Q1 2012 Financials Conference Call

May 9th, 2012

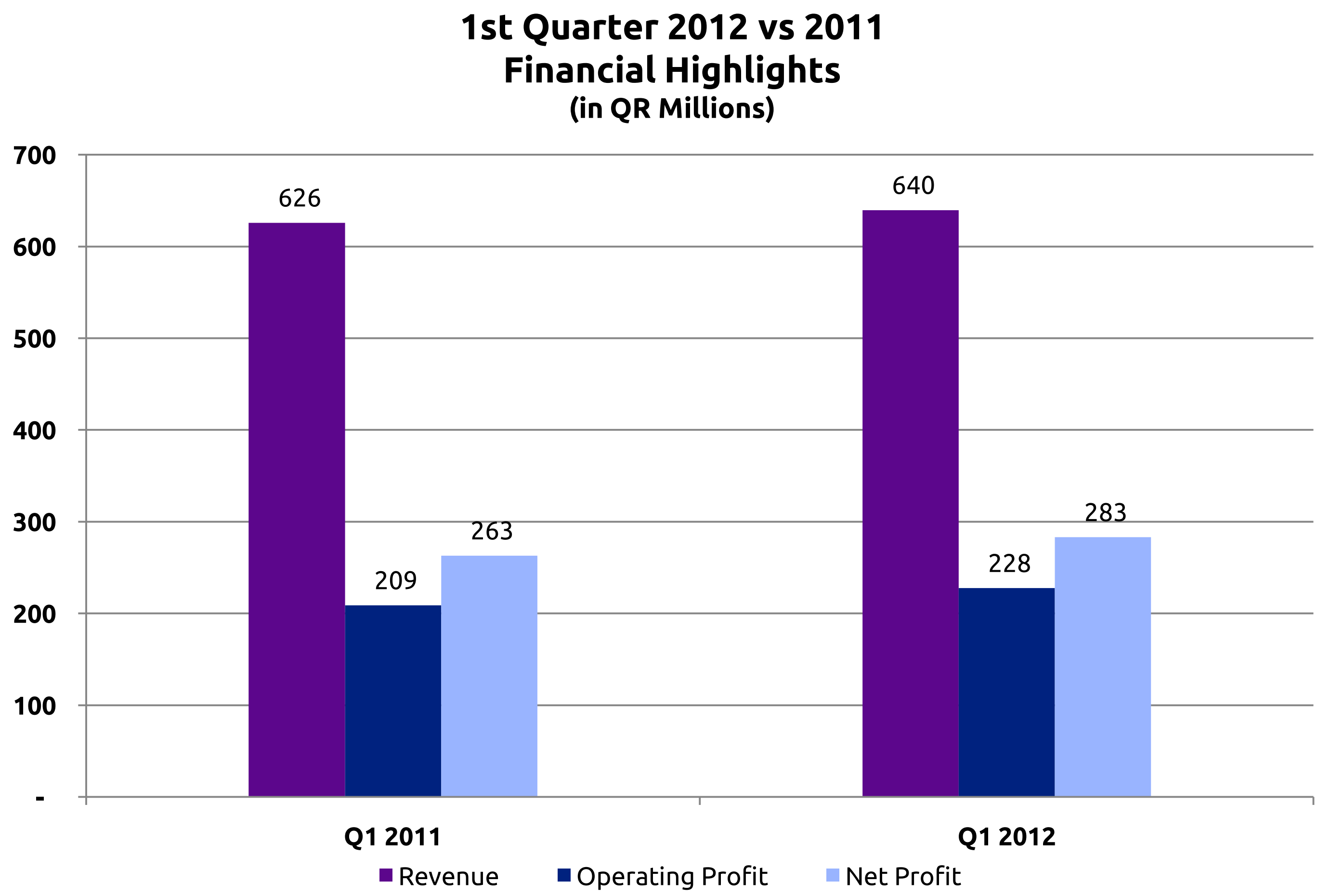
Doha, Qatar

1st Quarter 2012 vs. 2011 – Financial Highlights

Revenue up +2%

Operating Profit up +9%

Net Income up +8%



1st Quarter 2012 vs. 2011 Comparison

(All amounts in QR 000's, unless otherwise noted)

	2012	2011	Variance
OPERATING REVENUE	**639,610**	**625,868**	**13,742**
Salaries, Wages & Benefits	(127,092)	(105,151)	(21,941)
Operating Supplies & Expenses	(173,698)	(204,443)	30,745
Rent Expense	(14,280)	(19,602)	5,322
Depreciation & Amortization	(67,712)	(64,043)	(3,669)
Other Operating Expenses	(29,297)	(23,851)	(5,446)
OPERATING EXPENSES	**(412,079)**	**(417,090)**	**5,011**
OPERATING PROFIT	**227,531**	**208,778**	**18,753**
Finance Costs	(9,209)	(11,544)	2,335
Finance Income	11,547	14,582	(3,035)
Profit on disposal of Property, Vessels & Equip	10	77	(67)
Share Results of Associates	54,029	50,675	3,354
Misc Income	3,211	672	2,539
Impairment of AFS Investments	(4,073)	(206)	(3,867)
NON-OPERATING INCOME/(EXPENSE)	**55,515**	**54,256**	**1,259**
PROFIT FOR THE YEAR	**283,046**	**263,034**	**20,012**

MILAHA

Pillar Overview

- **Milaha Maritime & Logistics**
  - Port Services
  - Container Shipping
  - Logistics
  - Bulk Shipping
  - Asset Management
  - Shipyard
  - Shipping Agencies
- **Milaha Offshore**
  - Halul Offshore Services
- **Milaha Gas & Petrochem**
  - 30% Share of Naqilat
  - Qatar Shipping (maritime activities only)
- **Milaha Trading**
  - Travel & Tourism
  - Equipment Trading Agency
  - Marine Equipment Sales & Service
  - Bunker Sales
  - Service/Repair Center
- **Milaha Capital**
  - Equities Portfolio
  - Real Estate Investments
  - 50% Share of Qatar Quarries

Consolidated Statement of Income, by Pillar

(All amounts in QR 000's, unless otherwise noted)

Consolidated Statement of Income, by Pillar
3 Months Ended, Mar 31, 2012

	Maritime & Logistics	Offshore	Gas & Petrochem	Trading	Capital	Corporate	Eliminations/ Adjustments	Consolidated
Operating Revenue	**180,547**	**122,968**	**51,794**	**86,162**	**280,518**	**-**	**(82,379)**	**639,610**
Salaries, Wages and Benefits	(46,491)	(41,287)	(18,862)	(2,970)	(3,897)	(13,586)	-	**(127,092)**
Operating Supplies and Expenses	(63,308)	(33,227)	(28,535)	(77,492)	(47,180)	(857)	76,901	**(173,698)**
Rent Expenses	(1,535)	(1,820)	(863)	(350)	(12,078)	(3,112)	5,478	**(14,280)**
Depreciation and Amortisation	(17,708)	(18,328)	(19,254)	(290)	(11,515)	(617)	-	**(67,712)**
Other Operating Expenses	(16,702)	(3)	(1,831)	(559)	(2,415)	(7,787)	-	**(29,297)**
OPERATING PROFIT	**34,803**	**28,303**	**(17,551)**	**4,502**	**203,433**	**(25,959)**	**0**	**227,531**
Finance Costs	(2,746)	(1,027)	(2,472)	(27)	(2,937)	(0)	-	**(9,209)**
Finance Income	-	760	6,992	-	3,795	-	-	**11,547**
Gain on Disposal of Property, Vessels and Equipment	-	-	-	-	10	-	-	**10**
Share of Results of Associates	(58)	(0)	54,088	-	(0)	-	-	**54,029**
Miscellaneous Income	872	204	(35)	1,395	775	-	-	**3,211**
Impairment of Available-for-Sale Investments	-	-	-	-	(4,073)	-	-	**(4,073)**
Expense Allocation from Milaha Corporate	(16,275)	(2,909)	(2,640)	(1,996)	(2,139)	25,959	-	**0**
PROFIT FOR THE PERIOD	**16,596**	**25,332**	**38,381**	**3,873**	**198,864**	**0**	**0**	**283,046**

Pillar Performance YTD

Maritime & Logistics

- **Higher revenues and net profit vs. Q1 2011**
  - Driven by strong revenue growth in Port Services, mainly attributable to additional revenue streams as a result of the expanded management role at Doha Port
  - Increase in Container Shipping revenues, driven by increased volume and recovery through fuel surcharges
  - Logistics and Bulk Shipping saw a decline in performance, however these are smaller scale units
    - Land Transport revenues in Logistics hurt by market oversupply and low rates
    - Bulk Shipping revenues lower due to a one-time revenue item last year; lower market prices seen this year
  - Other units were essentially flat relative to Q1 2011

Note: Due to new segment reporting structure, precise year-on-year comparisons cannot be made at this time

Pillar Performance YTD

Offshore

- **Decline in revenues and profit vs. Q1 2011**
  - Q1 2011 had non-recurring mobilization revenues for a new contract
  - Costs incurred in setting up Saudi Arabia operations
  - Delays in delivery and deployment of new vessels leading to lower revenues and penalties incurred from charter parties
  - Higher than expected offhire time resulting in lower Q1 revenues
  - Unexpected repair costs

Gas | Petrochem

- **Decline in revenues and profit vs. Q1 2011**
  - LPG market rates declined dramatically in Q1 (significant fluctuation seen quarter-to-quarter)
  - Product tankers completed time charters in mid 2011 at older higher rates, renewed on the spot market at much lower rates
  - Prior period adjustments related to dry docking increased non-cash expenditure

Note: Due to new segment reporting structure, precise year-on-year comparisons cannot be made at this time

Pillar Performance YTD

Trading

- **Decline in revenues and profit vs. Q1 2011**
  - Equipment Sales margins improved vastly, as in Q1 2011 we sold aged inventory at reduced prices
  - Bunker revenues declined significantly year-on-year, reducing profits

Capital

- **Increased net profit vs. Q1 2011**
  - Liquidated one fund managed by third party, realizing significant gains
  - Dividends from Equity Portfolio were higher vs. Q1 2011
  - Real Estate achieved higher revenues through higher occupancy rates

Note: Due to new segment reporting structure, precise year-on-year comparisons cannot be made at this time

Outlook for rest of 2012

MILAHA Maritime & Logistics

- Macro outlook for the pillar is dependent on the timing and speed of infrastructure development in Qatar and the expansion of the industrial exports base in Mesaieed.
  - Delayed project awards will drive increased volumes but perhaps not until 2013
- Port volumes showing upward trend after 2 years of declines + increased operational efficiency being targeted at Doha Port
- Qatari export container volumes expected to increase moderately; Milaha also looking at opportunities to expand its feeder network
- Logistics activities being expanded
- Cautiously optimistic outlook for Shipping Agencies activities, depending on volume recovery

Outlook for rest of 2012

Offshore

- Expected to recover performance in Q2 and beyond as one-time issues have been resolved
- Macro outlook is improving slightly quarter-to-quarter however not expected to reach 2007 levels for a while

Gas

Petrochem

- Supply-demand imbalances still acute and recovery will be relatively slow
- Tanker and product carrier rate trends are not encouraging in the short term
- LPG and Ammonia carrier rates are starting to balance