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# Stolt-Nielsen Limited Reports Unaudited Results For the Fourth Quarter and Full Year of 2014 

LONDON, January 29, 2015 - Stolt-Nielsen Limited (Oslo Børs: SNI) today reported unaudited results for the fourth quarter ended November 30, 2014. Net profit attributable to shareholders in the fourth quarter was $\$ 13.1$ million, with revenue of $\$ 532.3$ million, compared with a net profit of $\$ 14.6$ million, with revenue of $\$ 545.4$ million, in the third quarter. Net profit attributable to shareholders for 2014 was $\$ 77.1$ million, with revenue of $\$ 2,137.9$ million, compared with a net profit of $\$ 82.0$ million, with revenue of $\$ 2,099.5$ million, in 2013.

Highlights for the fourth quarter of 2014, compared with the third quarter of 2014, were:

- Stolt Tankers reported an operating profit of $\$ 8.6$ million versus $\$ 8.4$ million. Excluding the impact of one-time items in the fourth and third quarters, Stolt Tankers had its strongest quarterly performance of the year.
- The Stolt Tankers Joint Service Sailed-in Time-Charter Index ${ }^{1}$ was 0.65 , consistent with the prior quarter.
- Stolthaven Terminals reported an operating profit of $\mathbf{\$ 1 7 . 8}$ million, up from $\$ 16.2$ million. Results for the quarter reflected $\$ 3.8$ million related to the termination of a customer contract at Stolthaven New Zealand, and the positive impact of new capacity coming into operation in Singapore.
- Stolt Tank Containers reported an operating profit of $\mathbf{\$ 1 9 . 5}$ million, up from $\mathbf{\$ 1 7 . 6}$ million, as momentum was maintained despite a decrease in shipments.
- Stolt Sea Farm reported an operating loss of $\$ 0.4$ million, compared with operating profit of $\$ 2.8$ million, as the accounting for inventories at fair value had a negative impact of $\mathbf{\$ 0 . 4}$ million in the fourth quarter, compared with a positive impact of $\mathbf{\$ 1 . 8}$ million in the third quarter.
- Corporate and Other reported an operating loss of $\mathbf{\$ 6 . 8}$ million, down from $\mathbf{\$ 0 . 3}$ million operating profit, mostly as a result of the expected severance related to the Norwalk, Connecticut office relocation.

Commenting on the Company's results, Mr. Niels G. Stolt-Nielsen, Chief Executive Officer of Stolt-Nielsen Limited, said:
"Overall 2014 was a disappointing year for Stolt-Nielsen Limited. The expected turnaround at Stolt Tankers did not materialise due to lower volumes and a soft freight market, reflecting a sluggish global economy."

[^0]"In the fourth quarter, while operating results improved at Stolt Tankers, we have yet to see the full impact of the drop in bunker fuel prices, as our ships continued to consume the fuel purchased at higher cost before the significant drop began. At Stolthaven Terminals, the results for the quarter were up. We believe the lag in earnings from the recent investments we made in the division will catch up as the new capacity comes on line and utilisation increases at all of our terminals. Stolt Tank Containers delivered solid results in the fourth quarter, even though the market experienced seasonal weakness. Stolt Sea Farm’s fourth-quarter results were weak because of continued historically low turbot prices. We look forward to seeing the sale of the first sole from our farm in Iceland towards the end of our first quarter, which should have a positive impact on our Stolt Sea Farm earnings going forward."
"Looking ahead we expect the lower bunker fuel prices to gradually have a positive effect on Stolt Tankers in the quarters to come, though a significant portion of the savings will be passed on to our contract customers as a result of the bunker fuel clauses in most of our contracts. We remain concerned about the market outlook for Stolt Tankers, as the order book now stands at over $30 \%$ in the parcel-tanker segment and the global economic outlook is uncertain. With the prolonged challenging chemical tanker market, we have and will continue to challenge our cost structure. Some of the implemented saving initiatives are starting to show results and are expected to be reflected in our bottom line going forward."

On December 15, 2014, Jacob Stolt-Nielsen, who founded the Company in 1959, retired from the SNL Board of Directors, thus formally concluding his career 55 years to the date of the Company's founding. He continues as Honorary Chairman.

On November 19, the Company announced that it had agreed to purchase one million of its common shares through a private tender of shares at a price of NOK 110.00 per share. The shares were purchased in accordance with the buy-back programme announced by the Company on November 18, 2014. To date SNL has bought a total of $1,881,437$ shares under the buy-back programme, and currently holds $7,908,431$ of its common shares, representing $12.33 \%$ of the total number of issued common shares in the Company.

On November 11, the Board of Directors approved the payment of an interim dividend of $\$ 0.50$ per common share to be paid on December 11, 2014 to shareholders of record as of November 26, 2014.

On October 21, the Company announced plans to relocate Stolt Tankers’ office in Norwalk, Connecticut to Houston, Texas. The move will consolidate SNL's U.S.-based staff in Houston, which is also home to Stolt Tank Containers and the Company's largest wholly owned bulkliquid terminal. The move, which is expected to be completed by the end of 2015, affects approximately 60 employees.

Effective December 31, 2014, the U.S. pension plan was frozen for current and future participants. As a result, approximately $\$ 19.8$ million of one-time income will be recorded in December 2014.

At the end of the fourth quarter, SNL was in full compliance with its loan covenants.

## SNL Performance Summary and Results

| Reporting Item (in USD millions, <br> except per share data and number <br> of shares) | Quarter |  |  |  | Full Year |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
| Revenue | 4 Q 14 | 3 Q 14 | 4 Q 13 | 2014 | 2013 |  |
| Operating profit | 532.3 | 545.4 | 524.5 | $2,137.9$ | $2,099.5$ |  |
| Net profit | 13.6 | 45.4 | 57.8 | 188.6 | 189.2 |  |
| Net profit attributable to SNL shareholders | 13.1 | 14.6 | 35.0 | 78.1 | 81.8 |  |
| EPS attributable to SNL shareholders - <br> diluted | 0.23 | 0.25 | 0.61 | 1.33 | 1.41 |  |
| Weighted average number of shares - <br> diluted (in millions) | 58.1 | 82.0 |  |  |  |  |

Stolt-Nielsen Limited reported a fourth-quarter net profit of \$13.6 million, down from \$14.6 million in the third quarter of 2014. Results for the fourth quarter included a provision of \$4.4 million related to the previously announced relocation of the Company's office in Norwalk, Connecticut; a $\$ 4.6$ million charge in connection with the recycling of the Stolt Markland, partially offset by a gain of $\$ 0.7$ million on the sale of the Stolt Tern; $\$ 3.8$ million related to the termination of a customer contract at Stolthaven New Zealand and a $\$ 3.9$ million provision related to the formation of Stolt LNGaz Ltd. Third-quarter results included $\$ 3.0$ million of business-interruption insurance income related to Stolthaven New Orleans from Hurricane Isaac in August 2012, largely offset by $\$ 2.0$ million of impairments related to assets held for sale by a joint venture. Excluding one-time items, Stolt-Nielsen Limited's fourth-quarter net profit was $\$ 22.0$ million, up from $\$ 13.6$ million, an increase of $\$ 8.4$ million. The results reflected improved operating performance at Stolt Tankers and strong operating results at Stolt Tank Containers.

Debt, net of cash and cash equivalents as of November 30, 2014 was $\$ 1,666.6$ million, compared with $\$ 1,690.5$ million, as of August 31, 2014.

Net interest expense in the fourth quarter was $\$ 22.8$ million, compared with $\$ 24.0$ million in the third quarter of 2014. SNL had $\$ 45.2$ million of cash and $\$ 230.4$ million of available and undrawn committed overdraft facilities at November 30, 2014.

## Segment Information

| Operating Profit by Division (in USD millions) | Quarter |  |  | Full Year |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q14 | 3Q14 | 4Q13 | 2014 | 2013 |
| Stolt Tankers | 8.6 | 8.4 | 15.8 | 35.2 | 27.0 |
| Stolthaven Terminals | 17.8 | 16.2 | 15.5 | 64.7 | 78.2 |
| Stolt Tank Containers | 19.5 | 17.6 | 19.8 | 70.1 | 72.8 |
| Stolt Sea Farm | (0.4) | 2.8 | 0.4 | (1.4) | 7.8 |
| One-time gains on AGHL shares ${ }^{2}$ | - | - | - | 24.4 | - |
| Provision related to Stolt LNGaz Ltd | (3.9) | - | - | (3.9) | - |
| Severance on office closure | (4.4) | - | - | (4.4) | - |
| Corporate \& Other | 1.4 | 0.4 | 6.3 | 3.9 | 3.4 |
| Total | 38.6 | 45.4 | 57.8 | 188.6 | 189.2 |

[^1]
## Stolt Tankers

Stolt Tankers reported fourth-quarter operating revenue of \$307.0 million, down from \$318.0 million in the third quarter. The decrease in deep-sea revenue was attributable to a decline in bunker surcharge revenue and a slight decrease in freight revenue. While both deep-sea operating days and volume were up from the prior quarter, freight revenue was held down by marginally lower freight rates, caused by a change in trade lane and cargo combinations rather than a general market slowdown. Regional fleet revenue was also down, due to lower volume and operating days resulting in part from the sale of the Stolt Tern in September and the drydocking of a ship for repairs in October.

Stolt Tankers reported a fourth-quarter operating profit of \$8.6 million, up slightly from \$8.4 million in the third quarter. Excluding a $\$ 4.6$ million charge related to the fourth-quarter recycling of the Stolt Markland, which was only partially offset by the sale of the Stolt Tern, and a $\$ 2.0$ million third-quarter impairment related to assets held by an associate, operating income was up by $\$ 2.0$ million in the quarter. Trading expenses declined in the quarter, driven by lower bunker fuel expense, as the average price of intermediate fuel oil consumed fell to $\$ 572$ per ton from $\$ 616$ per ton in the third quarter. Shipowning expenses were also down, mainly because of lower maintenance \& repair and manning expenses. Results for the quarter also reflected an increase in income from joint ventures.

## Stolthaven Terminals

Stolthaven Terminals reported fourth-quarter operating revenue of $\$ 57.9$ million, up from $\$ 54.4$ million in the third quarter. Revenue for the quarter included $\$ 3.8$ million from the release of a provision related to a recently terminated customer contract at Stolthaven New Zealand. Capacity expansion at Stolthaven Singapore also positively impacted storage and throughput revenue. The average terminal capacity at Stolthaven's owned terminals increased by 50,091 cubic metres, or $3.3 \%$, primarily reflecting the addition of $40,334 \mathrm{cbm}$ of storage in Singapore, as well as $10,811 \mathrm{cbm}$ of new capacity at Stolthaven Houston. Overall utilisation edged upward to $87.6 \%$ from $87.2 \%$ in the third quarter, but was still held back by low utilisation at the Stolthaven Santos and Stolthaven New Orleans terminals. Revenue at Stolthaven Houston was held down by reduced nitrogen usage and the pending contractual allocation of new capacity.

Stolthaven reported a fourth-quarter operating profit of $\$ 17.8$ million, up from $\$ 16.2$ million in the third quarter. Operating results for the quarter largely reflected the impact of the release of a provision relating to the termination of an onerous contract at Stolthaven New Zealand, as well as higher equity income from the Company's non-consolidated joint-venture terminals, mainly due to seasonal patterns at the division's joint-venture terminal in Ulsan, South Korea. Third-quarter results included the final $\$ 3.0$ million of business-interruption insurance income related to Stolthaven New Orleans from Hurricane Isaac in August 2012.

## Stolt Tank Containers (STC)

Stolt Tank Containers reported fourth-quarter operating revenue of $\$ 135.8$ million, down from $\$ 137.3$ million in the third quarter. Consistent with seasonal demand patterns, fourth-quarter shipments slipped by $4.2 \%$, compared with the third quarter. Similarly, utilisation edged lower to $72.5 \%$ from $75.3 \%$, due in part to the addition of 1,123 tanks to STC's fleet in the fourth quarter. Demurrage revenue increased in the quarter, as customers typically hold on to tanks longer in periods when production slows.

STC reported a fourth-quarter operating profit of $\$ 19.5$ million, up from $\$ 17.6$ million in the third quarter. Results for the quarter reflected lower fuel prices, lower repositioning expense and the favourable impact of a stronger U.S. dollar.

## Stolt Sea Farm (SSF)

Stolt Sea Farm reported fourth-quarter operating revenue of $\$ 12.0$ million, down from $\$ 18.4$ million in the third quarter. Revenue from turbot sales was down by $26 \%$ in the fourth quarter. Abnormally high sea temperatures negatively impacted turbot growth from August to October, resulting in less volume available for market. Prices strengthened, but are still near historic lows. Revenue from sole sales was unchanged in the fourth quarter, as prices rose modestly while the volume sold edged lower. Caviar revenue increased in the fourth quarter on higher volume, as the holiday sales season began to get underway in November and as SSF chose to accelerate sales of value-priced stocks.

SSF reported a fourth-quarter operating loss of $\$ 0.4$ million, down from $\$ 2.8$ million of operating profit in the third quarter. The accounting for inventories at fair value had a negative impact of $\$ 0.4$ million in the fourth quarter, compared with a positive impact of $\$ 1.8$ million in the third quarter. The positive impact of higher turbot prices in the fourth quarter was offset by lower average prices obtained for caviar.

## Conference Call

Stolt-Nielsen Limited will hold a presentation and conference call to discuss the Company's results for the fourth-quarter and full-year 2014 on Thursday, January 29, 2015 at 3:00pm CET (9:00am EST, 2:00pm GMT) in the auditorium at Swedbank, Filipstad Brygge 1, 0115, in Oslo, Norway.

The presentation and conference call will be hosted by:

- Mr. Niels G. Stolt-Nielsen - Chief Executive Officer, Stolt-Nielsen Limited
- Mr. Jan Chr. Engelhardtsen - Chief Financial Officer, Stolt-Nielsen Limited

Those who wish to participate may dial +44 (0) 2034271921 (U.K.), +16462543372 (U.S. \& Canada) or +4723500485 (Norway) and quote the code: 2673196. Phone lines will open 10 minutes before the call. A live audio webcast of the presentation may be accessed via the StoltNielsen website at http://www.stolt-nielsen.com/en/Investor-Relations/Earnings-Release-Presentations.aspx.

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## About Stolt-Nielsen Limited

Stolt-Nielsen Limited (SNL or the "Company") is a leading global provider of integrated transportation solutions for bulk liquid chemicals, edible oils, acids, and other specialty liquids through its three largest business divisions, Stolt Tankers, Stolthaven Terminals and Stolt Tank Containers. Stolt Sea Farm produces and markets high quality turbot, sole, sturgeon, and caviar. Stolt-Nielsen Gas develops opportunities in LPG and LNG shipping and distribution. Stolt-Nielsen Limited is listed on the Oslo Stock Exchange.

This information is subject of the disclosure requirements pursuant to section 5-12 of the Norwegian Securities Trading Act.

## Forward-Looking Statements

This press release contains "forward-looking statements" based on information available to the Company on the date hereof, and the Company assumes no obligation to update any such forward-looking statement. These statements may be identified by the use of words like "anticipate," "believe," "estimate," "expect," "intend," "may," "plan," "project," "will," "should," "seek," and similar expressions. The forward-looking statements reflect the Company's current views and assumptions and are subject to risks and uncertainties. The Company does not represent or warrant that the Company's actual future results, performance or achievements will be as discussed in the those statements, and assumes no obligation to, and does not intend to, update any of those forward-looking statements other than as may be required by applicable law.

Revenue
Operating expenses (a)

## Gross margin

Depreciation and amortisation

## Gross profit

Share of profit of joint ventures and associates (d)
Administrative and general expenses (b)
Restructuring expenses (c)
(Loss) gain on disposal of assets, net (d)
Other operating income (e)
Other operating expenses (f)
Operating Profit
Non operating income (expense)
Interest income
Interest expense (g)
Foreign currency exchange gain (loss), net
Other non operating (expense) income, net
Profit before income tax provision
Income tax provision
Net Profit
Attributable to:
Equity holders of SNL
Non-controlling interests

| Three months ended |  |  |  |  |  | Year to Date |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \hline \text { Nov } 30 \\ 2014 \\ \hline \end{array}$ |  | $\begin{array}{r} \hline \text { Aug } 31 \\ 2014 \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { Nov } 30 \\ 2013 \\ \hline \end{array}$ |  | $\begin{array}{r} \hline \text { Nov } 30 \\ 2014 \\ \hline \end{array}$ |  | $\begin{array}{r} \hline \text { Nov } 30 \\ 2013 \\ \hline \end{array}$ |  |
|  |  |  |  |  |  |  |  |  |  |
|  |  | Restated (b) |  |  |  |  |  | Restated (b) |  |
| \$ | 532,321 | \$ | 545,427 | \$ | 524,485 | \$ | 2,137,854 | \$ | $\begin{aligned} & 2,099,519 \\ & 1,567,037 \\ & \hline \end{aligned}$ |
|  | 388,964 |  | 403,117 |  | 382,082 |  | 1,590,443 |  |  |
|  | 143,357 |  | 142,310 |  | 142,403 |  | 547,411 |  | 532,482 |
|  | 51,543 |  | 51,554 |  | 48,898 |  | 200,811 |  | 197,803 |
|  | 91,814 |  | 90,756 |  | 93,505 |  | 346,600 |  | 334,679 |
|  | $\begin{gathered} 11,882 \\ (54,371) \end{gathered}$ |  | $\begin{gathered} 9,370 \\ (53,919) \end{gathered}$ |  | $\begin{gathered} 19,025 \\ (56,389) \end{gathered}$ |  | $\begin{gathered} 45,207 \\ (211,774) \end{gathered}$ |  | $\begin{gathered} 39,581 \\ (201,149) \end{gathered}$ |
|  | $(4,380)$ |  | - |  |  |  | $(4,380)$ |  | - |
|  | $(3,970)$ |  | (327) |  | 468 |  | 14,913 |  | 12,939 |
|  | 1,683 |  | 846 |  | 3,438 |  | 4,631 |  | 22,719 |
|  | $(4,066)$ |  | $(1,376)$ |  | $(2,287)$ |  | $(6,557)$ |  | $(19,553)$ |
|  | 38,592 |  | 45,350 |  | 57,760 |  | 188,640 |  | 189,216 |
|  | 741 |  | 558 |  | 733 |  | 2,381 |  | 3,868 |
|  | $(23,569)$ |  | $(24,514)$ |  | $(22,297)$ |  | $(95,193)$ |  | $(92,145)$ |
|  | 955 |  | (870) |  | (896) |  | $(1,736)$ |  | (896) |
|  | (634) |  | (328) |  | 1,194 |  | (938) |  | 2,097 |
|  | 16,085 |  | 20,196 |  | 36,494 |  | 93,154 |  | 102,140 |
|  | $(2,442)$ |  | $(5,596)$ |  | $(1,474)$ |  | $(15,068)$ |  | $(20,380)$ |
| \$ | 13,643 | \$ | 14,600 | \$ | 35,020 | \$ | 78,086 | \$ | 81,760 |
| \$ | 13,136 | \$ | 14,556 | \$ | 35,183 | \$ | 77,141 | \$ | 81,970 |
|  | 507 |  | 44 |  | (163) |  | 945 |  | (210) |
| \$ | 13,643 | \$ | 14,600 | \$ | 35,020 | \$ | 78,086 | \$ | 81,760 |

PER SHARE DATA
Net profit attributable to SNL shareholders
Basic

$\xlongequal{\$ 0.23} \xlongequal{\$}$| $\$ 0.25$ |
| :--- | :--- | :--- |


| Weighted average number of common shares and common share equivalents outstanding: |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Basic |  | 57,974 |  | 58,107 |  | 58,032 |  | 58,070 |  | 58,010 |
| Diluted |  | 57,974 |  | 58,107 |  | 58,081 |  | 58,071 |  | 58,066 |
| SELECTED CASH FLOW DATA |  |  |  |  |  |  |  |  |  |  |
| Capital expenditures (excluding capitalised interest) | \$ | 99,223 | \$ | 78,752 | \$ | 59,192 | \$ | 321,913 | \$ | 308,853 |
| Equity contributions and advances to joint ventures and associates, net of repayments |  | $(7,715)$ |  | 7,236 |  | 13,449 |  | 2,928 |  | 867 |
| Total capital expenditures, equity contributions and advances to joint ventures | \$ | 91,508 | \$ | 85,988 | \$ | 72,641 | \$ | 324,841 | \$ | 309,720 |


| Profit before income tax provision | \$ | 16,085 | \$ | 20,196 | \$ | 36,494 | \$ | 93,154 | \$ | 102,140 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Adjusted for: |  |  |  |  |  |  |  |  |  |  |
| Depreciation and amortisation |  | 51,543 |  | 51,554 |  | 48,898 |  | 200,811 |  | 197,803 |
| Interest income |  | (741) |  | (558) |  | (733) |  | $(2,381)$ |  | $(3,868)$ |
| Interest expense |  | 23,569 |  | 24,514 |  | 22,297 |  | 95,193 |  | 92,145 |
| Loss (gain) on disposal of assets, net (d) |  | 3,970 |  | 327 |  | (468) |  | $(14,913)$ |  | $(12,939)$ |
| EBITDA | \$ | 94,426 | \$ | 96,033 | \$ | 106,488 | \$ | 371,864 | \$ | 375,281 |
| Fair value adjustment made to biological assets (included in operating expenses) |  | 437 |  | $(1,809)$ |  | (75) |  | 4,276 |  | $(5,222)$ |
| AGHL dilution gain included in Share of profit of joint ventures and associates (d) |  | - |  | - |  | $(7,769)$ |  | $(4,748)$ |  | $(7,769)$ |
| Restructuring expenses (c) |  | 4,380 |  | - |  | - |  | 4,380 |  | - |
| Provision in connection with the formation of Stolt LNGaz Ltd |  | 3,862 |  | - |  | - |  | 3,862 |  | - |
| Release of a provision of a terminated customer contract |  | $(3,800)$ |  | - |  | - |  | $(3,800)$ |  | - |
| Impairment of two ships in Shanghai Sinochem-Stolt Shipping Ltd |  | - |  | 2,000 |  | - |  | 2,000 |  | - |
| Adjustment to Hurricane Isaac insurance |  | - |  | $(3,000)$ |  | - |  | $(8,000)$ |  | - |
| Effect on reversing customer contract for Moerdijk on revenue |  | - |  | - |  | - |  | $(1,256)$ |  | - |
| EBITDA before fair value of biological assets, insurance reimbursements and other one-time, non-cash items | \$ | 99,305 | \$ | 93,224 | \$ | 98,644 | \$ | 368,578 | \$ | 362,290 |

(a) Includes business interruption insurance proceeds in the fourth and third quarter and year ended November 30, 2014, respectively, of nil, $\$ 3.0$ million and $\$ 5.9$ million and in the fourth and year ended November 30, 2013 of nil and $\$ 5.5$ million related to Hurricane Isaac. The three months and year ended November 30, 2013 include a reduction of $\$ 2.2$ million and $\$ 8.8$ million, respectively, from the prior year presentation for the reclassification of certain employees' personnel expenses to administrative and general expenses to better align the expenses with the employees' job duties.
(b) The fourth quarter and full year 2013 include an increase of $\$ 2.2$ million and $\$ 8.8$ million, respectively, from the prior year presentation for the reclassification of certain employees' personnel expenses from operating expenses to better align the expenses with the employees's job duties. Also, related to the retrospective application of IAS 19R, Employee Benefits, administrative and general expenses were increased by $\$ 2.1$ million and $\$ 5.4$ million for the fourth quarter and full year of 2013 , respectively.
(c) The Group has recorded a restructuring provision of $\$ 4.4$ million in the fourth quarter 2014 for severance expenses related to the future closure of its office in Norwalk, Connecticut.
(d) The full year 2014 includes $\$ 19.6$ million gain on the sale of 2.9 million shares of Avance Gas Holding Ltd common shares for net proceeds of $\$ 57.1$ million. Further, it relates to the dilution gain as a result of AGHL's share transactions that is included in Share of profit of joint ventures and associates.
(e) The fourth quarter, third quarter, and full year of 2014 include nil, $\$ 0.7$ million and $\$ 3.2$ million and the fourth quarter and full year of 2013 include $\$ 2.1$ million and $\$ 21.1$ million insurance reimbursements for damages caused by Hurricane Isaac at the New Orleans terminal.
(f) The fourth quarter, third quarter, and full year of 2014 include nil, $\$ 0.7$ million and $\$ 1.1$ million, respectively, and the fourth quarter and full year of 2013 include $\$ 2.1$ million and $\$ 19.1$ million, respectively, of insurance reimbursements for damages caused by Hurricane Isaac at the New Orleans terminal.
(g) Excludes capitalised interest of $\$ 2.1$ million, $\$ 1.8$ million and $\$ 8.1$ million in the fourth quarter, third quarter and full year of 2014 , respectively, and $\$ 3.1$ million and $\$ 8.6$ million in the fourth quarter and full year of 2013 , respectively.

## STOLT-NIELSEN LIMITED AND SUBSIDIARIES

CONSOLIDATED BALANCE SHEETS
(in U.S. dollar thousands)
(UNAUDITED)

|  | As of |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Nov 30 2014 |  | $\begin{gathered} \text { Nov } 30 \\ 2013 \end{gathered}$ |  |
|  |  |  | Restated - (b) |  |
| ASSETS |  |  |  |  |
| Cash and cash equivalents | \$ | 45,206 | \$ | 34,787 |
| Restricted cash |  | 65 |  | 72 |
| Receivables, net |  | 200,823 |  | 189,333 |
| Receivables from insurance (a) |  | - |  | 7,008 |
| Inventories, net |  | 9,177 |  | 13,430 |
| Biological assets |  | 39,052 |  | 39,975 |
| Prepaid expenses |  | 72,234 |  | 65,866 |
| Derivative financial instruments |  | - |  | 507 |
| Income tax receivable |  | 9,289 |  | 2,203 |
| Asset held for sale |  | 6,521 |  | - |
| Other current assets |  | 25,819 |  | 32,322 |
| Total current assets |  | 408,186 |  | 385,503 |
| Property, plant and equipment |  | 2,835,213 |  | 2,787,871 |
| Investment in and advances to joint ventures and associates |  | 514,831 |  | 537,228 |
| Deferred income tax assets (b) |  | 34,868 |  | 29,952 |
| Goodwill and other intangible assets, net |  | 57,057 |  | 67,155 |
| Employee benefit assets |  | 4,010 |  | 3,937 |
| Derivative financial instruments |  | - |  | 44 |
| Deposit for newbuildings |  | 43,770 |  | 36,475 |
| Other assets |  | 16,857 |  | 20,056 |
| Total non-current assets |  | 3,506,606 |  | 3,482,718 |
| Total assets | \$ | 3,914,792 | \$ | 3,868,221 |

## LIABILITIES AND SHAREHOLDERS' EQUITY

Short-term bank loans
Current maturities of long-term debt and finance leases
Accounts payable
Accrued voyage expenses
Accrued expenses
Provisions
Income tax payable
Dividend payable
Derivative financial instruments
Other current liabilities
Total current liabilities
Long-term debt and finance leases
Deferred income tax liabilities
Employee benefit obligations (b)
Derivative financial instruments
Option liability to non-controlling interests (c)
Long-term provisions
Other non-current liabilities
Total non-current liabilities
Total liabilities
Common stock and Founder's shares
Paid-in surplus (d)
Retained earnings
Other components of equity

## Treasury stock

Equity attributable to equity holders of SNL
Non-controlling interests
Put options over non-controlling interests (c)
Total non-controlling interests
Total shareholders' equity
Total liabilities and shareholders' equity

Debt, net of cash and cash equivalents (e)

| \$ | 215,800 | \$ | 142,200 |
| :---: | :---: | :---: | :---: |
|  | 242,151 |  | 206,314 |
|  | 105,434 |  | 103,138 |
|  | 60,475 |  | 72,090 |
|  | 166,202 |  | 157,147 |
|  | 7,923 |  | 3,486 |
|  | 5,303 |  | 6,039 |
|  | 28,584 |  | 29,116 |
|  | 41,799 |  | 13,040 |
|  | 32,115 |  | 28,676 |
|  | 905,786 |  | 761,246 |
|  | 1,253,861 |  | 1,329,739 |
|  | 71,067 |  | 66,044 |
|  | 72,529 |  | 34,584 |
|  | 169,135 |  | 88,609 |
|  | - |  | 9,456 |
|  | 5,598 |  | 6,292 |
|  | 7,837 |  | 12,531 |
|  | 1,580,027 |  | 1,547,255 |
|  | 2,485,813 |  | 2,308,501 |
|  | 64,150 |  | 64,150 |
|  | 314,754 |  | 338,282 |
|  | 1,337,768 |  | 1,342,811 |
|  | $(101,232)$ |  | $(37,140)$ |
|  | 1,615,440 |  | 1,708,103 |
|  | $(189,786)$ |  | $(169,374)$ |
|  | 1,425,654 |  | 1,538,729 |
|  | 3,325 |  | 30,447 |
|  | - |  | $(9,456)$ |
|  | 3,325 |  | 20,991 |
|  | 1,428,979 |  | 1,559,720 |
| \$ | 3,914,792 | \$ | 3,868,221 |
| \$ | 1,666,606 | \$ | 1,643,466 |

(a) The Group has recorded a receivable from its insurance underwriters of $\$ 7.0$ million at November 20, 2013 for reimbursements of claims incurred related to physical damage and environmental clean up costs resulting from Hurricane Isaac on the New Orleans terminal in 2012.
(b) Related to the retrospective application of IAS 19R, Employee Benefits, Employee benefit obligations were increased by $\$ 67$ thousand and related deferred tax assets were reduced by $\$ 67$ thousand.
(c) The Group had written a put option, requiring it to repurchase a non-controlling interest's shares in a subsidiary. This was cancelled upon the Group's purchase of the non-controlling interest in November 2014.
(d) Paid-in surplus was reduced by $\$ 23.4$ million in the fourth quarter of 2014 upon the purchase of the $30 \%$ non-controlling ownership o Stolthaven Australasia for $\$ 50.3$ million.
(e) Computed as short-term bank loans, current maturities of long-term debt and finance leases and long-term debt and finance leases less cash and cash equivalents. and other corporate items:

|  | Three months ended |  |  |  |  |  | Year to Date |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nov 30 |  |  | $\begin{array}{r} \text { Aug } 31 \\ 2014 \\ \hline \end{array}$ | Nov 30 |  | Nov 30 |  | Nov 30 |  |
| REVENUE: |  |  | Restated (f) |  |  |  |  |  | Restated (f) |  |
| Stolt Tankers |  |  |  |  |  |  |  |  |  |  |
| Deepsea | \$ | 251,958 | \$ | 258,956 | \$ | 261,674 | \$ | 1,028,170 | \$ | 1,025,653 |
| Regional Fleet |  | 55,045 |  | 59,053 |  | 59,464 |  | 231,559 |  | 240,732 |
| Stolt Tankers - Total |  | 307,003 |  | 318,009 |  | 321,138 |  | 1,259,729 |  | 1,266,385 |
| Stolthaven Terminals |  | 57,854 |  | 54,384 |  | 47,453 |  | 214,022 |  | 197,790 |
| Stolt Tank Containers |  | 135,840 |  | 137,286 |  | 131,169 |  | 539,616 |  | 532,972 |
| Stolt Sea Farm |  | 12,046 |  | 18,409 |  | 15,596 |  | 63,743 |  | 58,906 |
| Corporate and Other (a) |  | 19,578 |  | 17,339 |  | 9,129 |  | 60,744 |  | 43,466 |
| Total | S | 532,321 | \$ | 545,427 | \$ | 524,485 | \$ | 2,137,854 | \$ | 2,099,519 |
|  |  |  |  |  |  |  |  |  |  |  |
| OPERATING EXPENSES: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers | \$ | 242,224 | \$ | 253,372 | \$ | 250,170 | \$ | 1,005,471 | \$ | 1,026,880 |
| Stolthaven Terminals |  | 25,436 |  | 21,444 |  | 21,730 |  | 90,887 |  | 82,084 |
| Stolt Tank Containers |  | 95,512 |  | 100,066 |  | 92,012 |  | 389,847 |  | 383,599 |
| Stolt Sea Farm |  | 9,554 |  | 13,550 |  | 12,006 |  | 56,240 |  | 40,815 |
| Corporate and Other (b) |  | 16,238 |  | 14,685 |  | 6,164 |  | 47,998 |  | 33,659 |
| Total | \$ | 388,964 | \$ | 403,117 | \$ | 382,082 | \$ | 1,590,443 | \$ | 1,567,037 |
|  |  |  |  |  |  |  |  |  |  |  |
| DEPRECIATION, AMORTISATION AND IMPAIRMENT: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers | \$ | 30,944 | \$ | 31,534 | \$ | 30,682 | \$ | 124,721 | \$ | 122,853 |
| Stolthaven Terminals |  | 11,835 |  | 11,063 |  | 9,046 |  | 42,614 |  | 38,864 |
| Stolt Tank Containers |  | 5,263 |  | 5,191 |  | 5,210 |  | 20,625 |  | 22,359 |
| Stolt Sea Farm |  | 1,425 |  | 1,204 |  | 1,785 |  | 3,673 |  | 5,658 |
| Corporate and Other |  | 2,076 |  | 2,562 |  | 2,175 |  | 9,178 |  | 8,069 |
| Total | \$ | 51,543 | \$ | 51,554 | \$ | 48,898 | \$ | 200,811 | \$ | 197,803 |
| GROSS PROFIT: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers |  |  |  |  |  |  |  |  |  |  |
| Deepsea | \$ | 30,350 | \$ | 28,889 | \$ | 36,285 | \$ | 113,556 | \$ | 99,299 |
| Regional Fleet |  | 3,485 |  | 4,214 |  | 4,001 |  | 15,981 |  | 17,353 |
| Stolt Tankers - Total |  | 33,835 |  | 33,103 |  | 40,286 |  | 129,537 |  | 116,652 |
| Stolthaven Terminals |  | 20,583 |  | 21,877 |  | 16,677 |  | 80,521 |  | 76,842 |
| Stolt Tank Containers |  | 35,065 |  | 32,029 |  | 33,947 |  | 129,144 |  | 127,014 |
| Stolt Sea Farm |  | 1,067 |  | 3,655 |  | 1,805 |  | 3,830 |  | 12,433 |
| Corporate and Other |  | 1,264 |  | 92 |  | 790 |  | 3,568 |  | 1,738 |
| Total | \$ | 91,814 | \$ | 90,756 | \$ | 93,505 | \$ | 346,600 | \$ | 334,679 |
| SHARE OF PROFIT OF JOINT VENTURES AND ASSOCIATES: |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers | \$ | 2,265 | \$ | $(1,501)$ | \$ | (927) | \$ | 3,760 | \$ | 1,059 |
| Stolthaven Terminals |  | 7,089 |  | 6,115 |  | 8,470 |  | 26,258 |  | 25,736 |
| Stolt Tank Containers |  | 96 |  | 184 |  | 261 |  | 983 |  | 701 |
| Corporate and Other (c) |  | 2,432 |  | 4,572 |  | 11,221 |  | 14,206 |  | 12,085 |
| Total | \$ | 11,882 | \$ | 9,370 | \$ | 19,025 | \$ | 45,207 | \$ | 39,581 |
|  |  |  |  |  |  |  |  |  |  |  |
| ADMINISTRATIVE AND GENERAL EXPENSES AND RESTRUCTURING EXPENSES: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers | \$ | $(23,656)$ | \$ | $(23,144)$ | \$ | $(24,038)$ | \$ | $(93,750)$ | \$ | $(89,872)$ |
| Stolthaven Terminals |  | $(10,856)$ |  | $(10,887)$ |  | $(10,156)$ |  | $(43,506)$ |  | $(40,116)$ |
| Stolt Tank Containers |  | $(15,825)$ |  | $(14,812)$ |  | $(15,076)$ |  | $(60,492)$ |  | $(56,284)$ |
| Stolt Sea Farm |  | $(1,087)$ |  | (779) |  | $(1,356)$ |  | $(4,513)$ |  | $(4,480)$ |
| Corporate and Other |  | $(7,327)$ |  | $(4,297)$ |  | $(5,763)$ |  | $(13,893)$ |  | $(10,397)$ |
| Total | \$ | $(58,751)$ | \$ | $(53,919)$ | \$ | $(56,389)$ | \$ | $(216,154)$ | \$ | $(201,149)$ |
|  |  |  |  |  |  |  |  |  |  |  |
| (LOSS) GAIN ON DISPOSAL OF ASSETS, NET: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers | \$ | $(3,894)$ | \$ | (37) | \$ | (15) | \$ | $(4,446)$ | \$ | (899) |
| Stolthaven Terminals |  | (134) |  | (444) |  | (44) |  | (623) |  | 12,641 |
| Stolt Tank Containers |  | 84 |  | 158 |  | 527 |  | 364 |  | 1,191 |
| Corporate and Other (d) |  | (26) |  | (4) |  | - |  | 19,618 |  | 6 |
| Total | \$ | $(3,970)$ | \$ | (327) | \$ | 468 | \$ | 14,913 | \$ | 12,939 |
|  |  |  |  |  |  |  |  |  |  |  |
| OTHER OPERATING INCOME (EXPENSE), NET: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers | \$ | - | \$ | - | \$ | 474 | \$ | 152 | \$ | 100 |
| Stolthaven Terminals |  | 1,107 |  | (422) |  | 587 |  | 2,091 |  | 3,122 |
| Stolt Tank Containers |  | 52 |  | 12 |  | 95 |  | 97 |  | 216 |
| Stolt Sea Farm |  | (414) |  | (89) |  | (30) |  | (730) |  | -167 |
| Corporate and Other |  | $(3,128)$ |  | (31) |  | 25 |  | $(3,536)$ |  | (105) |
| Total | \$ | $(2,383)$ | \$ | (530) | \$ | 1,151 | \$ | $(1,926)$ | \$ | 3,166 |
|  |  |  |  |  |  |  |  |  |  |  |
| OPERATING PROFIT: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers | \$ | 8,550 | \$ | 8,421 | \$ | 15,780 | \$ | 35,253 | \$ | 27,040 |
| Stolthaven Terminals |  | 17,789 |  | 16,239 |  | 15,534 |  | 64,741 |  | 78,224 |
| Stolt Tank Containers |  | 19,472 |  | 17,571 |  | 19,754 |  | 70,096 |  | 72,838 |
| Stolt Sea Farm |  | (434) |  | 2,787 |  | 419 |  | $(1,413)$ |  | 7,786 |
| Corporate and Other (d) |  | $(6,785)$ |  | 332 |  | 6,273 |  | 19,963 |  | 3,328 |
| Total | \$ | 38,592 | \$ | 45,350 | \$ | 57,760 | \$ | 188,640 | \$ | 189,216 |

TOTAL ASSETS:
Stolt Tankers
Stolthaven Terminals
Stolt Tank Containers
Stolt Sea Farm
Corporate and Other (e)
Total

| As of |  |  |  |
| :---: | :---: | :---: | :---: |
| Nov 30 Nov 30 |  |  |  |
| 2014 |  | 2013 |  |
| \$ | 1,877,180 | \$ | 1,933,014 |
|  | 1,192,749 |  | 1,098,896 |
|  | 488,679 |  | 447,158 |
|  | 134,620 |  | 143,567 |
|  | 221,564 |  | 245,586 |
| \$ | 3,914,792 | \$ | 3,868,221 |

(a) Includes Stolt Bitumen revenue of $\$ 17.7$ million, $\$ 16.7$ million and $\$ 55.9$ million in the fourth quarter, third quarter and full year of 2014, respectively, and $\$ 11.9$ million and $\$ 40.4$ million in fourth quarter and full year of 2013 , respectively.
(b) Includes Stolt Bitumen operating expenses of $\$ 16.5$ million, $\$ 15.3$ million and $\$ 51.1$ million in the fourth quarter, third quarter and full year of 2014 , respectively, and $\$ 10.8$ million and $\$ 37.4$ million in the fourth quarter and full year of 2013, respectively.
(c) Includes the Group's share of the results of Avance Gas Holding Ltd and its subsidiaries for the fourth quarter, third quarter and full year of 2014 and in the fourth quarter and full year of 201
(d) Includes $\$ 19.6$ million gain on the sale of 2.9 million shares of Avance Gas Holding Ltd common shares in the second quarter 2014.
(e) Includes Stolt-Nielsen Gas total assets of $\$ 78.6$ million and Stolt Bitumen total assets of $\$ 66.7$ million as at November 30, 2014 and Stolt-Nielsen Gas total assets of $\$ 101.4$ million and Stolt Bitumen total assets of $\$ 59.9$ million as at November 30, 2013.
(f) The fourth quarter and full year of 2013 include an reclass of $\$ 2.2$ million and $\$ 8.8$ million, respectively, from the prior year presentation for the reclassification of certain employees' application of IAS 19R, Employee Benefits, administrative and general expenses were increased by $\$ 2.1$ million and $\$ 5.4$ million for the fourth quarter and full year of 2013 , respectively

# STOLT-NIELSEN LIMITED AND SUBSIDIARIES <br> OPERATING YARDSTICKS <br> (UNAUDITED) 

| STOLT TANKERS DIVISION: | 1st Quarter | 2nd Quarter | 3rd Quarter | 4th Quarter |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| Joint Service sailed-in time-charter index |  |  |  |  |
| 2012 | 0.56 | 0.61 | 0.60 | 0.59 |
| 2013 | 0.58 | 0.60 | 0.64 | 0.71 |
| 2014 | 0.67 | 0.64 | 0.65 | 0.65 |
| Volume of cargo carried - million of tons |  |  |  |  |
| Deepsea fleet: |  |  |  |  |
| 2012 | 2.8 | 2.8 | 2.6 | 2.8 |
| 2013 | 2.7 | 2.7 | 2.7 | 2.8 |
| 2014 | 2.5 | 2.7 | 2.6 | 2.7 |
| Regional fleets - Wholly Owned: |  |  |  |  |
| 2012 | 2.2 | 2.4 | 2.3 | 2.4 |
| 2013 | 2.1 | 2.3 | 2.3 | 2.2 |
| 2014 | 2.0 | 2.0 | 2.1 | 2.1 |
| Operating days |  |  |  |  |
| Deepsea fleet: |  |  |  |  |
| 2012 | 5,687 | 5,520 | 5,299 | 5,396 |
| 2013 | 5,417 | 5,450 | 5,155 | 5,457 |
| 2014 | 5,480 | 5,556 | 5,450 | 5,513 |
| Regional fleets - Wholly Owned: |  |  |  |  |
| 2012 | 6,054 | 6,501 | 6,571 | 6,355 |
| 2013 | 6,138 | 6,254 | 6,372 | 6,175 |
| 2014 | 5,982 | 6,154 | 6,274 | 6,042 |
| Average number of ships operated in the period |  |  |  |  |
| Deepsea fleet: |  |  |  |  |
| 2012 | 62 | 60 | 58 | 59 |
| 2013 | 60 | 59 | 56 | 60 |
| 2014 | 61 | 60 | 59 | 61 |
| Regional fleets - Wholly Owned: |  |  |  |  |
| 2012 | 67 | 71 | 71 | 70 |
| 2013 | 68 | 68 | 69 | 68 |
| 2014 | 66 | 67 | 68 | 66 |
| STOLT TANK CONTAINERS DIVISION: |  |  |  |  |
| Number of Shipments |  |  |  |  |
| 2012 | 27,128 | 28,995 | 28,655 | 26,608 |
| 2013 | 27,629 | 29,967 | 29,047 | 28,941 |
| 2014 | 28,694 | 31,048 | 29,700 | 28,445 |
| Tank containers owned and leased at the end of the period |  |  |  |  |
| 2012 | 29,448 | 29,604 | 29,651 | 30,490 |
| 2013 | 30,912 | 31,428 | 31,224 | 31,393 |
| 2014 | 31,851 | 32,528 | 33,137 | 34,260 |
| Tank container utilisation \% |  |  |  |  |
| 2012 | 69.3\% | 73.1\% | 76.3\% | 73.7\% |
| 2013 | 71.7\% | 75.4\% | 72.9\% | 73.7\% |
| 2014 | 73.9\% | 76.6\% | 75.3\% | 72.5\% |
| Stolt haven terminals division: |  |  |  |  |
| Average marketable capacity in CM's |  |  |  |  |
| 2012 | 1,068,264 | 1,114,730 | 1,118,747 | 1,203,040 |
| 2013 | 1,218,754 | 1,220,310 | 1,221,805 | 1,245,681 |
| 2014 | 1,423,108 | 1,480,555 | 1,521,929 | 1,572,020 |
| Tank capacity utilisation \% |  |  |  |  |
| 2012 | 97.4\% | 96.2\% | 96.2\% | 92.6\% |
| 2013 | 92.0\% | 91.5\% | 93.2\% | 92.2\% |
| 2014 | 88.9\% | 87.7\% | 87.2\% | 87.6\% |

Notes:
(a) Deepsea fleet statistics include those for time-chartered ships and STJS pool partner ships
(b) Operating days for deepsea fleet include ships out on Time Charter
(c) Regional fleet statistics include only wholly-owned ships and cargo carried by the Regional fleet on behalf of the deepsea fleet
(d) Regional fleet statistics include the results of both the Northern Europe and US barging activities
(e) First quarter 2012 volume of cargo carried for the deepsea fleet was retroactively increased from 2.7 million to 2.8 million
(f) Fourth quarter 2012 tank capacity utilisation was retroactively decreased from $95.3 \%$ to $92.6 \%$
(g) Effective with the second quarter 2014 we have revised and restated the Sailed-in Time Charter index. The sailed-in time charter result ha been set at 1.00 in the first quarter of 1996 and excludes the impact of bunker hedge results and adjusts for changes to the average ship size in the fleet and for the average inflation rate from 1996 onwards. The inflation rate applied is the Consumer Price Index as published by the U.S. Bureau of Labor Statistics.


[^0]:    ${ }^{1}$ Effective with the second quarter 2014, the Sailed-in Time Charter index has been revised. The Stolt Tankers Joint Service Sailed-in Time-Charter index is an indexed measurement of the performance of the market in which the Joint Service operates. The sailed-in rate per operating day is a measure frequently used by shipping companies, which subtracts from a ship's operating revenue the variable costs associated with a voyage, primarily commissions, sublets, transshipments, port costs, and bunker fuel. The previous index was set at 1.00 in the first quarter 1990, based on the average sailed-in timecharter result for the fleet at the time. The new index has been set at 1.00 in the first quarter of 1996. In addition, the sailedin time charter result has been adjusted to exclude the impact of bunker hedge results and changes to the average ship size in the fleet. Finally, the sailed-in time charter result has been adjusted for the average inflation rate from 1996 onwards. The inflation rate applied is the Consumer Price Index for All Urban Consumers (CPI-U): U.S. city average, by expenditure category and commodity and service group, all items (1982-84=100) as published by the Bureau of Labor Statistics as part of the Consumer Price Index Detailed Reports.

[^1]:    ${ }^{2}$ In the second quarter of 2014, SNL reported one-off gains of $\$ 24.4$ million from the sale of AGHL shares in conjunction with the IPO of AGHL.

