

VOYAGES

QATARI ENERGY
GLOBAL SYNERGY

ISSUE 3 | 3rd Quarter | 2016



Nakilat
PROPELLING
safety forward



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MANAGING DIRECTOR'S MESSAGE

This quarter has been characterized by several defining milestones in Nakilat's history, starting with the launch of our new Vision, Mission and Values (VMV) which not only captures the essence of our business activities and objectives, but is also in sync with our future aspirations. The charting of a clear business direction was an essential step towards the planned fleet transition from Shell to NSQL, which would see Nakilat consolidating full-fledged ship operations for our wholly-owned vessels. The signing of the fleet transition agreement with Shell is a great achievement for company as we had not initially expected to be able to take over the ship management of our wholly-owned vessels so soon, but your hard work and tenacity at building up our in-house capabilities have gone to prove that we are indeed ready for such a major undertaking.

In today's increasingly digitalized era, connectivity is one of the key elements that enables an organization to be responsive to dynamic global market conditions and is an increasingly important aspect of crew welfare management. Our advancements in the field of Information Technology infrastructure have not only enabled Nakilat to excel on both fronts but also, make headway in the industry, with multiple invitations to share our expertise and experience at reputable local and regional forums.

Our joint ventures NDSQ and N-KOM continue their healthy contribution to the local industries, with NDSQ delivering the first 5 vessels as part of an 11-vessel order for the New Port Project, and N-KOM entering into an agreement with McDermott International to pursue offshore projects in Qatar.

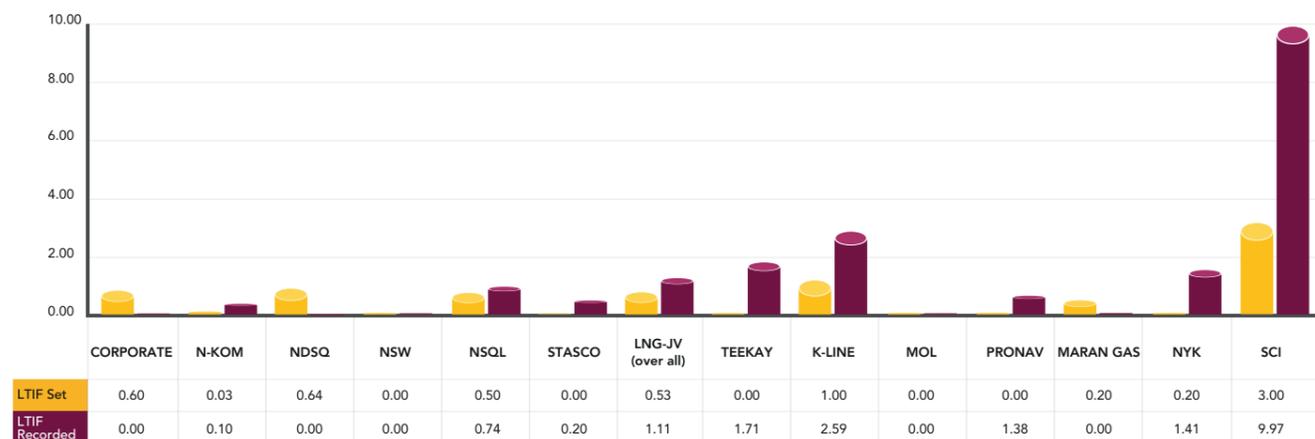
As we move into the last quarter of the year, I urge each one of you to continue your work in the spirit of integrity, respect, safety, encouragement and passion that will lead Nakilat to be a global leader and provider of choice for energy transportation and maritime services.

Eng. Abdullah Al Sulaiti
Managing Director



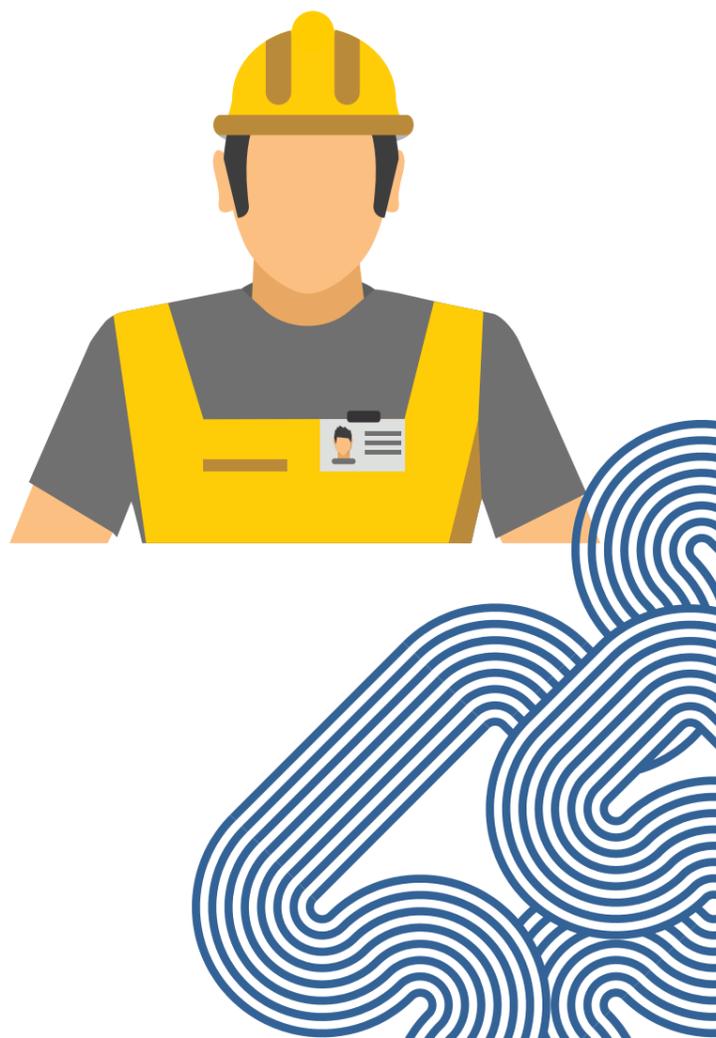
SAFETY STATISTICS (AS OF 1ST AUGUST 2016)

Nakilat and its joint ventures upheld their good safety performance for the first six months of 2016, by remaining within the set KPI for Lost Time Incidents (LTI) which is measured as frequency rate of LTI. An LTI is defined as an injury that prevents an employee from carrying out his/her duties, or reporting for work the day following the injury.



PROPELLING SAFETY FORWARD

As part of a consortium of ship operator and charterers, Nakilat is participating in a Safety Enhancement Initiative to identify causal factors and behavioral practices associated with major incidents in the shipping industry. Members of our HSE team are working with consultants from DNV GL to carry out surveys, interviews and visits onboard NSQL vessels to verify compliance with HSE procedures and review high risk activities practices. The findings will then be used to identify sub-standard work practices and establish targeted solutions to minimize work hazards and enhance the safety of the work environment onboard our vessels.



SHIPYARD SAFETY WALKTHROUGH



Spearheaded by Nakilat's Corporate SHEQ department, a team comprising of Nakilat, NDSQ, N-KOM and NSW HSE teams has been established to conduct regular safety visits to the corresponding worksites and identify areas for improvement.

A fruitful walkthrough of the N-KOM facilities was conducted back in August 2016, where the team noted significant improvements in the safety practices around the workshops and worksites. Through this initiative, the team aims to boost the safety culture across Nakilat and its joint ventures, by providing a platform for the sharing of best practices and exchange of ideas across business units, which would lead to a heightened safety awareness amongst the workforce.

JV SAFETY MILESTONES

- NAC has achieved zero LTIs since operations began back in 2005
- NDSQ has achieved 10.6million safe man-hours since operations began in 2011
- N-KOM achieved 2 million safe man-hours on its lift boat newbuilding project
- NSW has achieved more than 3.5 million safe man-hours since 2014

LAUNCH OF NEW VISION, MISSION & VALUES

Nakilat's business is not what it used to be when the company was first established back in 2004. We have grown beyond being just an LNG shipping company to a comprehensive maritime service provider in Qatar, with our bustling operations at the Erhama Bin Jaber Al Jalahma Shipyard as well as agency, towage and vessel support services. In line with the expansion of our business portfolio, it became necessary to revisit the initial Vision, Mission and Values (VMV) to ensure its relevance in today's dynamic maritime industry and alignment with our future business goals.

The new Vision statement succinctly captures the essence of Nakilat's business strategy and direction, while the Mission statements clearly spell out Nakilat's business objectives; both guided by 5 underlying core values that the company hopes to imbue in all its employees.

Following the launch, various cascade sessions were held to foster a collaborative discussion around the new VMVs and how they related to each individual and the aspirations of the company. These were very well received by all session participants, whom were not only motivated by the end of the session, but also shared a common understanding that with a clear vision, solid strategy and closer teamwork, Nakilat will indeed be propelled to greater heights.

Vision

To be a global leader and provider of choice for energy transportation and maritime services.

Mission

- Safely, reliably and efficiently provide shipping and maritime services.
- Protect the environment wherever we work.
- Maximize shareholder return through optimized investment opportunities.
- Exceed customer expectations through strong partnerships.
- Foster passionate collaboration and capture synergies amongst the Nakilat family.
- Invest in human capital; attracting, retaining and developing our workforce with an emphasis on national development.
- Contribute to and support the Qatar National Vision 2030.

Values:

Integrity: Honesty with sound moral principles.

Respect: Value others' diversity and perspective

Safety: Incident and Injury free

Encouragement: Be motivated and motivate people around you

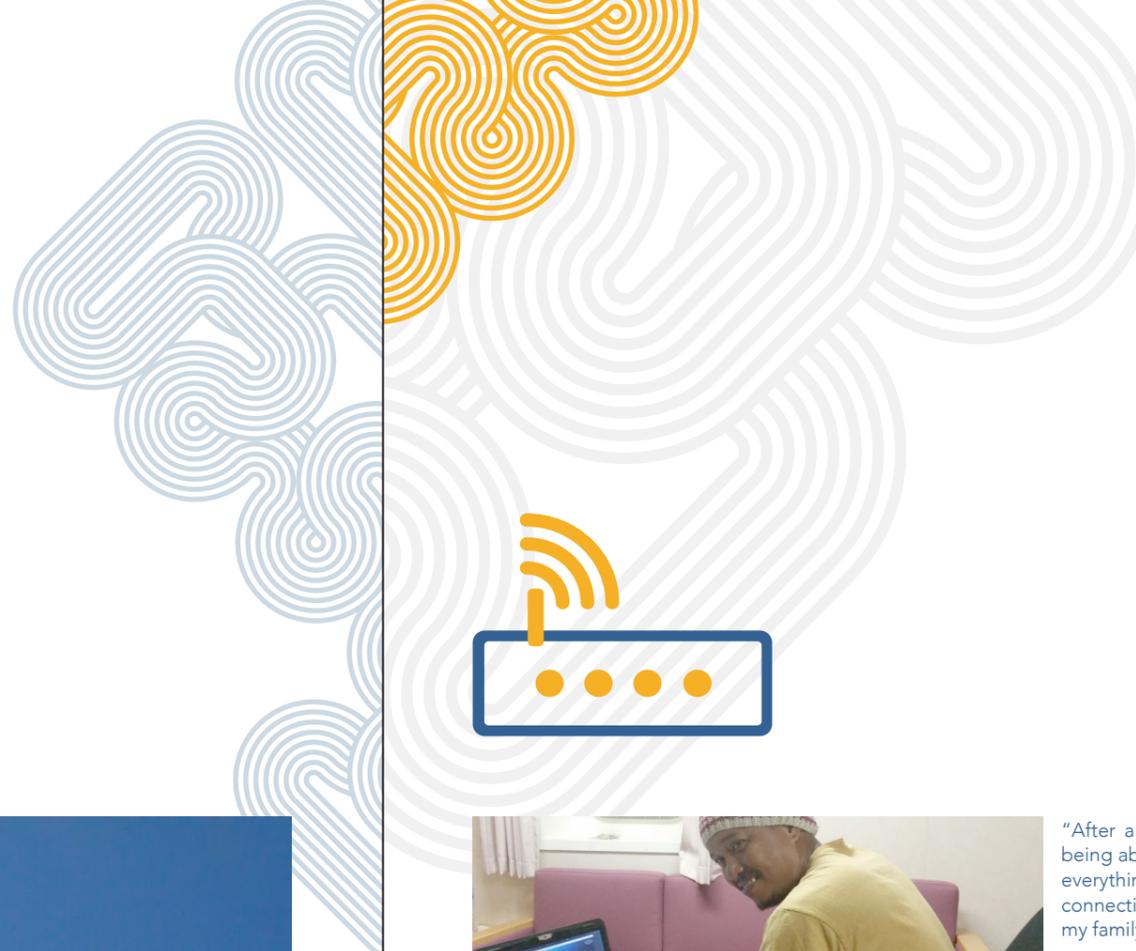
Passion: Strong commitment towards continuous improvement



FLEET CONNECTIVITY ENHANCED

Nakilat has contracted Global Eagle Entertainment Inc.'s Emerging Markets Communications (EMC) service line to provide marine VSAT services for NSQL's fleet of 8 LNG and LPG vessels. The onboard satellite communication suite includes a high-quality voice-over-IP system for the corporate network, thus lowering the costs of voice calls over the satellites, as well as a crew welfare system that provides always-on internet connectivity for them to communicate with family and friends back home.

This technology will significantly contribute to the development of the communication systems' infrastructure and facilitate Nakilat's global maritime operations, as it allows real-time information to be accessible with reduced expense to the company.



"After a long day at work, there is nothing better than being able to communicate with my family and make sure everything is going well at home. This fast new internet connection we have onboard allows me to feel closer to my family even when I'm far away, and I don't feel as alone anymore."

M. Morata
Able Seaman – LNGC Tembek



"With the new V-SAT installed and reliable VOIP phones provided, I'm able to easily consult with technical superintendents over at HQ at any time of the day and place online orders for ship parts and consumables in an efficient way."

D. Klawinski
Chief Engineer – LNGC Tembek



"The constant availability of fast internet connection has greatly reduced the arguments I have with my wife about delayed replies to her messages! Being able to communicate with my family gives me a peace of mind and I am inspired to work hard and safely with a smile on my face."

Lemuel Brazal
(Chief Cook, LNGC Al Gattara



"Previously, the crew had to roam the alleyways and struggle to find a stable internet connection. I myself faced difficulty as the internet kept disconnecting and it was difficult to send and receive official e-mails. Today, the internet we have onboard is even faster than ashore and I am able to effectively exchange correspondences with the head office and even have video conferences with them! Needless to say there has been a positive shift in the crew's morale, all thanks to the management and Fleet IT team whom have worked hard to bring about this change in our lives."

Captain Rohit Singh
Master – LNGC Al Gattara



Over the years, Nakilat has been working closely with various business units and its joint ventures with the aim to realize an organization-wide digital transformation that would not only value-add to our business strategy, but also allow for cost savings for the company. This was a challenging task when the complexity of varying business activities, people, culture and infrastructure is taken into consideration.

The successful implementation of SuccessFactors and SAP HANA marked a new dawn in Nakilat's IT strategy, making a positive difference to the way to organization conducts its business and along the way, a historic milestone in Qatar's IT landscape.

With our impressive advancements made in the field of Information Technology (IT), Nakilat has received numerous requests to present its success with corporate digitalization at various local and international forums. The company participated in two such events this quarter – a Data Centre Build Roadshow organized by Computer News Middle East (CNME) and an IT forum by International Data Corporation (IDC). Nakilat IT Manager Hamad Rashid Suwaid presented Nakilat's digital transformation journey to C suite and senior IT executives from across the region at both events. Hamad also participated as a VIP speaker during IDC's panel discussion, where he elaborated further on how the company plans to leverage cloud technology in the maritime industry to reap significant strategic advantages for the company.



Nakilat's joint-venture LNG carriers, Maran Gas Apollonia and Maran Gas Delphi, were among the first LNG vessels to transit the newly expanded Panama Canal, with Maran Gas Apollonia being the first LNG carrier to complete the transit on 25 July 2016 and Maran Gas Delphi on 3 August 2016.

The expanded waterway, which opened in July 2016, allows passage for about %80 of the world's LNG carrier fleet as compared to the %7.2 previously. An added advantage of the expanded canal is that it allows vessels departing the U.S. East and Gulf Coast for Asia to cut roundtrip voyage time up to 23 days, enabling cost savings for ship owners and operators.

UMM LAQHAB MODIFICATIONS

NSQL-operated Umm Laqhab is the first LPG carrier in service to undergo modifications that would allow it to pass the Panama Canal. The modifications will allow the Very Large Gas Carrier (VLGC) to utilize the new trading route created by the Panama Canal, thus providing Nakilat with a competitive advantage in the market. This ability to traverse the canal will further enhance the vessel's trading flexibility and provide our charters with a cost-effective alternative to existing trading routes, as it reduces the average voyage duration by 10-6 days compared to transits via the Suez Canal and Cape of Good Hope.



N-KOM EXPANDS OFFSHORE OUTREACH



N-KOM entered into a Memorandum of Understanding with McDermott International for an exclusive co-operation agreement to pursue offshore engineering, procurement, construction and installation (EPCI) projects within Qatari waters.

Under the five-year agreement, McDermott and N-KOM will develop an integrated approach to projects in Qatar by leveraging N-KOM's extensive and well-equipped facility at the Erhama Bin Jaber Al Jalahma Shipyard, and McDermott's proven track record in offshore EPCI projects.

"We are pleased to partner with McDermott, one of the leading EPCI contractors in this region, to enhance our standing as a premier marine and offshore service provider in Qatar. N-KOM has delivered several offshore construction projects, including a newly built lift boat. This agreement will add value to our services in this area to better support the local oil and gas industry in Qatar," said Eng. Abdullah Fadhalah Al Sulaiti, Managing Director of Nakilat.

McDermott's Vice President (Middle East) Linh Austin said: *"Over the past 20 years, McDermott has fabricated more than 80% of the North Field gas infrastructure and Qatar continues to be a key growth region for McDermott. Through this exclusive agreement, we build upon our long-standing relationship to combine each company's strengths to benefit our clients in Qatar and increase Qatari local content."*

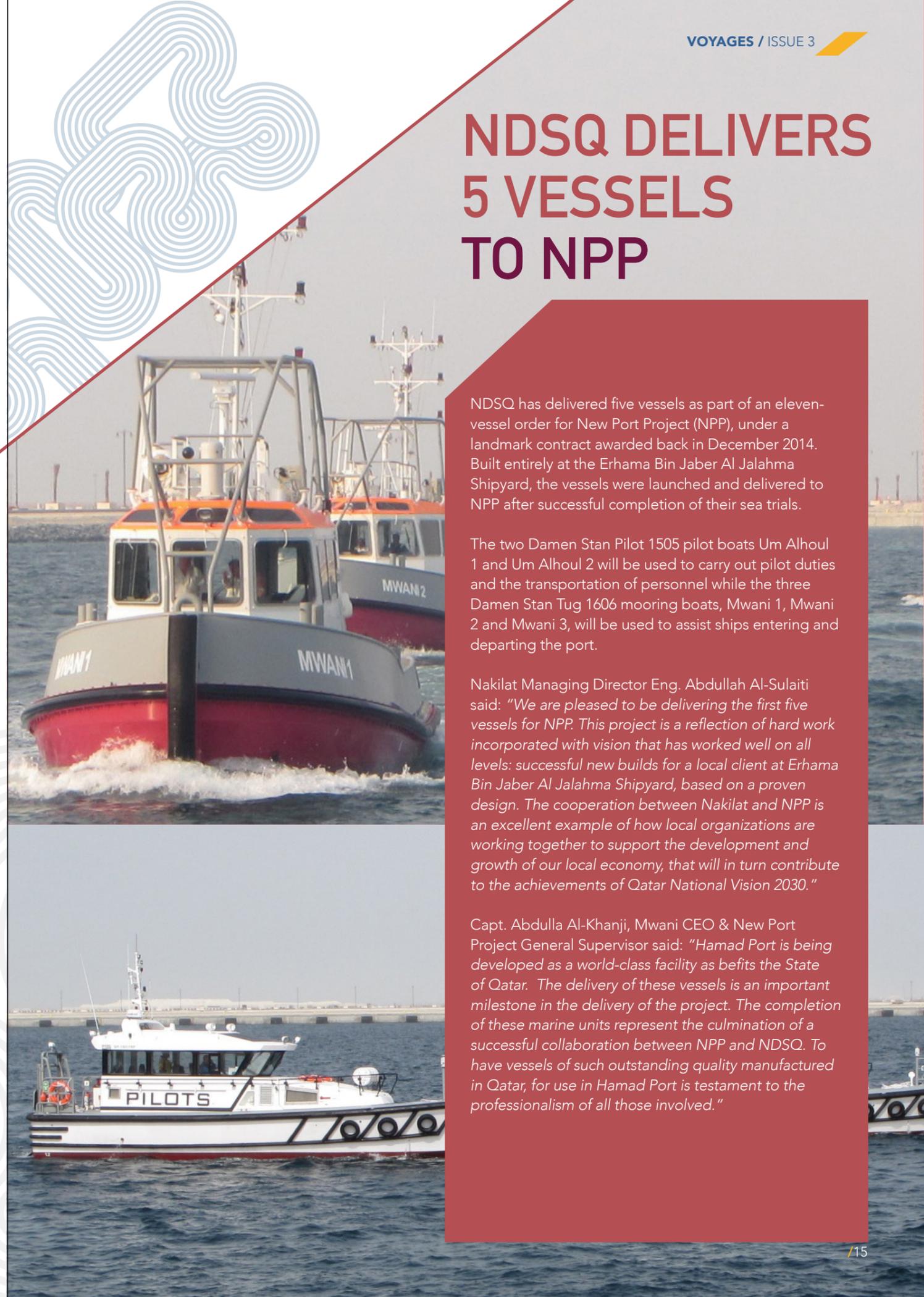
NDSQ DELIVERS 5 VESSELS TO NPP

NDSQ has delivered five vessels as part of an eleven-vessel order for New Port Project (NPP), under a landmark contract awarded back in December 2014. Built entirely at the Erhama Bin Jaber Al Jalahma Shipyard, the vessels were launched and delivered to NPP after successful completion of their sea trials.

The two Damen Stan Pilot 1505 pilot boats Um Alhoul 1 and Um Alhoul 2 will be used to carry out pilot duties and the transportation of personnel while the three Damen Stan Tug 1606 mooring boats, Mwani 1, Mwani 2 and Mwani 3, will be used to assist ships entering and departing the port.

Nakilat Managing Director Eng. Abdullah Al-Sulaiti said: *"We are pleased to be delivering the first five vessels for NPP. This project is a reflection of hard work incorporated with vision that has worked well on all levels: successful new builds for a local client at Erhama Bin Jaber Al Jalahma Shipyard, based on a proven design. The cooperation between Nakilat and NPP is an excellent example of how local organizations are working together to support the development and growth of our local economy, that will in turn contribute to the achievements of Qatar National Vision 2030."*

Capt. Abdulla Al-Khanji, Mwani CEO & New Port Project General Supervisor said: *"Hamad Port is being developed as a world-class facility as befits the State of Qatar. The delivery of these vessels is an important milestone in the delivery of the project. The completion of these marine units represent the culmination of a successful collaboration between NPP and NDSQ. To have vessels of such outstanding quality manufactured in Qatar, for use in Hamad Port is testament to the professionalism of all those involved."*



EN-VOYAGE WITH NOUREDDIN

Voyage Performance Analyst



“Fleet is the most interesting department for me as it is the heart and soul of the company around which all other activities gravitate.”

Nouredin Al Madani

Hailing from a family that has served the Qatar Armed Forces for generations, it seemed only natural for Nouredin Al Madani to follow in his forefathers' footsteps. He was set to enroll in Military school and join the Navy since it would see him continue his family tradition and at the same time, complement his passion for the sea. As time went by however, he found himself drawn to Qatar's booming oil and gas sector and chose to pursue a Degree in Business Management instead. He chanced upon the vacancy in Nakilat shortly after graduation and the rest, as they say, is history.

It was during a visit to the Erhama Bin Jaber Al Jalahma Shipyard that Nouredin came face to face with an actual gas carrier and witnessed the complexity of the operations involved. All those National Geographic series he watched previously did not do justice to the actual scale of the massive vessel inside that drydock and left him completely amazed, sparking his interest to dig deeper and learn more about the world of shipping.

During his two years at Nakilat, Nouredin underwent various rotations across departments in the company as part of the National Development Programme (NDP), and now works a Voyage Performance Analyst in the Fleet department. “Fleet is the most interesting department for me as it is the heart and soul of the company around which all other activities gravitate. In my current role, I am exposed to both technical and operational aspects as I oversee fuel consumption, voyage schedules and contractual alignment with our Time Charter Parties.”



He recently had the opportunity to go on voyage onboard one of Nakilat's Q-Flex LNG carriers, Tembek, from Qatar to Singapore and recounts the trip as being the highlight of his career at Nakilat thus far. This trip would be unlike any of his vessel-inspection visits previously; this time he was going to journey across the Indian Ocean and disembark 10 days later at the other side of the world. He was reasonably excited and worried all at once, but Nouredin knew that with 'great risk comes great rewards' from his experience game hunting in the safaris of Tanzania and Saudi Arabia.

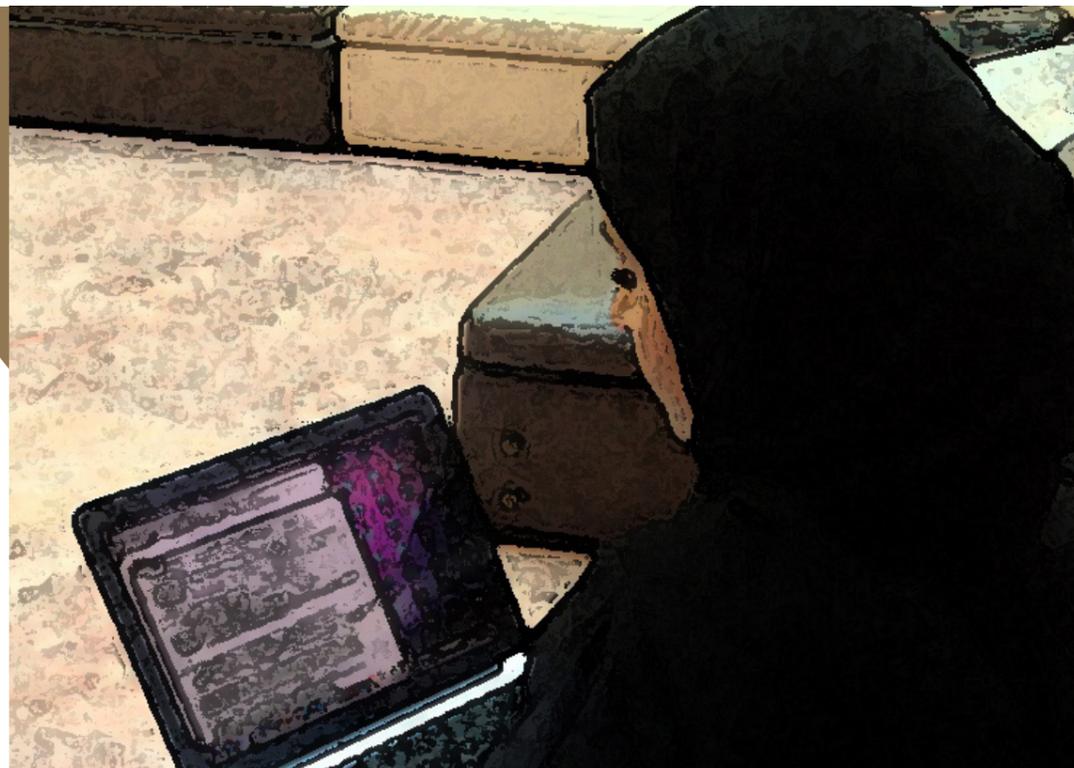
The day of embarkation came and thoughts of seasickness and being disconnected from the world were dispelled as he quickly discovered there was more to life at sea. With his days starting at 7am and stretching up to late afternoon, he was pleased to discover the array of activities available onboard, and the self-confessed foodie particularly looked forward to meal times when the talented chef would whip up varying international dishes.

“It has been such an amazing experience. I learnt so much from the knowledgeable ship Master and crew members on everything that goes on onboard the vessel, from the stressful life in the engine room to the importance of staying vigilant to ensure the safe crossing at the Strait of Hormuz, critical inspections of equipment and control systems and above all, ensuring that the integrity of the LNG cargo remains intact. I have come to appreciate the demanding life of a seafarer and the experience has truly enriched my interest and understanding of the shipping business. I look forward to my next opportunity to go on a voyage in the future – there is nothing like ending the day watching the sunset in the horizon, a brilliant ball of orange that slowly descends into the depths of the Arabian Sea.”

PUSHING BOUNDARIES TO SUCCEED

Fatma Al Kuwari

INTERVIEW



Fatma Al Kuwari is well known amongst the employees of Nakilat for her warmth, empathy, and personable approach to dealing with their Human Resources (HR)-related matters. She recently completed the final Development Phase of the National Developpee Program and has been placed as a Recruitment Officer with the HR Department. Voyages spoke to her about her experience as a Nakilat Developpee, and this is what she had to say...

Share with us your first impression of Nakilat and how you felt about being part of the NDP?

When I first started as a Developpee in Nakilat two years back, I was thrilled to be a part of such an esteemed company, where people were not only friendly but very professional. I was both honored and enthusiastic when presented with the opportunity to be part of the NDP as this was my chance to learn in-depth about Human Resources, showcase my capabilities and at the same time challenge myself outside my comfort zone.

Describe your NDP experience.

Having been recruited fresh of out university, the NDP gave me a platform to grow my skills and expertise through various sectional rotations within the HR department. This was how I discovered that I enjoyed being in Recruitment. As a naturally sociable person, I like interviewing people, learning more about them and their talents and placing them to suitable vacancies in the company. I also attended many training courses throughout the two year programme, one of which was the CIPD (Chartered Institute of Personnel & Development) diploma course that really helped to improve my coaching, mentoring and interviewing skills.

What was your greatest challenge during the NDP and in your current job?

I faced many challenges throughout the programme, but I always overcame what I thought was too difficult. I allowed the NDP to give me a boost of confidence, for example I always disliked giving presentations in front of big crowds. After going through the programme, I am more confident about my presentation skills. After all, practice makes perfect! As for my role in recruitment now, my greatest challenge is having to reject applicants who don't meet our criteria. I hate disappointing people so that is the toughest part of my job!

What was the most important lesson you have learnt throughout the NDP?

Never stop yourself from learning new things and be prepared to do things outside of your comfort zone. As soon as you penetrate your comfort zone, you enter a learning zone which is priceless and worth it.

Where do you see yourself in 5 years' time?

I have been extremely fortunate to have very approachable and supportive mentors, which has value-added to my experience in Nakilat. This has motivated me to be an example to others and expand my responsibilities in the company, hopefully as the next Head of Recruitment. I know this will require a lot of hard work and commitment, which I'm up for and ready to take on.

"My mission in life is not merely to survive, but to thrive; and to do so with some passion, some compassion, some humour and some style"

– Maya Angelou

NAKILAT SOCIAL MEDIA TURNS "1"

Thank you for your awesome support this past year and continue following our accounts for the latest company updates!



Nakilat Celebrates the 1st ANNIVERSARY of our SOCIAL MEDIA LAUNCH by introducing a new member to the family... **YOUTUBE!**

WHAT OUR AVID FOLLOWERS HAVE TO SAY...



"From a designer's point of view, it's great that Nakilat continues to use social media platforms as it gives a clear image of who we are and what we do with visuals, while keeping us connected with the latest updates."

- Nelly Al Hariri
Graphic Designer



"In this digital age, everyone is connected to each other through social media. Nakilat's presence in the digital world allows it to reach out to a younger and wider audience, spreading awareness on this industry and more importantly, what goes on at Nakilat."

- Ahmed Al Kuwari
Head of Applications



"Nakilat's social media accounts help me keep my finger on the pulse with the news of what's going on across the entire company, regardless of the time of day."

- Nadeem Khan
Supply Manager



"Nakilat's move toward social media is helping reach new frontiers for Nakilat and Qatar, as it opens doors for the company to spread its news worldwide."

- John Prados
Senior Legal Counsel



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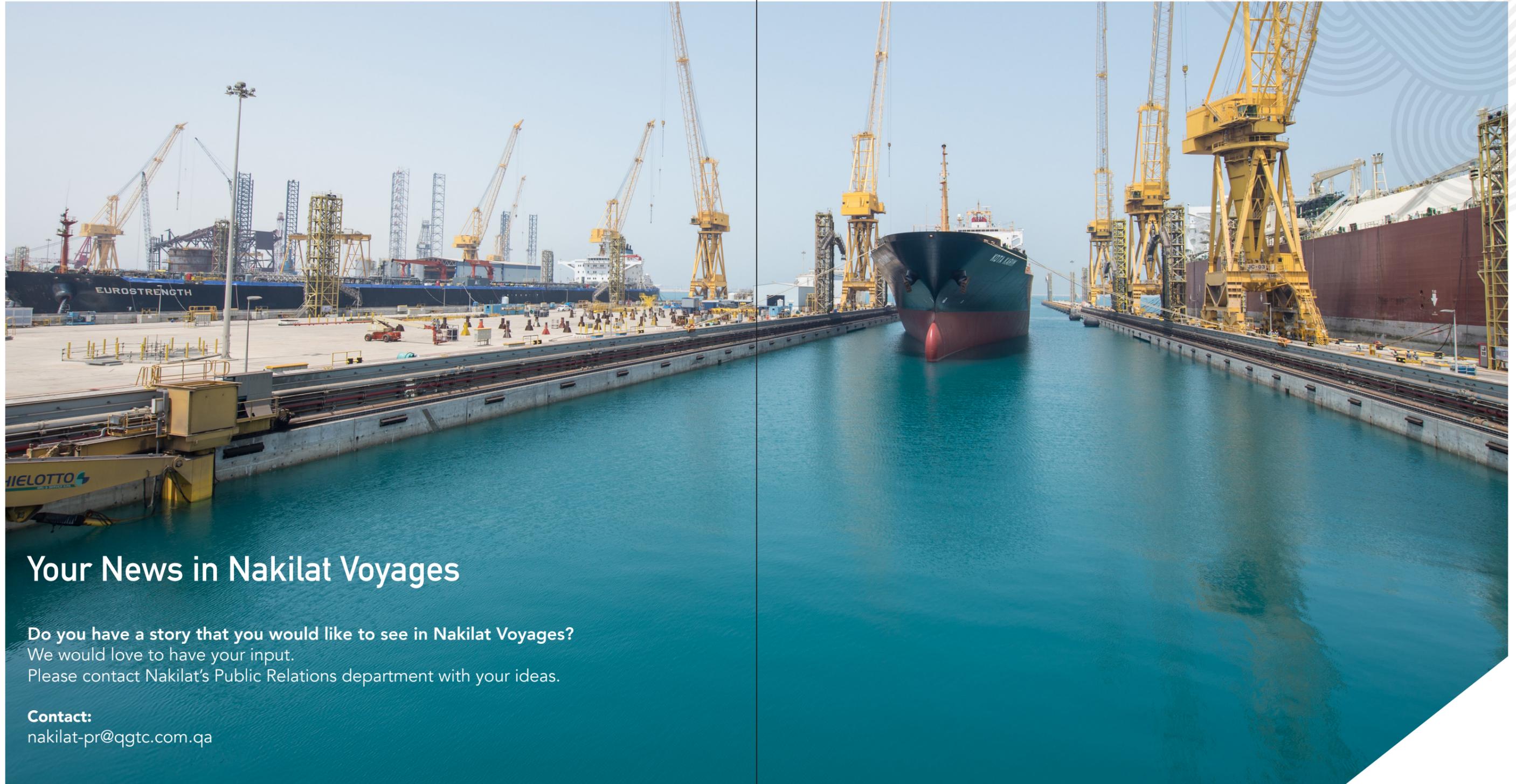
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We would love to have your input.

Please contact Nakilat's Public Relations department with your ideas.

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