

## Business Segments



### Gas & Petrochem

- LPG transport
- LNG transport
- Crude, chemicals and CPP transport



### Offshore

- Vessel charter and operations
- Diving and subsea services
- Well intervention and services
- Harbour and inshore marine operations
- Offshore and subsea turnkey project execution



### Maritime & Logistics

- Shipping agency
- Shipyard
- Warehousing
- Freight forwarding
- Land transport
- Contract logistics
- Port services
- Bulk shipping
- Container shipping



### Trading

- Marine engine and lubricants agency
- Heavy equipment and truck agency
- Travel and tourism agency
- Bunker distribution

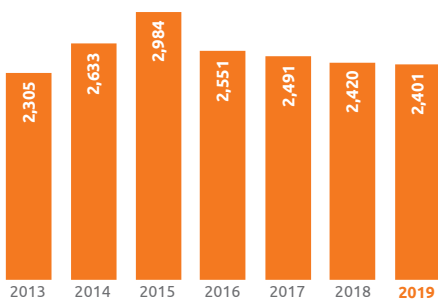


### Capital

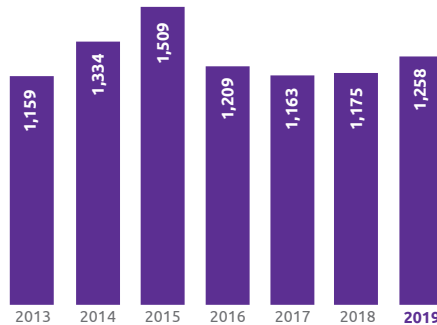
- Real estate development and management
- Strategic and financial investments

## Financial Highlights

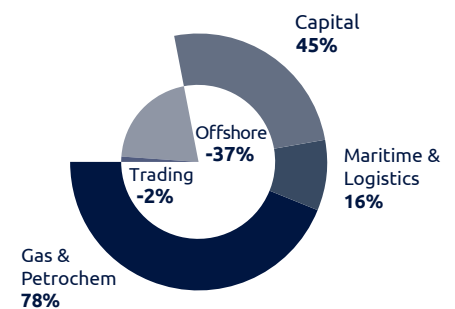
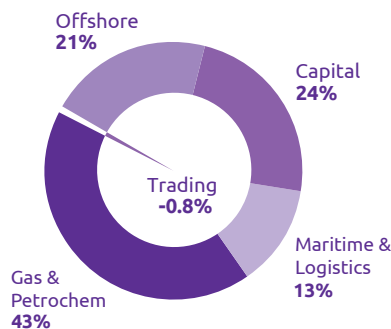
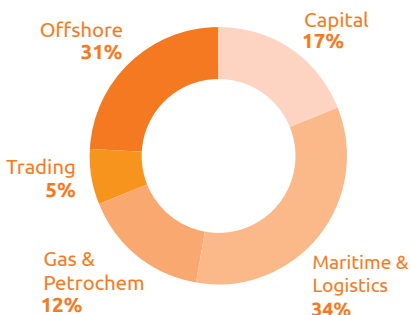
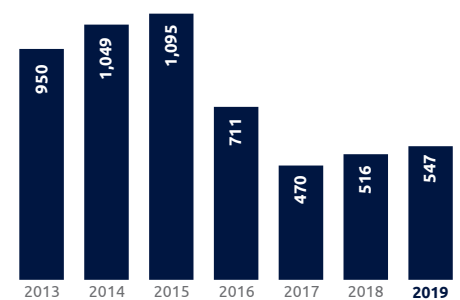
### Operating Revenue (QR mn)



### EBITDA (QR mn)



### Net Profit (QR mn)



# Balance Sheet

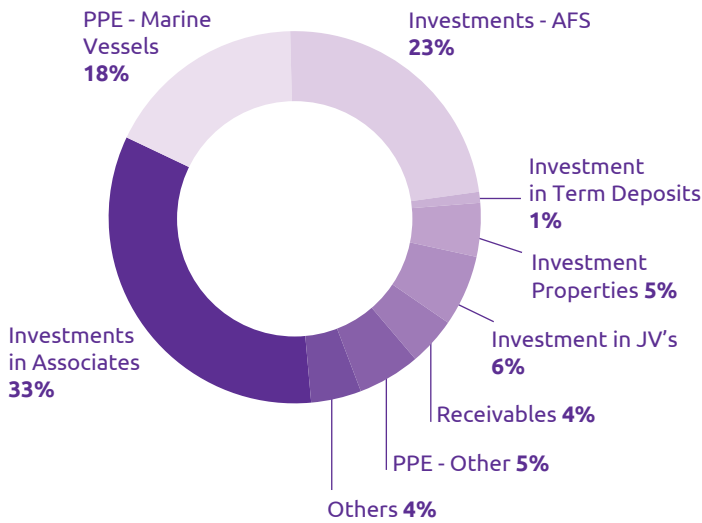
Long Term  
Debt to Equity  
**12.6%**

Return on  
Equity  
**3.7%**

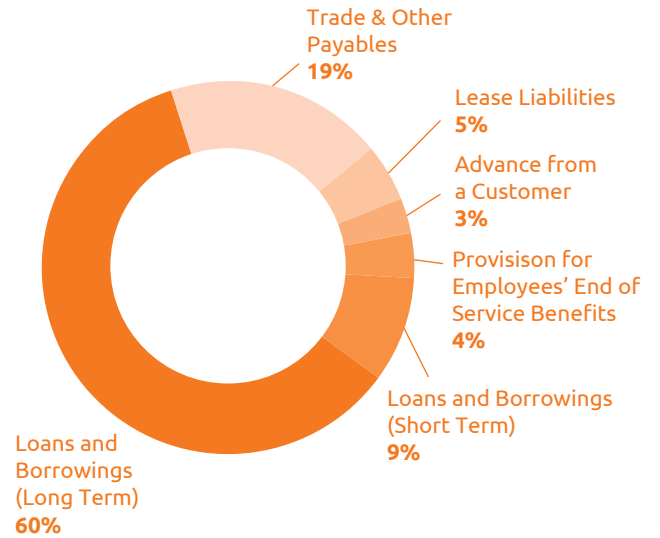
Return on  
Assets  
**3.1%**

Current  
Ratio  
**1.36**

## Assets

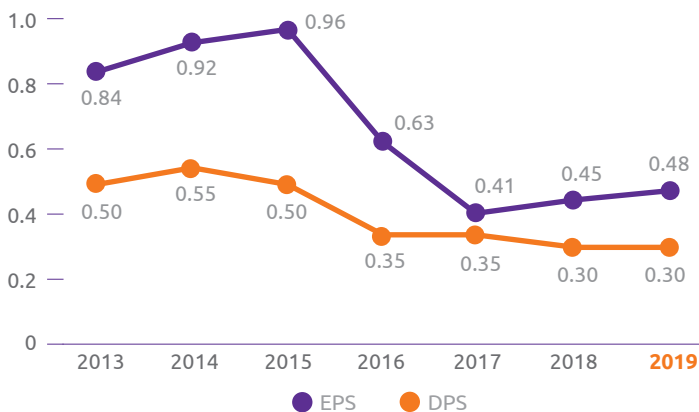


## Liabilities

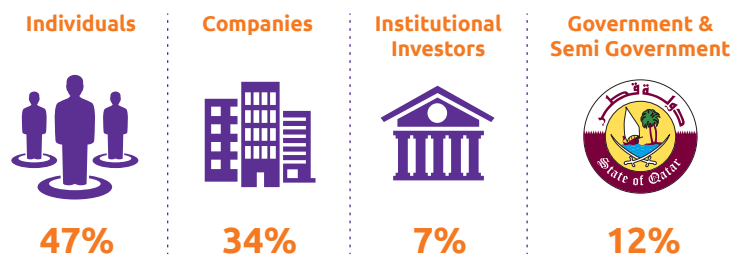


	2013	2014	2015	2016	2017	2018	2019
<b>Total Assets</b>	15,650	18,687	22,132	22,058	18,805	17,808	<b>17,671</b>
<b>Total Equity</b>	12,642	13,542	13,751	14,242	13,612	14,638	<b>14,598</b>

## Earning & Dividends Per Share

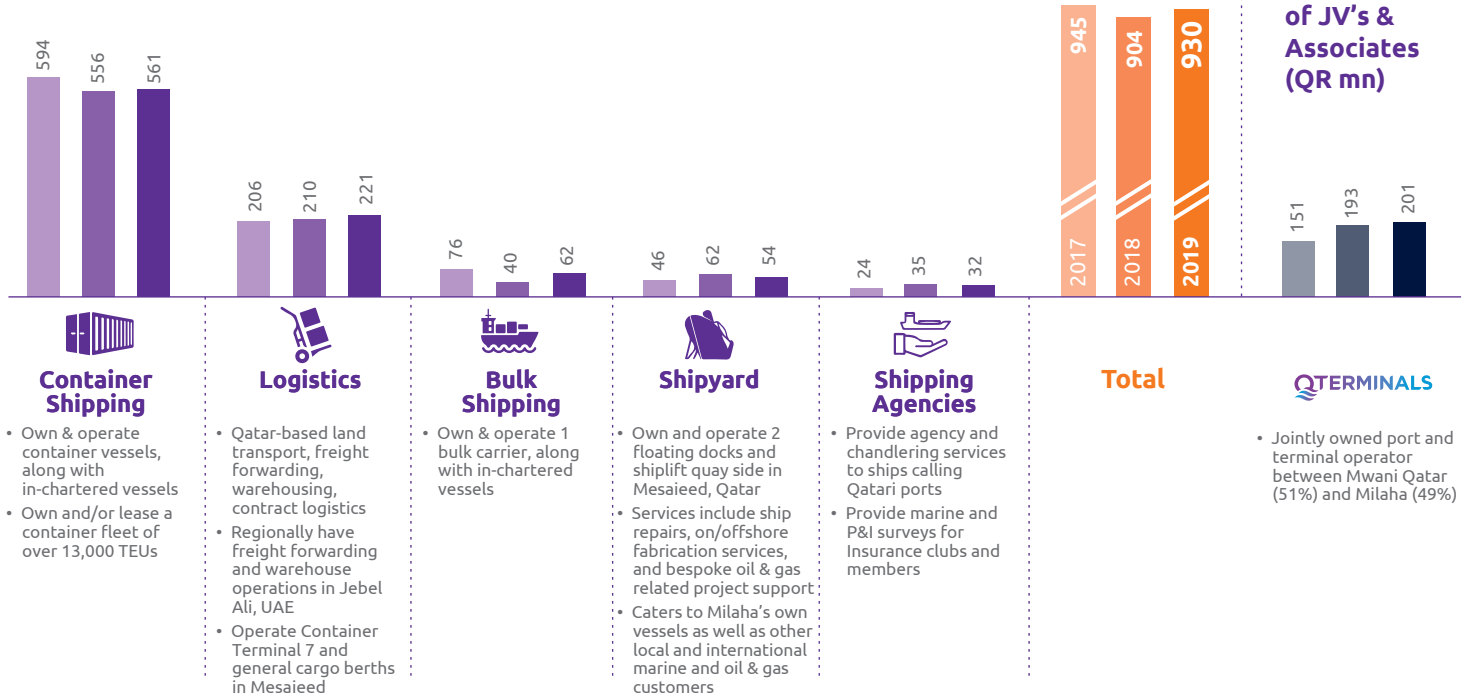


## Shareholder Mix



# Maritime & Logistics

## Operating Revenue (QR mn)



**Container Shipping**

- Own & operate container vessels, along with in-chartered vessels
- Own and/or lease a container fleet of over 13,000 TEUs

**Logistics**

- Qatar-based land transport, freight forwarding, warehousing, contract logistics
- Regionally have freight forwarding and warehouse operations in Jebel Ali, UAE
- Operate Container Terminal 7 and general cargo berths in Mesaieed

**Bulk Shipping**

- Own & operate 1 bulk carrier, along with in-chartered vessels

**Shipyard**

- Own and operate 2 floating docks and shiplift quay side in Mesaieed, Qatar
- Services include ship repairs, on/offshore fabrication services, and bespoke oil & gas related project support
- Caters to Milaha's own vessels as well as other local and international marine and oil & gas customers

**Shipping Agencies**

- Provide agency and chandlery services to ships calling Qatari ports
- Provide marine and P&I surveys for Insurance clubs and members

**QTERMINALS**

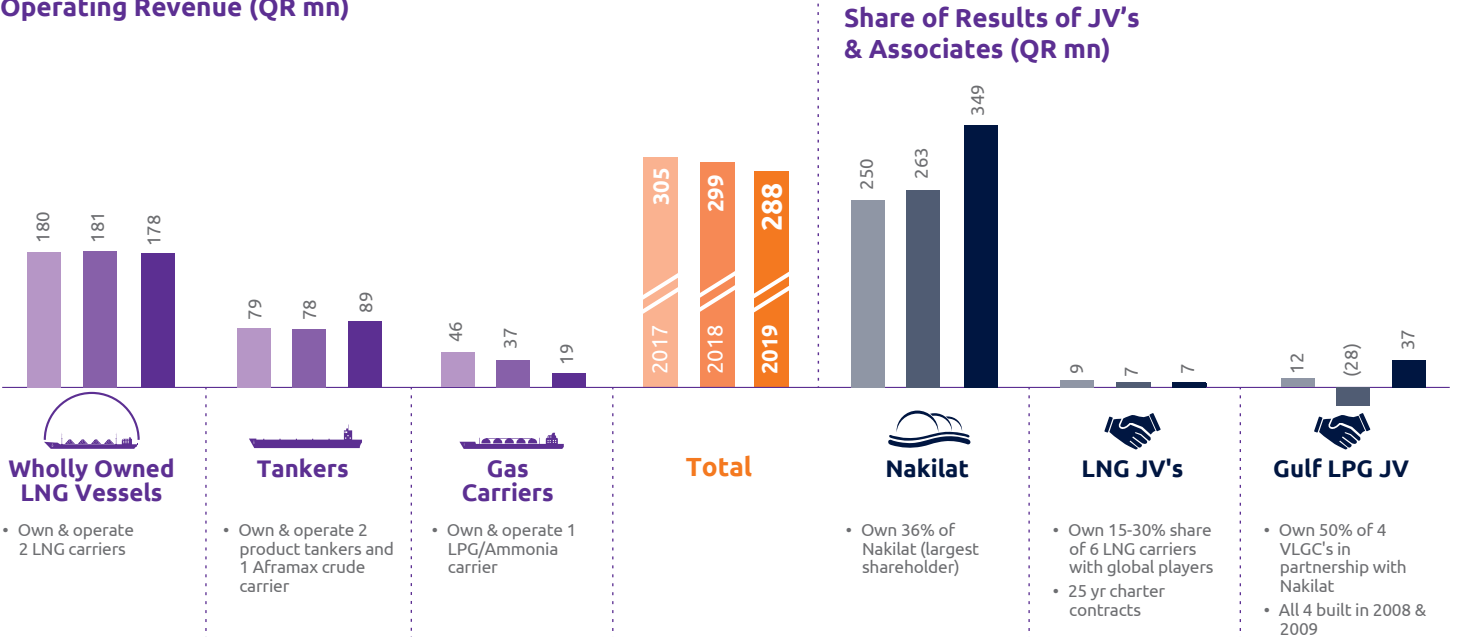
- Jointly owned port and terminal operator between Mwan Qatar (51%) and Milaha (49%)

### Fleet

Business Unit	No.	Year	Capacity
Container Shipping	1	2007	3,586 (TEU)
	3	2009	1,015 (TEU)
	1	2010	1,015 (TEU)
Bulk Shipping	1	2009	57,000 (DWT)

# Gas & Petrochem

## Operating Revenue (QR mn)



**Wholly Owned LNG Vessels**

- Own & operate 2 LNG carriers

**Tankers**

- Own & operate 2 product tankers and 1 Aframax crude carrier

**Gas Carriers**

- Own & operate 1 LPG/Ammonia carrier

**Nakilat**

- Own 36% of Nakilat (largest shareholder)

**LNG JV's**

- Own 15-30% share of 6 LNG carriers with global players
- 25 yr charter contracts

**Gulf LPG JV**

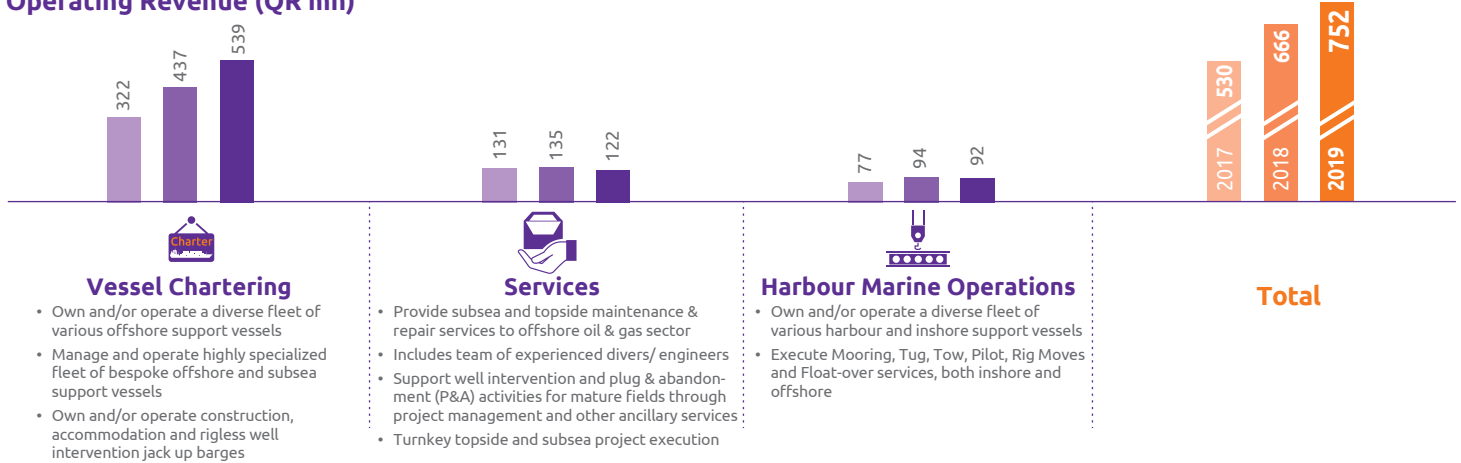
- Own 50% of 4 VLGC's in partnership with Nakilat
- All 4 built in 2008 & 2009

### Fleet

Business Unit	Type	No.	Year	Capacity
Tankers	Product	2	2006	106,000 (DWT)
	Crude	1	2006	106,000 (DWT)
Gas Carriers	LPG/Ammonia	1	2004	22,500 (CBM)
LNG Vessels	LNG	1	2004	138,273 (CBM)
	LNG	1	2006	145,602 (CBM)

# Offshore

## Operating Revenue (QR mn)



### Vessel Chartering

- Own and/or operate a diverse fleet of various offshore support vessels
- Manage and operate highly specialized fleet of bespoke offshore and subsea support vessels
- Own and/or operate construction, accommodation and rigless well intervention jack up barges

### Services

- Provide subsea and topside maintenance & repair services to offshore oil & gas sector
- Includes team of experienced divers/ engineers
- Support well intervention and plug & abandonment (P&A) activities for mature fields through project management and other ancillary services
- Turnkey topside and subsea project execution

### Harbour Marine Operations

- Own and/or operate a diverse fleet of various harbour and inshore support vessels
- Execute Mooring, Tug, Tow, Pilot, Rig Moves and Float-over services, both inshore and offshore

### Total

#### Fleet

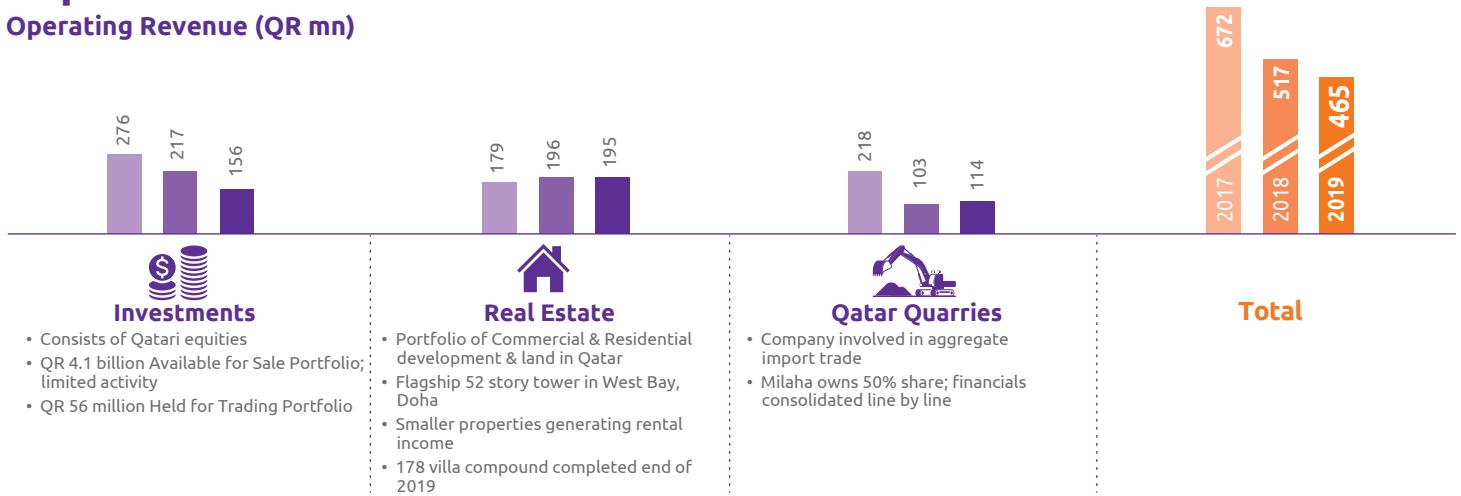
Type	# Year Built			Total
	2002 - 2008	2009 - 2015	2015 - 2019	
Safety Standby Vessels	4			4
Anchor Handling Towing Supply Vessels	5			5
Anchor Handling Towing Vessels			1	1
DP1 Anchor Handling Towing Supply Vessels	3	1		4
Construction Support Vessels		3		3
Diving Support Vessels		2		2
DP2 Platform Support Vessels		5	4	9
DP2 Anchor Handling Towing Supply Vessels		5	1	6
DP2 Anchor Handling Towing Vessels		1		1
Wireline Support Vessels	4			4
Multi-Purpose Support Vessels	1	2	1	4
Fast Supply Intervention Vessels			2	2
Liftboat Vessels			1	1
<b>Total</b>	<b>17</b>	<b>19</b>	<b>10</b>	<b>46</b>

#### Fleet

Business Unit	Type	No.	Year
Harbour Marine Operations	Pilot Boats	1	2000
	Harbour Towing Tugs	4	2001
	Tanker Berthing Assistance Tugs	1	2004
	Pilot Boats	1	2007
	Service Boats	1	2013
	Mooring	6	2013
	Harbour Towing Tugs	3	2013
	Pilot Boats	4	2014
	Harbour Towing Tugs	5	2014

# Capital

## Operating Revenue (QR mn)



### Investments

- Consists of Qatari equities
- QR 4.1 billion Available for Sale Portfolio; limited activity
- QR 56 million Held for Trading Portfolio

### Real Estate

- Portfolio of Commercial & Residential development & land in Qatar
- Flagship 52 story tower in West Bay, Doha
- Smaller properties generating rental income
- 178 villa compound completed end of 2019

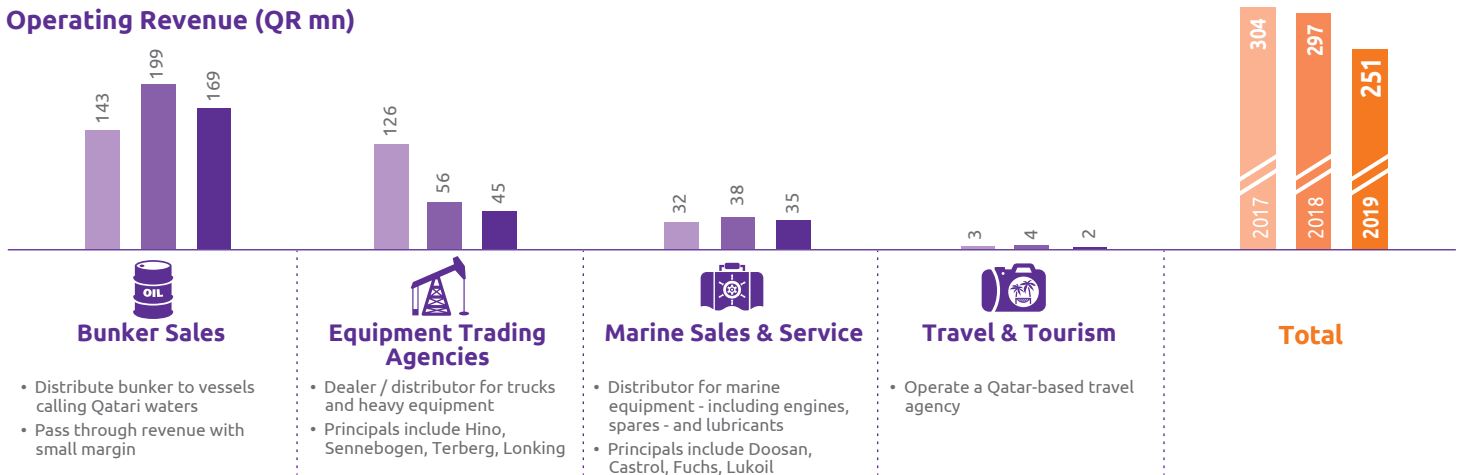
### Qatar Quarries

- Company involved in aggregate import trade
- Milaha owns 50% share; financials consolidated line by line

### Total

# Trading

## Operating Revenue (QR mn)



### Bunker Sales

- Distribute bunker to vessels calling Qatari waters
- Pass through revenue with small margin

### Equipment Trading Agencies

- Dealer / distributor for trucks and heavy equipment
- Principals include Hino, Sennebogen, Terberg, Lonking

### Marine Sales & Service

- Distributor for marine equipment - including engines, spares - and lubricants
- Principals include Doosan, Castrol, Fuchs, Lukoil

### Travel & Tourism

- Operate a Qatar-based travel agency

### Total