DELIVERING
CLEAN ENERGY
TO THE WORLD



3Q22 Financial Results

IR Presentation – 17th October 2022

*"**Together** Towards **Tomorrow**"*

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- 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

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Glossary

LNGC
Liquefied Natural Gas Carrier

Charter Free
Vessel which is not attached with charter party

Steam
Steam Turbine Propulsion System)

BoG
Boil-off Gas

HHI
Hyundai Heavy Industries

FSRU
Floating Storage Regasification Unit

DFDE
Dual Fuel Diesel Electric Propulsion System

MEGI
M-type, Electronically Controlled, Gas Injection

DSME
Daewoo Shipbuilding & Marine Engineering



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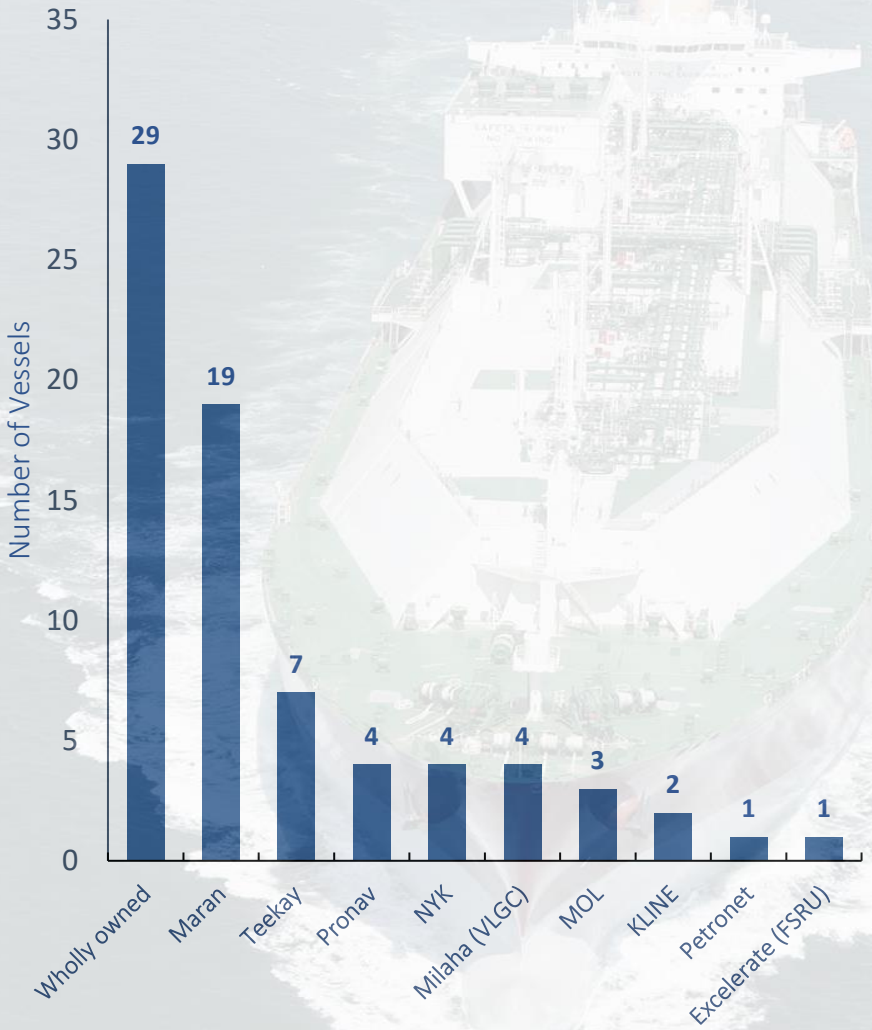
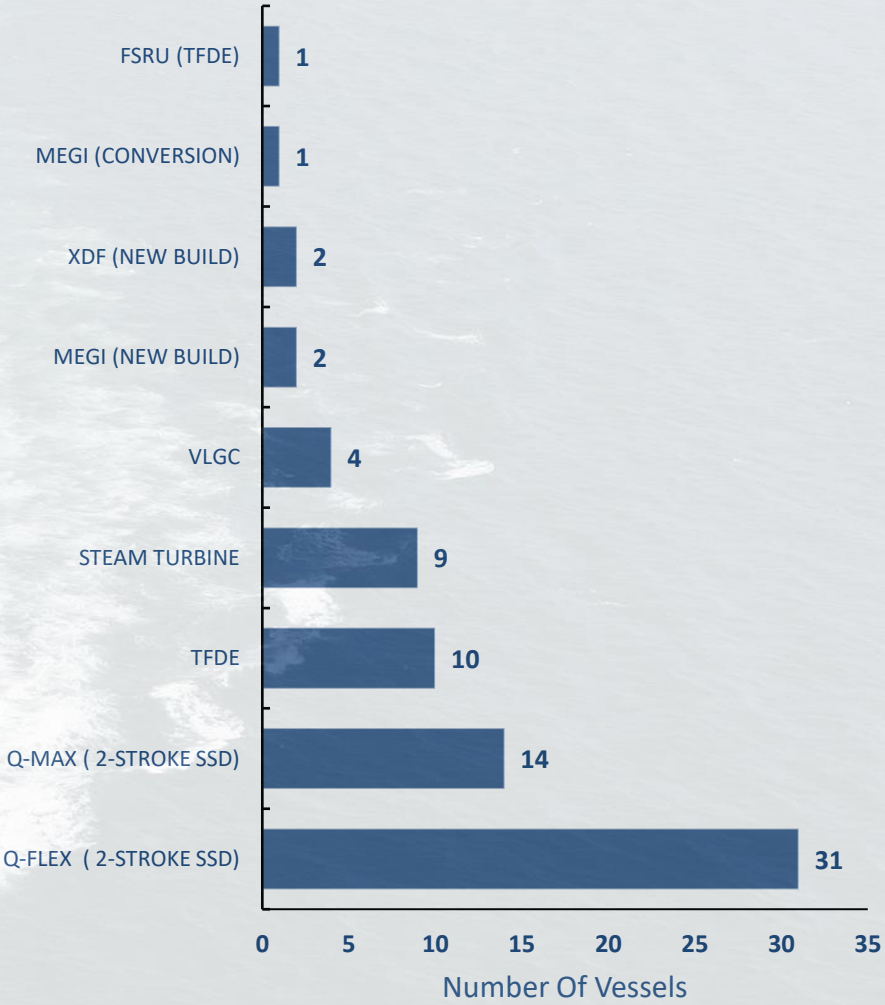
Nakilat's Fleet

Wholly & Jointly-Owned Fleet



Vessels' Type / Propulsion



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Profit: QAR 1.14B

Financial Results for 3Q-2022



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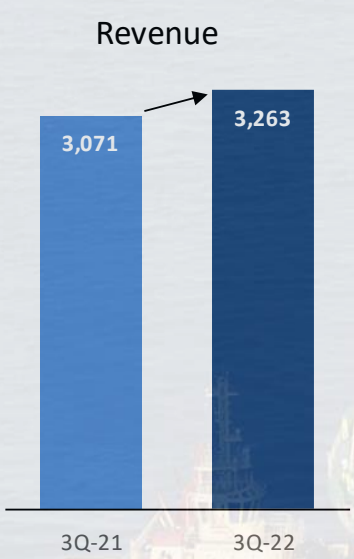
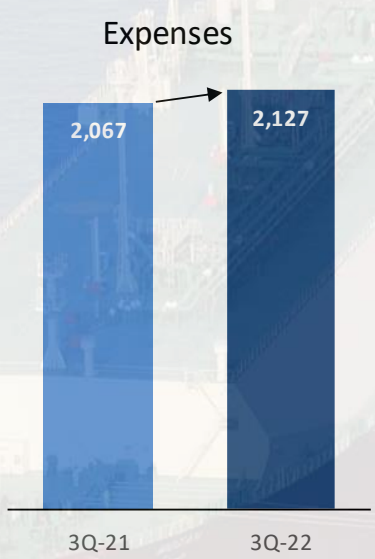
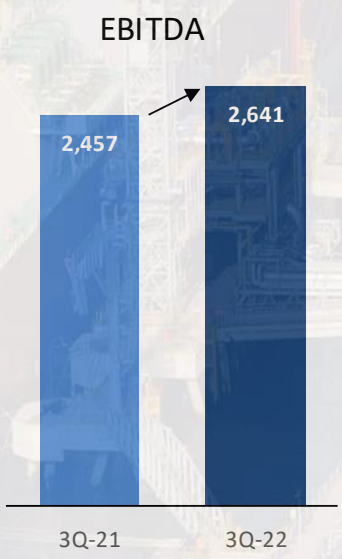
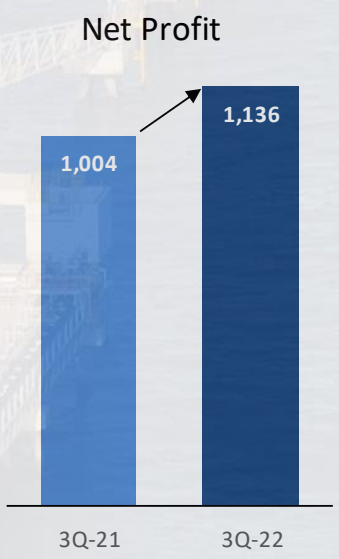
Financial Highlights (3Q-2022)

QAR 3.26Bn	QAR 2.64Bn	QAR 1.14Bn	QAR 0.20	14%	1.41
Revenue	EBITDA(1)	Net Profit	EPS	RoE(2)	Current Ratio(3)









- ***Total revenue increased*** by 6.3% mainly due to higher results from Joint Ventures.
- ***Expenses higher*** by 2.9% mainly due to higher finance charges.
- ***EBITDA increased*** by 7.5% due to increase in revenues.
- ***Net Profit increase of*** 13.2% was driven by higher revenues offset by higher finance charges.

(1) EBITDA is a non-IFRS financial measure and should not be used in isolation or as substitute for Nakilat's financial results presented in accordance with International Financial Reporting Standards ("IFRS")
(2) Annualized RoE
(3) Current liabilities for the period include debt balloon payment repayable within one year and planned to be refinanced in due course

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Income Statement (3Q-2022)

Items (QAR - M)	3Q-22	3Q-21	YoY %
Revenue from operations	3,201	3,028	*5.7%*
Interest, dividend and other income	62	43	*42.7%*
Total Revenue	**3,263**	**3,071**	**6.3%**
Operating costs	554	542	*2.1%*
G & A expenses	68	72	*-5.5%*
Amort. & Depr. of PPE	660	663	*-0.4%*
Finance charges	845	790	*7.0%*
Total Expenses	**2,127**	**2,067**	***2.9%***
Net profit for the period	**1,136**	**1,004**	***13.2%***

Highlights :

- ***Total Revenue increased by 6.3%*** *mainly due to higher results from Joint Ventures.*
- ***Interest, dividend and other income increased by 42.7%*** *mainly due to higher dividends on investment securities and higher interest rates on term deposits, offset by settlement of loan by a Joint Venture resulted in lower interest income.*
- ***Operating costs increased by 2.1%*** *Marginally higher due to the increase in planned operating costs comparing to prior year.*
- ***General and administration expenses decreased by 5.5%*** *due to timing variation of costs and continuous improvements.*
- ***Amort. & Depr. of PPE decreased by 0.4%*** *due to slight change in asset base.*
- ***Finance charges increased by 7%*** *as a result of the increase in LIBOR rates on the unhedged portion of debt and One-time write-off of legacy financing costs due to refinancing, offset by scheduled repayment of loans.*

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Balance Sheet (3Q-2022)

Items (QAR - M)	Sep-22	Dec-21	% Change
Property and equipment	21,670	22,266	*-2.7%*
Investment in joint venture companies	5,242	4,900	*7.0%*
Cash and bank balances	4,656	3,439	*35.4%*
Trade and other receivables	1,063	1,542	*-31.1%*
Equity investments	172	163	*5.5%*
Total Assets	**32,803**	**32,310**	***1.5%***
Borrowings	19,309	19,850	*-2.7%*
Equity after hedge reserve and before non-controlling interests	10,953	8,764	*25.0%*
Fair value of interest rate swaps	554	1,986	*-72.1%*
Accounts payable, accruals and other liabilities	1,981	1,702	*16.4%*
Non-controlling interests	6	8	*-25.0%*
Total Equity & Liabilities	**32,803**	**32,310**	***1.5%***

Highlights :

- ***Investment in joint venture companies increased by 7%*** *due to higher share of JV's profits.*
- ***Cash and bank balances increased by 35.4%*** *mainly due to cash generated by operations and settlement of loan by a Joint Venture, offset by dividend paid to shareholders.*
- ***Trade and other receivables decreased by 31.1%*** *mainly due to settlement of loan by a new Joint Venture.*
- ***Equity investments increased by 5.5%*** *due to higher market prices of shares held for investment.*
- ***Fair value of interest rate swaps decreased by 72.1%*** *due to decrease in notional amounts as a result of loan repayments and decrease in mark to market due to the increase in the interest variable rates (LIBOR).*
- ***Accounts payable, accruals and other liabilities increased by 16.4%*** *mainly due to advances received from hub business and loan interest accruals.*

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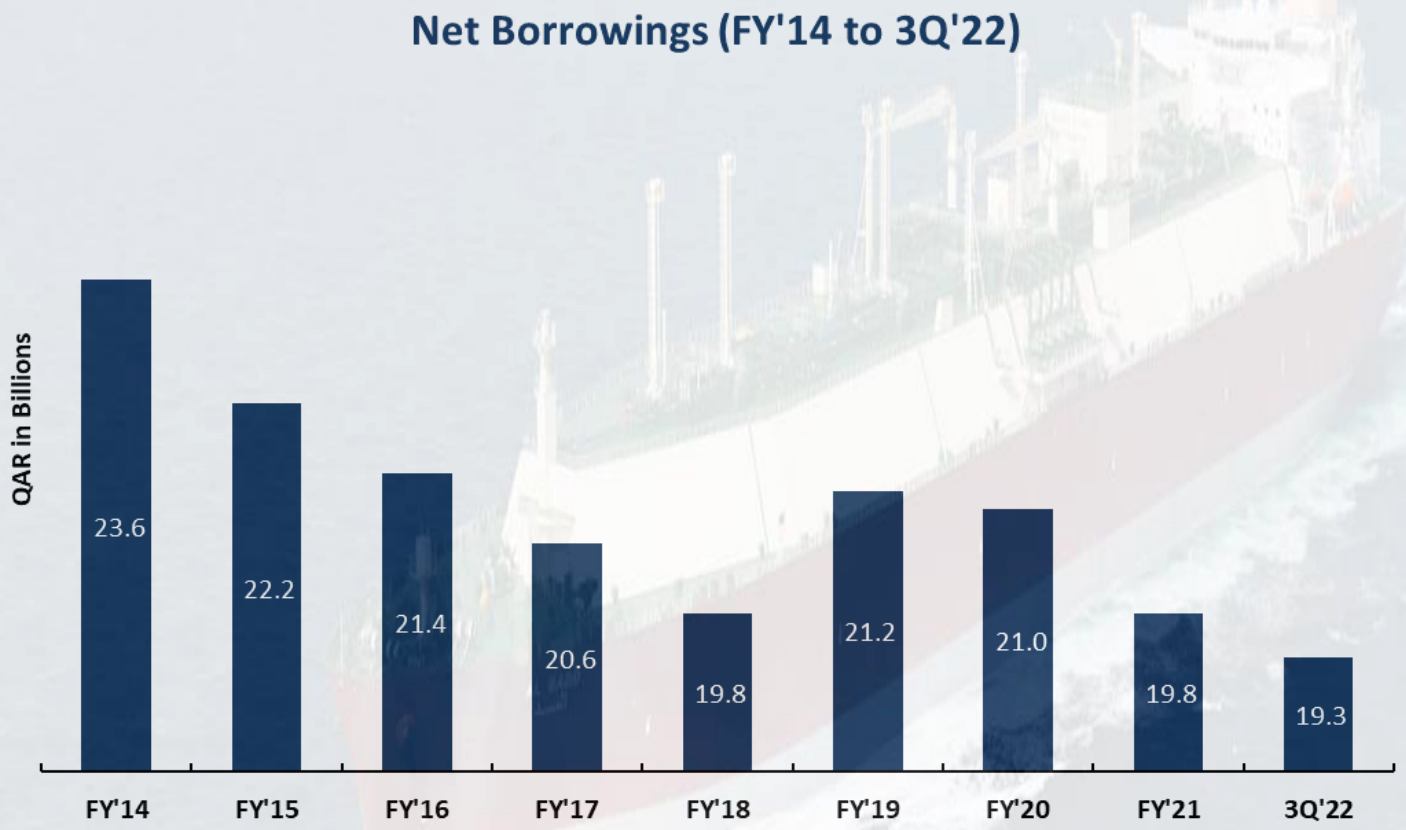
Net Borrowings (QAR in Billions)



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LNG SHIPPING OVERVIEW



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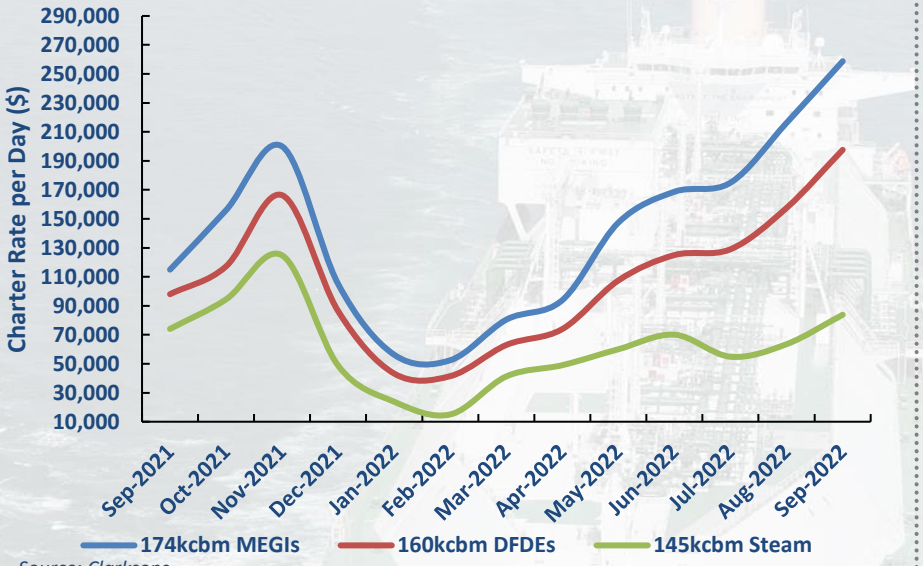
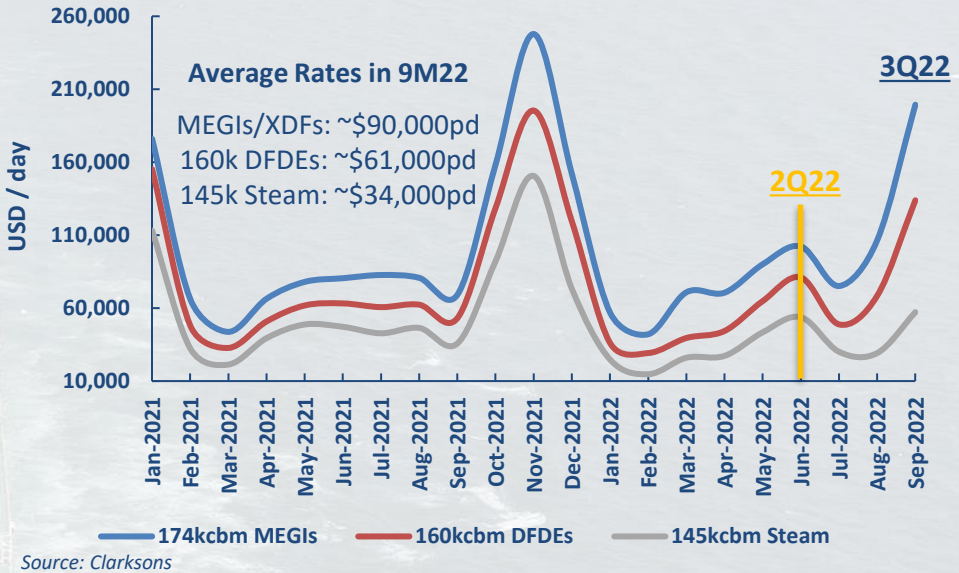
3Q22 - LNG Shipping Market Update

Multi-Month (3-6) LNG Shipping Rates 12 Months



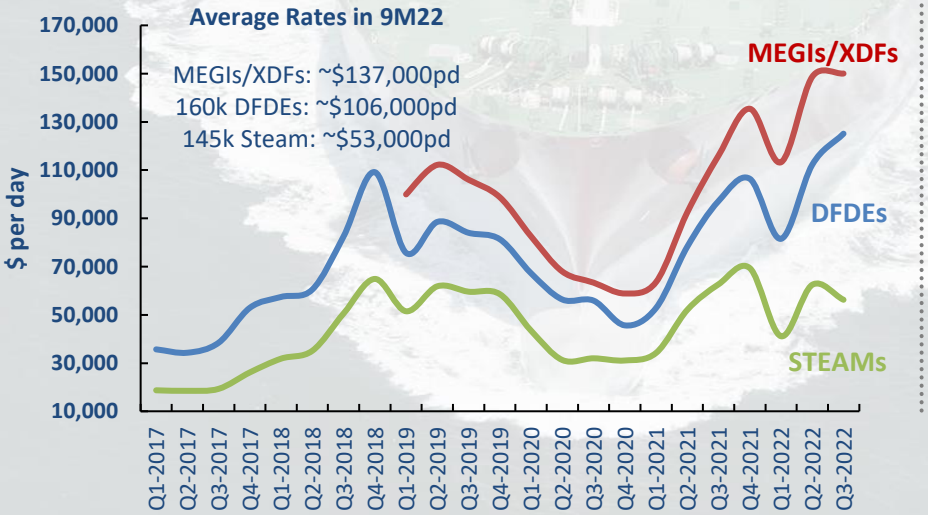
Source: Clarksons

Spot Rates (MEGI Vs DFDEs Vs Steam) 2021 – 3Q22



Source: Clarksons

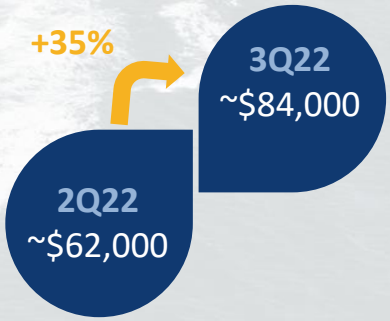
1 Year Time-Charter Rate in 2017 – 3Q22



Source: Clarksons

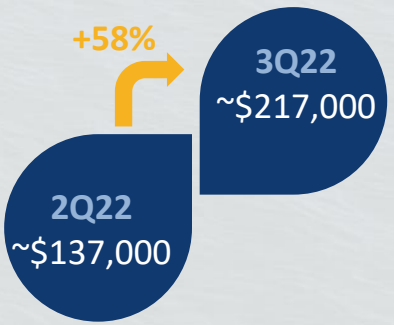
Spot LNG Shipping Market Rates

Average DFDEs Day Rates



Source: Clarksons

Average MEGIs Day Rates



Source: Clarksons

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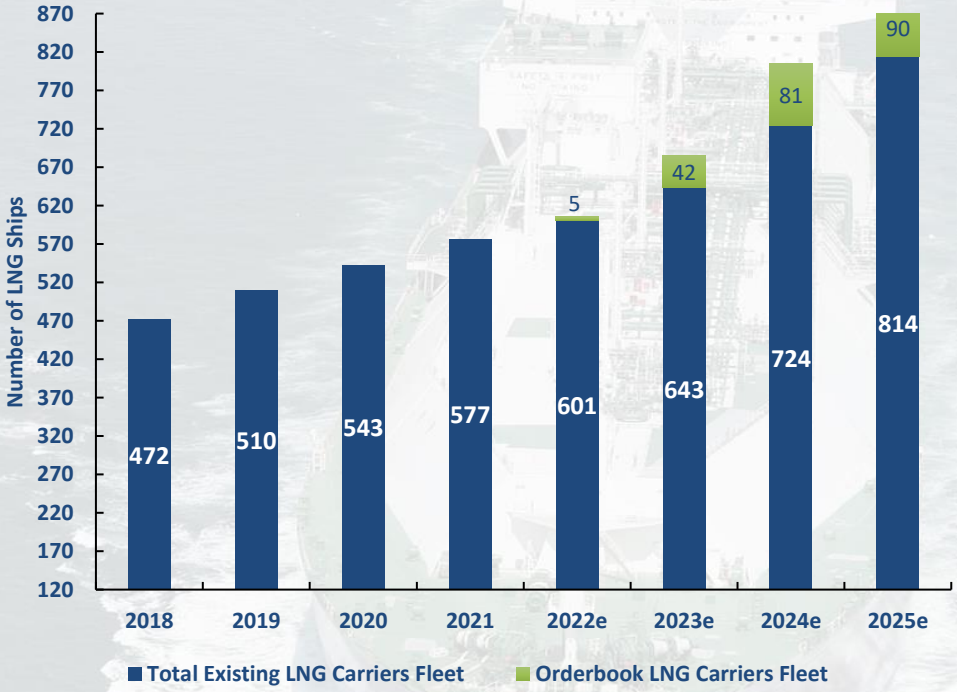
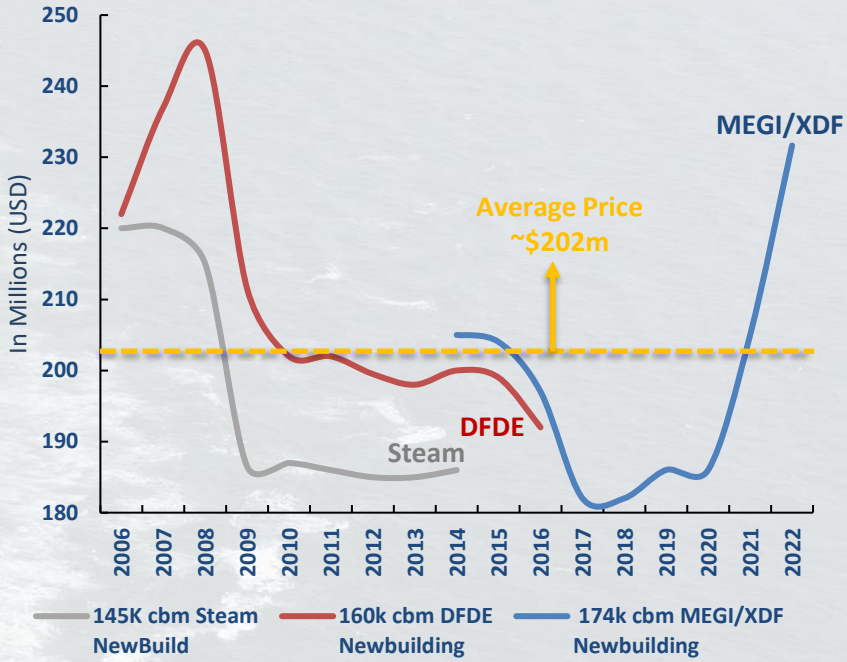
3Q22 - LNG Shipping Supply – LNGC Newbuild Price

Development of Global LNG Carriers Fleet* (2018 - 2025e)



Source: Clarksons

Historic LNGC Newbuild Price 2006 - 2022



Source: Clarksons

***Note:** *As of 3Q22, World live LNG fleet (excl. vessels <125,000cbm, FSRUs, FSUs, and FLNG, no assumption for scrapping, or LNGC conversion to FSRUs)*

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BUSINESS OVERVIEW



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Nakilat's Business Outlook



LNG Shipping Fleet

The 4 newbuild LNG Carriers have been fixed on term contracts with international world-class charterers.

All of the 4 newbuild LNG vessels are commercially and technically managed by Nakilat.



Shipyard & Marine Services

The shipyard has a strategic importance for Nakilat. Shipyard has faced a tough couple of years given the Covid-19 pandemic which has postponed projects.

In 2022, we see a more positive momentum for shipyard segment as the conditions of Covid-19 are normalized.



Market Fundamentals

Drewry projects LNG trade to grow at a CARG of 5.5% from 2022 to 2027 due to Europe's switch to LNG from Russian gas.

High EU LNG demand and consequent investments in LNG exports and imports projects are expected to boost vessel requirements.



Portfolio Growth

Nakilat continues to pursue attractive LNG shipping business opportunities worldwide in order to expand its current asset portfolio.

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3Q22 - Earnings Results - Summary



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Summary

Global leader for energy transportation

Maximize shareholder return

Priority for safety & environment

3Q22 Earnings Results:

- Stellar profitability results (+13.2% YoY), momentum continues
- Nakilat's defensive and solid business model provides the flexibility to navigate sustainably through volatile markets
- Nakilat's EBITDA reached QAR 2.64 billion
- LTIF* Yearly Data: (0.41 Nakilat in August'22 Vs 0.41 Industrial Average 2021)

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*Note: Lost Time Incident Frequency Rate

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Q&A



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Any Further Investor Questions?

For Investor Relations inquiries please contact:

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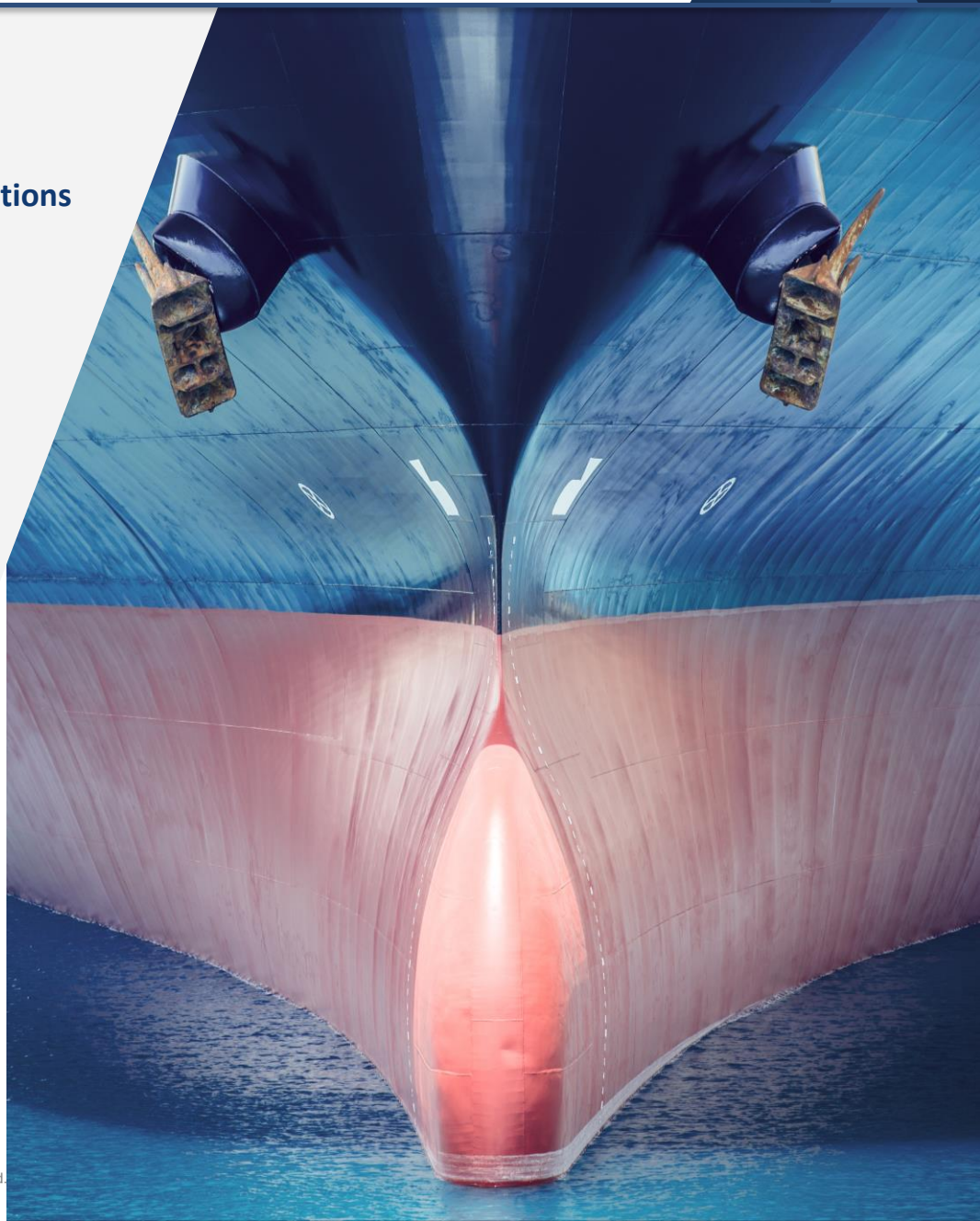
fzeritis@nakilat.com or Direct: +974 4496 8911



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