



# Stolt-Nielsen S.A.

Third-Quarter 2010  
Results Presentation

September 30, 2010

# Forward-Looking Statements

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Included in this presentation are various “forward-looking statements”, including statements regarding the intent, opinion, belief or current expectations of the Company or its management with respect to, among other things, (i) goals and strategies, (ii) plans for new development, (iii) marketing plans, the Company’s target market, (iv) evaluation of the Company’s markets, competition and competitive positions, and (v) trends which may be expressed or implied by financial or other information or statements contained herein. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other facts that may cause the actual results, performance and outcomes to be materially different for any future results, performance or outcomes expressed or implied by such forward-looking statements.



# Company Representatives

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- Niels G. Stolt-Nielsen – CEO Stolt-Nielsen S.A.
- Jan Chr. Engelhardtzen – CFO Stolt-Nielsen S.A.



# Agenda

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- Stolt-Nielsen S.A. 3Q10 Highlights
  - Stolt Tankers
  - Stolthaven Terminals
  - Stolt Tank Containers
  - Stolt Sea Farm
  - Stolt-Nielsen Gas
  - Stolt Bitumen
- Financial Results, CAPEX and Liquidity Situation
- Q&A



# SNSA: Third-Quarter 2010 Highlights

- SNSA has now received full refund of \$296 M plus accrued interest for the eight stainless steel ships contracted with SLS Shipyard; total amount received was \$340 M

## Operating

- Stolt Tankers' operating profit excluding gains on sale of assets was flat compared to 2Q10 with fewer operating days in 3Q10; the sailed-in index increased to 1.20 from 1.15
- Stolthaven's operating profit was also flat, reflecting consistent operating performance from all the terminals
- STC's operating profit increased, reflecting improved utilisation and continued strong global demand for tank containers
- SSF reported an increase in operating profit before the positive impact of IFRS fair value revaluation of inventories

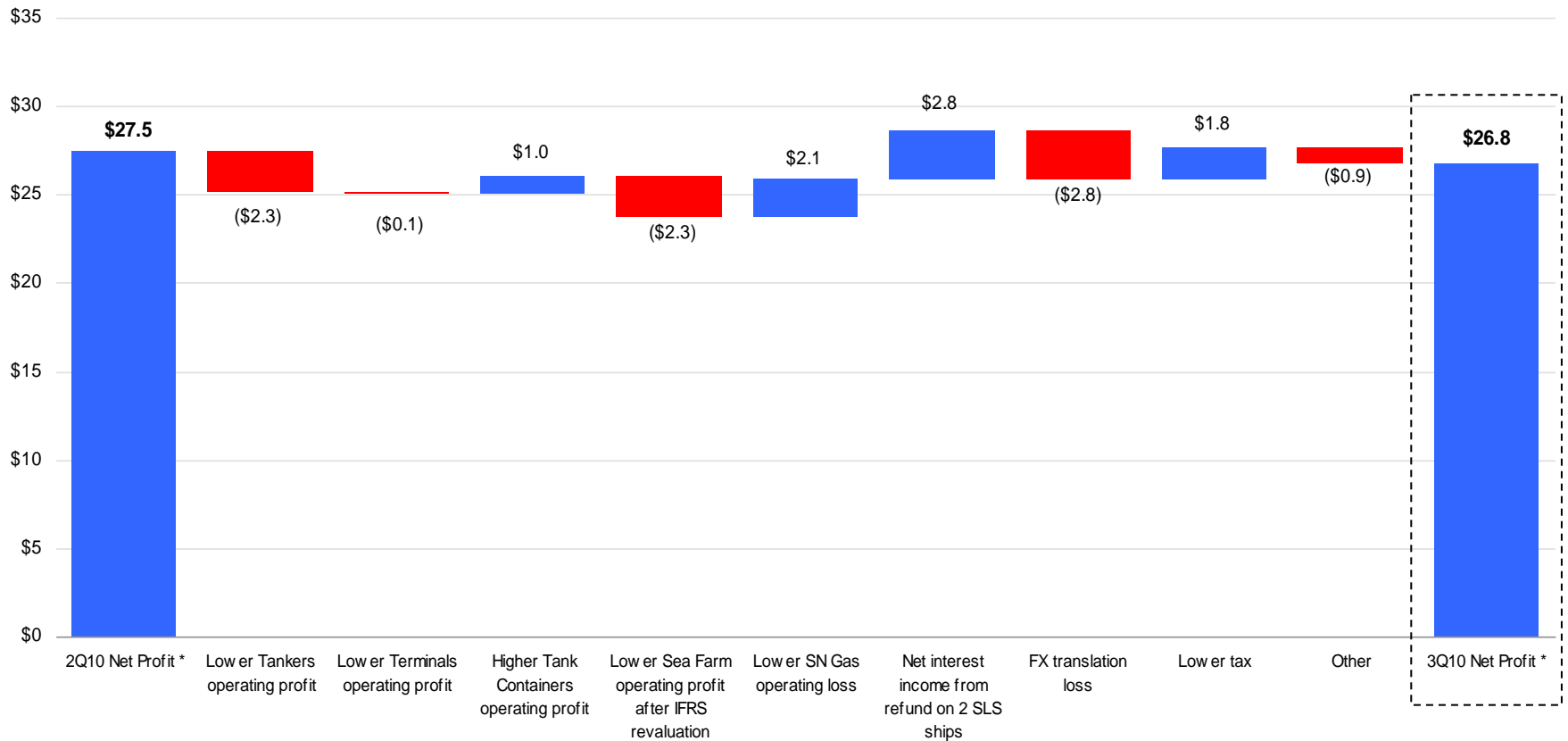
## Financial

Figures in USD Millions (except per share)

(Unaudited)	Quarter			Nine Months	
	3Q10	2Q10	3Q09	2010	2009
Revenue	\$456.8	\$463.0	\$429.1	\$1,348.2	\$1,214.7
Operating Profit	39.1	41.2	39.3	109.8	94.8
<b>Net Profit (attributable to SNSA equity holders)</b>	<b>26.8</b>	27.5	30.9	73.1	73.0
EPS Diluted	0.45	0.46	0.52	1.22	1.22
Weighted Average Number of Shares Outstanding (diluted)	59.8	59.8	59.8	59.8	59.8

# SNSA: 2Q10 to 3Q10 Net Profit Variance

Figures in USD Millions



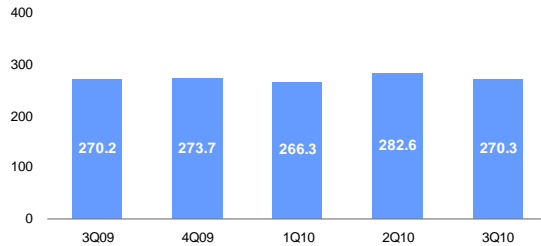
\* Net Profit attributable to equity holders of SNSA



# Stolt Tankers

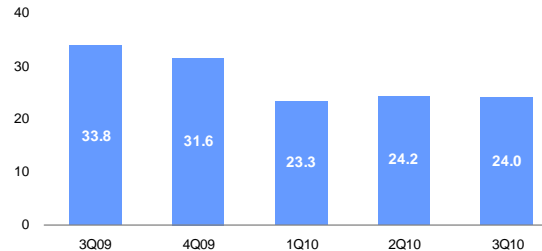
\$US Millions

## REVENUE



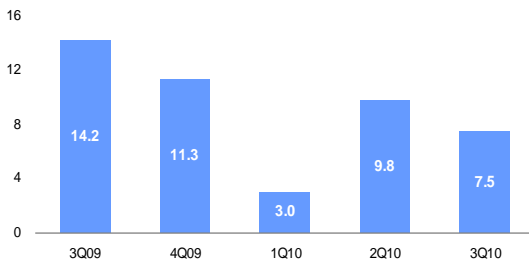
\$US Millions

## GROSS PROFIT



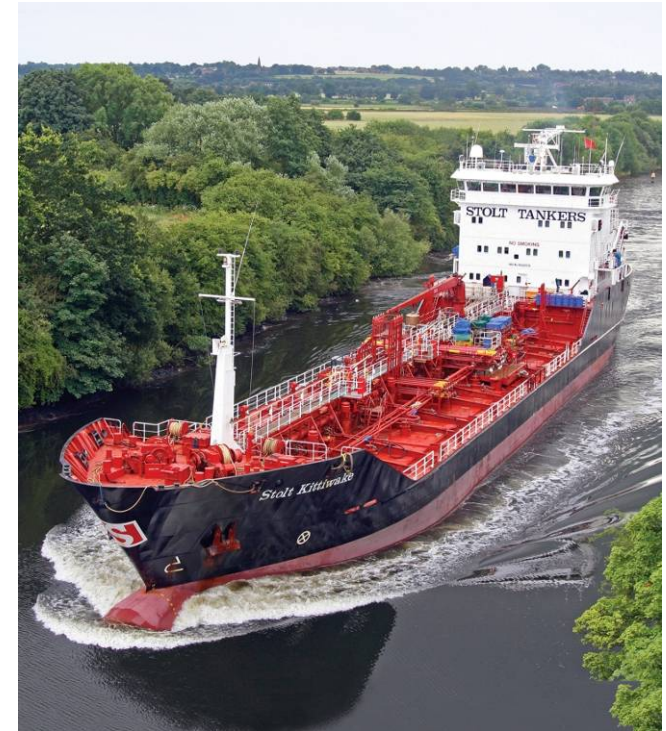
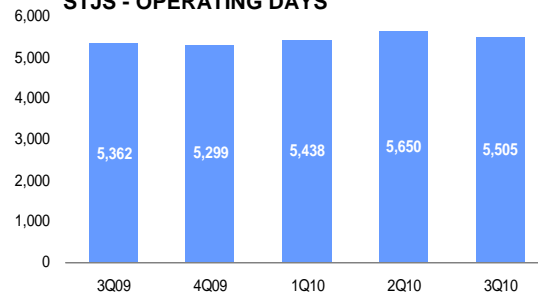
\$US Millions

## OPERATING PROFIT



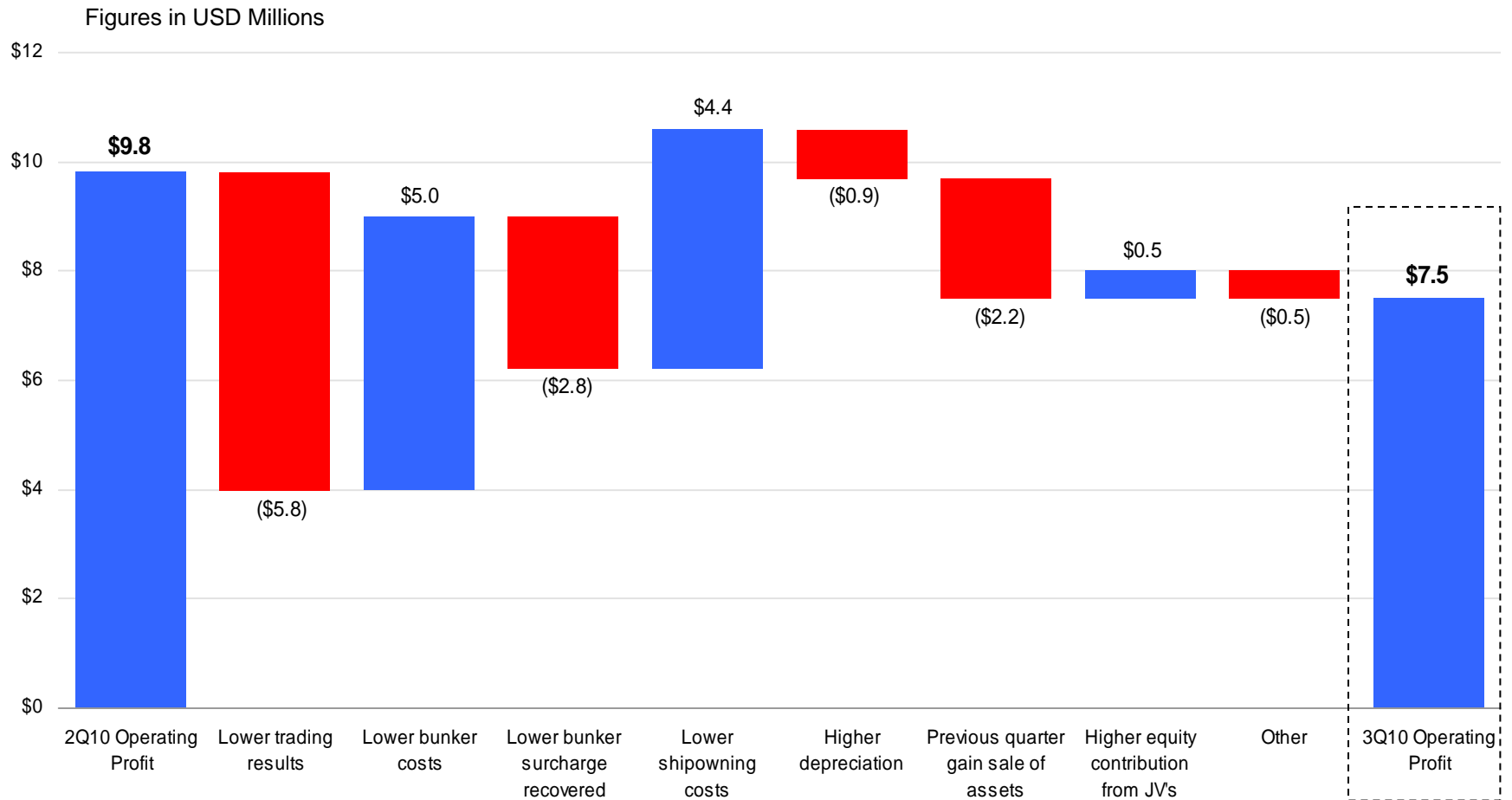
Days

## STJS - OPERATING DAYS



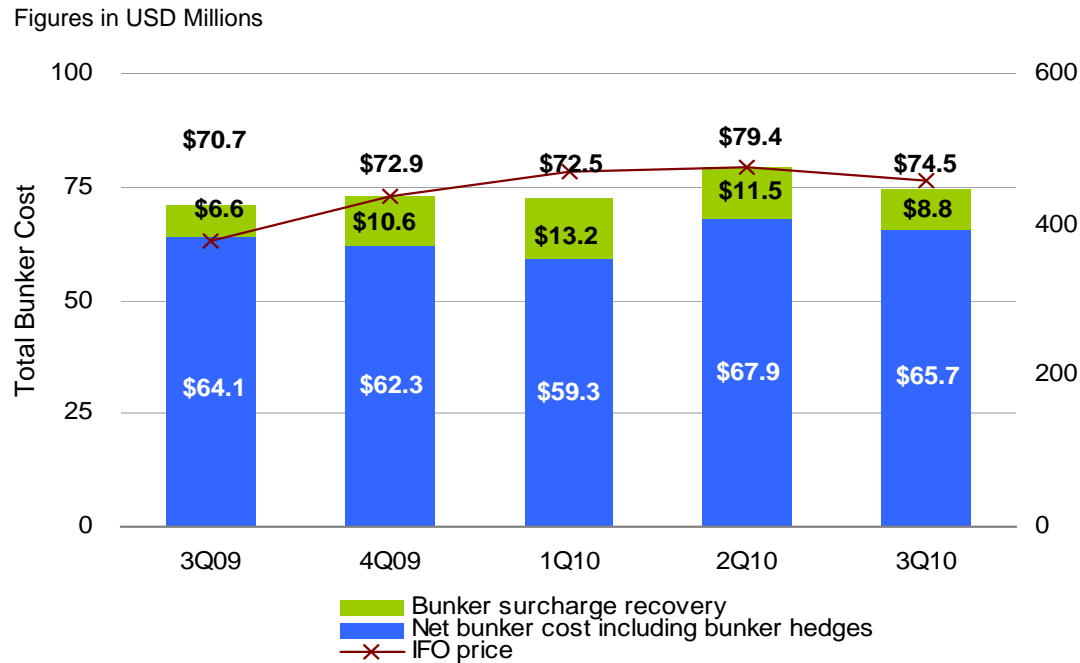
- STJS volume transported decreased by 2.2% from previous quarter, reflecting a 3% decrease in operating days primarily due to the re-delivery of TC ships
- Stolt Tankers' Intra-European rates remained weak due to intense competition driven by an oversupply of regional tonnage
- Average overall freight rates remained flat from prior quarter; 73% COA coverage, with average COA renewals down 2.5%
- Took delivery of the last two K-44 dwt coated ships from SLS which subsequently were sold to our JV with Gulf Navigation

# Stolt Tankers: 2Q10 to 3Q10 Operating Profit Variance



# Stolt Tankers: Bunker Costs

- Net bunker costs decreased \$2.2M from previous quarter; average bunker price decreased to \$458 per ton in 3Q10 from \$476 per ton in 2Q10
- No paper hedges in place going forward; coverage through COA surcharge clauses is around 63% of total consumption



Source: Stolt-Nielsen

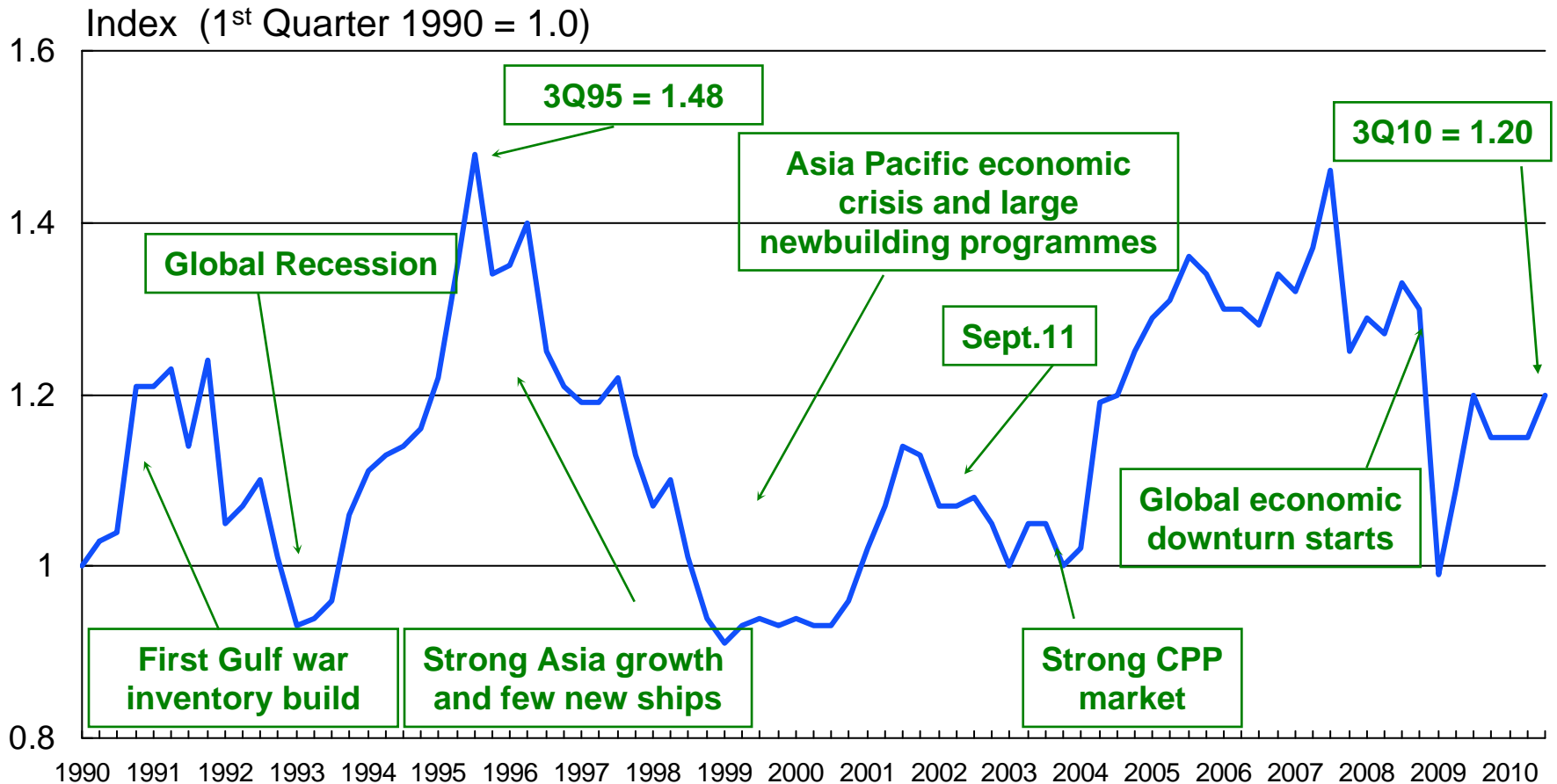


# Stolt Tankers Dynamics

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- Exports out of the US to Asia reduced during the quarter partly due to the uncertainty around the Chinese Renminbi and production issues at some US Gulf plants
- Asia to Europe and US return volumes increased in the commodity sector; spot market stable but contract rates remained under pressure
- Ethanol exports from Brazil remained weak
- Middle East spot rates trended up during the quarter
- More newbuilding deliveries expected in 2010, keeping downward pressure on commodity chemical rates, which could impact specialty markets
- We continue to expect weak market conditions for the rest of 2010 and part of 2011

# Stolt Tankers Joint Service Sailed-in T/C Index



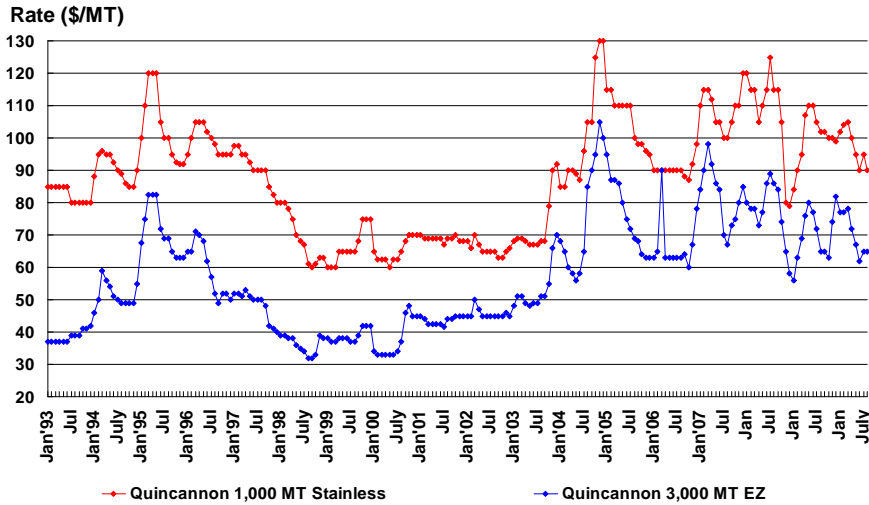
Note: Starting 3Q09, Stolt-Nielsen Inter Caribbean Service was separated from the STJS and will be treated as a small-tanker regional service going forward. The impact on the STJS sailed-in index was 2.3% and the index reading in 3Q09 would have been 1.17 without this change. We consider this not material and have therefore not restated prior periods index values

Source: Stolt-Nielsen

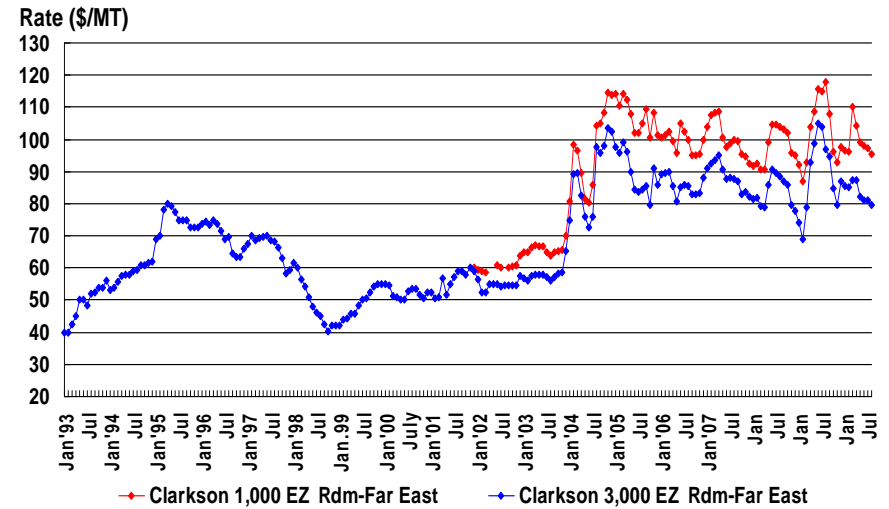


# Freight Rate History

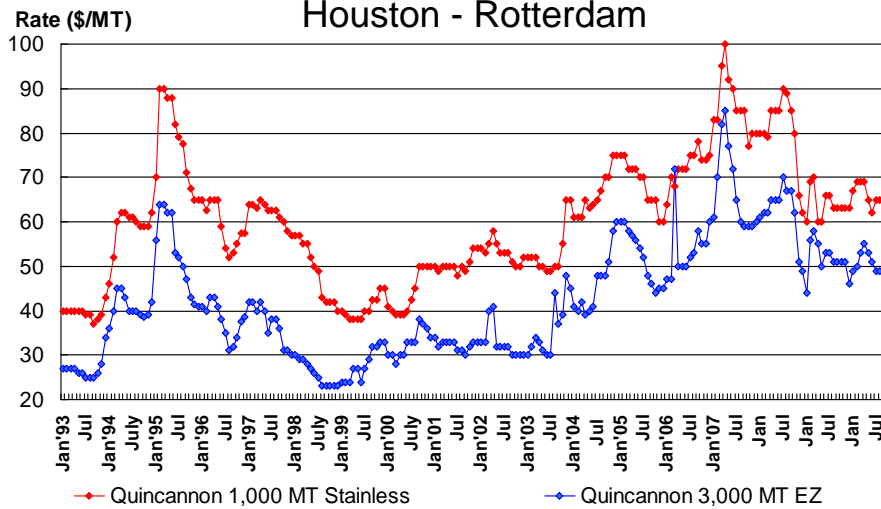
## Houston - Far East



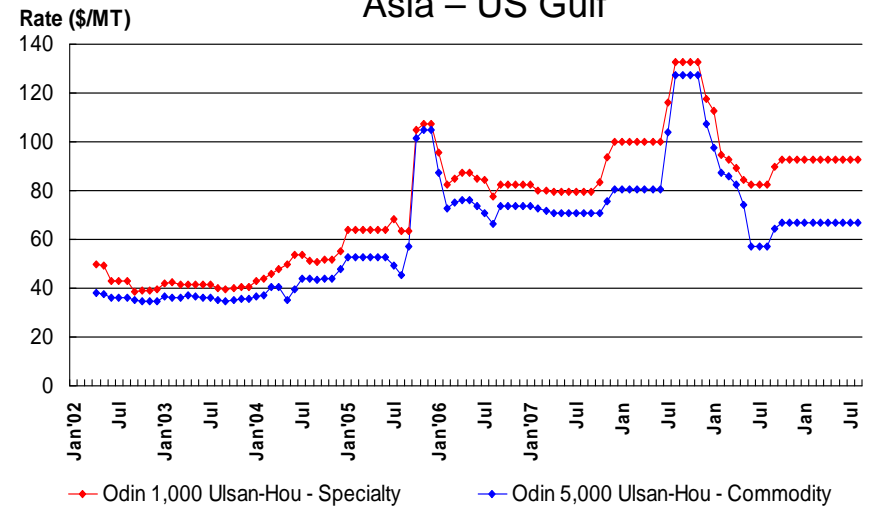
## Rotterdam - Far East



## Houston - Rotterdam



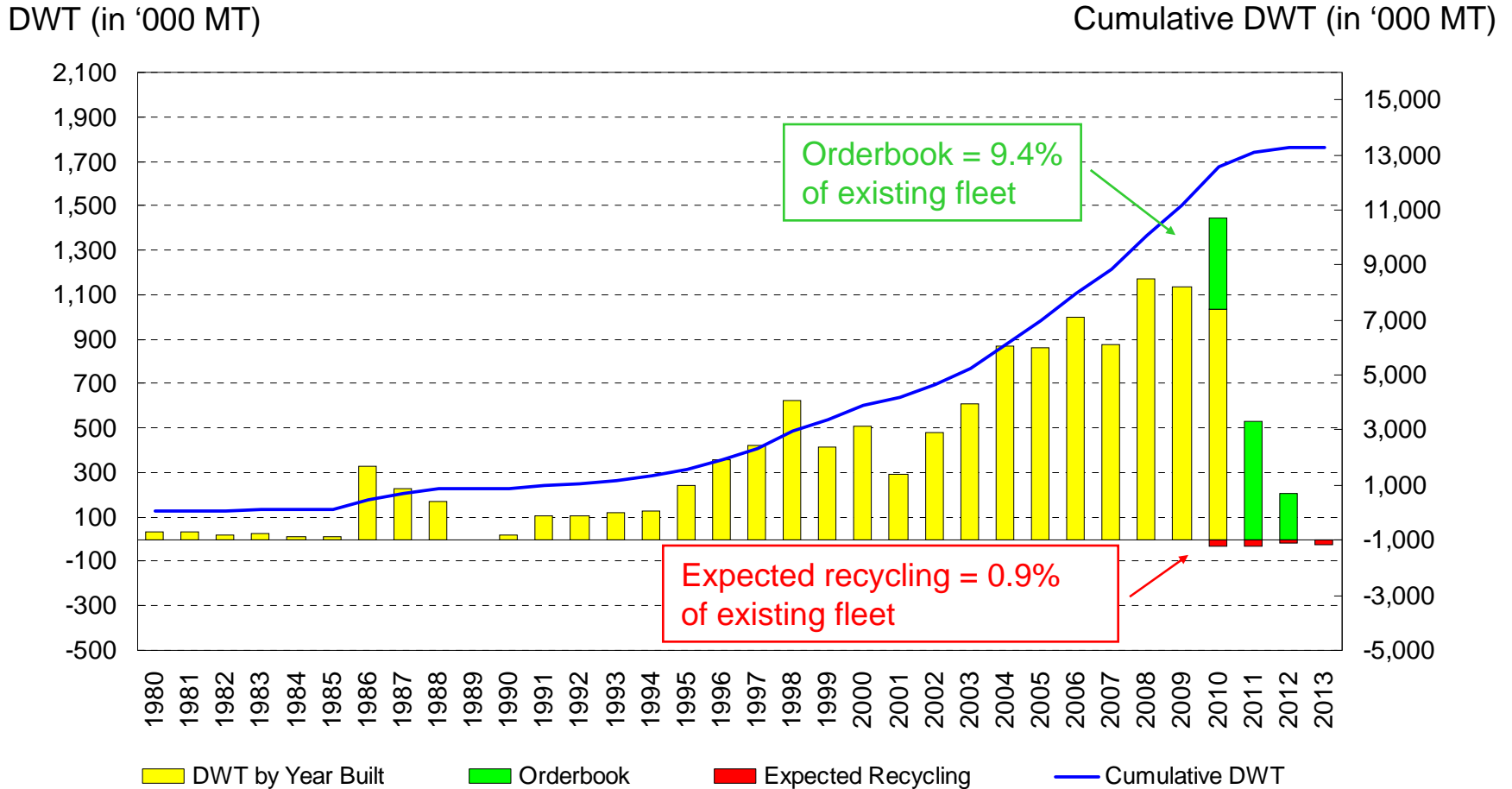
## Asia - US Gulf



Source: Quincannon, Clarkson, ICIS-LOR, Steensland, Odin - as of August 31, 2010



# Orderbook for Parcel Tankers – 3Q10

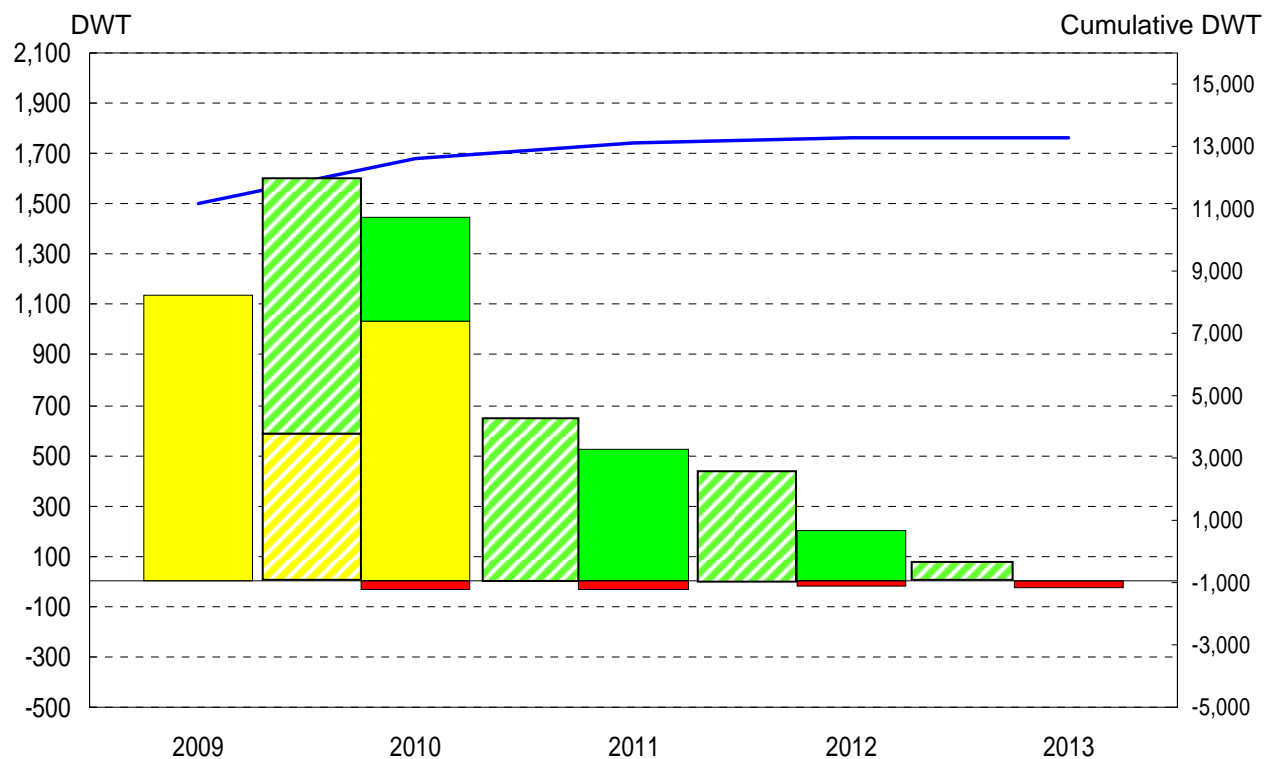


Note: Core fleet consists of fleets of 19 major parcel tanker operators. Recycling at age 30 with exceptions

Source: Stolt-Nielsen



# Orderbook for Parcel Tankers – 2Q10 to 3Q10



2Q10 Orderbook = 16.6% of existing fleet

- DWT delivered (3.5%)

- DWT cancelled (4.4%)

+ DWT added 0.6%

3Q10 Orderbook = 9.3% of existing fleet

■ DWT by Year Built   
 ■ Orderbook   
 ■ Expected Recycling   
 — Cumulative DWT

▨ Reported in 2Q10

Note: Core fleet consists of fleets of 19 major parcel tanker operators. Recycling at age 30 with exceptions

Source: Stolt-Nielsen



# Newbuildings to Be Delivered Through 2012

## SNSA

	<u>Operator</u>	<u>Yard</u>	<u>DWT</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>Total</u>
K-6	SNSA	Xinshun	5,900	2	0	0	0	2
K-3	SNSA	Xinshun	3,500	0	0	2	0	2
				<b>2</b>	<b>0</b>	<b>2</b>	<b>0</b>	<b>4</b>

## JV Companies

<u>Owner</u>	<u>Operator</u>	<u>Yard</u>	<u>DWT</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>Total</u>
NSSH	SNAPS	Usuki Shipyard	12,900	0	2	0	0	2
				<b>0</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>2</b>

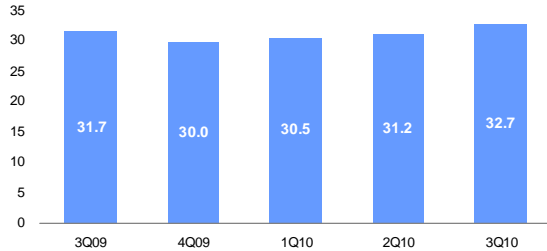
<b>TOTAL</b>	<b>2</b>	<b>2</b>	<b>2</b>	<b>0</b>	<b>6</b>
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As of today, September 30, 2010

# Stolthaven Terminals

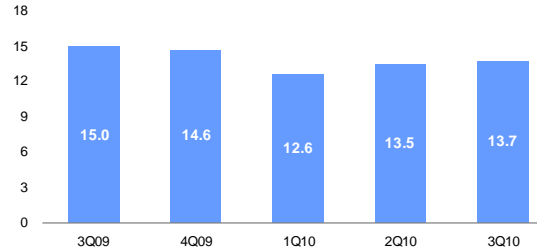
\$US Millions

## REVENUE



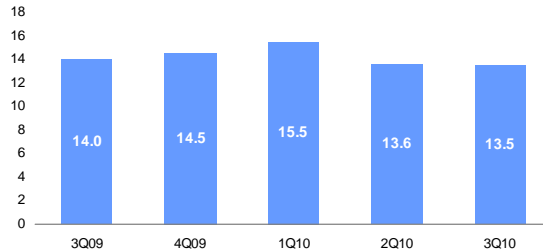
\$US Millions

## GROSS PROFIT



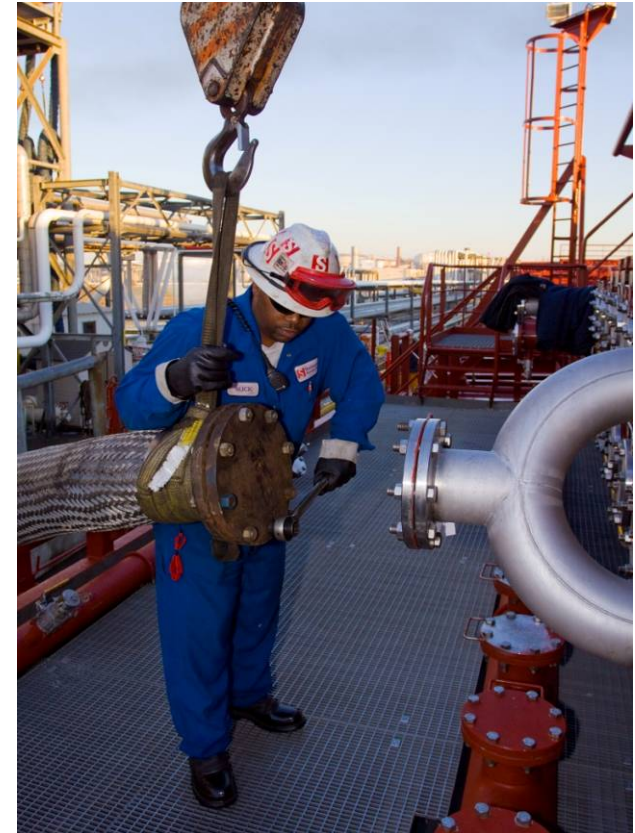
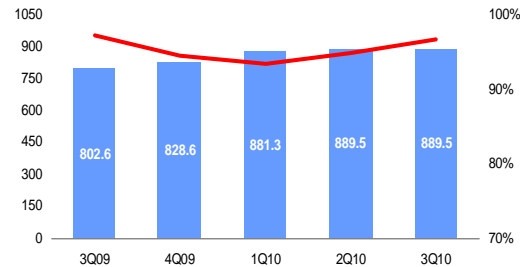
\$US Millions

## OPERATING PROFIT



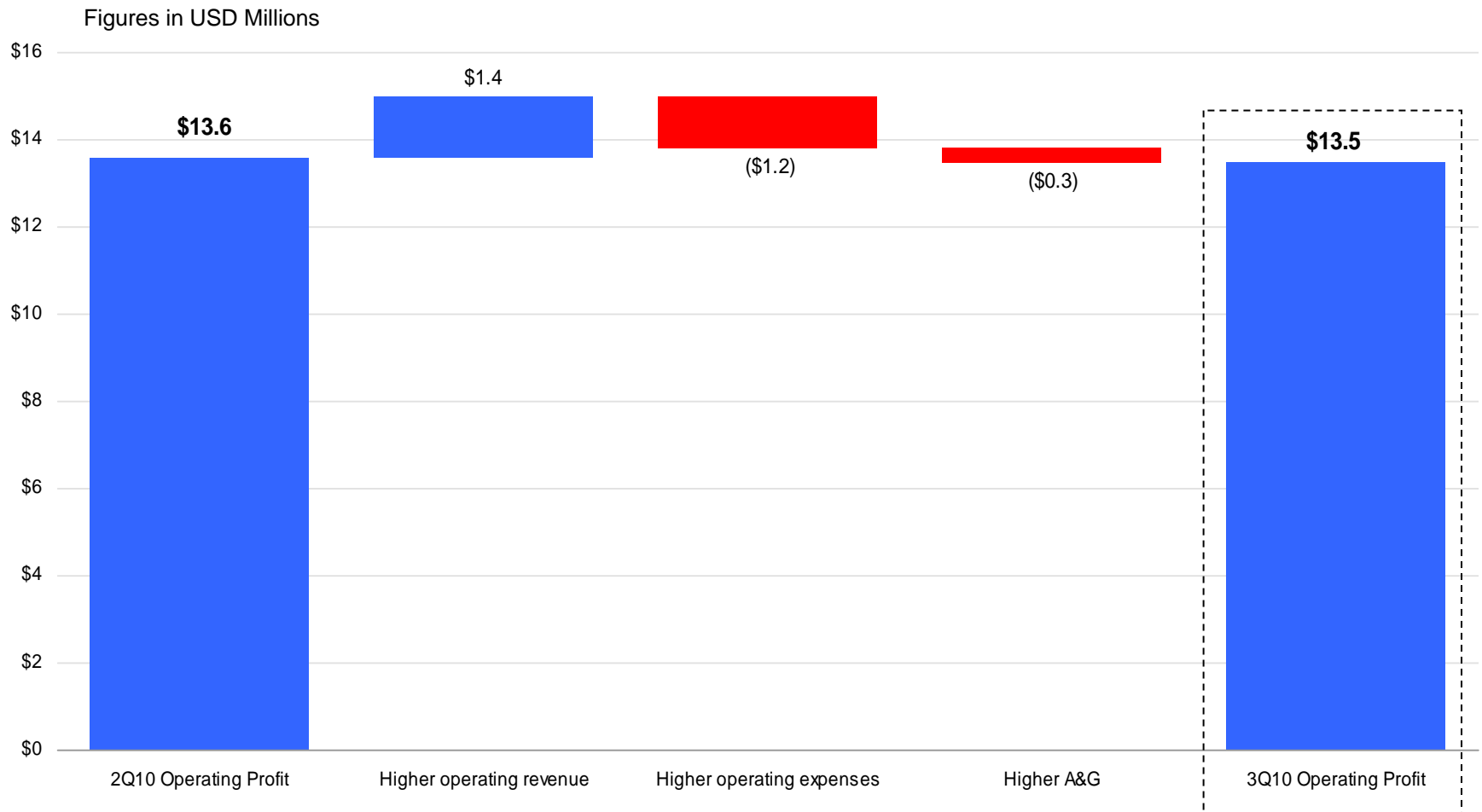
Thousand cubic metres - (owned terminals)

## CAPACITY - UTILISATION



- Utilisation increased to 96.7% from 94.9% in the second quarter driven by increases at Houston and New Orleans
- Total volume handled increased to 2.0 million cbm from 1.6 in the previous quarter, reflecting better market conditions overall
- Singapore terminal civil and piling works going according to plan

# Terminals: 2Q10 to 3Q10 Operating Profit Variance



# Singapore Terminal Construction Progress

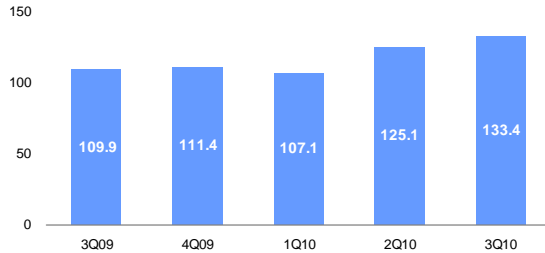
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# Stolt Tank Containers

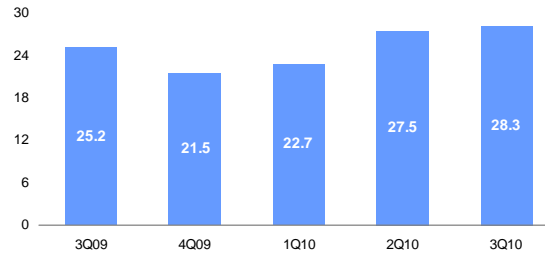
\$US Millions

## REVENUE



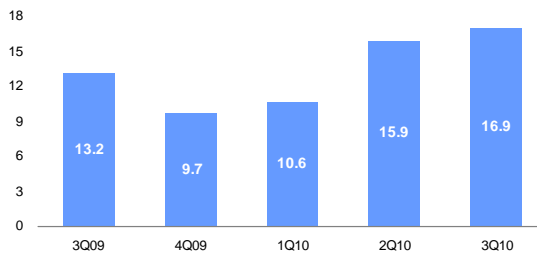
\$US Millions

## GROSS PROFIT

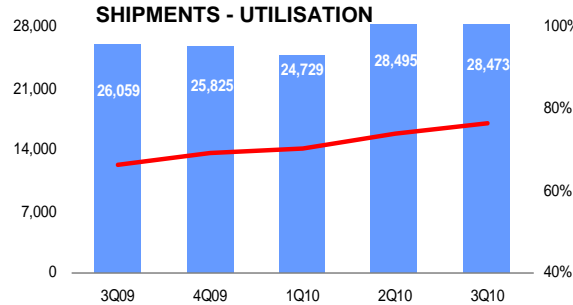


\$US Millions

## OPERATING PROFIT

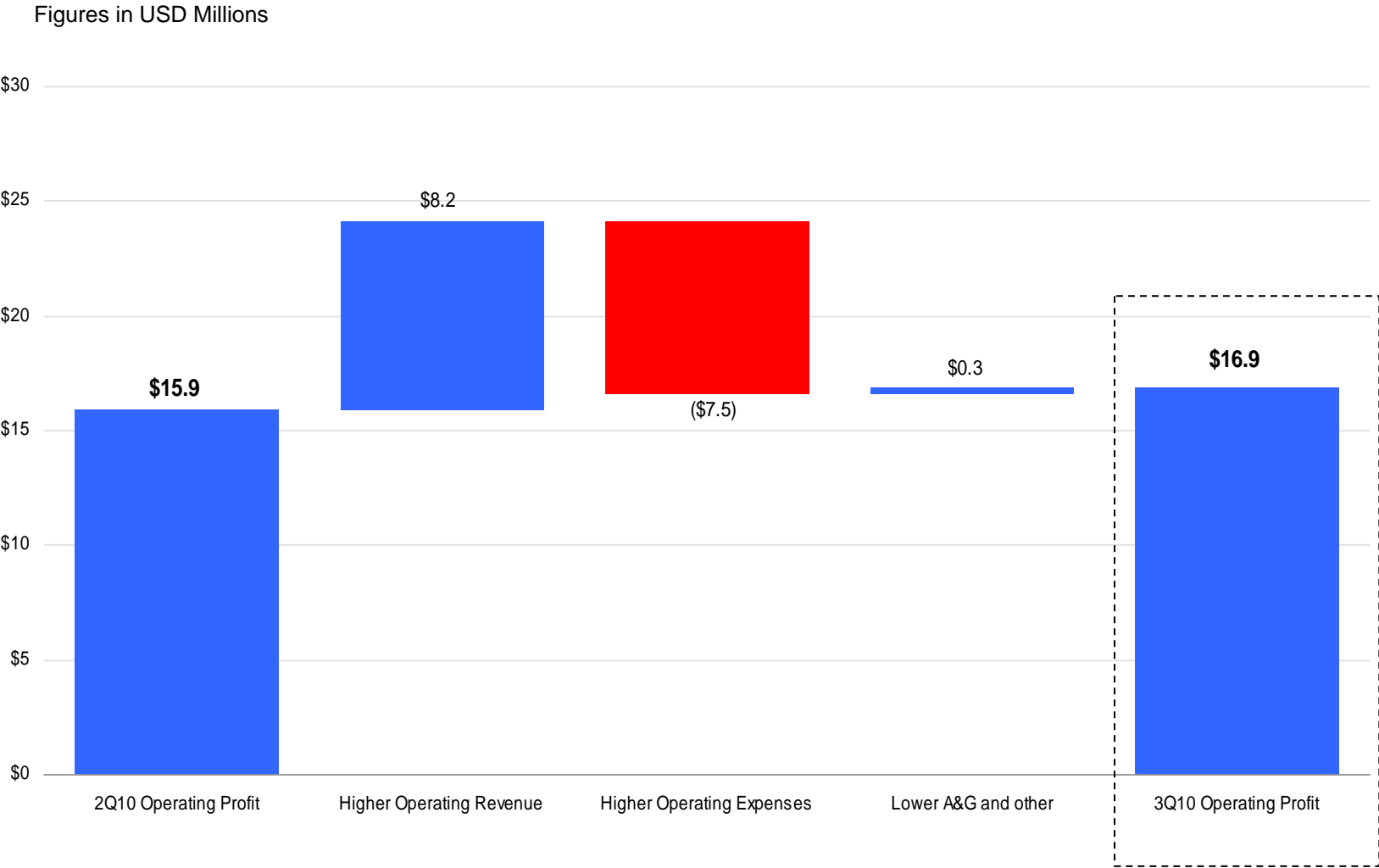


## SHIPMENTS - UTILISATION



- Continued strong demand for tank containers in most markets worldwide
- Shipments remained flat from previous quarter at around 28,500 shipments; utilisation improved to 76.5% from 74.1% in the prior quarter
- Further increases seen in ocean freight costs as container lines tighten capacity to increase freight rates and surcharges
- We continue to upgrade the fleet by acquiring new tanks and redelivering older leased-in tanks

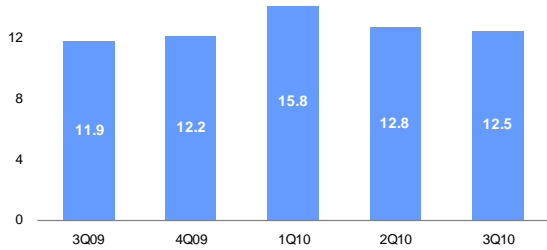
# STC: 2Q10 to 3Q10 Operating Profit Variance



# Stolt Sea Farm

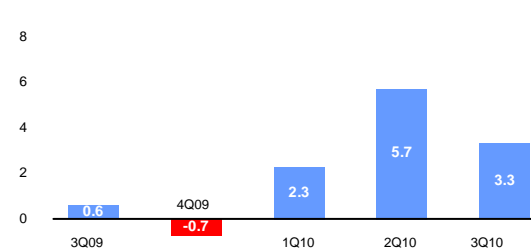
\$US Millions

## REVENUE



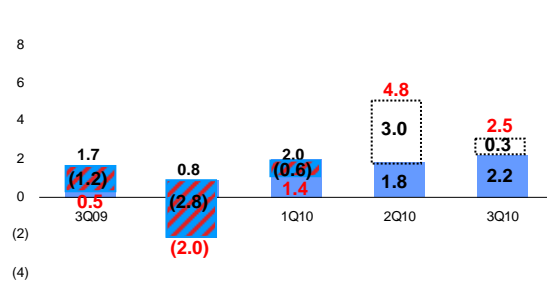
\$US Millions

## GROSS PROFIT



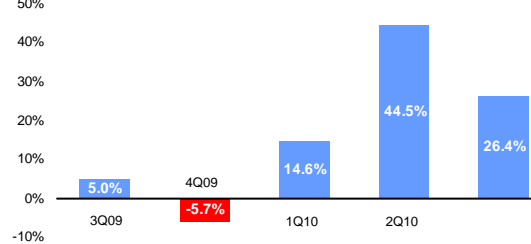
\$US Millions

## OPERATING PROFIT \*



%

## GROSS OPERATING MARGIN

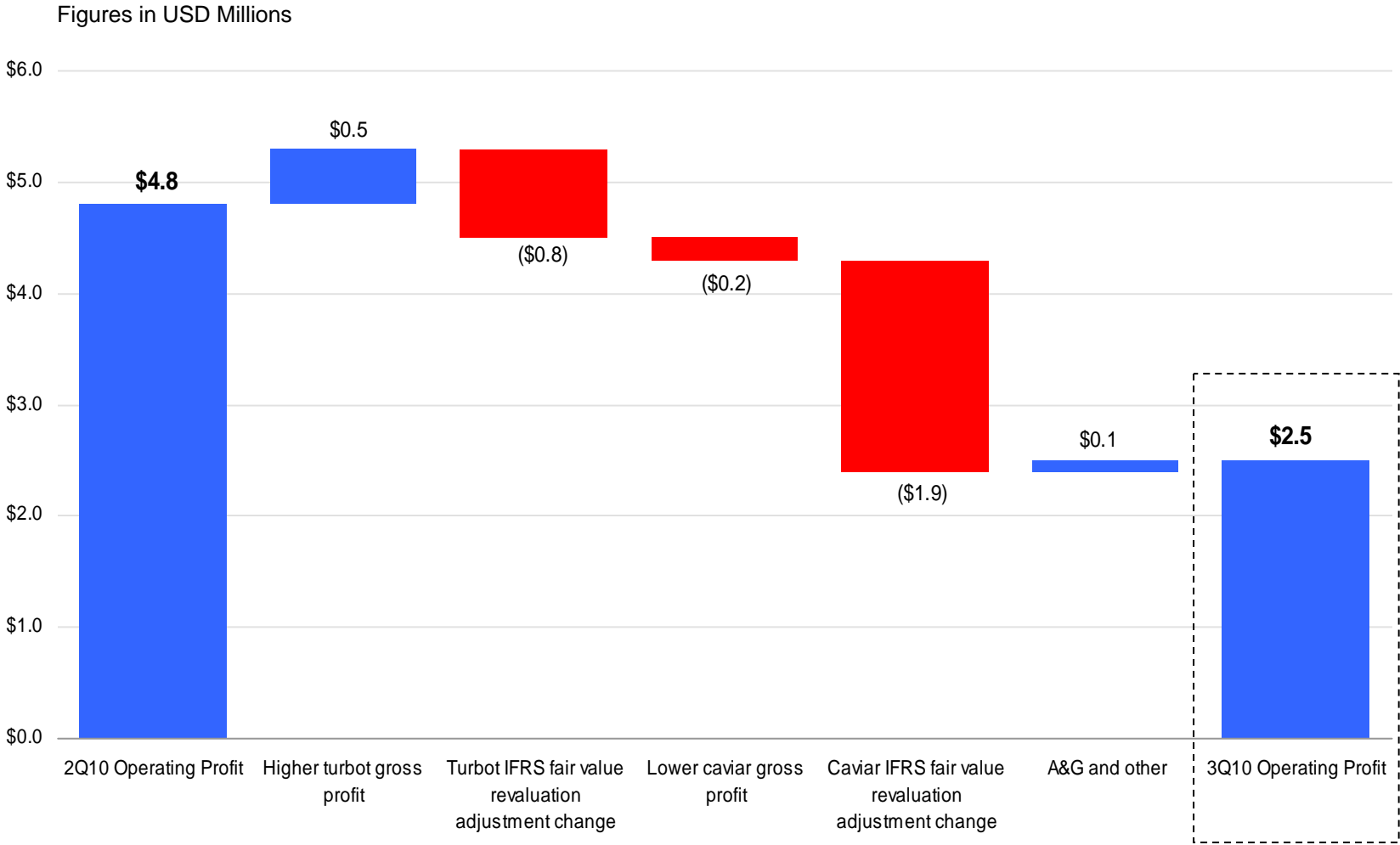


\* IFRS adjustments showing mark-to-market fair value revaluation of biological assets

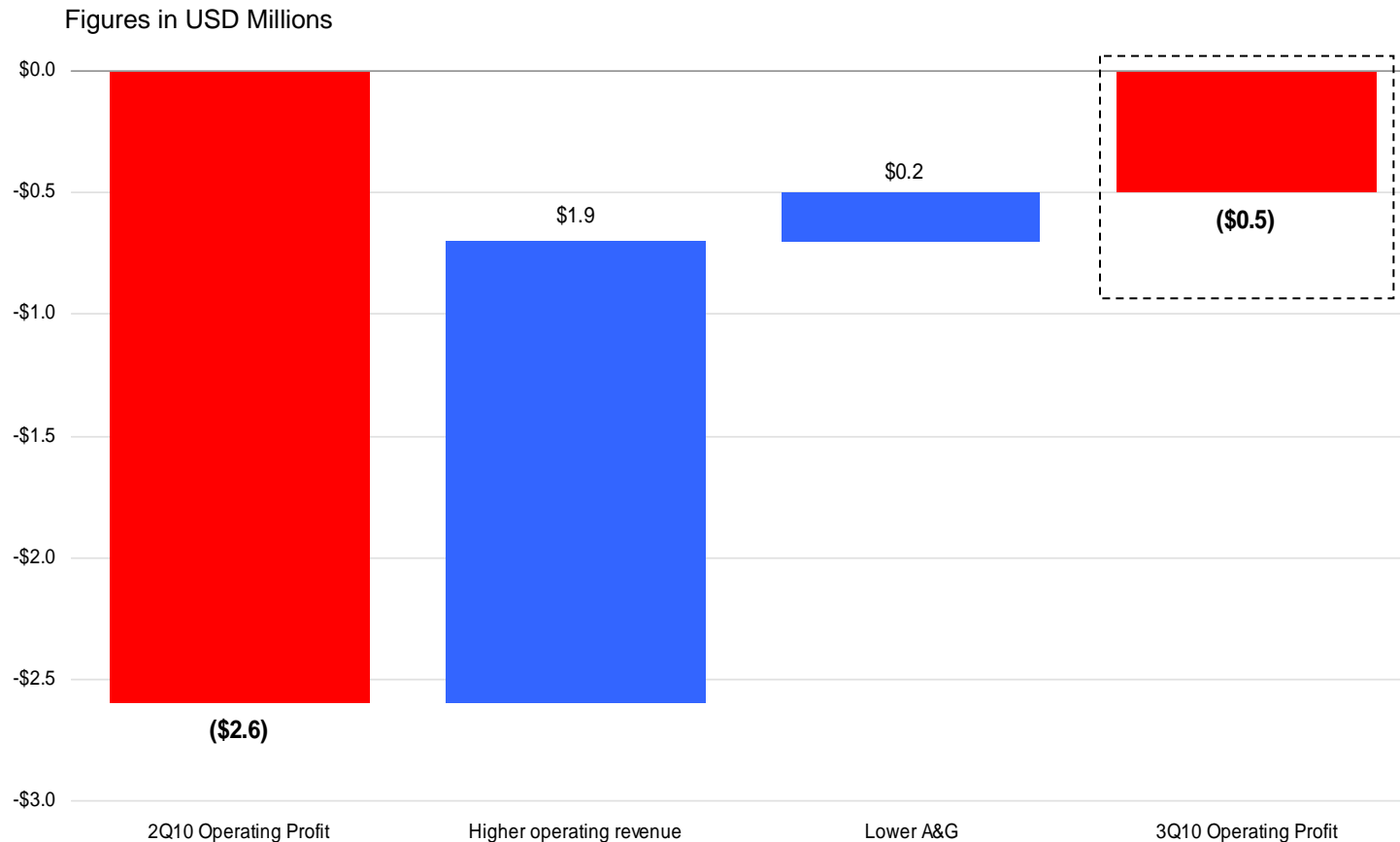
- SSF reported a \$2.2M operating profit before positive IFRS adjustment of \$0.3M
- Turbot's average price per kilogram is recovering and was 17% higher compared to the previous quarter due to larger sizes sold and less volume available in the market
- Caviar's price was down on average 10% from previous quarter; volume sold increased 7%



# SSF: 2Q10 to 3Q10 Operating Profit Variance



# Stolt-Nielsen Gas: 2Q10 to 3Q10 Operating Profit Variance



- Market conditions improved during the first part of the summer but softened at the end of the quarter
- We continue to explore further expansion opportunities in the form of time charters, second-hand ships and newbuildings



# Stolt Bitumen Services

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- Ongoing development of a distribution network for Southeast Asia including terminals, bitutainers and bitumen tankers
- SBS placed firm orders for two 3,500 dwt ships and holds options to purchase two additional ships
- First bitumen tanker is expected to be delivered in October 2010
- Operating 85 bitutainers, of which two-thirds have employment under long-term leases, and one-third is used for trading in and distribution of bitumen within the region
- We continue to develop relationships with bitumen producers locally and regionally to secure supplies for onward distribution

# Global Outlook for SNSA's Businesses

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- Stolt Tankers will see increased volume when the global economy eventually recovers but we expect the recovery to be slow
- Stolthaven Terminals will continue to benefit as additional capacity is added in both fully owned and joint-ventures terminals; utilisation is expected to remain high
- Stolt Tank Containers is expected to continue to see healthy volumes and utilisation, but margins may be squeezed by continued rising ocean freight and trucking costs
- Stolt Sea Farm is expected to experience stable volume and pressure on prices as Spain, its major market, is lagging the economic recovery
- Stolt-Nielsen Gas is expected to generate improved results as newbuildings are absorbed into the market and LPG shipments continue to increase

# Financials

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# Net Profit

Figures in USD Millions

	Quarter			Nine Months	
	<u>3Q10</u>	<u>2Q10</u>	<u>3Q09</u>	<u>2010</u>	<u>2009</u>
Stolt Tankers	\$7.5	\$9.8	\$14.2	\$20.4	\$13.4
Stolthaven Terminals	13.5	13.6	14.0	42.6	35.4
Stolt Tank Containers	16.9	15.9	13.2	43.4	44.5
Stolt Sea Farm	2.5	4.8	0.5	8.7	6.5
Stolt-Nielsen Gas	(0.5)	(2.6)	(0.2)	(5.8)	(0.9)
SNSA Corporate and Other	(0.8)	(0.3)	(2.4)	0.5	(4.1)
<b>Operating Profit</b>	<b>\$39.1</b>	<b>\$41.2</b>	<b>\$39.3</b>	<b>\$109.8</b>	<b>\$94.8</b>
Net Interest Expense	(6.0)	(9.2)	(6.7)	(23.7)	(17.4)
FX (Loss) / Gain, net	(1.0)	1.8	2.8	3.0	8.5
Income Tax (Provision) / Credit	(4.2)	(6.0)	(4.5)	(14.6)	(12.6)
Other	(1.3)	(0.1)	(0.1)	(1.4)	(0.2)
<b>Net Profit</b>	<b>\$26.6</b>	<b>\$27.7</b>	<b>\$30.8</b>	<b>\$73.0</b>	<b>\$73.1</b>
Net Profit Attributable to:					
SNSA Shareholders	\$26.8	\$27.5	\$30.9	\$73.1	\$72.9
Minority Interest	(0.2)	0.2	(0.1)	(0.0)	0.2



# Balance Sheet and Key Financial Metrics

Figures in USD Millions (Except ratios)

At the end of:

	<u>Aug-10</u>
Debt	<b>\$1,166</b>
Tangible Net Worth (TNW)	<b>\$1,510</b>
Debt: TNW	<b>0.77:1</b>
EBITDA / Interest expense	<b>12.3:1</b>
Cash	<b>\$38</b>
Unused committed available credit lines	<b>\$406</b>

## Financial debt covenants

Minimum TNW of \$600M

Maximum Debt : TNW of 2:1

Minimum EBITDA / Interest expense of 2:1

- 63% fixed / 37% variable interest rate at August 31, 2010
- Average interest rate of 4.16% at August 31, 2010
- 4Q10 net interest expense expected to be approximately \$8.5 M
- No impairments have been taken

## Broker Valuation relative to book value

Broker estimate values of collateralised ships	\$1,798 M
Book value of collateralised ships	\$1,469 M
Broker premium relative to Book Value	<u><b>122%</b></u>

# Balance Sheet Showing SLS Refund

- SNSA received a full refund of \$295.8 M plus accrued interest for the eight ships contracted with SLS Shipyard; \$87.5 M was received on August 17 and \$211.3 M was received after quarter end
- The following Balance Sheet reflects the debt as if we had repaid the outstanding debt for the K-Sure (formerly KEIC) financing as of August 31, 2010

Figures in USD Millions (Except ratios)	At the end of:
	<b><u>Aug-10</u></b>
Debt	<b>\$924</b>
Tangible Net Worth (TNW)	<b>\$1,510</b>
Debt:TNW	<b>0.61:1</b>
Cash	<b>\$38</b>
Unused committed available credit lines	<b>\$580</b>

# Administrative and General Expenses

Figures in USD Millions

	Quarter			Nine Months		Maintained Quarterly Guidance
	<u>3Q10</u>	<u>2Q10</u>	<u>3Q09</u>	<u>2010</u>	<u>2009</u>	
Stolt Tankers	<b>\$20.0</b>	\$19.4	\$20.5	<b>\$60.4</b>	\$63.6	<b>\$20.0</b>
Stolthaven Terminals	<b>4.1</b>	3.6	4.0	<b>11.2</b>	11.8	<b>3.5</b>
Stolt Tank Containers	<b>11.8</b>	11.7	12.2	<b>35.8</b>	37.2	<b>12.0</b>
Stolt Sea Farm	<b>0.8</b>	1.0	0.2	<b>2.6</b>	2.1	<b>1.0</b>
Stolt-Nielsen Gas	<b>0.4</b>	0.6	0.2	<b>1.4</b>	0.9	<b>0.6</b>
<u>SNSA Corporate</u>						
SNSA Corporate and Other	<b>(0.6)</b>	-	1.0	<b>(2.5)</b>	2.1	<b>1.0</b>
Profit Sharing / LTIP	<b>2.1</b>	2.8	1.8	<b>7.8</b>	3.1	<b>3.6</b>
Legal / Settlements	<b>0.1</b>	-	1.3	<b>(2.2)</b>	5.6	<b>0.3</b>
<b>Total</b>	<b>\$38.7</b>	\$39.1	\$41.2	<b>\$114.5</b>	\$126.4	<b>\$42.0</b>

# Depreciation and Amortisation

Figures in USD Millions

	Quarter			Nine Months		Revised Quarterly Guidance
	<u>3Q10</u>	<u>2Q10</u>	<u>3Q09</u>	<u>2010</u>	<u>2009</u>	
Stolt Tankers	\$27.3	\$26.4	\$25.6	\$79.6	\$73.8	\$27.0
Stolthaven Terminals	4.0	4.1	3.6	12.0	10.3	4.4
Stolt Tank Containers	4.6	4.4	3.7	13.5	14.1	5.0
Stolt Sea Farm	0.8	0.8	0.7	2.5	2.2	0.9
Stolt-Nielsen Gas	0.6	0.6	-	1.5	-	0.6
SNSA Corporate	1.2	0.8	1.9	3.0	3.6	2.0
<b>Total</b>	<b>\$38.5</b>	<b>\$37.1</b>	<b>\$35.5</b>	<b>\$112.1</b>	<b>\$104.0</b>	<b>\$39.9</b>

# Share of Profit of JVs and Taxes

Figures in USD Millions

## Share of Profit of JVs

	<u>Quarter</u>			<u>Nine Months</u>		<u>Revised Quarterly Guidance</u>
	<u>3Q10</u>	<u>2Q10</u>	<u>3Q09</u>	<u>2010</u>	<u>2009</u>	
Stolt Tankers	\$2.4	\$2.0	\$2.4	\$5.6	\$7.6	\$2.2
Stolthaven Terminals	3.7	3.7	3.0	12.2	6.1	3.2
Tank Containers	0.1	0.1	0.0	0.3	0.0	0.0
	<b>\$6.2</b>	\$5.8	\$5.4	<b>\$18.1</b>	\$13.7	<b>\$5.4</b>

## Taxes

	<u>Quarter</u>			<u>Nine Months</u>		<u>Revised Quarterly Guidance</u>
	<u>3Q10</u>	<u>2Q10</u>	<u>3Q09</u>	<u>2010</u>	<u>2009</u>	
Tankers, Terminals and T. Containers	\$3.2	\$3.9	\$3.4	\$10.8	\$12.1	\$3.7
Stolt Sea Farm	0.6	1.5	(0.3)	2.4	0.0	1.2
SNSA Corporate	0.4	0.6	1.4	1.4	(2.6)	0.4
<b>Total Taxes</b>	<b>\$4.2</b>	\$6.0	\$4.5	<b>\$14.6</b>	\$9.5	<b>\$5.3</b>



# Capital Expenditures Programme: \$627M Remaining

Figures in USD Millions

	Actuals		Projected Capital Outlays					Total Remaining
	3Q10	Nine Months	Remaining 2010	2011	2012	2013	2014	
Stolt Tankers	\$62	<b>\$199</b>	83	\$33	\$27	\$2		\$145
Stolthaven Terminals	4	<b>12</b>	40	127	68	28	6	269
Stolt Tank Containers	4	<b>18</b>	14	42				56
Stolt Sea Farm	1	<b>2</b>	2	2	2	2	2	10
Stolt Bitumen Services		<b>1</b>	18	15	10			43
SNSA Other	4	<b>53</b>	21	23	20	20	20	104
<b>Total</b>	<b>\$75</b>	<b>\$285</b>	<b>\$178</b>	<b>\$242</b>	<b>\$127</b>	<b>\$52</b>	<b>\$28</b>	<b>\$627</b>

Capital Expenditures Programme includes contributions in Joint Ventures and Associates and does not include capitalised interest



# Financing Highlights

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- We are in the final stages of concluding the documentation for financing of the new Singapore terminal with a consortium consisting of three banks; the loan is for SG\$ 280M (\$200M), resulting in a loan-to-value ratio of 70%; first drawdown expected during 4Q10
- NYK Stolt Ship Holding took delivery of the second 12,500 dwt SS ship from Usuki Shipyard on July 29; second drawdown made on September 1, 2010 under the \$74M JV loan facility with UOB / OCBC / BOC / SCB; two further ships on schedule for delivery in 2011
- Following the delivery of *Stolt Gulf Mirdif* and *Stolt Gulf Mishref* to our JV Gulf Stolt Tankers, final drawdown made under the \$128M JV loan facility with Deutsche Bank, Nordea Bank and Danske Bank on August 27, 2010
- Our JV terminals in Asia all have financing in place

# Summary

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## Market

- We continue to expect the global economic recovery to be slow

## SNSA

- Strong market position
- Stable revenue base
- Strong balance sheet with financing in place and strong liquidity
- Well positioned for opportunities



# Thank You

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For more information please visit our website: [www.stolt-nielsen.com](http://www.stolt-nielsen.com)

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