

9

Abdulrahman Essa Al-Mannai

president and CEO, Milaha

Year of establishment:

1957

Location of head office:

Doha, Qatar

Years in the company:

1



Abdulrahman Essa Al-Mannai has been the President and CEO of Milaha (formerly known as Qatar Navigation) since September 2015, and leads all the business areas of the Milaha Group, succeeding Khalifa Ali al-Hetmi, who had previously announced his plan to retire.

Prior to joining Milaha, Al-Mannai led the commercial planning and allocation functions at Qatargas. Having spent his career with Qatargas, he has overseen many areas, including the commercial function of UK's South Hook LNG Terminal, which is Europe's largest LNG regasification terminal and handles a significant percentage of the UK's gas requirements.

Currently operating under six areas – maritime and logistics, Mailaha Capital, Milaha Gas, in addition to petrochem, trading and offshore operations – performance over recent months between divisions has been varied.

Milaha Gas and Petrochem's revenue grew by 56% despite a global slowdown in the shipping market. The investment in two LNG carriers made in the second half of 2015, and the mid to long-term nature of the majority of charter contracts, largely insulated this segment during the first half of 2016.

Milaha Offshore's revenue declined by 12% amidst the extremely challenging offshore business environment. Despite cost saving measures that have

significantly reduced operating expenses, operating and net profits continued to be under pressure due to volatility in the oil and gas market.

Milaha Trading was impacted by lower heavy equipment sales related to a slowdown in construction activities.

Milaha Capital's revenue declined by 25%. Lower dividend income and continued volatility in the local equity market have negatively impacted the results of this segment.

Al-Mannai's extensive experience in LNG, gas-to-liquids, condensates, shipping and commercial marketing has manifested in a strong record of success. He holds a degree in Aeronautical Engineering from Qatar Aeronautical College.