

Q1 2017 Financial Summary Conference Call

April 27, 2017

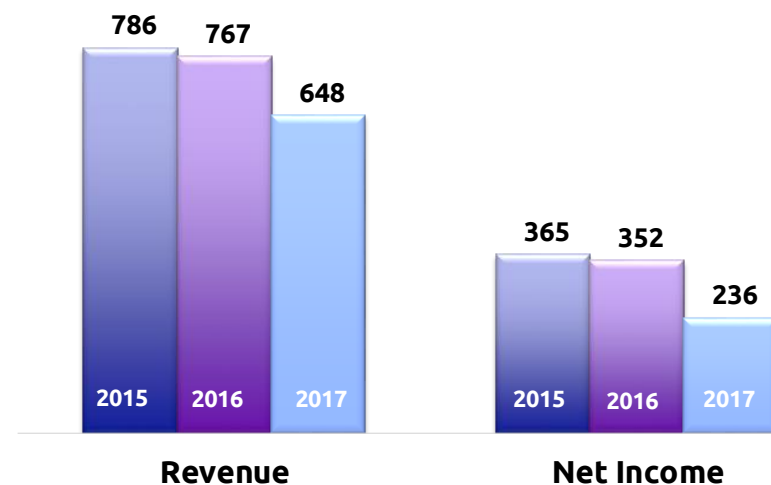
Doha, Qatar

Interim Consolidated Income Statement – Full Year

(All amounts in QR Millions)

	2015	2016	2017
Operating Revenue	786	767	648
Salaries, Wages and Other Benefits	(167)	(159)	(129)
Operating Supplies and Expenses	(233)	(233)	(206)
Rent Expenses	(5)	(4)	(4)
Depreciation and Amortisation	(73)	(80)	(88)
Other Operating Expenses	(29)	(36)	(36)
Operating Expenses	(506)	(512)	(463)
Operating Profit	279	256	185
Finance Costs	(16)	(38)	(50)
Finance Income	21	39	43
Net Gain on Disposal of Property, Vessels & Equipment	(0)	(0)	(0)
Share of Results of Associates	72	77	60
Share of Results of Joint Arrangements	8	16	24
Impairment of Available-for-Sale Investments	-	-	(21)
Net Gain on Foreign Exchange	1	3	(1)
Impairment of Contract Work in Progress	-	-	(22)
Miscellaneous Income	0	2	20
Non-Operating Profit	86	98	54
Profit for the Period	365	354	239
Non-controlling interest	(0)	(2)	(3)
Net Profit Attributable To Equity Holders Of The Parent	365	352	236

- Revenue Down (16)%
- Operating Profit Down (28)%
- Net Profit Down (33)%



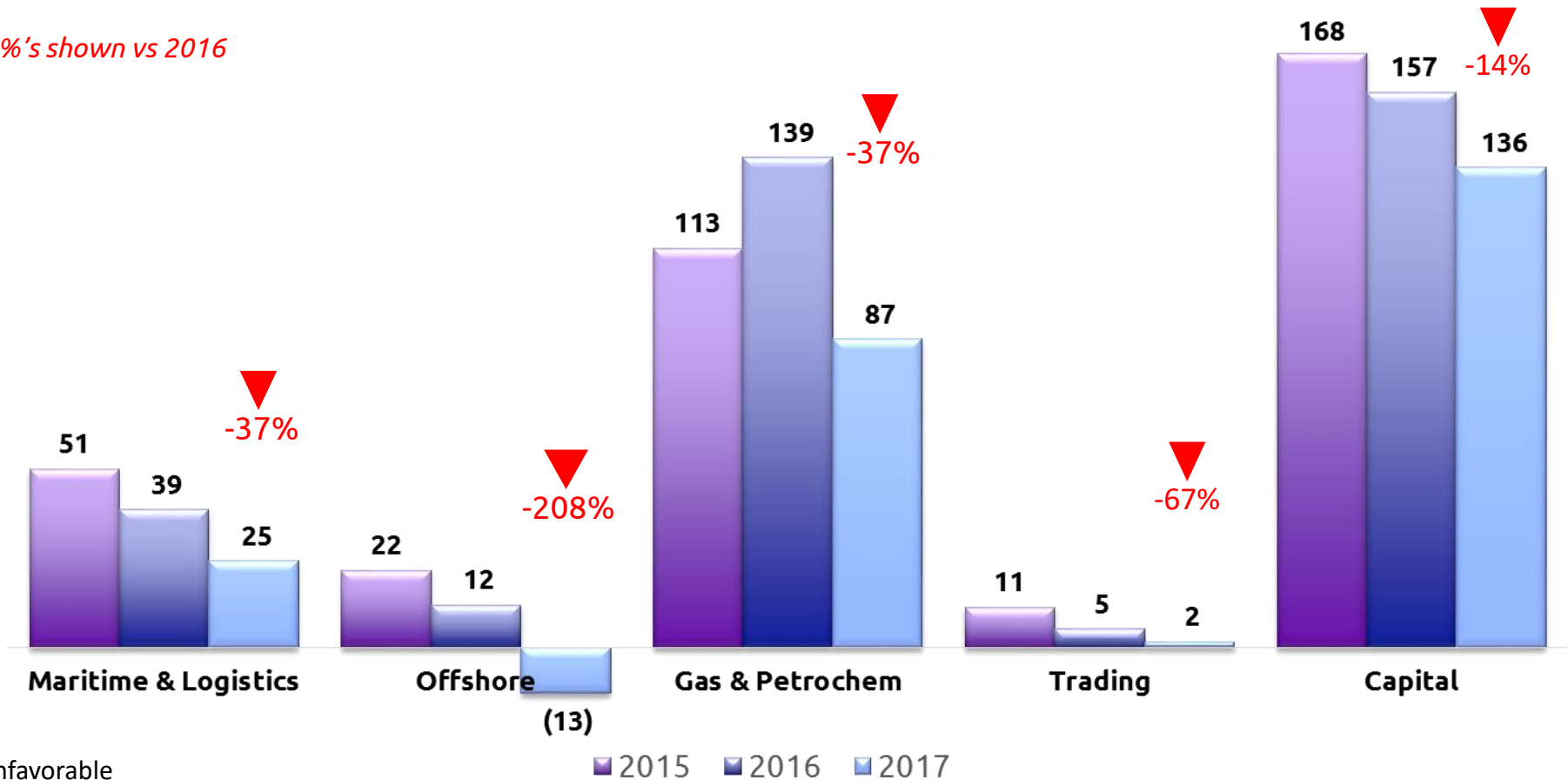
Activities by Segment

Maritime & Logistics	Offshore	Gas & Petrochem	Trading	Capital
<ul style="list-style-type: none"> • Port Services • Container Shipping • Warehousing & Logistics • Bulk Shipping • Shipyard • Shipping Line Agencies 	<ul style="list-style-type: none"> • Vessel Charter & Operations • Diving & Subsea Services • Construction and Maintenance Services • Well Services 	<ul style="list-style-type: none"> • LNG Transport • LPG Transport • Crude , Chemicals & CPP Transport • Wholly Owned Product/Gas Carriers • Harbor Marine Operations 	<ul style="list-style-type: none"> • Heavy Equipment and Truck Agency • Bunker Distribution • Marine Engine and Lubricants Agency • Travel & Tourism Agency 	<ul style="list-style-type: none"> • Real Estate Development and Management • Strategic and Financial Investments

Net Profit, by Segment – Q1

(All amounts in QR Millions)

%s shown vs 2016



Statement of Income, by Segment – Q1 2017

(All amounts in QR Millions)

	Maritime & Logistics	Offshore	Gas & Petrochem	Trading	Capital	Corporate	Eliminations/ Adjustments	Consolidated
Operating Revenue	191	135	101	67	210	-	(56)	648
Salaries, Wages & Benefits	(30)	(42)	(24)	(4)	(2)	(27)	-	(129)
Operating Supplies & Expenses	(115)	(25)	(15)	(57)	(44)	(1)	49	(206)
Rent	(2)	(3)	(1)	(1)	(1)	(3)	6	(4)
Depreciation & Amortization	(16)	(28)	(34)	(0)	(9)	(1)	-	(88)
Other Operating Expenses	(4)	(13)	(8)	(1)	(3)	(7)	0	(36)
Fleet & Technical Expense Allocation	(10)	-	10	-	-	-	-	-
Expense Allocation from Milaha Corporate	(17)	(8)	(7)	(4)	(4)	39	-	(0)
Operating Profit	(3)	17	22	1	149	0	0	185
Finance Expense	(3)	(8)	(13)	-	(28)	(0)	1	(50)
Finance Income	0	0	5	1	39	(0)	(1)	43
Gain/Loss On Disposal Of Assets	-	-	-	(0)	-	-	-	(0)
3990001_Share Results Of Associates	0	-	60	-	(0)	-	-	60
Subsidiaries & JV's	30	-	(6)	-	-	-	-	24
Gain/Loss On Impairment Of Investment	-	-	-	-	(21)	-	-	(21)
4395008_Exchange Gain/Loss	(0)	(0)	(0)	0	(0)	(0)	-	(1)
4460002_Impairment Expense	-	(22)	-	-	-	-	-	(22)
Miscellaneous Income	0	-	20	-	0	-	-	20
All Other Non-Operating Expenses	-	-	-	-	-	-	-	-
Profit for the Period	25	(13)	87	2	139	(0)	0	239
Non-controlling interest	-	-	-	-	(3)	-	-	(3)
Net Profit Attributable To Equity Holders Of The Parent	25	(13)	87	2	136	(0)	0	236

Statement of Income, by Segment – Q1 2016

(All amounts in QR Millions)

	Maritime & Logistics	Offshore	Gas & Petrochem	Trading	Capital	Corporate	Eliminations/ Adjustments	Consolidated
Operating Revenue	251	145	121	100	191	-	(40)	767
Salaries, Wages & Benefits	(54)	(46)	(26)	(5)	(1)	(27)	0	(159)
Operating Supplies & Expenses	(106)	(32)	(13)	(85)	(29)	(3)	35	(233)
Rent	(2)	(1)	(1)	(1)	(1)	(3)	5	(4)
Depreciation & Amortization	(11)	(28)	(31)	(0)	(9)	(1)	(0)	(80)
Other Operating Expenses	(8)	(14)	(8)	(1)	(3)	(3)	(0)	(36)
Fleet & Technical Expense Allocation	(13)	-	13	-	-	-	-	-
Expense Allocation from Milaha Corporate	(17)	(7)	(6)	(4)	(3)	37	-	-
Operating Profit	41	16	49	4	145	0	0	256
Finance Expense	(2)	(5)	(15)	-	(16)	-	-	(38)
Finance Income	0	0	7	1	30	-	-	39
Gain/Loss On Disposal Of Assets	0	(0)	-	-	-	-	-	(0)
3990001_Share Results Of Associates	0	-	77	-	0	-	-	77
Subsidiaries & JV's	-	-	16	-	-	-	-	16
Gain/Loss On Impairment Of Investment	-	-	-	-	-	-	-	-
4395008_Exchange Gain/Loss	(0)	(0)	3	(0)	(0)	(0)	-	3
4460002_Impairment Expense	-	-	-	-	-	-	-	-
Miscellaneous Income	0	-	1	-	0	-	-	2
All Other Non-Operating Expenses	-	-	-	-	-	-	-	-
Profit for the Period	39	12	139	5	159	0	0	354
Non-controlling interest	-	-	-	-	(2)	-	-	(2)
Net Profit Attributable To Equity Holders Of The Parent	39	12	139	5	157	0	0	352

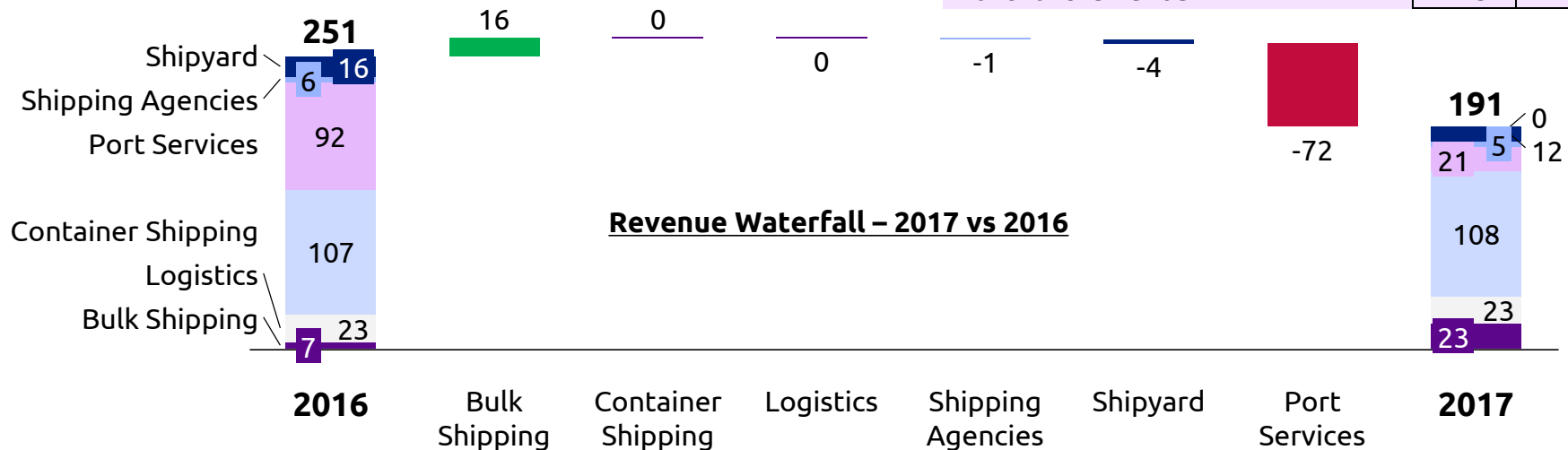
Segment Performance – Q1

(All amounts in QR Millions)

24% Decline in Revenue and 37% Decline in Net Profit

- Large Revenue drop due to change in P&L reporting for Port unit
 - Hamad Port results shown on 1 line as Share of Profit
- Container Shipping increased volumes by 5%, but at lower rates
 - Overall no increase in revenue, but additional volume increased OpEx
- Bulk Shipping doing much better with Qatari Flag preference, increased market share of aggregates

	2015	2016	2017
Operating Revenue	257	251	191
Salaries, Wages and Other Benefits	(49)	(54)	(30)
Operating Supplies and Expenses	(99)	(106)	(115)
Rent Expenses	(2)	(2)	(2)
Depreciation and Amortisation	(15)	(11)	(16)
Other Operating Expenses	(6)	(8)	(4)
Fleet & Technical Expense Allocation	(16)	(13)	(10)
Expense Allocation from Milaha Corporate	(17)	(17)	(17)
Operating Expenses	(205)	(211)	(194)
Operating Profit	52	41	(3)
Non-Operating Income/(Expense)	(2)	(2)	27
Profit for the Period	51	39	25



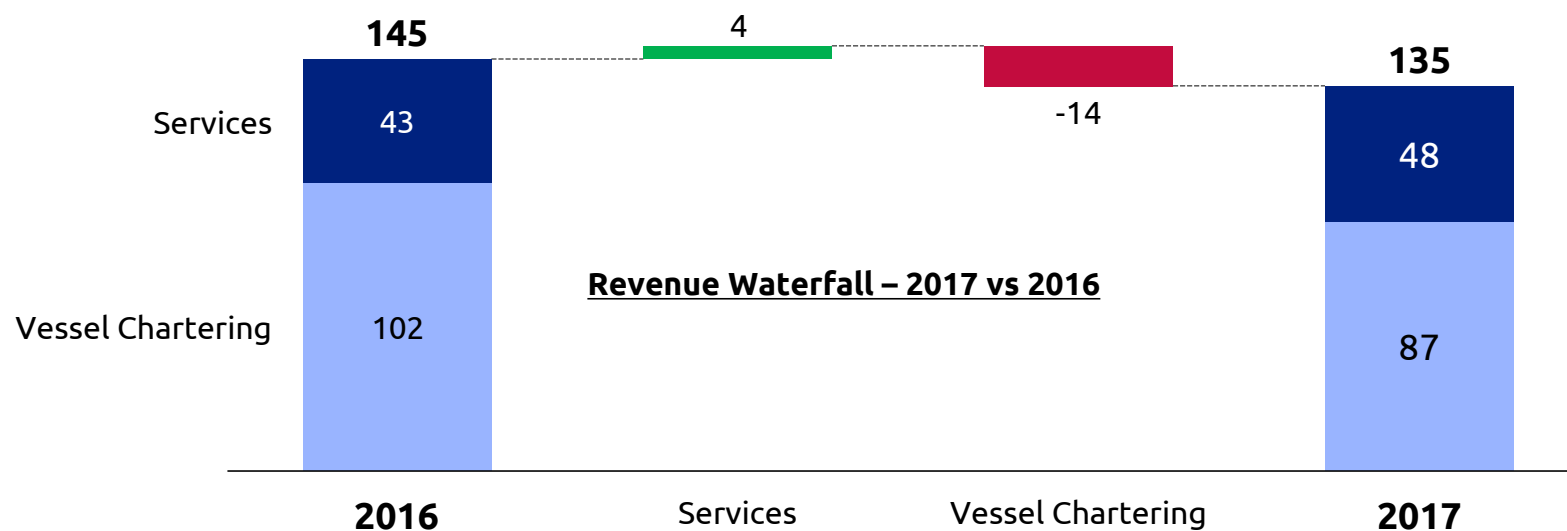
Segment Performance – Q1

(All amounts in QR Millions)

7% Decline in Revenue and 208% Decline in Net Profit

- Revenue increase in Diving Services due to 1 vessel offhire in Q1 2016, but onhire in Q1 2017
- Vessel Chartering continued to be impacted by lower rates and utilization
- QR (22)M impairment related to vessels under construction

	2015	2016	2017
Operating Revenue	162	145	135
Salaries, Wages and Other Benefits	(59)	(46)	(42)
Operating Supplies and Expenses	(32)	(32)	(25)
Rent Expenses	(1)	(1)	(3)
Depreciation and Amortisation	(28)	(28)	(28)
Other Operating Expenses	(10)	(14)	(13)
Expense Allocation from Milaha Corporate	(7)	(7)	(8)
Operating Expenses	(138)	(129)	(118)
Operating Profit	24	16	17
Non-Operating Income/(Expense)	(2)	(4)	(30)
Profit for the Period	22	12	(13)



Segment Performance – Q1

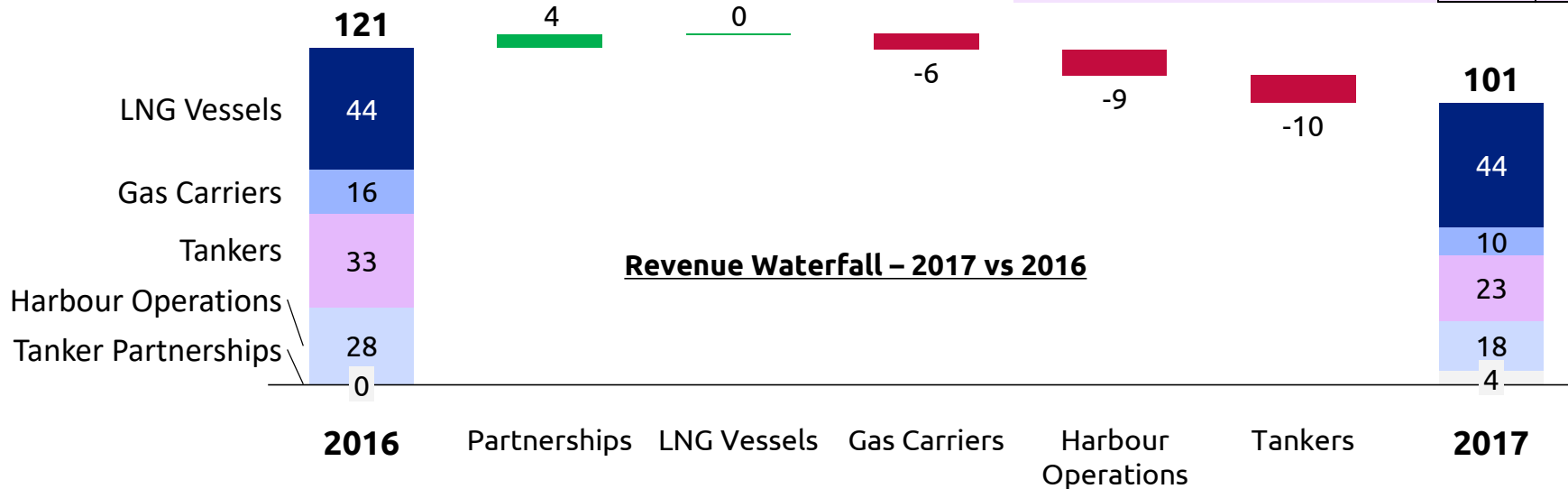
(All amounts in QR Millions)



17% Decline in Revenue and 37% Decline in Net Profit

- **1 Gas Carrier off-hire and still looking for employment**
- **Harbor Operations impacted by lower utilization of older vessels, and lower re-negotiated terms/scope on 20 year contract**
 - 4 boats cancelled, triggering QR 19M in Penalty Income booked as Non-Operating Income, and lower pricing on remaining 15.
- **5 Tankers operating in Spot market and exposed to lower rates**
- **Nakilat results down QR (16)M; Gulf LPG results down QR (6)M**

	2015	2016	2017
Operating Revenue	77	121	101
Salaries, Wages and Other Benefits	(21)	(26)	(24)
Operating Supplies and Expenses	(8)	(13)	(15)
Rent Expenses	(1)	(1)	(1)
Depreciation and Amortisation	(20)	(31)	(34)
Other Operating Expenses	(6)	(8)	(8)
Fleet & Technical Expense Allocation	16	13	10
Expense Allocation from Milaha Corporate	(6)	(6)	(7)
Operating Expenses	(47)	(72)	(79)
Operating Profit	30	49	22
Non-Operating Income/(Expense)	83	89	65
Profit for the Period	113	139	87



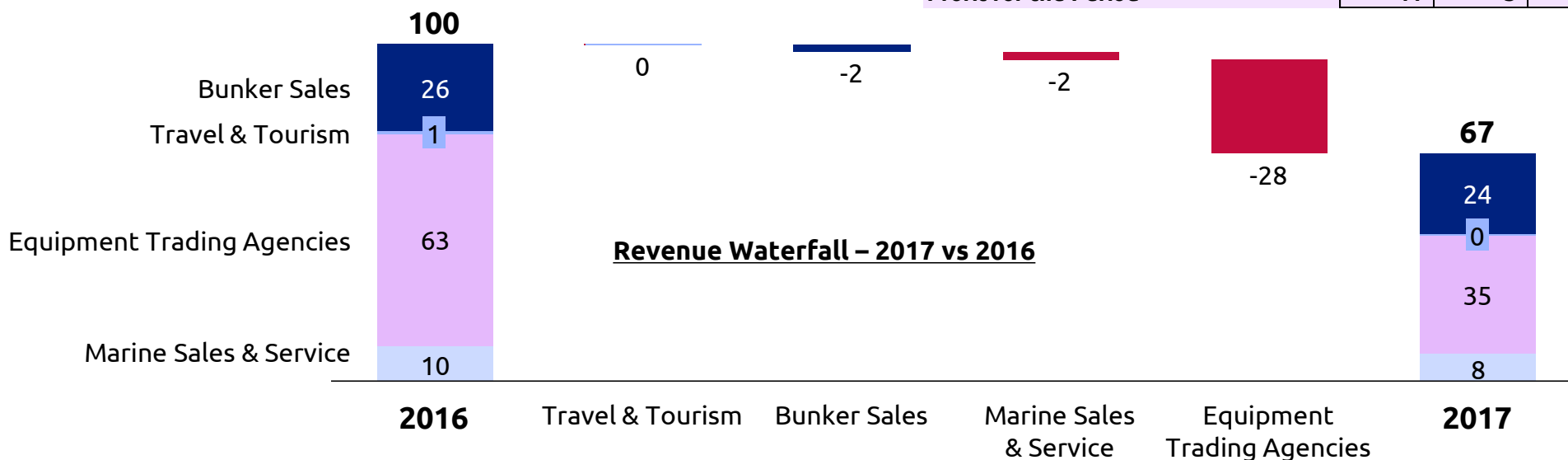
Segment Performance – Q1

(All amounts in QR Millions)

33% Decline in Revenue and 67% Decline in Net Profit

- Large drop in sales of heavy equipment tied to infrastructure spending; related Cost of Goods Sold decreased expenses

	2015	2016	2017
Operating Revenue	127	100	67
Salaries, Wages and Other Benefits	(5)	(5)	(4)
Operating Supplies and Expenses	(106)	(85)	(57)
Rent Expenses	(1)	(1)	(1)
Depreciation and Amortisation	(0)	(0)	(0)
Other Operating Expenses	(1)	(1)	(1)
Expense Allocation from Milaha Corporate	(4)	(4)	(4)
Operating Expenses	(116)	(95)	(66)
Operating Profit	11	4	1
Non-Operating Income/(Expense)	1	1	1
Profit for the Period	11	5	2



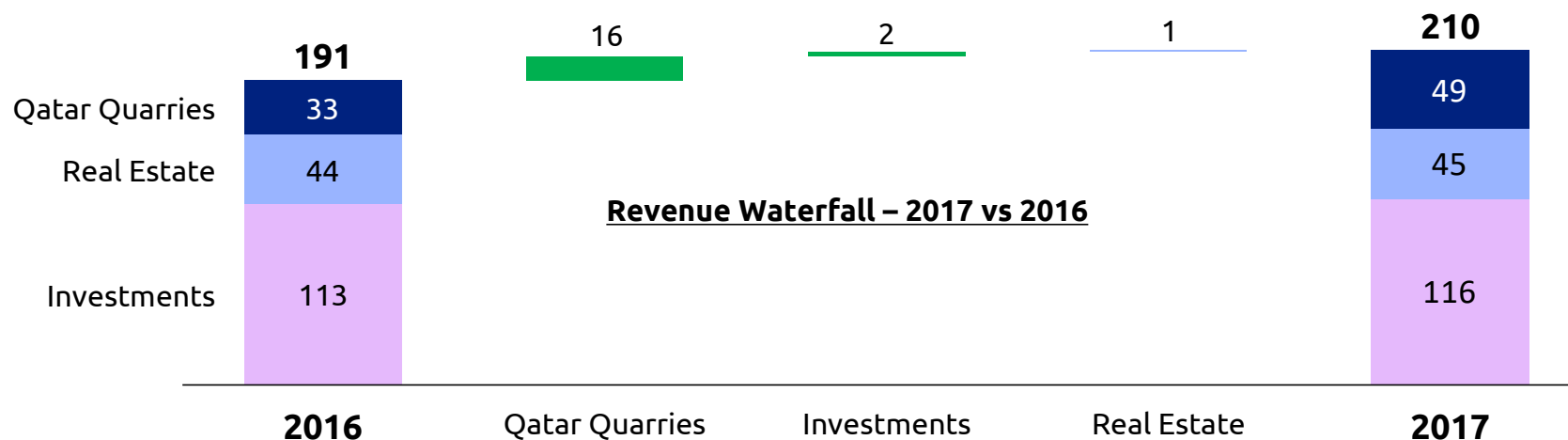
Segment Performance – Q1

(All amounts in QR Millions)

10% Increase in Revenue and 14% Decline in Net Profit

- Increase in sales from Qatar Quarries associate; related Cost of Goods Sold increased expenses
- Investment and Real Estate Income largely flat with 2016
- QR (21)M impairment in Available for Sale Investments booked as Non-Operating Expense

	2015	2016	2017
Operating Revenue	218	191	210
Salaries, Wages and Other Benefits	(3)	(1)	(2)
Operating Supplies and Expenses	(35)	(29)	(44)
Rent Expenses	(1)	(1)	(1)
Depreciation and Amortisation	(9)	(9)	(9)
Other Operating Expenses	(3)	(3)	(3)
Expense Allocation from Milaha Corporate	(4)	(3)	(4)
Operating Expenses	(56)	(46)	(61)
Operating Profit	162	145	149
Non-Operating Income/(Expense)	6	15	(10)
Profit for the Period	168	159	139
Non-controlling interest	(0)	(2)	(3)
Net Profit Attributable To Equity Holders Of The Parent	168	157	136



Outlook



Macro:

- TEU volumes difficult to predict at Hamad Port, but expected to increase versus 2016
- Container Feeder unit margins under pressure; new service to Saudi Arabia open

Outlook



Macro: Global offshore marine market remains depressed. Regionally, we are beginning to see more tenders being put out, particularly from Saudi Arabia, but rates remain low. Focus remains on maximizing utilization and improving efficiency.

Outlook



- VLGCs: charter rates remain depressed; 1 vessel came off long term charter end of 2016; 2 come off charter mid/end of 2017; 1 comes off charter 2018
- Jointly & Fully owned LNG carriers: limited fluctuation versus 2016 due to long term fixed nature of contracts
- Fully-owned product tankers + 1 crude carrier: all trading in spot market, and rates remain depressed
- Fully-owned gas / ammonia carriers: one vessel is on time charter ending mid 2018; we are working to put other vessel on new time charter. Rates are depressed, so not expecting same earnings as 2016.
- Harbor marine vessels: renegotiated scope and rates of contract, with 4 boats being cancelled, and reduced rates on remaining boats.

Outlook



- Expect an uptick in sales in 2017, as projects related to 2022 FIFA and major infrastructure works move ahead

Outlook



- Listed portfolio performance strongly correlated to Qatar Exchange performance and volatility
- Expect an uptick in Real Estate unit in H2 2017 as Al Thumama warehouses go-live