

# FY 2021 Financial Summary Conference Call

**Doha, Qatar**

**February 10, 2022**

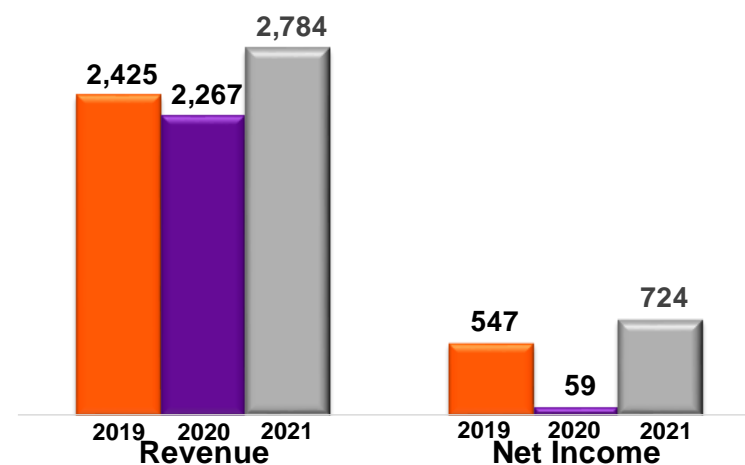
# Consolidated Income Statement – Full Year

(All amounts in QR Millions)

	2019	2020	2021
<b>Operating Revenue</b>	<b>2,425</b>	<b>2,267</b>	<b>2,784</b>
Salaries, Wages and Other Benefits	(588)	(581)	(603)
Operating Supplies and Expenses	(1,001)	(840)	(1,328)
Rent Expenses	(7)	(5)	(7)
Depreciation and Amortisation	(362)	(367)	(368)
Provision of Impairment of Trade Receivables	(7)	(26)	(10)
Other Operating Expenses	(177)	(169)	(214)
<b>Operating Expenses</b>	<b>(2,142)</b>	<b>(1,989)</b>	<b>(2,531)</b>
<b>Operating Profit before Impairments</b>	<b>283</b>	<b>279</b>	<b>253</b>
Impairment of Property, Vessels and Equipment	(272)	(741)	(148)
Finance Costs	(103)	(84)	(73)
Finance Income	24	21	15
Net Gain on Disposal of Property, Vessels & Equipme	16	14	(5)
Net Gain on Disposal of Investment Property	-	74	-
Share of Results of Associates	361	418	476
Share of Results of Joint Arrangements	239	85	205
Net Gain on Foreign Exchange	(1)	(1)	6
Tax for the Year	(1)	(5)	(4)
<b>Non-Operating Profit</b>	<b>263</b>	<b>(220)</b>	<b>474</b>
<b>Profit for the Period</b>	<b>546</b>	<b>59</b>	<b>727</b>
Non-controlling interest	1	(0)	(2)
<b>Net Profit Attributable To Equity Holders Of The Parent</b>	<b>547</b>	<b>59</b>	<b>724</b>

▲ Revenue	23%
▼ Operating Profit before Impairments	-9%
▲ Net Profit	1125%

%s shown vs 2020



# Activities by Segment



## Maritime & Logistics

- Port Services
- Container Shipping
- Warehousing & Logistics
- Shipyard
- Shipping Line Agencies



## Offshore

- Vessel Charter & Operations
- Diving & Subsea Services
- Construction and Maintenance Services
- Well Services
- Harbor Marine Operations



## Gas & Petrochem

- LNG Transport
- LPG Transport
- Crude , Chemicals & CPP Transport
- Wholly Owned Product/Gas Carriers



## Trading

- Heavy Equipment and Truck Agency
- Bunker Distribution
- Marine Engine and Lubricants Agency



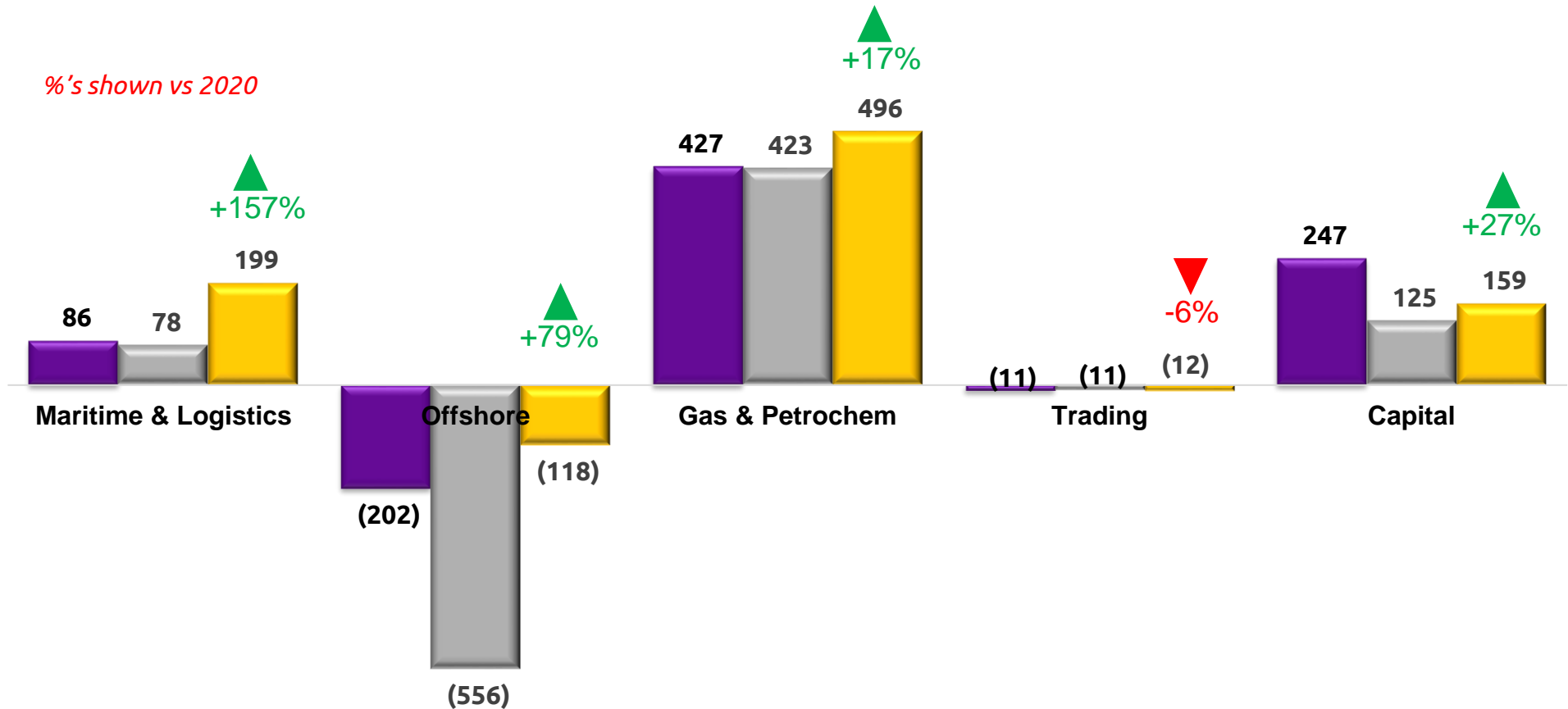
## Capital

- Real Estate Development and Management
- Strategic and Financial Investments

# Net Profit, by Segment – Full Year

(All amounts in QR Millions)

%s shown vs 2020



▼ Unfavorable

▲ Favorable

■ 2019

■ 2020

■ 2021

# Statement of Income, by Segment – Full Year 2021

(All amounts in QR Millions)

	Maritime & Logistics	Offshore	Gas & Petrochem	Trading	Capital	Corporate	Eliminations/ Adjustments	Consolidated
<b>Operating Revenue</b>	<b>1,118</b>	<b>964</b>	<b>254</b>	<b>309</b>	<b>415</b>	<b>0</b>	<b>(278)</b>	<b>2,784</b>
Salaries, Wages & Benefits	(357)	(81)	(21)	(13)	(11)	(120)	-	<b>(603)</b>
Operating Supplies & Expenses	(773)	(284)	(45)	(287)	(156)	(10)	227	<b>(1,328)</b>
Rent	(41)	(2)	(0)	(3)	(2)	(7)	49	<b>(7)</b>
Depreciation & Amortization	(26)	(207)	(65)	(1)	(67)	(2)	-	<b>(368)</b>
Provision of Impairment of Trade Receivables	(10)	(4)	-	0	3	-	-	<b>(10)</b>
Other Operating Expenses	(81)	(67)	(17)	(6)	(10)	(35)	2	<b>(214)</b>
Fleet & Technical Expense Allocation	308	(282)	(26)	-	-	-	-	<b>0</b>
Expense Allocation from Milaha Corporate	(109)	(22)	(15)	(12)	(16)	174	-	<b>-</b>
<b>Operating Profit before Impairments</b>	<b>29</b>	<b>15</b>	<b>65</b>	<b>(12)</b>	<b>156</b>	<b>0</b>	<b>0</b>	<b>253</b>
Finance Costs	(6)	(34)	(31)	-	(7)	-	5	<b>(73)</b>
Finance Income	-	0	12	0	8	0	(5)	<b>15</b>
Net Gain on Disposal of Property, Vessels & Equipment	2	1	(8)	-	-	0	-	<b>(5)</b>
Net Gain on Disposal of Investment Property	-	-	-	-	-	-	-	<b>-</b>
Share of Results of Associates	1	-	476	-	(1)	-	-	<b>476</b>
Share of Results of Joint Arrangements	172	-	32	-	-	-	-	<b>205</b>
Impairment of Available-for-Sale Investments	-	-	-	-	-	-	-	<b>-</b>
Net Gain on Foreign Exchange	1	1	0	0	5	(0)	-	<b>6</b>
Impairment of Property, Vessels and Equipment	-	(99)	(49)	-	-	-	-	<b>(148)</b>
Miscellaneous Income	-	-	-	-	-	-	-	<b>-</b>
Tax for the Year	(0)	(1)	(2)	-	-	-	-	<b>(4)</b>
<b>Profit for the Period</b>	<b>199</b>	<b>(118)</b>	<b>496</b>	<b>(12)</b>	<b>162</b>	<b>(0)</b>	<b>0</b>	<b>727</b>
Non-controlling interest	-	-	-	-	(2)	-	-	<b>(2)</b>
<b>Net Profit Attributable To Equity Holders Of The Parent</b>	<b>199</b>	<b>(118)</b>	<b>496</b>	<b>(12)</b>	<b>159</b>	<b>(0)</b>	<b>0</b>	<b>724</b>

# Statement of Income, by Segment – Full Year 2020

(All amounts in QR Millions)

	Maritime & Logistics	Offshore	Gas & Petrochem	Trading	Capital	Corporate	Eliminations/ Adjustments	Consolidated
<b>Operating Revenue</b>	<b>861</b>	<b>762</b>	<b>298</b>	<b>165</b>	<b>413</b>	<b>0</b>	<b>(231)</b>	<b>2,267</b>
Salaries, Wages & Benefits	(338)	(73)	(27)	(12)	(8)	(122)	-	(581)
Operating Supplies & Expenses	(628)	(95)	(23)	(144)	(120)	(11)	181	(840)
Rent	(42)	(2)	(0)	(2)	(0)	(7)	49	(5)
Depreciation & Amortization	(29)	(204)	(68)	(1)	(62)	(2)	-	(367)
Provision of Impairment of Trade Receivables	(8)	(15)	-	(0)	(3)	(0)	-	(26)
Other Operating Expenses	(71)	(41)	(17)	(3)	(6)	(32)	2	(169)
Fleet & Technical Expense Allocation	288	(250)	(38)	-	-	-	-	(0)
Expense Allocation from Milaha Corporate	(112)	(20)	(12)	(14)	(16)	174	-	(0)
<b>Operating Profit before Impairments</b>	<b>(80)</b>	<b>61</b>	<b>112</b>	<b>(11)</b>	<b>198</b>	<b>(0)</b>	<b>0</b>	<b>279</b>
Finance Costs	(11)	(42)	(34)	-	(1)	-	4	(84)
Finance Income	0	0	14	0	11	0	(4)	21
Net Gain on Disposal of Property, Vessels & Equipment	6	0	-	0	8	(0)	-	14
Net Gain on Disposal of Investment Property	-	-	-	-	74	-	-	74
Share of Results of Associates	3	-	417	-	(1)	-	-	418
Share of Results of Joint Arrangements	168	-	(82)	-	-	-	-	85
Impairment of Available-for-Sale Investments	-	-	-	-	-	-	-	-
Net Gain on Foreign Exchange	0	(1)	(0)	0	(0)	0	-	(1)
Impairment of Property, Vessels and Equipment	(7)	(571)	(0)	-	(163)	-	-	(741)
Miscellaneous Income	-	-	-	-	-	-	-	-
Tax for the Year	(0)	(2)	(3)	(0)	(0)	-	-	(5)
<b>Profit for the Period</b>	<b>78</b>	<b>(556)</b>	<b>423</b>	<b>(11)</b>	<b>125</b>	<b>(0)</b>	<b>-</b>	<b>59</b>
Non-controlling interest	-	-	-	-	(0)	-	-	(0)
<b>Net Profit Attributable To Equity Holders Of The Parent</b>	<b>78</b>	<b>(556)</b>	<b>423</b>	<b>(11)</b>	<b>125</b>	<b>(0)</b>	<b>-</b>	<b>59</b>

# Segment Performance – Full Year

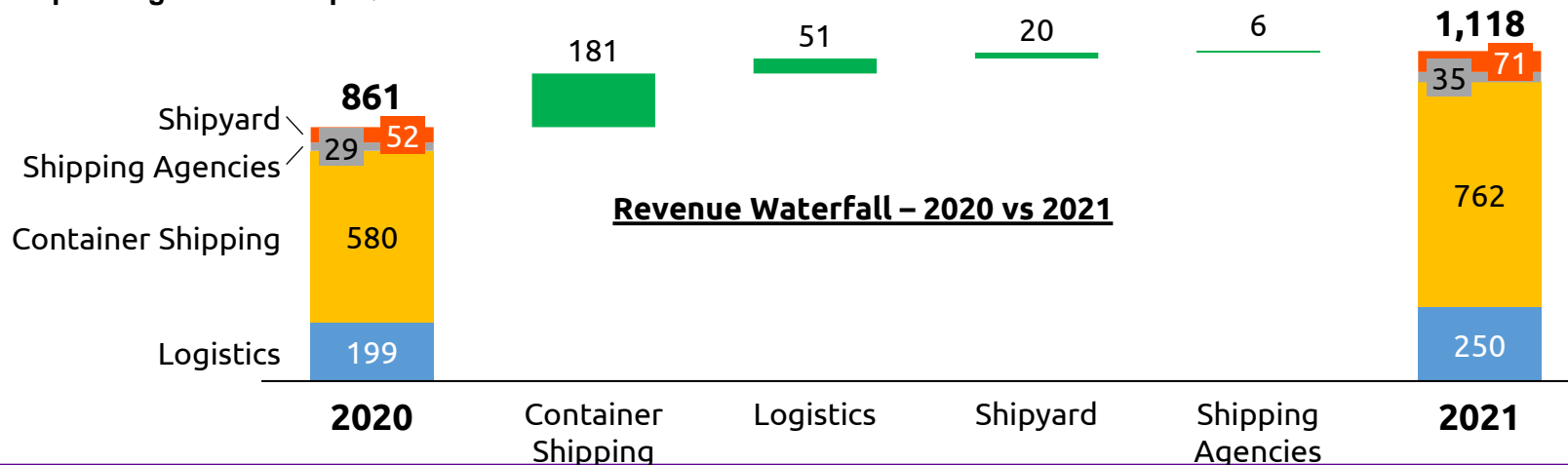
(All amounts in QR Millions)

## Maritime & Logistics

### 30% Increase in Revenue and 157% Increase in Net Profit

- **Operating Revenue increased QR 257m**
  - Higher shipping rates boosted Container Shipping Revenue
  - Logistics benefitted from higher volumes / general pickup in business
- **Operating Expenses are up QR (149)M**
  - Increase in Salaries, Wages and Other Benefits tied to additional Crew expenses (including COVID19 special allowances) in Offshore (these are allocated out in the Fleet & Technical Allocation line)
  - Increase in Operating Supplies & Expenses tied to additional Container Shipping and Logistics revenue
  - (10)m increase in Other Op Expenses tied to (8)m one-off claim-related provision + increased COVID19 travel & accommodation expenses for Crew (allocated out in the Fleet & Technical Allocation line)
  - +20m in higher Fleet & Technical allocation (increase of 32m to Offshore segment for new vessels and COVID19 expenses, decrease of -12m to Gas & Petrochem due to sale of 2 tankers)
- **Non-Operating Income is up QR 12M**

	2019	2020	2021
<b>Operating Revenue</b>	<b>953</b>	<b>861</b>	<b>1,118</b>
Salaries, Wages and Other Benefits	(347)	(338)	(357)
Operating Supplies and Expenses	(734)	(628)	(773)
Rent Expenses	(43)	(42)	(41)
Depreciation and Amortisation	(30)	(29)	(26)
Provision of Impairment of Trade Receivables	(3)	(8)	(10)
Other Operating Expenses	(62)	(71)	(81)
Fleet & Technical Expense Allocation	302	288	308
Expense Allocation from Milaha Corporate	(108)	(112)	(109)
<b>Operating Expenses</b>	<b>(1,024)</b>	<b>(941)</b>	<b>(1,090)</b>
<b>Operating Profit before Impairments</b>	<b>(71)</b>	<b>(80)</b>	<b>29</b>
<b>Non-Operating Income/(Expense)</b>	<b>157</b>	<b>158</b>	<b>170</b>
<b>Profit for the Period</b>	<b>86</b>	<b>78</b>	<b>199</b>



# Segment Performance – Full Year

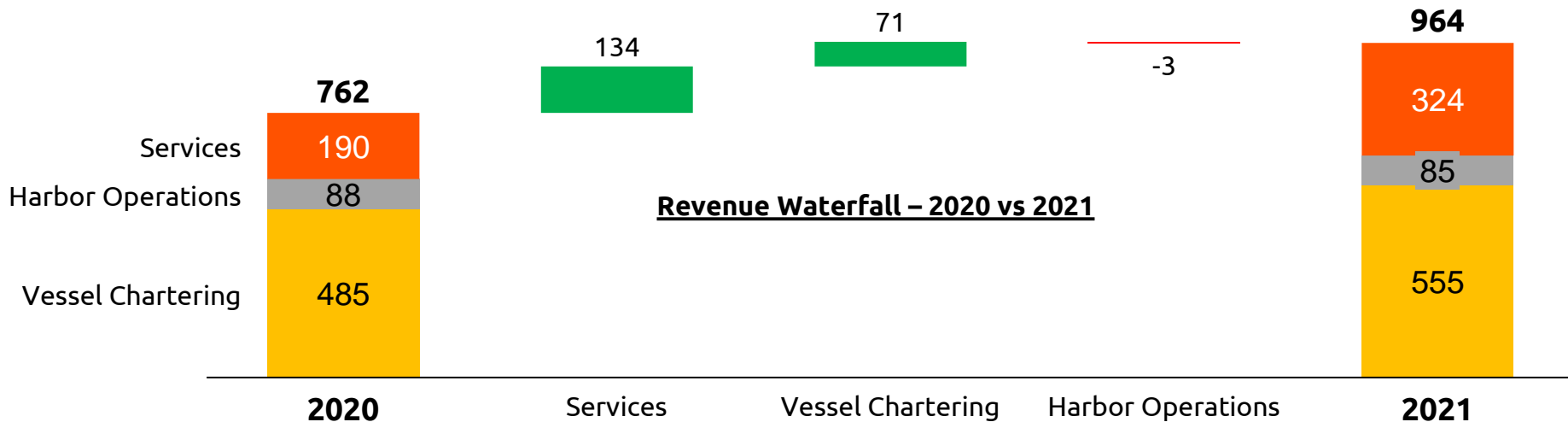
(All amounts in QR Millions)

## Offshore Marine

### 27% Increase in Revenue and 79% Increase in Bottom Line

- **Operating Revenue increased QR 202m**
  - Services revenue increased with addition of diving-related projects
  - Vessel chartering revenue increased from addition of 2 new vessels mid-last year, and more 3<sup>rd</sup> party vessels (chartered in) joining the fleet
- **Operating Expenses are up QR (248)M**
  - (189)m Increase in Operating Supplies & Expenses explained by:
    - 1) Liftboat is without work and bearing costs without revenue, including mobilization costs for her transfer to Qatar
    - 2) Additional variable expenses tied to the increase in revenue
  - Other Operating Expenses increase of (26)m largely one-off in nature, including (16.4)m VAT provision recorded in Q2 2021
  - (32)m Increase in Fleet & Technical expenses due to the addition of 2 new vessels and increased COVID19 costs
- **Non-Operating Expenses decreased by QR 484M**
  - +473m in lower vessel impairments

	2019	2020	2021
<b>Operating Revenue</b>	<b>752</b>	<b>762</b>	<b>964</b>
Salaries, Wages and Other Benefits	(71)	(73)	(81)
Operating Supplies and Expenses	(109)	(95)	(284)
Rent Expenses	(2)	(2)	(2)
Depreciation and Amortisation	(184)	(204)	(207)
Provision of Impairment of Trade Receivables	(4)	(15)	(4)
Other Operating Expenses	(39)	(41)	(67)
Fleet & Technical Expense Allocation	(250)	(250)	(282)
Expense Allocation from Milaha Corporate	(16)	(20)	(22)
<b>Operating Expenses</b>	<b>(675)</b>	<b>(701)</b>	<b>(950)</b>
<b>Operating Profit before Impairments</b>	<b>78</b>	<b>61</b>	<b>15</b>
<b>Non-Operating Income/(Expense)</b>	<b>(280)</b>	<b>(617)</b>	<b>(133)</b>
<b>Profit for the Period</b>	<b>(202)</b>	<b>(556)</b>	<b>(118)</b>





# Segment Performance – Full Year

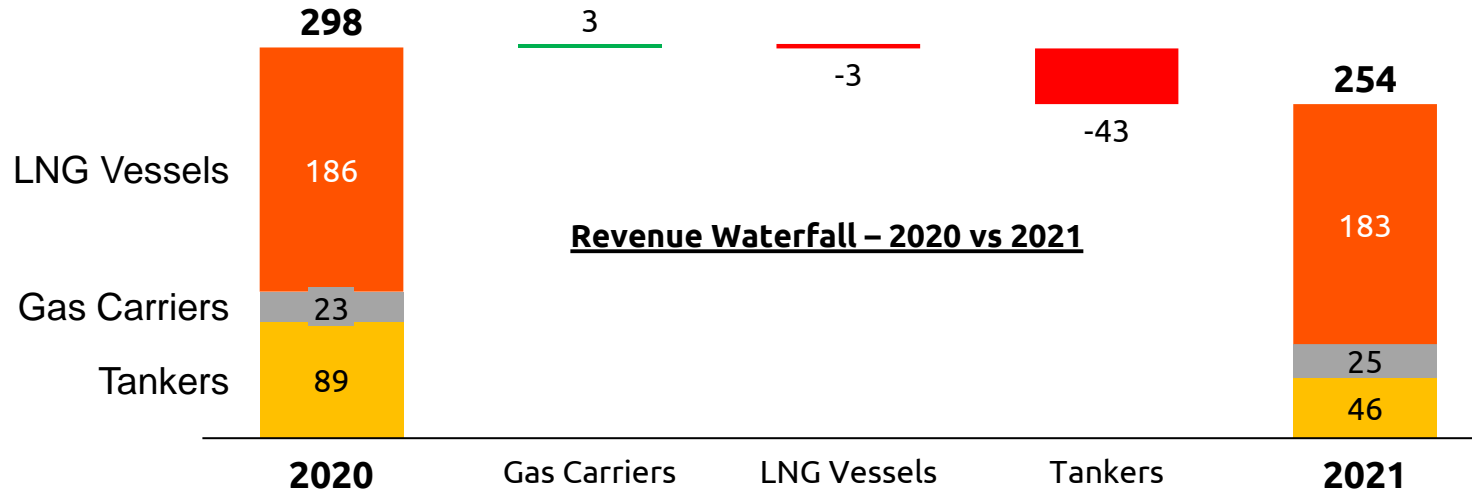
(All amounts in QR Millions)

## Gas & Petrochem

### 15% Decrease in Revenue and 17% Increase in Net Profit

- **Operating Revenue decreased by QR (44)m**
  - Tankers decreased by (43)m due plummeting shipping rates
  - LNG Vessels are down (3)m primarily due to extended drydocking of 1 vessel in early 2021
  - Gas Carrier is up +3m due to higher time charter rate
- **Operating Expenses are up QR (3)M**
  - (22)m increased bunker & port charges (Operating Supplies & Expenses) because tankers were previously in pool and these expenses were netted out in revenue; this year tankers were on spot market so we bore full expenses. This is effectively a byproduct of lower shipping rates.
  - +19m reduction in all other expenses due to vessel sales mid 2021
- **Non-Operating Income up QR 120M**
  - 59m in higher Associate income (mainly from Nakilat)
  - 115m higher JV income (mainly from VLGC Gulf LPG because in 2020 recorded -127m impairment that did not recur)
  - (8)m loss on sale of 2 tankers mid 2021
  - (49)m impairment on vessels taken in 2021

	2019	2020	2021
<b>Operating Revenue</b>	<b>288</b>	<b>298</b>	<b>254</b>
Salaries, Wages and Other Benefits	(26)	(27)	(21)
Operating Supplies and Expenses	(21)	(23)	(45)
Rent Expenses	(0)	(0)	(0)
Depreciation and Amortisation	(80)	(68)	(65)
Other Operating Expenses	(45)	(17)	(17)
Fleet & Technical Expense Allocation	(51)	(38)	(26)
Expense Allocation from Milaha Corporate	(12)	(12)	(15)
<b>Operating Expenses</b>	<b>(236)</b>	<b>(186)</b>	<b>(189)</b>
<b>Operating Profit before Impairments</b>	<b>52</b>	<b>112</b>	<b>65</b>
<b>Non-Operating Income/(Expense)</b>	<b>375</b>	<b>311</b>	<b>431</b>
<b>Profit for the Period</b>	<b>427</b>	<b>423</b>	<b>496</b>



# Segment Performance – Full Year

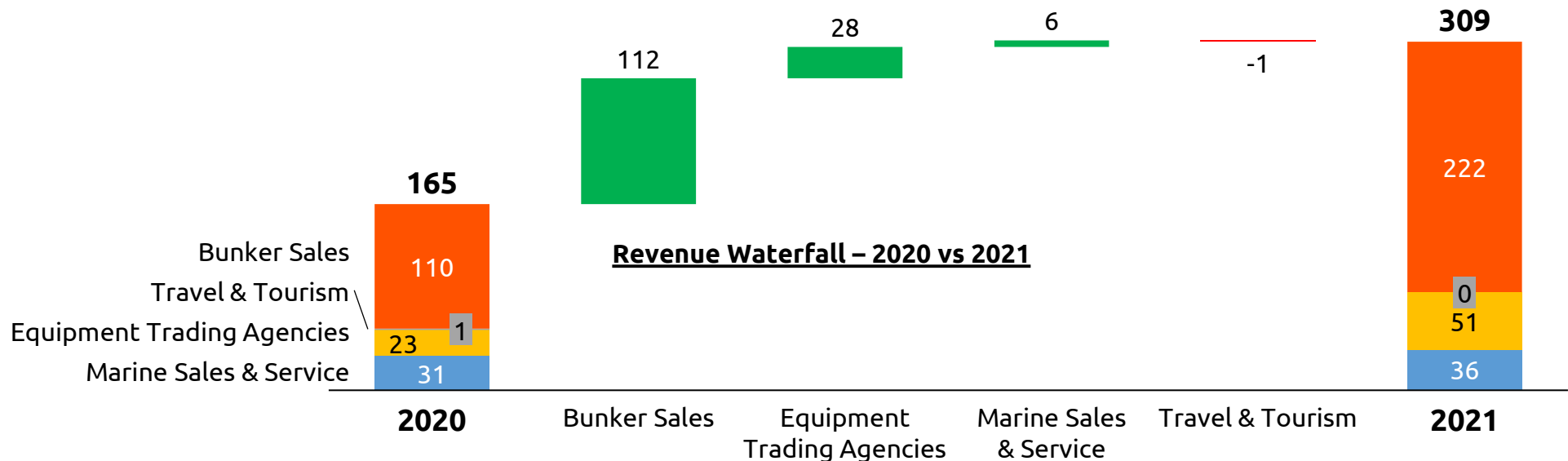
(All amounts in QR Millions)

## Trading

### 87% Increase in Revenue and 6% Decrease in bottom line

- Large increase in Bunker Sales revenue coming from expanded international market, however at decreased margins
- Equipment Trading Agencies revenue is up due to increased sales of heavy equipment
- Travel & Tourism unit shutdown so slight drop in revenue

	2019	2020	2021
<b>Operating Revenue</b>	<b>251</b>	<b>165</b>	<b>309</b>
Salaries, Wages and Other Benefits	(16)	(12)	(13)
Operating Supplies and Expenses	(234)	(144)	(287)
Rent Expenses	(2)	(2)	(3)
Depreciation and Amortisation	(1)	(1)	(1)
Provision of Impairment of Trade Receivables	(1)	(0)	0
Other Operating Expenses	4	(3)	(6)
Expense Allocation from Milaha Corporate	(13)	(14)	(12)
<b>Operating Expenses</b>	<b>(263)</b>	<b>(177)</b>	<b>(321)</b>
<b>Operating Profit before Impairments</b>	<b>(11)</b>	<b>(11)</b>	<b>(12)</b>
<b>Non-Operating Income/(Expense)</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Profit for the Period</b>	<b>(11)</b>	<b>(11)</b>	<b>(12)</b>



# Segment Performance – Full Year

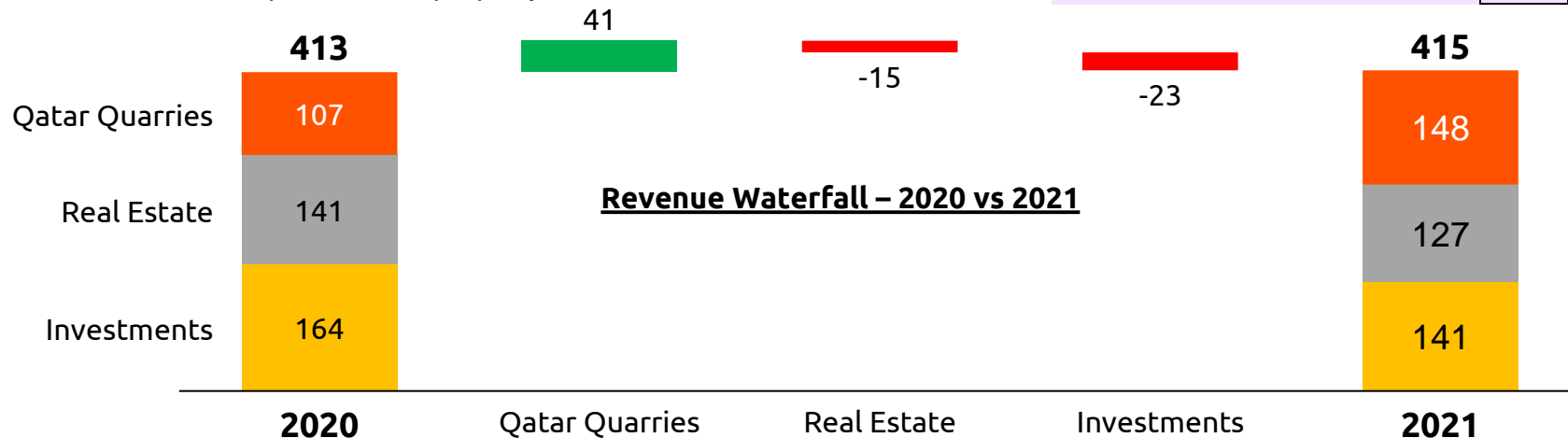
(All amounts in QR Millions)

Capital

## 1% Increase in Revenue and 27% Increase in Net Profit

- **QR 3M increase in Revenue:**
  - +41m increase in Qatar Quarries gabbro sales
  - (15)m decrease in Real Estate rental income
  - +15m higher bond/other income
  - +10m elimination of loss of HFT returns recorded in 2020
  - (48)m decrease in dividend income
- **Operating Expenses are up QR (44)m**
  - Increase in Operating Supplies and Expenses due to increase in Qatar Quarries Cost of Goods Sold
  - (5)m net increase in depreciation from new villa compound partially offset by lower depreciation in logistics warehouses due to 2020 impairment
- **Non-Operating Income up QR 78M**
  - (81)m lower Gain on Sale of properties sold in 2020
  - +163m lower impairment on property recorded in 2020

	2019	2020	2021
<b>Operating Revenue</b>	<b>465</b>	<b>413</b>	<b>415</b>
Salaries, Wages and Other Benefits	(7)	(8)	(11)
Operating Supplies and Expenses	(128)	(120)	(156)
Rent Expenses	(1)	(0)	(2)
Depreciation and Amortisation	(66)	(62)	(67)
Provision of Impairment of Trade Receivables	(0)	(3)	3
Other Operating Expenses	(15)	(6)	(10)
Expense Allocation from Milaha Corporate	(14)	(16)	(16)
<b>Operating Expenses</b>	<b>(230)</b>	<b>(215)</b>	<b>(259)</b>
<b>Operating Profit before Impairments</b>	<b>235</b>	<b>198</b>	<b>156</b>
<b>Non-Operating Income/(Expense)</b>	<b>12</b>	<b>(73)</b>	<b>5</b>
<b>Profit for the Period</b>	<b>247</b>	<b>125</b>	<b>162</b>
Non-controlling interest	1	(0)	(2)
<b>Net Profit Attributable To Equity Holders Of The Parent</b>	<b>247</b>	<b>125</b>	<b>159</b>



### ➤ Container Shipping

- Expect network optimization initiated in 2021 to continue to improve margins
- We expect the strong shipping rates witnessed in 2021 to continue through at least mid 2022

### ➤ Logistics

- We expect uplift in warehousing & freight forwarding from new global network partnerships
- Expect to benefit from supporting North Field Expansion-related projects

### ➤ Offshore Support Vessels

- Continued focus on fleet composition (owned vs chartered) and optimization
- Liftboat - vessel has been mobilized to Qatar in Q3 2021 and we are actively pursuing employment prospects

### ➤ Offshore Services

- Expect further scaling up in specialized subsea services and MMO (Maintenance, Modification & Operations)

### ➤ Harbor Operations

- Expect stable revenue throughout the year

### ➤ **Jointly & Fully owned LNG carriers**

- Fairly stable earnings due to long term fixed nature of contracts

### ➤ **1 Fully-owned product tanker**

- Sole remaining tanker is currently undergoing conversion to an FSO for a long-term contract that starts mid 2022

### ➤ **1 Fully-owned gas / ammonia carrier**

- Vessel on long term time charter until mid 2022

### ➤ **Results from Associates**

- Expect stable growth from Nakilat share

### ➤ **Gulf LPG VLGC Joint Venture**

- Charter rates extremely volatile and outlook unpredictable

- We expect benefits from reorganizing & investing in more sales capabilities
- Continued focus on ship chandlery growth and other marine services growth
- Focus on margin improvement across the segment

➤ **Limited Investments volatility**

- Continued focus on yield enhancement of the financial portfolio

➤ **Stable/upside results expected for Real Estate holdings**

- Upside revenue from the new villa compound where tenancy contract commenced in Q3 2021