

NAVIGATOR GAS



Stifel Presentation

August 2017



Navigator Holdings Ltd. "NVGS"

This presentation contains certain statements that may be deemed to be “forward-looking statements” within the meaning of applicable federal securities laws. Most forward-looking statements contain words that identify them as forward-looking, such as “may”, “plan”, “seek”, “will”, “expect”, “intend”, “estimate”, “anticipate”, “believe”, “project”, “opportunity”, “target”, “goal”, “growing” and “continue” or other words that relate to future events, as opposed to past or current events. All statements, other than statements of historical facts, that address activities, events or developments that Navigator Holdings Ltd. (“Navigator” or the “Company”) expects, projects, believes or anticipates will or may occur in the future, including, without limitation, acquisitions of vessels, the outlook for fleet utilization and shipping rates, general industry conditions, future operating results of the Company’s vessels, capital expenditures, expansion and growth opportunities, business strategy, ability to pay dividends and other such matters, are forward-looking statements. Although the Company believes that its expectations stated in this presentation are based on reasonable assumptions, actual results may differ any expectations or goals expressed in, or implied by, the forward-looking statements included in this presentation, possibly to a material degree.

Navigator cannot assure you that the assumptions made in preparing any of the forward-looking statements will prove accurate or that any long-term financial goals will be realized. All forward-looking statements included in this presentation speak only as of the date made, and Navigator undertakes no obligation to update or revise publicly any such forward-looking statements, whether as a result of new information, future events, or otherwise. In particular, Navigator cautions you not to place undue weight on certain forward-looking statements pertaining to potential growth opportunities or long-term financial goals set forth herein.



TABLE OF CONTENTS

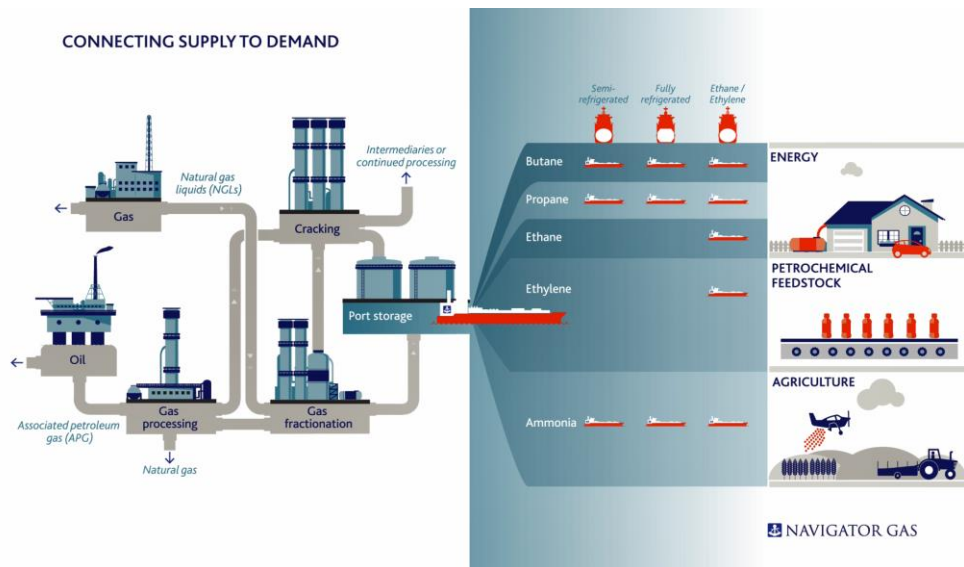
NAVIGATOR GAS

MARKET

FINANCIAL INFORMATION

APPENDIX

Enabling opportunities in Energy, Plastics and Fertiliser markets

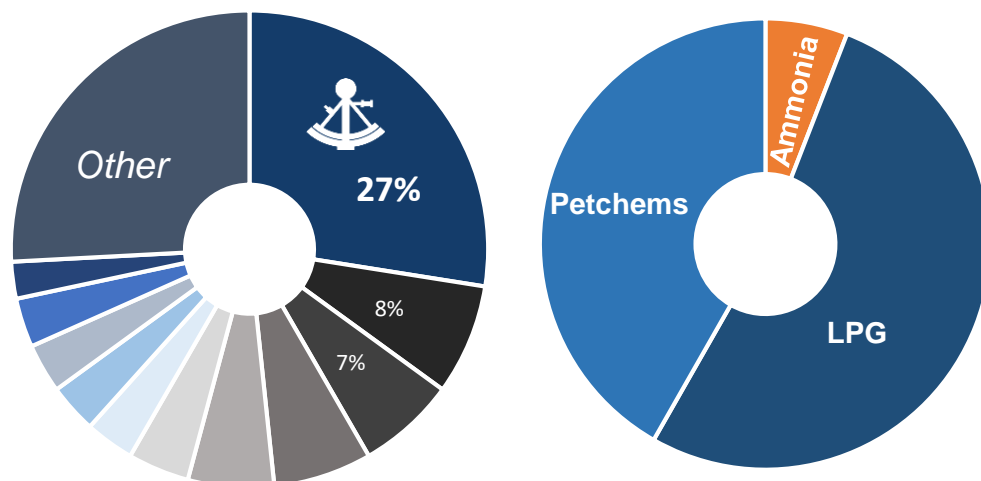


Global Trade Diversification

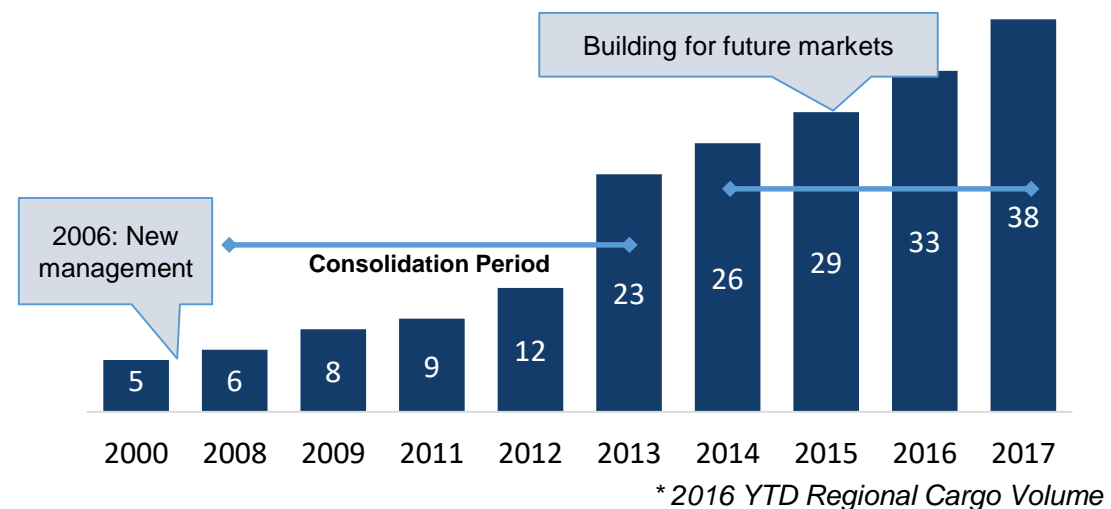
*Europe 31% Africa & MEG 25% Asia 22% SAM 12% NAM 10%



Leading Handysize Market Share | Cargo Diversification



Growing Together with Our Customers

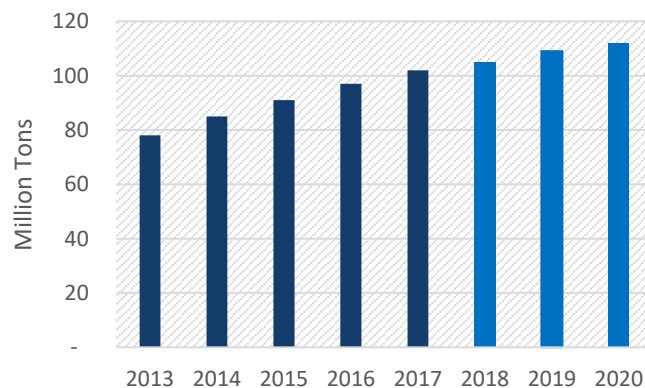


Global Seaborne Transportation



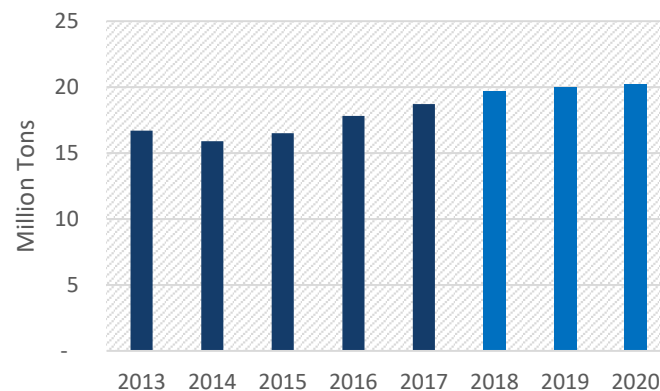
Strong Growth

LPG



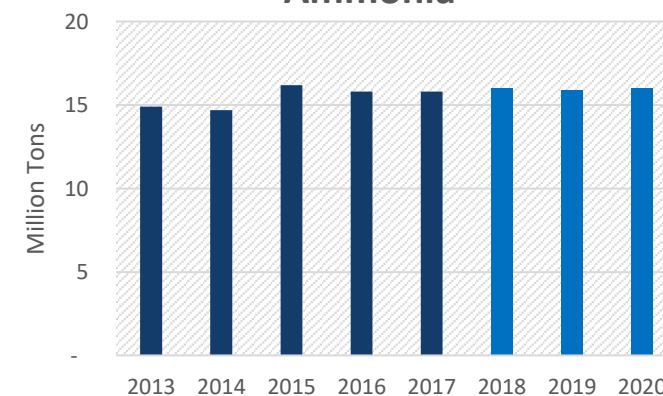
Increasing Ton-Miles

Petrochemicals









Steady Market Diversification

Ammonia



Source: Viamar 2017

Vessel Type			Existing Number of Vessels	Order Book	
				Vessels on Order	% of Fleet (# vessels)
Very Large Gas Carrier >60,000 cbm	Fully-Refrigerated		261	30	12%
Large Gas Carrier 40,000 - 59,999 cbm	Fully-Refrigerated		24	-	-
Medium Gas Carrier 25,000 - 39,999 cbm	Fully-Refrigerated		92	10	11%
	Ethylene / Ethane		13*	1	8%
Handysize Gas Carrier 15,000 - 24,999 cbm	Fully-Refrigerated		26	-	-
	Semi-Refrigerated		59	5	8%
	Ethylene		24	4	17%
Small Gas Carrier 5,000 - 14,999 cbm	Semi-Refrigerated / Pressure		336	12	4%
Small Gas Carrier <4,999 cbm	Semi-Refrigerated / Pressure		633	4	1%

* 11 of the 13 MGC's are on long term time charters and the remaining 2 vessels are owned by Navigator

Source: Clarksons, 2017

Fully Refrigerated

Prismatic tanks
 Steel thickness = 10mm
 Max pressure = 0.2 bar
 Typical size = 15,000 - 80,000+ cbm
 (95,000-500,000 barrels)



Semi Refrigerated

Cylindrical Bi Lobe
 Steel thickness = 20mm
 Max pressure = 5.9 bar
 Typical size = 5,000 - 25,000 cbm
 (30,000-150,000 barrels)



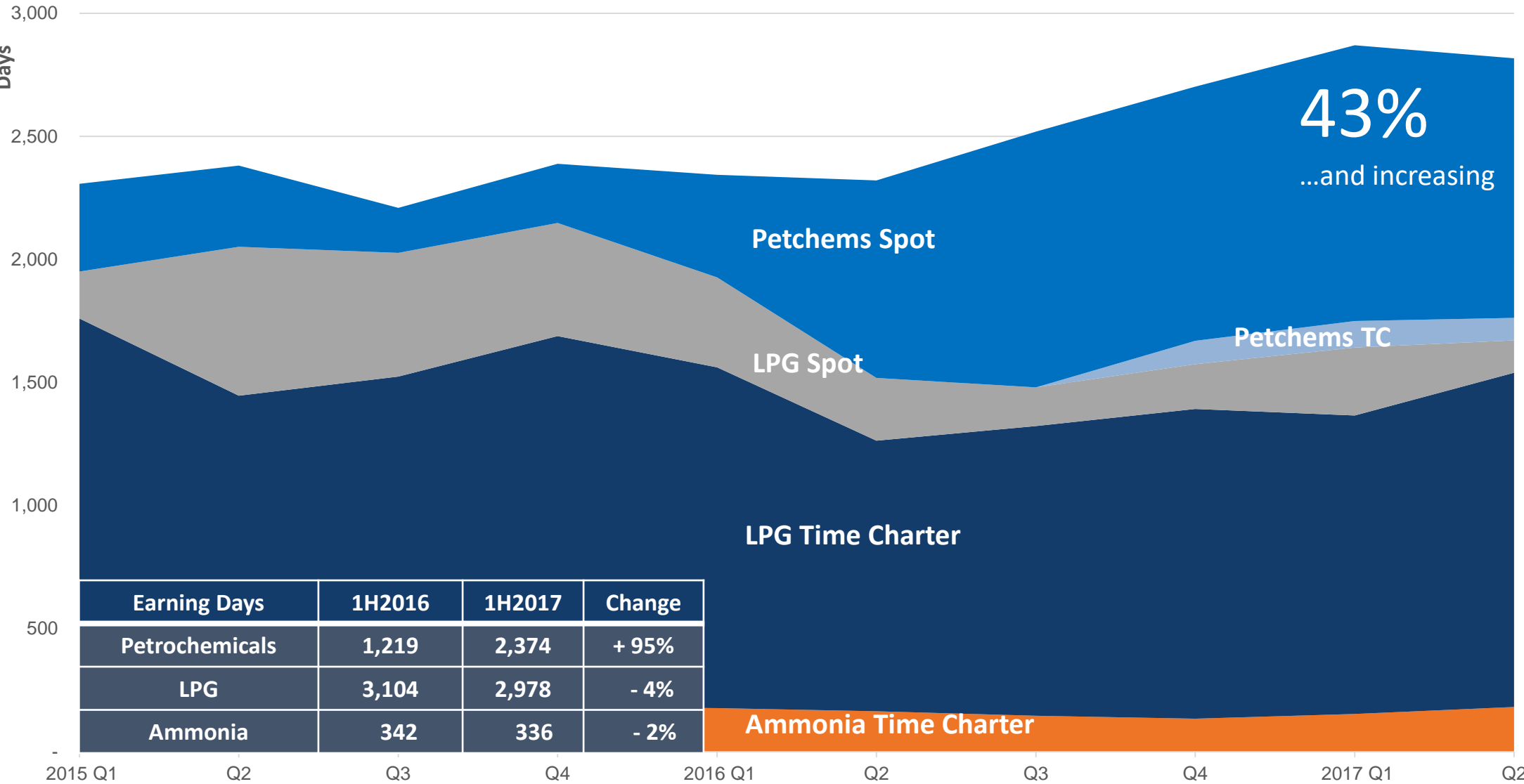
Pressurised

Cylindrical Bottle
 Steel thickness = 32mm
 Max pressure = 18 bar
 Typical size = 500 - 11,500 cbm
 (3,000-7,000 barrels)



Load Cargo type	Cooled	✓	✓	—
	Pressurized	—	✓	✓
Cargo Capability (Boiling Temp)	Butane (23°F/-5°C)	✓	✓	✓ Ambient
	Ammonia (-27°F/-32°C)	✓	✓	
	Propane (-52°F/-46°C)	✓	✓	✓ Ambient
	Ethane (-128°F/-88°C)	—	✓	—
	Ethylene (-155°F/-103°C)	—	✓	—

Total Earning Days 2015 to 2017



OUR GLOBAL FOOTPRINT IN PETROCHEMICALS IS CHANGING



Larger parcel-sizes

Increasing voyage
duration

Long term structural approach to
contracts

Shift from Middle East
to U.S. focus

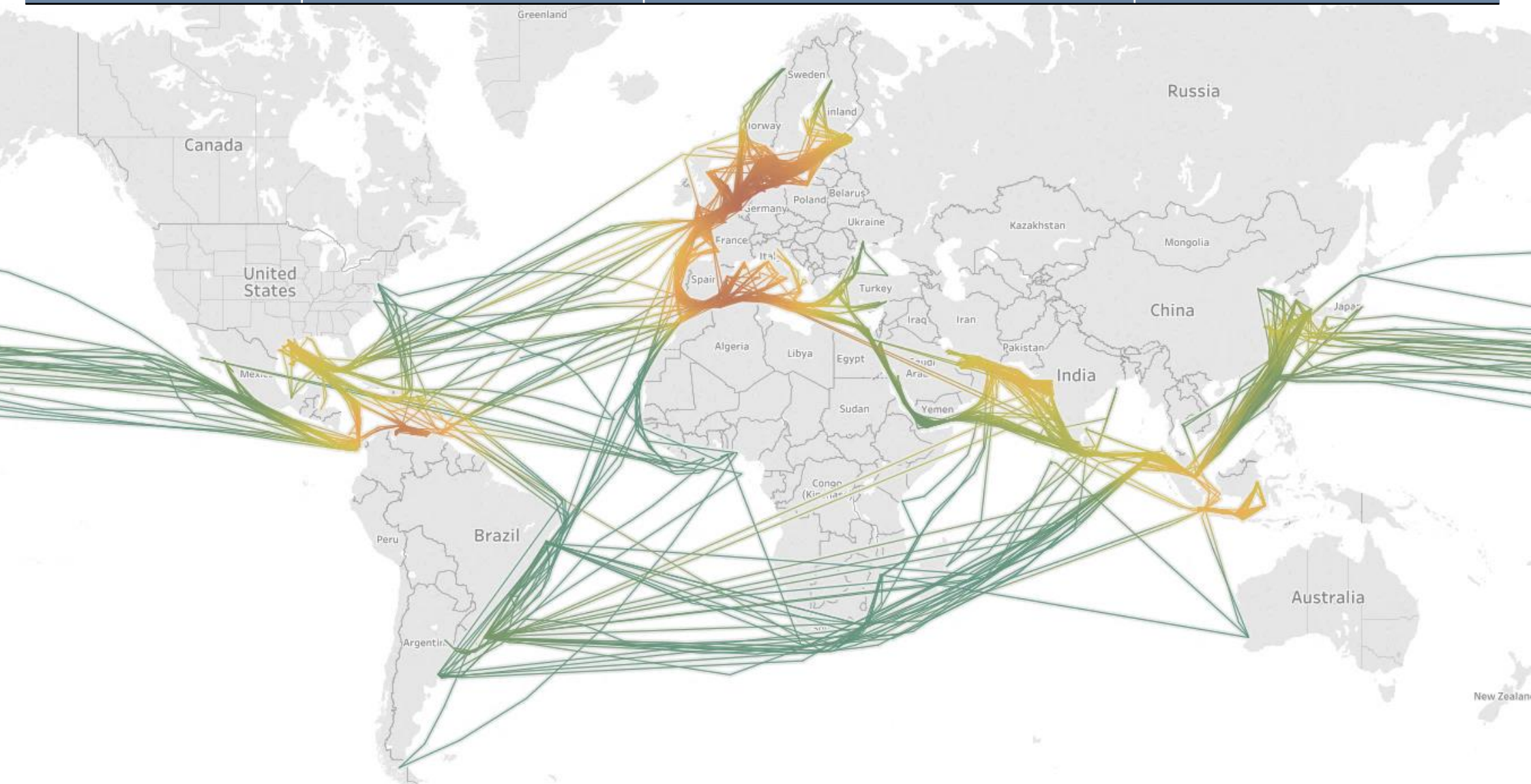


TABLE OF CONTENTS

BACKGROUND

NAVIGATOR GAS

MARKET

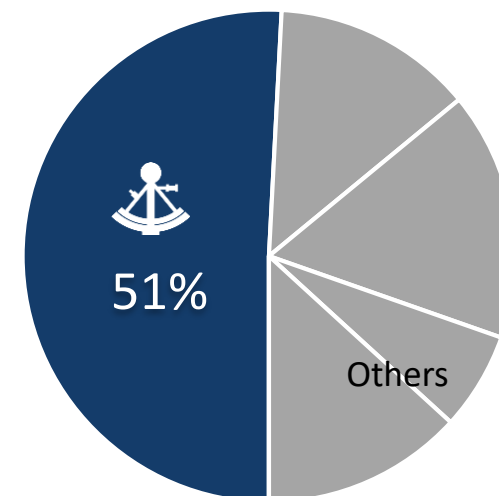
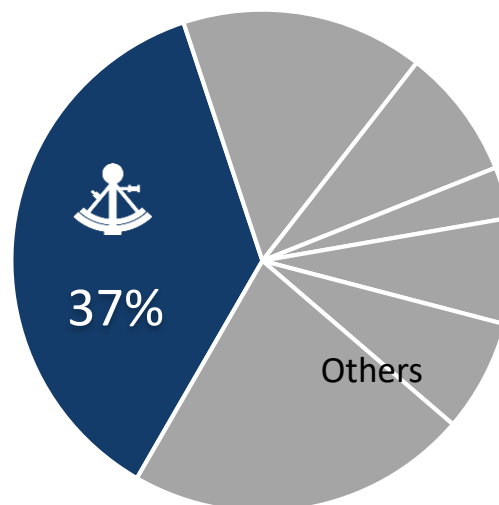
FINANCIAL INFORMATION

APPENDIX

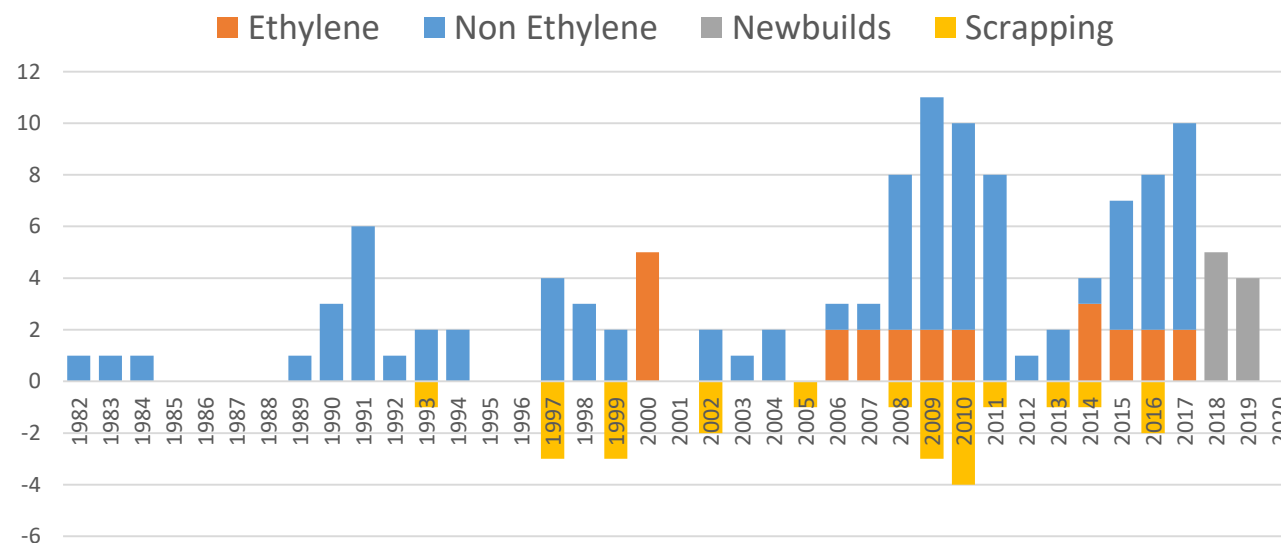
HANDYSIZE GAS FLEET OVERVIEW

Owner	Existing Fleet	On Order	Total	Ethylene
Navigator Gas	33	-	33	[10]
Ultragas	9	-	9	-
Petredec	6	2	8	[4]
Solvang	4	4	8	[8]
Naftomar	7	-	7	-
Harpain	5	-	5	[4]
Beneleux	4	-	4	-
Pacific Carriers	4	-	4	-
Schulte	4	-	4	-
Stealth Gas	1	3	4	-
Yara	3	-	3	-
Other	29	-	29	[2]
	109	9	118	[28]

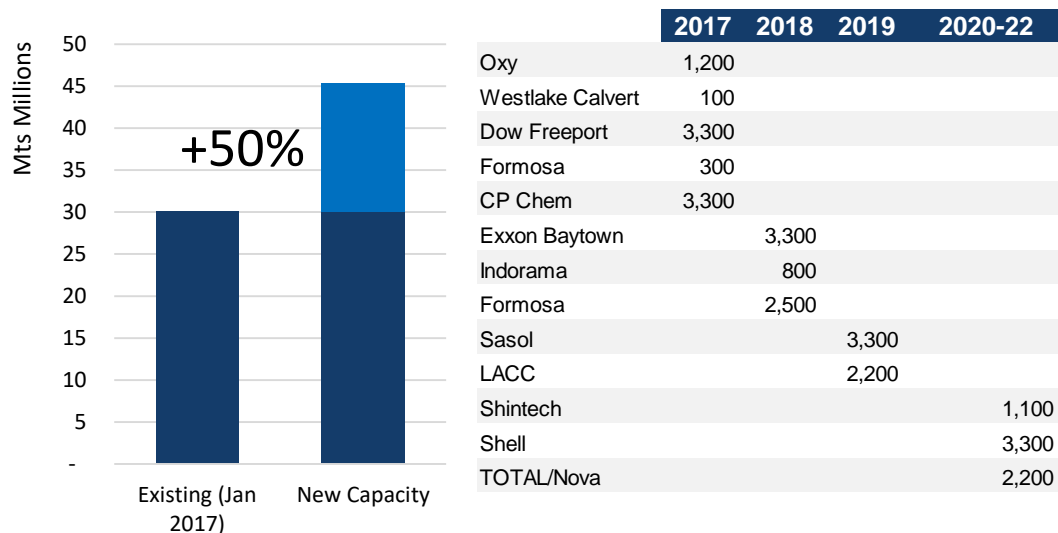
Market Share 15,000 – 40,000cbm Ethylene Vessels : Available capacity from 2018



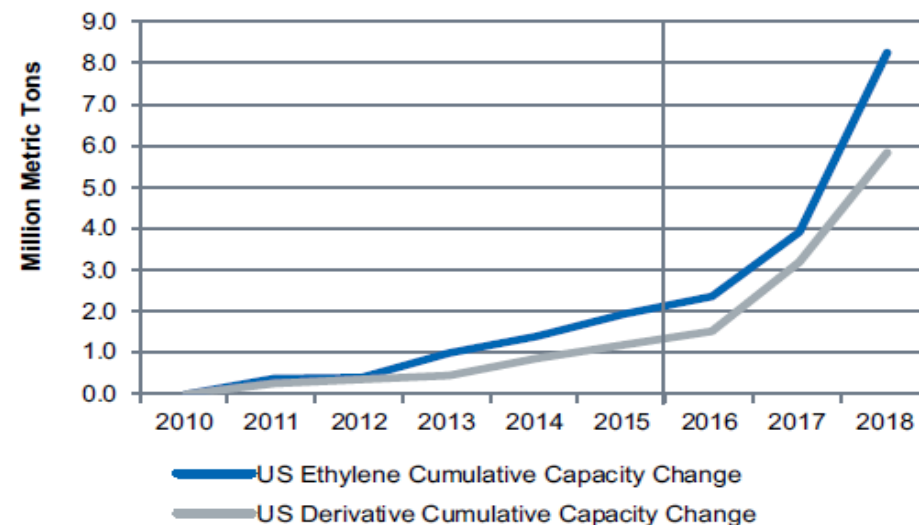
Handysize Fleet Demographics



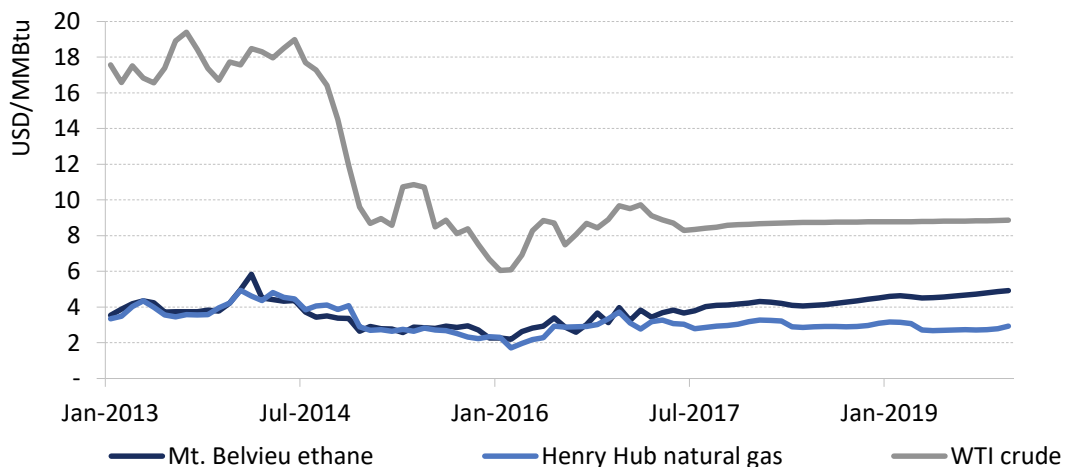
US Ethylene expansions 2017 – 2022



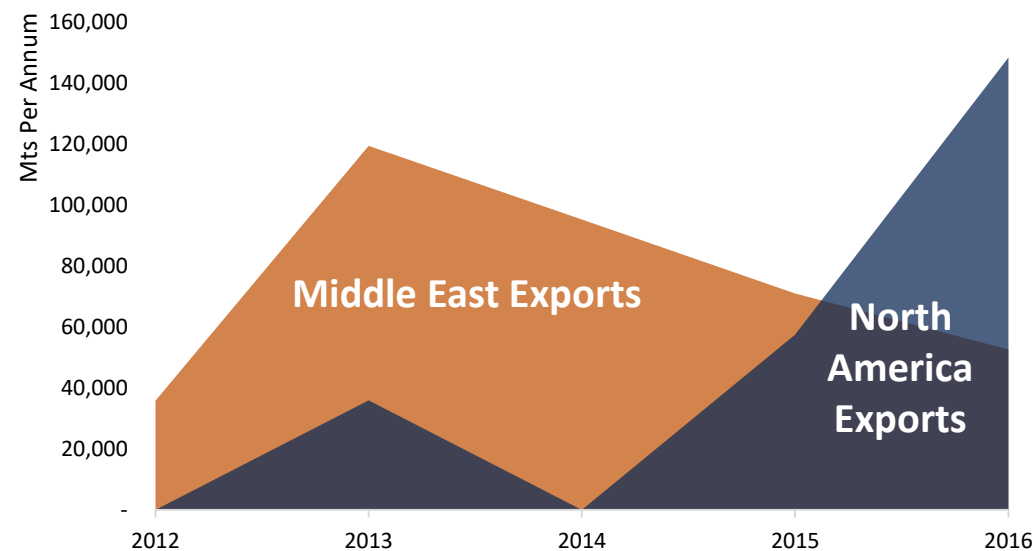
U.S. Ethylene production vs domestic demand



U.S. Gas Prices Underpins C2 Production Cash Cost



Structural Shift for our C2 exports: U.S. in focus



Source: ESI, Bloomberg, 2017, & IHS, 2016



Source:  PetroChemWire



TABLE OF CONTENTS

BACKGROUND

NAVIGATOR GAS

MARKET

FINANCIAL INFORMATION

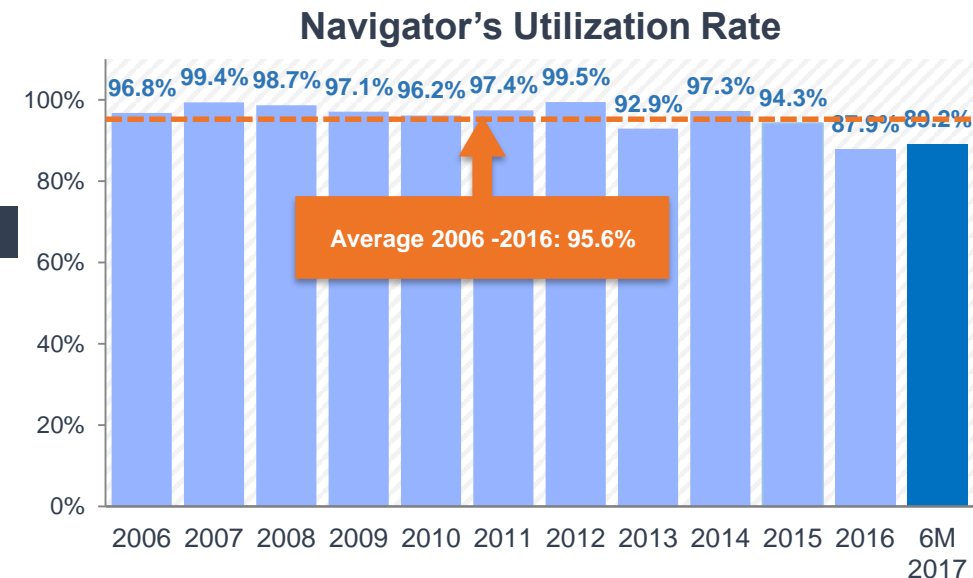
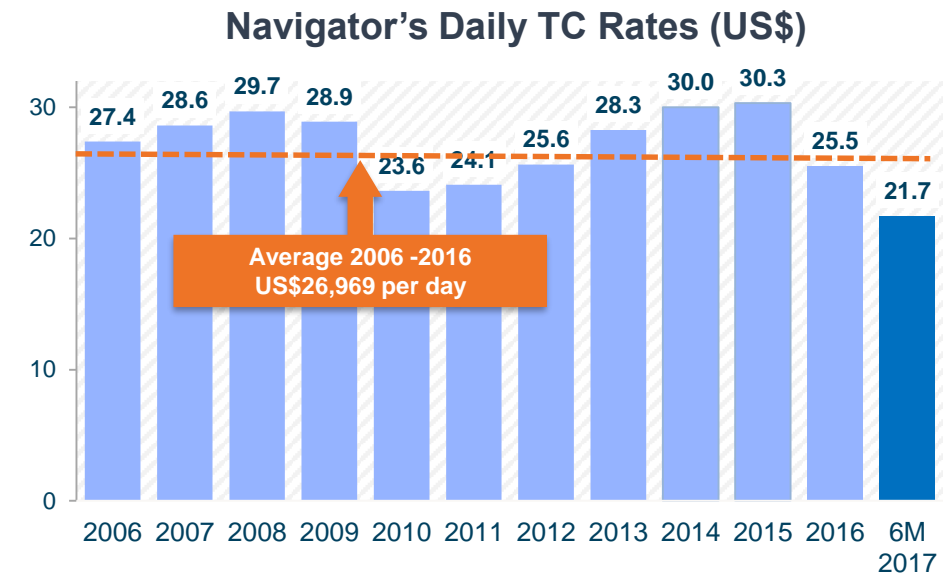
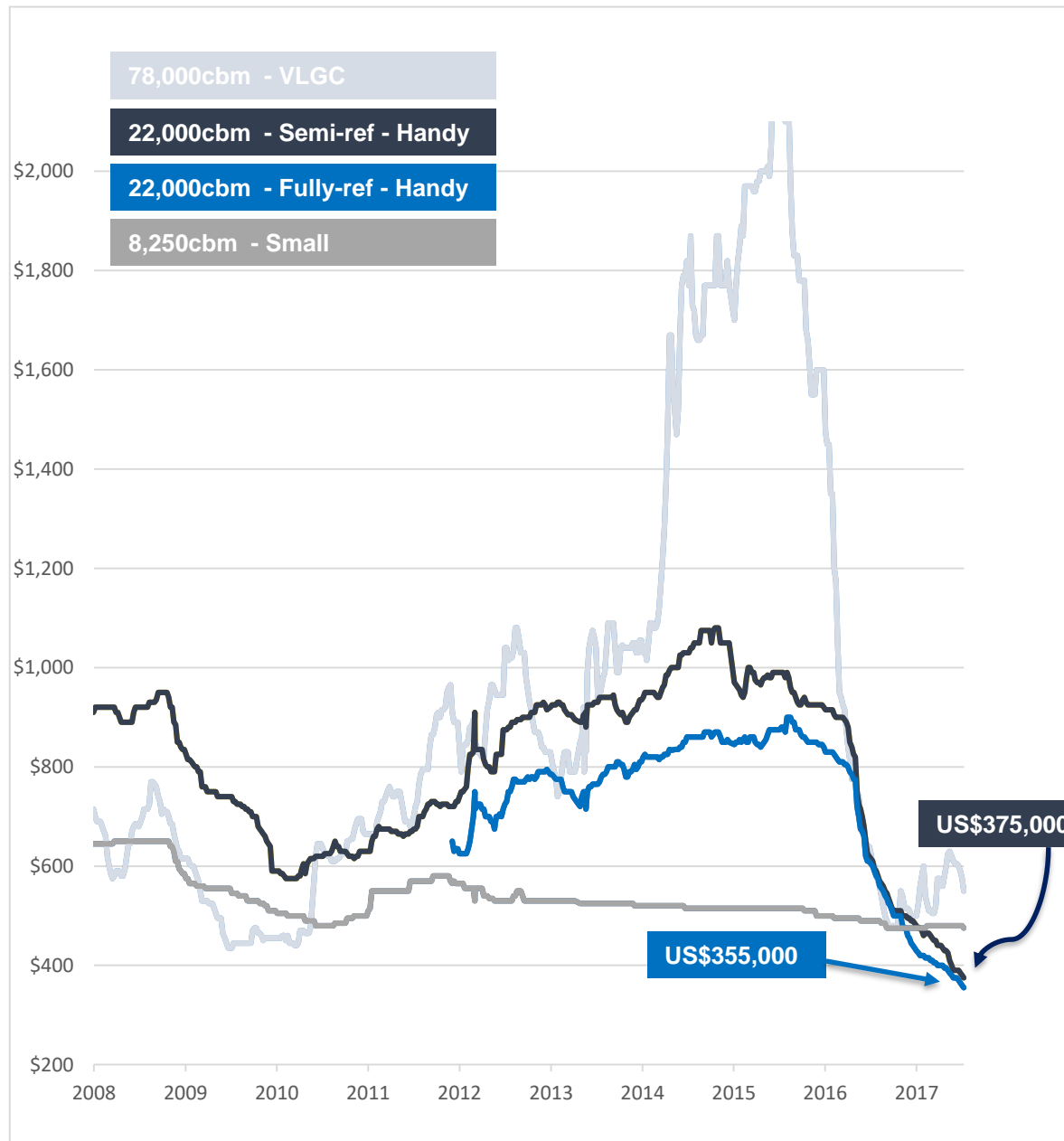
APPENDIX



2017 6M HIGHLIGHTS

Gross Revenue	EBITDA	NET INCOME
US\$151.7m	US\$64.1m	US\$5.0m
Vessels owned	Avg daily charter rate	Fleet Utilization
36	US\$21,657	89.2%

GAS CARRIER CHARTER RATES



Source: Clarksons Platou Gas 2016

Total US\$ 622.1M in committed revenue

2017-2020			2020+
Committed Revenue	EBITDA	Average TCE	Committed Revenue
US\$419.72M	US\$288.8M	US\$25,616	US\$202.4M

Committed revenue for the Navigator fleet

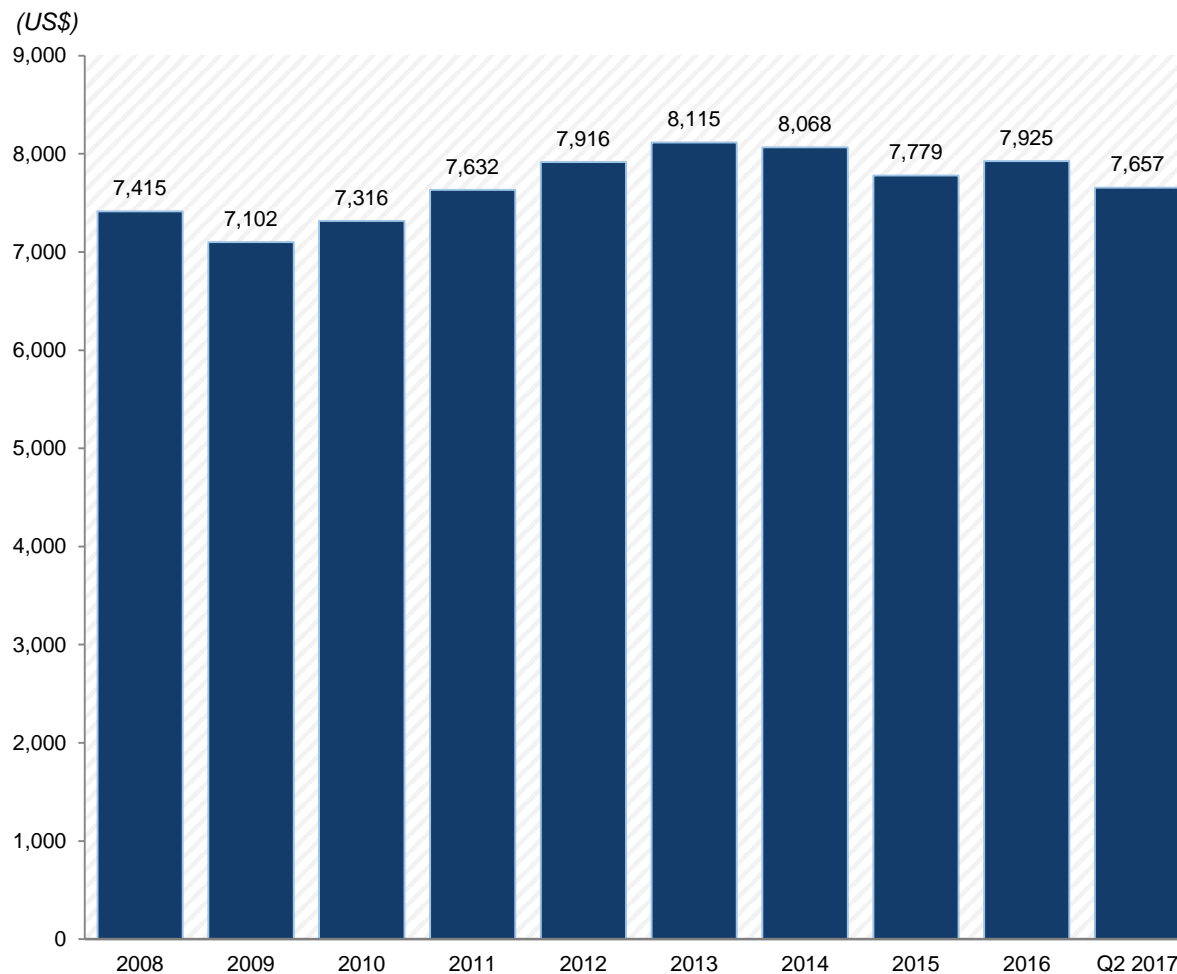
	Remaining 6 months 2017	2018	2019	2020	Total
Available days	8,585	13,716	13,630	13,737	49,668
Committed charter days¹	4,890	4,566	4,009	2,920	16,385
Uncommitted days	3,695	9,150	9,621	10,817	33,283
Charter coverage	56.96%	33.29%	29.41%	21.26%	32.99%
Committed revenue (US\$'M)	111.5	119.26	109.64	79.34	419.72³
Average committed TC equivalent rate (US\$ / d)	22,797	26,118	27,349	27,171	25,616
Committed EBITDA² (US\$'M)	76.6	81.1	76.1	54.9	288.8

1) The committed revenue as at 30/6/2017, including the continuation of the charters in Indonesia.

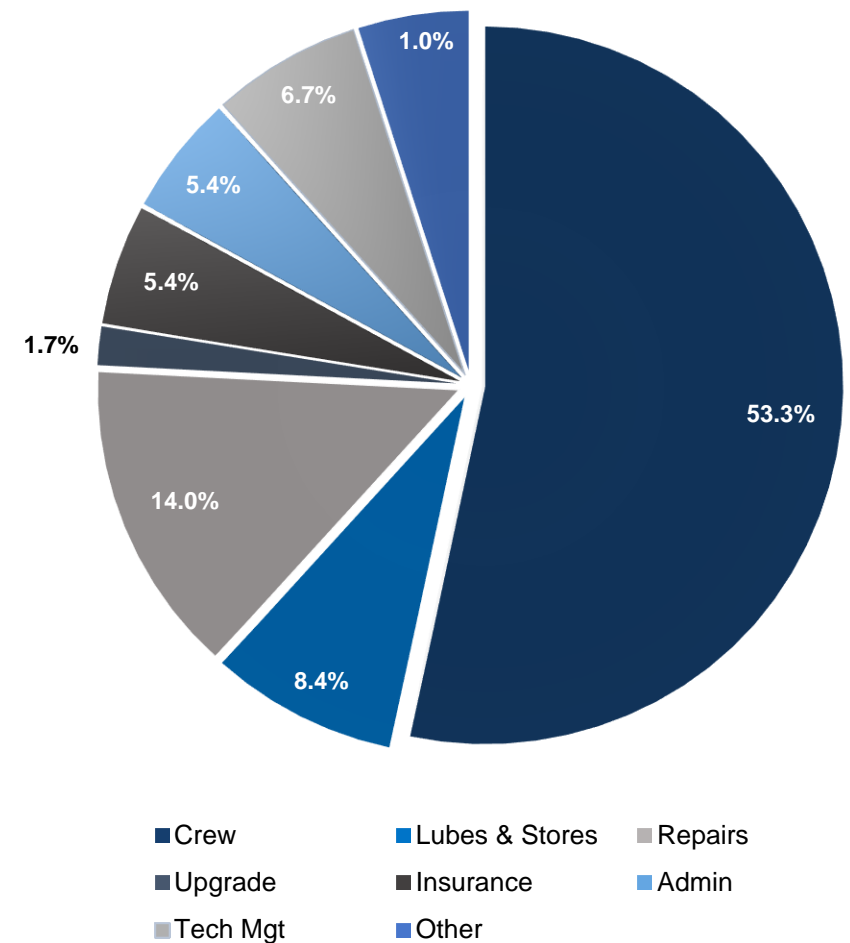
2) Committed EBITDA calculated as contracted revenue less estimated vessel operating expenses based on average for FY 2016, excluding estimated broker commissions and other charter-related fees and expenses, any non-charter related costs such as general and administrative costs, drydocking expenses and other costs.

3) The total committed revenue beyond 2020 of \$202.4 is excluded, represented by 6 vessels on committed time charters which expire up to December 2026.

Navigator's Daily Operating Expenses



Analysis of Operating Expenses



BREAK EVEN ANALYSIS

Comments

For the six months ended 30th of June 2017, the Company had a cash break even rate of US\$ 9,900 per day per vessel, before interest expenses and debt repayment

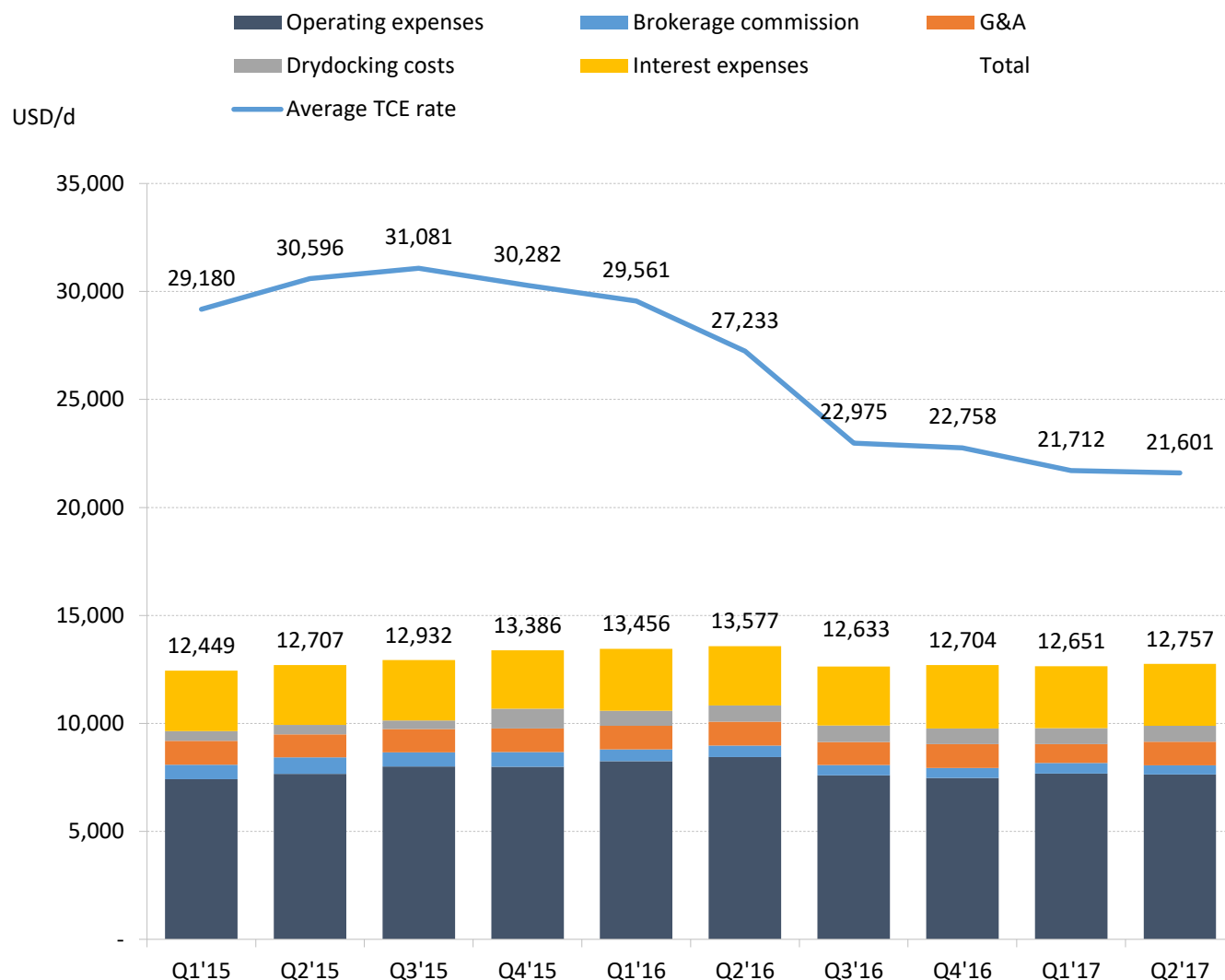
Including interest expenses, the cash break even rate increases to US\$ 12,757 per day per vessel

Including debt repayment, the cash break even rate increases to US\$ 18,669 per day per vessel

Navigator has consistently obtained an average TCE equivalent significantly above the Company's cash break even rate

Navigator gas committed revenue over the next three years at an average of US\$ 25,616 per day for 33.0% of the fleet

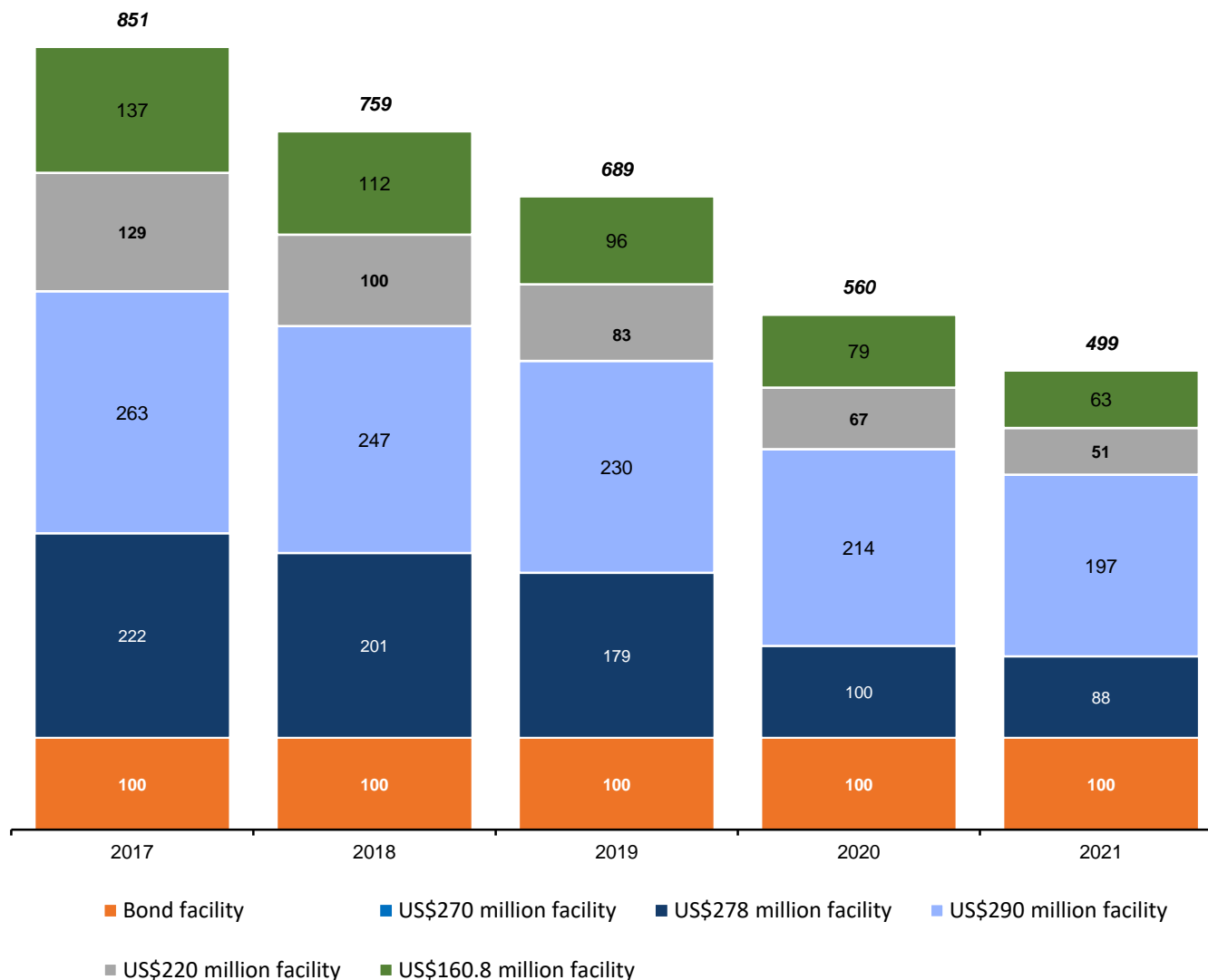
Break even and TCE rates



	(US\$'M)
As of June 30, 2017	Actual
Cash	53.8
<u>Debt</u>	
Secured term loan facilities	704.4
Unsecured Notes	100.0
Total Debt	804.4
Total Shareholders' equity	962.4
Total capitalization	1,766.8
Debt / Capitalization	45.5%

Current Lenders	
	
	
	
	
	
	

Lending Facilities Outstanding - end of year (US\$'M)



Current Facilities

- Senior Unsecured Notes maturing in February 2021.
- US\$278 million Secured Term Loan expiring between June 2020 and April 2022
- US\$290 million Secured Term Loan expiring from December 2022
- US\$220 million Secured Term Loan expiring in January 2024
- US\$160.8 million Secured Term Loan expiring in June 2023

Revolving Credit Facility

- US\$220 million Revolving Credit Facility has \$48.1 million available to drawdown
- US\$160.8 million Revolving Credit Facility has \$23.8 million available to drawdown

(US\$'M)	2011	2012	2013	2014	2015	2016	6 Months 2017
Assets							
Cash and cash equivalents	26.7	150.9	194.7	62.5	87.8	57.3	53.8
Other current assets	11.2	20.3	31.9	22.0	37.2	36.5	44.9
Vessels in operation (net)	455.3	586.7	1,026.3	1,145.1	1,264.4	1,480.4	1,638.2
Vessels under construction	30.2	20.1	60.2	131.4	170.8	150.5	55.1
Other fixed assets	1.4	54.1	12.1	9.5	10.4	9.9	10.6
	524.8	832.1	1,325.2	1,370.5	1,570.6	1,734.6	1,802.6
Liabilities and Stockholders' equity							
Current liabilities	23.2	16.2	29.0	21.9	30.3	24.2	26.8
Secured term loan facilities	129.5	243.2	450.5	417.9	505.3	653.9	713.4
Senior unsecured bond	0.0	125.0	125.0	125.0	125.0	100.0	100.0
Common Stock - \$0.01 par value; 400 million shares authorized	0.1	0.1	0.6	0.6	0.6	0.6	0.6
Additional paid-in capital	305.0	352.6	584.0	584.8	586.4	588.0	588.8
Accumulated other comprehensive income	-0.1	-0.1	-0.1	-0.3	-0.5	-0.3	-0.1
Retained earnings	67.1	95.1	136.2	220.6	323.5	368.2	373.2
Total stockholders' equity	372.1	447.7	720.7	805.7	910.0	956.5	962.4
	524.8	832.1	1,325.2	1,370.5	1,570.6	1,734.6	1,802.6

FINANCE: INCOME STATEMENT

(US\$'M)	2012	2013	2014	2015	2016	6 Months 2017
Net operating revenue	118.9	189.0	259.9	281.5	251.9	123.2
Operating expenses:						
Address and brokerage commissions	4.2	5.5	6.7	7.0	5.8	2.9
Charter in costs	11.3	6.8	9.1	-	0.0	-
Vessel operating expenses	32.8	60.3	70.2	78.8	90.9	48.9
Depreciation and amortisation	24.2	36.6	45.8	54.0	62.3	35.9
General & administrative expenses	6.7	9.6	12.6	13.6	15.0	7.3
Sale of vessel	0.0	0.0	0.0	-0.6	0.0	-
Total operating expenses	79.2	118.8	144.4	152.8	174.0	95.0
Operating Income	39.7	70.2	115.5	128.7	78.0	28.1
Net interest expense	-8.7	-27.5	-26.9	-29.8	-32.1	-22.9
Income before income and taxes	31.0	42.7	88.6	98.9	45.8	5.3
Income taxes	-0.5	-0.5	-0.9	-0.8	-1.2	-0.3
Net Income	30.5	42.2	87.7	98.1	44.6	5.0
Earnings per share	0.8	0.9	1.5	1.8	0.8	0.1
Avg. number of shares in issue (millions)	37.3	46.0	55.3	55.4	55.4	55.5
EBITDA	63.9	106.8	161.3	182.1	140.2	64.1

FINANCE: CASH FLOW STATEMENT

(US\$'M)	2012	2013	2014	2015	2016	6 Months 2017
Net Income	30.5	42.2	87.7	98.1	44.6	5.0
Depreciation and amortisation	24.2	36.6	45.8	53.5	62.3	35.9
Drydocking payments	-	-2.9	-5.3	-11.6	-9.9	0.0
Non cash movements	1.8	2.9	3.8	5.9	4.9	5.4
Change in working capital	-1.6	1.2	1.1	3.6	-15.2	-6.3
Net Cash from Operating Activities	54.9	80.0	133.1	149.5	86.7	40.1
Investment in fixed assets	-192.8	-467.5	-231.9	-237.8	-238.2	-123.7
Proceeds from sale of fixed assets	-	-	-	32.0	0.0	-
Net Cash for Investments	-192.8	-467.5	-231.9	-205.8	-238.2	-123.7
Change in net debt	217.5	200.3	-33.1	81.6	120.9	55.2
Change in equity	44.5	231.1	-	-	-	-
Other	-10.0	10.0	-0.3	-	-	-
Net Cash from financing	252.0	441.4	-33.4	81.6	120.9	55.2
Change in cash balance	114.1	53.9	-132.2	25.3	-30.5	-28.5

TABLE OF CONTENTS

BACKGROUND

NAVIGATOR GAS

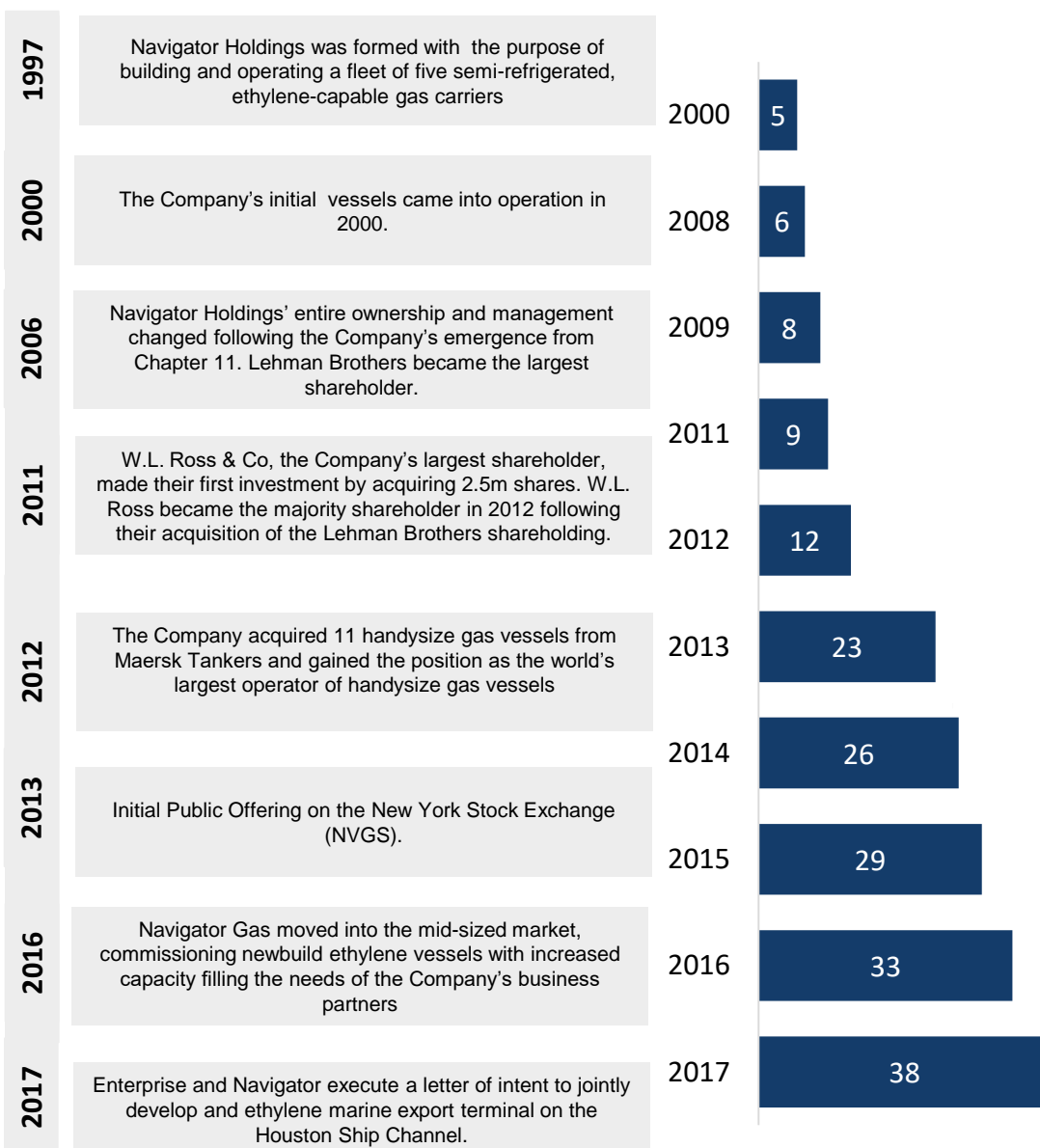
MARKET

FINANCIAL INFORMATION

APPENDIX

David Butters <i>Chairman, President and Chief Executive Officer</i>	<ul style="list-style-type: none"> ■ Chairman of the Board since August 2006 ■ Former managing director at Lehman Brothers Inc, where he was employed for more than 37 years ■ Chairman of the board of directors of GulfMark Offshore, Inc. and a member of the board of directors of Weatherford International Ltd. ■ Mr. Butters holds a BA from Boston College and an MBA from Columbia University
Niall Nolan <i>Chief Financial Officer</i>	<ul style="list-style-type: none"> ■ Appointed Chief Financial Officer of Navigator Gas in August 2006 ■ Worked for Navigator Holdings as a representative of the creditors' committee during Navigator Holdings' bankruptcy proceedings ■ Prior to that, Mr. Nolan was group Finance Director of Simon Group PLC, a U.K. public company ■ Mr. Nolan is an FCCA from the University of Limerick
Øyvind Lindeman <i>Chief Commercial Officer</i>	<ul style="list-style-type: none"> ■ Appointed Chartering Manager of Navigator Gas in November 2007, before being appointed Chief Commercial Officer in January 2014 ■ Employed for five years at A.P. Moeller-Maersk prior to joining Navigator Gas ■ Mr. Lindeman holds a BA with honours from University of Strathclyde and an Executive MBA with distinction from Cass Business School
Demetris Makaritis <i>Director of Commercial Operations</i>	<ul style="list-style-type: none"> ■ Appointed Director of Commercial Operations in April 2016 having been an Operations & Vetting Manager as well as a Technical Superintendent for the Company since joining in 2010 ■ Prior to joining Navigator, Mr Makaritis worked as an operations supervisor for Zodiac Maritime Agencies Ltd. and as a naval architect for SeaTec (V.Ships Group) in Glasgow ■ During his early career he sailed on board passenger ships as a junior engineer ■ Mr Makaritis holds a BEng (Hons) in Naval Architecture from Newcastle upon Tyne University, an MSc in Shipping, Trade & Finance from Cass Business School, London and is a Chartered Engineer.
Paul Flaherty <i>Director of Fleet & Technical Operations</i>	<ul style="list-style-type: none"> ■ Joined the Company as Director of Fleet and Technical Operations in December 2014 ■ Prior to this Mr Flaherty was employed by JP Morgan Global Maritime as VP, Asset Management ■ Spent 17 years with BP Shipping Ltd as a Fleet and Technical Manager for both oil and gas vessels ■ Mr Flaherty is a Chartered Engineer and a Fellow of the Institute of Marine Engineers & Science Technicians (IMarEST).
Tommy Hjälmås <i>Director of Newbuilds and Special Projects</i>	<ul style="list-style-type: none"> ■ Appointed Chief Operating Officer of Navigator Gas in November 2006 ■ Employed for five years at Dorchester Maritime Ltd, part of the Bernhard Schulte Group, prior to joining Navigator Gas ■ Over 25 years of experience in the shipping industry ■ Mr. Hjälmås received his BSc in marine engineering from the University of Chalmers

Company Milestones



Top 15 shareholders

Name	# shares ('000)	Ownership
1 WL Ross & Co Ltd	21,864	39.4 %
2 David Butters	1,965	3.5 %
3 Spiros Milonas	1,555	2.8 %
4 Horizon Asset Management	1,388	2.5 %
5 Oppenheimer & Co.	1,196	2.2 %
6 Steinberg Asset Management	1,179	2.1 %
7 First Manhattan Co.	1,126	2.0 %
8 Paragon JV Partners	1,050	1.9 %
9 Hollow Brook Wealth Management	855	1.5 %
10 Emancipation Management	683	1.2 %
11 Gagnon Securities	630	1.1 %
12 Alpine Associates Management	606	1.1 %
13 Fort Washington Investment Advisors	590	1.1 %
14 Westfield Capital Management Co.	583	1.1 %
15 Jupiter Asset Management	579	1.0 %

- WL Ross & Co Ltd are a major shareholder in the Company with 39.4% ownership share. WL Ross & Co Ltd made their first investment in Navigator Holdings in November 2011, and became the majority shareholder in May 2012
- The CEO of the Company, David Butters, is the second largest shareholder, owning 3.5% of the equity