DELIVERING
CLEAN ENERGY
TO THE WORLD

1Q19 Financial Results

Presentation – 23 April 2019

NAKILAT ناقلات

Forward Looking Statements & Disclaimer

All statements in this presentation (other than those of historical fact) contain reference to our future business and financial performance and future events or developments that may constitute forward-looking statements. These statements may be identified by words such as "expect," "look forward to," "anticipate" "intend," "plan," "believe," "seek," "estimate," "will," "project", “may”, “forecast” or words of similar meaning. We may also make forward-looking statements in other reports, in presentations, in material delivered to shareholders and in press releases. In addition, our representatives may from time to time make oral forward-looking statements. Such statements are based on the current expectations and certain assumptions of NAKILATs’ management, of which many are beyond NAKILATs’ control. These are subject to several risks, uncertainties and factors that might cause future results and outcomes to differ including, but not limited to the following:

- general LNG shipping market conditions and trends, including spot and long-term charter rates, ship values, factors affecting supply and demand of LNG and LNG shipping, technological advancements
- and opportunities for the profitable operations of LNG carriers;
- fluctuations in spot and long-term charter hire rates and vessel values;
- changes in our operating expenses, including crew wages, maintenance, dry-docking and insurance costs and bunker prices;
- number of off-hire days and dry-docking requirements including our ability to complete scheduled dry-dockings on time and within budget;
- planned capital expenditures and availability of capital resources to fund capital expenditures;
- may no longer have the latest technology which may impact the rate at which we can charter such vessels;
- increased exposure to the spot market and fluctuations in spot charter rates;
- fluctuations in prices for crude oil, petroleum products and natural gas, including LNG;
- changes in the ownership of our charterers;
- our customers’ performance of their obligations under our time charters and other contracts;
- our future operating performance and expenses, financial condition, liquidity and cash available for dividends and distributions;
- our ability to obtain financing to fund capital expenditures, acquisitions and other corporate activities, funding by banks of their financial commitments, and our ability to meet our restrictive covenants
- future, pending or recent acquisitions of or orders for ships or other assets, business strategy, areas of possible expansion and expected capital spending;
- the time that it may take to construct and deliver new buildings and the useful lives of our ships;
- fluctuations in currencies and interest rates;
- the expected cost of and our ability to comply with environmental and regulatory conditions, including changes in laws and regulations or actions taken by regulatory authorities, governmental
- organizations, classification societies and standards imposed by our charterers applicable to our business;
- risks inherent in ship operation, including the risk of accidents, collisions and the discharge of pollutants;
- our ability to retain key employees and the availability of skilled labor, ship crews and management;
- potential disruption of shipping routes due to accidents, political events, piracy or acts by terrorists;
- potential liability from future litigation;
- any malfunction or disruption of information technology systems and networks that our operations rely on or any impact of a possible cybersecurity breach

Should one or more of these risk factors or uncertainties materialize or should underlying expectations not occur or assumptions prove incorrect, actual results, performance or achievements of NAKILAT may (negatively or positively) vary materially from those described explicitly or implicitly in the relevant forward-looking statement. NAKILAT neither intends, nor assumes any obligation, to update or revise these forward-looking statements in light of developments which differ from those anticipated except if required by law. Accordingly, you should not unduly rely of any forward-looking statements. NAKILAT makes no representation or warranty, expressed or implied, with respect to any forecast, projection or predictive statements in this presentation.

This presentation has been prepared is the English language. In case of discrepancies if translated, the English language document is the sole authoritative and universally valid version.

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Glossary

LNGC
Liquefied Natural Gas Carrier

Charter Free
LNGC is not attached with charter party

Steam
Steam Turbine Propulsion System (1st generation of LNGCs)

BoG
Boil-off Gas

HHI
Hyundai Heavy Industries

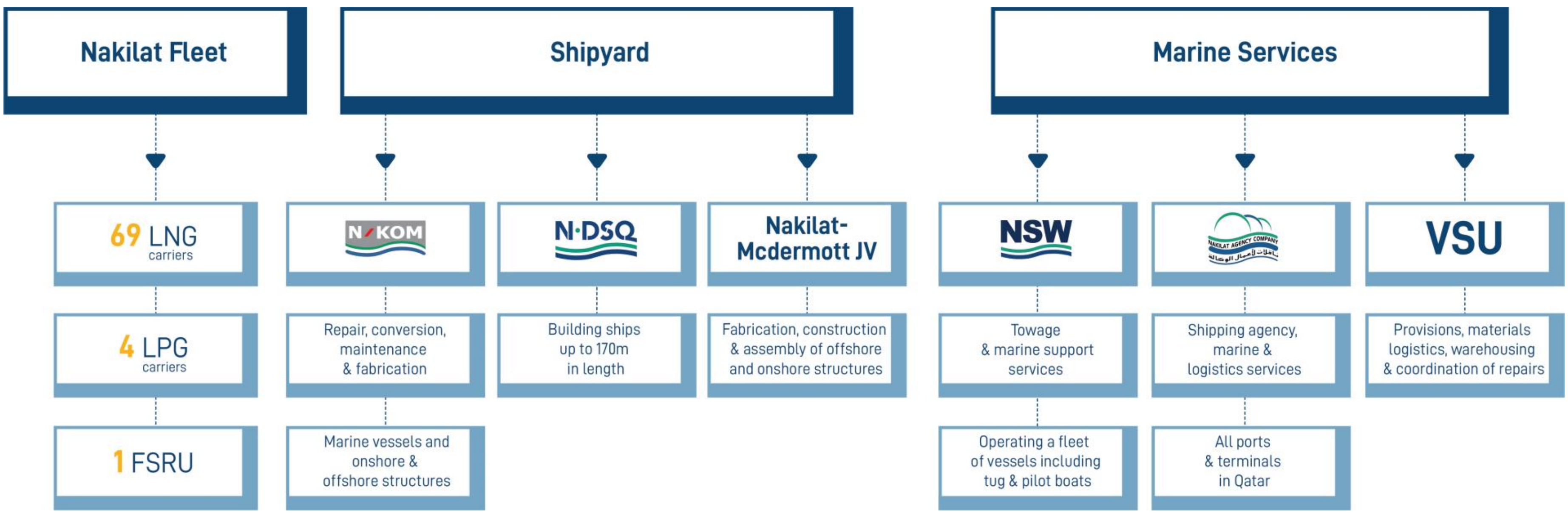
FSRU
Floating Natural Gas Unite

DFDE
Dual Fuel Diesel Electric Propulsion System (2nd generation of LNGCs)

MEGI
M-type, Electronically Controlled, Gas Injection (3rd generation of LNGCs)

DSME
Daewoo Shipbuilding & Marine Engineering

Company Profile & Structure



Profits: QAR236 Million

Financial Results for **1Q19**

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1Q19 - Financial Highlights

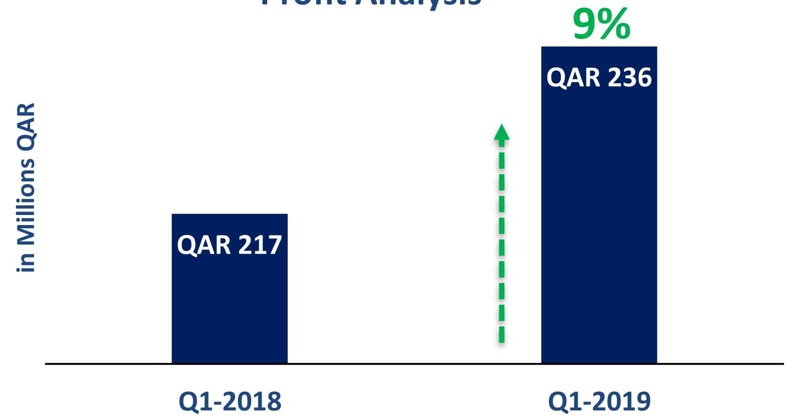
QR 902M	QR 709M	QR 236M	QR 0.43	11%	1.18
Revenue	EBITDA*	Net Profit	EPS	RoE**	Current Ratio

Financial Analysis:

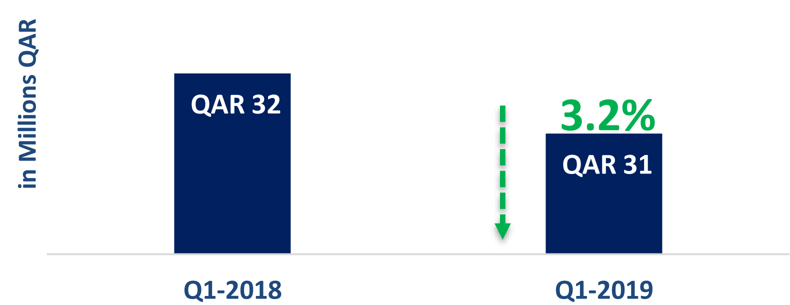
- Net Profit increased by 9% compared to 1Q18 as acquisition of 2 LNG carriers and 1 FSRU, higher activity at NKOM, higher interest income, dividends, lower Opex and G&A

- Continuous rationalization of operational expenses, and enhanced operational efficiency initiatives resulted in reduction of Nakilat's G&A costs by 3.2%

Profit Analysis



G&As

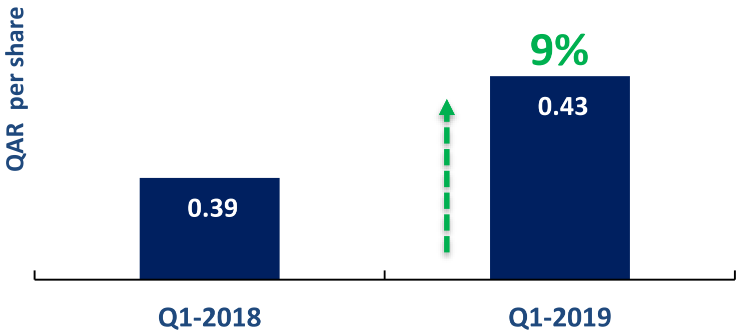


*Note: EBITDA is non-IFRS financial measure, and should not be used in isolation or as substitutes for Nakilat's financial results presented in accordance with International Financial Reporting Standards ("IFRS")

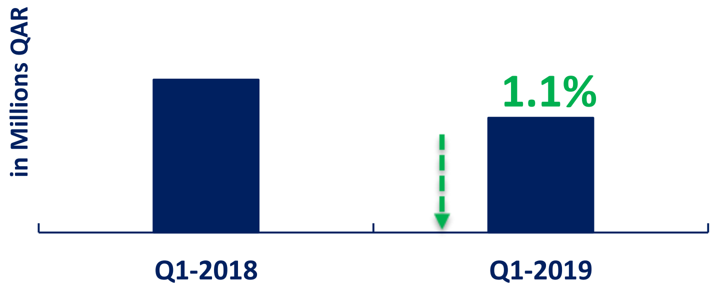
**Note: RoE is annualized

1Q19 - Income Statement Highlights

EPS Analysis



Opex Analysis



Nakilat Group Qatari Riyals'(000)	Q1-2019	Q1-2018	*% Change*
Income:			
Revenue from wholly owned vessels	751,896	757,589	*-0.8%*
Share of results from JVs	102,945	84,917	*21.2%*
Income from marine and agency services	12,547	14,927	*-15.9%*
Interest income on loans to JVs	3,092	2,556	*21.0%*
Interest, dividend and profit from Islamic Banks	24,816	21,079	*17.7%*
Other Income	7,097	9,232	*-23.1%*
Total Income	**902,393**	**890,300**	***1.4%***
Expenses:			
Operating Costs	(162,761)	(164,626)	*-1.1%*
General and administrative expenses	(31,028)	(32,041)	*-3.2%*
Depreciation of property and equipment	(185,459)	(188,628)	*-1.7%*
Finance Charges	(286,929)	(288,294)	*-0.5%*
Total Operating Expenses	**(666,177)**	**(673,589)**	***-1.1%***
Profit for the period	**236,216**	**216,711**	*9.0%*
EBITDA*	**708,604**	**693,633**	*2.2%*
Basic & Diluted EPS* (QAR/Share)	**0.43**	**0.39**	*9%*

*Note: EPS Rounded

*Note: EBITDA is non-IFRS financial measure, and should not be used in isolation or as substitutes for Nakilat's financial results presented in accordance with International Financial Reporting Standards ("IFRS")

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1Q19 - Balance Sheet Highlights

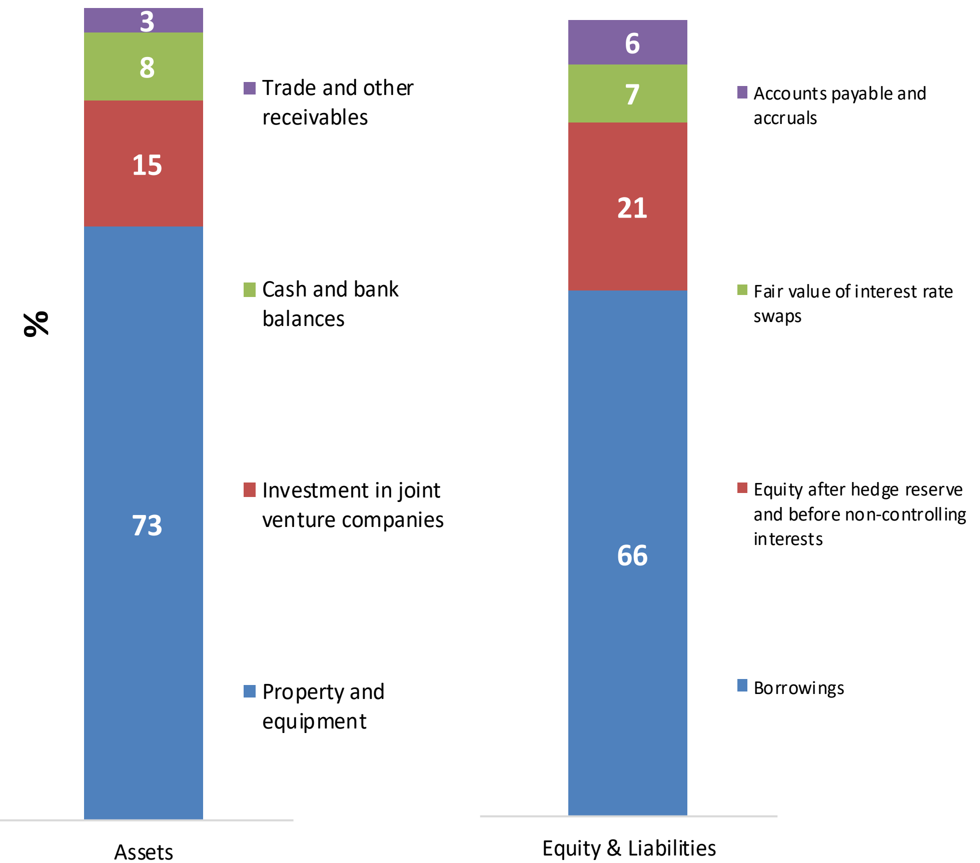
Commentary

In 1Q19, Nakilat's Total Assets at QAR 29.9Bn:

- Property & equipment decreased mainly due to depreciation net off new additions
- Investment in JV increased mainly due to share of operating profits partly offset by hedging losses & dividend received
- Trade and other receivables up due to increase in back chargeable, advances & prepayments

In 1Q19, Nakilat's Total Equity & Liabilities at QAR 29.9Bn:

- Borrowings have reduced marginally due to scheduled repayment
- Equity after hedge reserve is up due to lower fair value of interest rate swaps and increase in retained earnings



LNG SHIPPING OVERVIEW

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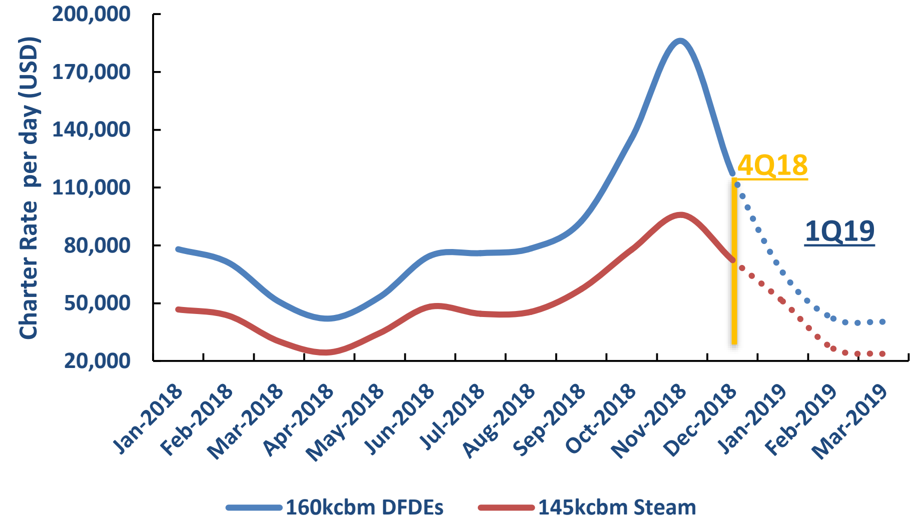
1Q19 - LNG Shipping Market Update

Strong Long-Term Market Fundamentals with a Temporary Short-Term Rate Volatility

- 1Q19 LNG shipping spot market dropped, with average rates (for DFDEs) at ~$49,500 per day (-26%) from ~$66,600 per day in 1Q18; (for Steams) at ~$33,800 per day (-16%) from ~$40,150 per day in 1Q1
- However, we have seen companies fixing LNGCs on long-term contracts for 8-12 years at approximately $70-$75,000 per day
- The purpose of this decrease in rates, is a mild winter, high stock levels and low gas prices has reduced the need for Asian markets to import LNG on long-haul routes (from US) lowering demand for LNG ships
- In 1Q19, the total LNG fleet incremental growth was minimal at ~2% (in terms of number of ships, 10 new LNGCs and 2 LNGCs scrapped)
- LNG Newbuild price is at ~$190m (Vs ~$177m in Feb'18) and are expected to further rise, particularly in light of HHI/DSME merger

Spot Rates (DFDEs Vs Steam) in 2018 - 1Q19



Source: Clarksons, Poten & Partners

Average DFDE Day Rates

1Q18 ~$66,600

-26%

1Q19 ~$49,500

Source: Clarksons, Poten & Partners

Average Steam Day Rates

1Q18 ~$40,150

-16%

1Q19 ~$33,800

Source: Clarksons, Poten & Partners

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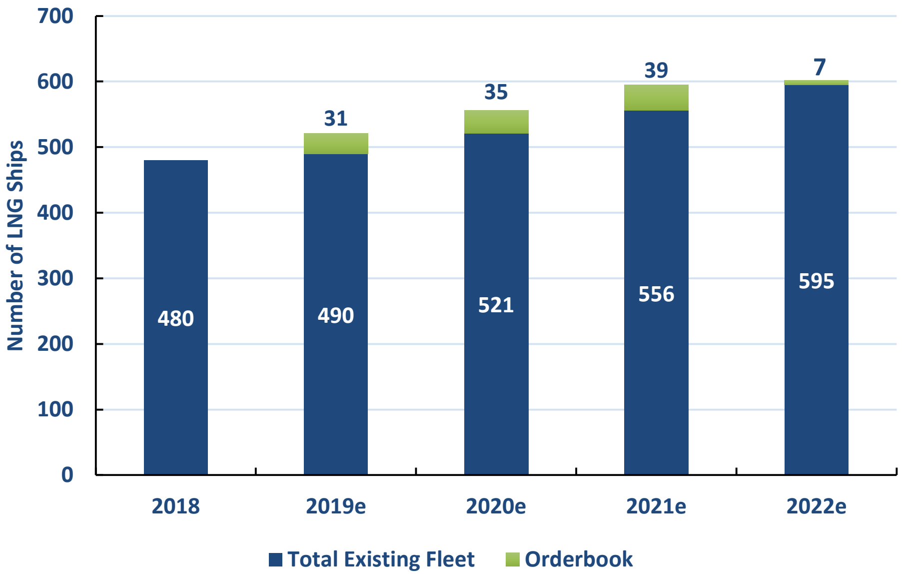
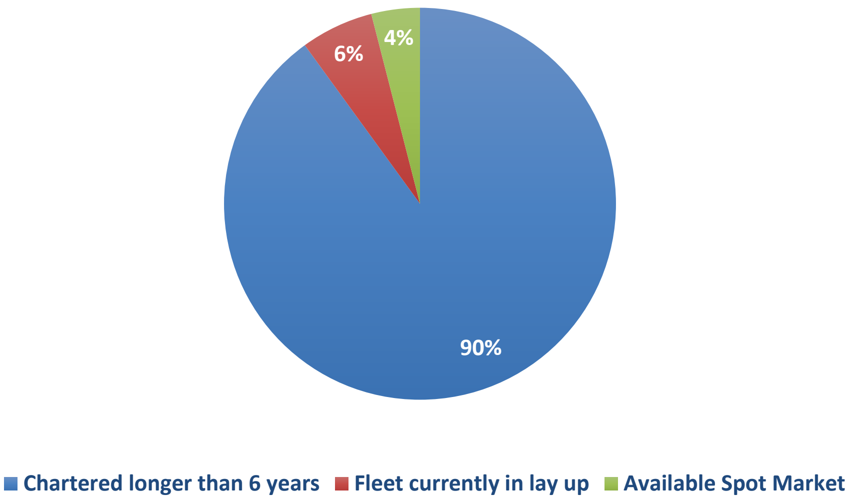
LNG Shipping Supply - Exiting Fleet & Orderbook

Development of Global LNG Fleet* (2018 - 2022e)



Source: Affinity, Clarksons, SSY

% of Fleet by Chartered, Open (LNGCs, FSRUs, >100,000 cbm)



Source: SSY

***Note:** *As of 1Q19, World live LNG fleet (excl. vessels <125,000cbm, FSRUs, FSUs, and FLNG, no assumption for scrapping, or LNGC conversion to FSRUs*

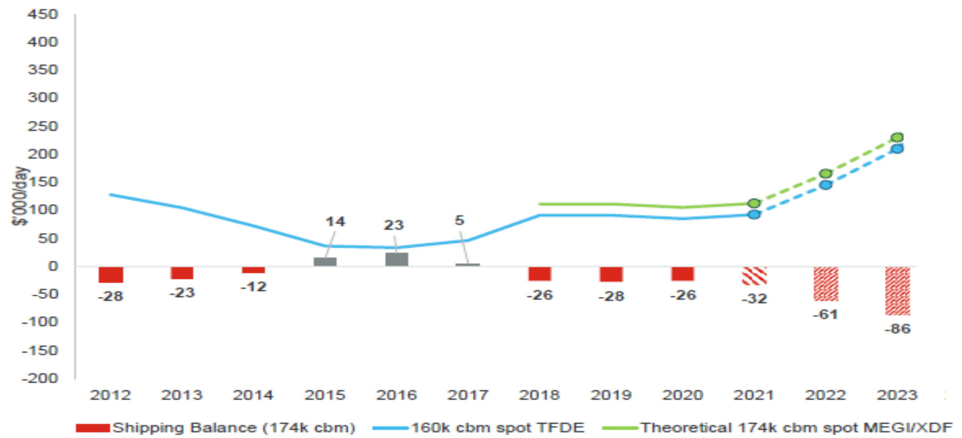
Executive Summary - LNG Shipping Market Balance

LNG Shipping Market Balance Forecast:

- 2019-2022 will witness a very high increase in LNG production of ~65mts. From this, the ~60% is coming from US
- The temporary structural LNG shipping length is expected to remain; however, will start to substantially tighten in the 2H19
- Currently, the LNG shipping market is expected to be balanced by 2020
- In the near-term (18-24 months), LNG shipping charter rates are expected to be volatile due to ramping global liquefaction capacity, US exports, and high LNG demand from Asia
- In short-term, we expect that the LNG chartering market to experience a seasonal weakness but overall is still tighter than previous years

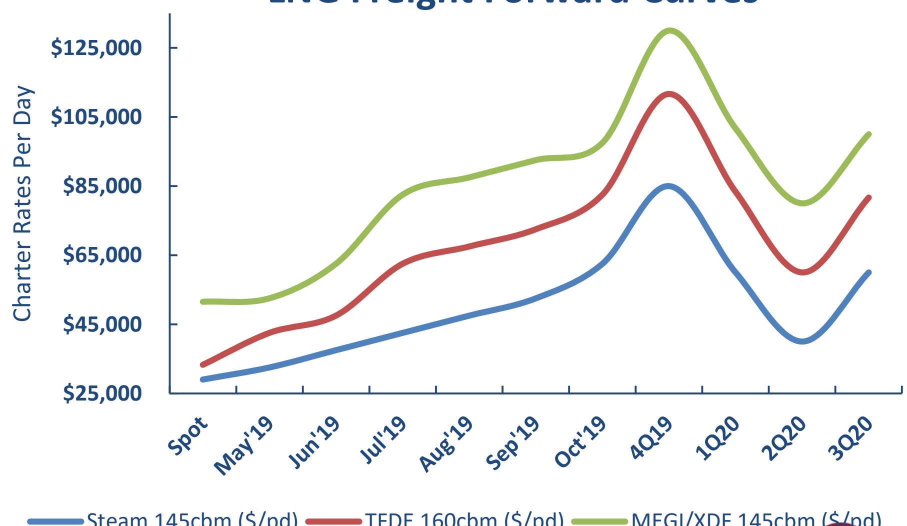
*Qatar's LNG expansion (~33mtpa) and Golden Pass (~16mtpa) expected to come on-line by 2024 (not included in the LNG shipping market balance)

Shipping Balance* – 174k cbm (2012 - 2023e)



Source: Clarksons

LNG Freight Forward Curves**



Source: Affinity

***Note: For the purpose of simplicity, the different routes (Atlantic and Pacific) was integrated through the average of both routes. It is key to understand that these values are not a forecast of freight rates and naturally will change with time*

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BUSINESS OVERVIEW

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Nakilat’s Bussiness Outlook 1Q19

LNG Shipping Fleet

Expect an increased JV income given full impact of the two additional LNGCs and inclusion of one FSRU

Continue to look for new business opportunities in 2019 to exploit the positive market fundamentals

Shipyard & Marine Services

Anticipate an increase JV income due to a higher utilization of shipyard given dry dock activities and to rise of port calls post blockade

Market Fundamentals

According to Wood Mackenzie, LNG demand to grow by 150mts between 2018 and 2025

We expect demand for LNG shipping to strengthen as we move through 2019 and into 2020

Portfolio growth

Nakilat expands its LNG fleet with 4 additional LNG carriers (173,400cbm per vessel) through a new JV (60% Nakilat – 40% Maran) and the LNGCs will be commercially managed by Nakilat with delivery at 2020-21

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NAKILAT'S STRATEGY MAP

Nakilat's 5-Year Strategy Map (2019 – 2023)

Our Vision — To be a **Global Leader** and **Provider of Choice** for Energy Transportation and Maritime Services

	Sustainable Growth	Operational Excellence	Customer Engagement
Outcome	Boost profit Increase market share	Nakilat to be one of the top performers	Improve brand value
Customer	"Deliver complete/integrated energy transportation & maritime solutions"	"Provide a safe, reliable and cost effective service"	"Add value to enrich customer experience"
Internal Process	Materialize profitable business opportunities Build market intelligence capabilities to develop growth strategy	Improve cost efficiency Streamline core operational processes Enhance performance through effective monitoring & evaluation	Promote corporate image Establish a customer value creation culture

Organizational Performance Enablement

Enablers	Attract, retain & develop high quality employees	Ensure lean, cost-efficient, and customer-oriented support functions	Build a maritime strategy-focused organization

Our Values: SAFETY · ENCOURAGEMENT · PASSION · RESPECT · INTEGRITY

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4Q18 Earnings Results - Summary

SUMMARY

Global leader for energy transportation

Maximize shareholder return

Priority for safety & environment

1Q19 Earnings Results:

- Strong profitability results (+9% QoQ), momentum continues
- Successfully deploys the company's strategic plans through expanding its LNG fleet with 4 additional advanced technology LNG carriers
- Continuous rationalization of group's operational expenses by less 1.1% and G&As by 3.2%
- Higher utilization and activity of ship repair facility
- 1Q19 – LTIF* Yearly Data: (0.13 Nakilat in 1Q19 Vs 0.46 Industrial Average 2018)

*Note: Lost Time Incident Frequency Rate

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Thank You

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