

# VOYAGES.

NAKILAT QATAR | ISSUE 20 | AUGUST 2018



## PENETRATING FSRU EVOLVING MARKET

### ALSO IN THIS ISSUE

ENCOURAGING  
**BOOST** AT THE  
SHIPYARD

NURTURING  
**LEADERS**  
OF TOMORROW



FEATURE  
**INTERVIEW**  
WITH A MARINE  
ENTHUSIAST

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-  [Nakilat \(Qatar Gas Transport Company\)](https://www.linkedin.com/company/nakilat)



## PILLARS OF THE QATAR NATIONAL VISION 2030



**Economic Development**  
Development of a competitive and diversified economy capable of meeting the needs of, and securing a high standard of living for, all its people both for the present and for the future



**Environmental Development**  
Management of the environment such that there is harmony between economic growth, social development and environmental protection



**Social Development**  
Development of a just and caring society based on high moral standards, and capable of playing a significant role in global partnerships for development



**Human Development**  
Development of all its people to enable them to sustain a prosperous society

# CEO MESSAGE



**Eng. Abdullah Al Sulaiti**  
Chief Executive Officer

In true Nakilat spirit, our pursuit for sustainable growth has led to the achievement of many significant milestones over the past few months that we can all be proud of. Our concerted effort to diversify and grow our business portfolio has opened up a new horizon and business avenue for Nakilat. The company achieved a 9% increase in net profits compared to the same period last year, reporting QR 445 million net profit for the first half 2018. This is a reflection of our effective long-term growth and diversification strategies to remain competitive in today's challenging market environment.

We achieved a historical milestone with the acquisition of 55% interest in a floating storage regasification unit (FSRU), the first such unit to join Nakilat fleet. This marked the beginning of Nakilat's penetration into the FSRU market. This acquisition is pivotal to the State of Qatar, as this is the first FSRU co-owned by a Qatari company, which paves the way for Qatar's LNG to expand its outreach to developing and emerging markets.

In support of the company's rapid expansion and growth, we officially launched a brand-new website and corporate film recently to showcase the ongoing evolution of the Nakilat brand. The sleek, modern website coupled with easy-to-navigate pages provides users with a truly interactive experience on-the-go, while the film succinctly captures the essence of our core shipping and maritime business.

The volume of new and repeated clientele for various ship repairs and maintenance work at our Erhama bin Jaber Al Jalahma Shipyard has been very encouraging. The successful delivery the first two superyacht-quality newbuilds, constructed entirely at our world-class shipyard, is a testament of our capability in shipbuilding. Within the brief span of its operations, the shipyard has proven to be a strategic addition to Qatar's maritime industry.

Driven by our ambition to meet the growing energy transportation global needs in a responsible manner, we take great pride in being the first Qatari company to be certified for the new ISO 45001:2018 Occupational Health and Safety Management System (OH&S) standard by Lloyd's Register Quality Assurance, which is set to transform workplace health and safety practices globally. We seek ways to continuously enhance safety performance through setting stringent targets and higher standards than the benchmarked industry average, as we aim to create an incident and injury free work environment.

Dedicated in pursuing innovative ways to create additional value to our operations and increase competitive advantage, the most recent Microsoft Qatar Digital Transformation Award 2018 affirmed our success in driving the technology agenda within the shipping and maritime industry.

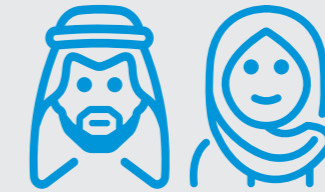
I would like to take this opportunity to express my utmost appreciation to each member of the Nakilat team and that I recognize we wouldn't be where we are, without the contributions made by each and every one of our employees.

**NAKILAT STRIVES TO MEET THE GROWING ENERGY TRANSPORTATION GLOBAL NEEDS IN A RESPONSIBLE MANNER, STEERED BY EXCELLENCE IN SAFETY, HEALTH, ENVIRONMENT AND QUALITY.**

# CORPORATE SCORECARD Q2, 2018

## QATARIZATION RATE

40%



## FLEET PERFORMANCE

Nakilat wholly-owns and jointly-owns a massive fleet of **65 LNG VESSELS**, **4 LPG VESSELS** and **1 FSRU**.<sup>1</sup>

DATA AS OF Q2 2018	LNG CARRIERS (65 VESSELS)	LPG CARRIERS (4 VESSELS)
Number of Cargoes Delivered	324	42
Estimated Cargo Volume (MT)	27,561,884	651,134
Estimated Distance Travelled (Nm)	1,527,103	117,148 <sup>2</sup>
Reliability (%)	99.76% <sup>3</sup>	100% <sup>4</sup>

**Note:** Average Round Trip for LNG Vessel = 8,800 Nm

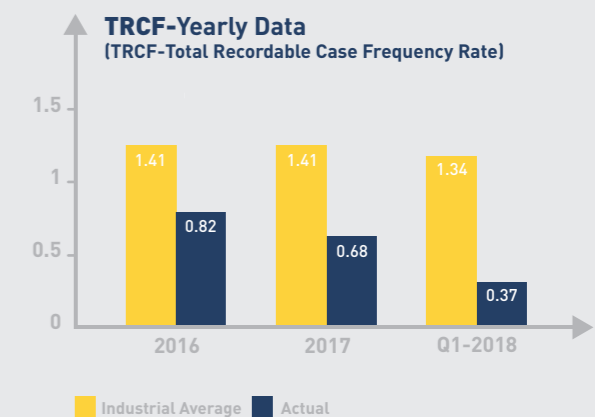
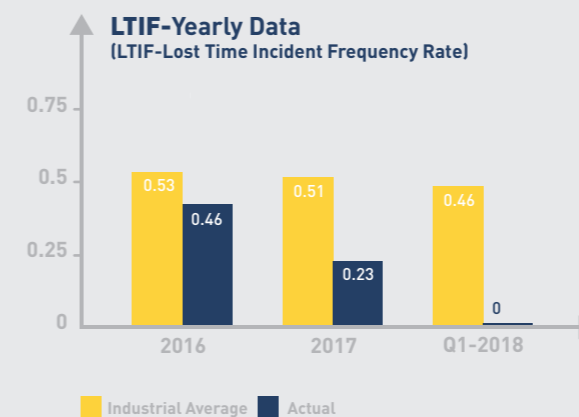
<sup>1</sup> Floating Storage Regasification Unit (FSRU) is a recent addition to our fleet.

<sup>2</sup> Two of the vessels are currently in ship to ship operation (STS)

<sup>3</sup> Data for 29 vessels, which are wholly-owned or operated in-house by Nakilat Shipping Qatar Ltd. (NSQL)

<sup>4</sup> Data for 36 vessels, which are jointly-owned and operated by others

## SAFETY PERFORMANCE



## PENETRATING FSRU EVOLVING MARKET\*

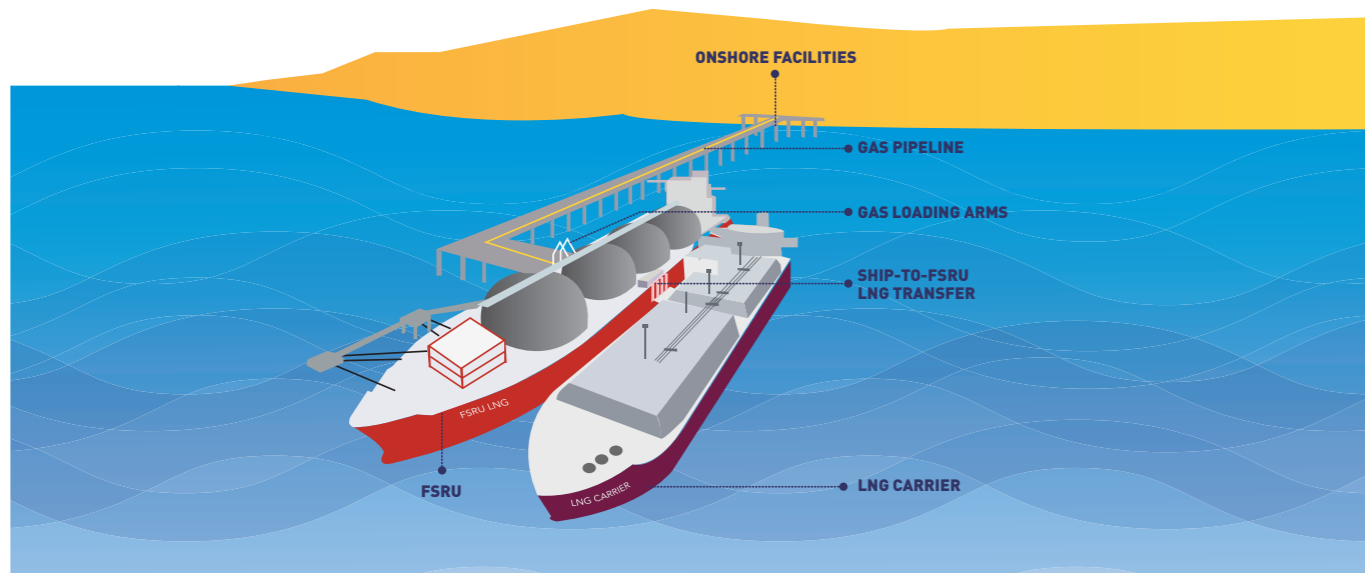
### All eyes on FSRUs

The growing global LNG trade supports the expansion of the market for Floating Storage and Regasification Unit (FSRU). A FSRU is essentially a floating LNG import terminal that has become a strategic solution for countries without LNG-receiving terminal infrastructure, thus allowing more remote countries easier access to clean energy. Despite the growing interest observed among developing countries in the deployment of FSRUs, they remain a niche activity.

### Venturing into FSRU business

Realizing this huge opportunity, Nakilat recently signed a landmark agreement with Excelerate Energy-USA, to establish a joint-venture company and acquire a 55% interest in a floating storage regasification unit (FSRU) *Exquisite*, the first such unit to join the Nakilat fleet.

This acquisition is pivotal to the State of Qatar, paving way for further outreach to emerging markets ahead of the country's planned LNG production increase in the near future. It is the beginning of our penetration into the FSRU market in alignment with our long-term growth and development strategies, further strengthening our industry-leading position in the dynamic and competitive LNG market.



## SIGNIFICANT BENEFITS OF FSRU

- Ability to serve markets with infrastructural limitations, bringing remote LNG markets online
- Flexibility to be relocated or used as an LNG carrier
- Reduce the risks associated with common transportation means
- Cost a lot cheaper to build, about half as much as an onshore import terminal
- Significantly shorter time required to be up and running

### QUICK FACTS: Exquisite (FSRU)

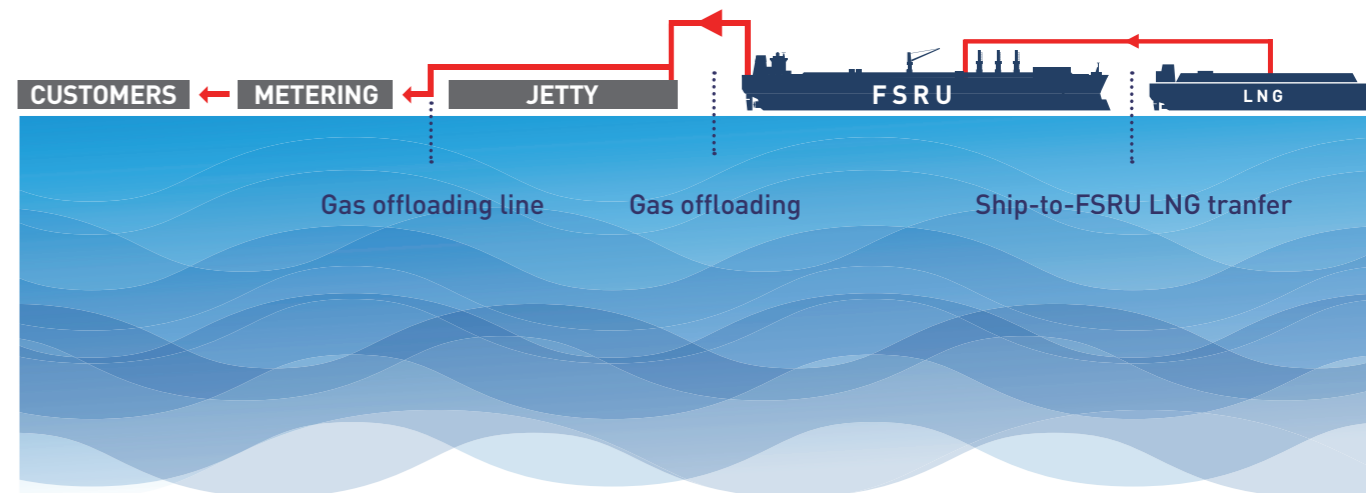
 Capacity	<b>150,900 m<sup>3</sup></b>	 Length	<b>291</b>	 Year Built	<b>2009</b>
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Ship Owner  
**Nakilat / Excelerate**

Ship Manager  
**Exmar**

Shipbuilder  
**Daewoo Shipbuilding & Marine Engineering**



## ENCOURAGING BOOST AT THE SHIPYARD\*

Widely known as experts in handling gas carriers and a variety of other vessels, **N-KOM** continues to win new and repeat clientele with its track record of safe, quality and timely deliveries.

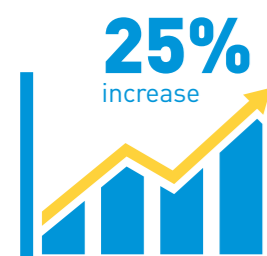
### Increased volume of repairs

Nakilat-Keppel Offshore & Marine (N-KOM) marked an increase in volume of about 25% in terms of repairs and other works for the first half of 2018 at the world-class Erhama bin Jaber Al Jalahma Shipyard, in comparison to the same period last year.

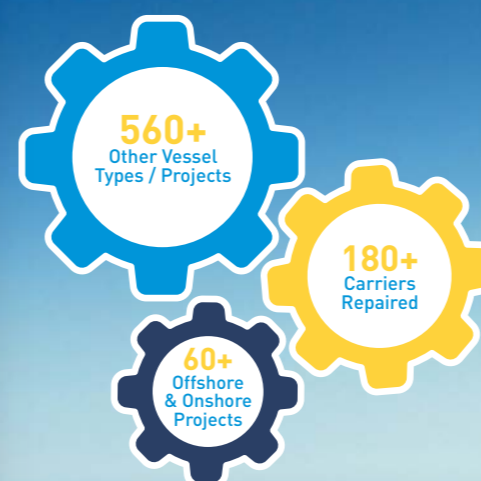
The shipyard has successfully delivered in excess of 800 marine and offshore projects to date, of which 20% is made up of LNG carrier repairs. The shipyard continues to experience strong interest for its repair services from ship-owners, with July and August fully booked for repairs at the facility.

N-KOM's expertise in LNG carrier repairs has attracted 18 vessels for routine docking and membrane repairs in the first half of the year, with a number of LNG carriers booked in for repairs later in the year. N-KOM collaborates with various membrane repair specialist contractors to carry out extensive cargo tank membrane repairs and containment systems for LNG carriers.

**THE NUMBER OF SHIP REPAIRS AT N-KOM INCREASED BY 25% IN THE FIRST HALF OF 2018 COMPARED TO THE SAME PERIOD LAST YEAR.**



### Nakilat-Keppel Offshore & Marine (N-KOM) Projects Completion since Establishment



### Strong interests for retrofits

On the sustainability front, N-KOM remains committed in supporting the International Maritime Organization (IMO) Ballast Water Convention by promoting its capabilities in Ballast Water Treatment Systems (BWTS) installation to ship owners. The yard has already carried out installation of three different BWTS – namely Samsung, OceanSaver and Alfa Laval respectively. Half year of 2018 has seen the yard retrofitting two sister VLGCs with BWTS. The time in the yard was significantly reduced by 43% between the first and second retrofit, demonstrating N-KOM's competency and efficiency in handling projects such as this.

While there may be different approaches in dealing with stringent international standards controlling air emissions coming into force, a number of ship operators with modern yet high fuel consuming vessels are exploring Scrubber systems as one of the solutions. The shipyard has already been booked for the installation of Scrubbers and BWTS to a series of very large crude carriers (VLCC) for one of the top tanker operators based in Greece. The second half of 2018 and entire 2019 is expected to generate encouraging prospects for the yard, with strong interest in Scrubber retrofits.

# APPRECIATING THE INTRICACIES OF SHIPBUILDING ✨

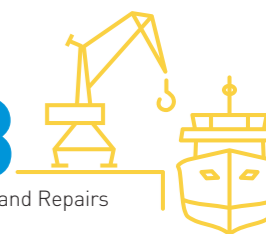
Shipbuilding is the art of designing and constructing ships and other floating vessels. This comprehensive and labour-intensive industry requires highly specialized skills and primarily engages with organizations in operating shipyards comprising of the required facilities with drydocks.



**40**  
Vessels Delivered



**28**  
Yacht Refit and Repairs

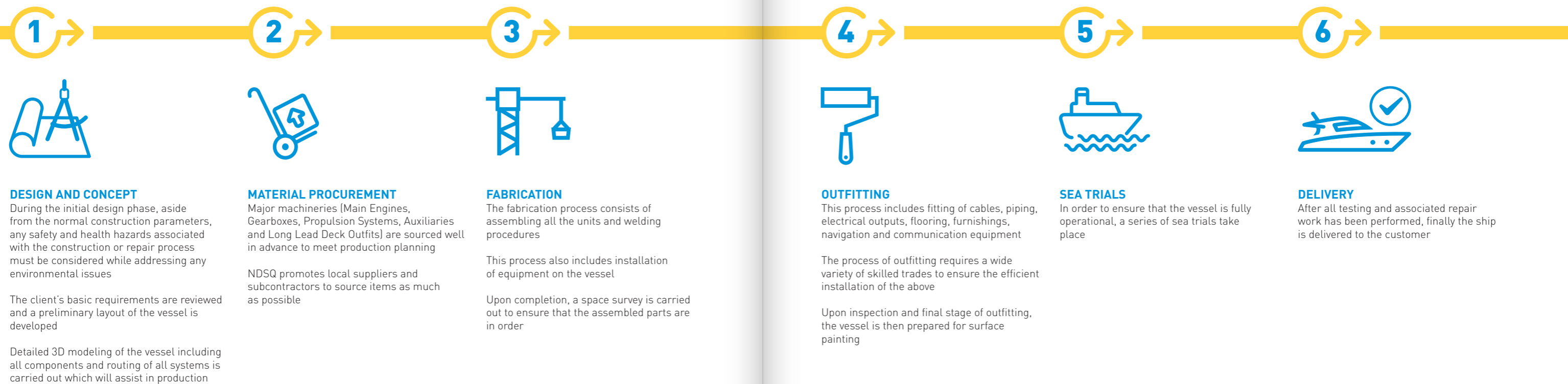


\*Figures as of August 2018

## NDSQ Delivers Two Fast Luxury Superyachts Newbuilds

In the most recent and noteworthy milestone, Nakilat Damen Shipyards Qatar (NDSQ) has successfully delivered its first two newbuilds of fast luxury superyachts. The two 71-meter highly-complex fast diving vessels (FDV), are the first superyacht-quality newbuilds constructed entirely at Qatar's world-class Erhama Bin Jaber Al Jalahma Shipyard.

### OVERVIEW OF A SHIPBUILDING PROCESS





1



2



3



4

## ENGAGEMENT & RECOGNITION OF SEAFARERS\*

### Fostering team camaraderie during Fleet Officers Meeting (FOM)

- 1 Participants engaged in various teambuilding activities, building trust and fostering camaraderie.
- 2 Nearly 100 fleet officers from Nakilat's LNG and LPG fleets attended the bi-annual Fleet Officers Meeting (FOM) held in Doha.
- 3 A series of insightful presentations and workshops to keep the Fleet Officers abreast with the developments at Nakilat's headquarters.
- 4 A group photo of our fleet officers with Nakilat top management.

### Honouring marine officers in conjunction with Day of the Seafarer



Celebrated annually on **June 25**

Recognizing the significant contributions of over **one million seafarers** worldwide

2018 theme focused on **"Seafarers' Wellbeing"**

Nakilat demonstrated its appreciation to **over 2,400 seafarers** across its fleet

"Nakilat's rapid growth and success would not have been possible without the dedication and sacrifices of its seafarers, working at the heart of the operations to ensure the safe, reliable and efficient delivery of clean energy to global markets."



DAY OF THE SEAFARER  
- 25 JUNE -



## STEERING FORWARD THE TECHNOLOGY AGENDA\*

Nakilat IT Manager Hamad Rashid Suwaid (center) receiving the award from Microsoft Qatar.

Nakilat proudly received the Microsoft Qatar Digital Transformation Award 2018 during an award ceremony recently held in Doha. This prestigious award is a recognition of Nakilat's outstanding efforts in executing comprehensive digital transformation strategy across its integrated operations.

The award is a testament to Nakilat's continuous dedication in pursuing innovative ways to create additional value to its operations and increase its competitive advantage.







## BLOOD DONORS GIVING DROPS OF LIFE

Nakilat continues to coordinate regular Blood Donation Drive across the organization, at its Corporate Office in Doha as well as at the Erhama bin Jaber Al Jalahma Shipyard in Ras Laffan.

This ongoing campaign aims to raise awareness on the significant role employees can play to make a difference in lives through the simple act of volunteering. Transfusion of blood helps in saving millions of lives every year during emergencies where blood is required and helps patients suffering from life-threatening conditions to live longer and with better quality of life.

HMC is the major health organization advocating blood donation initiatives in Qatar. HMC's Blood Donor Centre is the sole provider of blood to both private and public health care facilities, hence it plays a significant role in supervising donation and transfusion of blood in the country.

Nakilat representatives pictured with HMC officials.

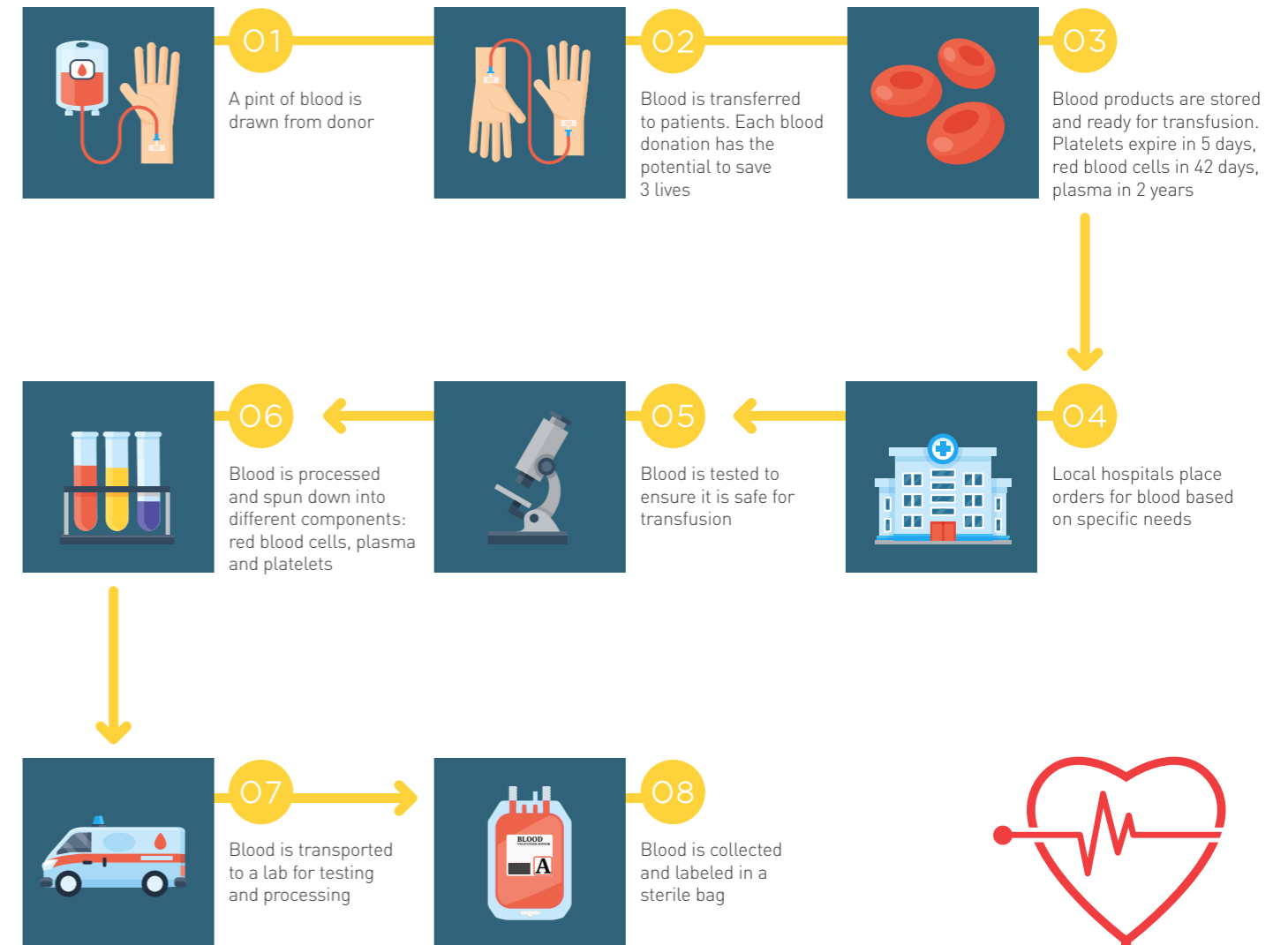


Nakilat volunteers donating blood.

**COMMITTED IN ADVOCATING THE SPIRIT OF VOLUNTEERISM AMONGST EMPLOYEES.**



## WHERE THE DONATED BLOOD GOES



**1 PINT CAN SAVE 3 LIVES. GIVE BLOOD GIVE LIFE.**

## NURTURING LEADERS OF TOMORROW



As Nakilat progresses towards the new horizon of possibilities, structured learning and development (L&D) programs become more prominent to increase knowledge and hone employees' skills further.

Nurturing leaders of tomorrow at an early stage, the company puts focus in developing comprehensive L&D initiatives.

Employees attending the eLearning soft launch



VISIT OUR CAREER SITE  
<https://careers.nakilat.com/>

Stay connected by joining our network! Sign-up with your email and get updated on career opportunities that match your interests.

## QATARIZATION EXCELLENCE



1

Nakilat proudly received the **Annual Qatarization Award** for 'Supporting Training & Development' at the Energy and Industry Sector's 2018 Annual Qatarization Review Meeting held on 30<sup>th</sup> April 2018. This is the second consecutive year that Nakilat has won an award for its tremendous efforts in support of Qatar National Vision (QNV) 2030.

The award presented by Qatar's Minister of Energy & Industry, His Excellency Dr. Mohammed Bin Saleh Al Sada and by Qatar Petroleum President and CEO Eng. Saad Sherida Al-Kaabi, was received by Nakilat Chief Executive Officer Eng. Abdullah Al-Sulaiti.

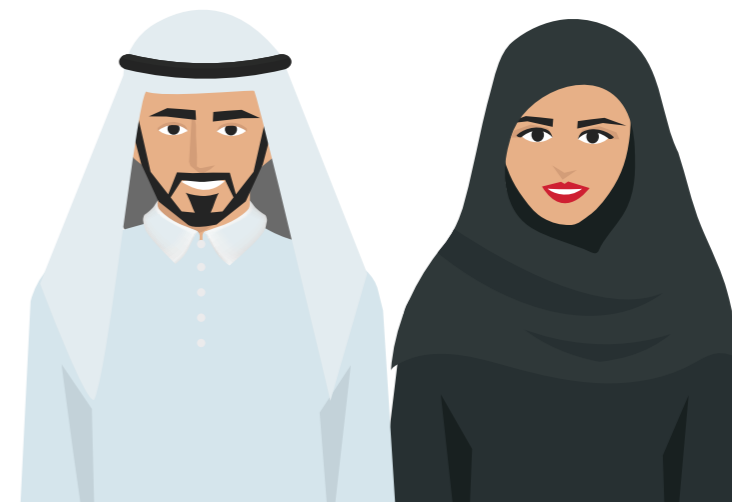


2

1 Group photo of award recipients during the Annual Qatarization meeting.

2 Nakilat CEO received the award from Qatar's Minister of Energy & Industry and Qatar Petroleum President & CEO.

NAKILAT STRIVES TO FOCUS ON GROWING AND GROOMING YOUNG NATIONALS IN PREPARATION FOR KEY LEADERSHIP ROLES.

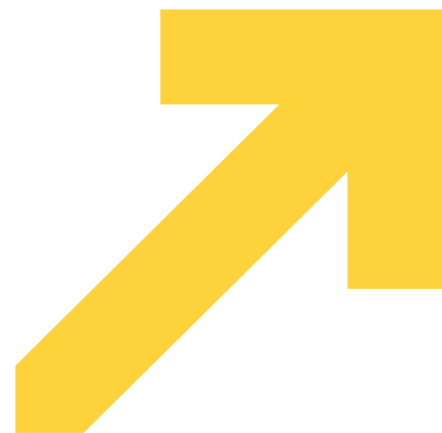
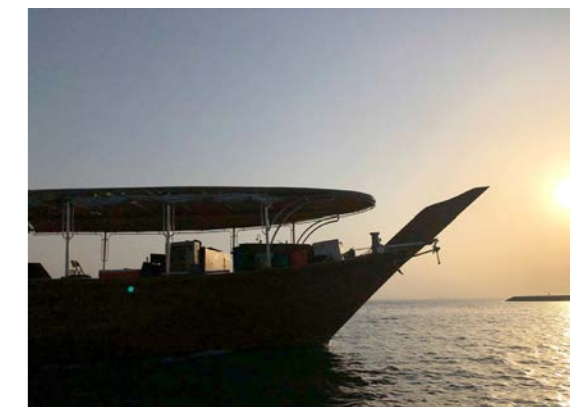


# FEATURE INTERVIEW WITH A MARINE ENTHUSIAST

## A world beneath the waves

THE TEAM BEHIND VOYAGES CAUGHT UP WITH HAMAD AL-TAMIMI, AN EXPERIENCED QATARI NATIONAL WHO IS ALSO A LICENSED PROFESSIONAL FREE DIVER. A MARINE ENTHUSIAST AT HEART, HAMAD SPENDS MOST OF HIS FREE TIME AT SEA, EITHER TENDING TO HIS DHOW, A TRADITIONAL QATARI BOAT OR SPEARFISHING.

His passion and skills led him to the 'Senyar Championship' earlier this year, the longest edition of the traditional pearl diving and fishing competition, organised annually by Katara Cultural Village.



### 1. Explain a little bit about free diving, and what drew you to master this skill?

Freediving is a form of underwater diving that simply relies on breath-holding until resurfacing rather than the use of any breathing gear such as oxygen tanks. However, this can be very dangerous and challenging, as the diver needs to be in control of his breathing and slow down his heart rate for a long period of time.

Freediving has always been a part of our heritage, especially during the times of our ancestors who used to be pearl divers and fishermen back in the days. I was introduced to freediving by my older brother and began developing a deep interest for spearfishing. Living close to the seaside, I establish a special bond with the ocean. I feel most at peace with the tranquility of the world beneath the waves.

### 2. How did you prepare yourself for the "Senyar Championship"?

"Senyar Championship" is an annual competition which has been held by Katara for the past 7 years. My team and I, which included two brothers of mine, have been participating annually since the competition was first launched. Since spearfishing is a regular activity for us siblings during the weekend, we have been quite well-prepared for the competition ahead of time. Spearfishing plays a crucial role in our preparation as it helps us train our breathing skills more efficiently.

We sailed on a Thursday morning and dived for the next two consecutive days, for four hours. The rule of the competition is simple, the team who collects the most oysters ultimately wins. Participating in this "Senyar Championship" makes us all very proud. It is an opportunity to revive the culture and heritage of our great ancestors. This is something that we can do to highlight the traditions and values associated with Qatari marine life to the youths, to remind them of our origins and roots.

### 3. How challenging was this championship for your team this year?

A new obstacle was introduced this year to make it more challenging for participating divers – diving without masks. The nature of the ocean is as such that, this would make it extremely painful for our eyes. Nevertheless, we had high spirits, realizing that this was also a challenge for our ancestors before the invention of diving masks.

Another challenge is the unpredictable weather. At that time, the visibility was extreme low which made it very difficult for us to look and collect oysters. We persevered through the entire competition with weeks of mental and physical preparedness, persistence, and dedication.

### 4. What were the highlights of this championship?

This year we saw encouraging interest across the nation, with 67 competitive teams participating in this championship. That put a whole lot of pressure on our team to perform as best as we could. We would have been grateful to even be listed as Top 10, yet we managed to achieve 3rd place overall – a major achievement for our team.

The whole experience of freediving, collecting oysters in the deep, maneuvering the dhow, weathering the winds and waves, has been spectacular for the team. We believe that the biggest challenge is psychological, therefore we are overjoyed to successfully overcome the entire ordeal and become stronger as a team. We developed a special bond throughout this journey, and this is something that we shall treasure for life.

### 5. Do you have any advice for new divers?

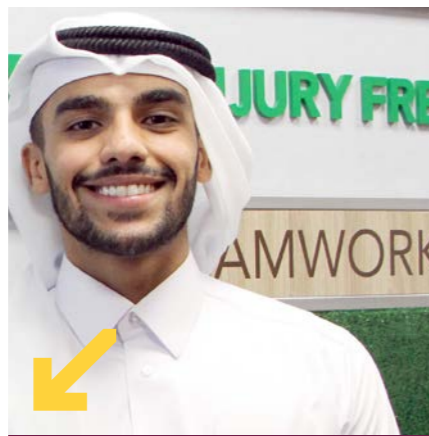
The most crucial thing about diving in general is to always keep safety a priority. It is important to understand all aspects of freediving and attend all the required courses. I encourage people to explore this sport, as it really helps you learn how to take control of yourself mentally and physically.

## LAYING A STRONG FOUNDATION

Nakilat lays a solid foundation to build and reinforce a strong corporate culture to ensure its relevance in today's dynamic maritime industry and in alignment with our future business goals. We seek to become more adaptive and innovative in facing the ever-competitive environment by nurturing beliefs that will translate into actions, producing desirable results that we would want to see in the future years.

Our Vision statement succinctly captures the essence of Nakilat's business direction, towards delivering superior and sustainable performance in every aspect of our business.

Meanwhile our Mission statements clearly spell out Nakilat's business objectives, guided by 5 underlying core values set to be embodied by our employees to propel the company to greater heights.



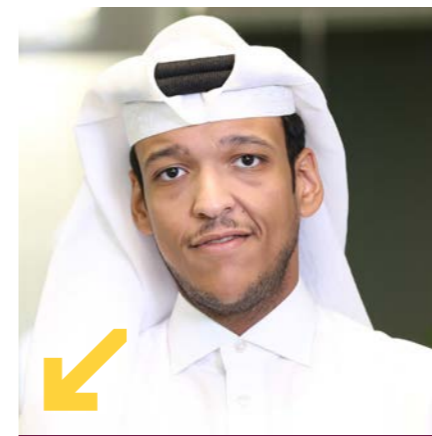
**Tareq Al Bader**  
Safety, Health, Environment & Quality

"Since I joined the company, I noticed a strong emphasis on **safety** by our management which extends down to us. This strong safety culture at Nakilat empowers individuals like me to start taking responsibility in making our workplace incident and injury free."



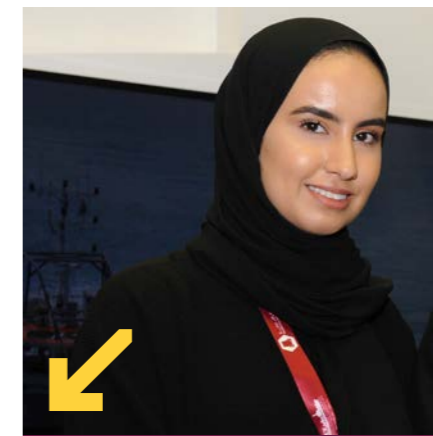
**Maisra Abdelrahman**  
Fleet

"Our **passion** for the maritime industry is reflected through our commitment to strengthen relationships and synergies between Nakilat and charterers, joint ventures, and other partners."



**Nasser Al-Haidose**  
Internal Audit

"**Integrity** is about the right thing, even when no one is watching over us. This important value is part of our corporate culture, ensuring solid governance and ethical business practices."



**Maryam Al Sulaiti**  
Human Resource

"I feel **respected** when my ideas and concerns are heard. This constructive environment at Nakilat allows us to work together as a team, to achieve the desired results."



**Ahmed Al Kuwari**  
Information Technology (IT)

"I am always **encouraged** and motivated to lead initiatives and invest in supporting my team, to ensure greater results. I believe this is an important value for Nakilat to continuously remain competitive."

## VISION

TO BE A GLOBAL LEADER AND PROVIDER OF CHOICE FOR ENERGY TRANSPORTATION AND MARITIME SERVICES.

## MISSION

-  Safely, reliably and efficiently provide shipping and maritime services
-  Protect the environment wherever we work
-  Maximize shareholder return through optimized investment opportunities
-  Exceed customer expectations through strong partnerships
-  Foster passionate collaboration and capture synergies amongst the Nakilat family
-  Invest in human capital; attracting, retaining and developing our workforce with an emphasis on national development
-  Contribute to and support the Qatar National Vision 2030

## VALUES

- S**AFETY  
Incident and Injury free
- P**ASSION  
Strong commitment towards continuous improvement
- I**NTEGRITY  
Honesty with sound moral principles
- R**ESPECT  
Value others' diversity and perspective
- E**NCOURAGEMENT  
Be motivated and motivate people around you

## DID YOU KNOW?

The brand new Nakilat website and corporate film were launched recently. Find out more about our world's largest LNG fleet and comprehensive maritime services by clicking the link in the bio: [www.nakilat.com](http://www.nakilat.com)

### NAKILAT'S NEW CORPORATE WEBSITE & FILM HAVE BEEN LAUNCHED!

- ◆ View the website at [www.nakilat.com](http://www.nakilat.com)
- ◆ Watch the corporate film on the website or at [www.youtube.com/NakilatQatar](http://www.youtube.com/NakilatQatar)



