al-Thani. the Father Emir. Our gratitude is also extended to the management and employees of the group companies for their hard work, commitment and dedication to Gulf International Services.

### Report on the consolidated financial statements

We have audited the accompanying consolidated financial statements of Gulf International Services Q.S.C. (the "Company") and its subsidiaries (together referred to as the "Group"), which comprise the consolidated statement of financial position as at December 31, 2014 and the consolidated statement of profit or loss and other comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

## Management's responsibility for the consolidated financial

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards and applicable Qatar Commercial Companies Law provisions, 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

### Auditor's 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 judgement, 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.

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

### Other legal and regulatory requirements

We are also of the opinion that proper books of account were maintained by the Company and physical inventory has been duly carried out. We have obtained all the information and explanations which we considered necessary for the purpose of our audit. We further confirm that the consolidated financial information included in the Annual Report of the Board of Directors is in agreement with the books and records of the Company. To the best of our knowledge and belief and according to the information given to us, no contraventions of the Oatar Commercial Companies Law No. 5 of 2002 and the Company's Articles of Association were committed during the year which would materially affect the Company's activities or its financial position.

For Deloitte & Touche Oatar Branch

**Muhammad Bahemia** Partner License No. 103

Doha - Oatar February 2, 2015

### CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT DECEMBER 31, 2014 December 31, December 31, QR '000 Non-current assets 7,037,488 313,026 963,184 303,559 Property, plant and equipm Goodwill Investment properties 1.125 85,484 85,448 Held-to-maturity financial assets 169,985 2,902,866 Available-for-sale financial assets 300,496 Total non-current assets 7,737,619 Current assets 79,542 242,722 Due from related parties 634,452 Accounts receivable, prepayments and other debit balances 679,237 622,081 Insurance contract receivables 363,099 260,656 893,200 1,087,281 Cash and bank balances 2,461,300 5,364,166 Total current assets 3,088,646 EQUITY AND LIABILITIES Equity Share capital Legal reserve 75,474 74,516 (337) Foreign currency translation reserve Fair value reserve 31,588 16.857 Total equity LIABILITIES Non-current liabilities 40,413 Employees' end of service benefits Loans and borrowings 3,945,832 468,731 Total non-current liabilities 4,010,234 509,144 Current liabilities Accounts payable, insurance payables and accruals Due to related parties 1,629,343 139,425 1,769,299 2,278,443 Loans and borrowings 908,855 2,638,302 Total current liabilities Total liabilities Total equity and liabilities

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

Dr. Mohamed Bin Saleh Al-Sada Saeed Mubarak Al-Muhannadi Minister of Energy & Industry Chairman and Managing Director

CONSOLIDATED STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2014		
	December 31, 2014	December 31, 2013
	OR '000	QR '000
OPERATING ACTIVITIES		,
Profit for the year	1,409,879	676,982
Adjustments for:		
Depreciation	359,968	89,669
Employees' end of service benefits	19,412	13,444
Finance cost Gain on disposal of property, plant and equipment	48,415 (6,232)	15,187 (1,307)
Share of profit of joint ventures	(99,842)	(244,874)
Net gains on financial assets at fair value through profit or loss	(15,908)	(1,220)
Amortization of discount of held to maturity financial assets	(36)	(35)
Gain from business combination	(269,440)	` ′
Provision for doubtful debts, net	465	10,873
Finance income	(21,366)	(18,383)
Provision for slow moving and obsolete items	1,565	2,069
Net gain on sale of available-for-sale financial assets	(24,412)	(1,445)
***	1,402,468	540,960
Working capital changes:	(40.404)	(10.420)
Inventories Accounts receivable, due from related parties, insurance contract	(40,494)	(19,428)
receivables, prepayments and other debit balances	(32,210)	211,743
Accounts payable, due to related parties, insurance payables and	(52,210)	211,745
accruals	(156,440)	(110,429)
Cash generated from operating activities	1,173,324	622,846
Employees' end of service benefits paid	(6,203)	(3,170)
Net cash from operating activities	1,167,121	619,676
INVESTING ACTIVITIES		
Proceeds from disposal of available-for-sale financial assets	100,321	27,740
Finance income  Dividend income received from a joint venture	21,366	18,383
Dividend income received from a joint venture  Proceeds from sale of financial assets at fair value through profit or	140,140	101,919
loss	94,070	233,929
Acquisition of property, plant and equipment	(1,768,011)	(113,848)
Acquisition of financial assets at fair value through profit or loss	(35,837)	(83,741)
Acquisition of available-for-sale financial assets	(191,689)	(131,793)
Time deposits with original maturities in excess of three months	(103,533)	(20,104)
Proceeds from disposal of property, plant and equipment	6,410	2,614
Investment in a joint venture		(127,400)
Acquisition of a subsidiary net of cash received (Note 5.2)	(437,910)	(02.201)
Net cash used in investing activities	(2,174,673)	(92,301)
FINANCING ACTIVITIES		
Proceeds from loans and borrowings	1,770,293	
Repayment of loans and borrowings	(326,433)	(172,588)
Dividends paid Finance costs paid	(297,345) (48,415)	(223,009)
Net cash from (used in) financing activities	1,098,100	(15,187) (410,784)
Increase in cash and cash equivalents	90,548	116,591
Cash and cash equivalents at the beginning of the year	508,586	391,995
Cook and each conjugate at the and of the year	500,000	500 506