Annual Report for 2017

Ramboll Oil & Gas Middle East A/S Hannemanns Allé 53 2300 Copenhagen S

CVR No 25799151

The Annual Report was presented and approved at the annual general meeting on April 2018

Date: 16.04.2018 1 Erik Simonsen

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Management's Statement

The Executive and Supervisory Boards have today considered and adopted the Annual Report of Ramboll Oil & Gas Middle East A/S for the financial year 1 January – 31 December 2017.

The Annual Report is prepared in accordance with the Danish Financial Statements Act.

In our opinion, the Financial Statements give a true and fair view of the financial position at 31 December 2017 of the Company and of the results of the Company operations for 2017.

In our opinion, Management's Review includes a true and fair account of the matters addressed in the Review.

We recommend that the Annual Report be adopted at the Annual General Meeting.

Copenhagen, 16 April 2018

Executive Board

6 Tommy Anstrup Laursen

Supervisory Board

John Sørensen

Erik Simonsen

Richard John Beard

Independent Auditor's Report

To the Shareholders of Ramboll Oil & Gas Middle East A/S

Opinion

In our opinion, the Financial Statements give a true and fair view of the financial position of the Company at 31 December 2017, and of the results of the Company's operations and cash flows for the financial year 1 January - 31 December 2017 in accordance with the Danish Financial Statements Act.

We have audited the Financial Statements of Ramboll Oil & Gas Middle East A/S for the financial year 1 January - 31 December 2017, which comprise summary of significant accounting policies, income statement, balance sheet, statement of changes in equity and notes ("financial statements").

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and the additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) and the additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Statement on Management's Review

Management is responsible for Management's Review.

Our opinion on the financial statements does not cover Management's Review, and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read Management's Review and, in doing so, consider whether Management's Review is materially inconsistent with the financial statements or our knowledge obtained during the audit, or otherwise appears to be materially misstated.

Moreover, it is our responsibility to consider whether Management's Review provides the information required under the Danish Financial Statements Act.

Based on the work we have performed, in our view, Management's Review is in accordance with the Financial Statements and has been prepared in accordance with the requirements of the Danish Financial Statements Act. We did not identify any material misstatement in Management's Review.

Management's Responsibilities for the Financial Statements

Management is responsible for the preparation of Financial Statements that give a true and fair view in accordance with the Danish Financial Statements Act, and for such internal control as Management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, Management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting in preparing the financial statements unless Management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to
 fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error as
 fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of
 internal control.
- Obtain an understanding of internal control relevant to the audit 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 Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- Conclude on the appropriateness of Management's use of the going concern basis of accounting in preparing the financial statements and, based on the andit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our anditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and contents of the financial statements, including the
 disclosures, and whether the financial statements represent the underlying transactions and
 events in a manner that gives a true and fair view.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Copenhagen, 16 April 2018 PricewaterhouseCoopers Statsautoriseret Revisionspartnerselskab CVR No 33 77 12 31

Rasmus Friis Jørgensen State Authorised Public Accountant Mne28705

State Authorised Rublic Accountant Mne32201

Company Information

The Company:	Ramboll Oil & Gas Middle East A/S Hannemanns Allé 53 2300 Copenhagen S
	Cvr-no: 25799151 Municipality:Copenhagen
Supervisory	Erik Simonsen
Board:	John Sørensen
	Richard John Beard
Executive Board:	Tommy Amstrup Laursen
Attorneys:	Bech Bruun
Auditors:	Pricewaterhousecoopers statsautoriseret Revisionspartnerselskab Strandvejen 44 DK-2900 Hellerup
Ownership:	The Company is wholly owned
	by Rambøll Danmark A/S, Cvr-no. 35 12 84 17
Consolidated financial statements:	Parent Companies preparing consolidated financial statements
statuments.	Rambøll Gruppen A/S,
	The direct parent company

The direct parent company Ramboll Danmark A/S does not prepare consolidated financial statements

Financial Highlights	2017	2016	2015	2014	2013
	QAR '000				
Key figures					
Income statement					
Revenue	66,870	67,310	126,426	161,336	116,299
Operating profit	344	(9,540)	(4,076)	7,718	8,499
Net financials	(499)	323	125	(241)	(262)
Profit for the year	(789)	(10,866)	(3,823)	6,563	7,274
Balance sheet					
Balance sheet total	51,454	49,274	58,862	79,967	70,454
Investments in property, plant and equipment	101	1,336	1,294	2,518	943
Equity	38,807	28,974	39,840	48,663	47,099
Ratios					
Profit margin	0.5	(14.2)	(3.2)	4.8	7.3
Return on assets	0.7	(19.5)	(6.9)	9.8	12.1
Solvency ratio	75%	59%	68%	62%	67%
Return on equity	-2.3%	-32%	-9%	14%	15%

Management's Review

Ramboll Oil & Gas Middle East A/S (ROGME) was established as a wholly owned subsidiary of Ramboll Danmark A/S on January 1st, 2002. The subsidiary acts as an umbrella setup for the Ramboll organization in Qatar hereunder various projects within Oil & Gas (O&G), buildings and transport.

The Company operates within the business segment: Consulting Engineering and Secondment in both Qatar and Abu Dhabi. The main focus areas are the countries surrounding the Arabian Gulf. The Company carries out activities mainly in Qatar and Abu Dhabi.

Main activities in 2017:

- Maintaining position as one of the largest independent engineering consultants in Qatar within the onshore and offshore segment.
- 2. Consolidating the Abu Dhabi office and securing a continuous strong, organic growth.
- 3. Preparation of future project opportunities in Saudi Arabia, Iraq (Kurdistan) and Oman.
- 4. Develop the business opportunities with buildings and transport in Qatar.
- 5. Adjust the operation to operate within the political uncertainties of the GCC crisis.
- 6. Merger of the Energy and Oil & Gas Divisions into one entity Under Ramboll Energy.

Obtained results

The financial result for 2017 was below expectation for Ramboll Oil & Gas Middle East A/S with an operating profit (EBITA) of -0.344MQAR.

The profit margin for 2017 was 0.5% and return on equity was -2.7%.

In 2017, 72% of the revenue was derived from Ramboll Oil & Gas business and the remaining 28% from the Infrastructure, Buildings and Transport unit. The Infrastructure and Building income mainly comprises of a Golf Course, Musheireb Heart of Doha Buildings and Qatar Rail Projects.

During the year a new framework contract with Qatar Petroleum was signed and projects were secured under existing frameworks with oil companies/facility owners, namely Dolphin and Qatar Gas, which operate within the Upstream and Downstream sectors. In Abu Dhabi a frame agreement was signed with Al Dhafra Petroleum.

Following handover of Al Shaheen Field from MOQ to NOC, ROGME secured two major projects, the Pre-FEED and then the FEED for Batch 1 of the new well head platforms.

Support to EPC Clients has continued but has become a proportionally smaller part of the business as the NOC work was started.

The market is still characterized by extreme competition with many stakeholders from around the world which has resulted in fierce price competition throughout the year.

Throughout the year it has been necessary to continue to align/adjust the organization to fluctuating workload and shorter horizons.

At the end of 2017 the company had 164 permanent employees, of which 39 are employed at the Abu Dhabi office.

Corporate Social Responsibility

Reference is made to the consolidated Annual Report of Ramboll Group A/S

The Coming Year

Overall, 2018 looks to be another challenging year, but improved on 2017, as the O&G market is still fierce and competition is intense following the crisis in the global Oil & Gas economy since the beginning of 2015. In Qatar many of the investments are still in buildings and transport installations with the FIFA2022 coming closer, although new opportunities are limited as this sector has matured.

In Abu Dhabi it is expected to be mainly large FEED and EPIC contracts which will be awarded. The size of these contracts can be a challenge for us or are in general outside our capabilities/focus area.

The Oil Price has increased and been more or less stable at around USD 65-70/ barrel. The overall focus of ROGME in 2018 will be

- Cash-in on Frame Agreements in Abu Dhabi
- Develop the Qatar Business and regain workload share on AI Shaheen
- Excel in Offshoring work
- Digitalisation
- Develop the new office in Oman

Primary target areas for 2018 are:

- To maintain and develop the partnership relation with plant owners including new frame agreement with NOC, Total, ADNOC group of companies, OXY and Qatar Petroleum (QP).
- Increase the project portfolio in Abu Dhabi.
- Develop the business in the wider Middle East through selected bids.
- Focus on education and development of our staff.

Special risks

The primary risk in the coming year is the degree to which investment in O&G industry in the ME will grow following stagnation in 2016/17 although the signs are more positive. Another risk is for OPEC to keep their Price/production policy although their influence is less than in the past.

A secondary risk, primarily affecting Qatar but also impacting our ability to effectively workshare across the region, is the GCC crisis and how long this will take to resolve.

In Addition to the above, Working and operating conditions are continuously changing in Middle East eg. Introduction VAT in UAE, ICV in UAE, difficulties in getting Resident Permit approvals and business visas etc which also impose risks.

Accounting Policies

Basis of Preparation

The Annual Report of Ramboll Oil & Gas Middle East A/S for 2017 has been prepared in accordance with the provisions of the Danish Financial Statements Act applying to enterprises of reporting Medium sized class C enterprises and the wordings presented in QAR 1,000.

The functional currency of the Company is Qatar Riyals (QAR). Exchange rate for yearend for QAR against DKK is 0.580 (2017) 0.514 (2016) 0.53 (2015) and 0.6 (2014).

The accounting policies applied remain unchanged from last year.

Cash flow statement

The cash flow statement is not included in the Annual Report in accordance with the Danish Financial Statements Act § 86,4, as the cash flow statement is included in the consolidated financial statements for the parent company Rambøll Gruppen A/S.

Translation policies

Transactions in foreign currencies are translated at the exchange rates at the dates of transaction. Gains and losses arising due to differences between the transaction date rates and the rates at the dates of payment are recognised in the financial income and expense in the income statement.

Receivables, payables and other monetary items in foreign currencies that have not been settled at the balance sheet date are translated at the exchange rates at the balance sheet date. Any differences between the exchange rates at the balance sheet date and the transaction date rates are recognised in financial income and expenses in the income statement.

Recognition and Measurement

Income Statement

Revenue

Fee income is recognised as production is performed (percentage of completion method), according to which the revenue corresponds to the selling price of the work performed for the year including a calculated Profit. Fee income therefore reflect the scope of the activity for the year. This method is applied when total income and expenses in respect of a contract and the stage completion at the balance sheet date can be measured reliably, and it is probable that the future economic benefits, including payments, will accrue to the Company. Revenue is recognised exclusive of VAT and net discounts relating to sales.

Project costs

Project costs consist of costs directly to projects, such as travel and accommodation, consulting assistance, project insurance, IT expenses as well as provisions and losses realised on the projects.

External costs

External costs consist of expenses which are not project related, such as costs relating to premises, office supplies, IT expenses, travel and transportation, management fee, facility service, insurance and other administrative expenses.

Staff costs

Staff costs comprise wages and salaries, holiday pay and social security costs etc.

Financial income and expenses

Financial income and expenses consist of interest income and expenses, foreign exchange gain or loss (realised and unrealised) and other financial income and expenses.

Current and deferred tax

Tax for the year consists of current tax for the year and deferred tax for the year. The tax attributable to the profit for the year is recognised in the income statement.

Deferred tax is measured under the balance sheet liability method in respect of all temporary differences between the carrying amount and the tax base of assets and liabilities.

Deferred tax is measured under current tax rules and at the tax rate expected to apply at the time of elimination of the temporary differences. Changes in deferred tax resulting from changed tax rates are recognised in the income statement.

Deferred tax assets, including the tax base of tax loss carry-forwards, are measured at the value at which the asset is expected to be realised, either by elimination in tax on future earnings or by set-off against deferred tax liabilities.

Property, plant and equipment

Property, plant and equipment are measured at cost less accumulated depreciation and less any accumulated impairment losses or at a lower recoverable amount.

Depreciation is calculated on a straight-line basis over the expected useful lives of the assets, which are:

Plant and machinery 3 years

Cars 5 Years

Receivables

Receivables are recognised in the balance sheet at the lower of amortised cost and net realisable value, which corresponds to nominal value less provisions for bad debts. Provisions for bad debts are determined on the basis of an individual assessment of each receivable.

Contract work in progress

Contract work in progress is measured at the selling price of the work performed based on an individual assessment of the stage of completion.

Payments received on account are offset against contract work in progress. Prepayments received in excess of the completed part of contracts are stated separately for each contract and recognised as prepayments received from customers in short-term debt.

Financial highlights

The ratios have been prepared in accordance with the guidelines issued by the Danish Society of Financial Analysts.

Profit margin:	Operating profit*100
	Revenue
Return on assets:	Operating profit*100
	Balance Sheet Total
Solvency ratio:	Year-end Equity*100
	Balance Sheet Total
Return on equity:	Net profit*100
	Average Equity

Notes	Income Statement	2017	2016
		QAR '000	QAR '000
1	Revenue	66,870	67,310
	Project costs	-14,270	-17,610
	Gross profit	52,600	49,699
	External expenses	-11,232	-14,227
2	Staff expenses	-39,904	-43,450
3	Depreciation and amortisation	-1,120	-1,562
	Profit before financial income and expenses	344	-9,540
	Other operating income Other operating costs	-581	76 -1,525
	Operating Profit	-237	-10,988
4	Financial income	60	1,314
4	Fínancial expenses	-559	-991
	Profit before tax	-736	-10,666
5	Adjustment of tax for previous years	152	-200
5	Tax on profit for the year	-205	
	Net profit for the year	-789	-10,866

Notes	Balance Sheet	2017	12 2016
		QAR '000	QAR '000
	Assets		
	Software, licenses, patents etc	42	116
7	Property, plant and equipment	1,539	2,485
	Deposits,	739	738
	Fixed asset investments	739	738
	Fixed assets	2,320	3,339
	Tendo montroblan		
	Trade receivables	11,200	11,425
	Amount owed by group companies	8,191	7,219
8	Contract work in progress	13,265	11,593
	Disbursements and other receivables	1,927	1,922
	Receivable balance in cashpool account belonging to Rambøll Gruppen A/S	24	293
	Deferred tax receivable	152	
9	Prepayments and accrued income	941	1,180
	Receivables	35,700	33,632
	Cash at bank and in hand	13,433	11,945
	Current assets	49,134	45,578
	Assets	51,454	48,917
lotes	Balance Sheet	2017	2016
		QAR '000	QAR '000
	Liabilities and equity		
10	Share capital	4,580	3,993
	Retained earnings	34,227	24,981
	Equity	38,807	28,974
	Trade payables	1,737	1,589
	Prepayment from customers	1,266	2,984
	Debt to Rambøll Danmark A/S	4,523	11,349
11	Other payables	5,121	4,020
	Short-term debt	12,647	19,943
	Debt	12,647	19,943
1		I I I	
	Liabilities and equity	51,454	48,917

Notes				
Equity				QAR '000
	<u>Share</u> capital	<u>Retained</u> earnings	Proposed dividend	Total
Equity at 1 January 2016	3,993	35,847	0	39,840
Dividend paid	0	a		0
Profit for 2016	0	-10,866	0	-10,866
Equity at 31 December 2016	3,993	24,981	0	28,974
Dividend paid	0	0	0	0
Share Premium	587	10,035		10,622
Profit for 2017	0	-789	0	-789
Equity at 31 December 2017	4,580	34,227	0	38,807

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	Notes	2017	2015
		QAR '000	QAR '000
1	Revenue		
	The Company is engaged in consultancy		
	within oil & gas, building & transport, primarily in Qatar -		
	Middle East	66,870	67,310
		66,870	67,310
2	Staff expenses		
	Employees:		
	Wages and salaries	38,492	42,061
	Pension expenses	1,412	1,388
	Social security expenses	-	
	Total staff expenses	39,904	43,450
	Average number of employees	157	172
	Number of permanent employees at year end	164	145
	Payment to executive board:	1,073	1,077
	Roard of Directory participator in a chara amount		
	Board of Directors participates in a share programme offered by the ultimate Parent Company		
	Rambøll Gruppen A/S.		
3	Depreciation and amortisation		
2			
	Plant, tools and equipment	-1,120	-1,562
	Total depreciation	-1,120	-1,562
4	Financial income		
	Interest received from Rambøll Gruppen A/S	10	1 350
	Foreign Exchange gain Other financial income	18 42	1,258
	Total	60	1,314
	Financial expenses		
	Exchange losses	381	903
	Other financial expenses	178	88
			004
5	Total Corporation tax	559	991
-			
	Current tax on profit for the year	152	-
6	Adjustment of tax for previous years Proposed distribution of profit for the year:	-205	200
0	Proposed distribution of profit for the year.	-	-
	Retained earnings	-789	-10,866
	Recamed earnings	-709	-10,800

	Notes	2017	2017	2017
7	Property, plant and equipment	QAR '000	QAR '000	QAR '000
		Software License	Motor vehicles	Plant, Machinery & Equipment
	Costs, beginning of year	991	1,364	4,335
	Additions	-	-	101
	Disposals	-	-	-
	Costs, end of year	991	1364	4436
	Depreciation, beginning of year	875	995	2220
	Depreciation for the year	74	150	896
	Depreciation, disposals		-	-
	Depreciation, end of year	949	1145	3116
	Carrying amount, end of year Depreciated over	42 3 years	219 5 years	1320 3 years

	Notes	2017	2016		
		QAR '000	QAR '000		
8	Contract work in progress				
	Selling price of work completed	133,107	214,423		
	Progress billing	-121,108	-205,818		
	Contract work in progress, net	11,999	8,609		
	Contract work in progress	13,265	11,593		
	Prepayment from customers	1,266	2,984		
	Work in progress, net	11,999	8,609		
9	Prepayments				
	Prepaid rent	270	420		
	Prepaid schooling fee and others	671	760		
	Total	941	1,180		
10	Share capital				
	The share capital of DKK 7,000k consists of 7000 shares of a nominal value of DKK 1,000				
	No shares carry any special rights.		.,		
	Changes in the share capital in the past five financia	al years in TDKK			
	Share capital 2013:	6,000			
	Share capital 2014:	6,000			
	Share capital 2015:	6,000			
	Share capital 2016:	6,000			
	Share capital 2017:	7,000			

	Notes	2017	2016	
11	Other payables	QAR '000	QAR '000	
	Accrued salaries, time off in lieu	283	139	
	Accrued bonuses	271		
	Accrued salaries	4,559	3,882	
		1,000	5,002	
	WHT	8		
	Total other payables	5,121	4,021	
12	Contingent liabilities:		- the second	
	Warranties	15,409	12,285	
		15,409	12,285	
	Rental obligations:			
	Falling due within 1 year	774	2,310	
	Selfer due 2.5 mere			
	Falling due 2-5 years	774	2,310	
12	Related parties	//4]	2,510	
	controlling interest Rambøll Danmark A/S, Hannemanns Allé 53,	Basis	ing shareholder	
	2300 København S,100 % owned	Control	ing anarenoider	
	Rambøll Fonden, Hannemanns Allé 53, 2300 København S	Ultimate parent company		
	Trasactions During the year all transactions with related parties are done on arm length basis. Post-balance events			
	No critical events that are rated to be of significant impact to the evaluation of the Annual Report have taken place after the balance sheet day.			