c/o Stolt-Nielsen M.S. Ltd 65 Kingsway London WC2B 6TD
England

Tel: +44 2076118960
Fax: +44 2076118965
www.stolt-nielsen.com

# Stolt-Nielsen Limited Reports Unaudited Results For the First Quarter of 2015 

LONDON, April 9, 2015 - Stolt-Nielsen Limited (Oslo Børs: SNI) today reported unaudited results for the first quarter ended February 28, 2015. Net profit attributable to shareholders in the first quarter was $\$ 38.7$ million, with revenue of $\$ 487.7$ million, compared with a net profit of $\$ 13.1$ million, with revenue of $\$ 532.3$ million, in the fourth quarter of 2014.

Highlights for the first quarter of 2015, compared with the fourth quarter of 2014, were:

- Stolt Tankers reported an operating profit of $\$ 19.0$ million, up from $\$ 12.5$ million excluding one-time items in the previous quarter, largely reflecting the favourable net impact of lower bunker fuel prices.
- The Stolt Tankers Joint Service Sailed-in Time-Charter Index ${ }^{1}$ was 0.67 , compared with 0.65 in the prior quarter.
- Stolthaven Terminals reported an operating profit of $\mathbf{\$ 1 5 . 6}$ million, up from $\mathbf{\$ 1 4 . 0}$ million excluding a reversal of a provision of $\$ 3.8$ million in the fourth-quarter, related to the termination of a customer contract at Stolthaven New Zealand.
- Stolt Tank Containers reported an operating profit of $\mathbf{\$ 1 6 . 0}$ million, down from $\$ 19.5$ million, due primarily to the normal seasonal slowdown impacting utilisation, though margin per shipment held steady.
- Stolt Sea Farm reported an operating loss of $\$ 0.3$ million, compared with an operating loss of $\mathbf{\$ 0 . 4}$ million. The accounting for inventories at fair value had a negative impact of $\mathbf{\$ 1 . 1}$ million in the first quarter, compared with a negative impact of $\mathbf{\$ 0 . 4}$ million in the fourth quarter.
- Corporate and Other reported an operating profit of $\$ 21.1$ million, which included a gain of $\$ 19.8$ million, resulting from the curtailment of a defined benefit pension plan, which, as previously announced, was frozen on December 31, 2014, and replaced with a defined contribution plan.

Commenting on the Company’s results, Mr. Niels G. Stolt-Nielsen, Chief Executive Officer of Stolt-Nielsen Limited, said:
"The improvement this quarter derives primarily from lower bunker costs in Stolt Tankers, but also from initiatives taken to lower overall costs in the group. At Stolt Tankers, the net impact of

[^0]lower bunker prices improved results, though utilisation and freight rates were down. At Stolthaven Terminals, underlying operating performance improved this quarter. Utilisation at our terminal in Santos was up. Operating results at Stolt Tank Containers reflected the impact of seasonal slowdowns, with a reduced number of shipments and lower utilisation."
"Looking ahead, we expect to continue to benefit from lower bunker fuel prices in the second quarter, but cargo volumes must increase if we are to see any material improvement in the chemical tanker market. We have yet to see any sustained increases to date and, unfortunately, there are no indications of any improvement in the near future."

On March 26, after the close of the quarter, the Company announced the successful placement of NOK 1,100 million in a new senior unsecured five-year bond issue carrying a coupon of threemonth NIBOR plus $4.10 \%$, swapped into a $\$ 142.2$ million fixed-rate obligation. The placement was oversubscribed. The settlement date for the bonds was April 8, 2015 and the maturity date is April 8, 2020. Net proceeds from the bond issue will be used for general corporate purposes.

On February 19, the Company announced that it had closed a $\$ 250.0$ million private placement with American International Group (AIG). The private placement has a term of 10 years and is secured by the Company's terminal in Houston. Proceeds from the notes were used to repay debt and for general corporate purposes.

On February 11, the Board of Directors recommended a final dividend for 2014 of $\$ 0.50$ per Common Share, payable on May 13, 2015 to shareholders of record as of April 23, 2015. The dividend is subject to shareholder approval and will be voted on at the Company's Annual General Meeting of Shareholders scheduled for April 17, 2015 in Bermuda.

At the end of the first 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 of shares) | Quarter |  |  |
| :--- | ---: | ---: | ---: |
| Revenue | 1 Q 15 | $4 \mathrm{Q14}$ | $1 \mathrm{Q14}$ |
| Operating profit | 78.7 | 532.3 | 516.7 |
| Net profit | 38.8 | 38.6 | 45.8 |
| Net profit attributable to SNL shareholders | 38.7 | 13.6 | 18.6 |
| EPS attributable to SNL shareholders - diluted | 0.69 | 0.23 | $\mathbf{0 . 3 2}$ |
| Weighted average number of shares - <br> diluted (in millions) | 56.3 | 58.0 | 58.1 |

Stolt-Nielsen Limited reported a first-quarter net profit of $\$ 38.8$ million, up from $\$ 13.6$ million in the fourth quarter of 2014. Results for the first quarter included a gain of $\$ 16.4$ million, net of tax, resulting from the curtailment of the Company's U.S. defined benefit pension plan, which as previously announced was frozen on December 31, 2014. This plan has been replaced with a defined contribution plan. Fourth-quarter results 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; a gain of $\$ 3.8$ 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. Excluding one-time items from both quarters, Stolt-Nielsen Limited's first-quarter net profit was $\$ 22.4$ million, compared with $\$ 22.0$ million in the fourth quarter. Results reflected the impact of lower bunker fuel costs at Stolt Tankers, offset by weaker STC results.

Debt, net of cash and cash equivalents as of February 28, 2015 was $\$ 1,690.9$ million, compared with $\$ 1,666.6$ million as of November 30, 2014.

Net interest expense in the first quarter was $\$ 23.6$ million, compared with $\$ 22.8$ million in the fourth quarter of 2014. SNL had $\$ 49.5$ million of cash and $\$ 335.6$ million of available and undrawn committed overdraft facilities at February 28, 2015.

## Segment Information

| Operating Profit by Division (in USD millions) | Quarter |  |  |
| :---: | :---: | :---: | :---: |
|  | 1Q15 | 4Q14 | 1Q14 |
| Stolt Tankers | 19.0 | 8.6 | 9.8 |
| Stolthaven Terminals | 15.6 | 17.8 | 18.9 |
| Stolt Tank Containers | 16.0 | 19.5 | 15.1 |
| Stolt Sea Farm | (0.3) | (0.4) | 1.4 |
| Severance on Office Closure | - | (4.4) | - |
| U.S. Pension Curtailment Gain | 19.8 | - | - |
| Corporate \& Other | 1.3 | (2.5) | 0.6 |
| Total | 71.4 | 38.6 | 45.8 |

## Stolt Tankers

Stolt Tankers reported first-quarter operating revenue of $\$ 278.2$ million, down from $\$ 307.0$ million in the fourth quarter. Bunker surcharge revenue fell by $\$ 12.3$ million to a negative $\$ 9.4$ million, as the average price of bunkers consumed in the quarter declined by $28 \%$, compared with the fourth quarter. Deep-sea revenue was down due to fewer operating days, resulting from the sale of Stolt Markland for recycling in December 2014 and the shorter first quarter. In addition, average freight rates slipped by $2.6 \%$, as spot rates fell in response to lower fuel prices. Utilisation was down $1.4 \%$ in the quarter, reflecting seasonal delays caused by winter weather conditions. Regional fleet revenue was down in the quarter, as revenue from the European fleet was affected by the weaker euro. Revenue for the Caribbean fleet also was down following the redelivery of a timecharter in order to mitigate the loss of three contracts.

Stolt Tankers reported a first-quarter operating profit of $\$ 19.0$ million, up from $\$ 8.6$ million in the fourth quarter, which included a $\$ 4.6$ million charge related to the recycling of the Stolt Markland, only partially offset by the sale of the Stolt Tern. Results for the first quarter reflected a net positive impact of $\$ 7.4$ million from lower bunker fuel costs, as the average price of intermediate fuel oil consumed fell to $\$ 412$ per ton from $\$ 572$ per ton in the fourth quarter. Shipowning expenses also decreased due to lower maintenance $\&$ repair, while a decline in administrative $\&$ general expenses was mainly attributable to the weaker euro. Income from joint ventures was down slightly for the period due to the drydocking of Stolt Sisto and Stolt Facto. Results for the Asian regional fleet
were held down by scheduling problems following the unplanned return of a time-chartered ship as the owner went into bankruptcy.

## Stolthaven Terminals

Stolthaven Terminals reported first-quarter operating revenue of \$55.7 million, down from \$57.9 million in the fourth quarter, which included a gain of $\$ 3.8$ million from the release of a provision related to a terminated customer contract at Stolthaven New Zealand. The average terminal capacity at Stolthaven's owned terminals increased by $25,545 \mathrm{cbm}$, reflecting additions of 12,083 cbm in Houston and 13,666 in Singapore, along with a small reduction in Dagenham. Overall utilisation fell to $86.4 \%$ from $87.6 \%$ in the fourth quarter, due mainly to the impact of unfilled new capacity at Houston and Singapore. Utilisation at the Company's terminal in Santos, which has been affected by sharply lower ethanol exports, improved in the quarter. Utilisation at New Orleans, which continues to recover from the impact of Hurricane Isaac, was essentially unchanged.

Stolthaven reported a first-quarter operating profit of $\$ 15.6$ million, down from $\$ 17.8$ million in the fourth quarter, largely reflecting the impact of the terminated contract at Stolthaven New Zealand. Equity income from the Company's non-consolidated joint-venture terminals was down slightly in the quarter, mainly due to the impact of foreign exchange.

## Stolt Tank Containers (STC)

Stolt Tank Containers reported first-quarter operating revenue of $\$ 126.1$ million, down from $\$ 135.8$ million in the fourth quarter. Revenue for the quarter reflected a seasonal decrease in shipments of $1.9 \%$. Demurrage revenue declined in the quarter, as customers returned tanks sooner, compared with the fourth quarter. Utilisation slipped to $70.2 \%$ from $72.5 \%$, in line with the decrease in shipments and the addition of nearly 700 new tanks to the fleet in the latest quarter.

STC reported a first-quarter operating profit of $\$ 16.0$ million, down from $\$ 19.5$ million in the fourth quarter, mainly due to the seasonal decrease in shipments, increased price competition and reduced demurrage.

## Stolt Sea Farm (SSF)

Stolt Sea Farm reported first-quarter operating revenue of $\$ 13.7$ million, up from $\$ 12.0$ million in the fourth quarter. Revenue from turbot sales decreased by $13 \%$ in the first quarter, as abnormally high sea temperatures negatively impacted turbot growth from August to October, resulting in smaller, lower-priced fish available for market. Turbot prices in the first quarter were essentially unchanged compared with the fourth quarter. Revenue from sole sales increased by $10 \%$ in the first quarter, as the volume sold rose by $16 \%$, reflecting flat prices and the impact of the weak euro. The first quarter saw the first sales of sole from SSF's new sole farm in Iceland. Caviar revenue rose by $18 \%$ in the first quarter, driven by holiday sales and a $19 \%$ increase in prices.

SSF reported a first-quarter operating loss of $\$ 0.3$ million, compared with a loss of $\$ 0.4$ million in the fourth quarter. The accounting for inventories at fair value had a negative impact of \$1.1 million in the first quarter, versus a negative impact of $\$ 0.4$ million in the fourth quarter, due mainly to lower turbot prices on smaller fish in the latter half of February.

## Stolt-Nielsen Gas (SNG)

Stolt-Nielsen Limited's share of ownership in Avance Gas Holdings Ltd (AGHL) increased to $14.50 \%$ from $14.11 \%$, after AGHL repurchased 939,039 of its common shares in the first quarter of 2015 . As a result, SNL recorded a $\$ 2.0$ million dilution gain.

Stolt LNGaz, SNL's joint venture focusing on the development of small-scale LNG liquefaction and distribution in Quebec, Canada, is proceeding as planned, with progress being made on technical design, environmental permitting and marketing. SNL recognised an equity loss of \$1.3 million in the three months ended February 28, 2015 due to start-up expenses.

## Conference Call

Stolt-Nielsen Limited will hold a presentation and conference call to discuss the Company's results for the first quarter on Thursday, April 9, 2015 at 3:00pm CEST (9:00am DST, 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) 2034270503 (U.K.), +16462543367 (U.S. \& Canada) or +4723162787 (Norway) and quote the code: 5115930. 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.

For additional information please contact:
Jan Chr. Engelhardtsen
Chief Financial Officer
U.K. +44 (0) 2076118972
j.engelhardtsen@stolt.com

Jens F. Grüner-Hegge
V.P. Corporate Finance
U.K. +44 (0) 2076118985
j.gruner-hegge@stolt.com

## 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. StoltNielsen 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
Administrative and general expenses
U.S. pension curtailment gain (b)

Restructuring expenses (c)
Gain (loss) on disposal of assets, net
Other operating income (d)
Other operating expenses
Operating Profit
Non operating income (expense)
Interest income
Interest expense (e)
Foreign currency exchange (loss) gain, net
Other non operating income (expense), net
Profit before income tax provision
Income tax provision
Net Profit
Attributable to:
Equity holders of SNL
Non-controlling interests

## PER SHARE DATA

Net profit attributable to SNL shareholders
Basic
Diluted

| Three months ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { Feb } 28 \\ 2015 \\ \hline \end{array}$ |  | $\begin{array}{r} \hline \text { Nov } 30 \\ 2014 \\ \hline \end{array}$ |  | $\begin{array}{r} \text { Feb } 28 \\ 2014 \\ \hline \end{array}$ |
| \$ | $\begin{array}{r} 487,704 \\ 346,375 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 532,321 \\ 388,964 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 516,707 \\ 383,138 \\ \hline \end{array}$ |
|  | 141,329 |  | 143,357 |  | 133,569 |
|  | 50,004 |  | 51,543 |  | 46,764 |
|  | 91,325 |  | 91,814 |  | 86,805 |
|  | $\begin{gathered} 11,929 \\ (51,514) \\ 19,813 \end{gathered}$ |  | $\begin{gathered} 11,882 \\ (54,371) \end{gathered}$ |  | $\begin{gathered} 9,971 \\ (52,371) \end{gathered}$ |
|  |  |  | $(4,380)$ |  |  |
|  | 51 |  | $(3,970)$ |  | (6) |
|  | $\begin{array}{r} 93 \\ (216) \\ \hline \end{array}$ |  | $\begin{gathered} 1,683 \\ (4,066) \end{gathered}$ |  | $\begin{gathered} 2,646 \\ (1,272) \end{gathered}$ |
|  | 71,481 |  | 38,592 |  | 45,773 |
|  | $\begin{array}{r} 840 \\ (24,423) \end{array}$ |  | $\begin{gathered} 741 \\ (23,569) \end{gathered}$ |  | $\begin{gathered} 553 \\ (22,448) \end{gathered}$ |
|  | (160) |  | 955 |  | (732) |
|  | 19 |  | (634) |  | (84) |
|  | 47,757 |  | 16,085 |  | 23,062 |
|  | $(8,976)$ |  | $(2,442)$ |  | $(4,416)$ |
| \$ | 38,781 | \$ | 13,643 | \$ | 18,646 |
| \$ | 38,723 | \$ | 13,136 | \$ | 18,608 |
|  | 58 |  | 507 |  | 38 |
| \$ | 38,781 | \$ | 13,643 | \$ | 18,646 |

Weighted average number of common shares and common share equivalents outstanding:

| Basic | 56,278 |  | 57,974 |  | 58,094 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Diluted | 56,278 |  | 57,974 |  | 58,129 |  |
| SELECTED CASH FLOW DATA |  |  |  |  |  |  |
| Capital expenditures (excluding capitalised interest) | \$ | 99,412 | \$ | 99,223 | \$ | 79,417 |
| Equity contributions and advances to joint ventures and associates, net of repayments |  | 1,310 |  | $(7,715)$ |  | - |
| Total capital expenditures, equity contributions and advances to joint ventures | \$ | 100,722 | \$ | 91,508 | \$ | 79,417 |

Total capital expenditures, equity contributions and advances to joint ventures

| \$ | 0.69 | \$ | 0.23 | \$ | 0.32 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 0.69 | \$ | 0.23 | \$ | 0.32 |
| ding: |  |  |  |  |  |
|  | 56,278 |  | 57,974 |  | 58,094 |
|  | 56,278 |  | 57,974 |  | 58,129 |
| \$ | 99,412 | \$ | 99,223 | \$ | 79,417 |
|  | 1,310 |  | $(7,715)$ |  |  |
| \$ | 100,722 | \$ | 91,508 | \$ | 79,417 |

EARNINGS BEFORE DEPRECIATION, AMORTISATION, GAIN ON DISPOSAL OF ASSETS, INTEREST AND TAXES (EBITDA)

Profit before income tax provision
Adjusted for:
Depreciation and amortisation
Interest income
Interest expense
(Gain) loss on disposal of assets, net

## EBITDA

Fair value adjustment made to biological assets (included in operating expenses) U.S. pension curtailment gain (b)

Dilution gain for AGHL included in Share of profit of joint ventures and associates (f)
Restructuring expenses (c)
Write down in connection with the formation of Stolt LNGaz Ltd
Release of a provision of a terminated customer contract Adjustment to Hurricane Isaac insurance (d)
Effect on reversing customer contract for Moerdijk on revenue EBITDA before fair value of biological assets, insurance reimbursements, one-time items or non-cash items
\$ 47,757 \$ 16,085 \$ 23,062

|  | 50,004 (840) 24,423 (51) |  | 51,543 $(741)$ 23,569 3,970 |  | $\begin{array}{r} 46,764 \\ (553) \\ 22,448 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 121,293 | \$ | 94,426 | \$ | 91,727 |
|  | 1,108 |  | 437 |  | 972 |
|  | $(19,813)$ |  | - |  | - |
|  | $(1,976)$ |  | - |  |  |
|  | - |  | 4,380 |  | - |
|  | - |  | 3,862 |  | - |
|  | - |  | $(3,800)$ |  | - |
|  | - |  | - |  | $(2,050)$ |
|  | - |  | - |  | $(1,256)$ |
| \$ | 100,612 | \$ | 99,305 | \$ | 89,393 |

(a) The first quarter of 2014 included business interruption insurance proceeds of $\$ 2.9$ million related to Hurricane Issac.
(b) The first quarter of 2015 Included $\$ 19.8$ million gain from the curtailment of the U.S. Defined Benefit Pension Plan.
(c) The Group has recorded a restructuring provision of $\$ 4.4$ million in the fourth quarter of 2014 for severance expenses related to the future closure of its office in Norwalk, Connecticut.
(d) The first quarter of 2014 included $\$ 2.1$ million insurance reimbursements for damages caused by Hurricane Isaac at the New Orleans terminal.
(e) Excludes capitalised interest of $\$ 1.2$ million, $\$ 2.1$ million and $\$ 2.0$ million in the first quarter of 2015, and the fourth and first quarter of 2014, respectively.
(f) AGHL purchased 939,039 of its shares which resulted in the Group recording a $\$ 2.0$ million dilution gain.

## STOLT-NIELSEN LIMITED AND SUBSIDIARIES

## CONSOLIDATED BALANCE SHEETS

(in U.S. dollar thousands)
(UNAUDITED)

## ASSETS

Cash and cash equivalents

Restricted cash
Receivables, net
Inventories, net
Biological assets
Prepaid expenses
Income tax receivable
Asset held for sale
Other current assets
Total current assets


## 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
Derivative financial instruments
Long-term provisions
Other non-current liabilities
Total non-current liabilities
Total liabilities

Common stock and Founder's shares
Paid-in surplus
Retained earnings
Other components of equity

## Treasury stock

Equity attributable to equity holders of SNL
Non-controlling interests
Total shareholders' equity
Total liabilities and shareholders' equity

Debt, net of cash and cash equivalents (a)

| $\$$ | 82,700 | $\$$ | 215,800 |
| ---: | ---: | ---: | ---: |
| 232,966 |  | 242,151 |  |
| 83,742 |  | 105,434 |  |
| 53,755 |  | 60,475 |  |
| 165,927 |  | 166,202 |  |
|  | 8,051 |  | 7,923 |
| 6,666 |  | 5,303 |  |
|  | - |  | 28,584 |
|  | 46,000 |  | 41,799 |
|  |  |  | 32,115 |
|  |  | 905,786 |  |


|  | 1,424,759 |  | 1,253,861 |
| :---: | :---: | :---: | :---: |
|  | 64,946 |  | 71,067 |
|  | 52,710 |  | 72,529 |
|  | 234,285 |  | 169,135 |
|  | 5,445 |  | 5,598 |
|  | 5,612 |  | 7,837 |
|  | 1,787,757 |  | 1,580,027 |
|  | 2,493,560 |  | 2,485,813 |
|  | 64,150 |  | 64,150 |
|  | 314,754 |  | 314,754 |
|  | 1,376,491 |  | 1,337,768 |
|  | $(160,151)$ |  | $(101,232)$ |
|  | 1,595,244 |  | 1,615,440 |
|  | $(198,962)$ |  | $(189,786)$ |
|  | 1,396,282 |  | 1,425,654 |
|  | 3,375 |  | 3,325 |
|  | 1,399,657 |  | 1,428,979 |
| \$ | 3,893,217 | \$ | 3,914,792 |
| \$ | 1,690,894 | \$ | 1,666,606 |

(a) 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

The following tables present the contribution to revenue, gross profit, operating profit and total assets for each of SNL's reportable segments and other corporate items:

(a) Includes Stolt Bitumen revenue of $\$ 12.9$ million, $\$ 17.7$ million and $\$ 10.7$ million in the first quarter of 2015 , and the fourth and first quarters of 2014, respectively.
(b) Includes Stolt Bitumen operating expenses of $\$ 11.4$ million, $\$ 16.5$ million and $\$ 9.6$ million in the first quarter of 2015, and the fourth and first quarters of 2014, respectively.
(c) Includes the Group's share of the results of Avance Gas Holding Ltd and Stolt LNGaz Ltd for the first quarter of 2015, and the fourth and first quarters of 2014, respectively.
(d) Includes $\$ 19.8$ million gain from the curtailment of the U.S. Defined Benefit Pension Plan.
(e) Includes Stolt-Nielsen Gas total assets of $\$ 81.3$ million and Stolt Bitumen total assets of $\$ 64.4$ million as at February 28, 2015 and Stolt-Nielsen Gas total assets of $\$ 78.6$ million and Stolt Bitumen total assets of $\$ 66.7$ million as at November 30, 2014.

## 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 |  |  |  |  |
| 2013 | 0.58 | 0.60 | 0.64 | 0.71 |
| 2014 | 0.67 | 0.64 | 0.65 | 0.65 |
| 2015 | 0.67 | NA | NA | NA |
| Volume of cargo carried - million of tons |  |  |  |  |
| Deepsea fleet: |  |  |  |  |
| 2013 | 2.7 | 2.7 | 2.7 | 2.8 |
| 2014 | 2.5 | 2.7 | 2.6 | 2.7 |
| 2015 | 2.5 | NA | NA | NA |
| Regional fleets - Wholly Owned: |  |  |  |  |
| 2013 | 2.1 | 2.3 | 2.3 | 2.2 |
| 2014 | 2.0 | 2.0 | 2.1 | 2.1 |
| 2015 | 2.1 | NA | NA | NA |
| Operating days |  |  |  |  |
| Deepsea fleet: |  |  |  |  |
| 2013 | 5,417 | 5,450 | 5,155 | 5,457 |
| 2014 | 5,480 | 5,556 | 5,450 | 5,513 |
| 2015 | 5,355 | NA | NA | NA |
| Regional fleets - Wholly Owned: |  |  |  |  |
| 2013 | 6,138 | 6,254 | 6,372 | 6,175 |
| 2014 | 5,982 | 6,154 | 6,274 | 6,042 |
| 2015 | 5,990 | NA | NA | NA |
| Average number of ships operated in the period |  |  |  |  |
| Deepsea fleet: |  |  |  |  |
| 2013 | 60 | 59 | 56 | 60 |
| 2014 | 61 | 60 | 59 | 61 |
| 2015 | 59 | NA | NA | NA |
| Regional fleets - Wholly Owned: |  |  |  |  |
| 2013 | 68 | 68 | 69 | 68 |
| 2014 | 66 | 67 | 68 | 66 |
| 2015 | 67 | NA | NA | NA |

STOLT TANK CONTAINERS DIVISION:


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) 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 th $\epsilon$ 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 time-charter 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 sailed-in 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.

