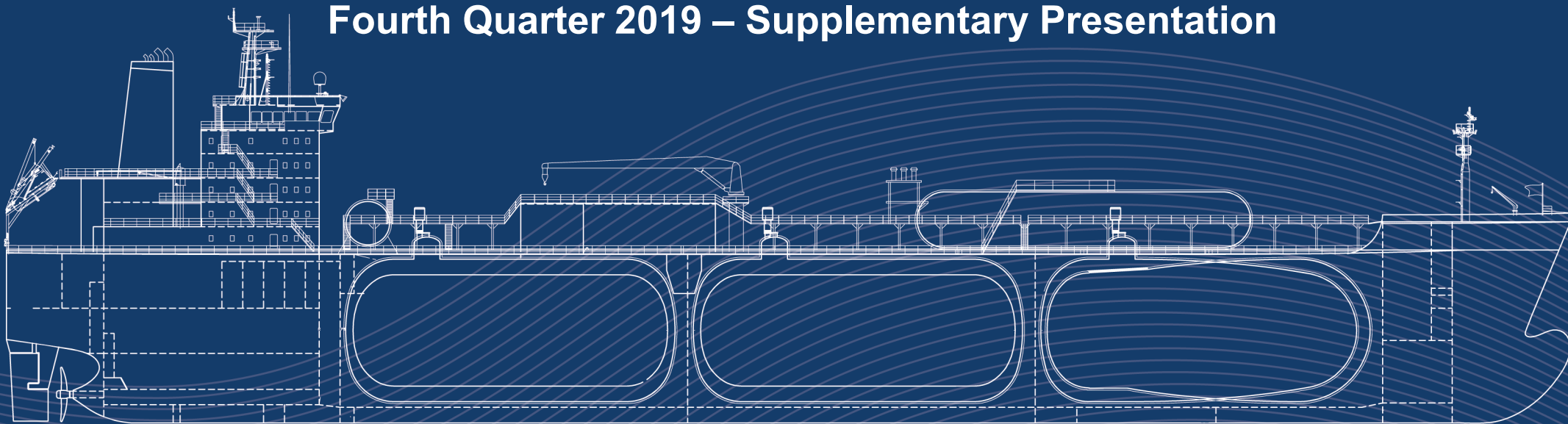


# NAVIGATOR GAS



## Fourth Quarter 2019 – Supplementary Presentation



“Navigator Holdings Ltd. (NYSE:NVGS)”

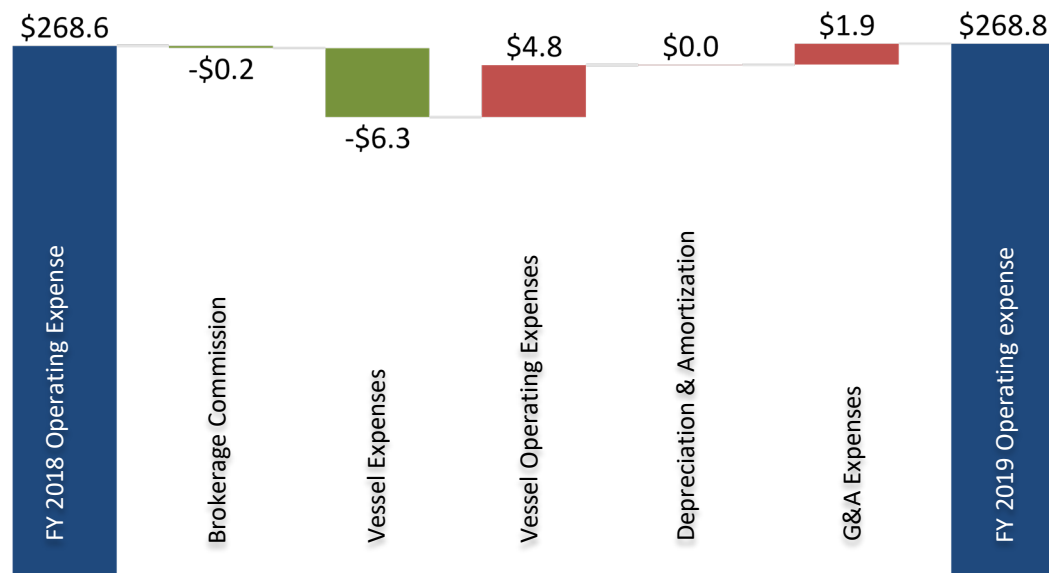


This presentation contains certain statements that may be deemed to be “forward-looking statements” within the meaning of applicable federal securities laws. Most forward-looking statements contain words that identify them as forward-looking, such as “may”, “plan”, “seek”, “will”, “expect”, “intend”, “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.

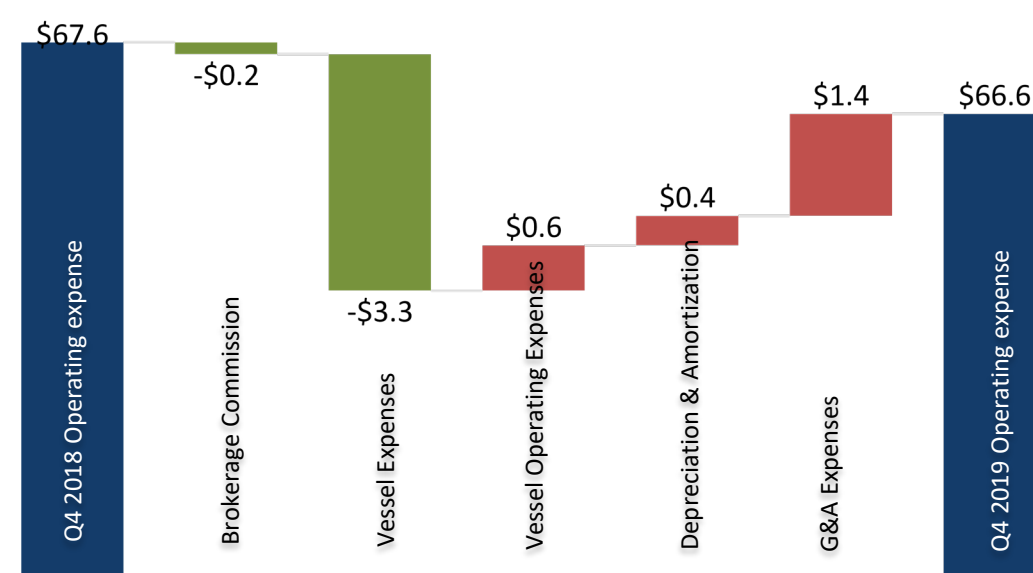
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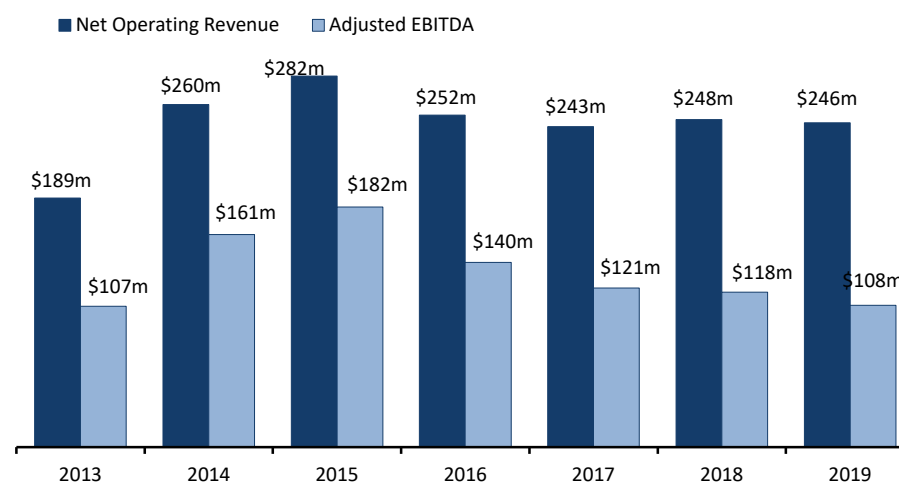
## YoY Movement in Operating expenses \$mm



## Q4 Movement in Operating expense \$mm



## Net Revenue & EBITDA \$mm



# INCOME STATEMENT



## Navigator Holdings Income Statement \$000's

|   | Three months ended<br>December 31, |           | Year ended<br>December 31, |            |
|---|------------------------------------|-----------|----------------------------|------------|
|   | 2018                               | 2019      | 2018                       | 2019       |
| <b>Operating Revenue</b>                      | 78,233                             | 76,072    | 310,046                    | 301,385    |
| <b>Operating expenses:</b>                    |                                    |           |                            |            |
| Brokerage commissions                         | 1,349                              | 1,179     | 5,142                      | 4,938      |
| Voyage expenses                               | 15,476                             | 12,129    | 61,634                     | 55,310     |
| Vessel operating expenses                     | 27,095                             | 27,733    | 106,719                    | 111,475    |
| Depreciation and amortization                 | 18,884                             | 19,303    | 76,140                     | 76,173     |
| General and administrative costs              | 4,805                              | 6,250     | 18,931                     | 20,878     |
| Total operating expenses                      | 67,609                             | 66,594    | 268,566                    | 268,774    |
| <b>Operating income</b>                       | 10,624                             | 9,478     | 41,480                     | 32,611     |
| Foreign currency gain on senior secured bonds | 2,360                              | (2,250)   | 2,360                      | 969        |
| Unrealized loss on derivative instruments     | (5,154)                            | 2,937     | (5,154)                    | (615)      |
| Net interest expense                          | (11,724)                           | (11,943)  | (44,054)                   | (48,094)   |
| Income/(loss) before income taxes             | (3,894)                            | (1,778)   | (5,368)                    | (15,129)   |
| Income taxes                                  | 33                                 | (47)      | (333)                      | (352)      |
| Share of result of joint venture              | (38)                               | (879)     | (38)                       | (1,126)    |
| <b>Net income/(loss)</b>                      | (3,899)                            | (2,704)   | (5,739)                    | (16,607)   |
| Net income attributable NCI                   | —                                  | (99)      | —                          | (99)       |
| <b>Net income/(loss) attributable to NVGS</b> | (3,899)                            | (2,803)   | (5,739)                    | (16,706)   |
| <b>EPS attributable to NVGS</b>               |                                    |           |                            |            |
| Basic   | \$ (0.07)                          | \$ (0.05) | \$ (0.10)                  | \$ (0.30)  |
| Diluted                                       | \$ (0.07)                          | \$ (0.05) | \$ (0.10)                  | \$ (0.30)  |
| <b>EBITDA</b>                                 | \$ 26,676                          | \$ 28,450 | \$ 114,788                 | \$ 108,012 |
| <b>Adjusted EBITDA</b>                        | \$ 29,470                          | \$ 27,763 | \$ 117,582                 | \$ 107,658 |

|                                     | FY2018           | FY2019           |
|-------------------------------------|------------------|------------------|
| Weighted average number of vessels  | 38.0             | 38.0             |
| Ownership days                      | 13,870           | 13,870           |
| Available days                      | 13,767           | 13,608           |
| Operating days                      | 12,247           | 11,813           |
| <b>Fleet utilization</b>            | <b>89.0%</b>     | <b>86.8%</b>     |
| <b>Average Daily Results:</b>       |                  |                  |
| <b>Time charter equivalent rate</b> | <b>\$ 20,284</b> | <b>\$ 20,831</b> |
| Daily vessel operating expenses     | \$ 7,694         | \$ 8,037         |

|                                     | Q4 2018          | Q4 2019          |
|-------------------------------------|------------------|------------------|
| Weighted average number of vessels  | 38.0             | 38.0             |
| Ownership days                      | 3,496            | 3,496            |
| Available days                      | 3,476            | 3,416            |
| Operating days                      | 3,000            | 3,165            |
| <b>Fleet utilization</b>            | <b>86.3%</b>     | <b>92.7%</b>     |
| <b>Average Daily Results:</b>       |                  |                  |
| <b>Time charter equivalent rate</b> | <b>\$ 20,920</b> | <b>\$ 20,240</b> |
| Daily vessel operating expenses     | \$ 7,750         | \$ 7,933         |

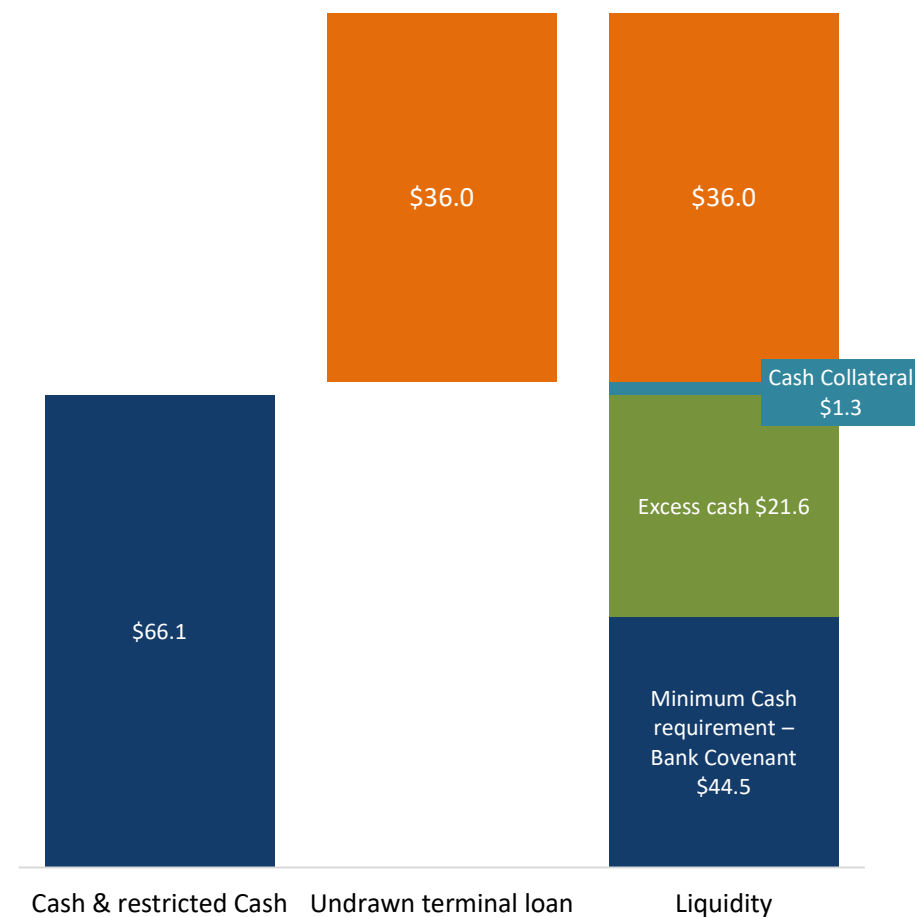
# BALANCE SHEET, LEVERAGE AND LIQUIDITY



## Navigator Holdings Balance Sheet \$000's

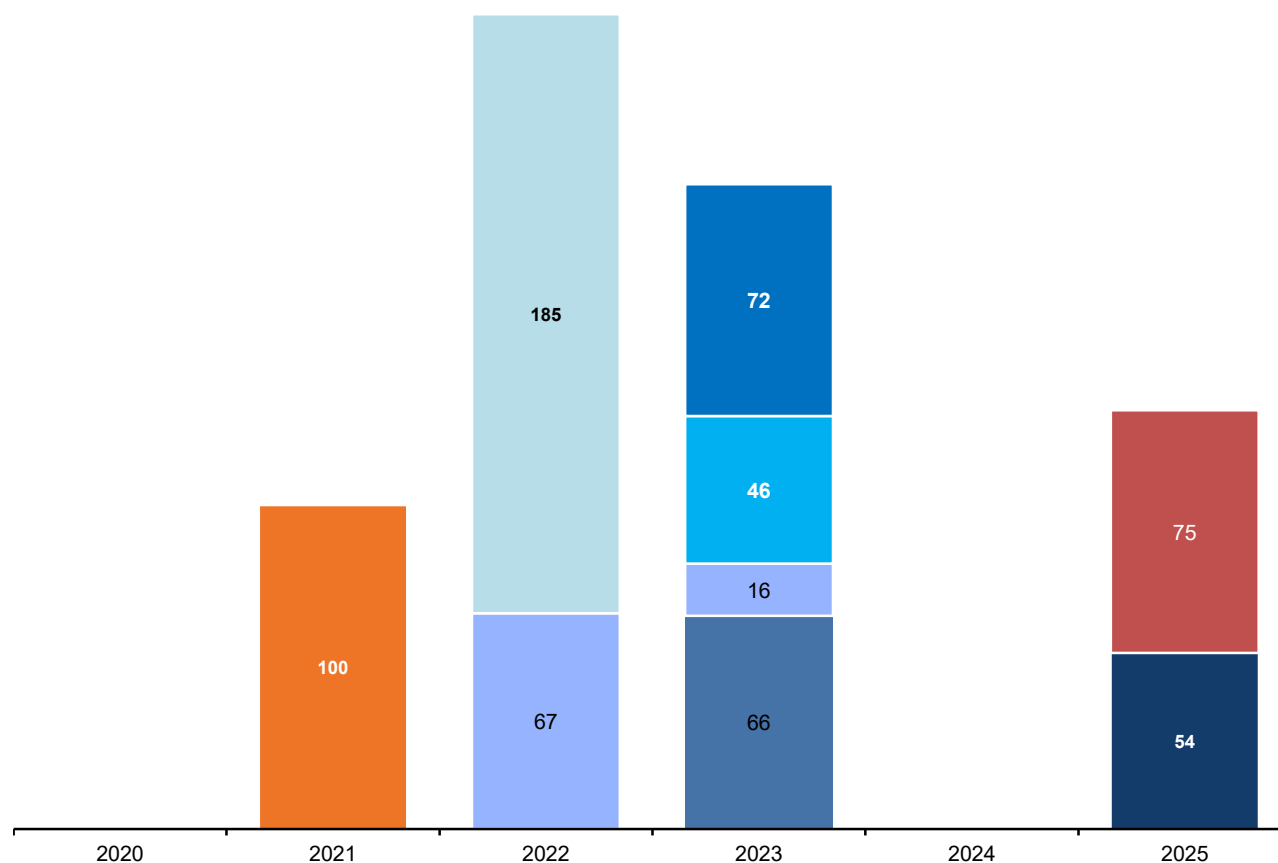
|                                     | FY2018           | FY2019           |
|-------------------------------------|------------------|------------------|
| Assets                              | \$ USD           | \$ USD           |
| Cash and cash equivalents           | 71,515           | 66,130           |
| Other current assets                | 46,610           | 60,341           |
| <b>Total current assets</b>         | <b>118,125</b>   | <b>126,444</b>   |
| Vessel in operation                 | 1,670,865        | 1,609,527        |
| Investment in Terminal JV           | 42,462           | 130,660          |
| Other assets                        | 1,299            | 7,940            |
| <b>Total assets</b>                 | <b>1,832,751</b> | <b>1,874,571</b> |
| <b>Liabilities &amp; Equity</b>     |                  |                  |
| Net current portion of debt         | 68,857           | 64,703           |
| Other current liabilities           | 36,537           | 45,121           |
| <b>Total Current Liabilities</b>    | <b>105,394</b>   | <b>109,824</b>   |
| Net long term debt                  | 767,093          | 812,747          |
| Other current Liabilities           | 5,154            | 12,098           |
| Equity                              | 955,110          | 939,803          |
| <b>Total liabilities and Equity</b> | <b>1,832,751</b> | <b>1,874,571</b> |

## FY2019 Cash & Liquidity \$mm



## Debt Maturities per year \$mm

■ US\$100 million Bond   
 ■ US\$107 million facility   
 ■ US\$160.8 million facility   
 ■ US\$278 million facility  
■ US\$290 million facility   
■ US\$220 million facility   
■ Terminal Credit Facility



## Debt capitalization & LTV levels \$mm

| As of December 31, 2019        | Actual         | Debt         | Loan to Value % |
|--------------------------------|----------------|--------------|-----------------|
| Vessel Net Book Value          | 1,609.5        | 889.3        | 55.3%           |
| Broker assessment value adj    | (138)          | -            | -               |
| <b>Broker assessed values</b>  | <b>1,471.6</b> | <b>889.3</b> | <b>60.4%</b>    |
| <b>Total debt (35 vessels)</b> | <b>889.3</b>   |              |                 |
| Total Shareholders' equity     | 939.8          |              |                 |
| Total capitalization           | 1,874.6        |              |                 |
| <b>Debt / Capitalization</b>   | <b>50.1%</b>   |              |                 |

## COVID -19 Challenges

### Commercial impact

- Reduction of utilisation
- Price volatility
- Conservative trading by our customers

### Operational impact

- Remote working for office staff
- Crew safety
- Dry dockings & vetting delays

### Financial impact

- Refinancing of the expiring February 2021 bond
- Financial covenant impact due to prolonged Covid-19 pandemic


## Management Mitigations

- Maintaining eco-speed in line with our customers expectations
- Recent ethylene pool to offer more flexibility to our customer and the market
- Constant dialogue with our customer to fulfil requirements
- Reducing discretionary spend to maintain Company liquidity


- Full business continuity plan in action.
- Suspension of crew changes for safety
- Increased access and internet connection to enable better communication with the company and families
- Drydocking restrictions are in place due to availability and capacity; flags state & class have relaxed their requirements and have provided a 2-3 relief for drydockings

- Refinance in Q4 2020 for a like-for-like bond
- If COVID-19 continues for a further six months, alternatives are being considered
  - Extension on maturity
  - Raising capital with further sale and leaseback
- Short term relief of financial covenants

## Other levers



Reduction in non-discretionary spend



Prevention of unnecessary travel



Recruitment Freeze



Fuel & inventory control



CAPEX reduction



# ETHYLENE TERMINAL 1<sup>ST</sup> PHASE COMPLETE; 2<sup>ND</sup> STAGE ON TRACK



Navigator Europa loading first cargo Dec 2019

Loading arms – Fully Operational

Liquefaction train – Fully operational

Tank roof installed



Phase 2 expected to be completed in late 2020

Piping – Fully operational

Dock – Fully Operational

Refrigerated storage tank on schedule to be completed in late 2020



- Navigator Gas, in collaboration with Pacific Gas Pte. Ltd. and Greater Bay Gas Co Ltd, have formed a specialized handysize ethylene vessel pool. The “Luna Pool” will be focused on the seaborne transportation of liquid petrochemical gas cargoes, with a specific focus on ethylene and ethane, to meet the growing demands of our customers.
- A pooling of vessels enables consolidation in a market increasing its service offering to its customers through a broader platform of vessels. The Luna Pool will gather 14 handysize ethylene vessels under one umbrella where Navigator as a pool manager offer commercial and operational services for the vessels. All net revenue (voyage charter revenue minus expenses) is to be distributed to the pool participants subject to vessel performance. There are no capital expenditures associated by the pool.
- With a combined fleet of fourteen Handy-size vessels, ranging in capacity between 17,000cbm and 22,000cbm, the Luna Pool will bring enhanced flexibility and unparalleled service to the market. The Pool will commence operations from April 2020, with commercial and operational management from the Navigator Gas London office, supported by the existing offices of Pacific Gas and Greater Bay Gas offices in Singapore, Shenzhen and Shanghai.



| Vessel Name       | Participant   | Vessel Size Cbm | Year Built |
|-------------------|---------------|-----------------|------------|
| Navigator Orion   | Navigator Gas | 22085           | 2000       |
| Navigator Neptune | Navigator Gas | 22085           | 2000       |
| Navigator Saturn  | Navigator Gas | 22085           | 2000       |
| Navigator Venus   | Navigator Gas | 22085           | 2000       |
| Navigator Atlas   | Navigator Gas | 21000           | 2014       |
| Navigator Europa  | Navigator Gas | 21000           | 2014       |
| Navigator Oberon  | Navigator Gas | 21000           | 2014       |
| Navigator Triton  | Navigator Gas | 21000           | 2015       |
| Navigator Umbrio  | Navigator Gas | 21000           | 2015       |
| Pacific Mercury   | GB Gas        | 22342           | 2019       |
| Pacific Mars      | GB Gas        | 22342           | 2019       |
| Pacific Saturn    | GB Gas        | 22342           | 2019       |
| Pacific Jupiter   | GB Gas        | 17175           | 2018       |
| Pacific Venus     | GB Gas        | 17175           | 2018       |

# 15,000-25,000 CBM HANDYSIZE DEMOGRAPHICS AND TC RATES

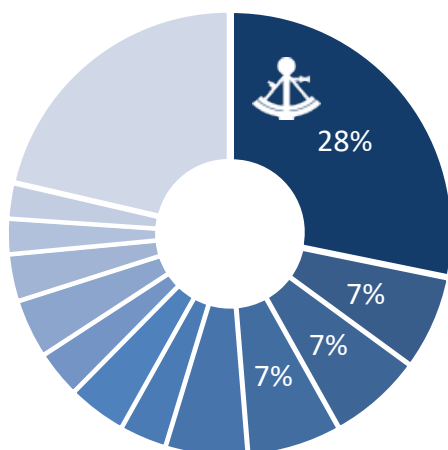
## LPG Handysize Global Fleet

| Owner                | Semi Ref. | Fully Ref. | Total     |
|----------------------|-----------|------------|-----------|
| <b>Navigator Gas</b> | <b>17</b> | <b>6</b>   | <b>23</b> |
| Ultragas             | 8         | -          | 8         |
| Naftomar             | 3         | 4          | 7         |
| Beneleux             | 5         | -          | 5         |
| Petredec             | 2         | 2          | 4         |
| Schulte              | 4         | -          | 4         |
| Stealth Gas          | 4         | -          | 4         |
| Yara                 | 3         | -          | 3         |
| Pacific Carriers     | 3         | -          | 3         |
| Harpain              | 1         | -          | 1         |
| Other                | 13        | 10         | 23        |
| <b>Total</b>         | <b>63</b> | <b>22</b>  | <b>85</b> |

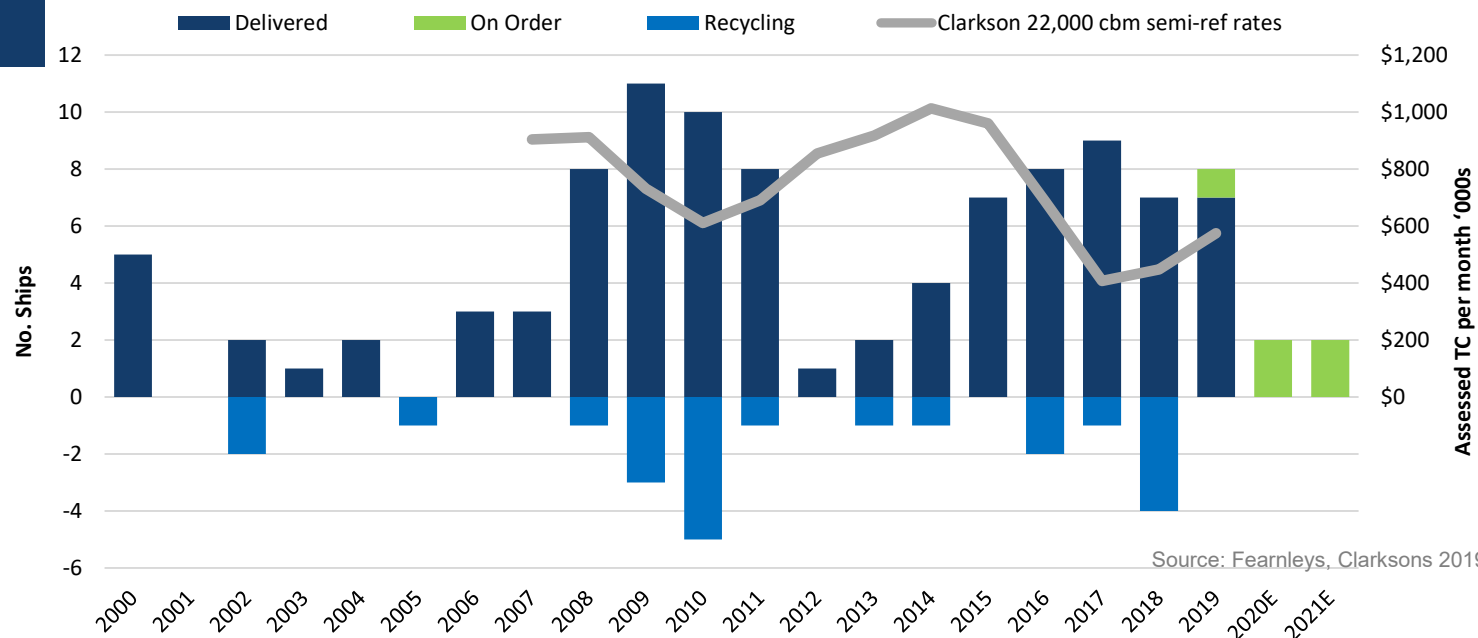
## Ethane/Ethylene Global Fleet >15,000 cbm

| Owner                | Existing & Newbuild Handysize | Midsize   | VLEC     | Total     |
|----------------------|-------------------------------|-----------|----------|-----------|
| <b>Navigator Gas</b> | <b>10</b>                     | <b>4</b>  | <b>-</b> | <b>14</b> |
| Evergas              | -                             | 8         | 2        | 10        |
| Solvang              | 8                             | -         | -        | 8         |
| Reliance             | -                             | -         | 6        | 6         |
| Petredec             | 8                             | -         | -        | 8         |
| Pacific Gas          | 5                             | -         | -        | 5         |
| Harpain              | 4                             | -         | -        | 4         |
| Hartmann             | -                             | 3         | -        | 3         |
| Other                | 3                             | -         | -        | 3         |
| <b>Total</b>         | <b>38</b>                     | <b>15</b> | <b>8</b> | <b>60</b> |

## Handysize market share



\* Handysize FR/SR/ETH vessels on the water



Source: Fearnleys, Clarksons 2019