# Stolt-Nielsen Limited 

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# Stolt-Nielsen Limited Reports Unaudited Results For the Second Quarter of 2016 

LONDON, July 7, 2016 - Stolt-Nielsen Limited (Oslo Børs: SNI) today reported unaudited results for the second quarter ended May 31, 2016. Net profit attributable to shareholders in the second quarter was $\$ 37.8$ million, with revenue of $\$ 478.9$ million, compared with a net profit of $\$ 30.4$ million, with revenue of $\$ 464.0$ million, in the first quarter of 2016. Net profit attributable to shareholders for the first six months was $\$ 68.2$ million, with revenue of $\$ 942.8$ million, compared with $\$ 81.2$ million, and revenue of $\$ 988.4$ million, in the first half of 2015.

Highlights for the second quarter of 2016, compared with the first quarter of 2016, were:

- Stolt Tankers reported an operating profit of $\$ 45.3$ million, compared with $\$ 31.2$ million, reflecting increased contract of affreightment (COA) volume and a $\$ 6.5$ million gain on bunker hedges.
- The Stolt Tankers Joint Service Sailed-in Time-Charter Index rose to $\mathbf{0 . 8 1}$ from 0.77.
- Stolthaven Terminals reported an operating profit of $\$ 13.8$ million, up from $\$ 10.5$ million, driven mainly by improved utilisation and the results of cost saving initiatives.
- Stolt Tank Containers reported an operating profit of $\mathbf{\$ 1 0 . 7}$ million, down from $\mathbf{\$ 1 1 . 8}$ million, as the positive impact of an increase in shipments and higher utilisation were offset by narrowed margins and lower results from joint ventures.
- Stolt Sea Farm reported an operating profit of $\$ 3.4$ million, down from $\$ 5.5$ million, mainly due to the seasonal slowdown after the holiday sales period. The accounting for inventories at fair value had a positive impact of $\$ 3.0$ million, compared with a positive impact of $\$ 3.4$ million in the previous quarter, as turbot prices continued to strengthen.
- Corporate and Other reported an operating loss of $\$ 3.9$ million, compared with a loss of $\$ 1.2$ million, due to higher equity loss on investments in associate companies.

Commenting on the Company's results, Mr. Niels G. Stolt-Nielsen, Chief Executive Officer of Stolt-Nielsen Limited, said: "Stolt Tankers' results continued to improve in the second quarter, driven by a combination of increased COA volumes and the positive impact of bunker hedges that we placed earlier this year. Stolthaven Terminals also reported improved results, from higher utilisation and cost-saving initiatives. At Stolt Tank Containers, shipments, utilisation and revenue were all up this quarter, but price competition held down operating income. While Stolt Sea Farm's results were marginally down in line with seasonal factors, we are encouraged by the price increases obtained for turbot this quarter.
"Going forward, we remain guarded with respect to the outlook for Stolt Tankers in 2017 and 2018. The orderbook stands at $27 \%$ of the existing fleet, but it remains unclear how this will ultimately play out, as some delays and cancellations of newbuildings seem increasingly likely. Also, higher exports of certain commodity chemicals from the U.S. Gulf are pulling tonnage out of our niche market in specialty chemicals, thus helping to maintain our freight rates. At Stolthaven

Terminals, we expect a continued gradual improvement in results into 2017, as we implement our business-improvement initiatives. At Stolt Tank Containers, price competition is unlikely to abate in the near term, so we will continue to leverage our scale and global strengths to achieve competitive advantage. The recent firming of turbot prices is good news for Stolt Sea Farm, and we expect to see improved performance at our sole farm in Iceland as the year progresses."

On June 22, the Company repaid a $\$ 300$ million bond (SNI01) with cash on hand and through a drawdown on the Company's revolving credit facility.

On June 8, the Company announced that it successfully raised $\$ 129.7$ million by increasing four of the Company's existing senior unsecured bond issues in the Norwegian bond market. The bonds settled on June 22, 2016, and proceeds will be used for general corporate purposes.

On May 12, the Company paid a final dividend for 2015 of $\$ 0.50$ per Common Share to shareholders of record as of April 28, 2016.

On April 21, the Company announced that all agenda items were approved at Stolt-Nielsen Limited's Annual General Meeting of shareholders, including the election of Samuel Cooperman as Chairman of the Board, and Tor Olav Trøim as the Company's fourth independent Director.

At the end of the second quarter, SNL was in full compliance with its loan covenants.
SNL Performance Summary and Results

| Reporting Item (in USD millions, except per share data and number of shares) | Quarter |  |  | First Half |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q16 | $1 \mathrm{Q16}$ | 2Q15 | 2016 | 2015 |
| Revenue | 478.9 | 464.0 | 500.7 | 942.8 | 988.4 |
| Operating profit | 69.3 | 57.8 | 71.3 | 127.1 | 142.8 |
| Net profit | 38.0 | 30.4 | 42.8 | 68.3 | 81.6 |
| Net profit attributable to SNL shareholders | 37.8 | 30.4 | 42.5 | 68.2 | 81.2 |
| EPS attributable to SNL shareholders diluted | 0.68 | 0.55 | 0.76 | 1.24 | 1.44 |
| Weighted average number of shares diluted (in millions) | 55.3 | 55.1 | 56.2 | 55.0 | 56.3 |

Debt, net of cash and cash equivalents, as of May 31, 2016 was $\$ 1,701.1$ million, compared with $\$ 1,681.6$ million as of February 29, 2016, reflecting additional capital expenditures and newbuilding deposits in the second quarter of 2016. Equity as of May 31, 2016 was $\$ 1,366.8$ million.

Net interest expense in the second quarter was $\$ 26.3$ million, essentially unchanged from the first quarter. SNL had $\$ 152.3$ million of cash and $\$ 417.1$ million of available and undrawn committed overdraft facilities as of May 31, 2016.

## Segment Information

| Operating Profit by Division <br> (in USD millions) | Quarter |  |  | First Half |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
|  | 2 Q 16 | 1 Q 16 | 2 Q 15 | 2016 | 2015 |  |
| Stolt Tankers | 45.3 | 31.2 | 30.4 | 76.5 | 49.4 |  |
| Stolthaven Terminals | 13.8 | 10.5 | 14.3 | 24.3 | 29.9 |  |
| Stolt Tank Containers | 10.7 | 11.8 | 18.6 | 22.5 | 34.6 |  |
| Stolt Sea Farm | 3.4 | 5.5 | 5.2 | 8.9 | 5.0 |  |
| U.S. Pension Curtailment Gain | - | - | - | - | 19.8 |  |
| Corporate \& Other | $(3.9)$ | $(1.2)$ | 2.8 | $(5.1)$ | 4.1 |  |
| Total | 69.3 | 57.8 | 71.3 | 127.1 | 142.8 |  |

## Stolt Tankers

Stolt Tankers reported second-quarter operating revenue of $\$ 270.5$ million, up from $\$ 264.5$ million in the first quarter. Topline growth for the quarter reflected a $4.8 \%$ increase in deep-sea freight revenue, partially offset by lower demurrage and reimbursements to contract customers from COA bunker-surcharge clauses, which rose to $\$ 19.7$ million from $\$ 18.6$ million in the first quarter. Volume transported under COAs strengthened by $16.8 \%$, though COA rates fell by $3.0 \%$, due to a higher proportion of lower-paying commodity cargoes. Regional fleet revenue was up negligibly in the second quarter.

Stolt Tankers reported a second-quarter operating profit of $\$ 45.3$ million, up from $\$ 31.2$ million in the first quarter. Results for the quarter reflected a $6.1 \%$ increase in utilisation driven by the strong COA demand, and included a largely unrealised gain of $\$ 6.5$ million on bunker hedges, compared with a loss on hedges of $\$ 2.1$ million in the prior quarter. The average price of intermediate fuel oil/low sulfur fuel consumed in the second quarter was $\$ 174$ per ton, compared with $\$ 195$ per ton in the first quarter, and $\$ 259$ per ton in the fourth quarter of 2015.

## Stolthaven Terminals

Stolthaven Terminals reported second-quarter operating revenue of $\$ 59.9$ million, up from $\$ 54.3$ million in the first quarter. The improvement was largely attributable to a combination of higher utilisation and higher throughput at Stolthaven's terminals in New Orleans and Santos, and the impact of capacity expansions at Stolthaven Singapore. The average terminal capacity at Stolthaven's owned terminals rose to 1.66 million cbm from 1.64 million cbm in the first quarter. Leased capacity was up by $4.9 \%$ and utilisation climbed to $90.5 \%$ from $87.5 \%$ in the prior period. Average storage and throughput revenue per cubic metre of leased capacity per month was up by $4.6 \%$, mainly because of higher throughput volumes.

Stolthaven reported a second-quarter operating profit of $\$ 13.8$ million, up from $\$ 10.5$ million in the first quarter. Equity income from the Company's non-consolidated joint-venture terminals increased to $\$ 5.3$ million from $\$ 4.5$ million, mainly due to improved results at the Company's joint-venture terminal in Ulsan, South Korea. Stolthaven’s joint-venture terminal in Lingang, which like many such facilities had been closed since the explosion in the Port of Tianjin in August 2015, received a license in June 2016 enabling the terminal to restart partial operations. A permit
to resume full operations is expected before the end of 2016. Stolthaven's joint-venture jetty in Lingang was already operational.

## Stolt Tank Containers (STC)

Stolt Tank Containers reported second-quarter operating revenue of $\$ 123.8$ million, up from $\$ 115.9$ million in the first quarter. Shipments increased by $6.2 \%$ in the quarter, consistent with seasonal patterns. Growth in revenue overall was held down by aggressive price competition, partially offset by a higher proportion of food-grade and specialty shipments. Demurrage revenue was also up seasonally.

STC's second-quarter operating profit declined to $\$ 10.7$ million from $\$ 11.8$ million in the first quarter. Second-quarter operating income was held down by narrowed margins and lower equity earnings due to weak performances at three of the division's joint-venture facilities in the Middle East and India.

## Stolt Sea Farm (SSF)

Stolt Sea Farm reported second-quarter operating revenue of $\$ 15.0$ million, down from $\$ 17.5$ million in the first quarter. Average turbot prices increased in the quarter, though volume sold fell by $27 \%$, compared with seasonal peak sales in the first quarter. Sole prices edged lower in the second quarter, reflecting a higher proportion of lower average weight fish resulting from lower-than-expected growth rates at SSF's sole farm in Iceland. While caviar prices were up, volume sold was down substantially, compared with holiday sales in the first quarter.

SSF reported a second-quarter operating profit of $\$ 3.4$ million, down from $\$ 5.5$ million in the first quarter. The accounting for inventories at fair value had a positive impact of $\$ 3.0$ million in the second quarter, compared with a positive impact of $\$ 3.4$ million in the first quarter.

## Stolt-Nielsen Gas (SNG)

SNG continued to pursue its plans to develop small-scale LNG storage and distribution supply chains to serve "stranded demand" in locations lacking access to LNG pipelines, such as Sardinia. Stolt LNGaz's plans in Canada remain suspended due to the unfavorable impact of low commodity prices on the mining industry there, the initiative's key target market.

## Conference Call

Stolt-Nielsen Limited will hold a presentation and conference call to discuss the Company's unaudited results for the second quarter of 2016 on Thursday, July 07, 2016 at 2:00pm CEST (8:00am EDT, 1:00pm BST) 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 2034271900 (UK), +1 6462543367 (U.S. \& Canada) or +4723162729 (Norway) and quote the code: 5309470. 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. 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
Gross margin
Depreciation and amortisation

## Gross profit

Share of profit of joint ventures and associates
Administrative and general expenses
U.S. pension curtailment gain (a)

Restructuring expenses
(Loss) gain on disposal of assets, net
Other operating income
Other operating expenses
Operating Profit
Non operating income (expense)
Interest income
Interest expense (b)
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

| Three months ended |  |  |  |  |  | Year to Date |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \hline \text { May } 31 \\ \quad 2016 \\ \hline \end{array}$ |  | $\begin{array}{r} \hline \text { Feb } 29 \\ 2016 \\ \hline \end{array}$ |  | $\begin{array}{r} \hline \text { May } 31 \\ \quad 2015 \\ \hline \end{array}$ |  | $\begin{array}{r} \hline \text { May } 31 \\ \hline 2016 \\ \hline \end{array}$ |  | $\begin{array}{r} \hline \text { May } 31 \\ 2015 \\ \hline \end{array}$ |
| \$ | $\begin{aligned} & 478,882 \\ & 307,846 \end{aligned}$ | \$ | $\begin{aligned} & 463,959 \\ & 309,572 \end{aligned}$ | \$ | $\begin{aligned} & 500,710 \\ & 342,263 \end{aligned}$ | \$ | $\begin{aligned} & 942,841 \\ & 617,418 \end{aligned}$ | \$ | $\begin{aligned} & 988,414 \\ & 688,638 \\ & \hline \end{aligned}$ |
|  | 171,036 |  | 154,387 |  | 158,447 |  | 325,423 |  | 299,776 |
|  | 57,890 |  | 60,061 |  | 51,986 |  | 117,951 |  | 101,990 |
|  | 113,146 |  | 94,326 |  | 106,461 |  | 207,472 |  | 197,786 |
|  | $\begin{gathered} 8,758 \\ (52,303) \end{gathered}$ |  | $\begin{gathered} 10,719 \\ (48,545) \end{gathered}$ |  | $\begin{gathered} 13,159 \\ (49,198) \end{gathered}$ |  | $\begin{gathered} 19,477 \\ (100,848) \end{gathered}$ |  | $\begin{gathered} 25,088 \\ (100,712) \end{gathered}$ |
|  | - |  |  |  |  |  |  |  | 19,813 |
|  | (389) |  | 2,461 |  | 1,464 |  | 2,072 |  | 1,515 |
|  | $\begin{gathered} 419 \\ (356) \\ \hline \end{gathered}$ |  | $\begin{gathered} 207 \\ (1,375) \end{gathered}$ |  | $\begin{aligned} & 268 \\ & (92) \end{aligned}$ |  | $\begin{gathered} 626 \\ (1,731) \end{gathered}$ |  | $\begin{gathered} 361 \\ (308) \\ \hline \end{gathered}$ |
|  | 69,275 |  | 57,793 |  | 71,331 |  | 127,068 |  | 142,812 |
|  | $\begin{gathered} 595 \\ (26,845) \end{gathered}$ |  | $\begin{gathered} 597 \\ (26,707) \end{gathered}$ |  | $\begin{gathered} 2,384 \\ (27,641) \end{gathered}$ |  | $\begin{gathered} 1,192 \\ (53,552) \end{gathered}$ |  | $\begin{gathered} 3,224 \\ (52,064) \end{gathered}$ |
|  | $(1,385)$ |  | 116 |  | 1,033 |  | $(1,269)$ |  | 873 |
|  | 382 |  | 1,708 |  | (11) |  | 2,090 |  | 8 |
|  | 42,022 |  | 33,507 |  | 47,096 |  | 75,529 |  | 94,853 |
|  | $(4,062)$ |  | $(3,122)$ |  | $(4,262)$ |  | $(7,184)$ |  | $(13,238)$ |
| \$ | 37,960 | \$ | 30,385 | \$ | 42,834 | \$ | 68,345 | \$ | 81,615 |
| \$ | $\begin{array}{r} 37,756 \\ 204 \\ \hline \end{array}$ | \$ | $\begin{array}{r} 30,398 \\ (13) \end{array}$ | \$ | $\begin{array}{r} 42,498 \\ 336 \end{array}$ | \$ | $\begin{array}{r} 68,154 \\ 191 \end{array}$ | \$ | $\begin{array}{r} 81,221 \\ \quad 394 \\ \hline \end{array}$ |
| \$ | 37,960 | \$ | 30,385 | \$ | 42,834 | S | 68,345 | \$ | 81,615 |

PER SHARE DATA
Net profit attributable to SNL shareholders Basic
Diluted

| $\$$ | 0.68 |
| :--- | :--- | :--- | :--- | :--- |

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

|  | 55,266 |  | 55,112 |  | 56,225 |  | 55,034 |  | 56,251 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 55,266 |  | 55,112 |  | 56,225 |  | 55,034 |  | 56,251 |
| \$ | 49,774 | \$ | 69,871 | \$ | 59,033 | \$ | 119,645 | \$ | 158,445 |
| 200 |  | $(4,695)$ |  | 17 |  | $(4,495)$ |  |  | 1,327 |
| \$ | 49,974 | \$ | 65,176 | \$ | 59,050 | \$ | 115,150 | \$ | 159,772 |

## SELECTED CASH FLOW DATA

Capital expenditures (excluding capitalised interest)
Equity contributions and advances to joint ventures and associates,
net of repayments
Total capital expenditures, equity contributions and advances to joint ventures

## 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
Loss (gain) on disposal of assets, net

## EBITDA

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

Restructuring expenses
Additional write-down of joint venture investment and advance
EBITDA before fair value of biological assets and other one-time
EBITDA before f
non-cash items

| \$ | 42,022 | \$ | 33,507 | \$ | 47,096 | \$ | 75,529 | \$ | 94,853 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 57,890 |  | 60,061 |  | 51,986 |  | 117,951 |  | 101,990 |
|  | (595) |  | (597) |  | $(2,384)$ |  | $(1,192)$ |  | $(3,224)$ |
|  | 26,845 |  | 26,707 |  | 27,641 |  | 53,552 |  | 52,064 |
|  | 389 |  | $(2,461)$ |  | $(1,464)$ |  | $(2,072)$ |  | $(1,515)$ |
| \$ | 126,551 | \$ | 117,217 | \$ | 122,875 | \$ | 243,768 | \$ | 244,168 |
|  | $(2,991)$ |  | $(3,426)$ |  | $(4,568)$ |  | $(6,417)$ |  | $(3,460)$ |
|  | - |  | - |  | - |  |  |  | $(19,813)$ |
|  | - |  | - |  | 731 |  | - |  | 731 |
|  | - |  | 1,319 |  | - |  | 1,319 |  | - |
| \$ | 123,560 | \$ | 115,110 | \$ | 119,038 | \$ | 238,670 | \$ | 221,626 |

(a) The first half of 2015 included a $\$ 19.8$ million gain from the curtailment of the U.S. Defined Benefit Pension Plan
(b) Excluded capitalized interest of $\$ 1.9$ million, $\$ 1.7$ million and $\$ 3.6$ million in the second quarter, first quarter and six months of 2016, respectively, and $\$ 1.6$ million, and $\$ 2.8$ million in the second quarter and first half of 2015 , respectively.

## 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
Derivative financial instruments
Income tax receivable
Other current assets
Total current assets

Property, plant and equipment
Investment in and advances to joint ventures and associates
Available for sale financial assets (a)
Deferred income tax assets
Goodwill and other intangible assets, net
Employee benefit assets
Derivative financial instruments
Deposit for newbuildings
Other assets
Total non-current assets
Total assets

|  | As of |  |
| :---: | :---: | :---: |
| May 31 |  | Nov 30 |
| 2016 |  | 2015 |


| \$ | 152,257 | \$ | 77,545 |
| :---: | :---: | :---: | :---: |
|  | 77 |  | 68 |
|  | 214,448 |  | 202,758 |
|  | 9,676 |  | 7,678 |
|  |  |  | 35,494 |
|  | 58,678 |  | 55,301 |
|  | 3,203 |  |  |
|  | 1,623 |  | 2,369 |
|  | 32,267 |  | 45,193 |
|  | 513,348 |  | 426,406 |
|  | 2,760,125 |  | 2,785,231 |
|  | 482,045 |  | 476,875 |
|  | 37,938 |  | 59,632 |
|  | 16,669 |  | 18,768 |
|  | 44,047 |  | 43,843 |
|  | 3,985 |  | 3,745 |
|  | 1,207 |  |  |
|  | 94,835 |  | 65,655 |
|  | 17,968 |  | 14,346 |
|  | 3,458,819 |  | 3,468,095 |
| \$ | 3,972,167 | \$ | 3,894,501 |

## LIABILITIES AND SHAREHOLDERS' EQUITY

Current maturities of long-term debt and finance leases
Accounts payable
Accrued voyage expenses
Accrued expenses
Provisions

| \$ | 323,009 | \$ | 323,422 |
| :---: | :---: | :---: | :---: |
|  | 73,179 |  | 70,254 |
|  | 55,066 |  | 59,529 |
|  | 165,784 |  | 175,171 |
|  | 3,673 |  | 5,598 |
|  | 6,154 |  | 7,158 |
|  | - |  | 27,623 |
|  | 125,462 |  | 142,577 |
|  | 27,322 |  | 25,561 |
|  | 779,649 |  | 836,893 |
|  | 1,530,353 |  | 1,427,909 |
|  | 55,612 |  | 58,195 |
|  | 61,894 |  | 47,387 |
|  | 167,305 |  | 185,192 |
|  | 3,511 |  | 3,616 |
|  | 7,057 |  | 6,073 |
|  | 1,825,732 |  | 1,728,372 |
|  | 2,605,381 |  | 2,565,265 |
|  | 64,150 |  | 64,150 |
|  | 314,754 |  | 314,754 |
|  | 1,448,191 |  | 1,416,395 |
|  | $(248,125)$ |  | $(255,404)$ |
|  | 1,578,970 |  | 1,539,895 |
|  | $(216,132)$ |  | $(214,416)$ |
|  | 1,362,838 |  | 1,325,479 |
|  | 3,948 |  | 3,757 |
|  | 1,366,786 |  | 1,329,236 |
| \$ | 3,972,167 | \$ | 3,894,501 |

Paid-in surplus
Retained earnings
Other components of equity (a)
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 (b)
$\$ 1,701,105$ \$ 1,673,786
(a) Available for sale financial assets consists of 2.2 million common shares of Golar LNG Limited acquired for \$99.9 million in May 2015. A negative adjustment of $\$ 61.9$ million was recorded through Other components of equity to reflect the reduction in share price.
(b) 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.

## STOLT-NIELSEN LIMITED AND SUBSIDIARIES SELECTED SEGMENT AND FINANCIAL DATA (in U.S. dollar thousands) (UNAUDITED)

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

|  | Three months ended |  |  |  |  |  | Year to Date |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \hline \text { May } 31 \\ 2016 \end{array}$ |  | Feb 29 |  | May 31 |  | May 31 |  | May 31 |  |
| REVENUE: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers |  |  |  |  |  |  |  |  |  |  |
| Deepsea | \$ | 218,286 | \$ | 212,724 | \$ | 236,059 | \$ | 431,010 | \$ | 461,952 |
| Regional Fleet |  | 52,256 |  | 51,775 |  | 49,202 |  | 104,031 |  | 101,553 |
| Stolt Tankers - Total |  | 270,542 |  | 264,499 |  | 285,261 |  | 535,041 |  | 563,505 |
| Stolthaven Terminals |  | 59,860 |  | 54,321 |  | 55,502 |  | 114,181 |  | 111,222 |
| Stolt Tank Containers |  | 123,802 |  | 115,944 |  | 131,273 |  | 239,746 |  | 257,367 |
| Stolt Sea Farm |  | 15,051 |  | 17,461 |  | 14,428 |  | 32,512 |  | 28,146 |
| Corporate and Other (a) |  | 9,627 |  | 11,734 |  | 14,246 |  | 21,361 |  | 28,174 |
| Total | \$ | 478,882 | \$ | 463,959 | \$ | 500,710 | \$ | 942,841 | \$ | 988,414 |
|  |  |  |  |  |  |  |  |  |  |  |
| OPERATING EXPENSES: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers | \$ | 173,337 | \$ | 181,078 | \$ | 206,023 | \$ | 354,415 | \$ | 415,338 |
| Stolthaven Terminals |  | 25,737 |  | 24,874 |  | 25,854 |  | 50,611 |  | 49,797 |
| Stolt Tank Containers |  | 91,346 |  | 84,483 |  | 93,703 |  | 175,829 |  | 184,122 |
| Stolt Sea Farm (excluding Fair Value Adjustment) |  | 11,824 |  | 13,077 |  | 11,736 |  | 24,901 |  | 22,459 |
| Stolt Sea Farm Fair Value Adjustment |  | $(2,991)$ |  | $(3,426)$ |  | $(4,568)$ |  | $(6,417)$ |  | $(3,460)$ |
| Corporate and Other (b) |  | 8,593 |  | 9,486 |  | 9,515 |  | 18,079 |  | 20,382 |
| Total | \$ | 307,846 | \$ | 309,572 | \$ | 342,263 | \$ | 617,418 | \$ | 688,638 |
|  |  |  |  |  |  |  |  |  |  |  |
| DEPRECIATION, AMORTISATION AND IMPAIRMENT: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers | \$ | 35,251 | \$ | 38,064 | \$ | 31,577 | \$ | 73,315 | \$ | 62,744 |
| Stolthaven Terminals |  | 13,971 |  | 13,456 |  | 12,189 |  | 27,427 |  | 23,797 |
| Stolt Tank Containers |  | 6,008 |  | 5,727 |  | 5,466 |  | 11,735 |  | 10,728 |
| Stolt Sea Farm |  | 1,187 |  | 1,464 |  | 1,060 |  | 2,651 |  | 2,030 |
| Corporate and Other |  | 1,473 |  | 1,350 |  | 1,694 |  | 2,823 |  | 2,691 |
| Total | \$ | 57,890 | \$ | 60,061 | \$ | 51,986 | \$ | 117,951 | \$ | 101,990 |
|  |  |  |  |  |  |  |  |  |  |  |
| GROSS PROFIT: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers |  |  |  |  |  |  |  |  |  |  |
| Deepsea | \$ | 54,116 | \$ | 37,371 | \$ | 41,461 | \$ | 91,487 | \$ | 73,740 |
| Regional Fleet |  | 7,838 |  | 7,986 |  | 6,200 |  | 15,824 |  | 11,683 |
| Stolt Tankers - Total |  | 61,954 |  | 45,357 |  | 47,661 |  | 107,311 |  | 85,423 |
| Stolthaven Terminals |  | 20,152 |  | 15,991 |  | 17,459 |  | 36,143 |  | 37,628 |
| Stolt Tank Containers |  | 26,448 |  | 25,734 |  | 32,104 |  | 52,182 |  | 62,517 |
| Stolt Sea Farm (excluding Fair Value Adjustment) |  | 2,040 |  | 2,920 |  | 1,632 |  | 4,960 |  | 3,657 |
| Stolt Sea Farm Fair Value Adjustment |  | 2,991 |  | 3,426 |  | 4,568 |  | 6,417 |  | 3,460 |
| Corporate and Other |  | (439) |  | 898 |  | 3,037 |  | 459 |  | 5,101 |
| Total | \$ | 113,146 | \$ | 94,326 | \$ | 106,461 | \$ | 207,472 | \$ | 197,786 |
|  |  |  |  |  |  |  |  |  |  |  |
| SHARE OF PROFIT OF JOINT VENTURES AND ASSOCIATES: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers | \$ | 4,009 | \$ | 3,408 | \$ | 4,150 | \$ | 7,417 | \$ | 6,381 |
| Stolthaven Terminals |  | 5,285 |  | 4,549 |  | 6,726 |  | 9,834 |  | 13,271 |
| Stolt Tank Containers |  | (10) |  | 701 |  | 335 |  | 691 |  | 421 |
| Corporate and Other (c) |  | (526) |  | 2,061 |  | 1,948 |  | 1,535 |  | 5,015 |
| Total | \$ | 8,758 | \$ | 10,719 | \$ | 13,159 | \$ | 19,477 | \$ | 25,088 |
|  |  |  |  |  |  |  |  |  |  |  |
| ADMINISTRATIVE AND GENERAL EXPENSES AND RESTRUCTURING EXPENSES: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers | \$ | $(19,777)$ | \$ | $(19,653)$ | \$ | $(19,825)$ | \$ | $(39,430)$ | \$ | $(40,773)$ |
| Stolthaven Terminals |  | $(11,606)$ |  | $(10,117)$ |  | $(10,152)$ |  | $(21,723)$ |  | $(21,251)$ |
| Stolt Tank Containers |  | $(15,945)$ |  | $(14,880)$ |  | $(13,847)$ |  | $(30,825)$ |  | $(28,521)$ |
| Stolt Sea Farm |  | $(1,556)$ |  | (964) |  | (963) |  | $(2,520)$ |  | $(2,114)$ |
| Corporate and Other |  | $(3,419)$ |  | $(2,931)$ |  | $(5,142)$ |  | $(6,350)$ |  | 11,029 |
| Total | \$ | $(52,303)$ | \$ | $(48,545)$ | \$ | $(49,929)$ | \$ | $(100,848)$ | \$ | $(81,630)$ |
|  |  |  |  |  |  |  |  |  |  |  |
| (LOSS) GAIN ON DISPOSAL OF ASSETS, NET: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers | \$ | (891) | \$ | 2,114 | \$ | $(1,595)$ | \$ | 1,223 | \$ | $(1,668)$ |
| Stolthaven Terminals |  | (175) |  | 6 |  | (3) |  | (169) |  | (23) |
| Stolt Tank Containers |  | 48 |  | 197 |  | 27 |  | 245 |  | 164 |
| Corporate and Other (d) |  | 629 |  | 144 |  | 3,035 |  | 773 |  | 3,042 |
| Total | \$ | (389) | \$ | 2,461 | \$ | 1,464 | \$ | 2,072 | \$ | 1,515 |


| OTHER OPERATING INCOME (EXPENSE), NET: Stolt Tankers | \$ | - | \$ | 10 | \$ | - | \$ | 10 | \$ | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stolthaven Terminals |  | 107 |  | 64 |  | 239 |  | 171 |  | 291 |
| Stolt Tank Containers |  | 132 |  | - |  | 13 |  | 132 |  | 34 |
| Stolt Sea Farm |  | (26) |  | 85 |  | (19) |  | 59 |  | (44) |
| Corporate and Other |  | (150) |  | $(1,327)$ |  | (57) |  | $(1,477)$ |  | (228) |
| Total | \$ | 63 | \$ | $(1,168)$ | \$ | 176 | \$ | $(1,105)$ | \$ | 53 |
| OPERATING PROFIT: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers | \$ | 45,295 | \$ | 31,236 | \$ | 30,391 | \$ | 76,531 | \$ | 49,363 |
| Stolthaven Terminals |  | 13,763 |  | 10,493 |  | 14,269 |  | 24,256 |  | 29,916 |
| Stolt Tank Containers |  | 10,673 |  | 11,752 |  | 18,632 |  | 22,425 |  | 34,615 |
| Stolt Sea Farm |  | 3,449 |  | 5,467 |  | 5,218 |  | 8,916 |  | 4,959 |
| Corporate and Other (d) |  | $(3,905)$ |  | $(1,155)$ |  | 2,821 |  | $(5,060)$ |  | 23,959 |
| Total | \$ | 69,275 | \$ | 57,793 | \$ | 71,331 | \$ | 127,068 | \$ | 142,812 |


|  | As of |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { May } 31 \\ 2016 \\ \hline \end{array}$ |  | $\begin{array}{r} \text { Nov } 30 \\ 2015 \\ \hline \end{array}$ |  |
|  |  |  |  |  |
| TOTAL ASSETS: |  |  |  |  |
| Stolt Tankers | \$ | 1,814,180 | \$ | 1,843,794 |
| Stolthaven Terminals |  | 1,202,283 |  | 1,158,342 |
| Stolt Tank Containers |  | 533,090 |  | 525,048 |
| Stolt Sea Farm |  | 125,401 |  | 114,985 |
| Corporate and Other (e) |  | 297,213 |  | 252,332 |
| Total | \$ | 3,972,167 | \$ | 3,894,501 |

(a) Includes Stolt Bitumen revenue of $\$ 9.4$ million, $\$ 10.8$ million and $\$ 20.2$ million in the second quarter, first quarter and first half of 2016 , respectively, and $\$ 12.4$ million and $\$ 25.3$ million in second quarter and first half of 2015 , respectively.
(b) Includes Stolt Bitumen operating expenses of $\$ 8.6$ million, $\$ 10.2$ million and $\$ 18.8$ million in the second quarter, first quarter and first half of 2016 , respectively, and $\$ 11.1$ million and $\$ 22.5$ million in second quarter and first half of 2015 , respectively.
(c) Includes the Group's share of the results of Avance Gas Holding Ltd and its subsidiaries in the second quarter, first quarter and first half of 2016 and in the second quarter and first half of 2015.
(d) Includes $\$ 3.1$ million qain on sale of 2.5 million shares of Avance Gas Holding Ltd common shares and $\$ 19.8$ million qain from the curtailment of the U.S. Defined Benefit Plan in the first quarter of 2015.
(e) Includes Stolt-Nielsen Gas total assets of $\$ 74.8$ million and Stolt Bitumen total assets of $\$ 58.2$ million as at May 31, 2016 and Stolt-Nielsen Gas total assets of $\$ 104.4$ million and Stolt Bitumen total assets of $\$ 58.3$ million as of November 30, 2015.

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

| STOLT TANKERS DIVISION: | 1st Quarter | 2nd Quarter | 3rd Quarter | 4th Quarter |
| :---: | :---: | :---: | :---: | :---: |
| Joint Service sailed-in time-charter index |  |  |  |  |
| 2014 | 0.67 | 0.64 | 0.65 | 0.65 |
| 2015 | 0.67 | 0.72 | 0.75 | 0.77 |
| 2016 | 0.77 | 0.81 | N/A | N/A |
| Volume of cargo carried - million of tons |  |  |  |  |
| Deepsea fleet: |  |  |  |  |
| 2014 | 2.5 | 2.7 | 2.6 | 2.7 |
| 2015 | 2.5 | 2.6 | 2.6 | 2.6 |
| 2016 | 2.4 | 2.6 | N/A | N/A |
| Regional fleets - Wholly Owned: |  |  |  |  |
| 2014 | 2.0 | 2.0 | 2.1 | 2.1 |
| 2015 | 2.1 | 2.1 | 2.3 | 2.1 |
| 2016 | 2.2 | 2.2 | N/A | N/A |
| Operating days |  |  |  |  |
| Deepsea fleet: |  |  |  |  |
| 2014 | 5,480 | 5,556 | 5,450 | 5,513 |
| 2015 | 5,355 | 5,472 | 5,477 | 5,255 |
| 2016 | 5,113 | 5,107 | N/A | N/A |
| Regional fleets - Wholly Owned: |  |  |  |  |
| 2014 | 5,982 | 6,154 | 6,274 | 6,042 |
| 2015 | 5,990 | 6,024 | 5,926 | 5,879 |
| 2016 | 5,754 | 5,819 | N/A | N/A |
| Average number of ships operated in the period |  |  |  |  |
| Deepsea fleet: |  |  |  |  |
| 2014 | 61 | 60 | 59 | 61 |
| 2015 | 59 | 59 | 60 | 58 |
| 2016 | 56 | 56 | N/A | N/A |
| Regional fleets - Wholly Owned: |  |  |  |  |
| 2014 | 66 | 67 | 68 | 66 |
| 2015 | 67 | 65 | 64 | 65 |
| 2016 | 63 | 63 | N/A | N/A |

STOLT TANK CONTAINERS DIVISION:

| Number of Shipments |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 2014 | 28,694 | 31,048 | 29,700 | 28,445 |
| 2015 | 27,915 | 29,997 | 30,049 | 28,758 |
| 2016 | 29,832 | 31,668 | N/A | N/A |
| Tank containers owned and leased at the end of the period |  |  |  |  |
| 2014 | 31,851 | 32,528 | 33,137 | 34,260 |
| 2015 | 34,942 | 34,796 | 34,809 | 35,369 |
| 2016 | 35,014 | 34,735 | N/A | N/A |
| STOLT HAVEN TERMINALS DIVISION: |  |  |  |  |
| Average marketable capacity in CM's |  |  |  |  |
| 2014 | 1,423,108 | 1,480,555 | 1,521,929 | 1,572,020 |
| 2015 | 1,597,565 | 1,604,650 | 1,608,192 | 1,617,625 |
| 2016 | 1,640,619 | 1,664,336 | N/A | N/A |
| Tank capacity utilisation \% |  |  |  |  |
| 2014 | 88.9\% | 87.7\% | 87.2\% | 87.6\% |
| 2015 | 86.4\% | 87.5\% | 86.7\% | 86.9\% |
| 2016 | 87.5\% | 90.5\% | N/A | N/A |

## 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
(g) Effective with the second quarter 2014 we have revised and restated the Sailed-in Time Charter index. The sailed-in time charter result has 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.

