

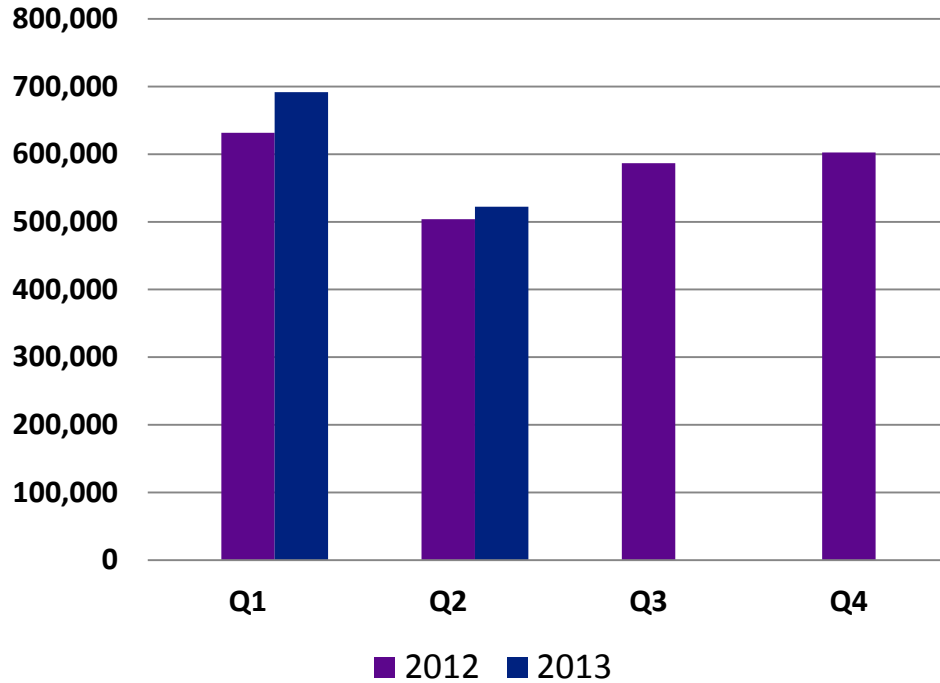
H1 2013 Financials Conference Call

July 23rd, 2013

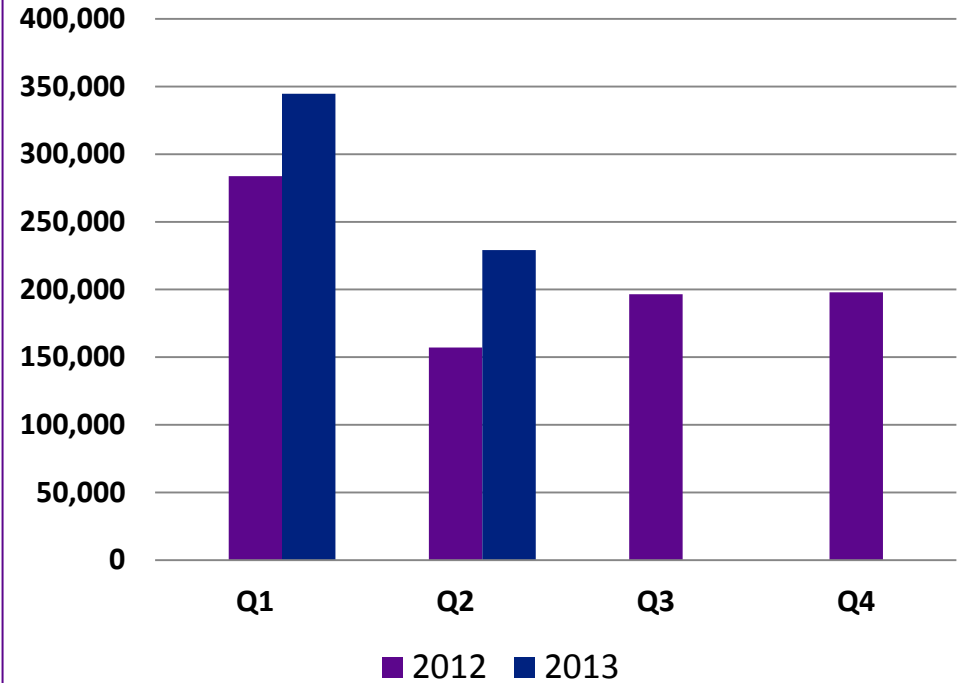
Doha, Qatar

Key Financial Highlights

Revenue
(in QR 000's)



Net Profit
(in QR 000's)



H1 2013 vs H1 2012 - Comparison

(All amounts in QR 000's, unless otherwise noted)

	2013	2012	Variance
OPERATING REVENUE	1,214,064	1,135,422	78,642
Salaries, Wages & Benefits	(292,779)	(249,487)	(43,292)
Operating Supplies & Expenses	(292,803)	(369,786)	76,983
Rent Expense	(32,761)	(27,237)	(5,524)
Depreciation & Amortization	(114,673)	(128,725)	14,052
Other Operating Expenses	(40,907)	(44,047)	3,140
OPERATING EXPENSES	(773,923)	(819,282)	45,359
OPERATING PROFIT	440,141	316,140	124,001
Finance Costs	(25,237)	(23,403)	(1,834)
Finance Income	33,294	27,962	5,332
Profit on disposal of Property, Vessels & Equip	9,501	4,503	4,998
Share Results of Associates	113,372	115,934	(2,562)
Share Results of JV's	(5,327)	(912)	(4,415)
Misc Income	6,597	5,242	1,355
Impairment of AFS Investments	-	(4,596)	4,596
NON-OPERATING INCOME/(EXPENSE)	132,200	124,730	7,470
NET INCOME	572,341	440,870	131,471
Non-Controlling Interest	1,413	54	1,359
PROFIT FOR THE PERIOD	573,754	440,924	132,830

- Revenue Up **+7%**
- Operating Profit Up **+39%**
- Net Profit Up **+30%**

Pillar Overview

- **Milaha Maritime & Logistics**

- Port Services
- Container Shipping
- Logistics
- Bulk Shipping
- Asset Management
- Shipyard
- Shipping Agencies

- **Milaha Offshore**

- Halul Offshore Services

- **Milaha Gas & Petrochem**

- 30% Share of Nakilat
- Qatar Shipping (maritime activities only)

- **Milaha Trading**

- Travel & Tourism
- Equipment Trading Agency
- Marine Equipment Sales & Service
- Bunker Sales
- Service/Repair Center

- **Milaha Capital**

- Equities Portfolio
- Real Estate Investments
- 50% Share of Qatar Quarries

Consolidated Statement of Income, by Pillar – H1 2013

(All amounts in QR 000's, unless otherwise noted)

	Maritime & Logistics	Offshore	Gas & Petrochem	Trading	Capital	Corporate	Eliminations/ Adjustments	Consolidated
Operating Revenue	431,386	286,636	81,012	137,038	420,770	-	(142,778)	1,214,064
Salaries, Wages and Benefits	(105,874)	(90,984)	(24,918)	(7,745)	(7,765)	(67,027)	11,534	(292,779)
Operating Supplies and Expenses	(153,738)	(59,906)	(15,718)	(111,893)	(64,557)	(2,371)	115,379	(292,803)
Rent Expenses	(2,620)	(2,292)	(422)	(639)	(24,971)	(5,969)	4,154	(32,761)
Depreciation and Amortisation	(31,625)	(38,701)	(26,635)	(640)	(15,750)	(1,322)	-	(114,673)
Other Operating Expenses	(41,047)	(1,831)	(5,139)	(2,244)	(7,102)	4,745	11,711	(40,907)
OPERATING PROFIT	96,482	92,923	8,179	13,877	300,624	(71,945)	(0)	440,141
Finance Costs	(4,964)	(5,113)	(2,556)	-	(12,605)	-	-	(25,237)
Finance Income	-	787	13,246	51	19,208	3	-	33,294
Gain on Disposal of Property, Vessels and Equipment	9,319	171	-	-	-	12	-	9,501
Share of Results of Associates	(17)	-	107,729	-	334	-	-	108,046
Miscellaneous Income	-	-	6,127	-	470	-	-	6,597
Impairment of Available-for-Sale Investments	-	-	-	-	-	-	-	-
Expense Allocation from Milaha Corporate	(31,462)	(13,785)	(14,408)	(7,017)	(5,258)	71,930	-	(0)
PROFIT FOR THE PERIOD	69,358	74,982	118,317	6,911	302,773	-	(0)	572,341
Non-controlling interest					1,413			1,413
NET PROFIT ATTRIBUTABLE TO SHAREHOLDERS	69,358	74,982	118,317	6,911	304,186	-	(0)	573,754

Consolidated Statement of Income, by Pillar – H1 2012

(All amounts in QR 000's, unless otherwise noted)

	Maritime & Logistics	Offshore	Gas & Petrochem	Trading	Capital	Corporate	Eliminations/ Adjustments	Consolidated
Operating Revenue	395,540	258,623	83,454	209,304	351,095	-	(162,594)	1,135,423
Salaries, Wages and Benefits	(94,370)	(83,565)	(27,766)	(6,287)	(8,173)	(29,326)	-	(249,488)
Operating Supplies and Expenses	(142,199)	(70,112)	(21,357)	(184,985)	(80,332)	(1,682)	130,882	(369,785)
Rent Expenses	(2,921)	(3,642)	(440)	(701)	(24,230)	(6,224)	10,922	(27,237)
Depreciation and Amortisation	(33,422)	(34,531)	(39,983)	(579)	(18,086)	(2,124)	-	(128,725)
Other Operating Expenses	(35,518)	(6)	(3,004)	(1,239)	(6,632)	(18,438)	20,790	(44,046)
OPERATING PROFIT	87,110	66,767	(9,097)	15,513	213,643	(57,794)	-	316,143
Finance Costs	(5,300)	(3,501)	(7,614)	(46)	(6,940)	(1)	-	(23,403)
Finance Income	-	1,027	14,056	-	12,879	-	-	27,962
Gain on Disposal of Property, Vessels and Equipment	223	4,287	-	-	(7)	-	-	4,503
Share of Results of Associates	192	0	114,830	-	(0)	-	-	115,022
Miscellaneous Income	-	342	2,782	-	2,118	-	-	5,242
Impairment of Available-for-Sale Investments	-	-	-	-	(4,596)	-	-	(4,596)
Expense Allocation from Milaha Corporate	(25,896)	(11,409)	(10,648)	(5,721)	(4,121)	57,795	-	-
PROFIT FOR THE PERIOD	56,329	57,512	104,310	9,746	212,976	(0)	-	440,873
Non-controlling interest	-	-	-	-	54	-	-	54
NET PROFIT ATTRIBUTABLE TO SHAREHOLDERS	56,329	57,512	104,310	9,746	213,030	(0)	-	440,928

Pillar Performance



➤ **9% Revenue Growth and 23% Net Profit Growth vs. H1 2012**

- Driven largely by port services and container shipping activities
- Ports:
 - Strong volume growth
 - Significant focus on efficiency and process improvement initiatives (hand-in-hand with Mwani) in Doha Port
- Increase in Container Shipping revenues, driven by:
 - growth in container shipping volumes
 - better management & utilization of our NVOCC assets
- Sale of old tugs and barges previously deployed in coastal feeder trade
- Higher utilization of Logistics' assets, combined with the sale of under-utilized & aged equipment



Pillar Performance



➤ **11% Growth in Revenues and 30% Growth in Net Profit vs. H1 2012**

- Increased utilisation of construction and diving vessels due to rectification of one-time operational issues from Q1 2012
- Deployment of 2 new vessels



➤ **3% Decline in Revenues and 13% Growth in Net Profit vs. H1 2012**

- Revenue down slightly due to continued weakness in charter hire rates
- H1 2012 adjustments for prior period dry docking did not recur, so this drove most of Op Profit Growth
- Profit from LNG JV's grew Non-Operating profit
- Loss from LPG JV's negatively impacted results



Pillar Performance



- **35% Decline in Revenues and 29% Decline in Net Profit vs. H1 2012**
 - Reduced equipment sales relative to large volume of orders in H1 2012
 - Bunker revenues declined, but so did associated Cost of Goods Sold; margins are razor thin so little impact on bottom line



- **20% Growth in Revenues and 43% Growth in Net Profit vs. H1 2012**
 - Q1 2012 had QR 73M benefit from liquidation of 1 fund, which did not recur.
 - Q1 2013 had similar liquidation amounting to QR 30M profit
 - Dividend growth substantial
 - Profit from market trades & unrealized capital gains grew substantially
 - Qatar Quarries Revenue dropped QR 14M; associated drop can be seen in Cost of Goods Sold



Outlook for H2 2013



- Overall macro outlook for Qatar looks positive as project awards increase
- Expect higher volumes at Doha Port in H2
- In port services unit, continue to improve operating efficiency through optimisation of workforce planning, full deployment of new Terminal Operating System (TOS) and process re-engineering
- Focus on yield optimisation in container feedering and NVOCC businesses
- Uptick in project awards expected to positively impact other units – shipping agency and logistics in particular
- Outlook steady to slightly declining for dry bulk shipping and shipyard activities

Outlook for H2 2013



- Continue to focus on optimising utilisation of current fleet
- 2 new vessels (Anchor Handling Tug Supply - AHTS) expected to be delivered by end of the year
- Continuing to invest in new vessels, with a long term strategic view both within and outside the region
- Continuing to actively pursue geographic expansion opportunities outside the GCC



- Expect LNG and owned tanker business to remain steady through the rest of the year
- Cautiously optimistic on a turnaround in LPG market in Q3 and Q4, improving our LPG results
- Continuing to actively monitor and pursue opportunities to expand our fleet
- Expect to deploy the first few of the newly built harbour vessels in H2 2013



Outlook for H2 2013



- Expect moderate growth in trucks and heavy equipment sales
- Cautiously optimistic about a rebound in H2 after longer-than-anticipated sales cycles in H1 2013



- Expect investment portfolio to continue to perform well in robust growth economy
- We will continue real estate development projects in pipeline in a carefully phased manner