

# *Hellenic Petroleum Cyprus Ltd*

Original

*Report and  
financial  
statements*

*31 December 2011*



# **Hellenic Petroleum Cyprus Limited**

## **Report and financial statements 31 December 2011**

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# **Hellenic Petroleum Cyprus Limited**

## **Board of Directors and other officers**

### **Board of Directors**

Michail Myrianthis (Chairman) (resigned 05 January 2011)  
Akis Pegasiou (Chairman)  
Garry John Pegg  
George Gregoras  
Andreas Shiamishis  
Stelios Livadiotis (appointed 01 January 2011)  
Victor Papaconstantinou (appointed 01 January 2011)  
Petros Karalis (appointed 01 January 2011)  
David Hywel Jones

### **Company Secretary**

**Theodora Papadimitriou**  
8A Chimaras Street  
Marousi, 15125 Athens  
Greece

### **Registered office**

125 Old Broad Street  
London EC2N 1AR

### **Registered number**

00454043

# Hellenic Petroleum Cyprus Limited

## Report of the Board of Directors

1 The Board of Directors presents its report together with the audited financial statements of the Company for the year ended 31 December 2011.

### Principal activities

2 The principal activity of the Company, which is unchanged from last year, is to buy, sell and otherwise deal in petroleum products in Cyprus through a local branch. It is the intention of the board of directors that this business will continue for the foreseeable future.

### Review of developments, position and performance of the Company's business

3 The profit of the Company for the year ended 31 December 2011 was €11.381.340 (2010: profit of €9.909.299). On 31 December 2011 the total assets of the Company were €103.799.955 (2010: €102.805.257) and the net assets were €58.700.368 (2010: net assets €47.319.028). The financial position, development and performance of the Company as presented in these financial statements are considered satisfactory.

### Principal risks and uncertainties

4 The management of the business and the execution of the Company's strategy are subject to a number of risks. The key business risks and uncertainties affecting the Company are considered to relate to the price fluctuations of oil in the international markets. Principal risks and uncertainties faced by the Company are also disclosed in Notes 3 and 26 of the financial statements.

### Business risks

5 Given the straightforward nature of the business, the Company's directors are of the opinion that analysis using key performance indicators (KPI's) is not necessary for an understanding of the development, performance or position of the business. The Company measures its performance against a five year business plan which includes revenue and profits.

# Hellenic Petroleum Cyprus Limited

## Report of the Board of Directors (continued)

### Financial risk management

6 The Company's activities expose it to a variety of financial risks: market risk (including foreign exchange risk, commodity price risk and fair value interest rate risk), credit risk and liquidity risk.

#### (i) Market risk - foreign exchange risk

The Company imports petroleum products from overseas and is exposed to foreign exchange risk arising from various currency exposures, primarily with respect to the US dollar. Foreign exchange risk arises when future commercial transactions or recognised assets or liabilities are denominated in a currency that is not the Company's functional currency. Management monitors the exchange rate fluctuations on a continuous basis and acts accordingly.

#### (ii) Market risk - commodity price risk

The Company is exposed to commodity price risk through its purchases and distribution of petroleum products within Cyprus. Management monitors the price fluctuations on a continuous basis and acts accordingly.

#### (iii) Market risk - fair value interest rate risk

As the Company has no significant interest-bearing assets, the Company's income and operating cash flows are substantially independent of changes in market interest rates. The Company's interest rate risk arises principally from short-term borrowings. Borrowings issued at variable rates expose the Company to cash flow interest rate risk. Borrowings issued at fixed rates expose the Company to fair value interest rate risk. The Company's management monitors the interest rate fluctuations on a continuous basis and acts accordingly.

#### (iv) Credit risk

Credit risk arises from cash and cash equivalents, deposits with banks and financial institutions, as well as credit exposures to wholesale and retail customers, including outstanding receivables and committed transactions. The Company has implemented policies that require appropriate credit checks on potential customers before sales are made. Where debt finance is utilised, this is subject to pre-approval by the board of directors and such approval is limited to reputable financial institutions. The amount of exposure to any individual counterparty is subject to a limit, which is reassessed annually.

#### (v) Liquidity risk

Prudent liquidity risk management implies maintaining sufficient cash and cash equivalents, the availability of funding through an adequate amount of committed credit facilities. The management maintains flexibility in funding by maintaining availability under committed credit lines.

# Hellenic Petroleum Cyprus Limited

## Report of the Board of Directors (continued)

### Financial risk management (continued)

#### (vi) Capital risk management

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

In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares or sell assets to reduce debt.

Consistent with others in the industry, the Company monitors capital on the basis of the gearing ratio. This ratio is calculated as net debt divided by total capital. Net debt is calculated as total borrowings (including 'current and non-current borrowings' as shown in the balance sheet) less cash and cash equivalents. Total capital is calculated as 'equity' as shown in the balance sheet plus net debt.

During 2011, the Company's strategy, which was unchanged from 2010, was to maintain the gearing ratio within 20% to 40%.

### Supplier payment policy

7 The Company's policy is to agree the terms of payment at the start of business with each supplier, to ensure suppliers are aware of those terms and to abide by them. The wholly owned subsidiaries of the group comply with the Confederation of British Industry (CBI) Prompt Payers Code, copies of which can be obtained from the CBI, Centrepoint, 103 New Oxford Street, London, WC1A 1DU. The Company's creditor days (year end trade creditors divided by purchases) for its continuing business for the year were 23 days (2010: 37 days). This calculation excludes the businesses acquired during the year.

# Hellenic Petroleum Cyprus Limited

## Report of the Board of Directors (continued)

### Future developments of the Company

8 The Board of Directors does not expect any material changes or developments in the operations, financial position and performance of the Company in the foreseeable future.

### Results

9 The Company's results for the year are set out on page 9.

### Board of Directors

10 The Directors who held office during the year and at the date of this report are shown on page 1.

### Statement of Directors' Responsibilities

11 The directors are responsible for preparing the Directors' Report and the financial statements in accordance with applicable law and regulations.

12 Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have prepared the financial statements in accordance with International Financial Reporting Standards (IFRSs) as adopted by the European Union. Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- state whether applicable International Financial Reporting Standards (IFRSs) as adopted by the European Union have been followed, subject to any material departures disclosed and explained in the financial statements;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

13 The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

14 The directors are responsible for the maintenance and integrity of the company's website. Legislation in the United Kingdom governing the preparation and dissemination of financial statements may differ from legislation in other jurisdictions.

# Hellenic Petroleum Cyprus Limited

## Report of the Board of Directors (continued)

### Branches

15 The Company currently operates through a branch in Cyprus.

### Events after the balance sheet date

16 There were no material post balance sheet events, which have a bearing on the understanding of the financial statements.

### Independent Auditors and Disclosure of Information to Auditors

17 So far as the Directors are aware, there is no relevant audit information of which the Company's auditors are not aware. The Directors have taken all the relevant steps that they ought to have taken in their duty as a Director to make themselves aware of any relevant audit information and to establish that the Company's auditors are aware of that information.

18 This confirmation is given and should be interpreted in accordance with the provisions of Section 418 of the Companies Act 2006.

19 The Company has elected to dispense with the obligation to appoint auditors annually and, accordingly, PricewaterhouseCoopers LLP shall be deemed to be re-appointed as auditors for a further term.

### By Order of the Board



**Akis Pegasiou**  
Chairman

4 May 2012





## **Independent auditor's report**

### **To the Members of Hellenic Petroleum Cyprus Limited**

We have audited the financial statements of Hellenic Petroleum Cyprus Limited for the year ended 31 December 2011 which comprise the Statement of Comprehensive Income, the Balance Sheet, the Statement of Changes in Equity, the Statement of Cash Flows, a summary of significant accounting policies and other explanatory information. The financial reporting framework that has been applied in their preparation is applicable law and International Financial Reporting Standards (IFRSs) as adopted by the European Union.

### **Respective responsibilities of directors and auditors**

As explained more fully in the Directors' Responsibilities Statement set out on page 5, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

This report, including the opinions, has been prepared for and only for the company's members as a body in accordance with Chapter 3 of Part 16 of the Companies Act 2006 and for no other purpose. We do not, in giving these opinions, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

### **Scope of the audit of the financial statements**

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Annual Report to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.



## **Opinion on financial statements**

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2011 and of its profit and cash flows for the year then ended;
- have been properly prepared in accordance with IFRSs as adopted by the European Union; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

## **Opinion on other matter prescribed by the Companies Act 2006**

In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

## **Matters on which we are required to report by exception**

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

A handwritten signature in black ink that reads 'Stephney Dallmann'. The signature is written in a cursive, flowing style.

Stephney Dallmann (Senior Statutory Auditor)  
for and on behalf of PricewaterhouseCoopers LLP  
Chartered Accountants and Statutory Auditors  
London

8 May 2012

# Hellenic Petroleum Cyprus Limited

## Statement of Comprehensive Income for the year ended 31 December 2011

	Note	2011 €	2010 €
Revenue	6	330.507.891	269.212.524
Cost of sales		<u>(294.567.234)</u>	<u>(233.603.736)</u>
<b>Gross profit</b>		<b>35.940.657</b>	<b>35.608.788</b>
Distribution costs		(20.166.188)	(18.755.513)
Administrative expenses		<u>(1.911.254)</u>	<u>(2.069.022)</u>
<b>Operating profit</b>		<b>13.863.215</b>	<b>14.784.253</b>
Finance income	10	1.291	11.450
Finance costs	5	<u>(1.309.430)</u>	<u>(776.641)</u>
<b>Profit before income tax</b>		<b>12.555.076</b>	<b>14.019.062</b>
Income tax expense	11	<u>(1.173.736)</u>	<u>(4.109.763)</u>
<b>Profit and total comprehensive income for the year</b>		<b><u>11.381.340</u></b>	<b><u>9.909.299</u></b>

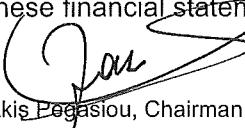
The notes on pages 13 to 46 are an integral part of these financial statements.

# Hellenic Petroleum Cyprus Limited

## Balance Sheet at 31 December 2011

	Note	2011 €	2010 €
<b>Assets</b>			
<b>Non-current assets</b>			
Property, plant and equipment	14	33.675.268	35.756.034
Intangible assets	15	120.775	26.668
Investment in subsidiaries	16	<u>610.586</u>	<u>610.586</u>
		<b>34.406.629</b>	<b>36.393.288</b>
<b>Current assets</b>			
Inventories	17	15.459.981	17.307.186
Trade and other receivables	18	38.070.056	39.743.864
Cash and cash equivalents	19	<u>15.863.289</u>	<u>9.360.919</u>
		<b>69.393.326</b>	<b>66.411.969</b>
<b>Total assets</b>		<b><u>103.799.955</u></b>	<b><u>102.805.257</u></b>
<b>Equity and liabilities</b>			
<b>Capital and reserves</b>			
Ordinary share capital	20	6.284.140	6.284.140
Other reserves		1.587.086	1.587.086
Retained earnings		<u>50.829.142</u>	<u>39.447.802</u>
<b>Total equity</b>		<b><u>58.700.368</u></b>	<b><u>47.319.028</u></b>
<b>Non-current liabilities</b>			
Deferred tax liabilities	22	304.406	2.703.841
Pension liabilities	23	<u>507.758</u>	<u>561.500</u>
		<b>812.164</b>	<b>3.265.341</b>
<b>Current liabilities</b>			
Trade and other payables	25	24.122.842	30.380.593
UK corporation tax payable		1.128.084	1.837.170
Borrowings	21	<u>18.784.850</u>	<u>19.682.556</u>
Cyprus corporation tax payable		<u>251.647</u>	<u>320.569</u>
		<b>44.287.423</b>	<b>52.220.888</b>
<b>Total liabilities</b>		<b><u>45.099.587</u></b>	<b><u>55.486.229</u></b>
<b>Total equity and liabilities</b>		<b><u>103.799.955</u></b>	<b><u>102.805.257</u></b>

On 4 May 2012 the Board of Directors of Hellenic Petroleum Cyprus Limited authorised these financial statements for issue.

  
Akis Pegasios, Chairman

The notes on pages 13 to 46 are an integral part of these financial statements.

# Hellenic Petroleum Cyprus Limited

## Statement of Changes in Equity for the year ended 31 December 2011

	Share capital €	Other reserves (1) €	Retained earnings €	Total €
Balance at 1 January 2010	<u>6 284 140</u>	<u>1 587 086</u>	<u>29 538 503</u>	<u>37 409 729</u>
Comprehensive income				
Profit for the year	<u>-</u>	<u>-</u>	<u>9 909 299</u>	<u>9 909 299</u>
Balance at 31 December 2010/1 January 2011	<u>6 284 140</u>	<u>1 587 086</u>	<u>39 447 802</u>	<u>47 319 028</u>
Comprehensive income				
Profit for the year	<u>-</u>	<u>-</u>	<u>11 381 340</u>	<u>11 381 340</u>
Balance at 31 December 2011	<u>6 284 140</u>	<u>1 587 086</u>	<u>50 829 142</u>	<u>58 700 368</u>

(1) Other reserves include a revaluation reserve of €317 130 and a general reserve of €1 269 956. The special reserve has been utilised for the issue of bonus shares and the general reserve has been utilised for the dividend distribution.

The notes on pages 13 to 46 are an integral part of these financial statements.

# Hellenic Petroleum Cyprus Limited

## Statement of Cash Flows for the year ended 31 December 2011

	Note	2011 €	2010 €
<b>Cash flows from operating activities</b>			
Profit before income tax		12.555.076	14.019.062
Adjustments for:			
Depreciation of property, plant and equipment	14	3.752.396	3.603.590
Amortisation of intangible assets	15	16.238	21.738
Loss on sale of property, plant and equipment	14	-	15.317
Finance income	10	(1.291)	(11.450)
Finance expense	5	<u>1.309.430</u>	<u>776.641</u>
		17.631.849	18.424.898
Changes in working capital:			
Inventories		1.847.205	(9.128.406)
Trade and other receivables		1.673.808	(14.399.753)
Trade and other payables		(6.257.751)	13.473.700
Net movement in pension liabilities		<u>(53.742)</u>	<u>(141.282)</u>
<b>Cash generated from operations</b>		14.841.369	8.229.157
UK Corporation Tax paid		(3.025.610)	(1.524.078)
Cyprus Corporation Tax paid		<u>(1.325.569)</u>	<u>(1.397.773)</u>
<b>Net cash generated from operating activities</b>		<u>10.490.190</u>	<u>5.307.306</u>
<b>Cash flows from investing activities</b>			
Purchases of property, plant and equipment	14	(1.671.630)	(3.903.836)
Proceeds from sale of property, plant and equipment	14	-	4.000
Purchases of intangibles	15	(132.345)	(1.200)
Proceeds from sale of intangibles		22.000	-
Interest received	10	<u>1.291</u>	<u>11.450</u>
<b>Net cash used in investing activities</b>		<u>(1.780.684)</u>	<u>(3.889.586)</u>
<b>Cash flows from financing activities</b>			
(Repayment of) / proceeds from bank borrowings		(4.000.000)	4.000.000
Repayment of loans from related parties	28(vi)	-	(5.000.000)
Interest paid	5	<u>(1.309.430)</u>	<u>(776.641)</u>
<b>Net cash used in financing activities</b>		<u>(5.309.430)</u>	<u>(1.776.641)</u>
<b>Net increase/(decrease) in cash, cash equivalents and bank overdrafts</b>		3.400.076	(358.921)
<b>Cash, cash equivalents and bank overdrafts at beginning of year</b>		<u>3.678.363</u>	<u>4.037.284</u>
<b>Cash, cash equivalents and bank overdrafts at end of year</b>	19	<u>7.078.439</u>	<u>3.678.363</u>

The notes on pages 13 to 46 are an integral part of these financial statements.

# Hellenic Petroleum Cyprus Limited

## Notes to the financial statements

### 1 General information

#### Country of incorporation

The Company is incorporated and domiciled in the United Kingdom as a private limited liability company operating in Cyprus as a branch. Its registered office is at 125 Old Broad Street, London EC2N 1AR, United Kingdom.

### 2 Summary of significant accounting policies

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all years presented in these financial statements unless otherwise stated.

#### Basis of preparation

The financial statements of the Company have been prepared in accordance with International Financial Reporting Standards as adopted by the European Union (IFRS as adopted by the EU), IFRIC interpretations and the Companies Act 2006 applicable to companies reporting under IFRS. The Company continues to adopt the going concern basis in preparing its financial statements.

The financial statements have been prepared under the historical cost convention.

The preparation of financial statements in conformity with IFRS requires the use of certain critical accounting estimates and requires management to exercise its judgment in the process of applying the Company's accounting policies. The areas involving a higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the financial statements are disclosed in Note 4.

The directors consider that the accounting policies as set out below are suitable, have been consistently applied and are supported by appropriate judgements and estimates.

#### Group financial statements

The company is itself a subsidiary company and is exempt from the requirement to produce group accounts by virtue of Section 400 of the Companies Act 2006. These financial statements therefore present financial information about the company as an individual undertaking and not about the group.

The results of the subsidiary undertaking are dealt within the consolidated financial statements of the ultimate parent undertaking, Hellenic Petroleum S.A., a company registered in Greece. Copies of the consolidated financial statements can be obtained from the Company Secretary at 8A Chimaras street, 15125, Marousi, Athens, Greece.

# Hellenic Petroleum Cyprus Limited

## 2 Summary of significant accounting policies (continued)

### Adoption of new and revised IFRSs

During the current year the Company adopted all the new and revised International Financial Reporting Standards (IFRS) that are relevant to its operations and are effective for accounting periods beginning on 1 January 2011. This adoption did not have a material effect on the accounting policies of the Company.

At the date of approval of these financial statements the following financial reporting standards were issued by the International Accounting Standards Board but were not yet effective and the Company has not early adopted:

#### *(i) Adopted by the European Union*

##### Amendments

- Amendments to IFRS 7 "Financial Instruments: Disclosures" on derecognition of financial instruments (effective for annual periods beginning on or after 1 July 2011).

#### *(ii) Not adopted by the European Union*

##### New standards

- IFRS 9 "Financial Instruments" (and subsequent amendments to IFRS 9 and IFRS 7) (effective for annual periods beginning on or after 1 January 2015).
- IFRS 10 "Consolidated Financial Statements" (effective for annual periods beginning on or after 1 January 2013).
- IFRS 11, "Joint Arrangements" (effective for annual periods beginning on or after 1 January 2013).
- IFRS 12, "Disclosure of Interests in Other entities" (effective for annual periods beginning on or after 1 January 2013).
- IFRS 13, "Fair Value Measurement" (effective for annual periods beginning on or after 1 January 2013).
- IAS 27, "Consolidated and Separate Financial Statements" (effective for annual periods beginning on or after 1 January 2013).
- IAS 28, "Investments in Associates and Joint Ventures" (effective for annual periods beginning on or after 1 January 2013).

##### Amendments

- Amendment to IAS 12 "Income Taxes" on deferred tax relating to recovery of underlying assets (effective for annual periods beginning on or after 1 January 2012).
- Amendment to IFRS 1 "First-time adoption of International Financial Reporting Standards" on severe hyperinflation and removal of fixed dates for First Time Adopters (effective for annual periods beginning on or after 1 July 2011).



# Hellenic Petroleum Cyprus Limited

## 2 Summary of significant accounting policies (continued)

### Adoption of new and revised IFRSs (continued)

- Amendment to IAS 1 “Financial Statements Presentation” on Presentation of Items of Other Comprehensive Income” (effective for annual periods beginning on or after 1 July 2012).
- Amendments to IAS 19 “Employee Benefits” (effective for annual periods beginning on or after 1 January 2013).
- Amendments to IFRS 7 “Financial Instruments: Disclosures” on Offsetting Financial Assets and Financial Liabilities (effective for annual periods beginning on or after 1 January 2013).
- Amendments to IAS 32 “Financial Instruments: Presentation” on Offsetting Financial Assets and Financial Liabilities (effective for annual periods beginning on or after 1 January 2014).

### New IFRICs

- IFRIC 20 “Stripping Costs in the Production Phase of a Surface Mine” (effective for annual periods beginning on or after 1 January 2013).

The Board of Directors expects that the adoption of these financial reporting standards in future periods will not have a material effect on the financial statements of the Company.

### Revenue recognition

Revenue comprises the fair value of the consideration received or receivable for the sale of goods and services in the ordinary course of business. Revenue is shown net of value added tax, rebates and discounts. Revenues earned by the Company are recognised on the following bases:

#### (i) Sales of goods and related commissions

Sales of goods are recognised when significant risks and rewards of ownership of the goods have been transferred to the customer, which is usually when the Company has sold or delivered goods to the customer, the customer has accepted the goods and collectibility of the related receivable is reasonably assured.

#### (ii) Interest income

Interest income is recognised using the effective interest method. When a receivable is impaired, the Company reduces the carrying amount to its recoverable amount, being the estimated future cash flows discounted at the original effective interest rate of the instrument and continues unwinding the discount as interest income. Interest income on impaired receivables are recognised using the original effective interest rate.

#### (iii) Management fee income

Management fee income is recognised on an accruals basis to R.A.M.Oil Limited, a company under common control.

# Hellenic Petroleum Cyprus Limited

## 2 Summary of significant accounting policies (continued)

### Revenue recognition (continued)

#### (iv) Other income

Other income relates to sale of goods and other services which are recognised when significant risks and rewards of ownership of goods and services have been transferred to the customer, which is usually when the Company has sold or delivered goods to the customer, the customer has accepted the goods and services and collectibility of the related receivable is reasonably assured.

### Employee benefits

The Company and the employees contribute to the Cyprus Government Social Insurance Fund based on employees' salaries. This Fund is treated as a defined contribution scheme. In addition, the Company operates two defined benefit retirement schemes the assets of which are held in a separate trustee-administered fund. The Company has elected to recognise actuarial gains and losses through the Income Statement using the corridor approach (further refer to Note 24). The defined contribution scheme is funded by contributions from employees and by the Company. The Company's contributions are expensed as incurred and are included in staff costs. The Company has no further payment obligations once the contributions have been paid. Prepaid contributions are recognized as an asset to the extent that a cash refund or a reduction in the future payments is available. A defined benefit plan is a pension plan that is not a defined contribution plan. Typically, a defined benefit plan defines an amount of pension benefit that an employee will receive on retirement, usually dependent on factors, such as age, years of service and compensation.

### Foreign currency translation

#### (i) Functional and presentation currency

Items included in the Company's financial statements are measured using the currency of the primary economic environment in which the entity operates ("the functional currency"). The financial statements are presented in Euro (€), which is the Company's functional and presentation currency.

#### (ii) Transactions and balances

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the income statement under finance costs.

# Hellenic Petroleum Cyprus Limited

## 2 Summary of significant accounting policies (continued)

### Current and deferred income tax

Taxation on profits and losses for the year comprises current and deferred tax. Taxation is recognised in the statement of comprehensive income except to the extent that it relates to items recognised directly in equity, in which case it is recognised in equity.

Current tax is the expected tax payable on the taxable income for the year, using rates enacted at the balance sheet date and any adjustment to tax payable in respect of previous years.

Deferred tax assets and liabilities are calculated in respect of temporary differences using the balance sheet liability method. Deferred income taxes are provided for all temporary differences arising between the tax basis of assets and liabilities and their carrying values for financial reporting purposes. A deferred tax asset is recorded only to the extent that it is probable that taxable profit will be available against which the deductible temporary differences can be utilised. Deferred tax assets and liabilities are measured at tax rates that are expected to apply to the period when the asset is realised or the liability is settled, based on tax rates that have been enacted or substantively enacted at the balance sheet date.

### Property, plant and equipment

Property, plant and equipment are stated at their historical cost less accumulated depreciation. Cost includes the original purchase price of the asset and the costs attributable to bringing the asset to its working condition for its intended use. Certain tangible fixed assets reflect a previous revaluation which was carried out as at 1 January 1987 (other than fixed assets in territories occupied by Turkish forces).

Land is not depreciated. Depreciation on other property, plant and equipment is calculated using the straight-line method to allocate their cost to their residual values, over their estimated useful lives. The annual depreciation rates are as follows:

	%
Buildings	3-4
Furniture, fixtures and office equipment	10-20
Motor vehicles	10-20
Plant and Machinery	10
Land	nil

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each balance sheet date.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

# Hellenic Petroleum Cyprus Limited

## 2 Summary of significant accounting policies (continued)

### Property, plant and equipment (continued)

Expenditure for repairs and maintenance of property, plant and equipment is charged to the income statement of the year in which they were incurred. The cost of major renovations and other subsequent expenditure are included in the carrying amount of the asset or recognized as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably.

Gains and losses on disposal of property, plant and equipment are determined by comparing proceeds with carrying amount and these are included in the income statement.

### Leases

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) are charged to profit or loss on a straight-line basis over the period of the lease.

### Goodwill

Goodwill arises on the acquisition of subsidiaries, associates and joint ventures and represents the excess of the consideration transferred over the Company's interest in net fair value of the net identifiable assets, liabilities and contingent liabilities of the acquiree and the fair value of the non-controlling interest in the acquiree.

For the purpose of impairment testing, goodwill acquired in a business combination is allocated to each of the CGUs, or groups of CGUs, that is expected to benefit from the synergies of the combination. Each unit or group of units to which the goodwill is allocated represents the lowest level within the entity at which the goodwill is monitored for internal management purposes.

Goodwill impairment reviews are undertaken annually or more frequently if events or changes in circumstances indicate a potential impairment. The carrying value of goodwill is compared to the recoverable amount, which is the higher of value in use and the fair value less costs to sell. Any impairment is recognised immediately as an expense and is not subsequently reversed.

# Hellenic Petroleum Cyprus Limited

## 2 Summary of significant accounting policies (continued)

### Computer software

Costs that are directly associated with identifiable and unique computer software products controlled by the Company and that will probably generate economic benefits exceeding costs beyond one year are recognised as intangible assets. Subsequently computer software is carried at cost less any accumulated amortisation and any accumulated impairment losses. Expenditure, which enhances or extends the performance of computer software programmes beyond their original specifications is recognised as a capital improvement and added to the original cost of the computer software. Costs associated with maintenance of computer software programmes are charged to the income statement of the year in which they were incurred. Computer software costs are amortised using the straight-line method over their estimated useful lives, not exceeding a period of five years. Amortisation commences when the computer software is available for use and is included within administrative expenses.

The annual amortisation rate is 33,33%.

### Impairment of non-financial assets

Assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment. Assets that are subject to depreciation or amortisation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash generating units).

### Investments in subsidiaries

Subsidiaries are all entities (including special purpose entities) over which the Company has the power to govern the financial and operating policies generally accompanying a shareholding of more than one half of the voting rights. The Company carries the investments in subsidiaries at cost less any impairment.

### Derivative financial instruments

Derivative financial instruments which include foreign exchange contracts are initially recognised in the balance sheet at fair value on the date a derivative contract is entered into and are subsequently remeasured at their fair value. Fair values are obtained from quoted market prices. Derivatives are included within financial assets at fair value through profit or loss when fair value is positive and within financial liabilities at fair value through profit or loss when fair value is negative.

Changes in the fair value of derivatives are recognised in profit or loss within other gains.

# Hellenic Petroleum Cyprus Limited

## 2 Summary of significant accounting policies (continued)

### Offsetting financial instruments

Financial assets and liabilities are offset and the net amount is reported in the balance sheet when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis or realise the asset and settle the liability simultaneously.

### Inventories

Inventories are stated at the lower of cost and net realisable value. Cost is determined using the weighted average cost method. The cost of finished goods and work in progress comprises raw materials, direct labour, other direct costs and related production overheads (based on normal operating capacity). It excludes borrowing costs. Net realisable value is the estimated selling price in the ordinary course of business less applicable variable selling expenses.

### Trade receivables

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost, using the effective interest method, less provision for impairment. A provision for impairment of trade receivables is established when there is objective evidence that the Company will not be able to collect all amounts due according to the original terms of receivables. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or delinquency in payments (more than 30 days overdue) are considered indicators that the trade receivable is impaired. The amount of the provision is the difference between the carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate. The carrying amount of the asset is reduced through the use of an allowance account, and the amount of the loss is recognised in the income statement within "selling and marketing costs". When a trade receivable is uncollectible, it is written off against the allowance account for trade receivables. Subsequent recoveries of amounts previously written off are credited against "selling and marketing costs" in the income statement.

### Share capital

Ordinary shares are classified as equity.

### Borrowings

Borrowings are recognised initially at fair value, net of transaction costs incurred. Borrowings are subsequently carried at amortised cost. Any difference between the proceeds (net of transaction costs) and the redemption value is recognised in statement of comprehensive income over the period of the borrowings, using the effective interest method, unless they are directly attributable to the acquisition, construction or production of a qualifying asset, in which case they are capitalised as part of the cost of that asset.

# Hellenic Petroleum Cyprus Limited

## 2 Summary of significant accounting policies (continued)

### Borrowings (continued)

Fees paid on the establishment of loan facilities are recognised as transaction costs of the loan to the extent that it is probable that some or all of the facility will be drawn down. In this case, the fee is deferred until the draw-down occurs. To the extent there is no evidence that it is probable that some or all of the facility will be drawn down, the fee is capitalised as a prepayment and amortised over the period of the facility to which it relates.

Borrowing costs that are directly attributable to the acquisition, construction or production of a qualifying asset, being an asset that necessarily takes a substantial period of time to get ready for its intended use or sale, are capitalised as part of the cost of that asset, when it is probable that they will result in future economic benefits to the Company and the costs can be measured reliably.

Borrowings are classified as current liabilities, unless the Company has an unconditional right to defer settlement of the liability for at least twelve months after the balance sheet date.

### Trade payables

Trade payables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method.

### Cash and cash equivalents

In the statement of cash flows, cash and cash equivalents include cash in hand, deposits held at call with banks with original maturity of three months or less and bank overdrafts. In the balance sheet bank overdrafts are shown within borrowings in current liabilities.

### Comparatives

Where necessary, comparative figures have been adjusted to conform with changes in presentation in the current year.

## 3 Financial risk management

### (i) Financial risk factors

The Company's activities expose it to a variety of financial risks: market risk (including foreign exchange risk, commodity price risk and fair value interest rate risk), credit risk and liquidity risk.

# Hellenic Petroleum Cyprus Limited

## 3 Financial risk management (continued)

### (i) Financial risk factors (continued)

- **Market risk**

- Commodity price risk**

- The Company is exposed to commodity price risk through its purchases and distribution of petrol within Cyprus.

- Management monitors the price fluctuations on a continuous basis and acts accordingly, by seeking to pass any change in market price to its customers to minimize the profit and loss impact.

- As a result of passing changes in prices to its customers, the impact on profit and loss is immaterial.

- Foreign exchange risk**

- The Company imports petroleum products from overseas and is exposed to foreign exchange risk arising from various currency exposures, primarily with respect to the US dollar. Foreign exchange risk arises when future commercial transactions or recognised assets or liabilities are denominated in a currency that is not the Company's functional currency.

- Management monitors the exchange rate fluctuations on a continuous basis and acts accordingly.

- In 2011 the Company in an attempt to hedge foreign exchange risk, it entered into forward contracts with the bank that expire within the next three months after the balance sheet date. The Company's marine sales are mainly in US dollars. The risk management policy of the Company is to hedge between 75% and 100% of the anticipated cashflows ( marine receivable balances ).

- At 31 December 2011, if the currency had weakened/strengthened by 5% against the US dollar with all other variables held constant, post tax profit for the year would have been €94.332 (2010 :€55.192) higher/lower, as a result of foreign exchange gains/losses on translation of US denominated trade receivables.

- Fair value interest rate risk**

- As the Company has no significant interest-bearing assets, the Company's income and operating cash flows are substantially independent of changes in market interest rates.

- The Company's interest rate risk arises from short-term borrowings. Borrowings issued at variable rates expose the Company to cash flow interest rate risk. Borrowings issued at fixed rates expose the Company to fair value interest rate risk.



# Hellenic Petroleum Cyprus Limited

## 3 Financial risk management (continued)

### (i) Financial risk factors (continued)

- **Market risk (continued)**

#### **Fair value interest rate risk (continued)**

At 31 December 2011, if interest rates on Euro-denominated borrowings had been 0,5% higher/lower with all other variables held constant, post-tax profit for the year would have been €93.924 (2010: €98.413) lower/higher, mainly as a result of higher/lower interest expense on floating rate borrowings.

The Company's management monitors the interest rate fluctuations on a continuous basis and acts accordingly.

- **Credit risk**

Credit risk arises from cash and cash equivalents, deposits with banks and financial institutions, as well as credit exposures to wholesale and retail customers, including outstanding receivables and committed transactions.

The Company has implemented policies that require appropriate credit checks on potential customers before sales are made. Where debt finance is utilised, this is subject to pre-approval by the board of directors and such approval is limited to reputable financial institutions. The amount of exposure to any individual counterparty is subject to a limit, which is reassessed annually.

No credit limits were exceeded during the reporting period, and management does not expect any losses from non-performance by these counterparties.

- **Liquidity risk**

The table below analyses the Company's financial liabilities into relevant maturity groupings based on the remaining period at the balance sheet to the contractual maturity date. The amounts disclosed in the table are the contractual undiscounted cash flows. Balances due within 12 months equal their carrying balances as the impact of discounting is not significant.

	Up to 1 month €	1 to 3 months €
<b>At 31 December 2010</b>		
Borrowings	19.682.556	-
Trade and other payables	<u>28.270.628</u>	<u>2.109.965</u>
	<u>47.953.184</u>	<u>2.109.965</u>
	€	€
<b>At 31 December 2011</b>		
Borrowings	18.784.850	-
Trade and other payables	<u>20.077.389</u>	<u>3.578.763</u>
	<u>38.862.239</u>	<u>3.578.763</u>

# Hellenic Petroleum Cyprus Limited

## 3 Financial risk management (continued)

### (i) Financial risk factors (continued)

Prudent liquidity risk management implies maintaining sufficient cash and cash equivalents and the availability of funding through an adequate amount of committed credit facilities. Management maintains flexibility in funding by maintaining availability under committed credit lines.

### (ii) Capital risk management

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

In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares or sell assets to reduce debt.

Consistent with others in the industry, the Company monitors capital on the basis of the gearing ratio. This ratio is calculated as net debt divided by total capital. Net debt is calculated as total borrowings (including 'current and non-current borrowings' as shown in the balance sheet) less cash and cash equivalents. Total capital is calculated as 'equity' as shown in the balance sheet plus net debt.

The gearing ratios at 31 December 2011 and 2010 were as follows:

	2011 €	2010 €
Total borrowings (Note 21)	18.784.850	19.682.556
Less: cash and cash equivalents (Note 19)	<u>(15.863.289)</u>	<u>(9.360.919)</u>
Net debt	2.921.561	10.321.637
Total equity	<u>58.700.368</u>	<u>47.319.028</u>
Total capital as defined by management	<u>61.621.929</u>	<u>57.640.665</u>
Gearing ratio	5%	18%

The decrease in the gearing ratio during 2011 resulted primarily from increased cash and cash equivalents and borrowings repaid during the year.

## 4 Critical accounting estimates and judgements

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

# Hellenic Petroleum Cyprus Limited

## 4 Critical accounting estimates and judgements (continued)

### (i) Critical accounting estimates and assumptions

The Company makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below.

- **Income taxes**

Significant judgment is required in determining the provision for income taxes. There are transactions and calculations for which the ultimate tax determination is uncertain. The Company recognises liabilities for anticipated tax audit issues based on estimates of whether additional taxes will be due. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the current and deferred income tax assets and liabilities in the period in which such determination is made.

In addition to the changes in rates of Corporation tax disclosed within Note 11, a number of further changes to the UK Corporation tax system were announced in the March 2011 UK Budget Statement. Further reductions to the main rates are proposed to reduce the rate by 1% per annum to 23% by 1 April 2014. These further changes had not been substantively enacted at the balance sheet date and, therefore, are not included in these financial statements. The proposed reductions of the main rate of corporation tax by 1% per year to 23% by 1 April 2014 are expected to be enacted separately each year.

- **Pension benefits**

The present value of the pension obligations depends on a number of factors that are determined on an actuarial basis using a number of assumptions. The assumptions used in determining the net cost (income) for pensions include the discount rate. Any changes in these assumptions will impact the carrying amount of pension obligations. The group determines the appropriate discount rate at the end of each year. This is the interest rate that should be used to determine the present value of estimated future cash outflows expected to be required to settle the pension obligations. In determining the appropriate discount rate, the group considers the interest rates of high-quality corporate bonds that are denominated in the currency in which the benefits will be paid, and that have terms to maturity approximating the terms of the related pension liability.

Other key assumptions for pension obligations are based in part on current market conditions. Additional information is disclosed in Note 24.

# Hellenic Petroleum Cyprus Limited

## 4 Critical accounting estimates and judgements (continued)

### • Contingency

Significant judgement is required in determining whether any contingencies relating to pending events require further provision or disclosure.

Provisions are recognized when the company 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.

Contingent liabilities are possible obligations whose existence will only be confirmed by future events not wholly within the control of the company, or present obligations where it is not probable that an outflow of resources will be required or the amount of the obligation cannot be measured with sufficient reliability. Contingent liabilities are not recognized in the financial statements but are disclosed unless the possibility of an outflow of economic resources is considered remote.

These are assessed based on consultation with legal counsel. The facts and circumstances relating to a particular case are evaluated in determining whether it is probable that there will be a future outflow of funds.

Accordingly, significant management judgement relating to contingent liabilities is required, since the outcome of litigation is difficult to predict.

## 5 Finance cost

	2011 €	2010 €
Interest expense:		
Bank borrowings	107.279	140.573
Bank overdraft	847.493	434.651
Overdue taxation	33.919	5.915
Group borrowings	<u>320.739</u>	<u>195.502</u>
	<u>1.309.430</u>	<u>776.641</u>

## 6 Revenue

	2011 €	2010 €
Sales of goods	346.017.615	283.914.531
Commissions	(19.909.978)	(18.662.865)
Management fee income	348.218	367.012
Other income	<u>4.052.036</u>	<u>3.593.846</u>
	<u>330.507.891</u>	<u>269.212.524</u>

# Hellenic Petroleum Cyprus Limited

## 7 Expenses by nature

	2011 €	2010 €
Changes in inventories of petroleum products	289.709.671	229.155.966
Other direct costs	4.857.562	4.447.770
Depreciation, amortisation and impairment charges (Notes 14 and 15)	3.768.634	3.625.328
Repairs and maintenance	3.015.503	2.978.561
Operating lease payments (Note 27)	3.989.776	3.920.454
Insurance	78.666	135.359
Trade receivables - impairment charge for receivables (Note 18)	567.545	23.619
Staff costs (Note 8)	5.178.543	4.515.483
Marketing	301.222	567.022
Other expenses	292.396	334.309
Auditors' remuneration	72.991	67.521
Loss on sale of property, plant and equipment (Note 14)	-	15.317
Bank commissions	154.142	80.126
Indirect taxes	250.977	228.172
Training expenses	69.786	67.950
Travelling expenses	291.219	301.719
Utilities	103.484	127.717
Telecommunications expenses	92.444	98.999
Consultancy and services expenses	942.028	1.016.918
Freight costs	<u>2.908.087</u>	<u>2.719.961</u>
<b>Total cost of goods sold, distribution costs, administrative expenses and other expenses</b>	<b><u>316.644.676</u></b>	<b><u>254.428.271</u></b>

## 8 Staff costs

	2011 €	2010 €
Wages and salaries	4.061.407	3.478.359
Cyprus Government social insurance costs	388.421	377.695
Defined benefit pension schemes (Note 24)	412.944	339.866
Stakeholder pension scheme	134.105	141.510
Other	<u>181.666</u>	<u>178.053</u>
	<b><u>5.178.543</u></b>	<b><u>4.515.483</u></b>

The average monthly number of persons (including executive directors) employed by the Company during the year was:

### By activity

	2011	2010
Distribution	20	20
Administration	36	44

# Hellenic Petroleum Cyprus Limited

## 9 Directors' emoluments

	2011 €	2010 €
Aggregate emoluments	470.836	473.014
Company contributions to money purchase pension schemes	<u>13.632</u>	<u>18.463</u>
	<u>484.468</u>	<u>491.477</u>

### Highest paid director

Wages and salaries	<u>178.377</u>	<u>344.645</u>
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Retirement benefits accruing for 0 (2010: 1) director under the defined benefit scheme.

## 10 Finance income

	2011 €	2010 €
Interest income:		
Bank balances	<u>(1.291)</u>	<u>(11.450)</u>
	<u>(1.291)</u>	<u>(11.450)</u>

## 11 Income tax expense

	2011 €	2010 €
<b>Current tax</b>		
<b>United Kingdom</b>		
Corporation tax at 26,5% (2010 : 28% )	3.563.365	4.113.719
Adjustments in respect of prior years	13.457	(225.113)
Double taxation relief	<u>(1.255.422)</u>	<u>(1.386.619)</u>
	<u>2.321.400</u>	<u>2.501.987</u>
<b>Foreign tax</b>		
Corporation tax	1.255.422	1.386.619
Adjustments in respect of prior years	<u>(3.651)</u>	<u>(162.192)</u>
	<u>1.251.771</u>	<u>1.224.427</u>
Total Current Tax	<u>3.573.171</u>	<u>3.726.414</u>
<b>Deferred tax</b>		
Origination and reversal of temporary differences	(2.397.014)	183.638
Adjustments in respect of prior years	<u>(2.421)</u>	<u>199.711</u>
Total deferred tax (Note 22)	<u>(2.399.435)</u>	<u>383.349</u>
<b>Income tax expense</b>	<u>1.173.736</u>	<u>4.109.763</u>

# Hellenic Petroleum Cyprus Limited

## 11 Income tax expense (continued)

The tax on the Company's profit before tax differs from the theoretical amount that would arise using the applicable tax rate as follows:

	2011 €	2010 €
Profit before tax	<u>12.555.076</u>	<u>14 019 062</u>
Tax calculated at the standard rate of corporation tax in the UK of 26,5% (2010 : 28% )	3.327.095	3 925 337
Tax effect of expenses not deductible for tax purposes	384.638	472 162
Tax effect of rate change	(44.462)	-
Adjustments to tax charge in respect of prior years	7.385	(187 594)
Elimination of UK deferred tax liability due to Foreign Branch Profit Election (Note 22)	(2.500.920)	-
Deferred tax rate difference (28% to 27%)	-	(100 142)
Income tax charge	<u>1.173.736</u>	<u>4 109 763</u>

From 1 January 2009 onwards, under certain conditions, interest may be exempt from income tax and only subject to defence contribution at the rate of 10%; increased to 15% as from 31 August 2011.

Based on current capital investment plans, the Company expects to continue to be able to claim capital allowances in excess of depreciation in future years at a similar level to the current year.

## 12 Financial instruments by category

	Loans and receivables €	Total €
<b>31 December 2010</b>		
<b>Assets as per balance sheet</b>		
Trade and other receivables (excluding prepayments)	38 201 566	38 201 566
Cash and cash equivalents	<u>9 360 919</u>	<u>9 360 919</u>
<b>Total</b>	<u>47 562 485</u>	<u>47 562 485</u>
	Other financial liabilities €	Total €
<b>Liabilities as per balance sheet</b>		
Borrowings	19 682 556	19 682 556
Trade and other payables (excluding statutory liabilities)	<u>29 572 360</u>	<u>29 572 360</u>
<b>Total</b>	<u>49 254 916</u>	<u>49 254 916</u>
	Loans and receivables €	Total €
<b>31 December 2011</b>		
<b>Assets as per balance sheet</b>		
Trade and other receivables (excluding prepayments)	36 838 913	36 838 913
Cash and cash equivalents	<u>15 863 289</u>	<u>15 863 289</u>
<b>Total</b>	<u>52 702 202</u>	<u>52 702 202</u>

# Hellenic Petroleum Cyprus Limited

## 12 Financial instruments by category (continued)

	Other financial liabilities €	Total €
<b>Liabilities as per balance sheet</b>		
Borrowings	18 784 850	18 784 850
Trade and other payables (excluding statutory liabilities)	<u>24 122 842</u>	<u>24 122 842</u>
<b>Total</b>	<u><u>42 907 692</u></u>	<u><u>42 907 692</u></u>

## 13 Credit quality of financial assets

The credit quality of financial assets that are neither past due nor impaired can be assessed by reference to external credit ratings (if available) or to historical information about counterparty default rates:

	2011 €	2010 €
<b>Trade receivables</b>		
Counterparties without external credit rating		
Group 1	1.947.734	2.324 565
Group 2	<u>33.000.267</u>	<u>32 394 948</u>
	<u><u>34.948.001</u></u>	<u><u>34 719.513</u></u>
<b>Fully performing other receivables</b>		
Group 3	<u><u>2.288.553</u></u>	<u><u>3.482 053</u></u>
	2011 €	2010 €
<b>Cash at bank and short-term bank deposits<sup>(1)</sup></b>		
Ba2	-	377 007
B2	3.852.648	475.127
B3	<u>1.043</u>	<u>14.185</u>
	<u><u>3.853.691</u></u>	<u><u>866.319</u></u>

(1) The rest of the balance sheet item 'cash and cash equivalents' is cash in hand

As at 31 December 2011 the 'cash and cash equivalents' include an amount of €12 006 959 which represents cheques received in December 2011 but not deposited to the bank. These cheques were deposited in January 2012.

As at 31 December 2010 the 'cash and cash equivalents' include an amount of €8 489 921 which represents cheques received in December 2010 but not deposited to the bank. These cheques were deposited in January 2011.

Group 1 – new customers and related parties (less than 6 months)

Group 2 – existing customers and related parties (more than 6 months) with no defaults in the past.

Group 3 – other receivables

None of the financial assets that are fully performing has been renegotiated in the last year.

None of the loans and receivables from related parties is past due but not impaired.



# Hellenic Petroleum Cyprus Limited

## 14 Property, plant and equipment

	Land and buildings €	Plant and machinery €	Furniture, fixtures and office equipment €	Motor vehicles €	Total €
<b>At 1 January 2010</b>					
Cost	20 330 603	38 140 027	580 005	2 023 087	61 073 722
Accumulated depreciation	<u>(4 668 396)</u>	<u>(20 101 069)</u>	<u>(268 006)</u>	<u>(561 146)</u>	<u>(25 598 617)</u>
Net book amount	<u>15 662 207</u>	<u>18 038 958</u>	<u>311 999</u>	<u>1 461 941</u>	<u>35 475 105</u>
<b>Year ended 31 December 2010</b>					
Opening net book amount	15 662 207	18 038 958	311 999	1 461 941	35 475 105
Additions	1 290 912	2 367 785	180 596	64 543	3 903 836
Disposals	-	-	-	(19 317)	(19 317)
Depreciation charge (Note 7)	<u>(379 895)</u>	<u>(2 844 504)</u>	<u>(34 748)</u>	<u>(344 443)</u>	<u>(3 603 590)</u>
Closing net book amount	<u>16 573 224</u>	<u>17 562 239</u>	<u>457 847</u>	<u>1 162 724</u>	<u>35 756 034</u>
<b>At 31 December 2010</b>					
Cost	21 621 516	40 507 812	760 600	2 058 729	64 948 657
Accumulated depreciation	<u>(5 048 292)</u>	<u>(22 945 573)</u>	<u>(302 753)</u>	<u>(896 005)</u>	<u>(29 192 623)</u>
Net book amount	<u>16 573 224</u>	<u>17 562 239</u>	<u>457 847</u>	<u>1 162 724</u>	<u>35 756 034</u>
<b>Year ended 31 December 2011</b>					
Opening net book amount	16 573 224	17 562 239	457 847	1 162 724	35 756 034
Additions	382 485	1 166 185	65 706	57 254	1 671 630
Depreciation charge (Note 7)	<u>(420 843)</u>	<u>(2 911 821)</u>	<u>(52 260)</u>	<u>(367 472)</u>	<u>(3 752 396)</u>
Closing net book amount	<u>16 534 866</u>	<u>15 816 603</u>	<u>471 293</u>	<u>852 506</u>	<u>33 675 268</u>
<b>At 31 December 2011</b>					
Cost	22 004 001	41 493 449	822 889	2 115 983	66 436 322
Accumulated depreciation	<u>(5 469 135)</u>	<u>(25 676 846)</u>	<u>(351 596)</u>	<u>(1 263 477)</u>	<u>(32 761 054)</u>
Net book amount	<u>16 534 866</u>	<u>15 816 603</u>	<u>471 293</u>	<u>852 506</u>	<u>33 675 268</u>

In the cash flow statement, proceeds from sale of property, plant and equipment comprise:

	2011 €	2010 €
Net book amount	-	19 317
Loss on sale of property, plant and equipment (Note 7)	<u>-</u>	<u>(15 317)</u>
Proceeds from sale of property, plant and equipment	<u>-</u>	<u>4 000</u>

# Hellenic Petroleum Cyprus Limited

## 15 Intangible assets

	Goodwill €	Computer software €	Total €
<b>At 1 January 2010</b>			
Cost	-	1 217 741	1 217 741
Accumulated amortisation and impairment	-	(1 170 535)	(1 170 535)
Net book amount	-	47 206	47 206
<b>Year ended 31 December 2010</b>			
Opening net book amount	-	47 206	47 206
Additions	-	1 200	1 200
Amortisation charge (Note 7)	-	(21 738)	(21 738)
Closing net book amount	-	26 668	26 668
<b>At 31 December 2010</b>			
Cost	-	1 218 941	1 218 941
Accumulated amortisation and impairment	-	(1 192 273)	(1 192 273)
Net book amount	-	26 668	26 668
<b>Year ended 31 December 2011</b>			
Opening net book amount	-	26 668	26.668
Additions	128 145	4 200	132.345
Disposals	(22 000)	-	(22.000)
Amortisation charge (Note 7)	-	(16 238)	(16.238)
Closing net book amount	106 145	14 630	120.775
<b>At 31 December 2011</b>			
Cost	106 145	1 223 141	1.329.286
Accumulated amortisation and impairment	-	(1 208 511)	(1 208.511)
Net book amount	106 145	14 630	120.775

In October 2011 R.A.M.Oil Cyprus Limited sold and transferred, absolutely and unconditionally, the Goodwill of the Service Station situated at 11 Pafos Road Limassol Cyprus to the Company in consideration of the sum of €128.145. The Company subsequently disposed €22.000 of this goodwill (representing the rights to use the petrol station until 30/06/2012) to a third party.

## 16 Investments in subsidiaries

	2011 €	2010 €
At beginning of year	610.586	610 586
At end of year	610.586	610 586

The Company's interest in its subsidiary, which is unlisted, was as follows:

Name	Principal activity	Country of incorporation	2011 % of ordinary shares	2010 % of ordinary shares
Superlube Limited	Blending of lubricating oils	Cyprus	65	65

# Hellenic Petroleum Cyprus Limited

## 17 Inventories

	2011 €	2010 €
Petroleum Products	<u>15.459.981</u>	<u>17.307.186</u>

The cost of inventories recognised as expense and included in "cost of sales" amounted to €289.709.671 (2010: €229.155.966).

The difference between the carrying value of stocks (the weighted average cost) and their replacement cost is not material.

## 18 Trade and other receivables

	2011 €	2010 €
Trade receivables	33.892.191	32.158.789
Less: Provision for impairment of trade receivables	<u>(1.684.377)</u>	<u>(1.116.832)</u>
Trade receivables - net	32.207.814	31.041.957
Receivables from related parties (Note 28(v))	2.342.546	3.677.556
Other receivables	2.288.553	3.482.053
Prepayments	<u>1.231.143</u>	<u>1.542.298</u>
	<u>38.070.056</u>	<u>39.743.864</u>

The fair values of trade and other receivables approximate their carrying amounts.

As of 31 December 2011, trade receivables of €32.207.814 (2010: €31.041.957) were fully performing.

Trade receivables that are less than three months past due are not considered impaired. As of 31 December 2011, trade receivables of €9.665.819 (2010: €7.994.043) were past due but not impaired. These relate to a number of independent customers for whom there is no recent history of default. The ageing analysis of these trade receivables is as follows:

	2011 €	2010 €
Up to 3 months	3.905.731	4.502.558
3 to 6 months	1.537.390	1.209.261
Over 6 months	<u>4.222.698</u>	<u>2.282.224</u>
	<u>9.665.819</u>	<u>7.994.043</u>

As of 31 December 2011, trade receivables of €1.684.377 (2010: €1.116.832) were impaired and provided for. The individually impaired receivables mainly relate to wholesalers, which are in an unexpectedly difficult economic situation. It was assessed that a portion of the receivables is expected to be recovered. The ageing of these receivables is as follows:

	2011 €	2010 €
Over 6 months	<u>1.684.377</u>	<u>1.116.832</u>

# Hellenic Petroleum Cyprus Limited

## 18 Trade and other receivables (continued)

Movements on the Company's provision for impairment of trade receivables are as follows:

	2011 €	2010 €
At 1 January	1.116.832	1.093.213
Provision	<u>567.545</u>	<u>23.619</u>
At 31 December	<u>1.684.377</u>	<u>1.116.832</u>

The other classes within trade and other receivables do not contain impaired nor past due assets.

The maximum exposure to credit risk at the balance sheet date is the carrying value of each class of receivable mentioned above. At 31 December 2011, the Company holds bank guarantees of €1.250.801 (2010:€1.478.163) as security.

The carrying amounts of the Company's trade and other receivables are denominated in the following currencies:

	2011 €	2010 €
Euro - functional and presentation currency	35.973.785	38.517.375
US Dollar	<u>2.096.271</u>	<u>1.226.489</u>
	<u>38.070.056</u>	<u>39.743.864</u>

## 19 Cash and cash equivalents

	2011 €	2010 €
Cash at bank and in hand	14.788.606	8.885.792
Short-term bank deposits	<u>1.074.683</u>	<u>475.127</u>
	<u>15.863.289</u>	<u>9.360.919</u>

The effective interest rate on short term bank deposits was 1,00% (2010: 0,90%) and these deposits have an average maturity of 2 days.

Cash and bank overdrafts include the following for the purposes of the cash flow statement:

	2011 €	2010 €
Cash and cash equivalents	15.863.289	9.360.919
Bank overdrafts (Note 21)	<u>(8.784.850)</u>	<u>(5.682.556)</u>
	<u>7.078.439</u>	<u>3.678.363</u>

# Hellenic Petroleum Cyprus Limited

## 20 Ordinary share capital

	2011			2010		
	Number of shares	STG£	€	Number of shares	STG£	€
<b>Authorised</b>						
Shares of STG£10 each	<u>443 345</u>	<u>4.433.450</u>		<u>443 345</u>	<u>4.433.450</u>	
<b>Issued and fully paid</b>						
Shares of STG£10 each	<u>443 345</u>	<u>4.433.450</u>	<u>6.284.140</u>	<u>443 345</u>	<u>4.433.450</u>	<u>6.284.140</u>

The total authorised number of ordinary shares is 443 345 shares (2010: 443 345 shares) with a par value of GB£10 per share. All issued shares are fully paid.

## 21 Borrowings

	2011 €	2010 €
<b>Current</b>		
Bank overdrafts (Note 19)	8.784.850	5.682.556
Bank borrowings	-	4.000.000
Loans from related parties (Note 28(vi))	<u>10.000.000</u>	<u>10.000.000</u>
	<u>18.784.850</u>	<u>19.682.556</u>

There are no securities on loans, bank borrowings and bank overdrafts.

The weighted average effective interest rates at the balance sheet date were as follows:

	2011 %	2010 %
Bank overdrafts	11,72	7,65
Bank borrowings	6,5	6,50
Borrowings from related parties (Note 28(vi))	2,67	1,96

The Company's bank borrowings and bank overdrafts are arranged at both fixed and floating rates. Borrowings at fixed rates expose the Company to fair value interest rate risk. For borrowings at floating rates the interest rate is subject to repricing exposing the Company to cash flow interest rate risk.

	2011 €	2010 €
6 months or less	<u>18.784.850</u>	<u>19.682.556</u>

The Company has the following undrawn borrowing facilities:

	2011 €	2010 €
Floating rate:		
Expiring beyond one year	<u>98.215.150</u>	<u>91.936.095</u>

The facilities expiring within one year are annual facilities subject to review at various dates during 2012.

The carrying amounts of bank overdrafts and short-term bank loans approximate their fair value.

# Hellenic Petroleum Cyprus Limited

## 21 Borrowings (continued)

The carrying amounts of the Company's borrowings are denominated in the following currencies:

	2011 €	2010 €
Euro - functional and presentation currency	<u>18.784.850</u>	<u>19.682.556</u>

## 22 Deferred tax assets and liabilities

Deferred tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred taxes relate to the same fiscal authority.

The amounts included in the balance sheet include the following:

	2011 €	2010 €
Deferred tax assets to be recovered after more than twelve months	<u>304.406</u>	<u>2.703.841</u>
Charge included in profit or loss (Note 11)	<u>(2.399.435)</u>	<u>383.349</u>

The movement on the deferred tax account is as follows:

### Deferred tax liabilities

	Difference between depreciation and capital allowances €	Pensions €	Interest accrued €	Total €
At 1 January 2010	2.716.975	(196.779)	(199.704)	2.320.492
Charged/(credited) to:				
Statement of comprehensive income (Note 11)	<u>138.472</u>	<u>45.173</u>	<u>199.704</u>	<u>383.349</u>
At 1 January 2011	2.855.447	(151.606)	-	2.703.841
Charged/(credited) to:				
Statement of comprehensive income (Note 11)	<u>(2.551.041)</u>	<u>151.606</u>	<u>-</u>	<u>(2.399.435)</u>
At 31 December 2011	<u>304.406</u>	<u>-</u>	<u>-</u>	<u>304.406</u>

In the past, the deferred tax asset/liability has been recognised on the temporary differences arising under UK tax rules at the UK tax rate, as these have generally been higher than the temporary differences under Cyprus tax rules. However, as a result of the company making the Foreign Branch Profit Election, from 1 January 2012, for UK tax purposes, the assets are deemed to be used for non qualifying activities from 1 January 2012, and as such are considered to be ineligible for capital allowance purposes. Therefore, although there are temporary differences, the reversal of those temporary differences will not be taxed in the UK and therefore the deferred tax asset/liability on those temporary differences have been measured under Cyprus tax rules.

## 23 Pension liabilities

	2011 €	2010 €
Pension liabilities (Note 24)	<u>507.758</u>	<u>561.500</u>

# Hellenic Petroleum Cyprus Limited

## 23 Pension liabilities (continued)

### **Hellenic Petroleum Defined Contribution Scheme ( Hellenic Petroleum Provident Fund )**

The Hellenic Petroleum Stakeholder Pension Scheme is a defined contribution scheme open to all employees subject to certain conditions. The Company pays contributions at a rate of 5% of basic salary of participating employees. Contributions to the Scheme for the year ended 31 December 2011 amounted to €134.105 (2010: €141.510) (Note 8).

### **Hellenic Petroleum Defined Benefit Pension Schemes**

The Share Purchase Agreement between BP plc and Hellenic Petroleum International A.G. (the "Agreement") provided that the existing retirement benefit schemes for all retired and active employees (including employees that remain under the employment of the Company) were transferred to BP Eastern Mediterranean Ltd (BPEM) which would become the Founding Company of the schemes as from 1 December 2002. This was subject to the consent of the local regulatory authorities. In accordance with the Agreement, the Company is committed to set up its own retirement benefit schemes for its current active employees (other than those employees who will elect to continue to be members of the current BP schemes), equivalent to the existing ones, that will provide benefits for future service that are no less favourable overall than those provided by BP under the existing arrangements. The Company's new schemes will recognise the employee's credited service, participation vesting and as applicable, benefit accrual periods of service, which will accrue in BP's retained arrangement in which the Company will participate as a Member Company until the setting up of its own schemes. For the period of participation, the Company pays the normal funding costs (i.e. current service costs), assuming that the schemes are neither in surplus or deficit.

Under the Agreement, BP procured that a transfer of assets in respect of benefits accrued as of 31 December 2002, is made from its current schemes to the Company's new schemes with the amount of such transfer to be calculated at the expiration of any period of participation and paid in cash unless otherwise agreed. As part of negotiations with the Employee Trade Unions for the execution of the Agreement, the Company made a provision of €812.520 in 2002 for extra funding to be contributed to the new schemes to allow for notified discretionary practises, mainly for providing increased pension benefits in line with price inflation.

The above arrangements were subject to the consent of the local regulatory authorities. The local regulatory authorities have given their consent for the split of the old existing staff schemes, but did not approve the transfer of the existing pension fund to BPEM. They instead, approved the set-up of a new pension fund scheme by BPEM. Accordingly, the Company retained the existing scheme (which was renamed from BP Cyprus Non Contributory Pension Fund to Hellenic Petroleum Cyprus Non Contributory Pension Fund during 2006 ("Pension Fund")) and BPEM set up a new scheme (the BP Eastern Mediterranean Non Contributory Pension Fund), without this affecting the substance of the way the assets were split and the transfer value was calculated, as stipulated in the agreement outlined above. In accordance with the Agreement the BPEM Fund also covers the former employees of BP Cyprus Ltd as at 1.1.2003. The changes to the Share Purchase Agreement, also provides that BPEM Fund shall indemnify and hold harmless the existing fund, retained by the Company, in respect of any liabilities and/or obligations of the existing fund, provided such liabilities and obligations of the existing fund, arose prior to 31 December 2005.

# Hellenic Petroleum Cyprus Limited

## 24 Actuarial valuation of the defined benefit retirement plans

The Company has elected to recognise actuarial gains and losses through the Income statement using the corridor approach. The estimated future benefit payments from the Plan are projected using the adopted assumptions stated below. By discounting these payments back to any given valuation date, the amount required at the given valuation date to meet these future benefit payments was estimated. This amount is called the present value (cost) of employees' benefits.

Under IAS 19, this cost must be recognised in a systematic manner over the employees' working lives. A valuation method must be chosen to attribute the cost between that arising from service up to the valuation date (past service) and that arising from service after the valuation date (future service).

The present value of a defined benefit obligation (DBO) is the present value, without deducting any plan assets, of expected future payments required to settle the obligation resulting from employee service in the current and prior periods. The defined benefit obligation is calculated annually by independent actuaries.

The method chosen in this case is the Projected Unit Credit method because this is the only acceptable method under the revised IAS 19.

Actuarial gains and losses arising from experience adjustment and changes in actuarial assumptions in excess of the greater of 10% of the fair value of plan assets or 10% of the present value of the defined benefit obligation are charged or credited to income over the employees expected average remaining working lives.

	2011 €	2010 €
Present value of obligations	8.633.526	8.216.925
Fair value of plan assets	(6.020.330)	(6.010.393)
Unrecognised net loss	<u>(2.105.438)</u>	<u>(1.645.032)</u>
<b>Net Liability in Balance Sheet (Note 23)</b>	<b><u>507.758</u></b>	<b><u>561.500</u></b>
<b>Components of Profit &amp; Loss Charge</b>		
Service cost	334.619	347.186
Interest cost	384.654	439.182
Expected Return on plan Assets	(361.800)	(448.693)
Amortisation of Unrecognised Net Loss	<u>55.471</u>	<u>2.191</u>
<b>Total Profit &amp; Loss Charge (Note 8)</b>	<b><u>412.944</u></b>	<b><u>339.866</u></b>
<b>Movement in Net Liability in Balance Sheet</b>		
Net Liability in Balance Sheet at the beginning of the period	561.500	702.782
Actual Contributions paid by the Company	(466.686)	(481.148)
Total expense recognised in the income statement	<u>412.944</u>	<u>339.866</u>
<b>Net Liability in Balance Sheet</b>	<b><u>507.758</u></b>	<b><u>561.500</u></b>
<b>Movement in Unrecognised net Loss</b>		
Unrecognised net Loss at the beginning of the period	(1.645.032)	(555.194)
Losses arising during the period	(515.877)	(1.092.029)
Losses amortised during the period	<u>55.471</u>	<u>2.191</u>
<b>Unrecognised net Loss at the end of the period</b>	<b><u>(2.105.438)</u></b>	<b><u>(1.645.032)</u></b>



# Hellenic Petroleum Cyprus Limited

## 24 Actuarial valuation of the defined benefit retirement plans (continued)

	2011 €	2010 €
<b>Unrecognised Losses to be amortised</b>		
Maximum of the Value of Assets or the DBO	8.633.526	8.216.925
10% corridor	863.353	821.693
Unrecognised net loss at the end of the period	<u>(2.105.438)</u>	<u>(1.645.032)</u>
<b>Unrecognised net Loss outside the corridor</b>	<b>(1.242.086)</b>	<b>(823.340)</b>
Average future working life	13,88	14,84
Amount to be amortised in next year's Profit & Loss	<u><u>(89.511)</u></u>	<u><u>(55.471)</u></u>
<b>Reconciliation of benefit obligation</b>		
DBO at start of period	8.216.925	8.465.034
Service cost	334.619	347.186
Interest Cost	384.654	439.182
Benefits paid from the Fund	(239.783)	(1.429.038)
Actuarial (Gain)/Loss	<u>(62.889)</u>	<u>394.561</u>
<b>DBO at end of period</b>	<b><u>8.633.526</u></b>	<b><u>8.216.925</u></b>
<b>Reconciliation of plan assets</b>		
Market value at start of period	6.010.393	7.207.058
Expected return	361.800	448.693
Company contributions	466.686	481.148
Fund Benefits	(239.783)	(1.429.038)
Asset Loss	<u>(578.766)</u>	<u>(697.468)</u>
<b>Fair value of plan assets at end of period</b>	<b><u>6.020.330</u></b>	<b><u>6.010.393</u></b>

Additional disclosure requirements of the previous annual periods, 2009 and 2008:

	2009 €	2008 €
Present value of obligations	8.465.034	9.373.832
Fair value of plan assets	<u>(7.207.058)</u>	<u>(8.163.784)</u>
<b>Deficit in the plan</b>	<b><u>1.257.976</u></b>	<b><u>1.210.048</u></b>

At 31 December:

	2011 %	2010 %	2009 %	2008 %
Experience adjustments on plan liabilities	(2,6)	(1,4)	(0,7)	5,5
Experience adjustments on plan assets	(9,6)	(11,6)	3,3	(24,5)

At 31 December 2007 the experience adjustments on plan liabilities was (0,7)% and the experience adjustments on plan assets was 8,5%.

# Hellenic Petroleum Cyprus Limited

## 24 Actuarial valuation of the defined benefit retirement plans (continued)

The actual loss on plan assets was €216.506 (2010: €243.246).

Plan assets are comprised as follows:

	2011		2010	
	€	%	€	%
Equity instruments	443 317	7	733 858	12
Debt instruments	281 455	5	872 447	15
Cash and cash equivalents	3 631 454	60	2 739 984	45
Property	1 664 104	28	1 664 104	28
	<u>6 020 330</u>	<u>100</u>	<u>6 010 393</u>	<u>100</u>

The plan did not own any of the Company's financial instruments, property or any other assets.

Contributions expected to be paid to the plan during the annual period beginning after the balance sheet date amount to €506.375 (2010: €487.275).

### Valuation Assumptions

#### Discount rate

IAS19 requires that the discount rate should reflect the rate at which the liabilities could effectively be settled. It recommends using the rates of return on high quality fixed income investments of the appropriate maturity. In general, we would consider the long and medium term yields on government bonds and AA-rated corporate bonds, depending on the average duration of the liabilities of each plan or country. The yields used as a reference to set the discount rate should be at a duration consistent with the duration of the liabilities.

The yields on the longer term corporate bond indices as at 31 December 2011 and corresponding yields for 31 December 2010 are as follows:

Annual Yields	31 December 2011	31 December 2010
iBoxx € AA 10+ years to maturity	4,60%	4,68%

An approach consistent with last year would result in a discount rate of 4,60% pa. Therefore, for the accounting valuation as at 31 December 2011 a discount rate assumption of 4,60% pa was adopted.

#### Price Inflation

As a base point for the financial assumptions, we need to establish an assumption for future increases in Cypriot price inflation (CPI). According to the ECB, euro area HICP inflation was 3,0% in November 2011, unchanged from the previous 2 months. Looking ahead, inflation rates are likely to stay above 2% for some months to come, before falling below 2% during the course of 2012. Inflation rates are expected to remain in line with price stability over the policy-relevant horizon.

Pension liabilities are long term in nature and it would be unusual to make ad-hoc adjustments to inflation assumptions based on current economic conditions. Future inflation expectations are priced into the market-related measures that most companies are using and we wouldn't expect a change in the assumptions relative to those measures.

Considering all the above we have retained an assumption of 2,00% pa.

# Hellenic Petroleum Cyprus Limited

## 24 Actuarial valuation of the defined benefit retirement plans (continued)

### ***Rate of pay increases***

Salary growth for the Company's employees comprises three elements: general pay increases, COLA (Cost of living allowance) increases and individual promotional/merit increases.

Over the long-term, a real increase in general salaries (general increases and COLA) of 2,00% pa has been suggested, similar to last year. Also, similar to last year, an additional allowance of 0,50% pa for promotional increases has been proposed. The proposed total real salary increase is therefore retained at 2,50% pa.

Therefore, as at 31 December 2011, we have retained the overall salary increase assumption of 4,50% pa.

### ***Rate of pension increases***

These are granted at 100% of CPI each year and are therefore expected to move in line with price inflation. Therefore, an assumption of 2,00% pa has been adopted.

### ***Increase in Insurable Earnings Limit***

The limit is assumed to increase at a rate of 1,00% pa above inflation. Therefore, an assumption of 3,00% pa has been adopted.

### ***Supplementary State pension increases***

According to the current rules of the social insurance scheme, the earnings related part of the pension increases each year in line with price inflation. Therefore an assumption of 2,00% pa has been adopted.

### ***Expected Return on Assets***

The plans are funded, and, therefore, under IAS 19, an expected return on asset assumption is required. An expected rate of return for each asset class has been adopted, to reflect the targeted asset allocation (based on the latest Statement of Investment Principles), and market conditions as at 31 December 2011.

The following assumptions have been adopted:

<b>Asset Class</b>	<b>Target Allocation</b>	<b>Expected Return</b>
Bonds	40%	4,60%
Equities	30%	8,00%
Property	20%	6,50%
Cash	10%	3,00%
<b>Total</b>	<b>100%</b>	<b>5,84%</b>

# Hellenic Petroleum Cyprus Limited

## 24 Actuarial valuation of the defined benefit retirement plans (continued)

### *Mortality after retirement*

The following standard mortality tables for mortality have been used:

Men: EVK 2000 males

Women: EVK 2000 females

It is believed that these tables are a reasonable representation of expected mortality in the Cypriot oil industry. The expected life expectancy at birth is 78,8 and 82,1 years for males and females respectively.

No allowance has been made for mortality before retirement.

### *Withdrawals*

No allowance has been made.

### *Retirements*

It is assumed that all members will retire at age 60. No allowance for early retirement has been made.

### *Commutation*

Members are assumed to commute the maximum possible, allowing for the provisions of Section 88 (1) of the Cyprus Social Insurance Law 1980. The commutation factor is 15,0.

The table below summarises the main financial assumptions as at the current valuation data as well as those as at the last valuation date for comparison:

Assumptions	31 December 2011	31 December 2010
Price Inflation	2,00%	2,00%
Pay increases	4,50%	4,50%
Pension increases	2,00%	2,00%
Discount rate	4,60%	4,75%
Increase in Social Security Ceiling	3,00%	3,00%
Social Security Pension increases	2,00%	2,00%
Weighted-average expected return on plan assets	5,84%	5,90%

# Hellenic Petroleum Cyprus Limited

## 25 Trade and other payables

	2011 €	2010 €
Trade payables	3.073.001	1.301.732
Payables to related parties (Note 28(v))	15.031.869	23.203.283
Other payables	4.665.649	5.067.345
Accrued expenses	<u>1.352.323</u>	<u>808.233</u>
	<u>24.122.842</u>	<u>30.380.593</u>

The fair value of trade and other payables which are due within one year approximates their carrying amount at the balance sheet date.

## 26 Contingencies

An agreement between the Government of the Republic of Cyprus and the Municipality of Larnaca was signed on 2 February 2001, whereby it was agreed that the oil terminals, which are situated within the Municipality of Larnaca, will be removed from their current location and relocated at a specified site at Vassiliko area and the land will be restored at the current site to its original condition, by the end of 2013-2015. The Company received legal advice which indicates that the Agreement is not binding for the Company, since the Company is not a party to the said Agreement. In addition there are a number of steps that must be followed before it becomes effective. If the relocation takes place, then the Company will face exceptional costs in that year and increased storage costs following relocation.

In addition to the above, the Company has contingent liabilities in respect of bank guarantees arising in the ordinary course of business from which it is anticipated that no material liability will arise. These guarantees amounted to €953.930 (2010: €657.979).

## 27 Commitments

### (i) Derivative Financial Instruments

The notional amounts of the outstanding forward foreign exchange contracts at 31 December 2011 were €1.770.924. The fair value movement of the derivatives between the date initiated to the balance sheet date were immaterial to be recognised.

### (ii) Operating lease commitments – where the Company is the lessee

The Company leases its offices and various petrol stations under non-cancellable operating lease agreements. The leases have varying terms, escalation clauses and renewal rights.

The lease expenditure charged to the income statement during the year is disclosed in Note 7.

# Hellenic Petroleum Cyprus Limited

## 27 Commitments (continued)

### (ii) Operating lease commitments – where the Company is the lessee (continued)

The future aggregate minimum lease payments under non-cancellable operating leases are as follows:

	2011 €	2010 €
No later than 1 year	3.736.341	3.498.170
Later than 1 year and no later than 5 years	14.996.074	14.794.383
Later than 5 years	<u>33.383.477</u>	<u>34.953.935</u>
	<u>52.115.892</u>	<u>53.246.488</u>

## 28 Related party transactions

The immediate parent undertaking is Hellenic Petroleum International A.G.

The ultimate parent undertaking of the group of undertakings for which group financial statements are drawn up, and of which the Company is a member, and the ultimate controlling party is Hellenic Petroleum S.A. which is the smallest and largest group to consolidate these financial statements. Copies of Hellenic Petroleum S.A. financial statements can be obtained from the Company Secretary at 8A Chimaras Street, Marousi, 15125, Athens, Greece.

The following transactions were carried out with related parties:

### (i) Sales of goods and services

	2011 €	2010 €
Sales of goods:		
Superlube Limited	19.058	12.775
R.A.M.Oil Cyprus Limited	<u>54.942.199</u>	<u>40.040.490</u>
	<u>54.961.257</u>	<u>40.053.265</u>
Sales of services:		
Superlube Limited (management services)	81.081	81.071
R.A.M.Oil Cyprus Limited	346.509	346.509
EKO ABEE	<u>140.484</u>	-
	<u>568.074</u>	<u>427.580</u>

All the transactions with related parties are of a trading nature.

### (ii) Purchases of goods and services

	2011 €	2010 €
Purchases of goods:		
Hellenic Petroleum S.A.	238.399.635	220.162.098
EKO ELDA A.E	792.710	936.679
Superlube Limited	<u>1.356.582</u>	<u>933.529</u>
	<u>240.548.927</u>	<u>222.032.306</u>
Purchases of services:		
Superlube Limited	151.511	115.203
Helpe Consulting	<u>140.000</u>	<u>100.000</u>
	<u>291.511</u>	<u>215.203</u>

# Hellenic Petroleum Cyprus Limited

## 28 Related party transactions (continued)

### (ii) Purchases of goods and services (continued)

All the transactions with related parties are of a trading nature.

### (iii) Key management personnel compensation

The compensation of key management personnel and the close members of their family is as follows:

	2011 €	2010 €
Salaries and other short-term employee benefits	<u>859.860</u>	<u>1.074.433</u>
	<u>859.860</u>	<u>1.074.433</u>

### (iv) Directors' remuneration

The total remuneration of the Directors (included in key management personnel compensation above) was as follows:

	2011 €	2010 €
Aggregate emoluments	470.836	473.014
Company contributions to money purchase pension schemes	<u>13.632</u>	<u>18.463</u>
	<u>484.468</u>	<u>491.477</u>

### (v) Year-end balances

	2011 €	2010 €
Receivables from related parties (Note 18):		
Superlube Limited	4.876	5.979
Helpe Georgia Holding	-	28.000
R.A.M.Oil Cyprus Limited	2.197.186	3.643.577
EKO ABEE	<u>140.484</u>	<u>-</u>
	<u>2.342.546</u>	<u>3.677.556</u>
Payables to related parties (Note 25):		
Superlube Limited	25.475	161.701
Hellenic Petroleum S.A.	14.842.846	22.871.817
EKO ELDA A.E.	163.548	144.765
Helpe Consulting	<u>-</u>	<u>25.000</u>
	<u>15.031.869</u>	<u>23.203.283</u>

The above balances bear no interest and are repayable on demand.

### (vi) Borrowings from related parties

	2011 €	2010 €
Borrowings from parent entity:		
At beginning of year	10.000.000	15.000.000
Borrowings advanced during year	-	10.000.000
Borrowings repaid during year	<u>-</u>	<u>(15.000.000)</u>
At end of year (Note 21)	<u>10.000.000</u>	<u>10.000.000</u>

# Hellenic Petroleum Cyprus Limited

## **28 Related party transactions (continued)**

### **(vi) Borrowings from related parties (continued)**

The above loan was provided by Hellenic Petroleum Finance PLC. The loan is unsecured, carries interest rate at Euribor plus a margin that is determined by the lender and is renewable on a monthly basis.

## **29 Events after the balance sheet date**

In addition to the changes in rates of Corporation tax disclosed within Note 11, a number of further changes to the UK Corporation tax system were announced in the March 2011 UK Budget Statement. Further reductions to the main rates are proposed to reduce the rate by 1% per annum to 23% by 1 April 2014. These further changes had not been substantively enacted at the balance sheet date and, therefore, are not included in these financial statements. The proposed reductions of the main rate of corporation tax by 1% per year to 23% by 1 April 2014 are expected to be enacted separately each year.

There were no other material events after the balance sheet date, which have a bearing on the understanding of the financial statements.