



First Quarter 2022 Earnings Presentation

May 2022



Forward Looking Statements



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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Chairman's Remarks

- Thank you to the Navigator team
- Thank you to departing board members Alexander Oetker and Andreas Beroutsos
- Volatile markets, pandemic & geopolitical disruptions, and “going green”
- Economic headwinds but “disruption upside” for shipping
- Healthy commodity, energy, and shipping markets
- Emissions reduction policies, reduced speeds, and low orderbook
- Improving freight rates for petrochemical and NGL shipping

Highlights – Q1, 2022: A Quarter for the Record Books

Financial

- Operating revenues of \$119.8 million for Q1, 2022, up 40% compared to \$85.7 million for Q1, 2021.
- A net income of \$27.0 million, or \$0.35 per share for Q1, 2022, up 858% compared to \$2.8 million or \$0.05 for Q1, 2021.
- Adjusted EBITDA was a record high \$55.7 million for Q1, 2022, compared to \$31.0 million for Q1, 2021.
- Liquidity increased to \$168.1 million as of March 31, 2022, compared to \$85.2 million as of March 31, 2021.
- Debt reduced by \$22.9 million during Q1, 2022 to \$951.7 million.

Commercial

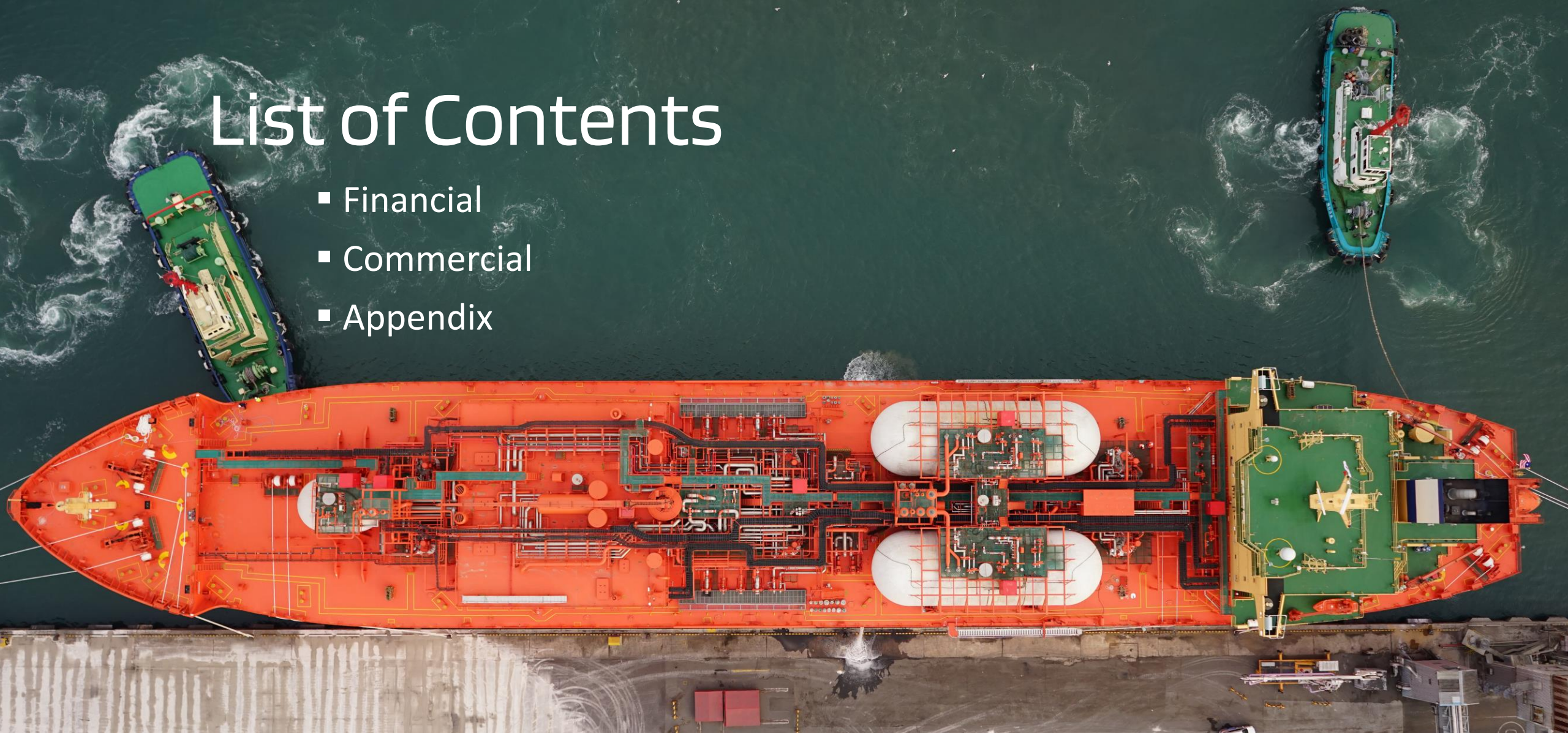
- Fleet utilization 89.5% for Q1, 2022 compared to 88.2% for Q1, 2021.
- Ethylene export volumes through the Marine Export Terminal was approx. 267,110 tons for Q1, 2022 compared to 90,376 tons for Q1, 2021.
- Extended four time-charter vessels to Mitsui at 20% increase.
- Sold *Navigator Neptune*, a 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.
- U.S. ethane, ethylene, and propane continued to show arbitrage to international markets.

Outlook

- Utilization estimated to be around 90% for Q2, 2022, similar to Q1, 2022.
- Q2, 2022 estimated ethylene export volumes through the Marine Export Terminal above 250,000 tons. U.S. exported record volumes of ethylene in April, including ~100,000 tons from our export terminal.
- Marine Export Terminal expansion under evaluation together with our JV partner EPD.
- Continued NGL production growth in U.S. indicates sustained demand for marine transportation of all liquid gases.
- U.S. midstream companies have recently announced continued NGL infrastructure investments including processing and exports.

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Financial





Income Statement: Vastly Improved Profitability

(US\$'M)	Q1, 2021	Q1, 2022
Operating revenues	80,508	100,396
Operating revenues – Unigas Pool	-	13,504
Operating revenues – Luna Pool	5,240	5,877
Total Operating Revenues	85,748	119,777
Operating expenses:		
Brokerage commissions	1,193	1,407
Voyage expenses	15,616	20,796
Voyage expenses – Luna Pool	4,132	4,590
Vessel operating expenses	26,992	38,051
Depreciation and amortization	19,273	31,462
General and administrative costs	6,280	6,343
Profit from sale of vessel	-	(478)
Other Income	(72)	(89)
Total operating expenses	73,414	102,082
Operating income/(loss)	12,334	17,695
Foreign currency gain on senior secured bonds	8	(777)
Unrealized loss on derivative instruments	547	15,242
Net interest expense	(8,930)	(10,876)
Income taxes	(145)	(393)
Share of result of joint venture	(605)	6,503
Net income attrib to non-controlling interest	(389)	(356)
Net income/(loss)	2,820	27,038

- Strong operational performance for Q1 2022, with net income of \$27 million and record EBITDA of \$55.7 MM
- EPS of \$0.35 for Q1, 2022, (Adjusted EPS of \$0.16, after excluding the effects of unrealized gains on derivative instruments and the exchange loss on the Norwegian denominated bond)
- Highest terminal throughput volumes and net income on record in Q1, 2022
- Increased depreciation by \$6.1 MM as a result of reducing useful economic lives for all vessels from 30 years to 25 years, effective December 31, 2021

	Q1 2021	Q1 2022
Weighted average number of vessels	38	44.2*
Ownership days	3,420	3,974
Available days	3,350	3,879
Operating days	2,956	3,471
Fleet utilization	88.2%	89.5%
Average Daily Results:		
Time charter equivalent rate	\$ 21,956	\$ 22,933
Daily vessel operating expenses	\$ 7,892	\$ 7,841

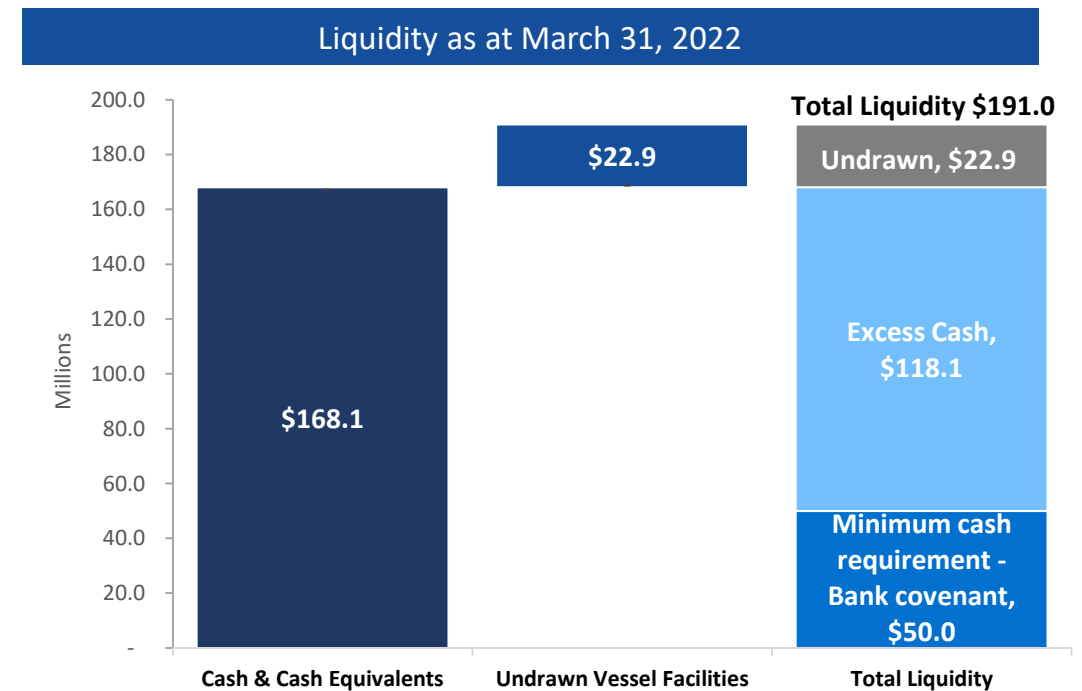
*Excludes the 9 owned smaller vessels (10 prior to the sale of the Happy Bird) commercially managed by the independent Unigas Pool.

Balance Sheet & Liquidity: Cash Position Provides Financial Flexibility



(US\$'M)	December 31, 2021	March 31, 2022
Assets		
Cash and cash equivalents	124,223	168,120
Other current assets	91,113	94,901
Total current assets	215,336	263,021
Vessels, net	1,789,926	1,736,617
Investment in Terminal JV	150,209	149,119
Other assets	1,954	16,622
Total assets	2,157,425	2,165,379
Liabilities & Equity		
Net current portion of debt	148,570	162,164
Other current liabilities	56,173	61,281
Total Current Liabilities	204,743	223,445
Net long term debt	825,906	789,585
Other non-current Liabilities	9,322	7,419
Total liabilities	1,039,971	1,020,449
Equity	1,113,851	1,140,971
Non-controlling interest	3,603	3,959
Total liabilities and Equity	2,157,425	2,165,379

- Robust Balance Sheet with significant liquidity
- Reduction of debt by \$22.9 million during Q1, 2022
- Liquidity increased by \$43.9 million during the first quarter of 2022 to \$168.1 million as of March 31, 2022
- Net Debt to Capitalization of 45.5% as of March 31, 2022

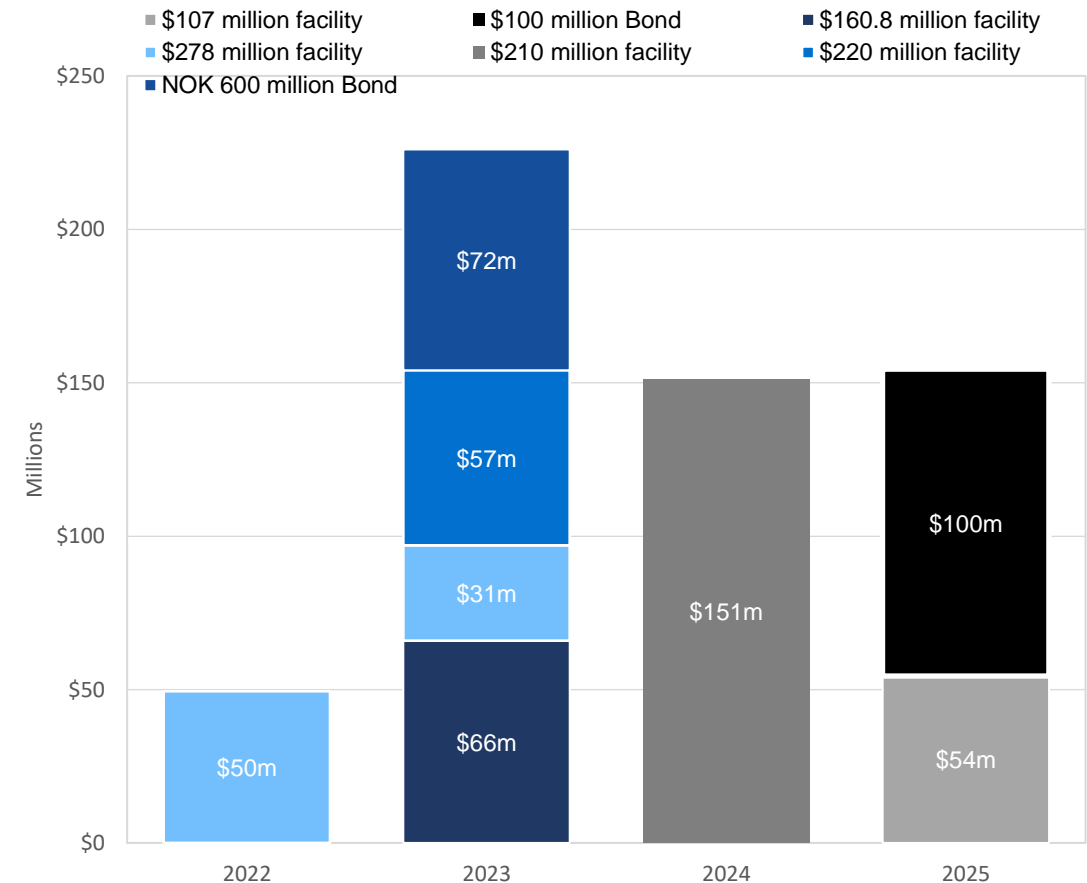




NVGS & Ultragas Loan Repayment Profile: Aggressively Reducing Debt



Staggered Debt Maturity Profile

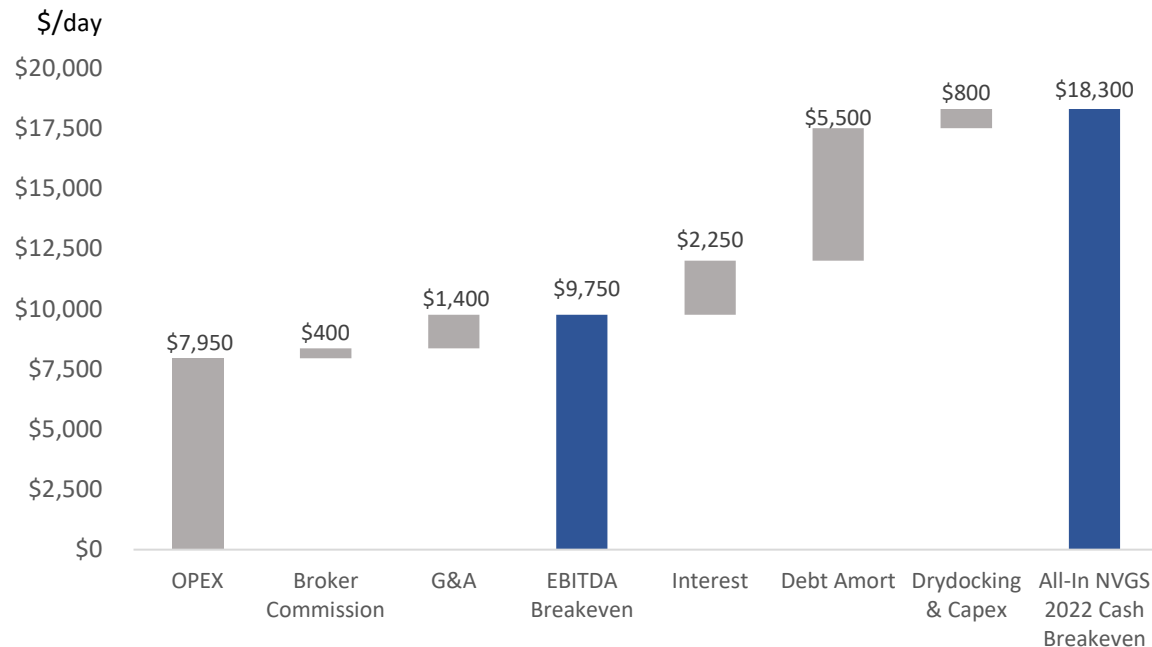




Lean Operations Provide Low Cash Breakevens

- Low TCE breakeven levels allow NVGS to report positive EBITDA in even the toughest markets and remain cash flow positive throughout most of the shipping cycle
- All-in cash breakeven for 2022 includes \$102 MM in debt amortization

Estimated Cash Breakeven for 2022 = \$18,300/day



Expense Guidance for 2022

Daily OPEX

Mid-sized	\$8,800/day
Semi-ref ethylene	\$8,900/day
Semi-ref LPG	\$7,700/day
Fully ref LPG	\$7,800/day
Small LPG	\$6,500/day

Full Year Estimates

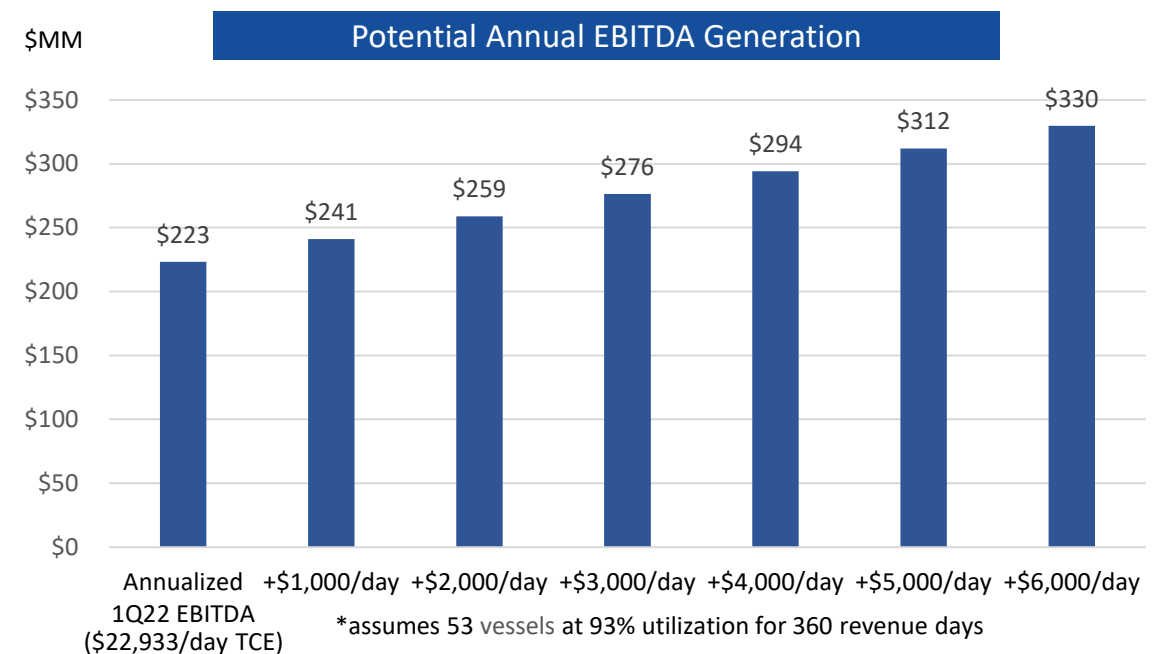
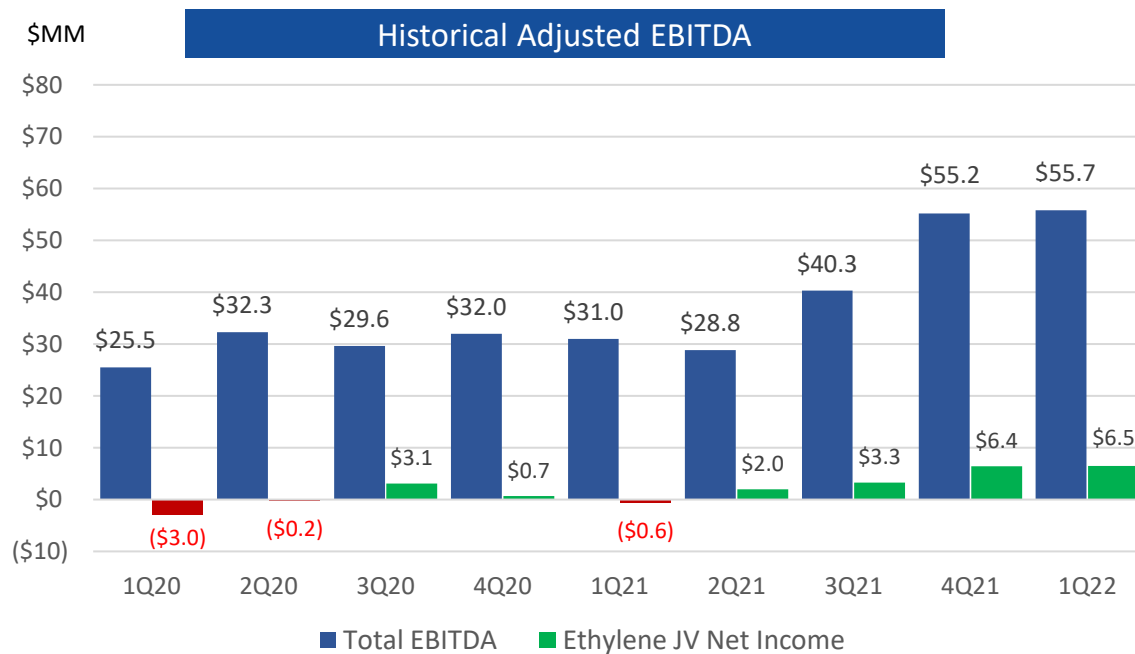
Vessel opex	\$152-156 MM
Cash G&A	\$26-29 MM
Depreciation	\$125-129 MM
Cash Interest Expense	\$44-47 MM

*assumes no change in # of owned vessels and reflects recent depreciation accounting change



Operational Leverage Provides Substantial EBITDA Upside

- Record high quarterly EBITDA of \$55.7 MM
- Includes record high contribution from the ethylene export terminal joint venture of \$6.5 MM (our 50% share)
- Annual EBITDA generation primarily driven by shipping operations, with every +\$1,000/day in TCE adding \$18 MM in annual EBITDA



Commercial

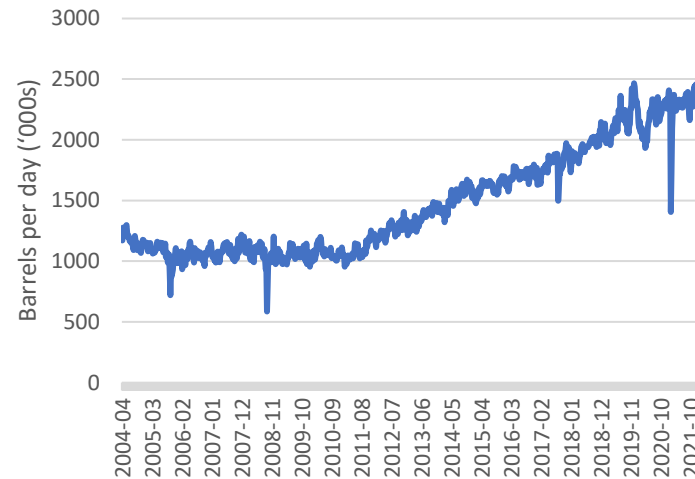


North American NGL Production & Exports Continue To Reach New Highs

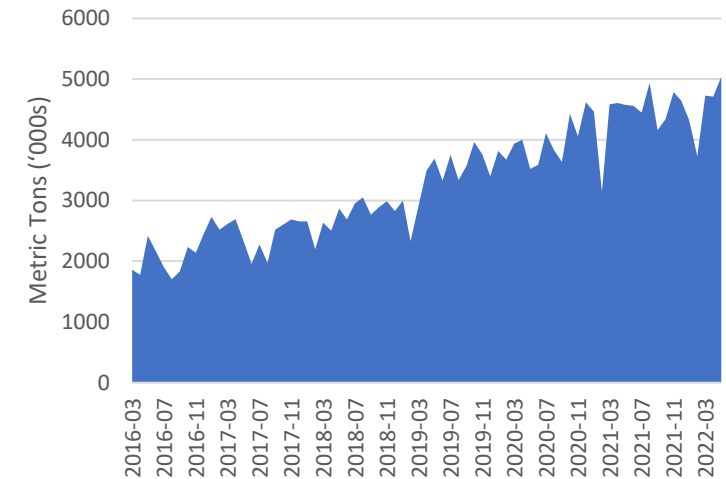


- North American NGL production growth comes at a time when Europe is seeking to diversify geographical supply of essential gas products
- Record production and record exports across ethane, ethylene and LPGs set a positive path for continued demand for in our shipping segment.

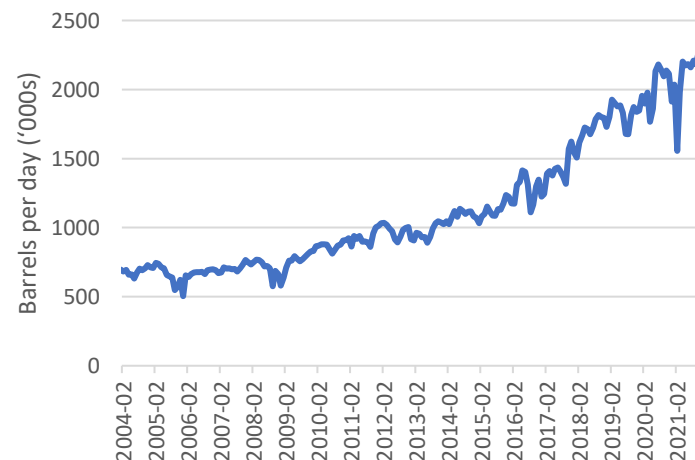
U.S. Propane/Propylene Production



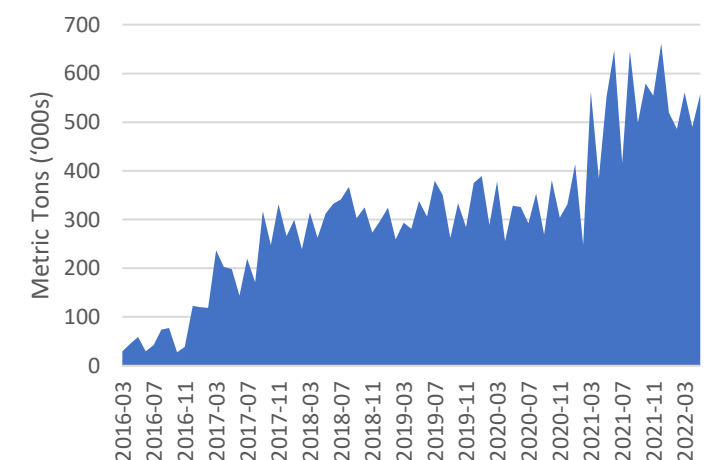
North America LPG exports



U.S. Ethane Production



U.S. Ethane Exports

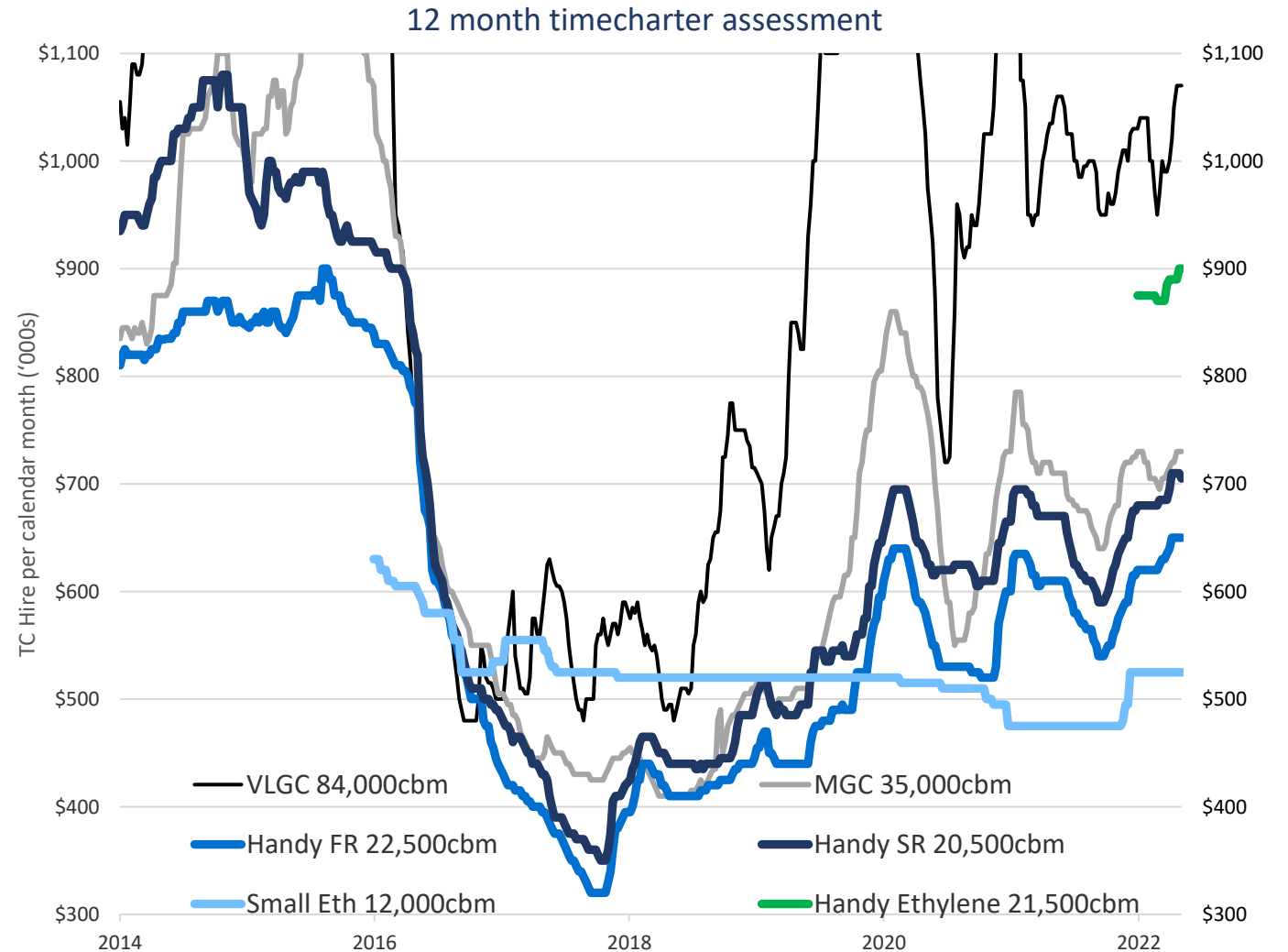


EIA, Kpler, 2022

Rate Environment Remains Firm with Spot and TC Rates on the Rise



- Handysize segments are trending upwards in small increments.
- Handy Ethylene \$900kpcm (\$29,600/day)
- Handy Semi-Ref \$705kpcm (\$23,200/day)
- Handy Fully-Ref \$650kpcm (\$21,400/day)



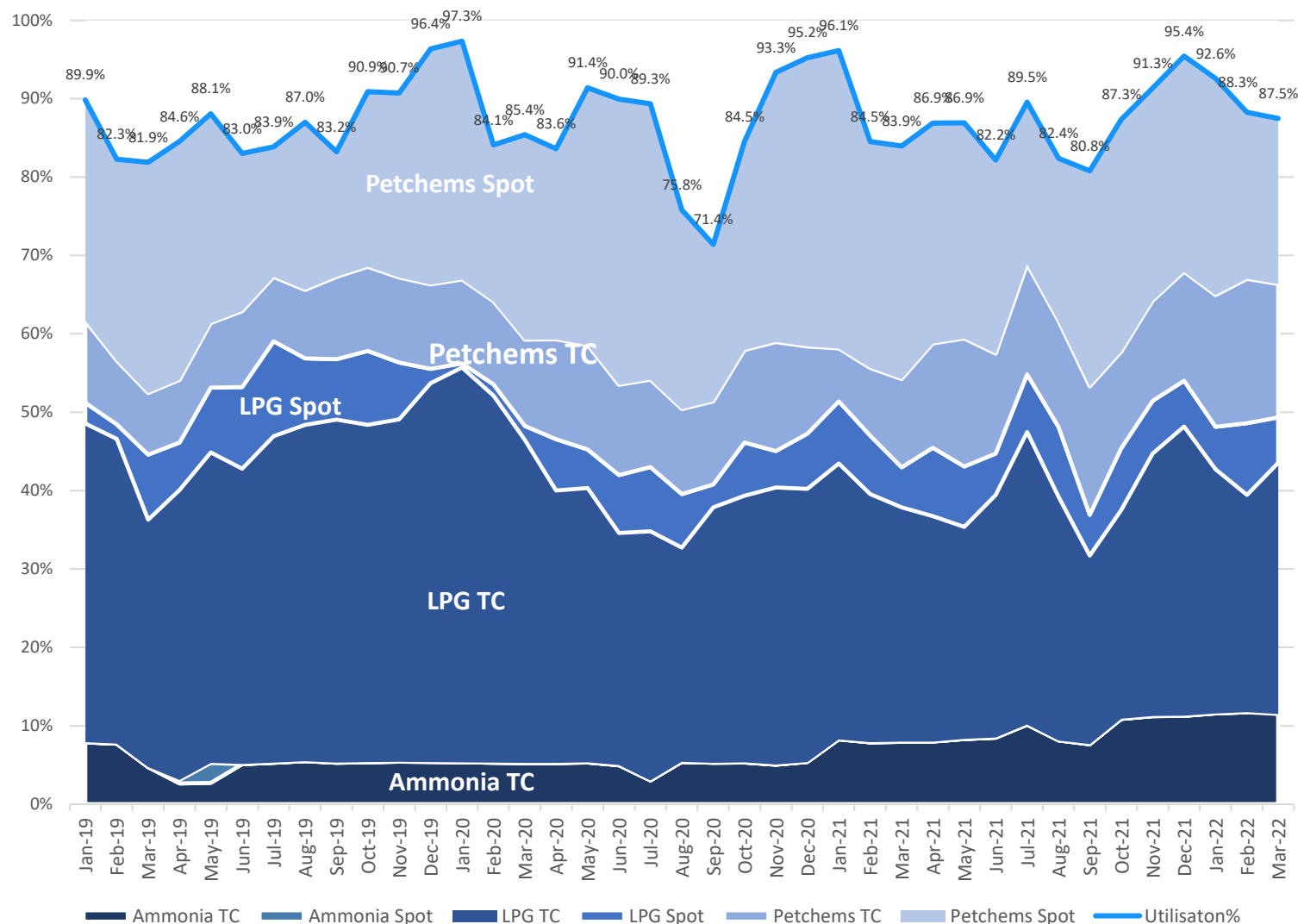
Clarksons, May 2022

Earnings Days Diversifying By Commodity & Utilization Stabilizing



Earning days vs Utilization

- Average utilization for 1Q22 89.5%
- 1Q22 Ammonia earnings days record 13% of total
- 1Q22 Petchem time charter earnings days more than doubled compared to 1Q21
- April utilization approx. 92%



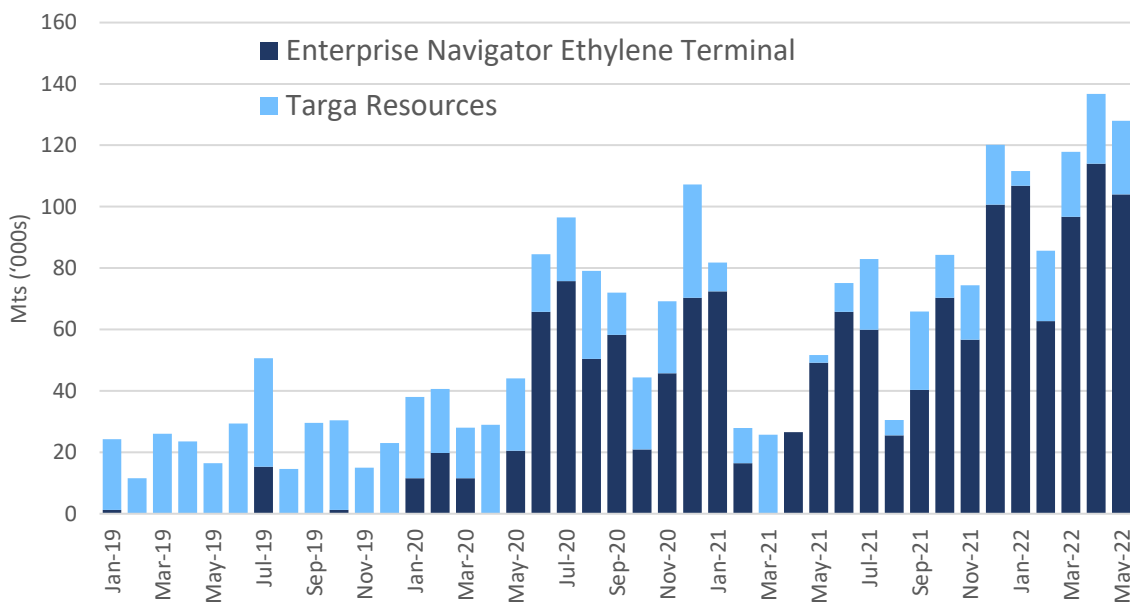
U.S. Ethylene Exports: Our JV Terminal Reaching Its Promise



- Enterprise Navigator ethylene export terminal in Morgan's Point reaching up to **120% of nameplate capacity** in recent months
- Steady revenue through long-term **terminal offtakers**
- Expansion opportunity to **double capacity**

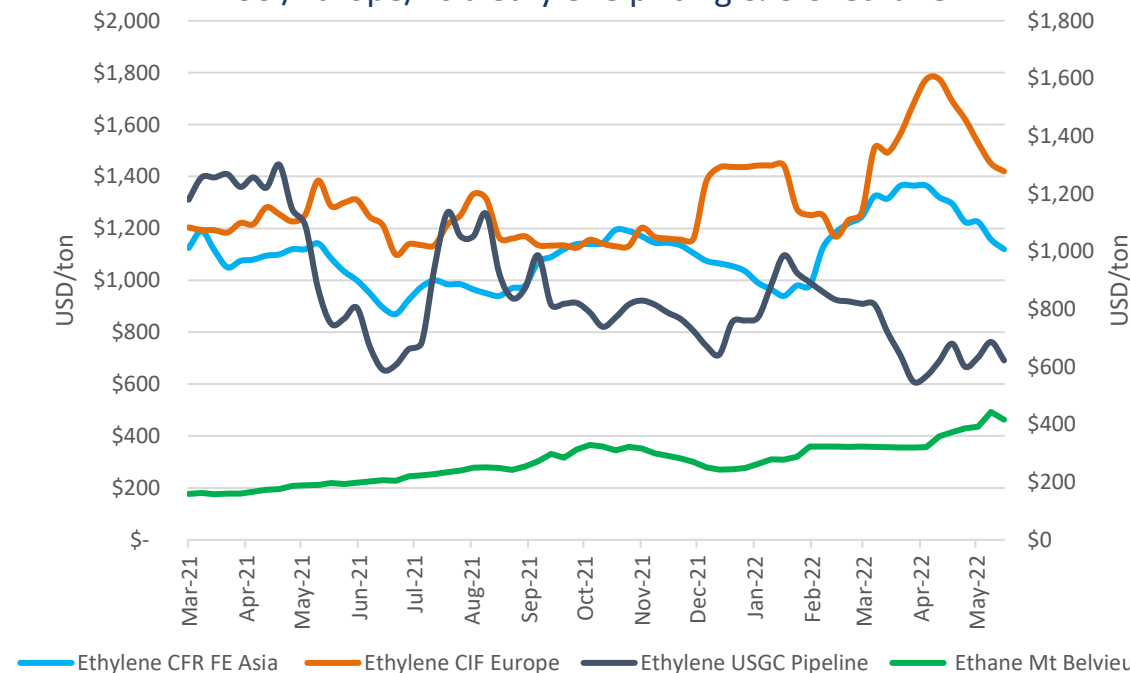
- International ethylene prices are volatile with shifting arbitrage opportunities between Europe and Asia. Current arbitrage open to Europe and should remain due to high \$oil and high \$ gas prices
- Competitive priced ethane enables U.S. ethylene production to be attractive in international markets

U.S. ethylene exports



Source: Kpler, Braemar, May 2022







US /Europe/Asia ethylene pricing & U.S. ethane



Source: Argus, 2022

Fleet Supply Growth Limited With Low Handysize Orderbook



Vessel Type			Existing Number of Vessels	Order Book	
				Vessels on Order	% of Fleet (# vessels)
Very Large Gas Carrier >60,000 cbm	Fully-Refrigerated		328	67	21%
Large Gas Carrier 40,000 - 59,999 cbm	Fully-Refrigerated		21	-	-
Medium Gas Carrier 25,000 - 39,999 cbm	Fully-Refrigerated Ethylene & Ethane		105 15	25 -	24%
Handysize Gas Carrier 15,000 - 24,999 cbm	Fully-Refrigerated Semi-Refrigerated Ethylene		23 60 35	4 1 3	6%
Small Gas Carrier 5,000 - 14,999 cbm	Ethylene Semi-Refrigerated Pressure		363	24	7%
Small Gas Carrier <4,999 cbm	Semi-Refrigerated Pressure		258	4	2%

Source: Steem1960, 2022

Conclusion: Navigator Well-Positioned in the Ongoing Upcycle

Financial

- Three consecutive quarters of EBITDA growth, with Q1, 2022 reaching a record \$55.7 MM.
- Cash and cash equivalents of \$168.1 MM providing substantial financial flexibility.
- Continuing to reduce leverage through aggressive debt amortization.

Commercial

- Fleet utilization remains near 90% with TCE rates on the rise across all vessel types.
- Ethylene export volumes through the Marine Export Terminal at record high levels resulting in record profitability in Q1, 2022.
- Extending time charters at higher rate levels.

Outlook

- Shipping markets remain balanced with robust utilization and rising rates.
- Ethylene Export Terminal operating above nameplate capacity with further growth likely.
- Continued NGL production growth in U.S. indicates sustained demand for marine transportation of all liquid gases.
- Navigator actively working towards further improving its ESG ratings and sustainability reporting.

Analyst Q&A



Appendix



NVGS Fleet List as of March 31, 2022

Operating Vessel	Year Built	Vessel Size (cbm)	Employment Status	Current Cargo	Charter Expiration Date
Ethylene/ethane capable semi-refrigerated midsize					
Navigator Aurora	2016	37,300	Time Charter	Ethane	December 2026
Navigator Eclipse	2016	37,300	Time Charter	Ethane	March 2026
Navigator Nova	2017	37,300	Time Charter	Ethane	September 2026
Navigator Prominence	2017	37,300	Time Charter	Ethane	January 2026
Ethylene/ethane capable semi-refrigerated handysize					
Navigator Orion*	2000	22,085	Time Charter	Ethane	September 2022
Navigator Pluto*	2000	22,085	Spot Market	Ethylene	—
Navigator Saturn*	2000	22,085	Time Charter	Ethane	June 2022
Navigator Venus*	2000	22,085	Spot Market	Ethylene	—
Navigator Atlas*	2014	21,000	Spot Market	Ethane	—
Navigator Europa*	2014	21,000	Spot Market	Ethane	—
Navigator Oberon*	2014	21,000	Spot Market	Ethylene	—
Navigator Triton*	2015	21,000	Spot Market	Ethane	—
Navigator Umbrio*	2015	21,000	Spot Market	Ethylene	—
Ethylene/ethane capable semi-refrigerated smaller size					
Happy Kestrel**	2013	12,000	Unigas Pool	—	—
Happy Osprey**	2013	12,000	Unigas Pool	—	—
Happy Peregrine**	2014	12,000	Unigas Pool	—	—
Happy Albatross**	2015	12,000	Unigas Pool	—	—
Happy Avocet**	2017	12,000	Unigas Pool	—	—
Semi-refrigerated handysize					
Navigator Magellan	1998	20,700	Spot Market	—	—
Navigator Aries	2008	20,750	Time Charter	LPG	January 2023
Navigator Capricorn	2008	20,750	Time Charter	LPG	June 2022
Navigator Gemini	2009	20,750	Time Charter	LPG	February 2023
Navigator Pegasus	2009	22,200	Time Charter	Propylene	August 2022
Navigator Phoenix	2009	22,200	Spot Market	Propylene	—
Navigator Scorpio	2009	20,750	Spot Market	LPG	—

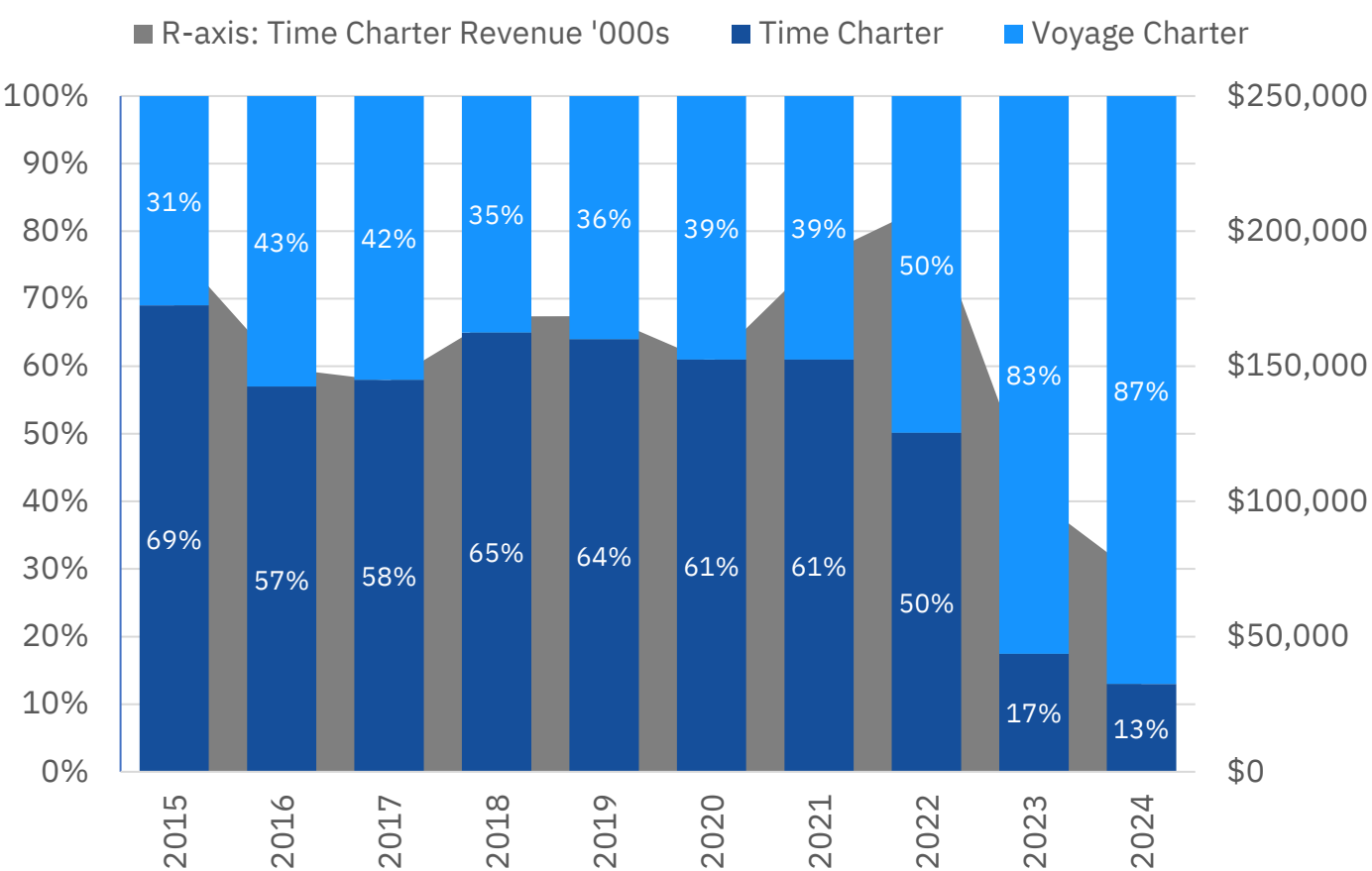
Operating Vessel	Year Built	Vessel Size (cbm)	Employment Status	Current Cargo	Charter Expiration Date
Navigator Taurus	2009	20,750	Spot Market	LPG	—
Navigator Virgo	2009	20,750	Spot Market	LPG	—
Navigator Leo	2011	20,600	Time Charter	LPG	December 2023
Navigator Libra	2012	20,600	Time Charter	LPG	December 2023
Atlantic Gas	2014	22,000	Spot Market	Butadiene	—
Adriatic Gas	2015	22,000	Spot Market	Propylene	—
Balearic Gas	2015	22,000	Spot Market	—	—
Celtic Gas	2015	22,000	Spot Market	LPG	—
Navigator Centauri	2015	21,000	Time Charter	LPG	May 2023
Navigator Ceres	2015	21,000	Time Charter	LPG	June 2023
Navigator Ceto	2016	21,000	Time Charter	LPG	May 2023
Navigator Copernico	2016	21,000	Time Charter	LPG	June 2023
Bering Gas	2016	22,000	Spot Market	Butadiene	—
Navigator Luga	2017	22,000	Time Charter	LPG	June 2023
Navigator Yauza	2017	22,000	Time Charter	LPG	June 2023
Arctic Gas	2017	22,000	Spot Market	—	—
Pacific Gas	2017	22,000	Spot Market	Butadiene	—
Semi-refrigerated smaller size					
Happy Falcon**	2002	3,770	Unigas Pool	—	—
Happy Condor**	2008	9,000	Unigas Pool	—	—
Happy Pelican**	2012	6,800	Unigas Pool	—	—
Happy Penguin**	2013	6,800	Unigas Pool	—	—
Fully-refrigerated					
Navigator Glory	2010	22,500	Time Charter	Ammonia	May 2022
Navigator Grace	2010	22,500	Time Charter	Ammonia	October 2022
Navigator Galaxy	2011	22,500	Time Charter	Ammonia	December 2022
Navigator Genesis	2011	22,500	Time Charter	Ammonia	January 2023
Navigator Global	2011	22,500	Time Charter	LPG	October 2022
Navigator Gusto	2011	22,500	Time Charter	Ammonia	March 2023
Navigator Jorf	2017	38,000	Time Charter	Ammonia	August 2027

*denotes our owned vessels that operate within the Luna Pool

**denotes our owned vessels that operate within the independently managed Unigas Pool

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

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