



Fourth Quarter 2021 Earnings Presentation

March 2022





Forward Looking Statements

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Highlights – Q4, 2021



Financial

- Operating revenues of \$102.7 million for Q4, 2021, up 26% compared to \$102.7 million for Q3, 2021
- A net income of \$16.7 million, or \$0.22 per share (before impairment losses of \$63.7 million) for Q4, 2021, up 149% compared to \$6.7 million or \$0.10 for Q3, 2021
- Adjusted EBITDA was \$55.2 million for Q4, 2021, compared to \$40.3 million for Q3 2021.
- Liquidity increases to \$124.0 million as of December 31, 2021, compared to \$59.3 million as of December 31, 2020.
- Debt reduced by \$24.2 million during Q4, 2021 to \$932.8 million.



Commercial

- Fleet utilization 91.4% compared to 91.0% for Q4, 2020.
- Ethylene export volumes through the Marine Export Terminal was approx. 241,500 tons compared to 128,000 tons for Q3, 2021.
- Secured multi-year time charters for its remaining three midsize ethane carriers, with expiries in 2026.
- Sold *Navigator Neptune*, a 2000 built 22,000 cbm ethylene carrier for \$21.0 million in January 2022.
- Sold the *Happy Bird*, a 1999 built 8,600 cbm LPG carrier for \$6.1 million in March 2022.

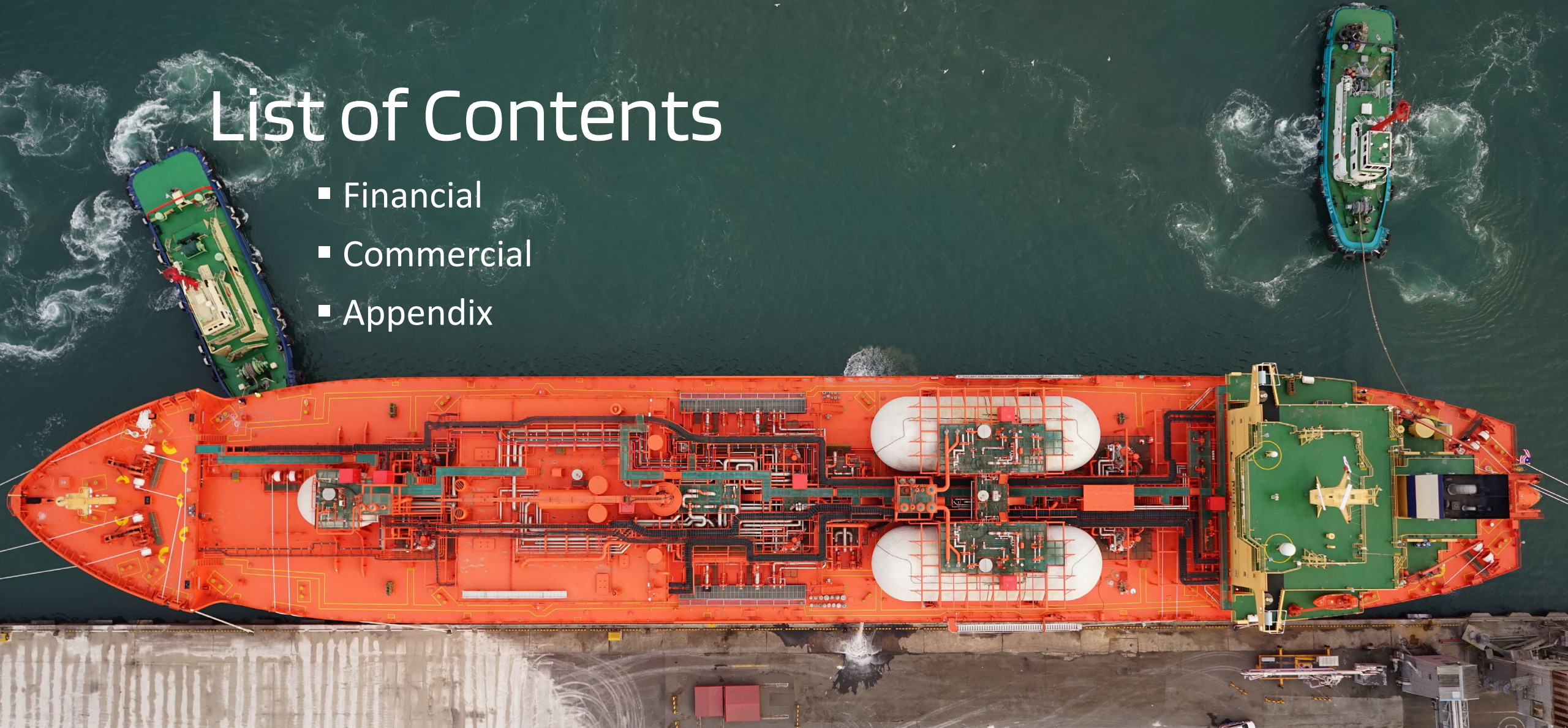


Outlook

- Utilization estimated approx. 90% for Q1, 2022.
- Q1, 2022 estimated ethylene export volumes through the Marine Export Terminal above 250,000 tons. March may set a record North American ethylene exports.
- Oil >\$100bbls environment strengthens U.S. competitiveness for Natural Gas Liquid exports and gas derivatives
- Traditional trade-flows of LPG and ammonia will be disrupted in light of conflict in Ukraine. It also increases consideration for crew availability and logistics.

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Financial





Finance: Income statement

| (US\$'M) | Q4, 2020 | Q4, 2021 |
|---|---------------|-----------------|
| Operating revenues | 82,926 | 105,176 |
| Operating revenues – Unigas Pool | - | 15,949 |
| Operating revenues – Luna Pool | 4,496 | 8,265 |
| Total Operating Revenues | 87,422 | 129,390 |
| Operating expenses: | | |
| Brokerage commissions | 1,315 | 1,472 |
| Voyage expenses | 16,516 | 21,873 |
| Voyage expenses – Luna Pool | 5,055 | 6,346 |
| Vessel operating expenses | 28,383 | 40,817 |
| Depreciation and amortization | 19,140 | 25,686 |
| Impairment losses on vessels | - | 63,653 |
| General and administrative costs | 6,329 | 10,264 |
| Other Income | (75) | (109) |
| Total operating expenses | 76,663 | 170,002 |
| Operating income/(loss) | 10,759 | (40,612) |
| Foreign currency gain on senior secured bonds | (6,884) | 436 |
| Unrealized loss on derivative instruments | 8,378 | (1,384) |
| Net interest expense | (9,030) | (10,563) |
| Income taxes | (161) | (909) |
| Share of result of joint venture | 709 | 6,449 |
| Net income attrib to non-controlling interest | (405) | (378) |
| Net income/(loss) | 3,366 | (46,961) |

- Strong operational performance for Q4 2021, with net income of \$16.7 million (excl. \$63.7 million impairment losses on vessels)
- EPS of \$0.22 per share for Q4, 2021 (before impairment losses)
- Impairment losses on vessels of \$63.6 million as a result of reducing estimated economic lives for all vessels from 30 years to 25 years, effective December 31, 2021

| | Q4 2020 | Q4 2021 |
|-------------------------------------|------------------|------------------|
| Weighted average number of vessels | 38 | 45.0* |
| Ownership days | 3,496 | 4,140 |
| Available days | 3,454 | 4,052 |
| Operating days | 3,144 | 3,703 |
| Fleet utilization | 91.0% | 91.4% |
| Average Daily Results: | | |
| Time charter equivalent rate | \$ 21,123 | \$ 22,497 |
| Daily vessel operating expenses | \$ 8,119 | \$ 7,999 |

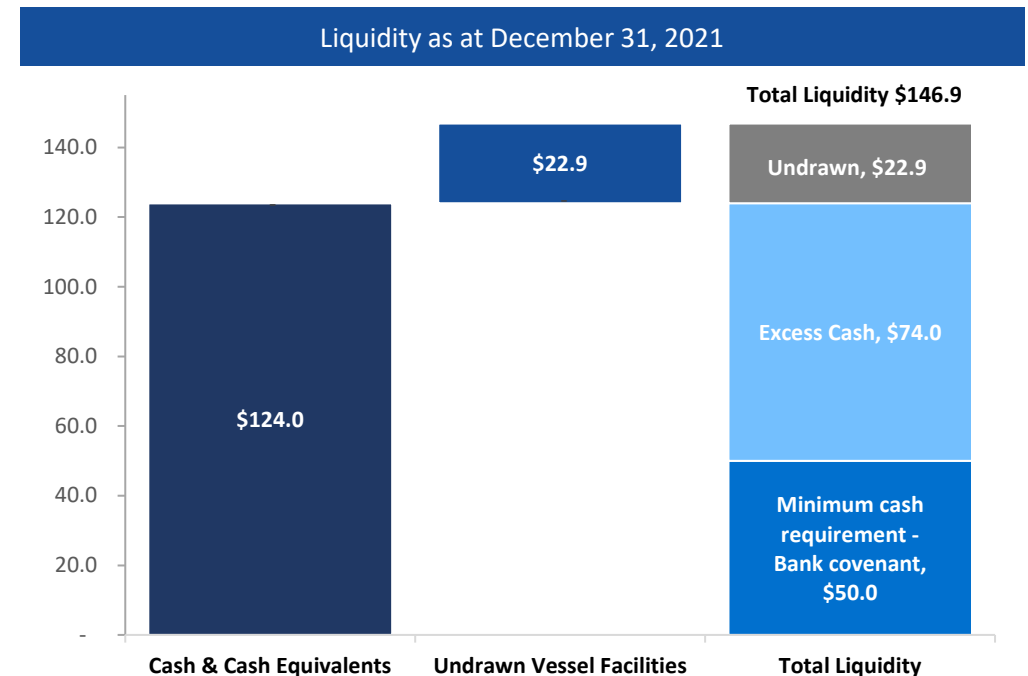
*Excludes the 11 (now nine following the sale of the Happy Bride and Happy Bird) owned smaller vessels commercially managed by the independent Unigas Pool.



Balance Sheet & Liquidity

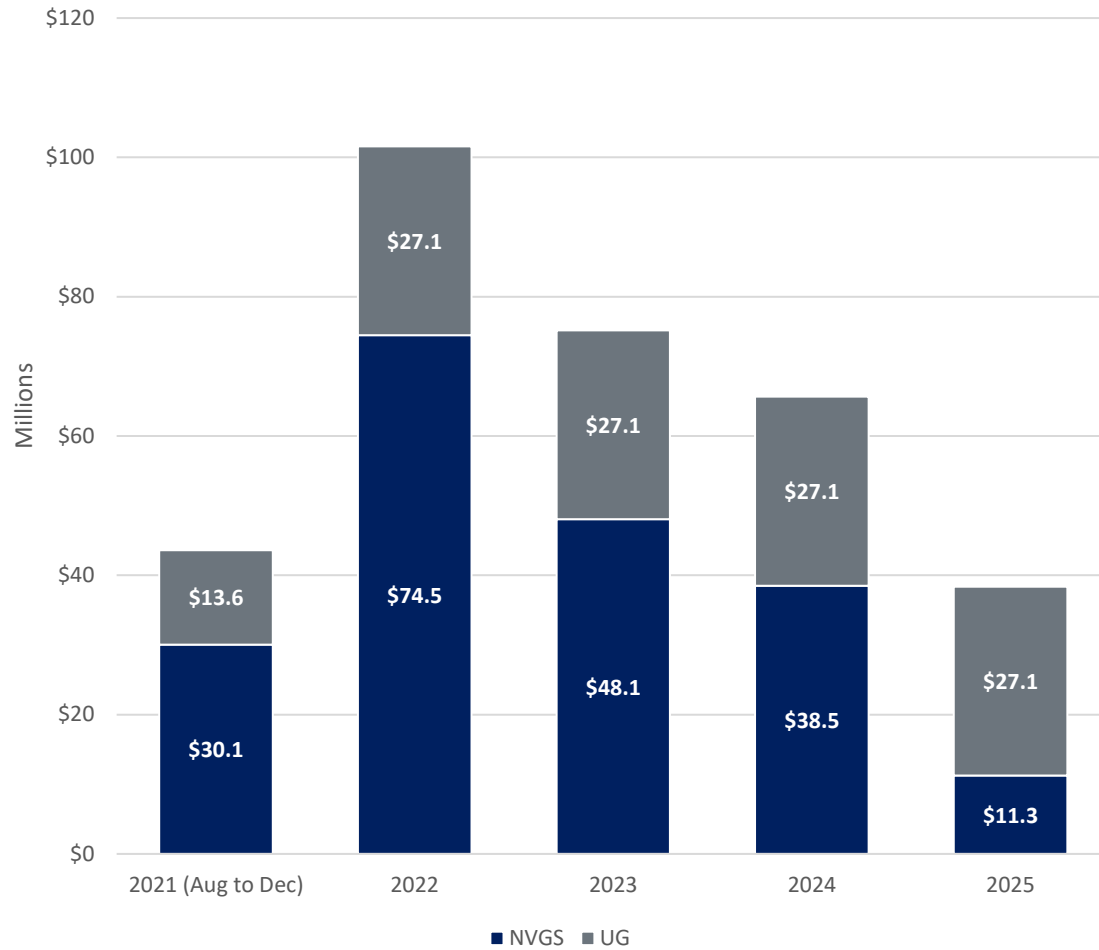
| (US\$'M) | December 31, 2020 | December 31, 2021 |
|-------------------------------------|-------------------|-------------------|
| Assets | | |
| Cash and cash equivalents | 59,271 | 124,010 |
| Other current assets | 77,267 | 89,657 |
| Total current assets | 136,538 | 213,667 |
| Vessels, net | 1,545,688 | 1,790,160 |
| Investment in Terminal JV | 148,665 | 147,963 |
| Other assets | 8,517 | 3,936 |
| Total assets | 1,839,408 | 2,155,726 |
| Liabilities & Equity | | |
| Net current portion of debt | 65,663 | 148,570 |
| Other current liabilities | 41,560 | 58,772 |
| Total Current Liabilities | 107,223 | 207,342 |
| Net long term debt | 781,551 | 825,906 |
| Other non-current Liabilities | 8,239 | 9,322 |
| Total liabilities | 897,013 | 1,042,570 |
| Equity | 940,540 | 1,109,751 |
| Non-controlling interest | 1,855 | 3,405 |
| Total liabilities and Equity | 1,839,408 | 2,155,726 |

- Robust Balance Sheet with significant liquidity
- Reduction of debt by \$24.2 million during Q4, 2021
- Liquidity increased by \$64.7 million during 2021 to \$124.0 million as at December 31, 2021
- Net Debt to Capitalization of \$43.6% as at December 31, 2021

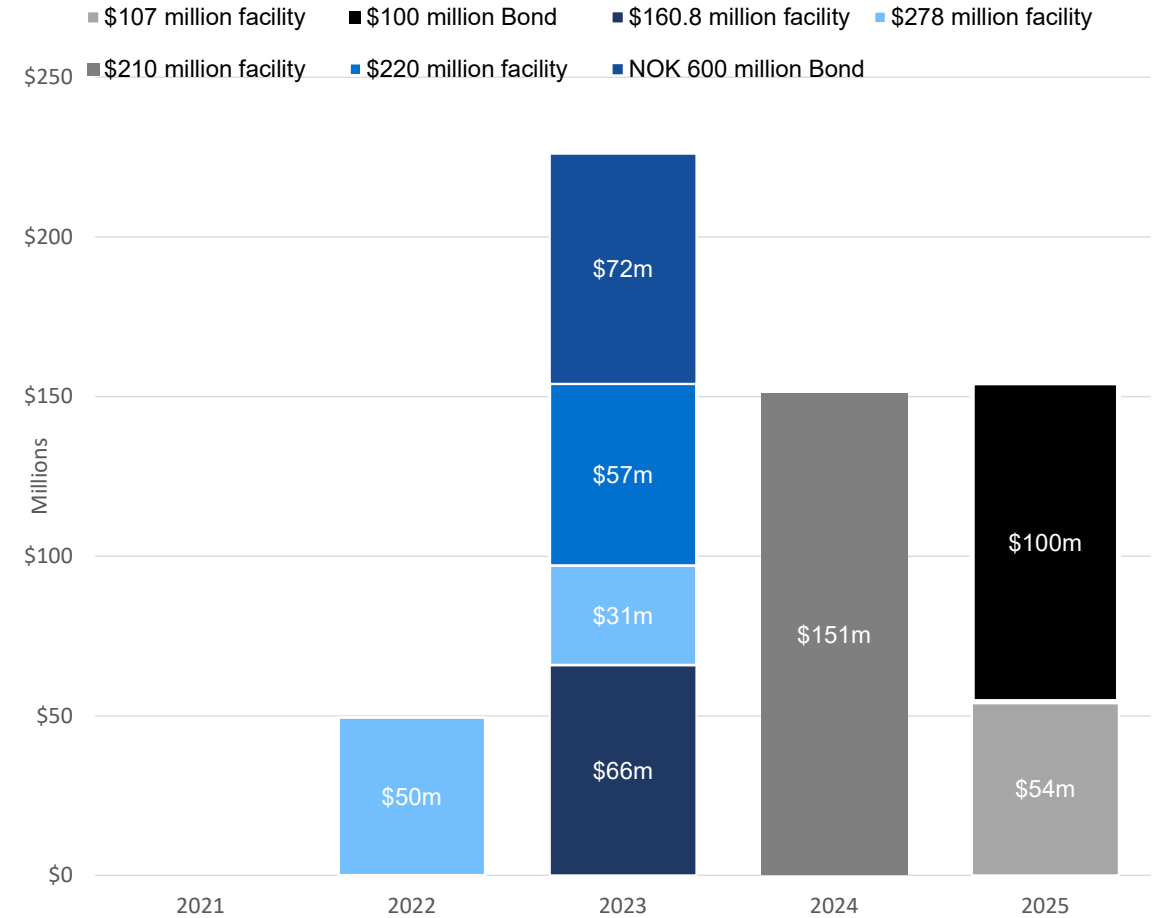




NVGS & Ultragas Combined Loan Repayment Profile

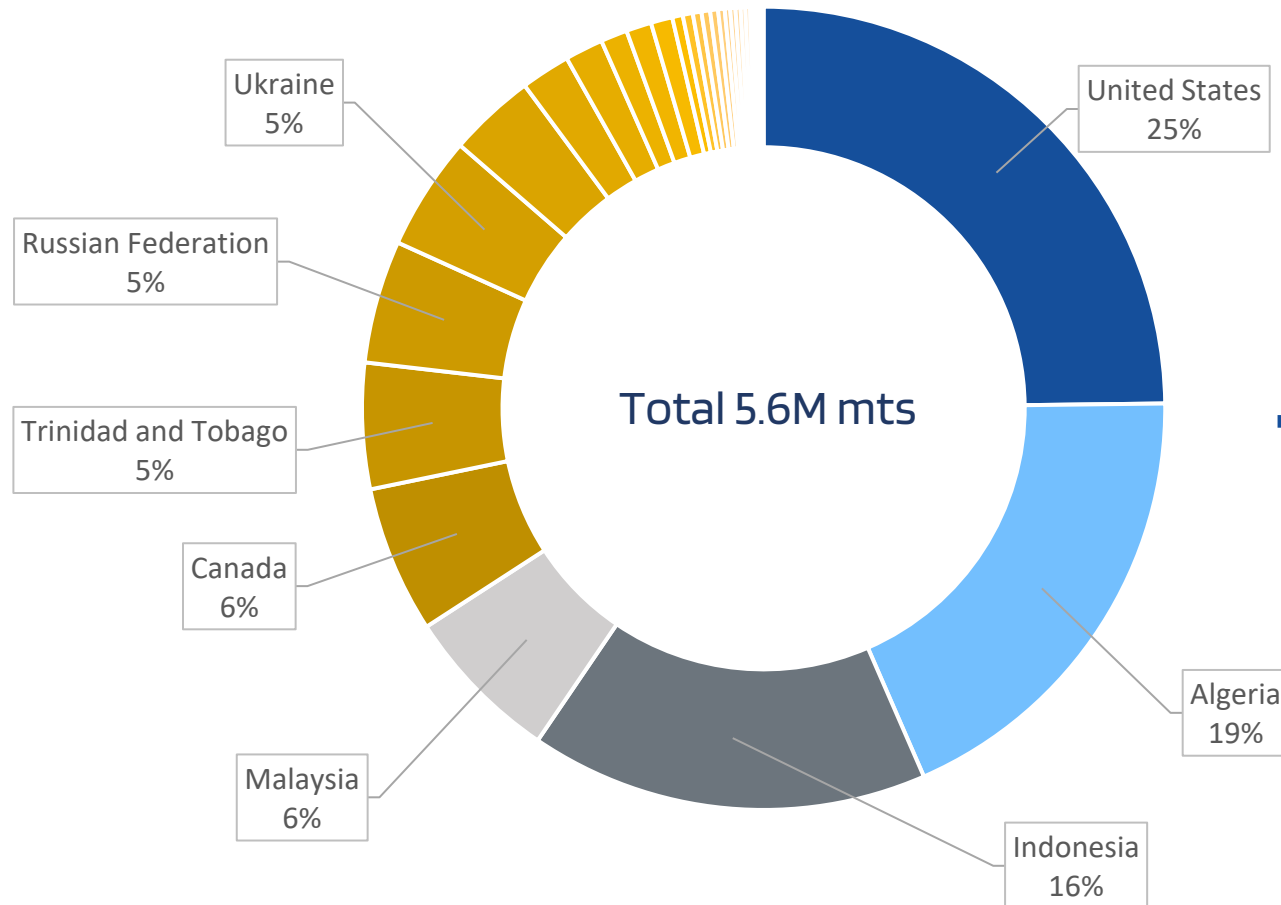


Debt Maturity Profile



Commercial





- 2021 Cargo flows for Navigator's fleet:

- U.S. & Canadian exports 30.7%
- Russian LPG exports 4.9%
- Ukraine Ammonia exports 4.5%

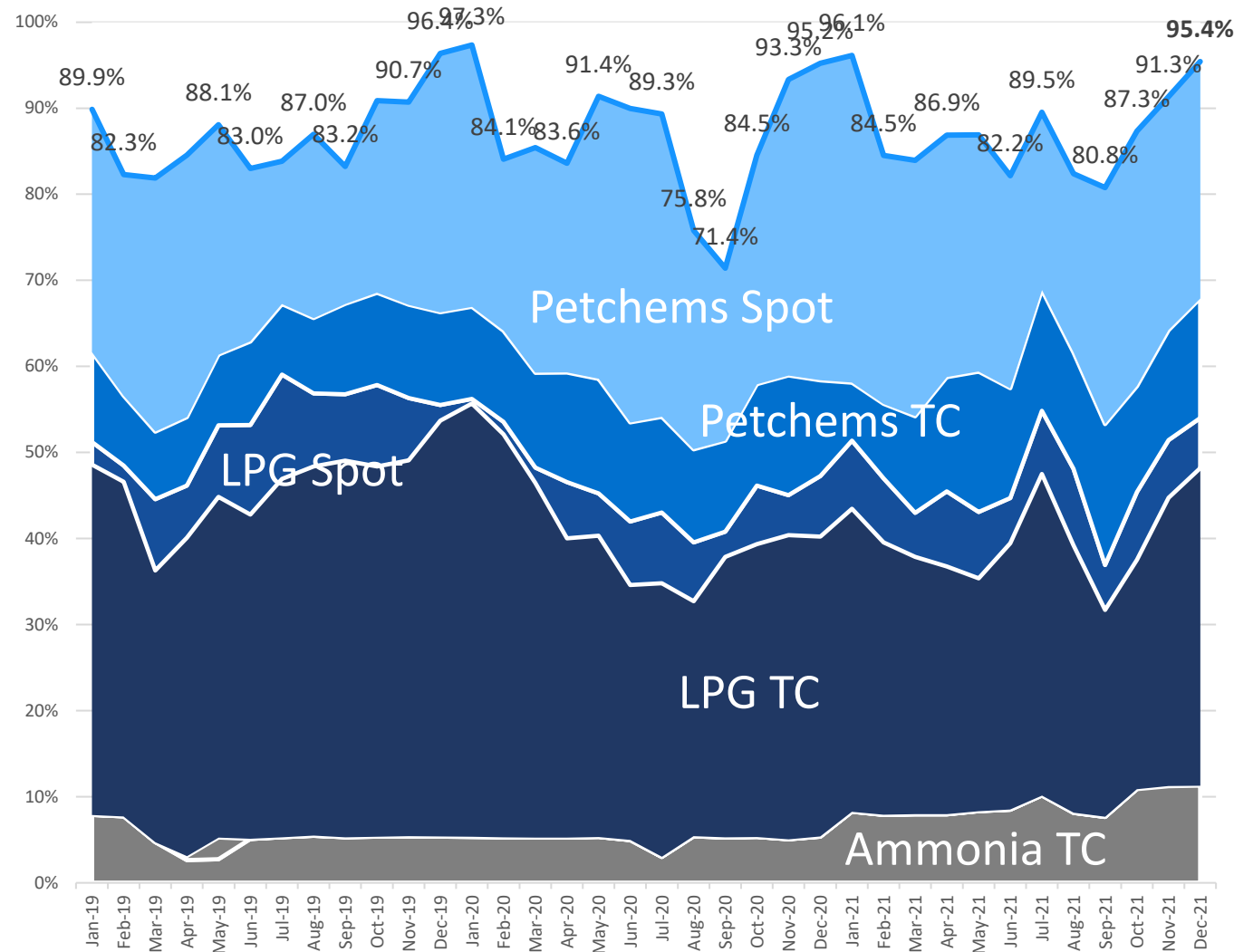
- We expect near term disruptions in supply from Russia and Ukraine, albeit the overall impact in terms of volume is less than 10% compared 2021 tons carried.

We expect demand for LPG and ammonia to remain unchanged in the medium term. Certain trade flows will likely change to alternative exporting locations further afield compared to existing locations.

Earnings Days & Utilisation



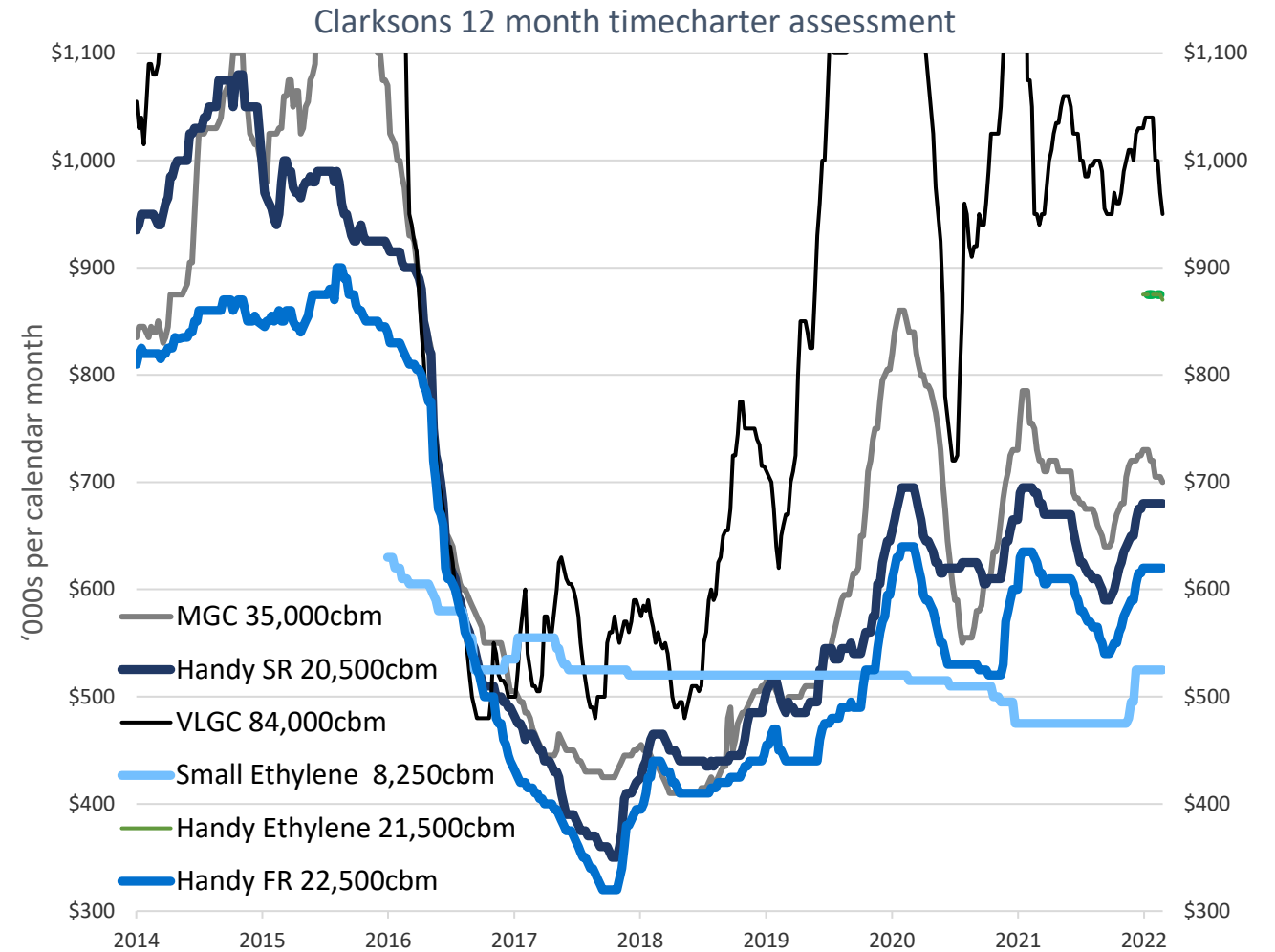
- Average utilization for 4Q21 91.4%
- 4Q21 LPG earnings days increased 10% compared to 3Q21
- 4Q21 Petrochemical earnings days increased 16% compared to 3Q21
- 1Q22 Utilization expected >90%



Rate Environment Remains Firm



- Handysize segments moving sideways for the first two months of 1Q22 with activity picking up during second half March. The larger segments are slightly down.
- Handy Ethylene \$870kpcm
- Handy Semi-Ref \$680kpcm
- Handy Fully-Ref \$620kpcm

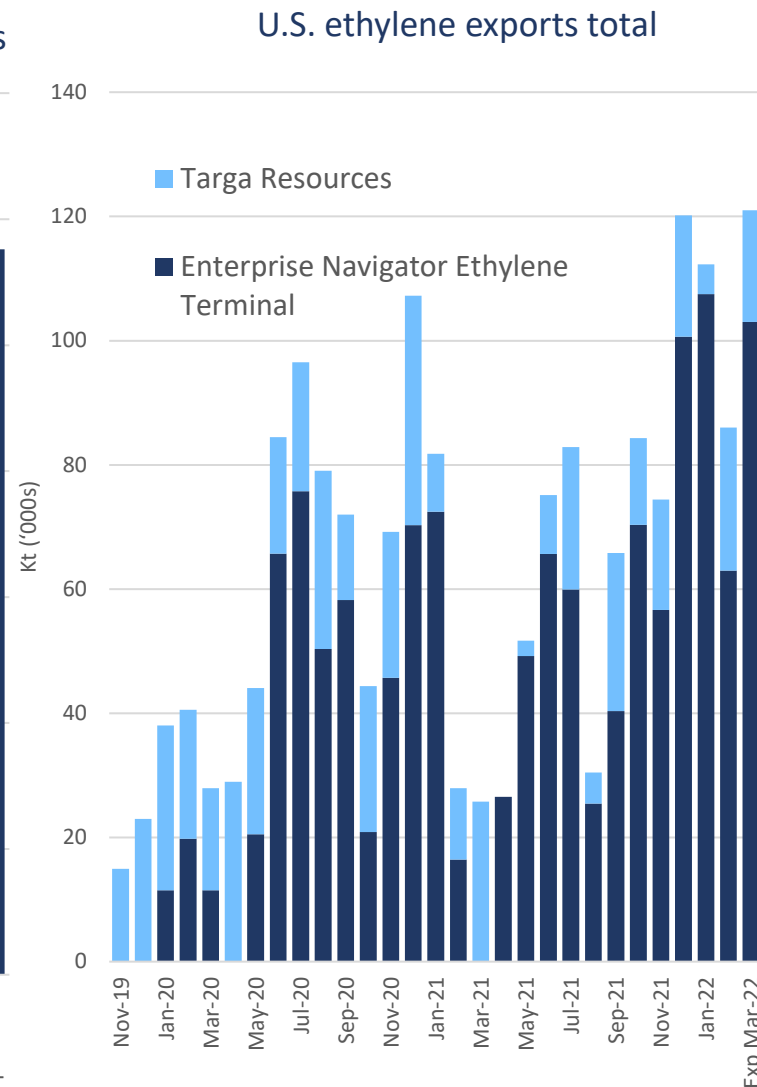
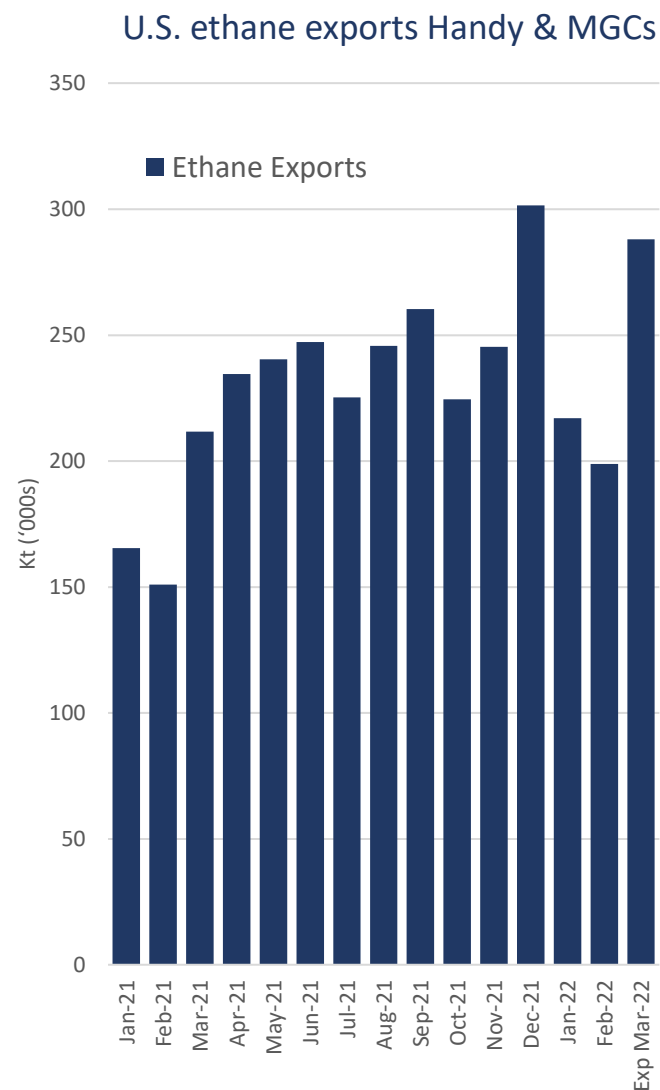


Clarksons, March 2022

U.S. Ethane & Ethylene



- U.S. ethane exports on Handysize & MGCs increasing due to price competitiveness vs oil
- U.S. ethylene exports ramping up after Lunar New Year & winter Olympics



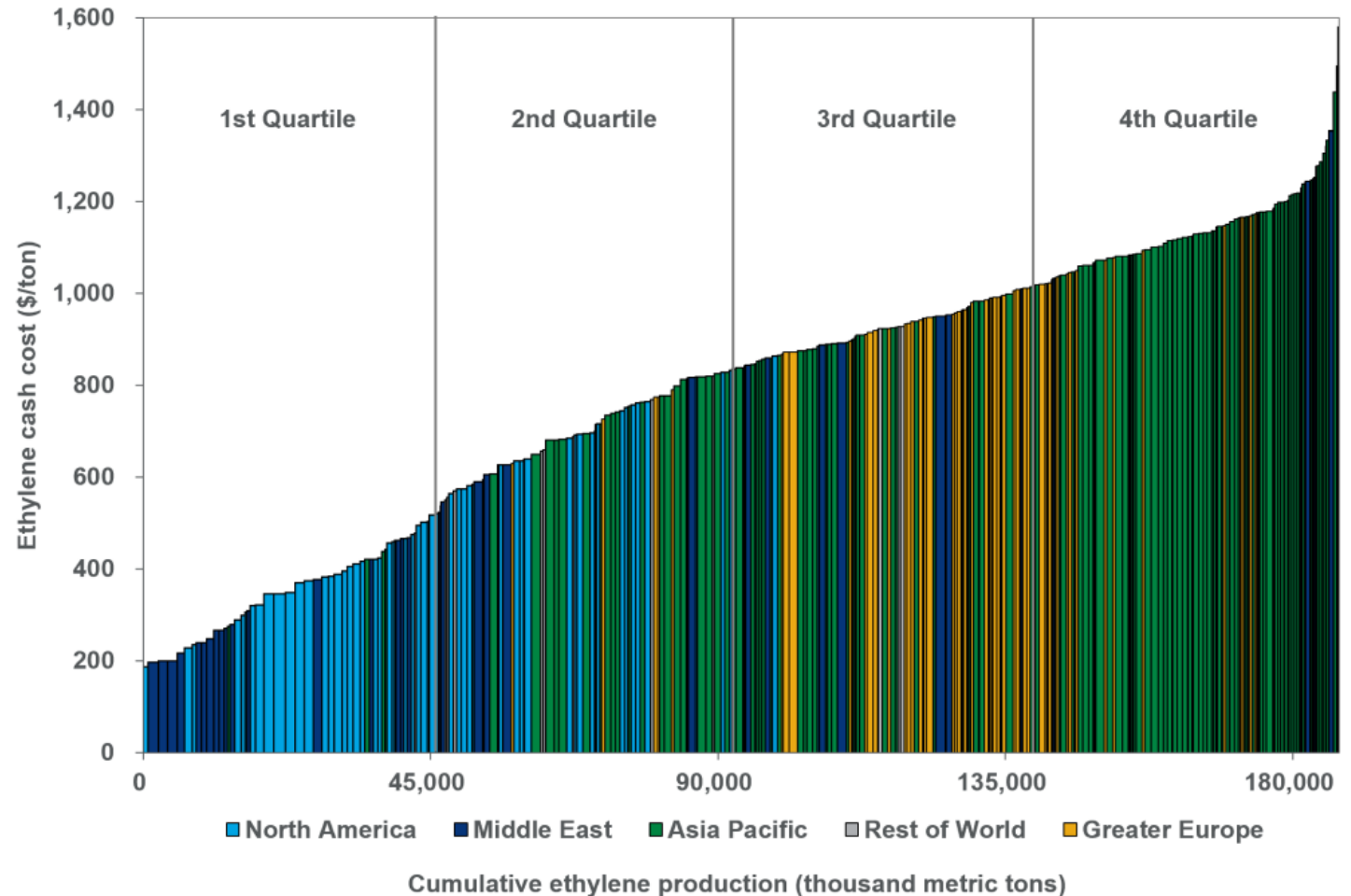
Kpler, March 2022

Brent >\$100bbls Strengthens American Ethylene Competitiveness



- Brent >\$100bbls increases North American ethylene competitiveness compared to European and Asian production.
- American production solidifies its unique position in 1st quartile with costs on average 3-4 times lower than marginal ethylene production costs seen in the 4th quartile.

2022 global ethylene cost curve at \$100/bbl oil case



Wood-MacKenzie, Feb 2022

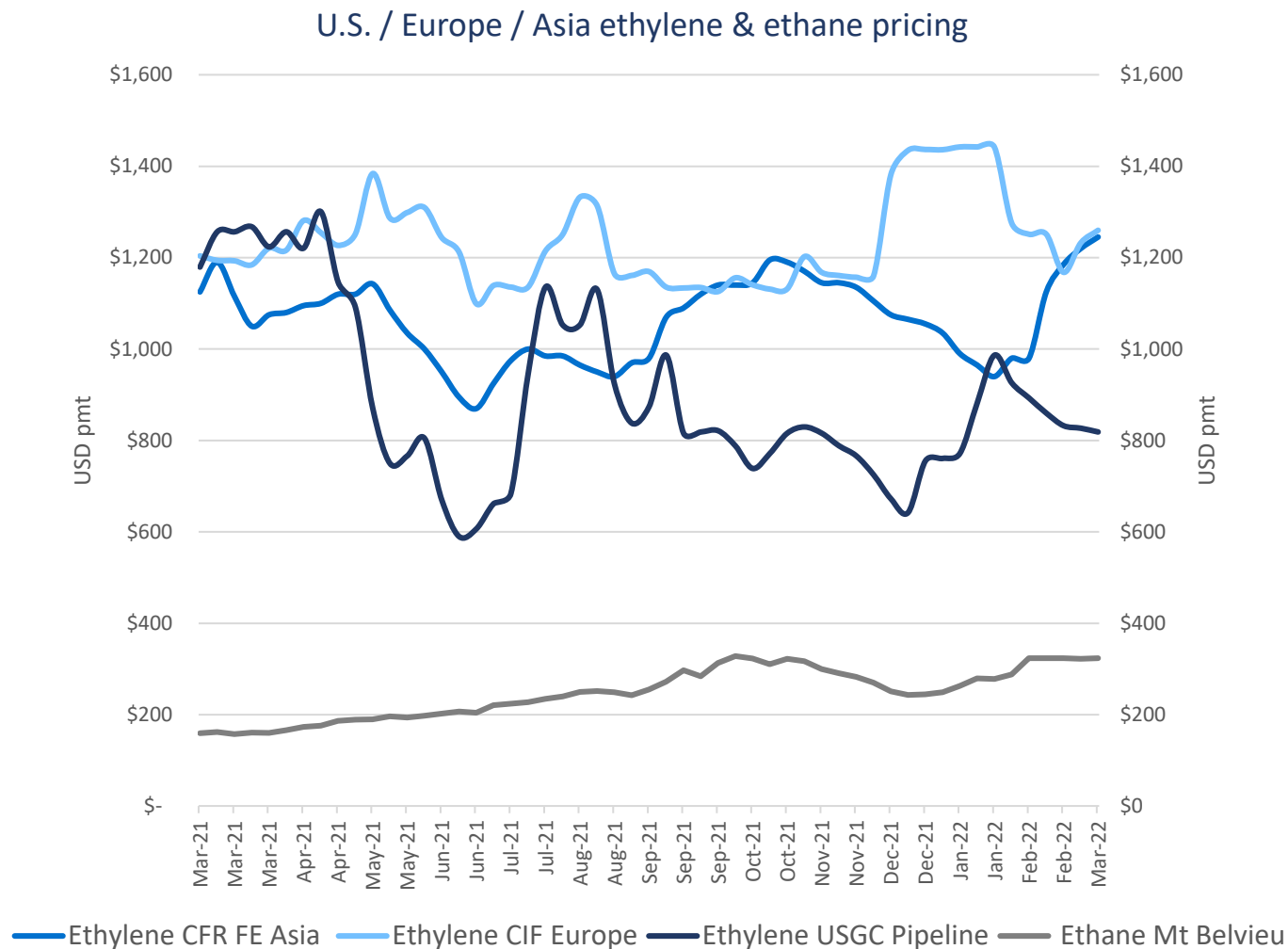
Appendix



Ethylene Pricing



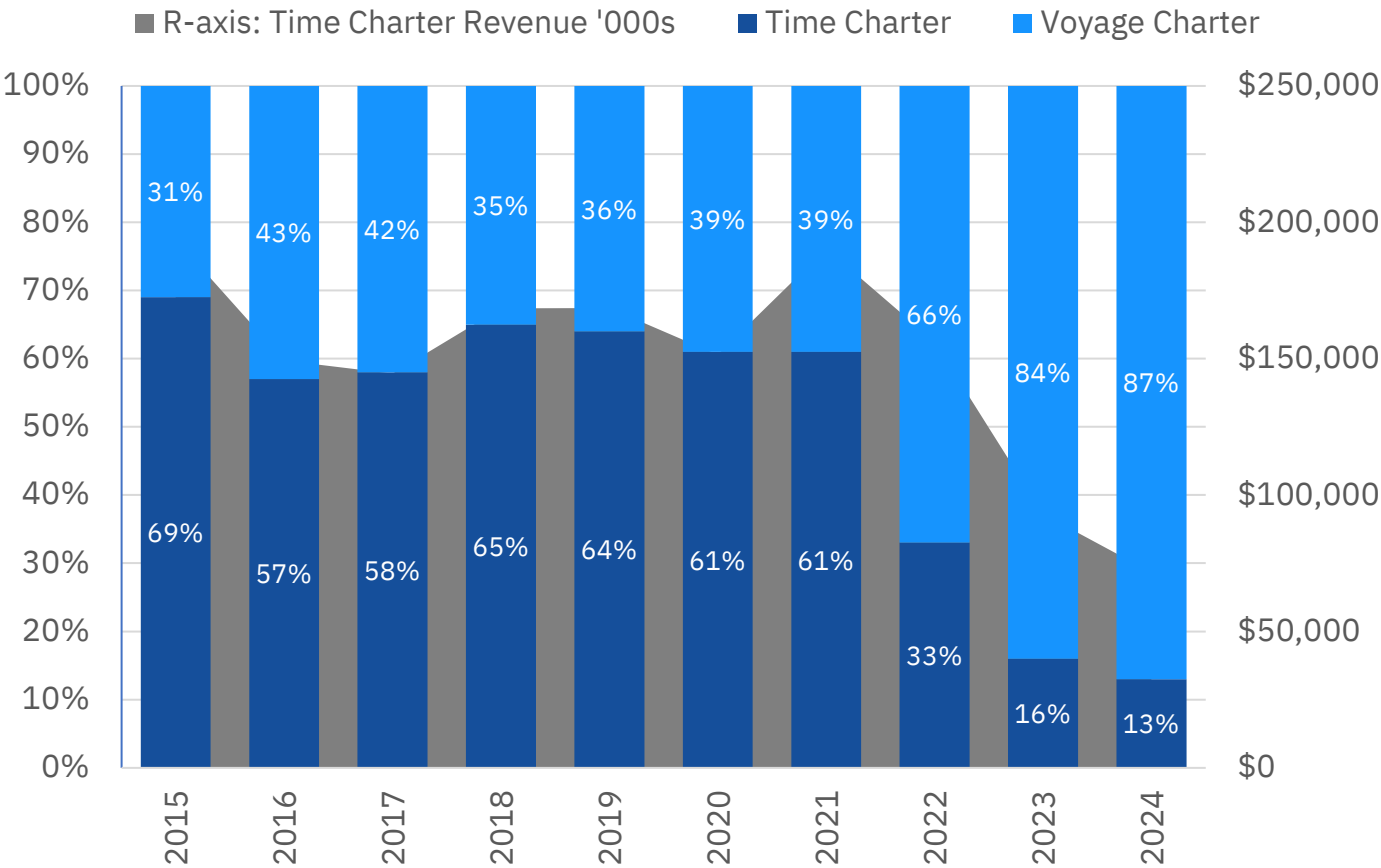
- U.S. ethylene prices becoming more competitive in the international markets
- European & Asian looking for naphtha (oil) produced ethylene substitution
- U.S. arbitrage apparent both Trans-Atlantic & Trans-Pacific



Argus, March 2022

Coverage Snapshot

- New + extension of time-charter negotiations is a continuous process throughout the
- Historic time-charter coverage >50%
- Contracted coverage 2022-2024 totaling \$320m





Investor Relations

investorrelations@navigatorgas.com

