

# H1 2022 Financial Summary Conference Call

**Doha, Qatar**

**August 11, 2022**

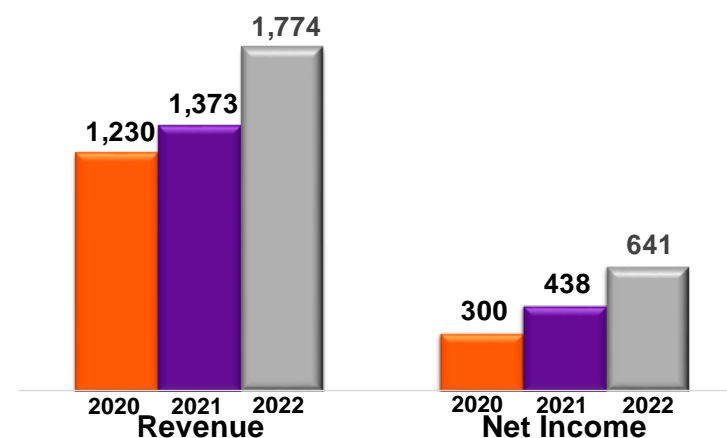
# Consolidated Income Statement – H1

(All amounts in QR Millions)

	2020	2021	2022
<b>Operating Revenue</b>	<b>1,230</b>	<b>1,373</b>	<b>1,774</b>
Salaries, Wages and Other Benefits	(292)	(305)	(313)
Operating Supplies and Expenses	(407)	(618)	(858)
Rent Expenses	(3)	(3)	(4)
Depreciation and Amortisation	(186)	(183)	(185)
Provision of Impairment of Trade Receivables	(13)	(11)	(23)
Other Operating Expenses	(75)	(109)	(81)
<b>Operating Expenses</b>	<b>(976)</b>	<b>(1,229)</b>	<b>(1,463)</b>
<b>Operating Profit before Impairments</b>	<b>254</b>	<b>144</b>	<b>310</b>
Impairment of Property, Vessels and Equipment	(325)	(12)	-
Finance Costs	(44)	(39)	(29)
Finance Income	10	16	7
Net Gain on Disposal of Property, Vessels & Equipme	6	(5)	1
Net Gain on Disposal of Investment Property	73	-	-
Share of Results of Associates	207	226	275
Share of Results of Joint Arrangements	121	105	76
Net Gain on Foreign Exchange	(1)	3	1
Tax for the Year	-	-	-
<b>Non-Operating Profit</b>	<b>47</b>	<b>295</b>	<b>332</b>
<b>Profit for the Period</b>	<b>300</b>	<b>439</b>	<b>642</b>
Non-controlling interest	(1)	(1)	(1)
<b>Net Profit Attributable To Equity Holders Of The Parent</b>	<b>300</b>	<b>438</b>	<b>641</b>

▲ Revenue	29%
▲ Operating Profit before Impairments	115%
▲ Net Profit	46%

*%s shown vs 2021*



# 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



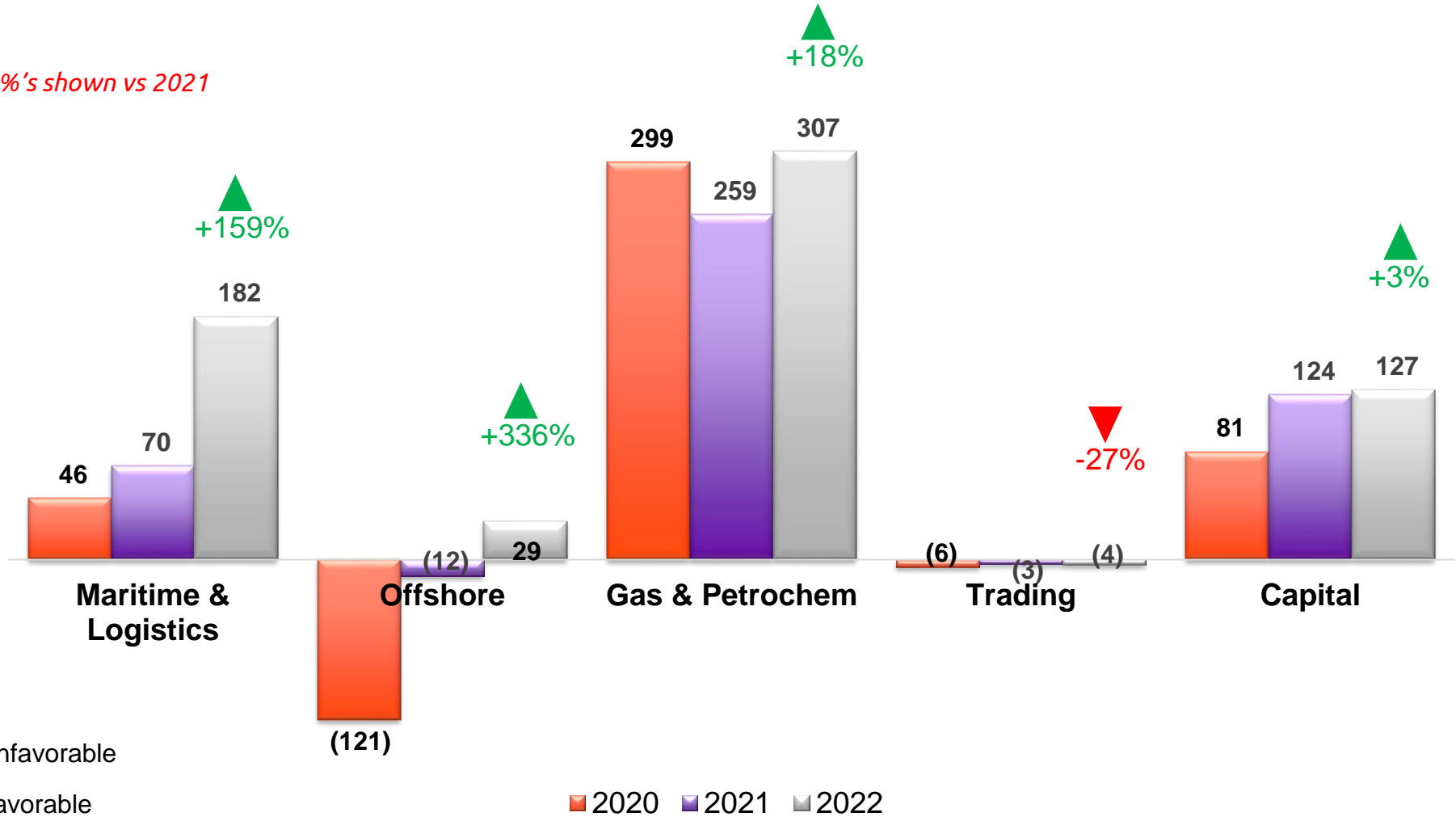
## Capital

- Real Estate Development and Management
- Strategic and Financial Investments

# Net Profit, by Segment – H1

(All amounts in QR Millions)

%s shown vs 2021



# Statement of Income, by Segment – H1 2022

(All amounts in QR Millions)

	Maritime & Logistics	Offshore	Gas & Petrochem	Trading	Capital	Corporate	Eliminations/ Adjustments	Consolidated
<b>Operating Revenue</b>	<b>748</b>	<b>587</b>	<b>101</b>	<b>174</b>	<b>313</b>	<b>-</b>	<b>(149)</b>	<b>1,774</b>
Salaries, Wages & Benefits	(173)	(44)	(12)	(8)	(6)	(70)	-	(313)
Operating Supplies & Expenses	(467)	(218)	(15)	(161)	(114)	(6)	123	(858)
Rent	(20)	(1)	(0)	(1)	(1)	(4)	24	(4)
Depreciation & Amortization	(14)	(110)	(26)	(1)	(34)	(1)	-	(185)
Provision of Impairment of Trade Receivables	(7)	0	-	(0)	(16)	-	-	(23)
Other Operating Expenses	(37)	(19)	(7)	(1)	(5)	(15)	2	(81)
Fleet & Technical Expense Allocation	144	(139)	(5)	-	-	-	-	(0)
Expense Allocation from Milaha Corporate	(57)	(13)	(7)	(7)	(12)	95	-	-
<b>Operating Profit before Impairments</b>	<b>116</b>	<b>43</b>	<b>30</b>	<b>(4)</b>	<b>126</b>	<b>(0)</b>	<b>(0)</b>	<b>310</b>
Impairment of Property, Vessels and Equipment	-	-	-	-	-	-	-	-
Finance Costs	(3)	(17)	(18)	-	(2)	-	10	(29)
Finance Income	-	2	10	0	5	0	(10)	7
Net Gain on Disposal of Property, Vessels & Equipment	1	(0)	-	0	-	-	-	1
Net Gain on Disposal of Investment Property	-	-	-	-	-	-	-	-
Share of Results of Associates	1	-	275	-	(1)	-	-	275
Share of Results of Joint Arrangements	67	-	9	-	-	-	-	76
Impairment of Available-for-Sale Investments	-	-	-	-	-	-	-	-
Net Gain on Foreign Exchange	0	1	0	0	0	(0)	-	1
Miscellaneous Income	-	-	-	-	-	-	-	-
Tax for the Year	-	-	-	-	-	-	-	-
<b>Profit for the Period</b>	<b>182</b>	<b>29</b>	<b>307</b>	<b>(4)</b>	<b>128</b>	<b>0</b>	<b>(0)</b>	<b>642</b>
Non-controlling interest	-	-	-	-	(1)	-	-	(1)
<b>Net Profit Attributable To Equity Holders Of The Parent</b>	<b>182</b>	<b>29</b>	<b>307</b>	<b>(4)</b>	<b>127</b>	<b>0</b>	<b>(0)</b>	<b>641</b>

# Statement of Income, by Segment – H1 2021

(All amounts in QR Millions)

	Maritime & Logistics	Offshore	Gas & Petrochem	Trading	Capital	Corporate	Eliminations/ Adjustments	Consolidated
<b>Operating Revenue</b>	<b>501</b>	<b>474</b>	<b>132</b>	<b>158</b>	<b>237</b>	<b>0</b>	<b>(129)</b>	<b>1,373</b>
Salaries, Wages & Benefits	(179)	(39)	(12)	(6)	(6)	(62)	-	(305)
Operating Supplies & Expenses	(355)	(120)	(25)	(146)	(71)	(5)	104	(618)
Rent	(20)	(2)	(0)	(1)	(1)	(3)	24	(3)
Depreciation & Amortization	(12)	(101)	(35)	(1)	(33)	(1)	-	(183)
Provision of Impairment of Trade Receivables	(4)	(8)	-	0	0	-	-	(11)
Other Operating Expenses	(43)	(34)	(9)	(2)	(3)	(19)	1	(109)
Fleet & Technical Expense Allocation	159	(143)	(17)	-	-	-	-	0
Expense Allocation from Milaha Corporate	(58)	(9)	(9)	(6)	(9)	91	-	(0)
<b>Operating Profit before Impairments</b>	<b>(10)</b>	<b>18</b>	<b>25</b>	<b>(4)</b>	<b>114</b>	<b>0</b>	<b>(0)</b>	<b>144</b>
Impairment of Property, Vessels and Equipment	-	(12)	-	-	-	-	-	(12)
Finance Costs	(3)	(18)	(16)	-	(4)	-	2	(39)
Finance Income	-	0	6	0	12	0	(2)	16
Net Gain on Disposal of Property, Vessels & Equipment	(0)	-	(4)	-	-	-	-	(5)
Net Gain on Disposal of Investment Property	-	-	-	-	-	-	-	-
Share of Results of Associates	2	-	224	-	0	-	-	226
Share of Results of Joint Arrangements	81	-	23	-	-	-	-	105
Impairment of Available-for-Sale Investments	-	-	-	-	-	-	-	-
Net Gain on Foreign Exchange	0	0	0	0	3	(0)	-	3
Miscellaneous Income	-	-	-	-	-	-	-	-
Tax for the Year	-	-	-	-	-	-	-	-
<b>Profit for the Period</b>	<b>70</b>	<b>(12)</b>	<b>259</b>	<b>(3)</b>	<b>125</b>	<b>0</b>	<b>(0)</b>	<b>439</b>
Non-controlling interest	-	-	-	-	(1)	-	-	(1)
<b>Net Profit Attributable To Equity Holders Of The Parent</b>	<b>70</b>	<b>(12)</b>	<b>259</b>	<b>(3)</b>	<b>124</b>	<b>0</b>	<b>(0)</b>	<b>438</b>

# Segment Performance – H1

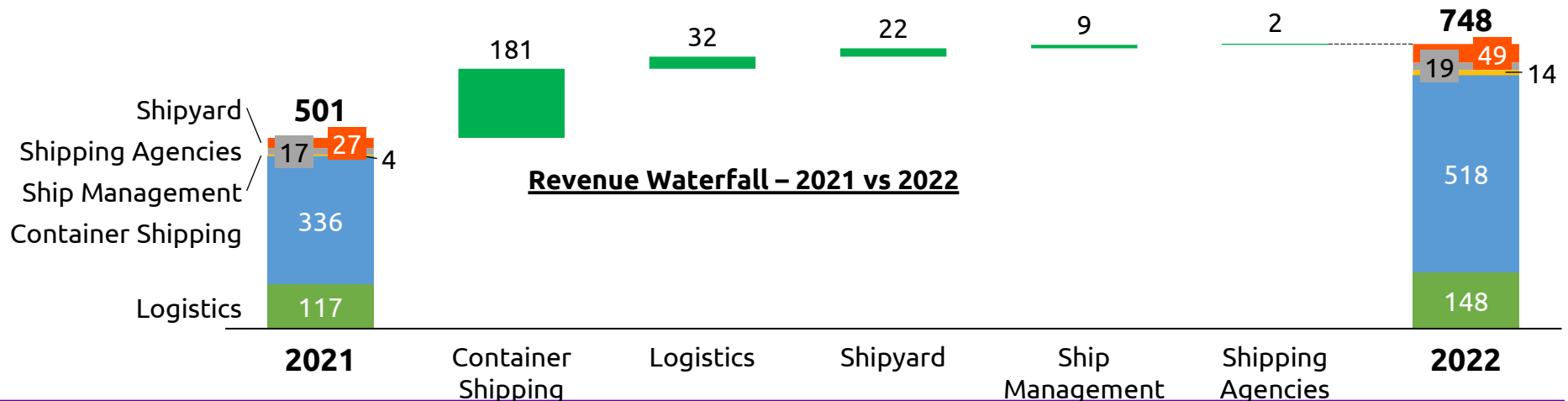
(All amounts in QR Millions)

## Maritime & Logistics

### 49% Increase in Revenue and 159% Increase in Net Profit

- **Operating Revenue increased QR 247m**
  - Continued high shipping rates from mid 2021 boosted Container Shipping Revenue
  - Logistics/Shipyard benefitted from higher volumes / general pickup in business
- **Operating Expenses are up QR (121)M**
  - Increase in Operating Supplies & Expenses tied to additional Container Shipping, Logistics and Shipyard revenue
  - Drop in Fleet & Technical Expenses due to sale of tankers in Gas & Petrochem segment
- **Non-Operating Income is down QR (13)M**
  - coming from QTerminals joint arrangement

	2020	2021	2022
<b>Operating Revenue</b>	<b>443</b>	<b>501</b>	<b>748</b>
Salaries, Wages and Other Benefits	(167)	(179)	(173)
Operating Supplies and Expenses	(326)	(355)	(467)
Rent Expenses	(21)	(20)	(20)
Depreciation and Amortisation	(15)	(12)	(14)
Provision of Impairment of Trade Receivables	(8)	(4)	(7)
Other Operating Expenses	(32)	(43)	(37)
Fleet & Technical Expense Allocation	135	159	144
Expense Allocation from Milaha Corporate	(59)	(58)	(57)
<b>Operating Expenses</b>	<b>(491)</b>	<b>(511)</b>	<b>(632)</b>
<b>Operating Profit before Impairments</b>	<b>(49)</b>	<b>(10)</b>	<b>116</b>
<b>Non-Operating Income/(Expense)</b>	<b>95</b>	<b>80</b>	<b>67</b>
<b>Profit for the Period</b>	<b>46</b>	<b>70</b>	<b>182</b>



# Segment Performance – H1

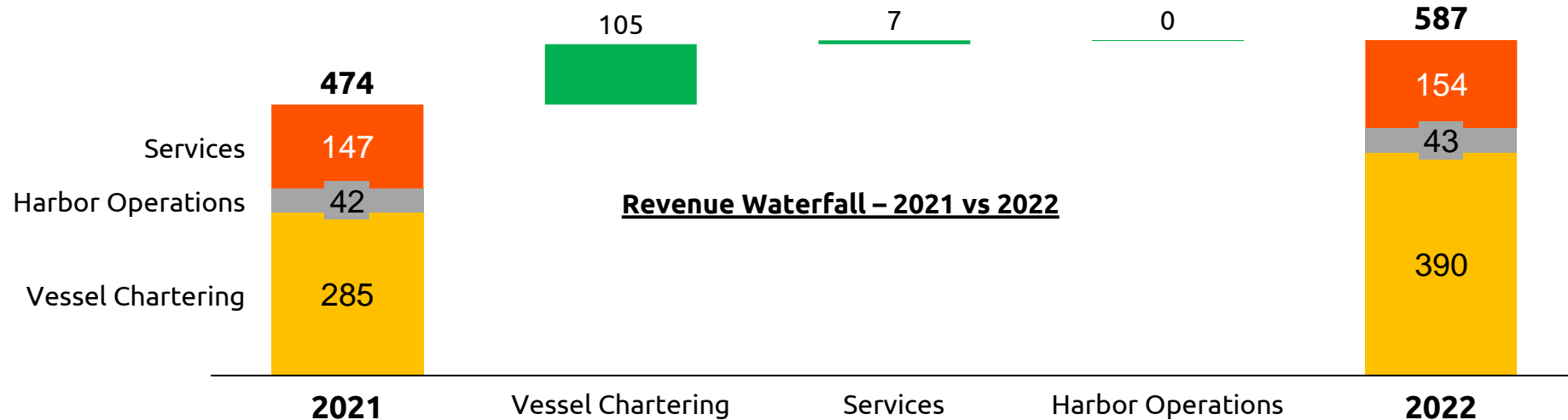
(All amounts in QR Millions)

## Offshore Marine

### 24% Increase in Revenue and 336% Increase in Bottom Line

- **Operating Revenue increased QR 113m**
  - Vessel chartering revenue increased from more 3<sup>rd</sup> party vessels (chartered-in) + employment of Liftboat which was idle in 2021
  - Services revenue increased from diving/other projects
- **Operating Expenses are up QR (88)M**
  - (98)m Increase in Operating Supplies & Expenses explained by:
    - 1) Additional variable expenses tied to the increase in revenue
    - 2) COVID19-related expenses (from Q1 2022 mainly)
  - 15m drop in Other Operating Expenses from one-time VAT provision taken in H1 2021
- **Non-Operating Expenses decreased by QR 16M**, with 12m due to impairments recorded in H1 2021 (vs none in H1 2022)

	2020	2021	2022
<b>Operating Revenue</b>	<b>397</b>	<b>474</b>	<b>587</b>
Salaries, Wages and Other Benefits	(36)	(39)	(44)
Operating Supplies and Expenses	(40)	(120)	(218)
Rent Expenses	(1)	(2)	(1)
Depreciation and Amortisation	(105)	(101)	(110)
Provision of Impairment of Trade Receivables	(4)	(8)	0
Other Operating Expenses	(20)	(34)	(19)
Fleet & Technical Expense Allocation	(116)	(143)	(139)
Expense Allocation from Milaha Corporate	(10)	(9)	(13)
<b>Operating Expenses</b>	<b>(333)</b>	<b>(456)</b>	<b>(544)</b>
<b>Operating Profit before Impairments</b>	<b>64</b>	<b>18</b>	<b>43</b>
<b>Non-Operating Income/(Expense)</b>	<b>(184)</b>	<b>(30)</b>	<b>(14)</b>
<b>Profit for the Period</b>	<b>(121)</b>	<b>(12)</b>	<b>29</b>





# Segment Performance – H1

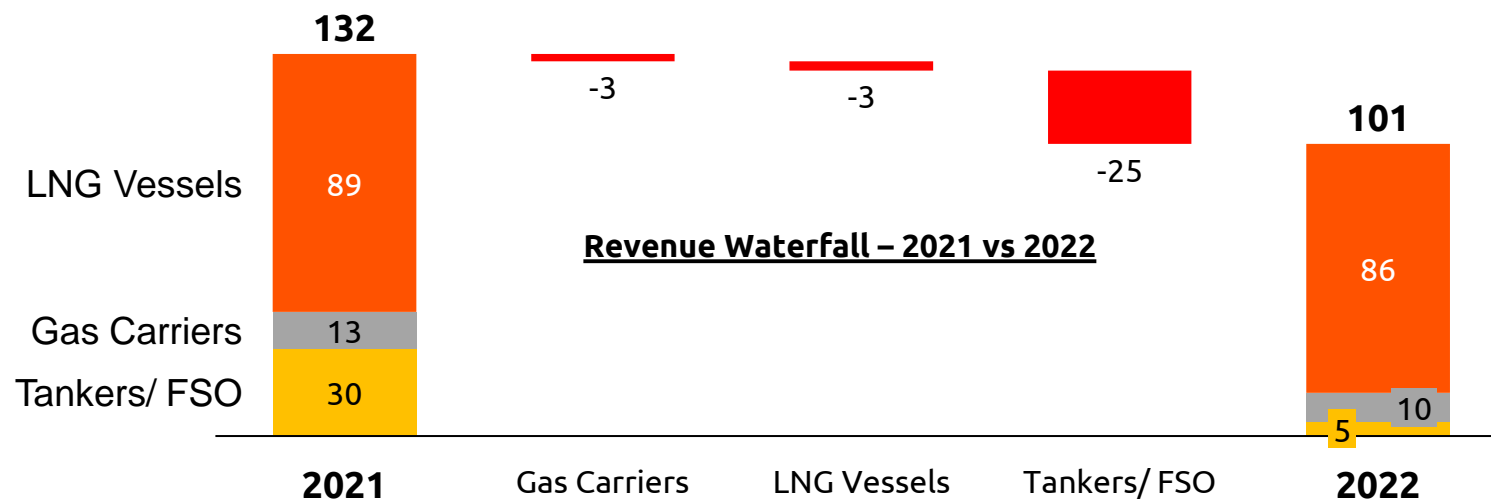
(All amounts in QR Millions)

## Gas & Petrochem

### 23% Decrease in Revenue and 18% Increase in Net Profit

- **Operating Revenue decreased by QR (31)m**
  - Revenue drop mainly attributable to sale of 2 tankers mid 2021 and conversion of 3<sup>rd</sup> tanker to FSO
- **Operating Expenses are down QR 36M**
  - OpEx reduction coming from sale/conversion of tankers in 2021
- **Non-Operating Income up QR 42M**
  - 50m in higher Associate income (mainly from Nakilat)
  - (14)m lower JV income, mainly from VLGC Gulf LPG due to lower shipping rates

	2020	2021	2022
<b>Operating Revenue</b>	<b>165</b>	<b>132</b>	<b>101</b>
Salaries, Wages and Other Benefits	(14)	(12)	(12)
Operating Supplies and Expenses	(7)	(25)	(15)
Rent Expenses	(0)	(0)	(0)
Depreciation and Amortisation	(35)	(35)	(26)
Other Operating Expenses	(8)	(9)	(7)
Fleet & Technical Expense Allocation	(18)	(17)	(5)
Expense Allocation from Milaha Corporate	(6)	(9)	(7)
<b>Operating Expenses</b>	<b>(87)</b>	<b>(106)</b>	<b>(70)</b>
<b>Operating Profit before Impairments</b>	<b>78</b>	<b>25</b>	<b>30</b>
<b>Non-Operating Income/(Expense)</b>	<b>221</b>	<b>234</b>	<b>276</b>
<b>Profit for the Period</b>	<b>299</b>	<b>259</b>	<b>307</b>



# Segment Performance – H1

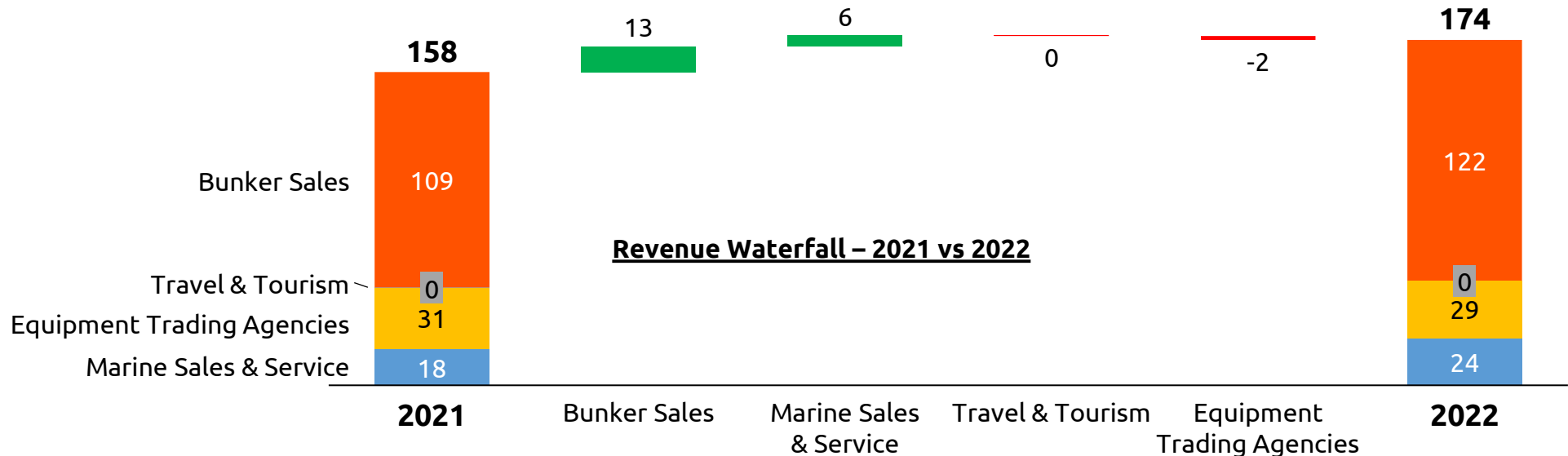
(All amounts in QR Millions)

Trading

**10% Increase in Revenue and 27% Decrease in bottom line**

- **Increases in Bunker & Marine Sales revenue and related Cost of Goods Sold**

	2020	2021	2022
<b>Operating Revenue</b>	<b>89</b>	<b>158</b>	<b>174</b>
Salaries, Wages and Other Benefits	(6)	(6)	(8)
Operating Supplies and Expenses	(78)	(146)	(161)
Rent Expenses	(1)	(1)	(1)
Depreciation and Amortisation	(1)	(1)	(1)
Provision of Impairment of Trade Receivables	(1)	0	(0)
Other Operating Expenses	(1)	(2)	(1)
Expense Allocation from Milaha Corporate	(7)	(6)	(7)
<b>Operating Expenses</b>	<b>(95)</b>	<b>(162)</b>	<b>(179)</b>
<b>Operating Profit before Impairments</b>	<b>(6)</b>	<b>(4)</b>	<b>(4)</b>
<b>Non-Operating Income/(Expense)</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Profit for the Period</b>	<b>(6)</b>	<b>(3)</b>	<b>(4)</b>



# Segment Performance – H1

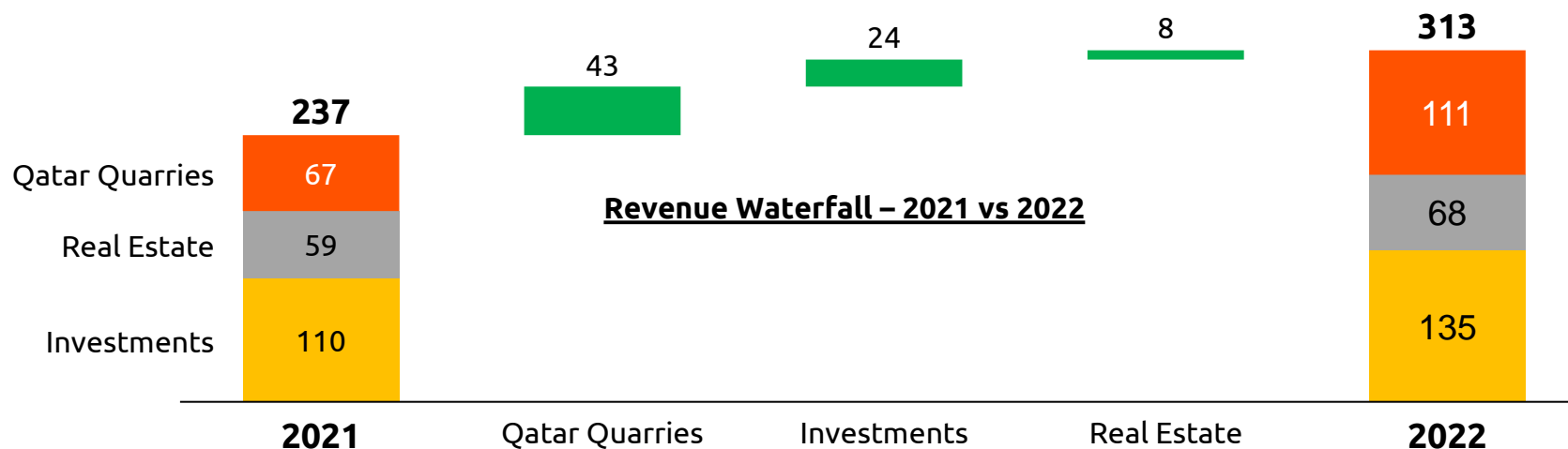
(All amounts in QR Millions)

Capital

## 32% Increase in Revenue and 3% Increase in Net Profit

- **QR 76M increase in Revenue:**
  - +43m increase in Qatar Quarries gabbro sales
  - +14m higher fixed deposit/other income
  - +10m increase in dividend income
  - +8m increase in Real Estate rental income driven by new villa compound leased in Aug 2021
- **Operating Expenses are up QR (64)m**
  - Increase in Operating Supplies and Expenses due to increase in Qatar Quarries Cost of Goods Sold
  - (16)m increase in bad debt provision
- **Non-Operating Income down QR (8)M**

	2020	2021	2022
<b>Operating Revenue</b>	<b>260</b>	<b>237</b>	<b>313</b>
Salaries, Wages and Other Benefits	(4)	(6)	(6)
Operating Supplies and Expenses	(49)	(71)	(114)
Rent Expenses	(1)	(1)	(1)
Depreciation and Amortisation	(31)	(33)	(34)
Provision of Impairment of Trade Receivables	(0)	0	(16)
Other Operating Expenses	(2)	(3)	(5)
Expense Allocation from Milaha Corporate	(7)	(9)	(12)
<b>Operating Expenses</b>	<b>(93)</b>	<b>(123)</b>	<b>(187)</b>
<b>Operating Profit before Impairments</b>	<b>167</b>	<b>114</b>	<b>126</b>
<b>Non-Operating Income/(Expense)</b>	<b>(85)</b>	<b>11</b>	<b>3</b>
<b>Profit for the Period</b>	<b>82</b>	<b>125</b>	<b>128</b>
Non-controlling interest	(1)	(1)	(1)
<b>Net Profit Attributable To Equity Holders Of The Parent</b>	<b>81</b>	<b>124</b>	<b>127</b>



### ➤ **Container Shipping**

- Overall shipping rates expected to remain relatively stable rest of year

### ➤ **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 / Services

- Continue to focus on scaling up in specialized subsea services and MMO (Maintenance, Modification & Operations) and ensuring employment of vessels; overall expect stable results
- New 5-year Liftboat contract signed taking effect mid Q3 2022

### ➤ 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 / FSO**

- Last tanker was successfully converted to an FSO and is now employed on long-term contract

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

- Time charter ended late Q2 2022. Options to divest or find new employment are ongoing.

### ➤ **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