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# Stolt-Nielsen Limited Reports Unaudited Results For the Third Quarter and First Nine Months of 2015 

LONDON, October 1, 2015 - Stolt-Nielsen Limited (Oslo Børs: SNI) today reported unaudited results for the third quarter ended August 31, 2015. Net profit attributable to shareholders in the third quarter was $\$ 30.1$ million, with revenue of $\$ 500.7$ million, compared with a net profit of $\$ 42.5$ million, with revenue of $\$ 500.7$ million, in the second quarter of 2015. Net profit attributable to shareholders for the first nine months was $\$ 111.3$ million, with revenue of $\$ 1,489.1$ million, compared with $\$ 64.0$ million and revenue of $\$ 1,605.5$ million, in the same period a year ago.

Highlights for the third quarter of 2015, compared with the second quarter of 2015, were:

- Stolt Tankers reported an operating profit of $\$ 37.5$ million, up from $\$ 30.4$ million, reflecting lower bunker costs, a supportive spot market, and the favourable impact of the stronger U.S. dollar.
- The Stolt Tankers Joint Service Sailed-in Time-Charter Index was 0.75, compared with 0.72 in the second quarter.
- Stolthaven Terminals reported an operating profit of $\$ 6.4$ million, down from $\$ 14.3$ million, mainly reflecting a $\$ 4.3$ million impairment of goodwill and $\$ 1.1$ million in accelerated depreciation of terminal assets in Australasia, along with higher maintenance costs at Stolthaven Houston.
- Stolt Tank Containers reported an operating profit of $\mathbf{\$ 1 5 . 6}$ million, down from $\$ 18.6$ million, reflecting the impact of downward price pressure on rates due to increased competition.
- Stolt Sea Farm reported an operating profit of nil compared with a profit of $\mathbf{\$ 0 . 6} \mathbf{~ m i l l i o n}$, excluding the impact of the accounting of inventory at fair value.
- The accounting for Sea Farm inventories at fair value had a negative impact of \$2.1 million in the third quarter, compared with a positive impact of $\$ 4.6$ million in the second quarter.
- Corporate and Other reported an operating profit of $\mathbf{\$ 2 . 4}$ million, compared with $\mathbf{\$ 2 . 8}$ million.

Commenting on the Company's results, Mr. Niels G. Stolt-Nielsen, Chief Executive Officer of Stolt-Nielsen Limited, said:
"The continued improvements we see in Stolt Tankers were not because of increased cargo volumes and freight rates, but because bunker costs were lower combined with a strong U.S. dollar. Volumes from our contract customers remained flat for the quarter, but we have been able to pick up additional volumes in the spot market. While bunker prices have fallen, spot rates have remained flat. We suspect the current spot rates reflect the strength of the product market, which has kept swing tonnage away from our niche markets."
"Stolthaven's results continue to be disappointing. This quarter’s results were further depressed by an impairment of goodwill relating to our terminal operations in New Zealand. Results for the quarter also reflected expenses aimed at enhancing the operational performance of our Houston terminal, in the wake of recent expansions."
"Results at Stolt Tank Containers softened this quarter as a result of low utilisation caused by increased competition in a slowing economy."
"Looking ahead, while we expect the current momentum at Stolt Tankers to continue into the fourth quarter, we remain concerned about the current orderbook for chemical tankers, which stands at just under $30 \%$, and the impact of expected newbuilding deliveries during 2016 and 2017. The relatively healthy product spot market may come under pressure again once the large order book in the product tanker segment starts entering service, pushing swing tonnage into the fringes of our market."
"I am pleased to announce the appointment of Mark Martecchini as President of Stolt Tankers. Mark has spent 32 years in various positions at Stolt-Nielsen, including chartering, operations and most recently as Managing Director of Stolt-Nielsen Ship Owning."

On September 21, 2015 the Company acquired three 5,498 dwt fully stainless steel parcel tankers that were previously on time charter to the Stolt-Nielsen Inter-Europe Service. This followed the announcement on June 23 that Stolt Tankers B.V. had agreed to acquire three 5,800 dwt fully stainless steel parcel tankers from Odfjell Tankers, which joined the Stolt-Nielsen Inter-Europe Service during the third quarter.

On June 11, 2015 the Company and Golar LNG Limited (NASDAQ: GLNG) announced the intention to form a 50/50 joint venture to pursue opportunities in small-scale LNG production and distribution. Stolt-Nielsen Limited, which has targeted small-scale LNG liquefaction and logistics services as a growth opportunity, made a strategic investment in Golar LNG, representing an ownership stake of approximately $2.3 \%$ during the second quarter.

At the end of the third 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 Nine Months |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q15 | $2 \mathrm{Q15}$ | 3Q14 | 2015 | 2014 |
| Revenue | 500.7 | 500.7 | 545.4 | 1,489.1 | 1,605.5 |
| Operating profit | 59.8 | 71.3 | 45.4 | 202.6 | 150.0 |
| Net profit | 30.3 | 42.8 | 14.6 | 112.0 | 64.4 |
| Net profit attributable to SNL shareholders | 30.1 | 42.5 | 14.6 | 111.3 | 64.0 |
| EPS attributable to SNL shareholders diluted | 0.54 | 0.76 | 0.25 | 1.98 | 1.10 |
| Weighted average number of shares diluted (in millions) | 56.2 | 56.2 | 58.1 | 56.2 | 58.1 |

Stolt-Nielsen Limited reported a third-quarter net profit of $\$ 30.3$ million, down from $\$ 42.8$ million in the second quarter. While Stolt Tankers' performance continued to strengthen in the latest quarter, results weakened at Stolthaven Terminals, Stolt Tank Containers and Stolt Sea Farm. The reduction in net profit was predominantly caused by a $\$ 4.3$ million impairment of goodwill and $\$ 1.1$ million in accelerated depreciation, related to the earlier termination of land leases at Stolthaven Australasia. In addition Stolthaven incurred $\$ 2.5$ million in higher maintenance cost to improve efficiency at Stolthaven Houston, and Stolt Sea Farm saw a $\$ 6.7$ million unfavourable swing in the adjustment for fair value of inventory.

Debt, net of cash and cash equivalents as of August 31, 2015 was $\$ 1,700.6$ million, compared with $\$ 1,762.4$ million as of May 31, 2015.

Net interest expense in the third quarter was $\$ 26.3$ million, compared with $\$ 25.3$ million in the second quarter of 2015 . SNL had $\$ 91.1$ million of cash and $\$ 294.8$ million of available and undrawn committed overdraft facilities at August 31, 2015.

## Segment Information

| Operating Profit by Division <br> (in USD millions) | Quarter |  |  | First Nine Months |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | :---: |
|  | $3 Q 15$ | $2 Q 15$ | $3 Q 14$ | 2015 | 2014 |  |
| Stolt Tankers | 37.5 | 30.4 | 8.4 | 86.9 | 26.7 |  |
| Stolthaven Terminals | 6.4 | 14.3 | 16.2 | 36.3 | 47.0 |  |
| Stolt Tank Containers | 15.6 | 18.6 | 17.6 | 50.2 | 50.6 |  |
| Stolt Sea Farm (excluding fair value) | - | 0.6 |  | 1.5 | 2.8 |  |
| Stolt Sea Farm fair value adjustment | $(2.1)$ | 4.6 | 1.8 | 1.4 | $(3.8)$ |  |
| U.S. Pension Curtailment Gain | - | - | - | 19.8 | - |  |
| Corporate \& Other | 2.4 | 2.8 | 0.4 | 6.5 | 26.7 |  |
| Total | 59.8 | 71.3 | 45.4 | 202.6 | 150.0 |  |

## Stolt Tankers

Stolt Tankers reported third-quarter operating revenue of $\$ 291.0$ million, up from $\$ 285.3$ million in the second quarter. Deep-sea revenue was up slightly in the third quarter, as a marginal decline in freight revenue was offset by higher demurrage, mainly due to billing delays in the prior quarter. In addition, reimbursements to contract customers from COA bunker-surcharge clauses declined to $\$ 9.9$ million in the third quarter, from $\$ 11.2$ million in the second quarter. Average freight rates were essentially unchanged in the quarter. Regional fleet revenue rose by $8.1 \%$ in the third quarter. Higher revenue in the intra-European fleet reflected the addition of the three Odfjell ships to that fleet during the quarter, along with an uptick in overall utilisation. European barging revenue was also up, as low water on the Rhine prevented barges from being fully loaded, resulting in a shortage of tonnage.

Stolt Tankers reported a third-quarter operating profit of $\$ 37.5$ million, up from $\$ 30.4$ million in the second quarter. Results for the third quarter reflected lower overall operating expenses driven in part by the favorable impact of the stronger U.S. dollar, partially offset by higher administrative and general expenses. Bunker expense in the quarter was essentially unchanged, as the average
price of intermediate fuel oil consumed rose slightly to $\$ 340$ per ton from $\$ 334$ per ton in the second quarter. Income from joint ventures was down slightly in the latest period.

## Stolthaven Terminals

Stolthaven Terminals reported third-quarter operating revenue of $\$ 54.0$ million, compared with $\$ 55.5$ million in the second quarter. The average terminal capacity at Stolthaven’s owned terminals increased marginally to 1.61 million cbm, as a result of new capacity at Stolthaven Moerdijk. Overall utilisation slipped to $86.7 \%$ from $87.5 \%$, reflecting the expiration of a customer contract at a terminal in Australia. Total product handled increased by $6.9 \%$, though average storage and throughput revenue per cubic meter of leased capacity per month fell by $1.6 \%$.

Stolthaven reported a third-quarter operating profit of $\$ 6.4$ million, down from $\$ 14.3$ million in the second quarter. The decline in operating profit for the quarter was largely attributable to a $\$ 4.3$ million impairment of goodwill in New Zealand and $\$ 1.1$ million in accelerated depreciation of certain terminal assets, which related to the pending expiration of land-lease contracts for terminal facilities in Auckland. Operating results for the quarter were also held down by lower income at Stolthaven Houston, as a result of higher maintenance costs and actions to improve efficiency. Equity income from the Company's non-consolidated joint-venture terminals was essentially unchanged, compared with the second quarter.

Following the explosion in the Port of Tianjin on August 12, 2015 all local terminals, including Stolthaven's joint-venture terminal near Tianjin (Lingang), were required to temporarily cease operations. We subsequently received approval to reopen the jetty, but the terminal's operating licenses have not yet been renewed.

## Stolt Tank Containers (STC)

Stolt Tank Containers reported third-quarter operating revenue of $\$ 127.9$ million, down from $\$ 131.3$ million in the second quarter. The decline in revenue was attributable to downward price adjustments driven by increased competition, along with an increased percentage of intra-regional shipments. Utilisation was $70.0 \%$, compared with $71.3 \%$ in the second quarter. The reduction was due to delivery of new tanks in the second and third quarters. Both the number of shipments and the number of tanks in STC's global fleet were essentially unchanged in the third quarter, compared with the second quarter, as higher cost, older leased units were off-hired.

STC's third-quarter operating profit fell to $\$ 15.6$ million from $\$ 18.6$ million in the second quarter, due to the decrease in revenue and higher administrative and general expenses, reflecting in part the opening of the new Moerdijk depot.

## Stolt Sea Farm (SSF)

Stolt Sea Farm reported third-quarter operating revenue of $\$ 14.8$ million, compared with $\$ 14.4$ million in the second quarter. Revenue from turbot sales decreased by $1.1 \%$ in the quarter. A $6.0 \%$ decrease in the volume of turbot sold was largely offset by higher market prices. Revenue from sole sales increased by $13.8 \%$ in the third quarter, driven by higher market prices and an increase in the volume sold, reflecting increased production from SSF's new sole farm in Iceland. Caviar
revenue increased in the quarter, resulting from an increase in volume sold, though at slightly lower prices due to higher sales of lower grades.

Stolt Sea Farm reported a third quarter operating profit of nil compared with a profit of $\$ 0.6$ million in the second quarter, excluding the impact of the accounting of inventory at fair value. The accounting for inventories at fair value had a negative impact of $\$ 2.1$ million in the third quarter, compared with a positive impact of $\$ 4.6$ million in the second quarter, after which the third-quarter operating loss was $\$ 2.1$ million, compared with an operating profit of $\$ 5.2$ million, in the second quarter.

## Conference Call

Stolt-Nielsen Limited will hold a presentation and conference call to discuss the Company's unaudited results for the third quarter of 2015 will be held on Thursday, October 1, 2015 at 3:00pm CEST (9:00am EDT, 2:00pm 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 2034271914 (UK), +1 6462543365 (US \& Canada) or +4723500486 (Norway) and quote the code: 1823446. Phone lines will open 10 minutes before the call. A live audio webcast of the presentation may be accessed via the Stolt-Nielsen website at http://www.stolt-nielsen.com/en/Investor-Relations/Earnings-Release-Presentations.aspx.

For additional information please contact:
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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.

| Three months ended |  |  | Year to Date |  |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{array}{r} \hline \text { Aug } 31 \\ 2015 \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { May } 31 \\ 2015 \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { Aug } 31 \\ 2014 \end{array}$ | $\begin{array}{r} \text { Aug } 31 \\ 2015 \\ \hline \end{array}$ | $\begin{array}{r} \text { Aug } 31 \\ 2014 \\ \hline \end{array}$ |

Revenue
Operating expenses

| \$ | $\begin{aligned} & 500,705 \\ & 344,053 \\ & \hline \end{aligned}$ | \$ | $\begin{array}{r} 500,710 \\ 342,263 \\ \hline \end{array}$ | \$ | $\begin{aligned} & 545,427 \\ & 403,117 \\ & \hline \end{aligned}$ | \$ | $\begin{array}{r} \mathbf{1 , 4 8 9}, \mathbf{1 1 9} \\ 1,032,691 \\ \hline \end{array}$ | \$ | $\begin{array}{r} \mathbf{1}, 605,533 \\ 1,201,479 \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 156,652 |  | 158,447 |  | 142,310 |  | 456,428 |  | 404,054 |
|  | 58,893 |  | 51,986 |  | 51,554 |  | 160,883 |  | 149,268 |
|  | 97,759 |  | 106,461 |  | 90,756 |  | 295,545 |  | 254,786 |
|  | $\begin{gathered} 14,737 \\ (50,326) \end{gathered}$ |  | $\begin{gathered} 13,159 \\ (49,198) \end{gathered}$ |  | $\begin{gathered} 9,370 \\ (53,919) \end{gathered}$ |  | $\begin{gathered} 39,825 \\ (151,038) \end{gathered}$ |  | $\begin{gathered} 33,325 \\ (157,403) \end{gathered}$ |
|  | - |  | - |  |  |  | 19,813 |  |  |
|  | $(1,737)$ |  | (731) |  |  |  | $(2,468)$ |  |  |
|  | (829) |  | 1,464 |  | (327) |  | 686 |  | 18,883 |
|  | $\begin{gathered} 264 \\ (66) \\ \hline \end{gathered}$ |  | $\begin{gathered} 268 \\ (92) \\ \hline \end{gathered}$ |  | $\begin{array}{r} 846 \\ (1,376) \\ \hline \end{array}$ |  | $\begin{gathered} 625 \\ (374) \\ \hline \end{gathered}$ |  | $\begin{gathered} 4,148 \\ (3,691) \\ \hline \end{gathered}$ |
|  | 59,802 |  | 71,331 |  | 45,350 |  | 202,614 |  | 150,048 |
|  | $\begin{array}{r} 535 \\ (26,809) \end{array}$ |  | $\begin{gathered} 2,384 \\ (27,641) \end{gathered}$ |  | $\begin{gathered} 558 \\ (24,514) \end{gathered}$ |  | $\begin{gathered} 3,759 \\ (78,873) \end{gathered}$ |  | $\begin{gathered} 1,640 \\ (71,624) \end{gathered}$ |
|  | $(1,603)$ |  | 1,033 |  | (870) |  | (730) |  | $(2,691)$ |
|  | 1,083 |  | (11) |  | (328) |  | 1,091 |  | (304) |
|  | 33,008 |  | 47,096 |  | 20,196 |  | 127,861 |  | 77,069 |
|  | $(2,668)$ |  | $(4,262)$ |  | $(5,596)$ |  | $(15,906)$ |  | $(12,626)$ |
| \$ | 30,340 | \$ | 42,834 | \$ | 14,600 | \$ | 111,955 | \$ | 64,443 |
| \$ | 30,089 | \$ | 42,498 | \$ | 14,556 | \$ | 111,310 | \$ | 64,005 |
|  | 251 |  | 336 |  | 44 |  | 645 |  | 438 |
| \$ | 30,340 | \$ | 42,834 | \$ | 14,600 | \$ | 111,955 | \$ | 64,443 |

PER SHARE DATA
Net profit attributable to SNL shareholders
Basic
$\quad$ Diluted

| $\$$ | 0.54 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |


| Weighted average number of common shares and common share equivalents <br> Basic |  | 56,225 |  | 56,225 |  | 58,107 |  | 56,243 |  | 58,102 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Diluted |  | 56,225 |  | 56,225 |  | 58,107 |  | 56,243 |  | 58,104 |
| SELECTED CASH FLOW DATA |  |  |  |  |  |  |  |  |  |  |
| Capital expenditures (excluding capitalised interest) | \$ | 79,517 | \$ | 59,033 | \$ | 78,752 | \$ | 237,962 | \$ | 222,690 |
| Equity contributions and advances to joint ventures and associates, net of repayments |  | $(3,487)$ |  | 17 |  | 7,236 |  | $(2,160)$ |  | 10,643 |
| Total capital expenditures, equity contributions and advances to joint ventures | \$ | 76,030 | \$ | 59,050 | \$ | 85,988 | \$ | 235,802 | \$ | 233,333 |

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

| Profit before income tax provision | \$ | 33,008 | \$ | 47,096 | \$ | 20,196 | \$ | 127,861 | \$ | 77,069 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Adjusted for: |  |  |  |  |  |  |  |  |  |  |
| Depreciation and amortisation |  | 58,893 |  | 51,986 |  | 51,554 |  | 160,883 |  | 149,268 |
| Interest income |  | (535) |  | $(2,384)$ |  | (558) |  | $(3,759)$ |  | $(1,640)$ |
| Interest expense |  | 26,809 |  | 27,641 |  | 24,514 |  | 78,873 |  | 71,624 |
| Gain (loss) on disposal of assets, net (b) |  | 829 |  | $(1,464)$ |  | 327 |  | (686) |  | $(18,883)$ |
| EBITDA | \$ | 119,004 | \$ | 122,875 | \$ | 96,033 | \$ | 363,172 | \$ | 277,438 |
| Fair value adjustment made to biological assets (included in operating expenses) |  | 2,079 |  | $(4,568)$ |  | $(1,809)$ |  | $(1,381)$ |  | 3,839 |
| U.S. pension curtailment gain (a) |  | - |  | - |  | - |  | $(19,813)$ |  | - |
| Dilution gain for AGHL included in Share of profit of joint ventures and associates |  | - |  | - |  | - |  |  |  | $(4,748)$ |
| Restructuring expenses |  | 1,737 |  | 731 |  | - |  | 2,468 |  | - |
| Impairment of two ships in Shanghai Sinochem-Stolt Shipping Ltd |  | - |  | - |  | 2,000 |  | - |  | 2,000 |
| Effect on reversing customer contract for Moerdijk on revenue |  | - |  |  |  | - |  | - |  | $(1,256)$ |
| Adjustment to Hurricane Isaac Insurance |  | - |  | - |  | $(3,000)$ |  | - |  | $(8,000)$ |
| EBITDA before fair value of biological assets, insurance reimbursements and other one-time, non-cash items | \$ | 122,820 | \$ | 119,038 | \$ | 93,224 | \$ | 344,446 | \$ | 269,273 |

(a) The first nine months of 2015 included a $\$ 19.8$ million gain from the curtailment of the U.S. Defined Benefit Pension Plan.
(b) The first nine months of 2014 included a $\$ 19.6$ million gain on the sale of 2.9 million shares of Avance Gas Holding Ltd common shares for net proceeds of $\$ 57.1$ million.
(c) The first nine months of 2014 included $\$ 3.2$ million of insurance reimbursements for damages caused by Hurricane Isaac at the New Orleans terminal.
(d) The first nine months of 2014 included $\$ 1.1$ million of insurance reimbursements for clean up and repair costs related to the damage caused by Hurricane Isaac at the New Orleans terminal.
(e) Excluded capitalized interest of $\$ 1.8$ million, $\$ 1.6$ million and $\$ 4.6$ million in the third quarter, second quarter and first nine months of 2015 , respectively, and $\$ 1.8$ million and $\$ 0.6$ million in the third quarter and first nine months of 2014, 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
ncome tax receivable
Asset held for sale
Other current assets

## Total current assets

|  | As of |  |
| :---: | :---: | :---: |
| Aug 31 |  | Nov 30 <br> 2015 |
|  |  | 2014 |

Property, plant and equipment
Investment in and advances to joint ventures and associates
Available for sale financial assets (a)
Deferred income tax assets

| \$ | 91,105 | \$ | 45,206 |
| :---: | :---: | :---: | :---: |
|  | 72 |  | 65 |
|  | 225,705 |  | 200,823 |
|  | 14,672 |  | 9,177 |
|  | 37,862 |  | 39,052 |
|  | 58,466 |  | 72,234 |
|  | 907 |  |  |
|  | 3,001 |  | 9,289 |
|  | - |  | 6,521 |
|  | 26,252 |  | 25,819 |
|  | 458,042 |  | 408,186 |
|  | 2,802,740 |  | 2,835,213 |
|  | 483,134 |  | 514,831 |
|  | 84,779 |  |  |
|  | 27,286 |  | 34,868 |
|  | 44,987 |  | 57,057 |
|  | 4,035 |  | 4,010 |
|  | 65,655 |  | 43,770 |
|  | 13,294 |  | 16,857 |
|  | 3,525,910 |  | 3,506,606 |
| \$ | 3,983,952 | \$ | 3,914,792 |

## 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 (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)

| \$ | 125,000 | \$ | 215,800 |
| :---: | :---: | :---: | :---: |
|  | 357,068 |  | 242,151 |
|  | 80,903 |  | 105,434 |
|  | 66,237 |  | 60,475 |
|  | 172,395 |  | 166,202 |
|  | 7,530 |  | 7,923 |
|  | 13,386 |  | 5,303 |
|  |  |  | 28,584 |
|  | 134,317 |  | 41,799 |
|  | 26,503 |  | 32,115 |
| 983,339 |  |  | 905,786 |
| 1,309,663 |  |  | 1,253,861 |
| 63,483 |  |  | 71,067 |
| 55,467 |  |  | 72,529 |
| 166,546 |  |  | 169,135 |
| 4,583 |  |  | 5,598 |
| 6,319 |  |  | 7,837 |
| 1,606,061 |  |  | 1,580,027 |
| 2,589,400 |  |  | 2,485,813 |
| 64,150 |  |  | 64,150 |
| 314,754 |  |  | 314,754 |
| $\begin{array}{r} 1,418,263 \\ (207,623) \\ \hline \end{array}$ |  |  | 1,337,768 |
|  |  |  | $(101,232)$ |
| 1,589,544 |  |  | 1,615,440 |
| $(198,962)$ |  |  | $(189,786)$ |
| 1,390,582 |  |  | 1,425,654 |
| 3,970 |  |  | 3,325 |
| 1,394,552 |  |  | 1,428,979 |
| \$ | 3,983,952 | \$ | 3,914,792 |

$\$ 1,700,626 \quad \$ \quad 1,666,606$
(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 $\$ 15.1$ 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.

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:

|  | Three months ended |  |  |  |  |  | Year to Date |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \hline \text { Aug } 31 \\ 2015 \\ \hline \end{array}$ |  |  | $\begin{array}{r} \hline \text { May } 31 \\ 2015 \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { Aug } 31 \\ \hline \end{array}$ |  | $\begin{array}{r} \hline \text { Aug } 31 \\ \hline 2015 \\ \hline \end{array}$ |  | $\begin{array}{r} \hline \text { Aug } 31 \\ \hline 2014 \\ \hline \end{array}$ |  |
| REVENUE: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers |  |  |  |  |  |  |  |  |  |  |
| Deepsea | \$ | 237,854 | \$ | 236,059 | \$ | 258,956 | \$ | 699,808 | \$ | 776,212 |
| Regional Fleet |  | 53,129 |  | 49,202 |  | 59,053 |  | 154,680 |  | 176,514 |
| Stolt Tankers - Total |  | 290,983 |  | 285,261 |  | 318,009 |  | 854,488 |  | 952,726 |
| Stolthaven Terminals |  | 53,978 |  | 55,502 |  | 54,384 |  | 165,199 |  | 156,168 |
| Stolt Tank Containers |  | 127,889 |  | 131,273 |  | 137,286 |  | 385,257 |  | 403,776 |
| Stolt Sea Farm |  | 14,805 |  | 14,428 |  | 18,409 |  | 42,950 |  | 51,697 |
| Corporate and Other (a) |  | 13,050 |  | 14,246 |  | 17,339 |  | 41,225 |  | 41,166 |
| Total | \$ | 500,705 | \$ | 500,710 | \$ | 545,427 | \$ | 1,489,119 | \$ | 1,605,533 |
| OPERATING EXPENSES: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers | \$ | 203,660 | \$ | 206,023 | \$ | 253,372 | \$ | 618,999 | \$ | 763,247 |
| Stolthaven Terminals |  | 25,440 |  | 25,854 |  | 21,444 |  | 75,236 |  | 65,451 |
| Stolt Tank Containers |  | 91,152 |  | 93,703 |  | 100,066 |  | 275,275 |  | 294,335 |
| Stolt Sea Farm (excluding Fair Value Adjustment) |  | 11,925 |  | 11,736 |  | 15,359 |  | 34,382 |  | 42,748 |
| Stolt Sea Farm Fair Value Adjustment |  | 2,079 |  | $(4,568)$ |  | $(1,809)$ |  | $(1,381)$ |  | 3,939 |
| Corporate and Other (b) |  | 9,797 |  | 9,515 |  | 14,685 |  | 30,180 |  | 31,759 |
| Total | \$ | 344,053 | \$ | 342,263 | \$ | 403,117 | \$ | 1,032,691 | \$ | 1,201,479 |
| DEPRECIATION, AMORTISATION AND IMPAIRMENT: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers | \$ | 31,724 | \$ | 31,577 | \$ | 31,534 | \$ | 94,467 | \$ | 93,777 |
| Stolthaven Terminals |  | 18,246 |  | 12,189 |  | 11,063 |  | 42,043 |  | 30,779 |
| Stolt Tank Containers |  | 5,717 |  | 5,466 |  | 5,191 |  | 16,445 |  | 15,362 |
| Stolt Sea Farm |  | 1,767 |  | 1,060 |  | 1,204 |  | 3,797 |  | 2,248 |
| Corporate and Other |  | 1,439 |  | 1,694 |  | 2,562 |  | 4,131 |  | 7,102 |
| Total | \$ | 58,893 | \$ | 51,986 | \$ | 51,554 | \$ | 160,883 | \$ | 149,268 |
| GROSS PROFIT: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers |  |  |  |  |  |  |  |  |  |  |
| Deepsea | \$ | 48,854 | \$ | 41,461 | \$ | 28,889 | \$ | 122,593 | \$ | 83,206 |
| Regional Fleet |  | 6,745 |  | 6,200 |  | 4,214 |  | 18,429 |  | 12,496 |
| Stolt Tankers - Total |  | 55,599 |  | 47,661 |  | 33,103 |  | 141,022 |  | 95,702 |
| Stolthaven Terminals |  | 10,292 |  | 17,459 |  | 21,877 |  | 47,920 |  | 59,938 |
| Stolt Tank Containers |  | 31,020 |  | 32,104 |  | 32,029 |  | 93,537 |  | 94,079 |
| Stolt Sea Farm (excluding Fair Value Adjustment) |  | 1,113 |  | 1,632 |  | 1,846 |  | 4,771 |  | 6,701 |
| Stolt Sea Farm Fair Value Adiustment |  | $(2,079)$ |  | 4,568 |  | 1,809 |  | 1,381 |  | $(3,939)$ |
| Corporate and Other |  | 1,814 |  | 3,037 |  | 92 |  | 6,914 |  | 2,305 |
| Total | \$ | 97,759 | \$ | 106,461 | \$ | 90,756 | \$ | 295,545 | \$ | 254,786 |
| SHARE OF PROFIT OF JOINT VENTURES AND ASSOCIATES: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers | \$ | 4,060 |  | 4,150 | \$ | $(1,501)$ | \$ | 10,441 | \$ | 1,495 |
| Stolthaven Terminals |  | 6,709 |  | 6,726 |  | 6,115 |  | 19,981 |  | 19,169 |
| Stolt Tank Containers |  | 175 |  | 335 |  | 184 |  | 597 |  | 887 |
| Corporate and Other (c) |  | 3,793 |  | 1,948 |  | 4,572 |  | 8,806 |  | 11,774 |
| Total | \$ | 14,737 | \$ | 13,159 | \$ | 9,370 | \$ | 39,825 | \$ | 33,325 |
| ADMINISTRATIVE AND GENERAL EXPENSES AND RESTRUCTURING EXPENSES: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers | \$ | $(21,423)$ | \$ | $(19,825)$ | \$ | $(23,144)$ | \$ | $(62,196)$ | \$ | $(70,094)$ |
| Stolthaven Terminals |  | $(10,659)$ |  | $(10,152)$ |  | $(10,887)$ |  | $(31,909)$ |  | $(32,650)$ |
| Stolt Tank Containers |  | $(15,622)$ |  | $(13,847)$ |  | $(14,812)$ |  | $(44,143)$ |  | $(44,667)$ |
| Stolt Sea Farm |  | $(1,032)$ |  | (963) |  | (779) |  | $(3,146)$ |  | $(3,426)$ |
| Corporate and Other |  | $(3,327)$ |  | $(5,142)$ |  | $(4,297)$ |  | 7,701 |  | $(6,566)$ |
| Total | \$ | $(52,063)$ | \$ | $(49,929)$ | \$ | $(53,919)$ | \$ | $(133,693)$ | \$ | $(157,403)$ |
| (LOSS) GAIN ON DISPOSAL OF ASSETS, NET: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers | \$ | (738) |  | $(1,595)$ | \$ | (37) | \$ | $(2,406)$ | \$ | (552) |
| Stolthaven Terminals |  | (50) |  | (3) |  | (444) |  | (73) |  | (489) |
| Stolt Tank Containers |  | (67) |  | 27 |  | 158 |  | 97 |  | 279 |
| Corporate and Other (d) |  | 26 |  | 3,035 |  | (4) |  | 3,068 |  | 19,645 |
| Total | \$ | (829) | \$ | 1,464 | \$ | (327) | \$ | 686 | \$ | 18,883 |
| OTHER OPERATING INCOME (EXPENSE), NET: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers | \$ | - | \$ | - | \$ | - | \$ | - | \$ | 152 |
| Stolthaven Terminals |  | 137 |  | 239 |  | (422) |  | 428 |  | 983 |
| Stolt Tank Containers |  | 112 |  | 13 |  | 12 |  | 146 |  | 46 |
| Stolt Sea Farm |  | (65) |  | (19) |  | (89) |  | (110) |  | (317) |
| Corporate and Other |  | 14 |  | (57) |  | (31) |  | (213) |  | (407) |
| Total | \$ | 198 | \$ | 176 | \$ | (530) | \$ | 251 | \$ | 457 |
| OPERATING PROFIT: |  |  |  |  |  |  |  |  |  |  |
| Stolt Tankers | \$ | 37,498 | \$ | 30,391 | \$ | 8,421 | \$ | 86,861 | \$ | 26,703 |
| Stolthaven Terminals |  | 6,429 |  | 14,269 |  | 16,239 |  | 36,347 |  | 46,951 |
| Stolt Tank Containers |  | 15,618 |  | 18,632 |  | 17,571 |  | 50,234 |  | 50,624 |
| Stolt Sea Farm |  | $(2,063)$ |  | 5,218 |  | 2,787 |  | 2,896 |  | (981) |
| Corporate and Other (d) |  | 2,320 |  | 2,821 |  | 332 |  | 26,276 |  | 26,751 |
| Total | \$ | 59,802 | \$ | 71,331 | \$ | 45,350 | \$ | 202,614 | \$ | 150,048 |


|  | As of |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { Aug } 31 \\ \quad 2015 \\ \hline \end{array}$ |  |  | $\begin{array}{r} \text { Nov } 30 \\ 2014 \\ \hline \end{array}$ |
| TOTAL ASSETS: |  |  |  |  |
| Stolt Tankers | \$ | 1,877,124 | \$ | 1,877,180 |
| Stolthaven Terminals |  | 1,177,809 |  | 1,192,749 |
| Stolt Tank Containers |  | 509,229 |  | 488,679 |
| Stolt Sea Farm |  | 125,493 |  | 134,620 |
| Corporate and Other (e) |  | 294,297 |  | 221,564 |
| Total | \$ | 3,983,952 | \$ | 3,914,792 |

(a) Includes Stolt Bitumen revenue of $\$ 11.7$ million, $\$ 12.4$ million and $\$ 37.0$ million in the third quarter, second quarter and first nine months of 2015 , respectively, and $\$ 16.7$ million and $\$ 38.2$ million in third quarter and nine months of 2014, respectively.
(b) Includes Stolt Bitumen operating expenses of $\$ 10.0$ million, $\$ 11.1$ million and $\$ 32.5$ million in the third quarter, second quarter and first nine months of 2015 , respectively, and $\$ 15.3$ million and $\$ 34.6$ million in the third quarter and first nine months of 2014, respectively.
(c) Includes the Group's share of the results of Avance Gas Holding Ltd and its subsidiaries for the third quarter, second quarter and first nine months of 2015 and in the third quarter and first nine months of 2014
(d) Includes $\$ 3.1$ million and $\$ 19.6$ million gain on the sale of 2.5 million and 2.9 million shares of Avance Gas Holding Ltd common shares in the second quarter and first nine months of 2015 and first nine
(e) Includes Stolt-Nielsen Gas total assets of $\$ 130.3$ million and Stolt Bitumen total assets of $\$ 60.9$ million as at Aug 31, 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 (UNAUDITED) 



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.

