

YTD Sep 2017 Financial Summary Conference Call

October 31, 2017

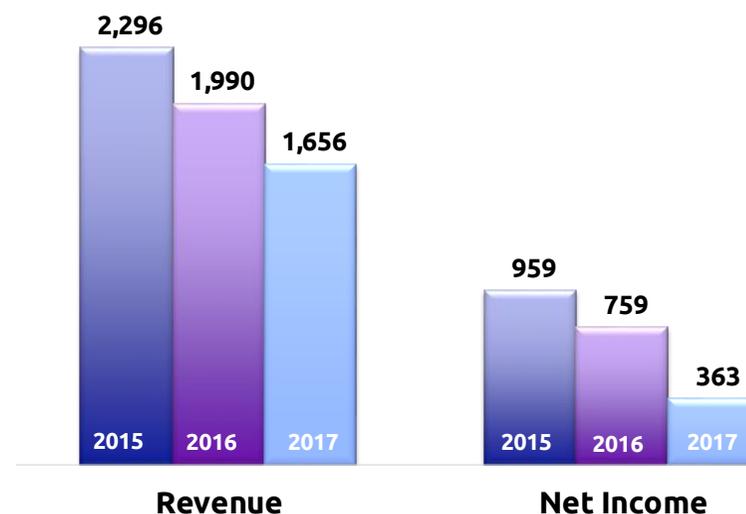
Doha, Qatar

Interim Consolidated Income Statement – YTD Sep

(All amounts in QR Millions)

	2015	2016	2017
Operating Revenue	2,296	1,990	1,656
Salaries, Wages and Other Benefits	(506)	(487)	(401)
Operating Supplies and Expenses	(727)	(616)	(673)
Rent Expenses	(13)	(12)	(10)
Depreciation and Amortisation	(224)	(245)	(262)
Other Operating Expenses	(101)	(118)	(109)
Operating Expenses	(1,572)	(1,477)	(1,456)
Operating Profit	724	513	200
Finance Costs	(71)	(131)	(154)
Finance Income	80	126	122
Net Gain on Disposal of Property, Vessels & Equipment	2	(4)	(7)
Share of Results of Associates	243	236	192
Share of Results of Joint Arrangements	45	19	83
Impairment of Available-for-Sale Investments	-	-	(21)
Net Gain on Foreign Exchange	1	1	(2)
Impairment of Vessels & Contract Work in Progress	(38)	-	(60)
Miscellaneous Income	9	2	20
All Other Non-Operating Expenses	(25)	-	-
Non-Operating Profit	245	249	174
Profit for the Period	969	761	374
Non-controlling interest	(10)	(3)	(11)
Net Profit Attributable To Equity Holders Of The Parent	959	759	363

- Revenue Down (17)%
- Operating Profit Down (61)%
- Net Profit Down (52)%

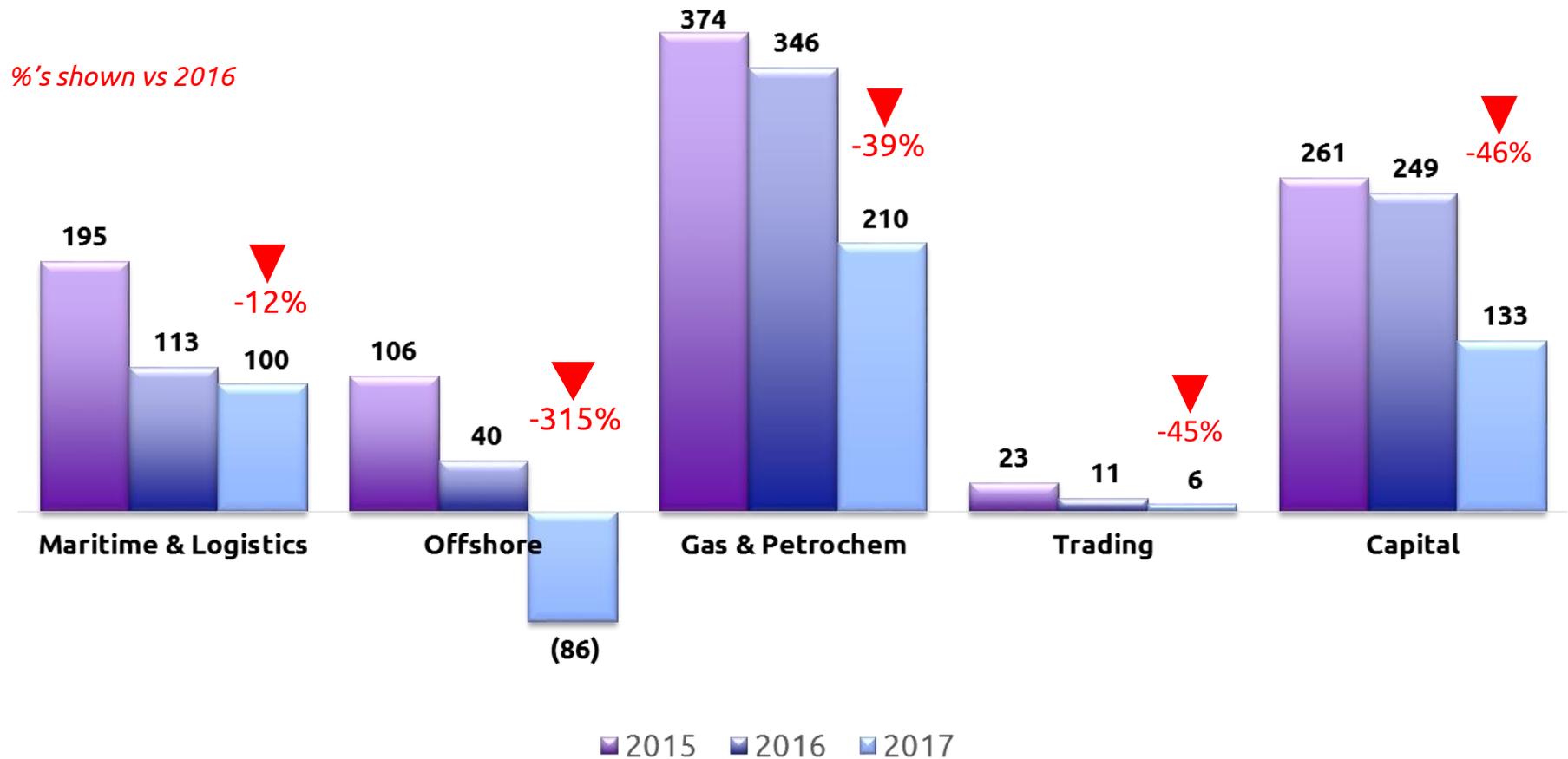


Activities by Segment

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 – YTD Sep

(All amounts in QR Millions)



▼ Unfavorable

▲ Favorable

Statement of Income, by Segment – YTD Sep 2017

(All amounts in QR Millions)

	Maritime & Logistics	Offshore	Gas & Petrochem	Trading	Capital	Corporate	Eliminations/ Adjustments	Consolidated
Operating Revenue	657	350	285	221	340	-	(197)	1,656
Salaries, Wages & Benefits	(95)	(119)	(75)	(12)	(6)	(94)	-	(401)
Operating Supplies & Expenses	(391)	(80)	(45)	(187)	(145)	(4)	178	(673)
Rent	(7)	(7)	(1)	(2)	(3)	(10)	18	(10)
Depreciation & Amortization	(45)	(85)	(101)	(1)	(27)	(3)	-	(262)
Other Operating Expenses	(23)	(37)	(25)	(4)	(8)	(13)	0	(109)
Fleet & Technical Expense Allocation	(30)	-	30	-	-	-	-	-
Expense Allocation from Milaha Corporate	(56)	(24)	(22)	(12)	(11)	124	-	-
Operating Profit	10	(1)	47	4	141	(0)	(0)	200
Finance Costs	(9)	(28)	(41)	-	(82)	-	6	(154)
Finance Income	0	4	15	2	106	-	(6)	122
Net Gain on Disposal of Property, Vessels & Equipment	(3)	(3)	-	(0)	-	-	-	(7)
Share of Results of Associates	1	-	190	-	0	-	-	192
Share of Results of Joint Arrangements	104	-	(21)	-	-	-	-	83
Impairment of Available-for-Sale Investments	-	-	-	-	(21)	-	-	(21)
Net Gain on Foreign Exchange	(0)	(0)	(1)	(0)	(0)	0	-	(2)
Impairment of Vessels and Contract Work in Progress	(3)	(57)	-	-	-	-	-	(60)
Miscellaneous Income	0	-	20	-	0	-	-	20
All Other Non-Operating Expenses	-	-	-	-	-	-	-	-
Profit for the Period	100	(86)	210	6	145	(0)	(0)	374
Non-controlling interest	-	-	-	-	(11)	-	-	(11)
Net Profit Attributable To Equity Holders Of The Parent	100	(86)	210	6	133	(0)	(0)	363

Statement of Income, by Segment – YTD Sep 2016

(All amounts in QR Millions)

	Maritime & Logistics	Offshore	Gas & Petrochem	Trading	Capital	Corporate	Eliminations/ Adjustments	Consolidated
Operating Revenue	761	438	350	244	346	-	(149)	1,990
Salaries, Wages & Benefits	(156)	(139)	(78)	(15)	(6)	(94)	0	(487)
Operating Supplies & Expenses	(329)	(83)	(50)	(205)	(79)	(7)	137	(616)
Rent	(6)	(5)	(3)	(2)	(3)	(8)	14	(12)
Depreciation & Amortization	(31)	(86)	(97)	(1)	(27)	(3)	-	(245)
Other Operating Expenses	(23)	(42)	(28)	(2)	(8)	(13)	(3)	(118)
Fleet & Technical Expense Allocation	(40)	-	40	-	-	-	-	-
Expense Allocation from Milaha Corporate	(54)	(25)	(22)	(12)	(12)	124	-	0
Operating Profit	124	58	112	8	211	(0)	0	513
Finance Costs	(7)	(18)	(45)	-	(61)	-	-	(131)
Finance Income	0	0	21	3	102	-	(0)	126
Net Gain on Disposal of Property, Vessels & Equipment	(3)	(0)	-	-	-	0	-	(4)
Share of Results of Associates	1	-	235	-	0	-	-	236
Share of Results of Joint Arrangements	-	-	19	-	-	-	-	19
Impairment of Available-for-Sale Investments	-	-	-	-	-	-	-	-
Net Gain on Foreign Exchange	(1)	(0)	3	(0)	(1)	0	-	1
Impairment of Vessels and Contract Work in Progress	-	-	-	-	-	-	-	-
Miscellaneous Income	0	-	2	-	-	-	-	2
All Other Non-Operating Expenses	-	-	-	-	-	-	-	-
Profit for the Period	113	40	346	11	251	0	(0)	761
Non-controlling interest	-	-	-	-	(3)	-	-	(3)
Net Profit Attributable To Equity Holders Of The Parent	113	40	346	11	249	0	(0)	759

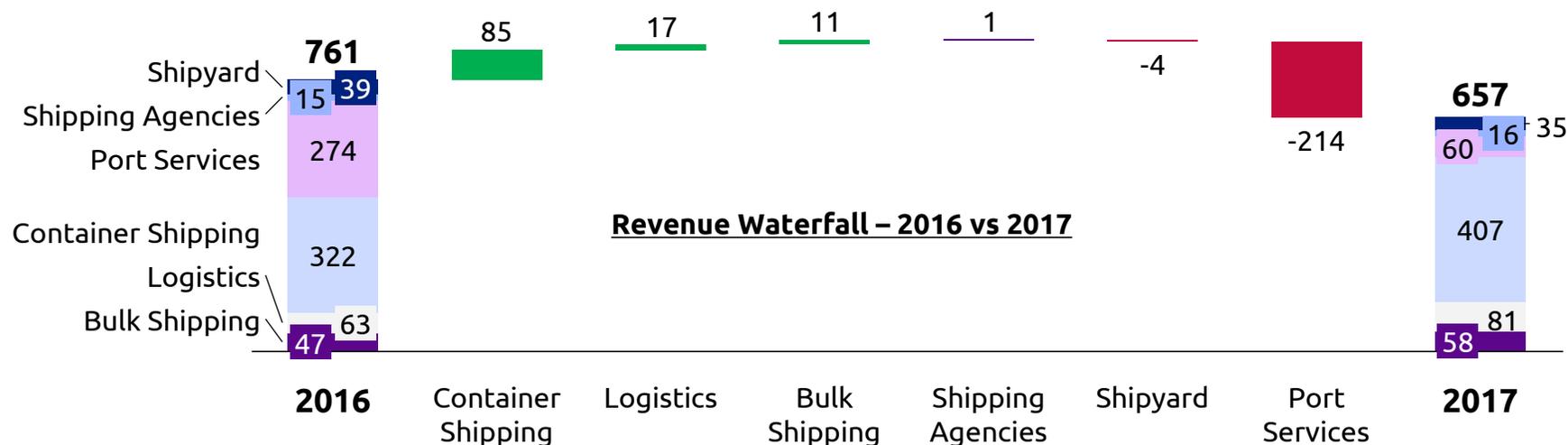
Segment Performance – YTD Sep

(All amounts in QR Millions)

14% Decline in Revenue and 12% Decline in Net Profit

- **Large Revenue drop due to change in P&L reporting for Port unit**
 - QTerminals joint arrangement share of results shown on 1 line as opposed to full P&L as shown in prior years
 - Concession Rights amortization increased Depr & Amort line
- **Container Shipping volumes increased by 1%**
 - Additional volume increased Operating Supplies & Expenses

	2015	2016	2017
Operating Revenue	878	761	657
Salaries, Wages and Other Benefits	(151)	(156)	(95)
Operating Supplies and Expenses	(325)	(329)	(391)
Rent Expenses	(7)	(6)	(7)
Depreciation and Amortisation	(40)	(31)	(45)
Other Operating Expenses	(20)	(23)	(23)
Fleet & Technical Expense Allocation	(46)	(40)	(30)
Expense Allocation from Milaha Corporate	(50)	(54)	(56)
Operating Expenses	(639)	(638)	(647)
Operating Profit	240	124	10
Non-Operating Income/(Expense)	(44)	(10)	90
Profit for the Period	195	113	100



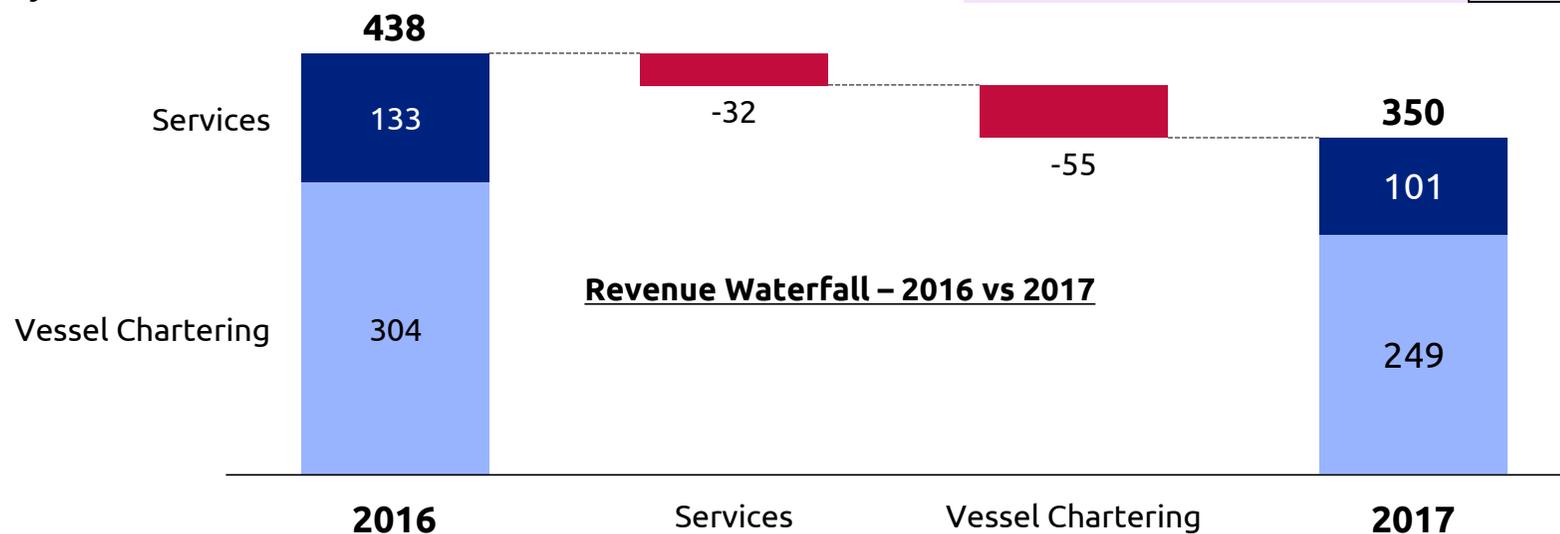
Segment Performance – YTD Sep

(All amounts in QR Millions)

20% Decline in Revenue and 315% Decline in Net Profit

- **Diving and Construction & Maintenance Services revenue declined due to rate & utilization pressures**
- **Vessel Chartering continued to be impacted by lower rates, lower utilization, and impairments**
 - Q1 2017 QR (22)M impairment related to vessels under construction
 - Q2 2017 QR (24)M impairment related to Liftboat (Singapore)
 - Q3 2017 QR (12)M impairment related to Diving Saturation system

	2015	2016	2017
Operating Revenue	529	438	350
Salaries, Wages and Other Benefits	(174)	(139)	(119)
Operating Supplies and Expenses	(98)	(83)	(80)
Rent Expenses	(5)	(5)	(7)
Depreciation and Amortisation	(83)	(86)	(85)
Other Operating Expenses	(35)	(42)	(37)
Expense Allocation from Milaha Corporate	(23)	(25)	(24)
Operating Expenses	(418)	(380)	(351)
Operating Profit	111	58	(1)
Non-Operating Income/(Expense)	(5)	(18)	(84)
Profit for the Period	106	40	(86)

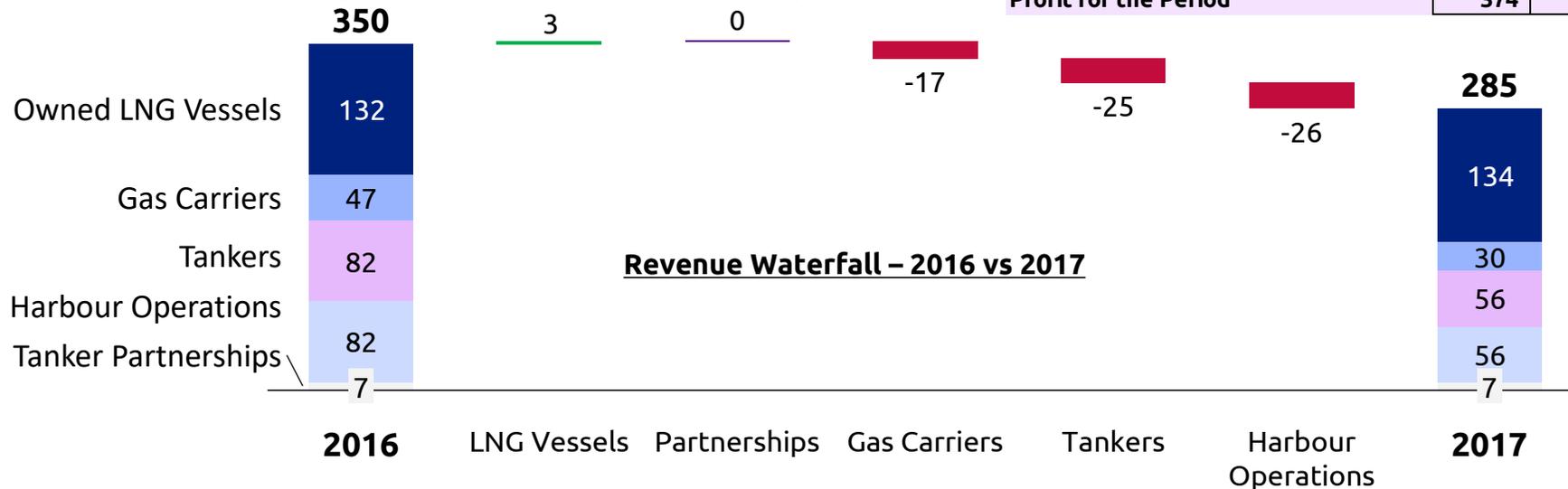


Segment Performance – YTD Sep

(All amounts in QR Millions)

19% Decline in Revenue and 39% Decline in Net Profit

- **1 Gas Carrier working spot jobs, and still looking for long term employment**
- **5 Tankers operating in Spot market and exposed to lower rates**
- **Harbor Operations impacted by lower utilization of older vessels, and lower re-negotiated terms/scope on 20 year contract with QP**
 - 4 boats cancelled, triggering QR 19M in Penalty Income booked as Non-Operating Income, and lower pricing on remaining 15.
- **Nakilat results down QR (43)M; Gulf LPG results down QR (24)M**



	2015	2016	2017
Operating Revenue	282	350	285
Salaries, Wages and Other Benefits	(63)	(78)	(75)
Operating Supplies and Expenses	(38)	(50)	(45)
Rent Expenses	(3)	(3)	(1)
Depreciation and Amortisation	(71)	(97)	(101)
Other Operating Expenses	(28)	(28)	(25)
Fleet & Technical Expense Allocation	46	40	30
Expense Allocation from Milaha Corporate	(19)	(22)	(22)
Operating Expenses	(176)	(238)	(237)
Operating Profit	106	112	47
Non-Operating Income/(Expense)	268	234	162
Profit for the Period	374	346	210

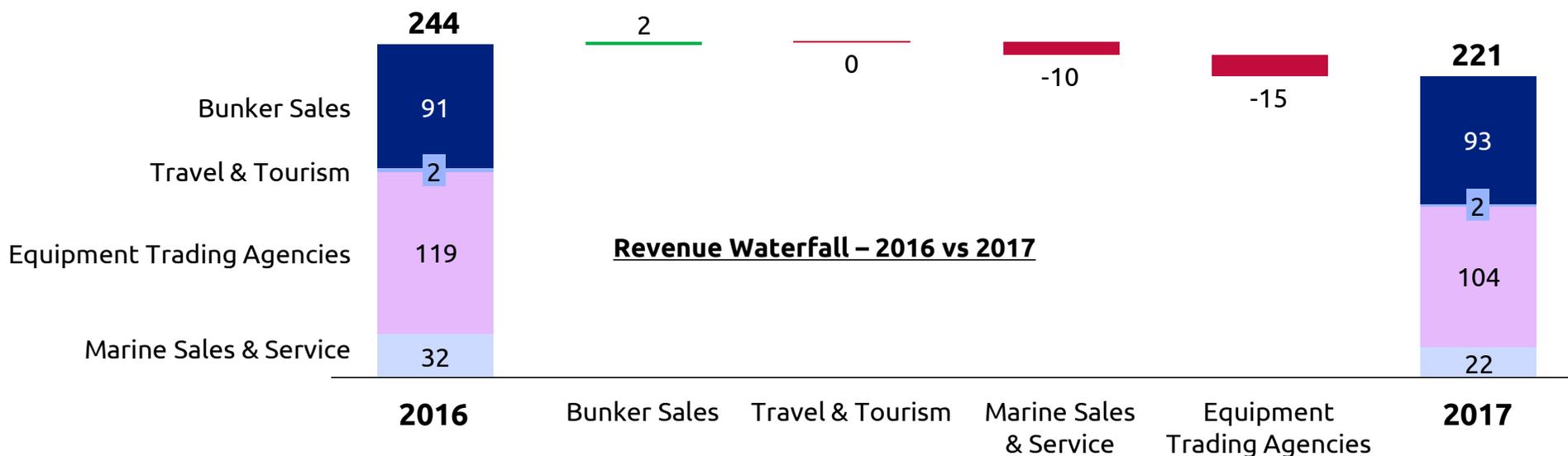
Segment Performance – YTD Sep

(All amounts in QR Millions)

10% Decline in Revenue and 45% Decline in Net Profit

- Large drop in sales of heavy equipment tied to infrastructure spending; related Cost of Goods Sold decreased expenses
- Drop in marine engine and lubricant sales; related Cost of Goods Sold decreased expenses

	2015	2016	2017
Operating Revenue	330	244	221
Salaries, Wages and Other Benefits	(14)	(15)	(12)
Operating Supplies and Expenses	(278)	(205)	(187)
Rent Expenses	(2)	(2)	(2)
Depreciation and Amortisation	(1)	(1)	(1)
Other Operating Expenses	(2)	(2)	(4)
Expense Allocation from Milaha Corporate	(13)	(12)	(12)
Operating Expenses	(309)	(236)	(217)
Operating Profit	21	8	4
Non-Operating Income/(Expense)	2	3	2
Profit for the Period	23	11	6



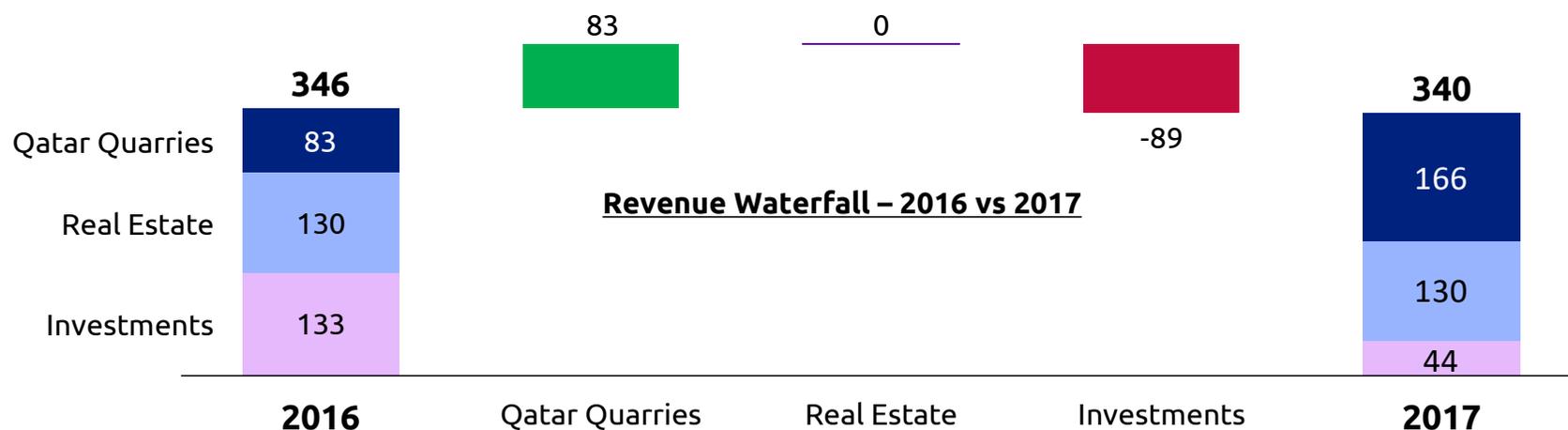
Segment Performance – YTD Sep

(All amounts in QR Millions)

2% Decline in Revenue and 46% Decline in Net Profit

- Increase in sales from Qatar Quarries associate; related Cost of Goods Sold increased expenses
- Real Estate Income flat with 2016
- Held-for-Trading investment portfolio income down QR (99)M; Dividend Income up QR 5M; Profit from Available-for-Sale Investments up QR 5M
 - QR (21)M impairment on Available-for-Sale Investments booked as Non-Operating Expense

	2015	2016	2017
Operating Revenue	437	346	340
Salaries, Wages and Other Benefits	(8)	(6)	(6)
Operating Supplies and Expenses	(130)	(79)	(145)
Rent Expenses	(4)	(3)	(3)
Depreciation and Amortisation	(27)	(27)	(27)
Other Operating Expenses	(8)	(8)	(8)
Expense Allocation from Milaha Corporate	(13)	(12)	(11)
Operating Expenses	(190)	(135)	(200)
Operating Profit	247	211	141
Non-Operating Income/(Expense)	24	40	4
Profit for the Period	271	251	145
Non-controlling interest	(10)	(3)	(11)
Net Profit Attributable To Equity Holders Of The Parent	261	249	133



Outlook



Macro:

- Expect continued strong TEU volumes through Hamad Port, due to land border closure
- Expect new and historical container feeding routes to push additional volumes
- Al Thumama warehouses to open Q4 2017; anticipate gradual buildup of utilization

Outlook



Macro: Global offshore marine market remains depressed. Diligently working on maximizing utilization and improving efficiency.

Outlook



- VLGCs: charter rates remain depressed; 1 vessel came off long term charter end of 2016 and 1 in May 2017, with both re-chartered at lower rates; 2 come 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
- Harbor marine vessels: renegotiated scope and rates of contract, with 4 boats cancelled, and reduced rates on remaining boats.

Outlook



- Expect a spotty and/or subdued rest-of-year

Outlook



- Listed portfolio performance strongly correlated to Qatar Exchange performance and volatility