

REPORT $3^{\text {RD }}$ QUARTER 2011

ODFJELL

## Report 3rd Quarter 2011

ODFJELL SE - CONSOLIDATED

- Net result Q3 of USD 261 million
- Time-charter results up $0.2 \%$ compared to second quarter
- Continued solid results from tank terminals
- EBITDA first nine months USD 82 million
- Transaction with Lindsay Goldberg finalised, with a gain of USD 270 million
- Extraordinary dividend payment of USD 15 million (NOK 87 million) in Q4


## Results

Odfjell’s third quarter 2011 net result ended at USD 261 million, of which USD 270 million is capital gain related to sale of shares in terminals, compared to a loss of USD 11 million the same period last year. The first nine months 2011 consolidated net result after tax is USD 277 million, of which USD 294 million in gain related to sale of shares in terminals and sale of ships, compared to a loss of USD 79 million the first nine months 2010, of which USD 42 million was nonrecurring tax costs.

Earnings before interest, taxes, depreciation and amortisation (EBITDA) the first nine months 2011 were USD 82 million, compared to USD 66 million the same period the previous year. The operating result (EBIT) was USD 22 million the first nine months 2011, compared to a loss of USD 29 million for the same period last year. Net financial expenses the first nine months 2011 were USD 29 million, compared to USD 30 million the first nine months 2010.

For the first nine months 2011, the average USD/NOK exchange rate was 5.52 , compared to 6.07 the previous year. Taxes the first nine months 2011 were USD 5 million compared to USD 45 million the first nine months 2010 . The decrease is due to our adoption of the new Norwegian tonnage tax system in 2010.

Odfjell has sold 49\% of the shares in our terminals in Rotterdam, Houston and Charleston (project). The transaction changed our influence from control to joint control. Odfjell's total previous ownership is now presented as discontinued operation (due to joint control of terminals). Change of control was effective from mid August, from when, the remaining $51 \%$ interest is presented as joint venture using proportionate consolidation.

## Business Segments

## Chemical Tankers

EBITDA for the first nine months 2011 for the chemical tanker segment was USD 46 million, compared to USD 39 million in 2010. The operating result (EBIT) ended at zero for the first nine months 2011, compared to a loss of USD 47 million last year. The disappointing trading result is explained mainly by the high bunkers costs, compared to last year. The time-charter result expressed in USD per day has increased by about $9 \%$ for the first nine months 2011 compared to the same period last year, and by $0.2 \%$ from second to third quarter this year. The average cost of bunkers in third quarter 2011 was USD 512 per tonne (including hedging and compensation related to bunker escalation clauses), compared to USD 531 per tonne second quarter. Daily operating expenses on a comparable fleet basis were $3 \%$ higher the first nine months 2011 compared to the full year 2010.

In August Odfjell SE and Crystal Pool announced the establishment of a joint venture. Together we now run all vessels previously operated by Crystal Pool and Odfjell Europe in the European short sea market. The J/V commercially manages and operates a fleet of 14 stainless steel vessels under the name of Crystal Pool.

In October, Odfjell entered into a contract for the purchase of MT Holly Galaxy, a 19,975 dwt chemical tanker (IMO II/III) with 22 stainless steel cargo tanks, built in 2006 at Fukuoka Shipbuilding in Japan. The vessel was bought at market terms, and is planned for trading regionally in South America. She will be delivered in December 2011, and we have secured long term financing.

Our Brazilian subsidiary Flumar has sold MT Araucaria (10,259 dwt, built 1984).
The vessel will be delivered to the new owner within the next month. The sale price is close to the book value.

Odfjell Tankers has in Q3 taken MT Stream Mia, 19,702 dwt (built 2008), fully stainless steel and 26 segregations, and M/T Stream Luna, 19,998 dwt (built 2010), fully stainless steel and 20 segregations, on a two years time-charter.

In October Odfjell Tankers took MT SG Pegasus, 13,086 dwt (built 2011), fully stainless steel and 16 segregations, on a two years time-charter.

## Tank Terminals

EBITDA for the first nine months 2011 was USD 36 million, up from USD 27 million last year. EBIT for the first nine months 2011 was USD 22 million, compared to USD 18 million last year. EBITDA for Odfjell Terminals (Rotterdam) was USD 31 million for the first nine months 2011, compared to USD 31 million last year, on 100\% basis, Odfjell Terminals (Houston) shows an EBITDA of USD 22 million for the first nine months 2011, compared to USD 19 million in 2010, on $100 \%$ basis. This is listed as discontinued operations up to mid August 2011. Odfjell's share of the terminals in Oman, Korea, Singapore and China turned in an EBITDA of USD 33 million in the nine first months.
On 15 August, Odfjell closed the transaction concerning a new strategic partnership with Lindsay Goldberg. The transaction means that Lindsay Goldberg has acquired a $49 \%$ interest in each of our tank terminals in Rotterdam, Netherlands, Houston, USA, as well as in the greenfield project in Charleston, South Carolina, USA. Odfjell holds the remaining 51\% ownership stake and has received a total cash consideration of USD 247 million in connection with the transaction. The parties have further agreed to invest a total of EUR 25 million of new equity to facilitate the planned upgrades and capacity expansion of the Rotterdam terminal. Total capital gain of the transaction is about USD 270 million.

In September Odfjell signed a Letter of Intent (LOI) to take an equity share in Noord Natie Terminal's existing facility in Antwerp, Belgium. The intention is to expand the terminal by up to approximately $112,000 \mathrm{cbm}$ storage capacity.

## Finance

Cash and cash equivalents and available-for-sale investments as of 30 September 2011 were USD 387 million compared to USD 141 million as of 31 December 2010. The Company had no available credit facilities as per 30 September 2011. Interest bearing debt decreased from USD 1,526 million year-end 2010 to USD 1,384 million by end of third quarter. Net interest bearing debt was USD 1,015 million as per 30 September 2011. The equity ratio was $38.4 \%$ and the current ratio 1.4.

## Shareholder Information

At the end of the third quarter 2011 the A-shares were trading at NOK 34 (USD 5.85), down $36.7 \%$ compared to NOK 54.0 (USD 9.23) at year-end 2010. The B-shares were trading at NOK 32 (USD 5.47), down $40.7 \%$ from NOK 54 (USD 8.63) at
year-end 2010. By way of comparison, the Oslo Stock Exchange benchmark index decreased by $20.8 \%$, the marine index by $35.4 \%$ and the transportation index by $36.8 \%$ during the first nine months 2011. The market capitalisation of Odfjell was NOK 2,645 million (USD 453 million) as per 30 September 2011.

## Prospects

The outlook for world economic growth has been revised down as Europe faces issues that require urgent action, and the US is experiencing a legislative deadlock. Economic growth is a principal driver for our industry. The uncertainty remains therefore, as to when we can expect to see a significant and necessary recovery of the chemical tanker market.

This being the backdrop, most operators suffer losses and unsustainable returns and are likely to continue doing so for the months to come. In the meantime deliveries of newbuildings continue. At the same time however, essentially no contracts are being placed for construction of new tonnage. Going forward therefore, a stagnation of supply in our segment is inevitable and consequently, will sooner or later have to bring the demand/supply balance to the better.

Despite the economic turmoil, our cargo volumes have increased recently. Our gross freight revenue therefore, is back at pre-crises levels. But our result is challenged as we have not been compensated for the increase in bunker cost. We expect to see a further growth of volumes and activity and a continued moderate improvement of our results in the fourth quarter. Competition continues to be vigorous.

Our tank terminal business is also affected by the economic turmoil. Trading volumes have decreased with less throughput and activity, at least in some parts of the world. We still expect our tank terminal results to remain stable; especially in view of our solid contract base.

We estimate our overall results in fourth quarter to show a moderate improvement compared to third quarter.

Bergen, 8 November 2011
THE BOARD OF DIRECTORS OF ODFJELL SE

## ODFJELL GROUP

## Basis for preparation

These consolidated condensed financial statements have been prepared in accordance with IAS 34, "Interim Financial Reporting". The interim financial statements are unaudited.

## Significant accounting principles

The accounting principles used in the preparation of these financial statements are consistent with those used in the annual financial statements for the year ended 31 December 2010. These consolidated condensed financial statements should be read in conjunction with the 2010 annual financial statements, which include a full description of the Group's accounting principles.

|  | $\begin{array}{r} 1.1- \\ 31.3 \end{array}$ | $\begin{array}{r} 1.4- \\ 30.6 \end{array}$ | $\begin{array}{r} 1.7- \\ 30.9 \end{array}$ | $\begin{array}{r} 1.7- \\ 30.9 \end{array}$ | $\begin{array}{r} 1.1- \\ 30.9 \end{array}$ | $\begin{aligned} & 1.1- \\ & 30.9 \end{aligned}$ | $\begin{array}{r} 1.1- \\ 31.12 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PROFIT AND LOSS STATEMENT <br> (USD mill) | 2011 | 2011 | 2011 | 2010 | 2011 | 2010 | 2010 |
| Gross revenue | 262 | 275 | 313 | 255 | 850 | 777 | 1048 |
| Net income from associates | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Voyage expenses | (117) | (128) | (151) | (112) | (397) | (338) | (451) |
| Time-charter expenses | (44) | (43) | (43) | (50) | (130) | (147) | (198) |
| Operating expenses | (54) | (56) | (60) | (55) | (169) | (163) | (221) |
| Gross result | 48 | 48 | 59 | 37 | 155 | 128 | 179 |
| General and administrative expenses | (23) | (24) | (25) | (20) | (73) | (62) | (85) |
| Operating result before depreciation, amortisation and capital gain (loss) on non-current assets (EBITDA) | 24 | 24 | 34 | 17 | 82 | 66 | 94 |
| Depreciation | (30) | (29) | (31) | (30) | (90) | (93) | (124) |
| Compensation | - | 6 | - | - | 6 | - | - |
| Capital gain (loss) on non-current assets | 18 | 7 | 0 | 3 | 25 | (2) | (6) |
| Operating result (EBIT) | 12 | 8 | 2 | (10) | 22 | (29) | (36) |
| Interest income | 1 | 1 | 1 | 1 | 2 | 3 | 3 |
| Interest expenses | (10) | (11) | (11) | (11) | (32) | (29) | (40) |
| Other financial items | 1 | 2 | (4) | (5) | (1) | (4) | 4 |
| Currency gains (losses) | 1 | 0 | 2 | 7 | 2 | (0) | 3 |
| Net financial items | (7) | (9) | (12) | (8) | (29) | (30) | (30) |
| Result before taxes | 4 | (1) | (10) | (19) | (6) | (59) | (66) |
| Taxes | (1) | (1) | (3) | (0) | (5) | (45) | (46) |
| Net result continued operation | 3 | (2) | (13) | (19) | (11) | (104) | (112) |
| Net result from discontinued operation (joint control of terminals) ${ }^{1)}$ | 7 | 7 | 274 | 8 | 288 | 24 | 33 |
| Net result | 11 | 5 | 261 | (11) | 277 | (79) | (79) |
| OTHER COMPREHENSIVE INCOME |  |  |  |  |  |  |  |
| Cash flow hedges changes in fair value | 12 | (4) | (13) | 14 | (5) | 1 | 14 |
| Cash flow hedges transferred to profit and loss statement | (7) | (5) | (5) | (5) | (18) | (27) | (34) |
| Net gain/(loss) on available-for-sale investments | (0) | (0) | (1) | (1) | (1) | (0) | 0 |
| Exchange rate differences on translating foreign operations | 3 | 7 | (15) | 9 | (5) | (19) | (11) |
| Other comprehensive income | 7 | (3) | (34) | 17 | (29) | (44) | (31) |
| Total comprehensive income | 18 | 2 | 228 | 6 | 248 | (123) | (109) |
| Net result allocated to: |  |  |  |  |  |  |  |
| Minority interests | 0 | (0) | 0 | (0) | 0 | (0) | (0) |
| Shareholders | 11 | 5 | 261 | (11) | 277 | (79) | (79) |
| Total comprehensive income allocated to: |  |  |  |  |  |  |  |
| Minority interests | 0 | 1 | (1) |  | (0) | 1 | 1 |
| Shareholders | 18 | 1 | 229 |  | 248 | (124) | (110) |
| Earnings per share (USD) - basic/diluted - before retroactive tax | 0.04 | (0.03) | (0.15) | (0.24) | (0.13) | (0.77) | (0.88) |
| Earnings per share (USD) - basic/diluted - continued operation | 0.04 | (0.03) | (0.15) | (0.24) | (0.13) | (1.30) | (1.41) |
| Earnings per share (USD) - basic/diluted - discontinued operation (joint control of terminals) | 0.09 | 0.09 | 3.49 | 0.10 | 3.67 | 0.31 | 0.42 |


|  | 31.3 | 30.6 | 30.9 | 30.9 | 31.12 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| BALANCE SHEET | 2011 | 2011 | 2011 | 2010 | 2010 |
| (USD mill) |  |  |  |  |  |
| Goodwill | 11 | 6 | 5 | 11 | 11 |
| Ships | 1160 | 1183 | 1165 | 1229 | 1215 |
| Newbuilding contracts | 127 | 117 | 118 | 101 | 102 |
| Tank terminals | 733 | 332 | 661 | 684 | 707 |
| Other non-current assets | 96 | 61 | 85 | 83 | 93 |
| Investments in associates | 2 | 2 | 2 | 2 | 2 |
| Non-current receivables | 65 | 62 | 62 | 65 | 65 |
| Total non-current assets | 2194 | 1763 | 2097 | 2175 | 2195 |
| Current receivables | 196 | 94 | 129 | 183 | 192 |
| Bunkers and other inventories | 26 | 27 | 29 | 21 | 29 |
| Derivative financial instruments | 24 | 19 | 16 | - | 22 |
| Available-for-sale investments | 29 | 20 | 18 | 54 | 34 |
| Cash and cash equivalents | 90 | 132 | 369 | 111 | 107 |
| Assets of discontinued operation (joint control of terminals) ${ }^{1 / 1}$ | - | 546 | - | - | - |
| Total current assets | 366 | 838 | 561 | 369 | 385 |
| Total assets | 2560 | 2601 | 2659 | 2544 | 2580 |
| Paid in equity | 80 | 80 | 80 | 80 | 80 |
| Other equity | 703 | 706 | 934 | 672 | 686 |
| Minority interests | 6 | 6 | 6 | 6 | 6 |
| Total equity | 790 | 792 | 1021 | 758 | 772 |
| Non-current liabilities | 105 | 64 | 85 | 109 | 99 |
| Non-current interest bearing debt | 1223 | 1087 | 1158 | 1378 | 1256 |
| Total non-current liabilities | 1328 | 1151 | 1243 | 1488 | 1356 |
| Current portion of interest bearing debt | 267 | 219 | 226 | 163 | 270 |
| Derivative financial instruments | 25 | 29 | 51 | 19 | 28 |
| Current liabilities | 150 | 98 | 118 | 117 | 154 |
| Liabilities of discontinued operation (joint control of terminals) ${ }^{1 \text { ) }}$ | - | 311 | - | - | - |
| Total current liabilities | 442 | 657 | 395 | 298 | 451 |
| Total equity and liabilities | 2560 | 2601 | 2659 | 2544 | 2580 |


| STATEMENT OF CHANGES IN | Paid in equity | Exchange rate differences | Fair value and other reserves | Retained equity | Total other equity | Minority interests | Total equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Equity as at 1.1.2010 | 81 | 23 | 24 | 774 | 820 | 5 | 906 |
| Comprehensive income | - | (20) | (25) | (79) | (124) | 1 | (123) |
| Share sale/repurchase | (1) | - | - | (24) | (24) | - | (25) |
| Equity as at 30.09.2010 | 80 | 2 | (1) | 671 | 672 | 6 | 758 |
| Equity as at 1.1.2011 | 80 | 11 | 4 | 671 | 686 | 6 | 772 |
| Comprehensive income | - | (5) | (24) | 277 | 248 | 0 | 248 |
| Equity as at 30.09.2011 | 80 | ) | (20) | 949 | 934 | 6 | 1021 |


|  | 1.1-31.3 | 1.4-30.6 | $\begin{array}{r} 1.7- \\ 30.9 \end{array}$ | $\begin{array}{r} 1.7- \\ 30.9 \end{array}$ | 1.1-30.9 | 1.1-30.9 | $\begin{array}{r} 1.1- \\ 31.12 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PROFITABILITY | 2011 | 2011 | 2011 | 2010 | 2011 | 2010 | 2010 |
| Earnings per share (USD) - basic/diluted - before retroactive tax | 0.04 | (0.03) | (0.15) | (0.24) | (0.13) | (0.77) | (0.88) |
| Earnings per share (USD) - basic/diluted - continued operation | 0.04 | (0.03) | (0.15) | (0.24) | (0.13) | (1.30) | (1.41) |
| Earnings per share (USD) - basic/diluted - discontinued operation (joint control of terminals) | 0.09 | 0.09 | 3.49 | 0.10 | 3.67 | 0.31 | 0.42 |
| Cash flow per share (USD) | 0.59 | 0.50 | 3.77 | 0.27 | 4.86 | 0.94 | 1.46 |
| Return on total assets ${ }^{2)}$ - before retroactive tax | 1.4\% | 2.5\% | 21.6\% | (0.9\%) | 12.2\% | (0.1\%) | 0.4\% |
| Return on total assets ${ }^{2)}$ | 1.4\% | 2.5\% | 21.6\% | (0.9\%) | 12.2\% | (1.7\%) | (1.2\%) |
| Return on equity ${ }^{2)}$ - before retroactive tax | (1.3\%) | (2.5\%) | 26.5\% | (7.9\%) | 30.2\% | (5.6\%) | (4.2\%) |
| Return on equity ${ }^{2}$ | (1.3\%) | (2.5\%) | 26.5\% | (8.4\%) | 30.2\% | (10.8\%) | (9.4\%) |
| Return on capital employed ${ }^{2)}$ | 2.1\% | 1.9\% | 14.8\% | (0.4\%) | 15.9\% | 1.4\% | 0.8\% |
| FINANCIAL RATIOS |  |  |  |  |  |  |  |
| Average number of shares (mill.) | 78.56 | 78.56 | 78.56 | 78.56 | 78.56 | 79.53 | 79.29 |
| Basic/diluted equity per share (USD) | 9.97 | 10.01 | 12.92 | 9.58 | 12.92 | 9.58 | 9.75 |
| Share price per A-share (USD) | 8.74 | 8.01 | 5.85 | 5.89 | 5.85 | 5.89 | 9.23 |
| Debt repayment capability (Years) | 12.1 | 13.2 | 9.3 | 21.1 | 9.2 | 11.7 | 11.4 |
| Current ratio | 0.8 | 0.9 | 1.4 | 1.2 | 1.4 | 1.2 | 1.1 |
| Equity ratio | 30.8\% | 30.5\% | 38.4\% | 29.8\% | 38.4\% | 29.8\% | 29.9\% |
| USD/NOK rate at period end | 5.56 | 5.37 | 5.85 | 5.86 | 5.85 | 5.86 | 5.85 |
| CASH FLOW STATEMENT (USD mill) |  |  |  |  |  |  |  |
| Net cash flow from operating activities | 33 | 69 | 28 | 40 | 131 | 120 | 169 |
| Net cash flow from investing activities | 3 | (48) | 243 | 6 | 198 | (24) | (56) |
| Net cash flow from financing activities | (54) | 34 | (46) | (9) | 66 | (87) | (107) |
| Effect on cash balances from currency exchange rate fluctuations | 1 | (1) | (1) | 2 | (1) | (2) | (2) |
| Net change in cash and cash equivalents | (17) | 54 | 224 | 39 | 262 | 8 | 4 |
| Opening cash and cash equivalents | 107 | 90 | 145 | 71 | 107 | 103 | 103 |
| Ending cash and cash equivalents | 90 | 145 | 369 | 111 | 369 | 111 | 107 |
| Net cash discontinuing operations (joint control of terminals) ${ }^{1)}$ | 11 | 13 | 3 | 8 | 28 | 21 | 13 |
| Net cash continuing operations | 79 | 132 | 366 | 103 | 341 | 90 | 94 |
| SEGMENT REPORTING (USD mill) |  |  |  |  |  |  |  |
| Gross revenue |  |  |  |  |  |  |  |
| Chemical Tankers | 248 | 258 | 284 | 242 | 791 | 742 | 999 |
| Tank Terminals | 15 | 18 | 30 | 14 | 63 | 39 | 54 |
| Gross revenue from internal customers | (1) | (1) | (1) | (1) | (4) | (4) | (5) |
| Total gross revenue | 262 | 275 | 313 | 255 | 850 | 777 | 1048 |
| EBITDA |  |  |  |  |  |  |  |
| Chemical Tankers | 15 | 13 | 19 | 7 | 46 | 39 | 59 |
| Tank Terminals | 10 | 11 | 15 | 10 | 36 | 27 | 35 |
| Total operating result before depreciation, amortisation and capital gain (loss) on non-current assets (EBITDA) | 24 | 24 | 34 | 17 | 82 | 66 | 94 |
| EBIT |  |  |  |  |  |  |  |
| Chemical Tankers | 6 | 1 | (6) | (17) | 0 | (47) | (58) |
| Tank Terminals | 6 | 7 | 9 | 6 | 22 | 18 | 22 |
| Total operating result (EBIT) | 12 | 8 | 2 | (10) | 22 | (29) | (36) |
| Net result |  |  |  |  |  |  |  |
| Chemical Tankers | (0) | (5) | (15) | (24) | (20) | (113) | (121) |
| Tank Terminals | 4 | 3 | 2 | 4 | 9 | 8 | 9 |
| Total net result continued operation | 3 | (2) | (13) | (19) | (11) | (104) | (112) |


| Assets <br> (USD mill) | $\begin{array}{r} 31.3 \\ 2011 \end{array}$ | 30.6 | 2011 | $\begin{array}{r} 30.9 \\ 2011 \end{array}$ | $\begin{array}{r} 30.9 \\ 2010 \end{array}$ | 31.12 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Chemical Tankers | 1575 | 1586 |  | 1593 | 1610 | 1593 |  |
| Tank Terminals | 985 | 469 |  | 1066 | 934 | 987 |  |
| Discontinued assets | - | 546 |  | - | - | - |  |
| Total assets | 2560 | 2601 |  | 2659 | 2544 | 2580 |  |
|  | $\begin{gathered} 1.1- \\ 31.3 \end{gathered}$ | $\begin{gathered} 1.4- \\ 30.6 \end{gathered}$ | $\begin{gathered} 1.7 \\ 30.9 \end{gathered}$ | $\begin{array}{r} 1.7- \\ 30.9 \end{array}$ | $\begin{gathered} 1.1- \\ 30.9 \end{gathered}$ | $\begin{gathered} 1.1- \\ 30.9 \end{gathered}$ | $\begin{array}{r} 1.1- \\ 31.12 \end{array}$ |
| DISCONTINUED OPERATION (joint control of terminals) ${ }^{1)}$ <br> (USD mill) | 2011 | 2011 | 2011 | 2010 | 2011 | 2010 | 2010 |
| Total gross revenue | 47 | 50 | 27 | 46 | 124 | 141 | 191 |
| Total operating result before depreciation, amortisation and |  |  |  |  |  |  |  |
| Capital gain (loss) on non-current assets (EBITDA) | 18 | 17 | 10 | 18 | 45 | 56 | 75 |
| Total operating result | 13 | 12 | 8 | 13 | 32 | 41 | 54 |
| Net result | 7 | 7 | 274 | 8 | 288 | 25 | 33 |
| Net cash flow from operating activities | 20 | 20 | 15 | 20 | 55 | 34 | 60 |
| Net cash flow from investing activities | (15) | (12) | (5) | (7) | (33) | (16) | (43) |
| Net cash flow from financing activities | (6) | (6) | (3) | (6) | (14) | (15) | (21) |

${ }^{1)}$ Odfjell has sold $49 \%$ of the shares in some terminal companies. Through a shareholder agreement the transaction has changed Odfjell's influence from control to joint control and Odfjell's total previous ownership is presented as discontinued operation from 2Q 2011 including re-presentation of profit and loss and cash flows for prior periods. Change of control is effective from medium August, and the remaining $51 \%$ interest is from this date presented as joint venture using proportionate consolidation. Final allocation of excess values to non-current assets is not concluded yet.
${ }^{2)}$ Return ratios are based on annualised results, except for non-recurring items that are included in the relevant period.

FLEET \& TERMINAL OVERVIEW as per 20 October 2011

|  | SHIP | YEAR BUILT | DWT | CBM | STAINLESS STEEL, CBM | NUMBER OF TANKS |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| OWNED: | Bow Lind | 2011 | 44000 | 47500 | - | 29 |
|  | Bow Elm | 2011 | 44000 | 47500 | - | 29 |
|  | Flumar Brasil | 2010 | 51188 | 55300 | - | 14 |
|  | Bow Saga ${ }^{1}$ | 2007 | 40085 | 52126 | 52126 | 40 |
|  | Bow Sirius ${ }^{1}$ | 2006 | 40048 | 52126 | 52126 | 40 |
|  | Bow Sea | 2006 | 40048 | 52126 | 52126 | 40 |
|  | Bow Summer | 2005 | 40036 | 52126 | 52126 | 40 |
|  | Bow Spring ${ }^{1}$ | 2004 | 39942 | 52126 | 52126 | 40 |
|  | Bow Star | 2004 | 39832 | 52126 | 52126 | 40 |
|  | Bow Sun | 2003 | 39842 | 52126 | 52126 | 40 |
|  | Bow Firda | 2003 | 37427 | 40515 | 40515 | 47 |
|  | Bow Chain | 2002 | 37518 | 40515 | 40515 | 47 |
|  | Bow Fortune | 1999 | 37395 | 40515 | 40515 | 47 |
|  | Bow Master | 1999 | 6046 | 6878 | 6878 | 14 |
|  | Bow Mate | 1999 | 6001 | 6864 | 6864 | 14 |
|  | Bow Pilot | 1999 | 6000 | 6865 | 6865 | 14 |
|  | Bow Sailor | 1999 | 6000 | 6870 | 6870 | 14 |
|  | Bow Cecil | 1998 | 37345 | 40515 | 33236 | 47 |
|  | Bow Flora | 1998 | 37369 | 40515 | 33236 | 47 |
|  | Bow Balearia | 1998 | 5870 | 5941 | 5941 | 20 |
|  | Bow Oceanic | 1997 | 17460 | 18620 | 18620 | 24 |
|  | Bow Bracaria | 1997 | 5870 | 5941 | 5941 | 20 |
|  | Bow Brasilia | 1997 | 5870 | 5941 | 5941 | 20 |
|  | Bow Cardinal | 1997 | 37446 | 41487 | 34208 | 52 |
|  | Bow Faith | 1997 | 37479 | 41487 | 34208 | 52 |
|  | Bow Aratu | 1997 | 13834 | 15831 | 15831 | 29 |
|  | Bow Querida | 1996 | 10115 | 10956 | 10956 | 18 |
|  | Bow Cedar | 1996 | 37455 | 41608 | 34329 | 52 |
|  | Bow Atlantic | 1995 | 17460 | 18620 | 18620 | 24 |
|  | Bow Fagus | 1995 | 37375 | 41608 | 34329 | 52 |
|  | Bow Clipper | 1995 | 37166 | 41492 | 34213 | 52 |
|  | Bow Flower | 1994 | 37221 | 41492 | 34213 | 52 |
|  | Bow Eagle | 1988 | 24728 | 32458 | 19662 | 25 |
|  | Bow Cheetah | 1988 | 40258 | 47604 | - | 29 |
|  | Bow Leopard | 1988 | 40249 | 47604 | - | 29 |
|  | Bow Lion | 1988 | 40272 | 47604 | - | 29 |
|  | Bow Peace | 1987 | 45655 | 52173 | 2167 | 23 |
|  | Bow Pride | 1987 | 45655 | 52173 | 2167 | 23 |
|  | Bow Prosper | 1987 | 45655 | 52173 | 2167 | 23 |
|  | Bow Fertility | 1987 | 45507 | 52173 | 2167 | 23 |
|  | Bow Fraternity | 1987 | 45507 | 52173 | 2167 | 23 |
|  | Bow Victor | 1986 | 33190 | 34500 | 21975 | 31 |
|  | Araucaria | 1984 | 10259 | 10159 | 6500 | 18 |
|  | Bow Pacifico (50\%) | 1982 | 18657 | 22929 | 10849 | 31 |
|  | Bow Viking | 1981 | 33590 | 40956 | 21745 | 36 |
| TIME CHARTERED: |  |  |  |  |  |  |
|  | SG Pegasus | 2011 | 13086 | 14197 | 14197 | 16 |
|  | NCC Danah ${ }^{3}$ | 2011 | 45564 | 52591 | - | 22 |
|  | NCC Nasma ${ }^{3}$ | 2011 | 45564 | 52591 | - | 22 |
|  | NCC Safa ${ }^{3}$ | 2011 | 45564 | 52591 | - | 22 |
|  | NCC Amal ${ }^{3}$ | 2011 | 45564 | 52591 | - | 22 |
|  | NCC Huda ${ }^{3}$ | 2011 | 45564 | 52591 | - | 22 |
|  | NCC Noor ${ }^{3}$ | 2011 | 45564 | 52591 | - | 22 |
|  | Stream Luna | 2010 | 19998 | 21717 | 21717 | 20 |
|  | Bow Tone | 2009 | 33600 | 37700 | 37700 | 16 |
|  | Bow Hector | 2009 | 33694 | 37386 | 37386 | 16 |
|  | Southern Jaguar | 2009 | 19997 | 22198 | 22198 | 20 |
|  | Stream Mia | 2008 | 19702 | 21652 | 21652 | 26 |
|  | Bow Sagami | 2008 | 33641 | 37238 | 37238 | 16 |
|  | Bow Harmony | 2008 | 33619 | 34698 | 34698 | 16 |
|  | Bow Cape | 2008 | 19971 | 22158 | 22158 | 20 |
|  | Bow Kiso | 2008 | 33641 | 37215 | 37215 | 16 |
|  | Bow Heron | 2008 | 33707 | 37365 | 37365 | 16 |
|  | NCC Haiel ${ }^{3}$ | 2008 | 45953 | 54300 |  | 22 |
|  | NCC Dammam ${ }^{3}$ | 2008 | 45965 | 54300 | - | 22 |
|  | NCC Sudair ${ }^{3}$ | 2007 | 46012 | 54300 | - | 22 |
|  | Bow Lima | 2007 | 19900 | 22157 | 22157 | 20 |
|  | Bow Fuji | 2006 | 19800 | 22140 | 22140 | 22 |
|  | Bow Plata | 2006 | 19807 | 22143 | 22143 | 22 |
|  | Bow Engineer | 2006 | 30086 | 35548 | 35548 | 28 |
|  | Crystal Topaz ${ }^{3}$ | 2006 | 11340 | 11879 | 11879 | 20 |
|  | Crystal Diamond ${ }^{3}$ | 2006 | 11340 | 11879 | 11879 | 20 |
|  | Bow Sky ${ }^{2}$ | 2005 | 40005 | 52126 | 52126 | 40 |
|  | Bow Architect | 2005 | 30058 | 36000 | 36000 | 28 |
|  | Bow Rio | 2005 | 19990 | 21408 | 21408 | 22 |
|  | Bow Europe | 2005 | 19727 | 21573 | 21573 | 36 |
|  | Bow Santos ${ }^{2}$ | 2004 | 19997 | 21846 | 21846 | 22 |
|  | Bow Asia ${ }^{2}$ | 2004 | 9901 | 10866 | 10866 | 20 |
|  | Bow Singapore ${ }^{2}$ | 2004 | 9888 | 10867 | 10867 | 20 |
|  | Bow Americas | 2004 | 19707 | 22050 | 22050 | 36 |
|  | Bow de Rich | 2003 | 12452 | 13300 | 13300 | 22 |
|  | Bow de Feng | 2002 | 12514 | 13289 | 13289 | 22 |
|  | Bow Andino | 2000 | 16121 | 17270 | 17270 | 30 |
|  | Crystal Amaranto ${ }^{3}$ | 1999 | 9931 | 10893 | 10893 | 24 |
|  | Euro Corallo ${ }^{3}$ | 1999 | 4470 | 4452 | 4452 | 17 |


|  | Euro Mora ${ }^{3}$ | 1998 | 3670 | 3782 | 3782 | 15 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Crystal Skye ${ }^{3}$ | 1998 | 9554 | 10689 | 10689 | 24 |
|  | Crystal Ambra ${ }^{3}$ | 1998 | 8053 | 8399 | 8399 | 22 |
|  | Bow Jubail ${ }^{2}$ | 1996 | 37499 | 41488 | 34209 | 52 |
|  | Bow Mekka ${ }^{2}$ | 1995 | 37272 | 41588 | 34257 | 52 |
|  | Bow Riyad ${ }^{2}$ | 1995 | 37274 | 41492 | 34213 | 52 |
|  | Crystal Amethyst ${ }^{3}$ | 1994 | 9143 | 9346 | 9346 | 17 |
|  | Crystal Emerald ${ }^{3}$ | 1994 | 8143 | 9346 | 9346 | 17 |
|  | Crystal Pearl ${ }^{3}$ | 1994 | 8143 | 9346 | 9346 | 17 |
|  | Bow Baha | 1988 | 24728 | 32458 | 19662 | 25 |
| COMMERCIAL MANAGEMENT: |  |  |  |  |  |  |
|  | JBU Sapphire | 2009 | 19860 | 21701 | 21700 | 16 |
|  | JBU Opal | 2009 | 19860 | 21695 | 21700 | 16 |
|  | Northern Wolverine | 2006 | 16000 | 17566 | 9827 | 35 |
|  | Northern Lynx | 2003 | 16000 | 17634 | 9855 | 35 |
|  | Crystal Atlantica | 2000 | 16630 | 17003 | 17003 | 22 |
|  | Number of ships: | 99 | 2714758 | 3108126 | 1917836 |  |

${ }^{1}$ Vessel beneficially owned through financial lease.
${ }^{2}$ Vessel on bare-boat charter.
${ }^{3}$ Vessel on variable time charter/pool.

| ON ORDER: | YARD | DELIVERY | DWT | OWNER | COMMENT |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | SLS Shipbuilding Co.Ltd. |  |  |  |  |
|  | Korea | 2011/2012 | 45000 | NCC | 5 vessels |
|  | Chongqing Chuandong |  |  |  |  |
|  | Shipbuilding Industry Co.Ltd | 2012 | 9000 | Odfjell |  |
|  | " | 2012 | 9000 | Odfjell |  |
|  | " | 2012 | 9000 | Odfjell |  |
|  | Daewoo Shipbuilding and |  |  |  |  |
|  | Marine Engineering Co Ltd | 2013 | 75000 | Odfjell |  |
|  | " | 2013 | 75000 | NCC |  |
|  | Number of newbuildings: | 10 | 402000 |  |  |


|  |  |  | STAINLESS <br> NUMBER |  |
| :--- | :--- | :--- | ---: | ---: |
| TANK TERMINALS | LOCATION | SHARE | CBM | STEEL, CBM |


|  |  |  |  | STAINLESS | ESTIMATED |
| :--- | :--- | :--- | ---: | ---: | ---: |
| PROJECTS AND EXPANSIONS | LOCATION | SHARE | CBM | STEEL, CBM |  |
| COMPLETION |  |  |  |  |  |



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