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## **Stolt-Nielsen Limited Reports Unaudited Results For the Third Quarter and First Nine Months of 2013**

**LONDON, October 3, 2013** – Stolt-Nielsen Limited (Oslo Børs: SNI) today reported unaudited results for the third quarter ended August 31, 2013. Net profit attributable to shareholders in the third quarter was \$21.8 million, with revenue of \$521.8 million, compared with \$25.7 million, with revenue of \$533.8 million, respectively, in the second quarter of 2013. Net profit attributable to shareholders for the first nine months was \$49.1 million, with revenue of \$1,575.0 million, compared with \$52.0 million, with revenue of \$1,560.8 million, respectively, in the first nine months of 2012.

Highlights for the third quarter of 2013, compared with the second quarter of 2013, were:

- **Stolt Tankers reported an operating profit of \$9.0 million, up from \$5.0 million, as market conditions continued to slowly improve.**
- **The Stolt Tankers Joint Service Sailed-in Time-Charter Index<sup>1</sup> increased to 1.28 from 1.20.**
- **Stolthaven Terminals reported an operating profit of \$17.5 million, compared with \$21.9 million. Adjusted for third-quarter proceeds of \$5.5 million on business interruption insurance related to Hurricane Isaac and for a second-quarter gain of \$8.3 million on the sale of a terminal in Ningbo, China, the operating profit was \$12.0 million in the third quarter and \$13.6 million for the prior quarter, with the difference primarily reflecting higher third-quarter insurance premiums.**
- **Stolt Tank Containers reported an operating profit of \$17.1 million, down from \$20.8 million, reflecting a seasonal slowdown in activity and increased competition.**
- **Stolt Sea Farm reported break-even operating results, compared with an operating profit of \$7.4 million, reflecting a negative impact of \$1.3 million from the accounting for inventories at fair value, versus a positive impact of \$6.5 million in the second quarter.**
- **Stolt-Nielsen Gas reported equity income of \$4.2 million on its investment in Avance Gas Holding Ltd. (AGHL), compared with a loss of \$1.7 million as freight rates recovered strongly in the current quarter.**

Commenting on the Company's results, Mr. Niels G. Stolt-Nielsen, Chief Executive Officer of Stolt-Nielsen Limited, said:

"In August, the last month of the third quarter, Stolt Tankers was profitable for the first time since 2009—a significant milestone. We expect this trend to continue, but as we have mentioned repeatedly, we expect the recovery in the parcel tanker market to be long and slow. The underlying performance fundamentals at both Stolthaven Terminals and Stolt Tank Containers remain good, though we see increased pressure on margins in these businesses.

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<sup>1</sup> The Stolt Tankers Joint Service Sailed-in Time-Charter Index is an indexed measurement of the sailed-in rate for the Joint Service and was set at 1.00 in the first quarter of 1990 based on the average sailed-in time-charter result for the fleet at the time. The sailed-in rate is a measure frequently used by shipping companies, which subtracts from the ships' operating revenue the variable costs associated with a voyage, primarily commissions, sublets, external time charter expenses, transshipments, port costs, and bunker fuel.



Stolt Sea Farm is also well positioned, given the favourable pricing outlook for turbot and the forthcoming production from our new sole farm in Iceland, which is expected to deliver its first sole to market in early spring next year. Subsequent to the end of the third quarter, we closed on the deal between Avance Gas Holding Ltd. and Frontline 2012, which was announced on August 22. I welcome them as shareholders in AGHL and look forward to working with them to grow this company in what looks to be a very promising market segment.”

“The outlook for SNL hinges on the future strength of the world economy and global trade.”

At the end of the third fiscal quarter, none of the Company’s assets has been impaired.

### ***SNL Performance Summary and Results***

| Reporting Item (in USD millions,<br>except per share data and number<br>of shares) | Quarter      |              | First Nine Months |                |                |
|------------------------------------------------------------------------------------|--------------|--------------|-------------------|----------------|----------------|
|                                                                                    | 3Q13         | 2Q13         | 3Q12              | 2013           | 2012           |
| <b>Revenue</b>                                                                     | <b>521.8</b> | <b>533.8</b> | <b>516.4</b>      | <b>1,575.0</b> | <b>1,560.8</b> |
| <b>Operating profit</b>                                                            | <b>48.9</b>  | <b>52.9</b>  | <b>31.7</b>       | <b>134.8</b>   | <b>124.5</b>   |
| <b>Net profit</b>                                                                  | <b>21.6</b>  | <b>26.0</b>  | <b>6.7</b>        | <b>49.0</b>    | <b>52.2</b>    |
| <b>Net profit attributable to SNL shareholders</b>                                 | <b>21.8</b>  | <b>25.7</b>  | <b>7.1</b>        | <b>49.1</b>    | <b>52.0</b>    |
| <b>EPS attributable to SNL shareholders –<br/>diluted</b>                          | <b>0.38</b>  | <b>0.44</b>  | <b>0.12</b>       | <b>0.84</b>    | <b>0.90</b>    |
| <b>Weighted average number of shares -<br/>diluted (in millions)</b>               | <b>58.1</b>  | <b>58.1</b>  | <b>58.0</b>       | <b>58.1</b>    | <b>58.0</b>    |

Stolt-Nielsen Limited reported a third-quarter net profit of \$21.6 million, down from \$26.0 million in the second quarter of 2013. Third-quarter results included proceeds of \$5.5 million on business interruption insurance in connection with Hurricane Isaac, while second-quarter results included the \$8.3 million gain on the sale of Stolthaven’s 50% share of a terminal in Ningbo, China. The accounting for inventories at fair value had a negative impact of \$1.3 million in the third quarter, compared with a positive impact of \$6.5 million in the second quarter. Excluding these one-time items, Stolt-Nielsen Limited’s third-quarter results reflected improved operating performance at Stolt Tankers, partially offset by weaker results at Stolthaven Terminals and Stolt Tank Containers.

Debt, net of cash and cash equivalents as of August 31, 2013 was \$1,657.8 million, compared with \$1,670.5 million as of May 31, 2013. Third-quarter capital expenditures of \$59.2 million mainly reflected investments in terminal expansion projects and the construction of the Iceland sole farm.

Net interest expense in the third quarter was \$21.9 million, compared with \$22.1 million in the second quarter of 2013. SNL had \$38.8 million of cash and \$303.7 million of available and undrawn committed overdraft facilities at August 31, 2013.



## Segment Information

| Operating Profit by Division<br>(in USD millions) | Quarter     |              |              | First Nine Months |              |
|---------------------------------------------------|-------------|--------------|--------------|-------------------|--------------|
|                                                   | 3Q13        | 2Q13         | 3Q12         | 2013              | 2012         |
| <b>Stolt Tankers</b>                              | <b>9.0</b>  | <b>5.0</b>   | <b>(0.8)</b> | <b>11.3</b>       | <b>19.6</b>  |
| <b>Stolthaven Terminals</b>                       | <b>17.5</b> | <b>21.9</b>  | <b>12.2</b>  | <b>62.7</b>       | <b>53.6</b>  |
| <b>Stolt Tank Containers</b>                      | <b>17.1</b> | <b>20.8</b>  | <b>20.1</b>  | <b>53.1</b>       | <b>58.8</b>  |
| <b>Stolt Sea Farm</b>                             | <b>0.0</b>  | <b>7.4</b>   | <b>(1.4)</b> | <b>7.4</b>        | <b>(2.3)</b> |
| <b>Corporate &amp; Other</b>                      | <b>5.3</b>  | <b>(2.2)</b> | <b>1.6</b>   | <b>0.3</b>        | <b>5.2)</b>  |
| <b>Total</b>                                      | <b>48.9</b> | <b>52.9</b>  | <b>31.7</b>  | <b>134.8</b>      | <b>124.5</b> |

### *Stolt Tankers*

Stolt Tankers reported third-quarter operating revenue of \$311.2 million, down from \$322.8 million in the second quarter. The decline in revenue in the quarter was attributable to a 5% drop in operating days, compared with the second quarter. The decrease resulted from the redelivery of two deep-sea time charter ships during the second quarter, and by the unplanned dry docking of two deep-sea ships for repairs in the third quarter. While overall deep-sea volume declined in the third quarter due to the decrease in operating days, volumes carried under contracts of affreightment (COA) increased in the third quarter and year-to-date COA rates remained well above a year ago. Spot rates, in contrast, have held relatively steady. The overall performance of the regional fleets also showed a modest improvement in the quarter.

Stolt Tankers reported a third-quarter operating profit of \$9.0 million, up from \$5.0 million in the second quarter. Results reflected a third-quarter decrease in time-charter expense of \$3.2 million. Despite the reduction in operating days, fleet utilisation—tons of cargo carried per operating day—improved in the third quarter, resulting in improved performance. Bunker expense decreased in the quarter, as the average price of intermediate fuel oil fell to \$617 per ton from \$643 per ton in the second quarter. The Stolt Tankers Joint Service Sailed-in Time-Charter Index increased to 1.28 from 1.20 in the prior quarter.

On September 26th, after the close of the third quarter, NYK Stolt Tankers, an equal joint venture between Stolt Tankers B.V. and NYK Line, exercised a purchase option for one 38,000 deadweight ton (dwt) stainless steel parcel tanker, as part of Stolt Tankers' previously announced agreement with Hudong-Zhonghua Shipbuilding (Group) Co. (Hudong) for five ships, with three options. Delivery of the parcel tanker is expected in 2017, whereupon the ship will join the Stolt Tankers Joint Service.

### *Stolthaven Terminals*

Stolthaven Terminals reported third-quarter operating revenue of \$49.0 million, down slightly from \$49.3 million in the second quarter. The average terminal capacity at Stolthaven's owned terminals was essentially unchanged in the third quarter at 1.22 million cbm, though utilisation edged higher to 93.2% from 91.5% in the second quarter. Despite an increase in total product handled, average monthly revenue per cbm was slightly lower and there was an uptick in average monthly costs per cbm. Performance at the Santos terminal strengthened in the third quarter, driven by the start of Brazil's seasonal ethanol production.

Stolthaven reported a third-quarter operating profit of \$17.5 million, down from \$21.9 million in the second quarter. Third-quarter results included \$5.5 million of proceeds from business interruption insurance in connection with Hurricane Isaac, while results for the



second quarter included the gain of \$8.3 million on the sale of the terminal in Ningbo, China. Excluding these adjustments, operating profit decreased by \$1.6 million in the third quarter, primarily due to an increase in insurance premiums. Equity income from the Company's non-consolidated joint-venture terminals declined slightly to \$5.4 million from \$5.9 million in the prior quarter due to lower utilisation at a joint-venture terminal.

### ***Stolt Tank Containers (STC)***

Stolt Tank Containers reported third-quarter operating revenue of \$132.1 million, down from \$140.3 million in the second quarter. Shipments decreased by 3.1% to 29,047 from 29,967, as markets softened and competition strengthened in the wake of STC's seasonally strong second-quarter performance. Utilisation was down to 72.9% from 75.4% in the second quarter. Revenue per shipment slipped lower in the third quarter due to a continued increase in the proportion of intra-regional versus deep-sea shipments. The total number of tanks in STC's fleet decreased slightly to 31,224 from 31,428 because of a decline in the number of managed third-party tanks in the fleet.

STC reported a third-quarter operating profit of \$17.1 million, down from \$20.8 million in the second quarter.

### ***Stolt Sea Farm (SSF)***

Stolt Sea Farm reported third-quarter operating revenue of \$14.8 million, down slightly from \$15.1 million in the second quarter. Revenue for the quarter reflected a strong increase in selling prices for turbot, offset by a decrease in the volume sold by SSF due to challenging growing conditions resulting from the summer's unusually high sea water temperatures. The sole volume sold was also down, though prices were flat, as higher landings of wild sole drove down market prices. Caviar and sturgeon sales were down slightly, but in line with seasonal patterns.

SSF reported essentially break-even operating results in the third-quarter, compared with an operating profit \$7.4 million in the second quarter. The accounting for inventories at fair value had a negative impact of \$1.3 million in the third quarter, compared with a positive impact of \$6.5 million in the second quarter. The change in fair value was primarily due to the slower growth of SSF's turbot stocks during the quarter.

### ***Stolt-Nielsen Gas (SNG)***

Stolt-Nielsen Gas reported third-quarter income of \$4.2 million on its investment in AGHL, compared with a loss of \$1.7 million in the second quarter. Spot freight rates for LPG remained at high levels after recovering strongly in May. For the third quarter, the average Baltic index for the benchmark voyage—Ras Tanura/Chiba/Ras Tanura—was quoted at \$75/ton, or \$45,000 per day.

On July 4, the Company announced that Transpetrol Gas Holdings Limited had opted to exit from AGHL. The transaction closed on August 19, 2013.

On August 22, the Company announced that a heads of agreement (HOA) had been entered into with Frontline 2012 Ltd., whereby Frontline 2012 will become a shareholder in AGHL along with Stolt-Nielsen Gas Ltd. and Sungas Holdings Ltd. As part of the HOA, Frontline 2012 and AGHL will enter into discussions regarding the purchase by AGHL of eight 83,000



cbm VLGC newbuildings from Frontline 2012. The transaction closed on October 2, 2013. The AGHL shares will initially be registered on the Oslo over-the-counter market (NOTC), with plans for an initial public offering of the shares in the US and/or Norway.

### ***Legal***

In the third quarter, additional civil actions were filed related to Hurricane Isaac. All actions allege pollution of the claimants' properties with liquids stored at the terminal and released as a consequence of flooding caused by the hurricane. The actions are covered by insurance and are being defended. To date the monitoring of air quality, sampling of the flood waters and soil testing, all carried out in cooperation with the various government authorities, have only shown results within the guidelines established by the Louisiana Department of Environmental Quality.



## **Conference Call**

Stolt-Nielsen Limited will hold a conference call to discuss the Company's results for the third quarter ended August 31, 2013 on **Thursday, October 3, 2013 at 3:00 pm CEST (9:00am EDT, 2:00 pm BST)**.

The 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 by phone may dial:

UK: +44 (0)1452 555 566

US & Canada: +1 631 510 7498

Norway: +47 2156 3013

Please quote the passcode: 68247422

Phone lines will open 10 minutes before the call.

A live audio webcast of the conference call may be accessed at Stolt-Nielsen's website [www.stolt-nielsen.com](http://www.stolt-nielsen.com) under Investor Relations/Investor Presentations commencing on **Thursday, October 3, 2013 at 3:00 pm CEST (9:00am EDT, 2:00 pm BST)**.

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, through its investment in Avance Gas Holding Ltd., transports liquefied petroleum gas (LPG) with a fleet of very large gas carriers (VLGCs). Stolt-Nielsen Limited is listed on the Oslo Stock Exchange.

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

### **Forward-Looking Statements**

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

**STOLT-NIELSEN LIMITED AND SUBSIDIARIES**  
**CONSOLIDATED INCOME STATEMENTS**  
(in U.S. dollar thousands, except per share data)  
**(UNAUDITED)**

|                                                                                                                        | Three months ended |                   |                   | Year to Date        |                     |
|------------------------------------------------------------------------------------------------------------------------|--------------------|-------------------|-------------------|---------------------|---------------------|
|                                                                                                                        | Aug 31<br>2013     | May 31<br>2013    | Aug 31<br>2012    | Aug 31<br>2013      | Aug 31<br>2012      |
| <b>Revenue</b>                                                                                                         | <b>\$ 521,836</b>  | <b>\$ 533,812</b> | <b>\$ 516,391</b> | <b>\$ 1,575,034</b> | <b>\$ 1,560,822</b> |
| Operating expenses (a)                                                                                                 | 392,625            | 398,919           | 402,458           | 1,191,558           | 1,211,589           |
| <b>Gross margin</b>                                                                                                    | <b>129,211</b>     | <b>134,893</b>    | <b>113,933</b>    | <b>383,476</b>      | <b>349,233</b>      |
| Impairment (b)                                                                                                         | 1,599              | 100               | -                 | 2,099               | -                   |
| Depreciation and amortisation                                                                                          | 49,736             | 49,378            | 44,175            | 146,806             | 135,220             |
| <b>Gross profit</b>                                                                                                    | <b>77,876</b>      | <b>85,415</b>     | <b>69,758</b>     | <b>234,571</b>      | <b>214,013</b>      |
| Share of profit of joint ventures and associates                                                                       | 11,930             | 5,791             | 4,416             | 20,556              | 12,979              |
| Administrative and general expenses                                                                                    | (43,177)           | (46,121)          | (42,659)          | (134,827)           | (133,308)           |
| Gain (loss) on disposal of assets, net                                                                                 | 721                | 7,826             | (237)             | 12,471              | (34)                |
| Other operating income (c)                                                                                             | 4,676              | 6,489             | 501               | 19,281              | 31,132              |
| Other operating expenses (d)                                                                                           | (3,118)            | (6,480)           | (81)              | (17,266)            | (239)               |
| <b>Operating Profit</b>                                                                                                | <b>48,908</b>      | <b>52,920</b>     | <b>31,698</b>     | <b>134,786</b>      | <b>124,543</b>      |
| <b>Non operating income (expense)</b>                                                                                  |                    |                   |                   |                     |                     |
| Interest income                                                                                                        | 724                | 1,391             | 1,069             | 3,135               | 3,145               |
| Interest expense (e)                                                                                                   | (22,598)           | (23,505)          | (22,317)          | (69,848)            | (63,295)            |
| Foreign currency exchange gain (loss), net                                                                             | 957                | 212               | (97)              | -                   | 916                 |
| Other non operating income, net                                                                                        | 132                | 603               | 32                | 903                 | 708                 |
| <b>Profit before income tax provision</b>                                                                              | <b>28,123</b>      | <b>31,621</b>     | <b>10,385</b>     | <b>68,976</b>       | <b>66,017</b>       |
| Income tax provision                                                                                                   | (6,522)            | (5,621)           | (3,663)           | (19,969)            | (13,805)            |
| <b>Net Profit</b>                                                                                                      | <b>\$ 21,601</b>   | <b>\$ 26,000</b>  | <b>\$ 6,722</b>   | <b>\$ 49,007</b>    | <b>\$ 52,212</b>    |
| <b>Attributable to:</b>                                                                                                |                    |                   |                   |                     |                     |
| Equity holders of SNL                                                                                                  | \$ 21,831          | \$ 25,718         | \$ 7,057          | \$ 49,054           | \$ 52,048           |
| Non-controlling interests                                                                                              | (230)              | 282               | (335)             | (47)                | 164                 |
|                                                                                                                        | <b>\$ 21,601</b>   | <b>\$ 26,000</b>  | <b>\$ 6,722</b>   | <b>\$ 49,007</b>    | <b>\$ 52,212</b>    |
| <b>PER SHARE DATA</b>                                                                                                  |                    |                   |                   |                     |                     |
| Net profit attributable to SNL shareholders                                                                            |                    |                   |                   |                     |                     |
| Basic                                                                                                                  | \$ 0.38            | \$ 0.44           | \$ 0.12           | \$ 0.85             | \$ 0.90             |
| Diluted                                                                                                                | \$ 0.38            | \$ 0.44           | \$ 0.12           | \$ 0.84             | \$ 0.90             |
| Weighted average number of common shares and common share equivalents outstanding:                                     |                    |                   |                   |                     |                     |
| Basic                                                                                                                  | 58,016             | 58,002            | 57,924            | 57,997              | 57,917              |
| Diluted                                                                                                                | 58,070             | 58,062            | 58,030            | 58,060              | 58,033              |
| <b>SELECTED CASH FLOW DATA</b>                                                                                         |                    |                   |                   |                     |                     |
| Capital expenditures (excluding capitalised interest)                                                                  | \$ 59,192          | \$ 103,739        | \$ 92,098         | \$ 260,075          | \$ 239,990          |
| Equity contributions and advances to joint ventures and associates, net of repayments                                  | 13,449             | -                 | 17,819            | 13,449              | 25,327              |
| Total capital expenditures, equity contributions and advances to joint ventures                                        | <b>\$ 72,641</b>   | <b>\$ 103,739</b> | <b>\$ 109,917</b> | <b>\$ 273,524</b>   | <b>\$ 265,317</b>   |
| <b>EARNINGS BEFORE DEPRECIATION, AMORTISATION, GAIN ON DISPOSAL OF ASSETS, INTEREST AND TAXES (EBITDA)<sup>1</sup></b> |                    |                   |                   |                     |                     |
| <b>Profit before income tax provision</b>                                                                              | <b>\$ 28,123</b>   | <b>\$ 31,621</b>  | <b>\$ 10,385</b>  | <b>\$ 68,976</b>    | <b>\$ 66,017</b>    |
| Adjusted for:                                                                                                          |                    |                   |                   |                     |                     |
| Depreciation and amortisation                                                                                          | 51,335             | 49,478            | 44,175            | 148,905             | 135,220             |
| Interest income                                                                                                        | (724)              | (1,391)           | (1,069)           | (3,135)             | (3,145)             |
| Interest expense (e)                                                                                                   | 22,598             | 23,505            | 22,317            | 69,848              | 63,295              |
| Gain (loss) on disposal of assets, net                                                                                 | (721)              | (7,826)           | 237               | (12,471)            | 34                  |
| <b>EBITDA</b>                                                                                                          | <b>\$ 100,611</b>  | <b>\$ 95,387</b>  | <b>\$ 76,045</b>  | <b>\$ 272,123</b>   | <b>\$ 261,421</b>   |
| Fair value adjustment made to biological assets (included in operating expenses)                                       | 1,327              | (6,485)           | 1,349             | (5,146)             | 4,292               |
| Gain/loss on acquisition of Moerdijk facilities (f)                                                                    | -                  | -                 | -                 | -                   | (5,806)             |
| Net insurance gain on the Stolt Valor incident (g)                                                                     | -                  | -                 | -                 | -                   | (24,500)            |
| <b>EBITDA before fair value of biological assets, negative goodwill and insurance</b>                                  | <b>\$ 101,938</b>  | <b>\$ 88,902</b>  | <b>\$ 77,394</b>  | <b>\$ 266,977</b>   | <b>\$ 235,407</b>   |

(a) Includes business interruption insurance proceeds of \$5.5 million related to lost earnings at the New Orleans terminal caused by Hurricane Isaac.

(b) The third quarter, second quarter of 2013 and first nine months of 2013 include write off of assets that were destroyed in Hurricane Isaac for \$1.6 million, \$0.1 million and \$2.1 million respectively.

(c) The third quarter, second quarter and first nine months of 2013 includes \$4.7 million, \$6.4 million and and \$19.0 million in insurance reimbursements for damages caused by Hurricane Isaac at the New Orleans terminal.

(d) The third quarter, second quarter and first nine months of 2013 includes \$3.1 million, \$6.3 million and \$16.9 million for clean up and repair costs related to the damages caused by Hurricane Isaac at the New Orleans terminal.

(e) Excludes capitalised interest of \$2.1 million, \$1.8 million and \$5.5 million in the third quarter, second quarter and first nine months of 2013, respectively, and \$1.9 million and \$3.0 million in the second quarter and first nine months of 2013, respectively

(f) Excludes recognition of the excess of the fair value over the purchase price for the Moerdijk facility of \$5.8 million, in the first quarter of 2012.

(g) Excludes \$24.5 million related to the *Stolt Valor* after its constructive total loss in an accident at sea in the second quarter of 2012.

**STOLT-NIELSEN LIMITED AND SUBSIDIARIES**  
**CONSOLIDATED BALANCE SHEETS**  
(in U.S. dollar thousands)  
**(UNAUDITED)**

|                                                                 | <b>Aug 31</b>       | <b>Nov 30</b>       |
|-----------------------------------------------------------------|---------------------|---------------------|
|                                                                 | <b>2013</b>         | <b>2012</b>         |
| <b>ASSETS</b>                                                   |                     |                     |
| Cash and cash equivalents                                       | \$ 38,842           | \$ 64,937           |
| Restricted Cash                                                 | 71                  | 3,001               |
| Receivables, net                                                | 185,232             | 195,611             |
| Receivables from insurance (a)                                  | 15,844              | 21,900              |
| Inventories, net                                                | 13,257              | 9,602               |
| Biological assets                                               | 36,491              | 30,609              |
| Prepaid expenses                                                | 62,593              | 61,446              |
| Assets held for sale (b)                                        | -                   | 7,499               |
| Derivative financial instruments                                | 663                 | 2,437               |
| Income tax receivable                                           | 934                 | 5,966               |
| Other current assets                                            | 30,743              | 32,519              |
| <b>Total current assets</b>                                     | <b>384,670</b>      | <b>435,527</b>      |
| Property, plant and equipment                                   | 2,749,541           | 2,746,493           |
| Investment in and advances to joint ventures and associates (c) | 528,928             | 473,913             |
| Deferred income tax assets                                      | 30,808              | 36,798              |
| Goodwill and other intangible assets, net                       | 66,076              | 73,567              |
| Employee benefit assets                                         | 4,397               | 4,415               |
| Derivative financial instruments                                | 5                   | 727                 |
| Deposit for newbuildings                                        | 36,736              | -                   |
| Other assets                                                    | 19,479              | 19,588              |
| <b>Total non-current assets</b>                                 | <b>3,435,970</b>    | <b>3,355,501</b>    |
| <b>Total assets</b>                                             | <b>\$ 3,820,640</b> | <b>\$ 3,791,028</b> |
| <b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>                     |                     |                     |
| Short-term bank loans                                           | \$ 150,500          | \$ 42,859           |
| Current maturities of long-term debt and finance leases         | 208,153             | 121,805             |
| Accounts payable                                                | 86,995              | 100,570             |
| Accrued voyage expenses                                         | 75,675              | 78,816              |
| Accrued expenses                                                | 146,656             | 164,647             |
| Provisions                                                      | 3,396               | 8,126               |
| Income tax payable                                              | 12,285              | 7,529               |
| Dividend payable                                                | -                   | 14,569              |
| Derivative financial instruments                                | 14,337              | 12,085              |
| Other current liabilities                                       | 25,199              | 25,201              |
| <b>Total current liabilities</b>                                | <b>723,196</b>      | <b>576,207</b>      |
| Long-term debt and finance leases                               | 1,338,022           | 1,494,369           |
| Deferred income tax liabilities                                 | 57,414              | 59,168              |
| Employee benefit obligations                                    | 48,857              | 70,666              |
| Derivative financial instruments                                | 80,484              | 66,481              |
| Option liability to non-controlling interests (d)               | 16,529              | 22,274              |
| Long-term provisions                                            | 6,060               | 5,199               |
| Other non-current liabilities                                   | 13,983              | 18,847              |
| <b>Total non-current liabilities</b>                            | <b>1,561,349</b>    | <b>1,737,004</b>    |
| <b>Total liabilities</b>                                        | <b>2,284,545</b>    | <b>2,313,211</b>    |
| Common stock and Founder's shares                               | 64,150              | 64,150              |
| Paid-in surplus (c)                                             | 339,702             | 322,047             |
| Retained earnings                                               | 1,337,097           | 1,308,199           |
| Other components of equity                                      | (46,864)            | (57,075)            |
|                                                                 | <b>1,694,085</b>    | <b>1,637,321</b>    |
| Treasury stock                                                  | (171,347)           | (172,199)           |
| <b>Equity attributable to equity holders of SNL</b>             | <b>1,522,738</b>    | <b>1,465,122</b>    |
| Non-controlling interests                                       | 29,886              | 34,969              |
| Put options over non-controlling interests (d)                  | (16,529)            | (22,274)            |
| Total non-controlling interests                                 | 13,357              | 12,695              |
| <b>Total shareholders' equity</b>                               | <b>1,536,095</b>    | <b>1,477,817</b>    |
| <b>Total liabilities and shareholders' equity</b>               | <b>\$ 3,820,640</b> | <b>\$ 3,791,028</b> |
| Debt, net of cash and cash equivalents (e)                      | \$ 1,657,833        | \$ 1,594,096        |

- (a) The Group has recorded a receivable from its insurance underwriters of \$15.8 million and \$21.9 million at August 31, 2013 and November 30, 2012, respectively, for reimbursements of claims incurred related to physical damage and environmental clean up costs resulting from Hurricane Isaac on the New Orleans terminal in 2012.
- (b) At November 30, 2012 the Group recorded its land in Perth Amboy, Illinois and its investment in Stolthaven Ningbo Co Ltd as Assets held for sale. Both were sold in the first nine-months of 2013.
- (c) In the prior year, a joint venture had written a put option requiring it to repurchase 33% of its shares from a shareholder. This was accounted for as a liability by the joint venture with a reduction in Paid-in surplus and by the Group as a reduction in Investment in and advances to joint ventures and associates and Paid-in surplus. The put option was exercised by the joint venture's shareholder in the third quarter. As such, the Group's entry to Investment in and advances to joint ventures and associates and Paid-in surplus entry was reversed.
- (d) The Group has written a put option, requiring it to repurchase a non-controlling interest's shares in a subsidiary.
- (e) Computed as short-term bank loans, current maturities of long-term debt and finance leases and long-term debt and finance leases less cash and cash equivalents.

**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 and other corporate items:

|                                                          | Three months ended |                    |                    | Year to Date        |                     |
|----------------------------------------------------------|--------------------|--------------------|--------------------|---------------------|---------------------|
|                                                          | Aug 31             | May 31             | Aug 31             | Aug 31              | Aug 31              |
|                                                          | 2013               | 2013               | 2012               | 2013                | 2012                |
| <b>REVENUE:</b>                                          |                    |                    |                    |                     |                     |
| Stolt Tankers                                            |                    |                    |                    |                     |                     |
| Deepsea                                                  | \$ 249,902         | \$ 262,348         | \$ 248,776         | \$ 763,979          | \$ 773,121          |
| Regional Fleet                                           | 61,340             | 60,437             | 61,732             | 181,268             | 179,308             |
| Stolt Tankers - Total                                    | 311,242            | 322,785            | 310,508            | 945,247             | 952,429             |
| Stolthaven Terminals                                     | 48,954             | 49,295             | 46,709             | 150,337             | 140,183             |
| Stolt Tank Containers                                    | 132,054            | 140,294            | 138,778            | 401,803             | 409,611             |
| Stolt Sea Farm                                           | 14,798             | 15,065             | 11,813             | 43,309              | 39,630              |
| Corporate and Other (a)                                  | 14,788             | 6,373              | 8,583              | 34,338              | 18,769              |
| <b>Total</b>                                             | <b>\$ 521,836</b>  | <b>\$ 533,812</b>  | <b>\$ 516,391</b>  | <b>\$ 1,575,034</b> | <b>\$ 1,560,822</b> |
| <b>OPERATING EXPENSES:</b>                               |                    |                    |                    |                     |                     |
| Stolt Tankers                                            | \$ 252,243         | \$ 264,127         | \$ 259,173         | \$ 776,710          | \$ 803,978          |
| Stolthaven Terminals (b)                                 | 20,739             | 24,219             | 23,375             | 66,958              | 62,107              |
| Stolt Tank Containers                                    | 95,163             | 101,003            | 102,594            | 291,586             | 296,631             |
| Stolt Sea Farm                                           | 12,196             | 5,147              | 11,354             | 28,808              | 36,377              |
| Corporate and Other (c)                                  | 12,284             | 4,423              | 5,962              | 27,496              | 12,496              |
| <b>Total</b>                                             | <b>\$ 392,625</b>  | <b>\$ 398,919</b>  | <b>\$ 402,458</b>  | <b>\$ 1,191,558</b> | <b>\$ 1,211,589</b> |
| <b>DEPRECIATION, AMORTISATION AND IMPAIRMENT:</b>        |                    |                    |                    |                     |                     |
| Stolt Tankers                                            | \$ 31,230          | \$ 31,019          | \$ 30,103          | \$ 92,171           | \$ 87,834           |
| Stolthaven Terminals                                     | 10,151             | 9,994              | 7,967              | 29,817              | 23,869              |
| Stolt Tank Containers                                    | 6,340              | 5,546              | 3,245              | 17,150              | 15,450              |
| Stolt Sea Farm                                           | 1,566              | 1,386              | 810                | 3,873               | 2,578               |
| Corporate and Other                                      | 2,048              | 1,533              | 2,050              | 5,894               | 5,489               |
| <b>Total</b>                                             | <b>\$ 51,335</b>   | <b>\$ 49,478</b>   | <b>\$ 44,175</b>   | <b>\$ 148,905</b>   | <b>\$ 135,220</b>   |
| <b>GROSS PROFIT:</b>                                     |                    |                    |                    |                     |                     |
| Stolt Tankers                                            |                    |                    |                    |                     |                     |
| Deepsea                                                  | \$ 22,370          | \$ 23,384          | \$ 16,620          | \$ 62,985           | \$ 48,963           |
| Regional Fleet                                           | 5,399              | 4,255              | 4,612              | 13,381              | 11,654              |
| Stolt Tankers - Total                                    | 27,769             | 27,639             | 21,232             | 76,366              | 60,617              |
| Stolthaven Terminals                                     | 18,064             | 15,082             | 15,367             | 53,562              | 54,207              |
| Stolt Tank Containers                                    | 30,551             | 33,745             | 32,939             | 93,067              | 97,530              |
| Stolt Sea Farm                                           | 1,036              | 8,532              | (351)              | 10,628              | 875                 |
| Corporate and Other                                      | 456                | 417                | 571                | 948                 | 784                 |
| <b>Total</b>                                             | <b>\$ 77,876</b>   | <b>\$ 85,415</b>   | <b>\$ 69,758</b>   | <b>\$ 234,571</b>   | <b>\$ 214,013</b>   |
| <b>SHARE OF PROFIT OF JOINT VENTURES AND ASSOCIATES:</b> |                    |                    |                    |                     |                     |
| Stolt Tankers                                            | \$ 2,123           | \$ 1,377           | \$ (458)           | \$ 1,985            | \$ 424              |
| Stolthaven Terminals                                     | 5,449              | 5,852              | 4,228              | 17,265              | 14,919              |
| Stolt Tank Containers                                    | 193                | 229                | 87                 | 441                 | 303                 |
| Corporate and Other (d)                                  | 4,165              | (1,667)            | 559                | 865                 | (2,667)             |
| <b>Total</b>                                             | <b>\$ 11,930</b>   | <b>\$ 5,791</b>    | <b>\$ 4,416</b>    | <b>\$ 20,556</b>    | <b>\$ 12,979</b>    |
| <b>ADMINISTRATIVE AND GENERAL EXPENSES:</b>              |                    |                    |                    |                     |                     |
| Stolt Tankers                                            | \$ (21,398)        | \$ (23,166)        | \$ (20,994)        | \$ (65,833)         | \$ (65,293)         |
| Stolthaven Terminals                                     | (7,661)            | (7,896)            | -7,505             | -23,358             | -21,573             |
| Stolt Tank Containers                                    | (13,985)           | (13,503)           | -13,169            | -41,208             | -39,520             |
| Stolt Sea Farm                                           | (903)              | (1,032)            | (966)              | -3,124              | (2,972)             |
| Corporate and Other                                      | 770                | (524)              | (25)               | (1,304)             | (3,950)             |
| <b>Total</b>                                             | <b>\$ (43,177)</b> | <b>\$ (46,121)</b> | <b>\$ (42,659)</b> | <b>\$ (134,827)</b> | <b>\$ (133,308)</b> |
| <b>(LOSS) GAIN ON DISPOSAL OF ASSETS, NET:</b>           |                    |                    |                    |                     |                     |
| Stolt Tankers                                            | \$ 453             | \$ (344)           | \$ (671)           | \$ (884)            | \$ (726)            |
| Stolthaven Terminals                                     | (61)               | 8,075              | (18)               | 12,685              | (26)                |
| Stolt Tank Containers                                    | 325                | 92                 | 189                | 664                 | 455                 |
| Corporate and Other                                      | 4                  | 3                  | 263                | 6                   | 263                 |
| <b>Total</b>                                             | <b>\$ 721</b>      | <b>\$ 7,826</b>    | <b>\$ (237)</b>    | <b>\$ 12,471</b>    | <b>\$ (34)</b>      |
| <b>OTHER OPERATING INCOME (EXPENSE), NET:</b>            |                    |                    |                    |                     |                     |
| Stolt Tankers                                            | \$ 91              | \$ (466)           | \$ 65              | \$ (375)            | \$ 24,592           |
| Stolthaven Terminals                                     | 1,699              | 711                | 149                | 2,536               | 6,085               |
| Stolt Tank Containers                                    | 21                 | 226                | 29                 | 121                 | 74                  |
| Stolt Sea Farm                                           | (89)               | (64)               | (62)               | (136)               | -166                |
| Corporate and Other                                      | (164)              | (398)              | 239                | (131)               | 308                 |
| <b>Total</b>                                             | <b>\$ 1,558</b>    | <b>\$ 9</b>        | <b>\$ 420</b>      | <b>\$ 2,015</b>     | <b>\$ 30,893</b>    |
| <b>OPERATING PROFIT:</b>                                 |                    |                    |                    |                     |                     |
| Stolt Tankers                                            | \$ 9,038           | \$ 5,040           | \$ (825)           | \$ 11,259           | \$ 19,614           |
| Stolthaven Terminals                                     | 17,490             | 21,824             | 12,221             | 62,690              | 53,612              |
| Stolt Tank Containers                                    | 17,105             | 20,789             | 20,075             | 53,085              | 58,842              |
| Stolt Sea Farm                                           | 44                 | 7,436              | (1,379)            | 7,368               | (2,263)             |
| Corporate and Other                                      | 5,231              | (2,169)            | 1,606              | 384                 | (5,262)             |
| <b>Total</b>                                             | <b>\$ 48,908</b>   | <b>\$ 52,920</b>   | <b>\$ 31,698</b>   | <b>\$ 134,786</b>   | <b>\$ 124,543</b>   |
| <b>TOTAL ASSETS:</b>                                     |                    |                    |                    |                     |                     |
| Stolt Tankers                                            |                    |                    |                    |                     |                     |
| Stolthaven Terminals                                     |                    |                    |                    | \$ 1,957,362        | \$ 2,005,041        |
| Stolt Tank Containers                                    |                    |                    |                    | 1,026,711           | 975,462             |
| Stolt Sea Farm                                           |                    |                    |                    | 448,518             | 435,745             |
| Corporate and Other (e)                                  |                    |                    |                    | 148,901             | 130,945             |
| <b>Total</b>                                             |                    |                    |                    | <b>\$ 3,820,640</b> | <b>\$ 3,791,028</b> |

- (a) Includes Stolt Bitumen revenue of \$10.1 million, \$6.1 million and \$28.4 million in the third quarter and second quarter and first nine months of 2013, respectively, and \$8.3 million and \$17.1 million in third quarter and nine months of 2012, respectively.
- (b) Includes business interruption insurance proceeds of \$5.5 million related to lost earnings at the New Orleans terminal caused by Hurricane Isaac.
- (c) Includes Stolt Bitumen operating expenses of \$9.0 million, \$5.5 million and \$25.9 million in the third quarter, second quarter and first nine months of 2013, respectively and \$7.2 million and \$14.4 million in the third quarter and nine months of 2012 respectively.
- (d) 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 2013 and in the second quarter and first nine months of 2012.
- (e) Includes Stolt-Nielsen Gas total assets of \$104.6 million and Stolt Bitumen total assets of \$51.6 million as at Aug 31, 2013 and Stolt-Nielsen Gas total assets of \$64.6 million and Stolt Bitumen total assets of \$44.2 million as at November 30, 2012.

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

|                                                                  | <u>1st Quarter</u> | <u>2nd Quarter</u> | <u>3rd Quarter</u> | <u>4th Quarter</u> |
|------------------------------------------------------------------|--------------------|--------------------|--------------------|--------------------|
| <b>STOLT TANKERS DIVISION:</b>                                   |                    |                    |                    |                    |
| <u>Joint Service sailed-in time-charter index</u>                |                    |                    |                    |                    |
| 2011                                                             | 1.09               | 1.05               | 1.08               | 1.08               |
| 2012                                                             | 1.05               | 1.18               | 1.12               | 1.14               |
| 2013                                                             | 1.12               | 1.20               | 1.28               | N/A                |
| <u>Volume of cargo carried - millions of tons</u>                |                    |                    |                    |                    |
| <u>Deepsea fleet:</u>                                            |                    |                    |                    |                    |
| 2011                                                             | 2.8                | 2.8                | 2.8                | 2.8                |
| 2012                                                             | 2.8                | 2.8                | 2.6                | 2.8                |
| 2013                                                             | 2.7                | 2.7                | 2.7                | N/A                |
| <u>Regional fleets - Wholly Owned:</u>                           |                    |                    |                    |                    |
| 2011                                                             | 2.1                | 2.2                | 2.3                | 2.1                |
| 2012                                                             | 2.2                | 2.4                | 2.3                | 2.4                |
| 2013                                                             | 2.1                | 2.3                | 2.3                | N/A                |
| <u>Operating days</u>                                            |                    |                    |                    |                    |
| <u>Deepsea fleet:</u>                                            |                    |                    |                    |                    |
| 2011                                                             | 5,523              | 5,923              | 5,878              | 5,706              |
| 2012                                                             | 5,687              | 5,520              | 5,299              | 5,396              |
| 2013                                                             | 5,417              | 5,450              | 5,155              | N/A                |
| <u>Regional fleets - Wholly Owned:</u>                           |                    |                    |                    |                    |
| 2011                                                             | 5,850              | 5,996              | 6,039              | 6,026              |
| 2012                                                             | 6,054              | 6,501              | 6,571              | 6,355              |
| 2013                                                             | 6,138              | 6,254              | 6,372              | N/A                |
| <u>Average number of ships operated in the period</u>            |                    |                    |                    |                    |
| <u>Deepsea fleet:</u>                                            |                    |                    |                    |                    |
| 2011                                                             | 61                 | 64                 | 64                 | 62                 |
| 2012                                                             | 62                 | 60                 | 58                 | 59                 |
| 2013                                                             | 60                 | 59                 | 56                 | N/A                |
| <u>Regional fleets - Wholly Owned:</u>                           |                    |                    |                    |                    |
| 2011                                                             | 65                 | 65                 | 66                 | 66                 |
| 2012                                                             | 67                 | 71                 | 71                 | 70                 |
| 2013                                                             | 68                 | 68                 | 69                 | N/A                |
| <b>STOLT TANK CONTAINERS DIVISION:</b>                           |                    |                    |                    |                    |
| <u>Number of Shipments</u>                                       |                    |                    |                    |                    |
| 2011                                                             | 26,012             | 29,451             | 27,930             | 26,431             |
| 2012                                                             | 27,128             | 28,995             | 28,655             | 26,608             |
| 2013                                                             | 27,629             | 29,967             | 29,047             | N/A                |
| <u>Tank containers owned and leased at the end of the period</u> |                    |                    |                    |                    |
| 2011                                                             | 24,510             | 25,355             | 27,261             | 28,827             |
| 2012                                                             | 29,448             | 29,604             | 29,651             | 30,490             |
| 2013                                                             | 30,912             | 31,428             | 31,224             | N/A                |
| <u>Tank container utilisation %</u>                              |                    |                    |                    |                    |
| 2011                                                             | 76.7%              | 78.3%              | 76.1%              | 70.3%              |
| 2012                                                             | 69.3%              | 73.1%              | 76.3%              | 73.7%              |
| 2013                                                             | 71.7%              | 75.4%              | 72.9%              | N/A                |
| <b>STOLTHAVEN TERMINALS DIVISION:</b>                            |                    |                    |                    |                    |
| <u>Average marketable capacity in CM's</u>                       |                    |                    |                    |                    |
| 2011                                                             | 889,528            | 889,528            | 889,528            | 985,540            |
| 2012                                                             | 1,068,264          | 1,114,730          | 1,118,747          | 1,203,040          |
| 2013                                                             | 1,218,754          | 1,220,310          | 1,221,805          | N/A                |
| <u>Tank capacity utilisation %</u>                               |                    |                    |                    |                    |
| 2011                                                             | 97.8%              | 96.8%              | 98.3%              | 98.0%              |
| 2012                                                             | 97.4%              | 96.2%              | 96.2%              | 92.6%              |
| 2013                                                             | 92.0%              | 91.5%              | 93.2%              | N/A                |

Notes:

- Deepsea fleet statistics include those for time-chartered ships and STJS pool partner ships
- Operating days for deepsea fleet include ships out on Time Charter
- Regional fleet statistics include only wholly-owned ships and cargo carried by the Regional fleet on behalf of the deepsea fleet
- Regional fleet statistics include the results of both the Northern Europe and US barging activities
- First quarter 2012 volume of cargo carried for the deepsea fleet was retroactively increased from 2.7 million to 2.8 million
- Fourth quarter 2012 tank capacity utilisation was retroactively decreased from 95.3% to 92.6%