



## Stolt-Nielsen Limited | Fourth-Quarter 2021 Results

Niels G. Stolt-Nielsen — Chief Executive Officer

Jens F. Grüner-Hegge — Chief Financial Officer

Lucas Vos — President of Stolt Tankers

January 27, 2022





# 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, (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 factors 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. These factors include in particular, but are not limited to, the matters described in the section “Principal Risks” (p. 51 et seq.) in the most recent annual report available at [www.stolt-nielsen.com](http://www.stolt-nielsen.com).

# Agenda | 4Q21 Results

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1. Stolt-Nielsen Limited
2. Stolt Tankers
3. Stolthaven Terminals
4. Stolt Tank Containers
5. Stolt Sea Farm
6. Stolt-Nielsen Gas – Avenir LNG
7. Financials
8. Q&A



# 4Q21 Highlights | Positive Performance

## Financials 4Q21 vs. 3Q21

### OPERATING REVENUE

**\$ 593.1m** ▲

\$ 580.9m

### EBITDA

**\$ 162.9m** ▲

\$ 147.8m

### OPERATING PROFIT

**\$ 77.0m** ▼

\$ 79.4m

### NET PROFIT

**\$ 35.0m** ▲

\$ 33.5m

### FREE CASH FLOW\*

**\$ 66.2m** ▼

\$ 106.4m

### NET DEBT TO EBITDA

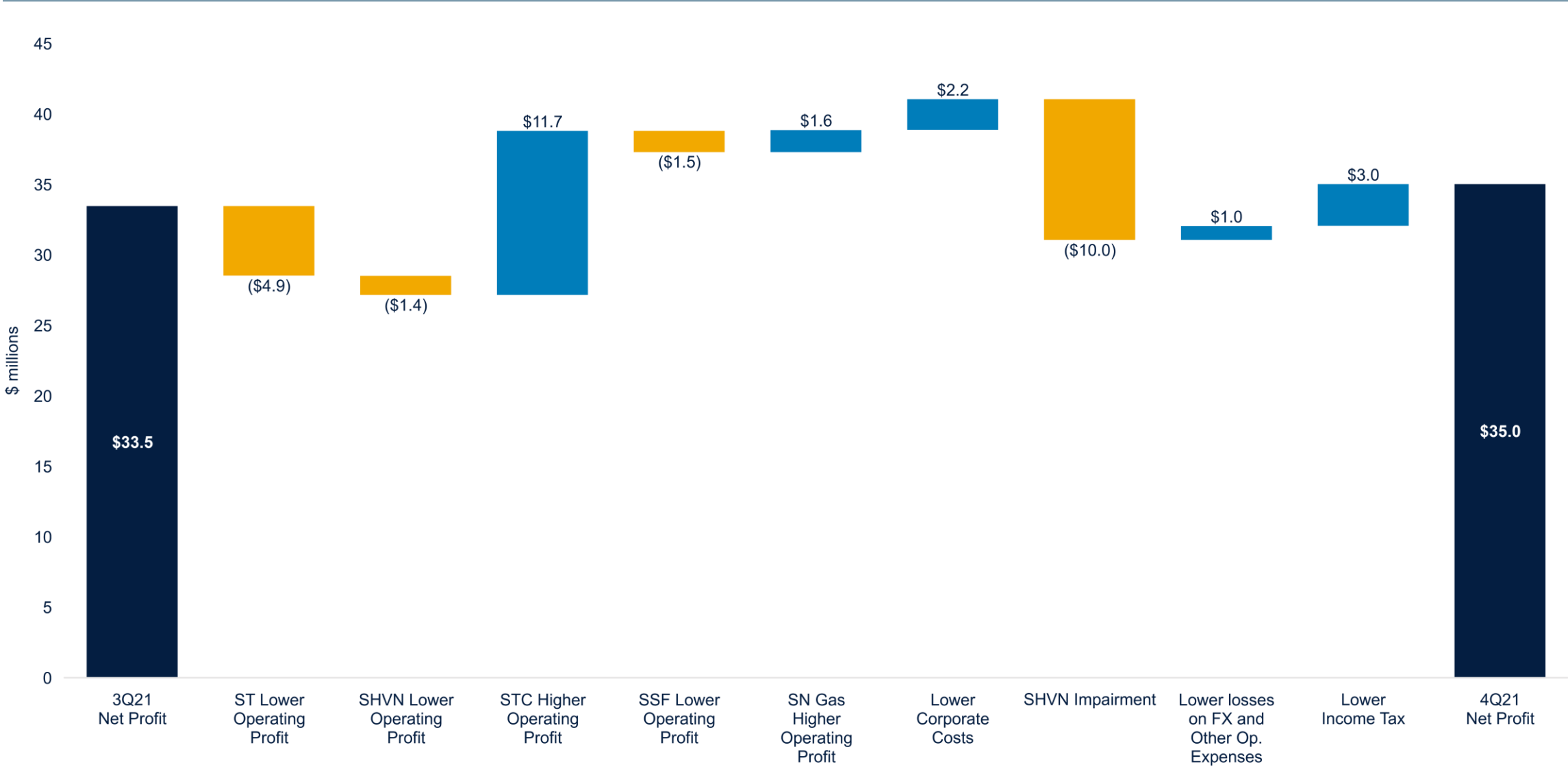
**4.29x** ▼

4.70x

- **Net Profit** from continuing operations **of \$35.0m**, up from \$33.5m in 3Q21
- **EBITDA** of \$162.9m, up from \$147.8m mainly driven by:
  - Increase in transportation revenue and margins at **Stolt Tank Containers**
  - **Stolt Tankers** due to a \$12.5m capital distribution from DNK<sup>1</sup> and lower operating costs
- **Stolthaven Terminals** experienced stable margins, but recorded a \$10m impairment of its Australian assets
- **Stolt Sea Farm** saw continued high prices and a seasonal reduction in volumes
- **Decrease of free cash-flow** caused by \$54m increase in net working capital
- Significant improvement on deleveraging the balance sheet
- **\$434m available liquidity** at quarter-end

1. Den Norske Krigsforsikring for Skib ("DNK") a Norwegian insurance company who insures interests attached to vessels against war risk

# Net Profit | Results Driven by Strong Performance of Stolt Tank Containers







Stolt Tankers 

# Stolt Tankers | Lower COA Volumes, Weak Spot Market



4Q21

3Q21

OPERATING REVENUE

**\$ 307.8m** ▼

\$ 310.0m

EBITDA

**\$ 71.6m** ▲

\$ 65.8m

OPERATING PROFIT

**\$ 19.2m** ▼

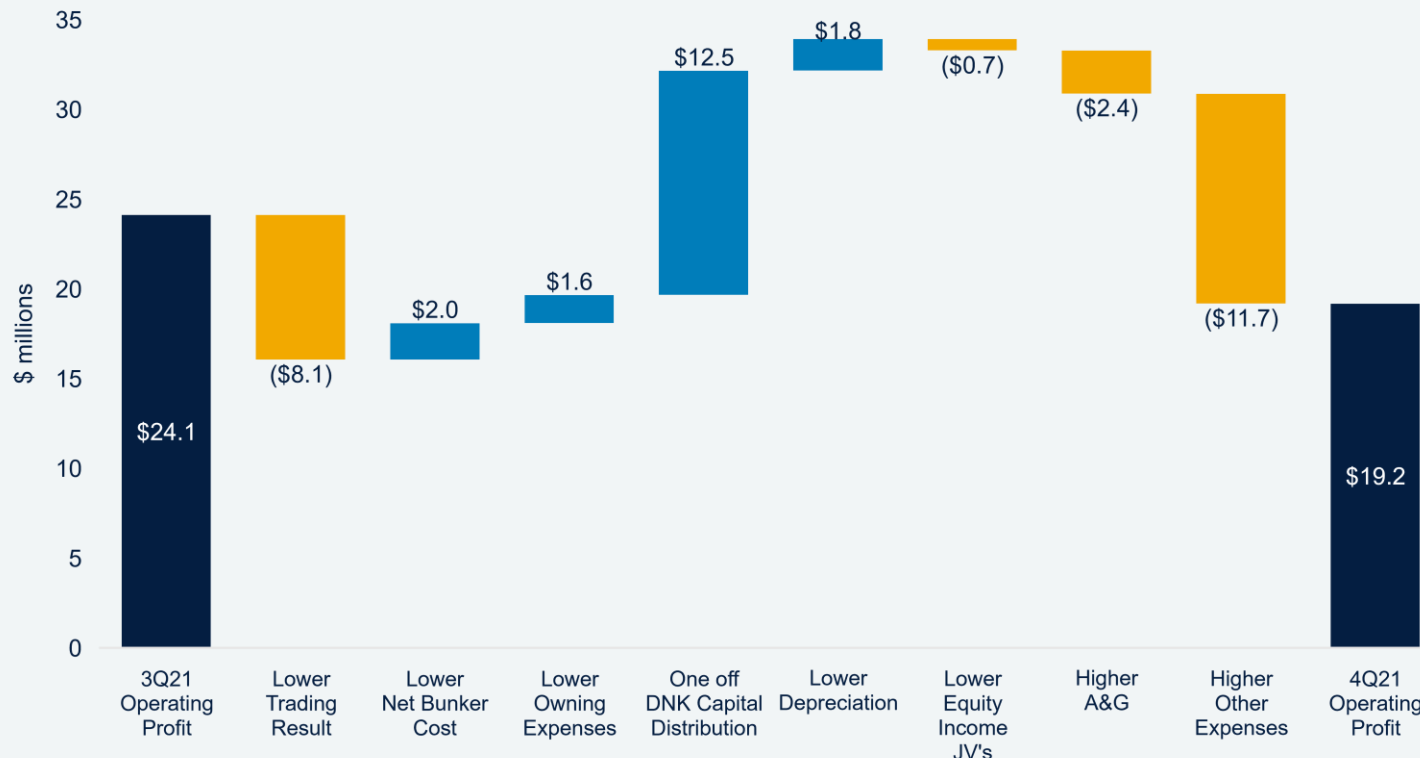
\$ 24.1m

OPERATING DAYS (deep sea)

**6,919** ▼

6,978

## Operating Profit Variance



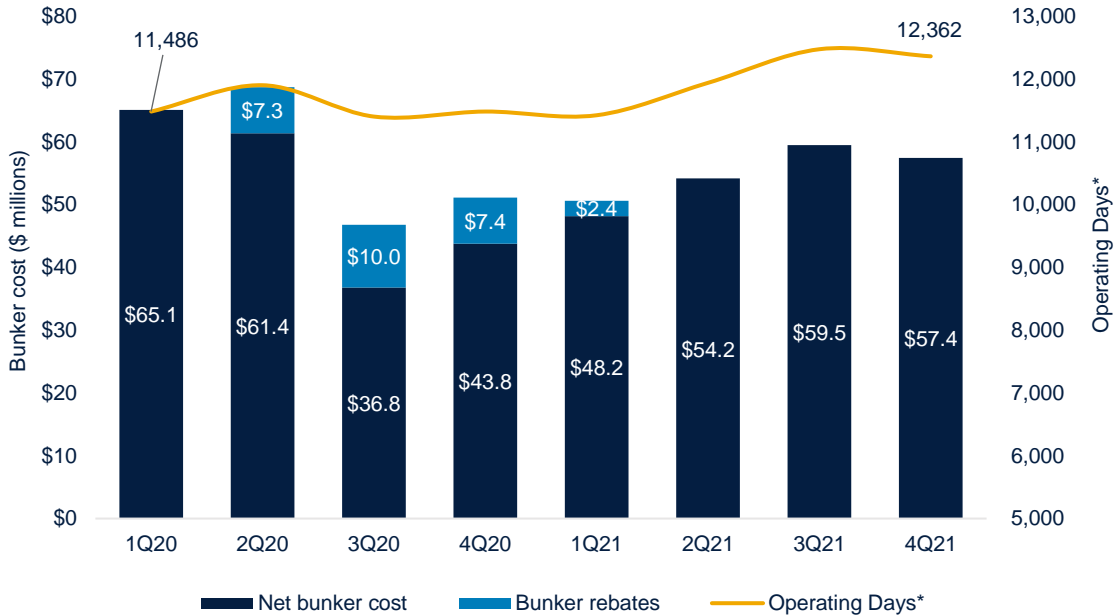
- **Lower trading results** driven by 4% lower volume and 0.5% lower freight rates
- **Utilisation** down by 3.4%
- Lower **Net Bunker cost** as an increase in prices was offset by higher bunker surcharge revenue
- Lower **owning expenses** as a result of lower manning cost caused by the sale of two ships during the last two quarters, and lower insurance cost
- \$12.5m capital distribution from DNK
- **Other expenses** include a loss of \$13.0m on the disposal of the *Stolt Groenland* partly offset by a gain on sale of a ship



# Bunker Prices Up Offset by Higher Surcharge Revenues



## Bunker Cost\*



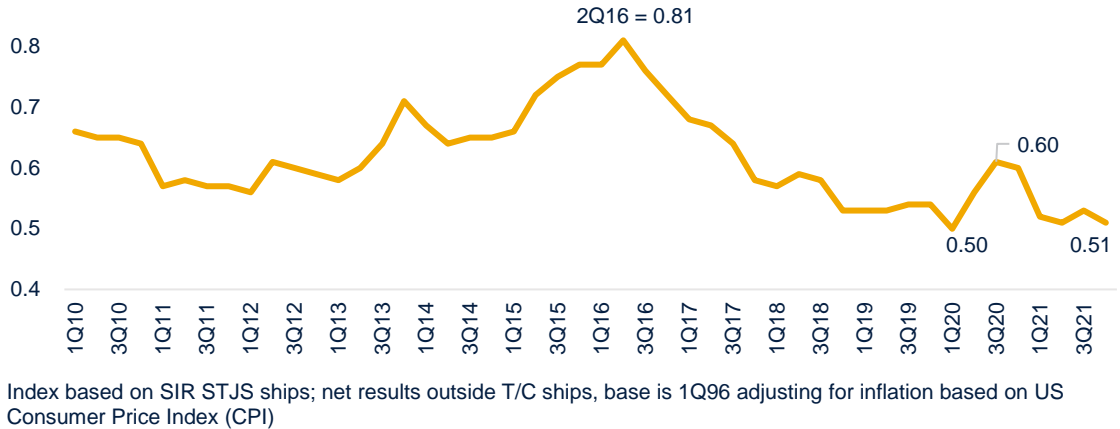
\*Includes STJS and Regional Fleet

## Average price of IFO/VLSF (\$ per tonne)

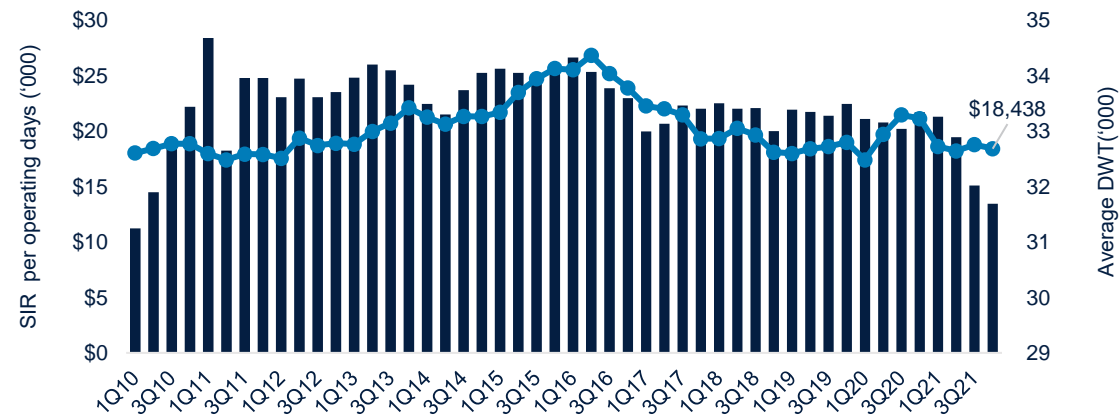
	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21
Consumed	\$342	\$388	\$275	\$317	\$370	\$461	\$496	\$530
Purchased	\$546	\$275	\$307	\$321	\$479	\$479	\$506	\$561

- 91.4% of COAs had a bunker clause in 4Q
- The total volume covered by a bunker clause was 60.7% in YTD

## STJS - SIR index



## STJS - SIR per Operating Day (\$)







## Deepsea – Stolt Tankers Joint Service

- Strong US imports continued, while export volumes started to improve from US Gulf to Europe, India, and South America
- Return markets from Asia to Europe and the US are strong, as well as Arabian Gulf to Europe
- With oil demand dampened by the resurgence of Covid-19 variants the market recovery is delayed. Spot market is dependent on MR market recovering

## Stolt-Nielsen Inter-Europe Service – E&S Tankers

- Earnings supported by improved COA coverage and spot market. COA coverage approaching 70%

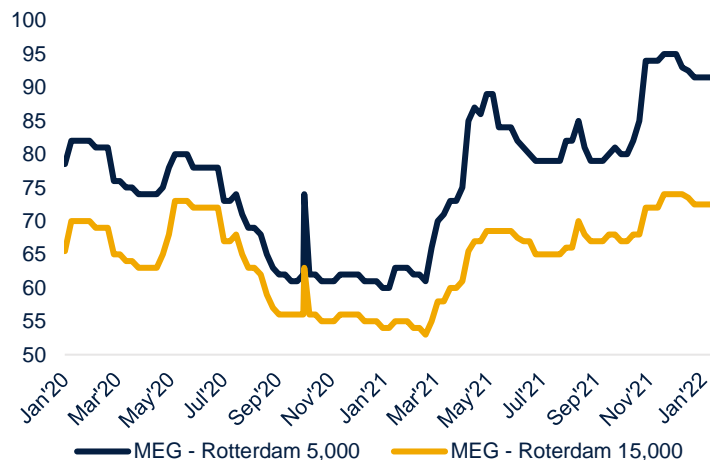
## Stolt-Nielsen Inland Tanker Service

- Stable outlook for chemicals, and strong CPP spot market

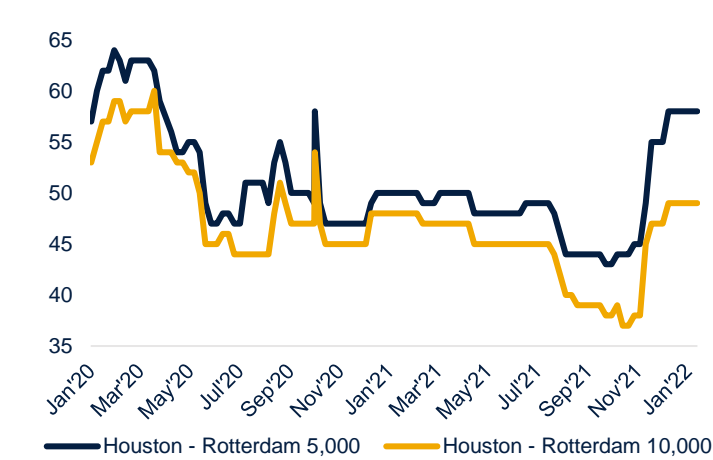
## Stolt-Nielsen Asia Pacific Service

- Congestion in China caused tightening tonnage supply, which together with market conditions and higher fuel prices drove rates increases. Expected seasonal weakness during 1Q-22

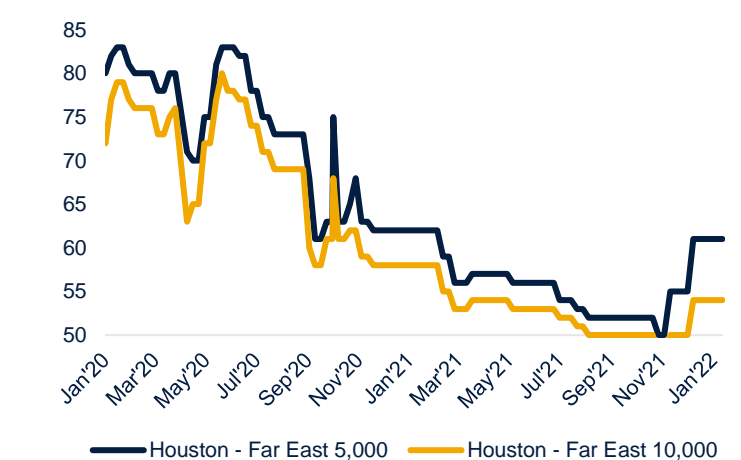
Middle East Gulf to Europe, Chemicals Index



Transatlantic Eastbound, Chemicals Index



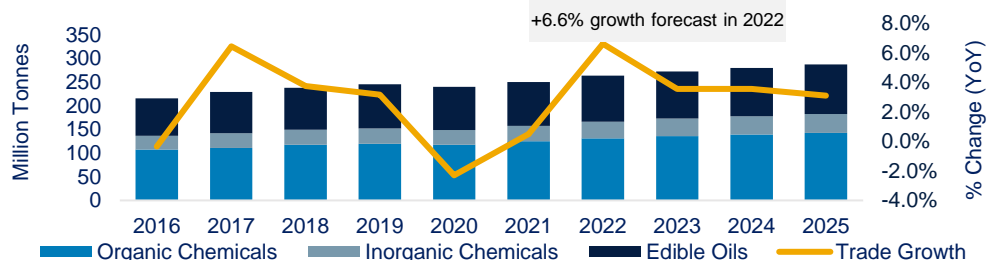
Transpacific, Chemicals Index



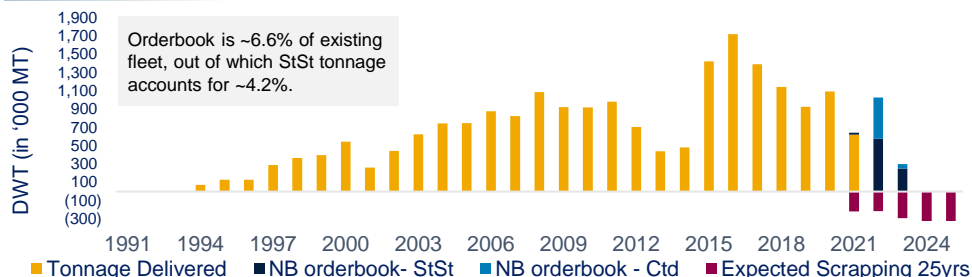
# Well Positioned to Capitalise on Underlying Market Drivers



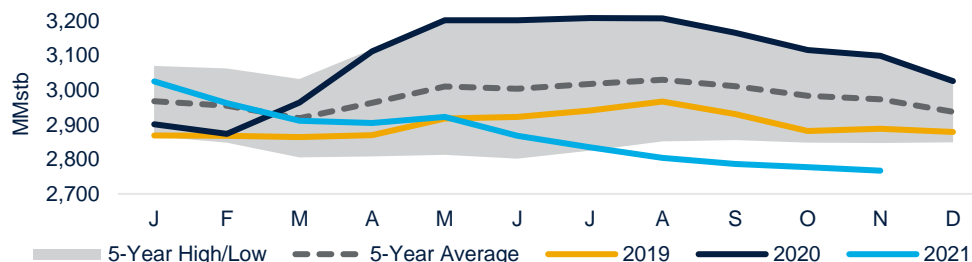
## Global Chemical Tanker Trade Growth<sup>1</sup>



## Chemical Tanker Orderbook (4Q21)



## OECD / US Oil Inventories<sup>2</sup>



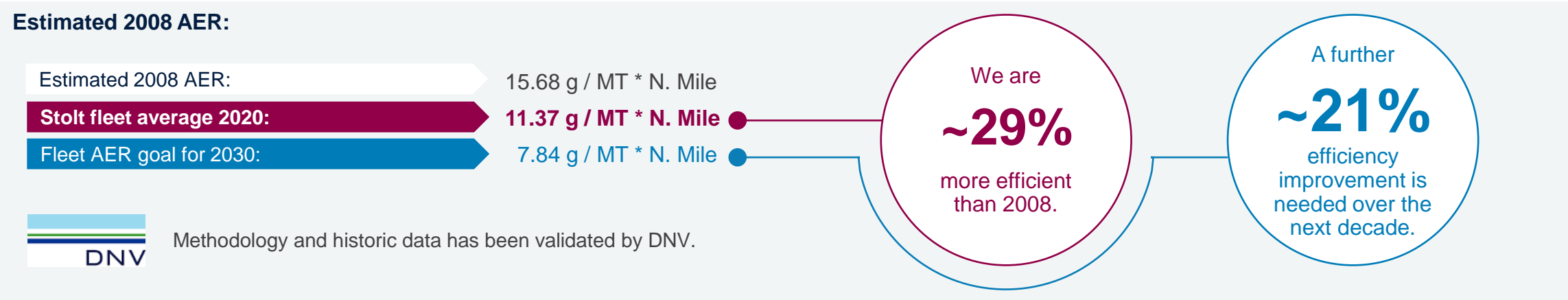
## Attractive chemical tanker outlook

- **Firming of the chemical tanker market is expected during 2022** – robust demand outlook for chemical trade combined with an orderbook at historical lows
- **Chemical tanker trade expected to show increasing demand in 2022** (6.6% year-on-year)
  - Continued economic recovery from Covid-19
  - Easing of Covid-19 related supply and production disruption
  - Significant new chemical production capacity starting in 2022-23
  - Reduced import demand from China (due to self-sufficiency), offset by increasing imports from Europe, Korea and Japan
- **Supply growth at historical lows**
  - Limited fleet growth in 2021 (+0.5%)<sup>1</sup> with yards full until ~2024-25
  - Stainless Steel orderbook at multi-year low of ~4.2%
- **Improving demand for oil and oil products to have a favourable trickle-down effect into our markets**
  - Global oil inventories well below their five-year lows
  - Oil prices at multi-year highs, signalling a need for increased oil production
  - Global refinery runs forecast to rebound to pre-Covid levels in 2H-22<sup>3</sup>
  - However, uncertainty remains, in particular relating to new Covid variants, inflation and the whip-saw demand effect of supply chain de-bottlenecking



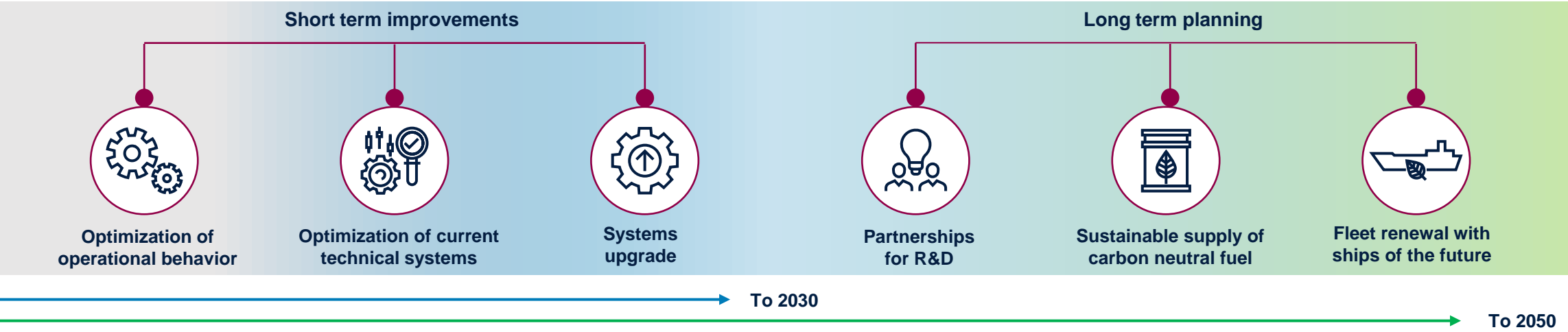
# Stolt Tankers Decarbonization Ambition

Reduction of **at least 50%** Carbon intensity relative to 2008 levels



Mærsk Mc-Kinney Møller Center for Zero Carbon Shipping

With this partnership, we will tackle our long term decarbonization ambition together



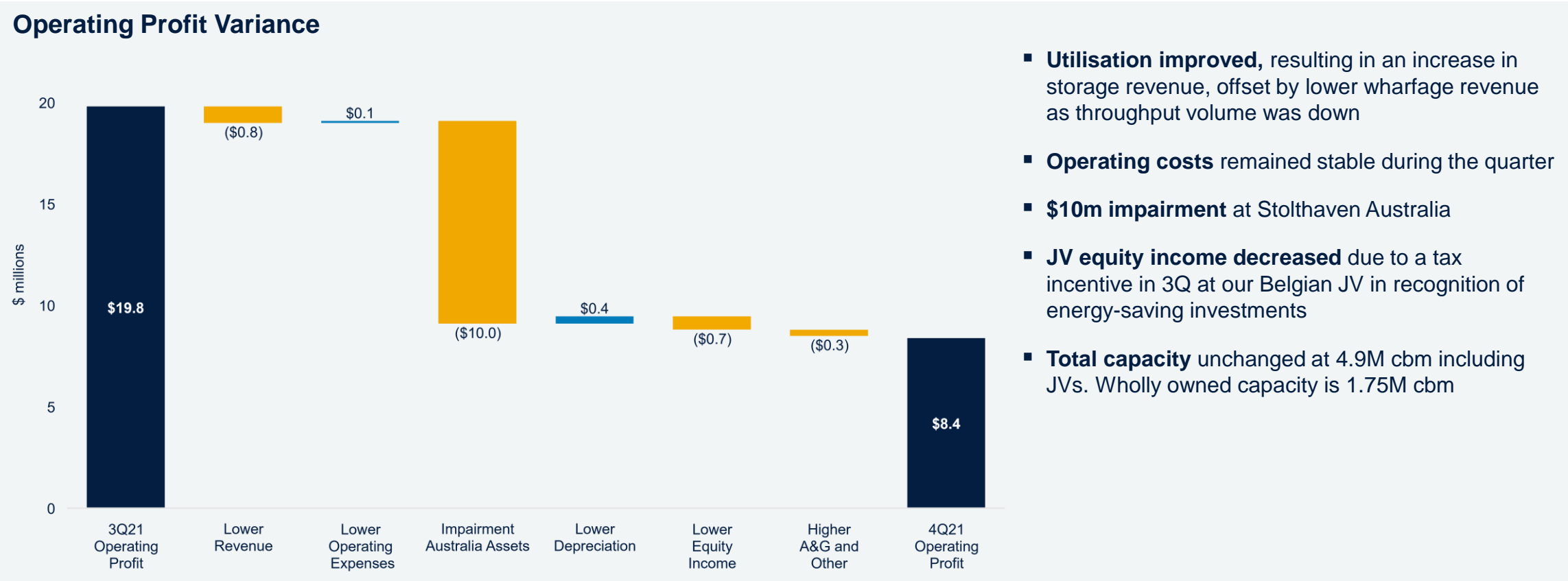


**Stolthaven Terminals** 





<b>4Q21</b> 3Q21	OPERATING REVENUE <b>\$ 62.1m</b> ▼ \$ 62.9m	EBITDA <b>\$ 34.6m</b> ▼ \$ 35.4m	OPERATING PROFIT <b>\$ 8.4m</b> ▼ \$ 19.8m	UTILISATION (wholly owned terminals) <b>92.8%</b> ▲ 92.3%
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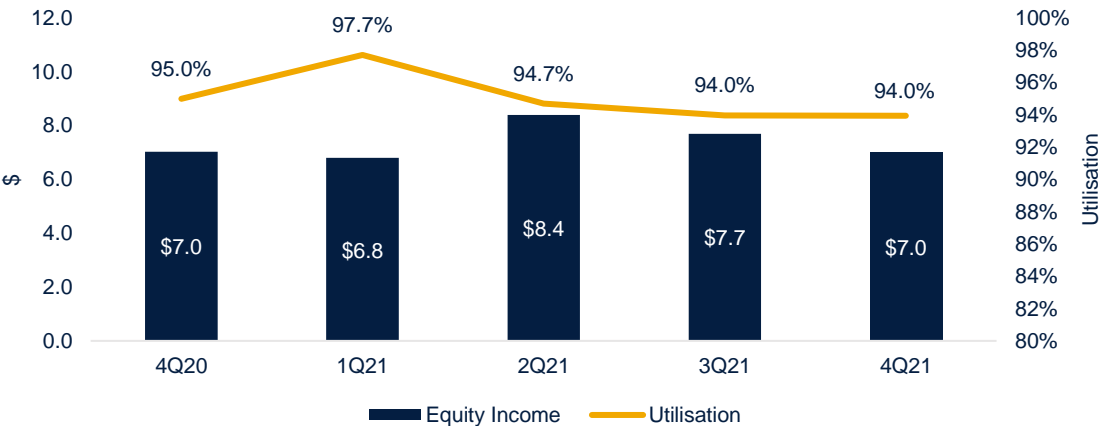


# Market Highlights | Strong Demand in the US, Slowdown in China

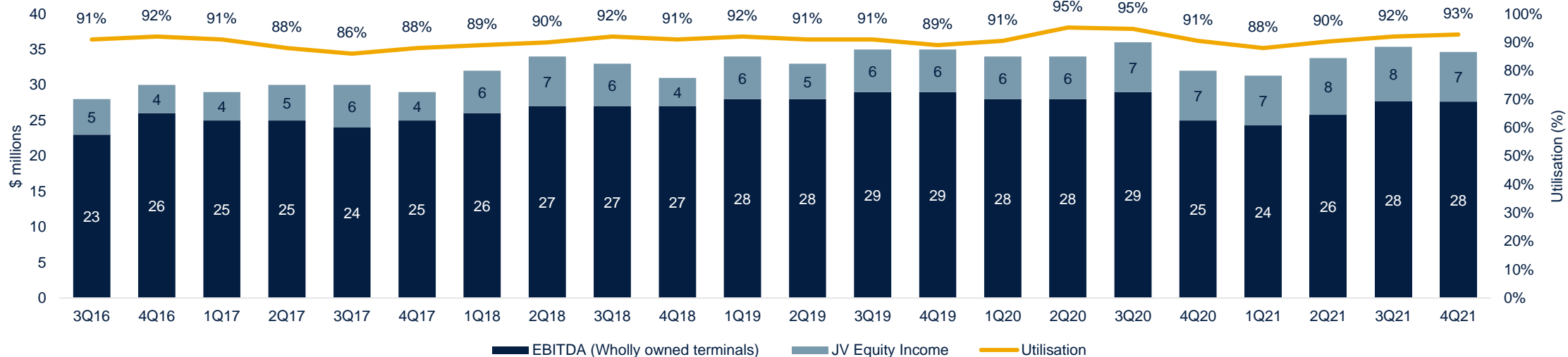


- **US terminals** had higher utilisation and throughput with improving demand outlook in US Gulf
- Softness for chemicals and petroleum in Brazil resulted in lower utilisation and throughput at the **Santos Terminal**
- Utilisation at the **European terminals** is stable, as demand for chemicals remains steady
- **Asian Terminals** have been impacted by the slowdown of the chemical market in China partially due to supply chain constraints and restrictions on energy use
- M&A activity remains high with a number of international transactions. Mid-teens EV/EBITDA valuations show strong demand for chemical terminals

## Equity Income/Utilisation (Joint Ventures)



## EBITDA /Utilisation (Wholly-owned terminals)







Stolt Tank Containers 

# Stolt Tank Containers | Higher Margins, Lower Shipments



**4Q21**

3Q21

OPERATING REVENUE

**\$ 191.5m** ▲

\$ 174.4m

EBITDA

**\$ 46.0m** ▲

\$ 34.3m

OPERATING PROFIT

**\$ 36.4m** ▲

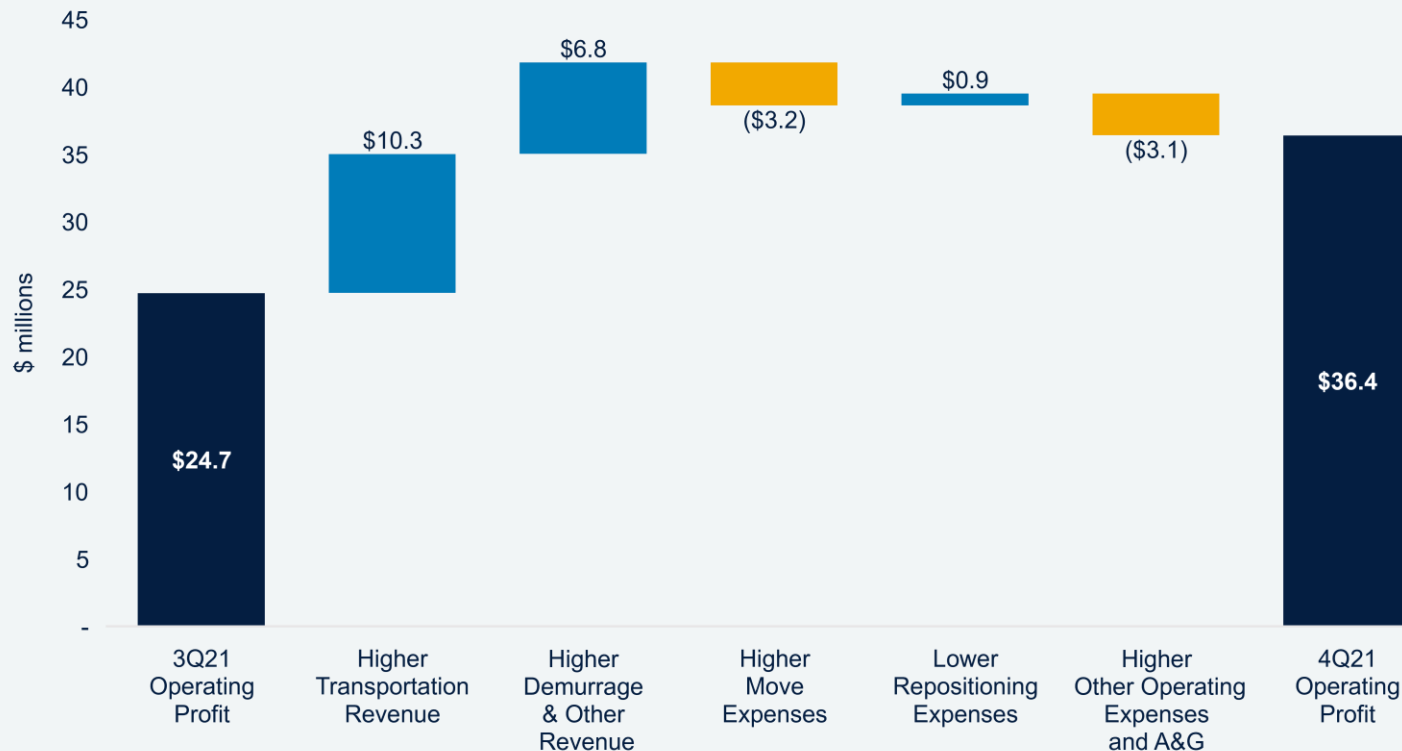
\$ 24.7m

UTILISATION

**72.2%** ▲

72.1%

## Operating Profit Variance



- **Transportation revenue** was up \$10.3m, driven by a 18.4% increase in transportation rates and rising ocean costs, partially offset by a decrease in shipments of 8.7%
- **Demand** remained strong, and freight rates kept rising across regions offsetting rising costs
- **Shipments** were down to 32,648 in 4Q from 35,773 in 3Q due to bottlenecks in the global supply chains
- **Demurrage and other revenue** increased as a result of customers holding more tanks due to congested supply chains
- **Ocean freight cost** increased significantly, despite lower shipments. Higher freight rates in most regions, driven by tight shipping space
- **Lower repositioning expenses** as a result of lower number of repositioning shipments



# Market Outlook | Strong Demand to Continue, Costs to Remain Elevated



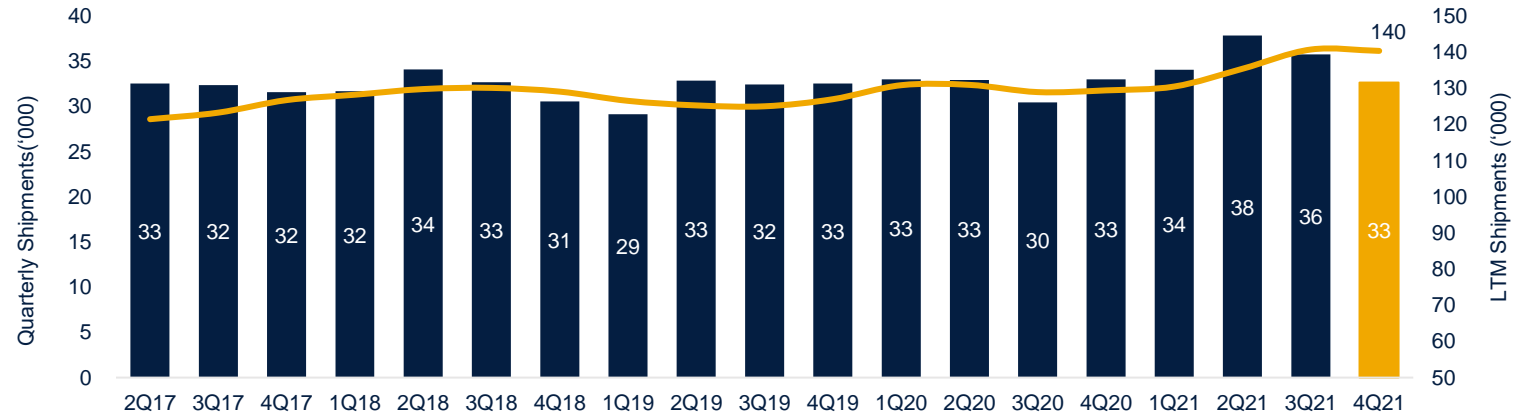
## Demand outlook

- **Overall strong demand** is expected to continue
- **Strong US imports**, with depots at full capacity
- **Europe** stable with balanced demand
- **Asia and Middle East** demand is strong in all markets

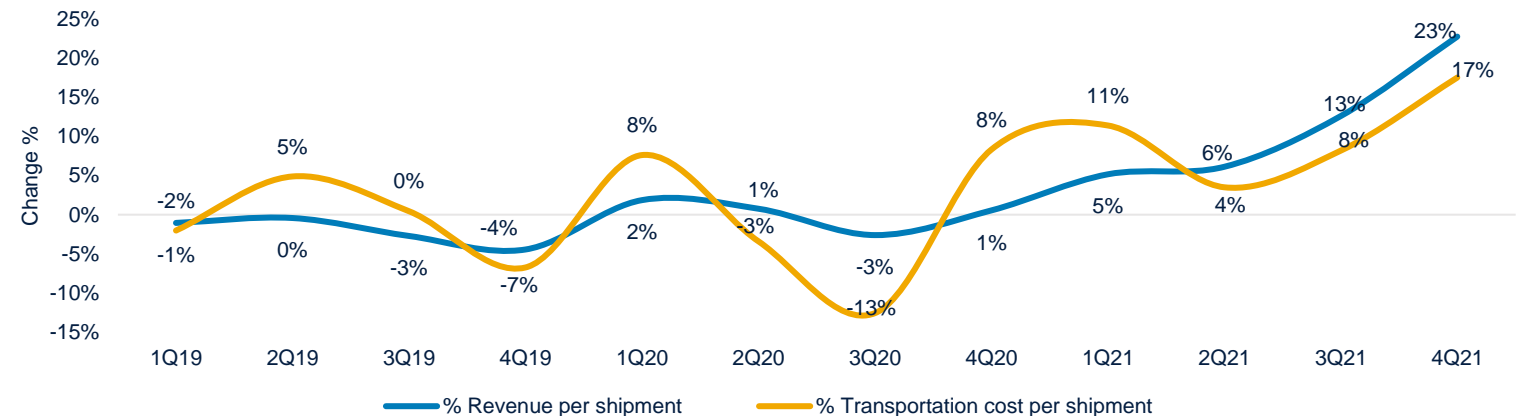
## Transportation costs outlook

- **Containership capacity constraints are expected to continue**, resulting in continued high freight cost
- **Port congestion will continue.** The waiting time at the ports has risen and operational costs are increasing
- **Tight capacity:** Containership orderbook has increased from 8.3% in Nov' 20 to 23% in Jan '22 but deliveries not expected to hit market until 2023\*
- **Transportation cost will continue to rise** with the additional costs being passed on to customers

## High demand in all markets and sectors



## Revenue per shipments and transportation costs rising







Stolt Sea Farm 

# Stolt Sea Farm | Seasonality of Lower Volume but Prices Remain Strong



**4Q21**

3Q21

OPERATING REVENUE

**\$ 31.1m** ▼

\$ 33.5m

EBITDA

**\$ 12.7m** ▼

\$ 13.5m

OPERATING PROFIT

**\$11.3m** ▼

\$ 12.8m

VOLUMES (metric tonnes)\*\*

**2,301mt** ▼

2,667mt

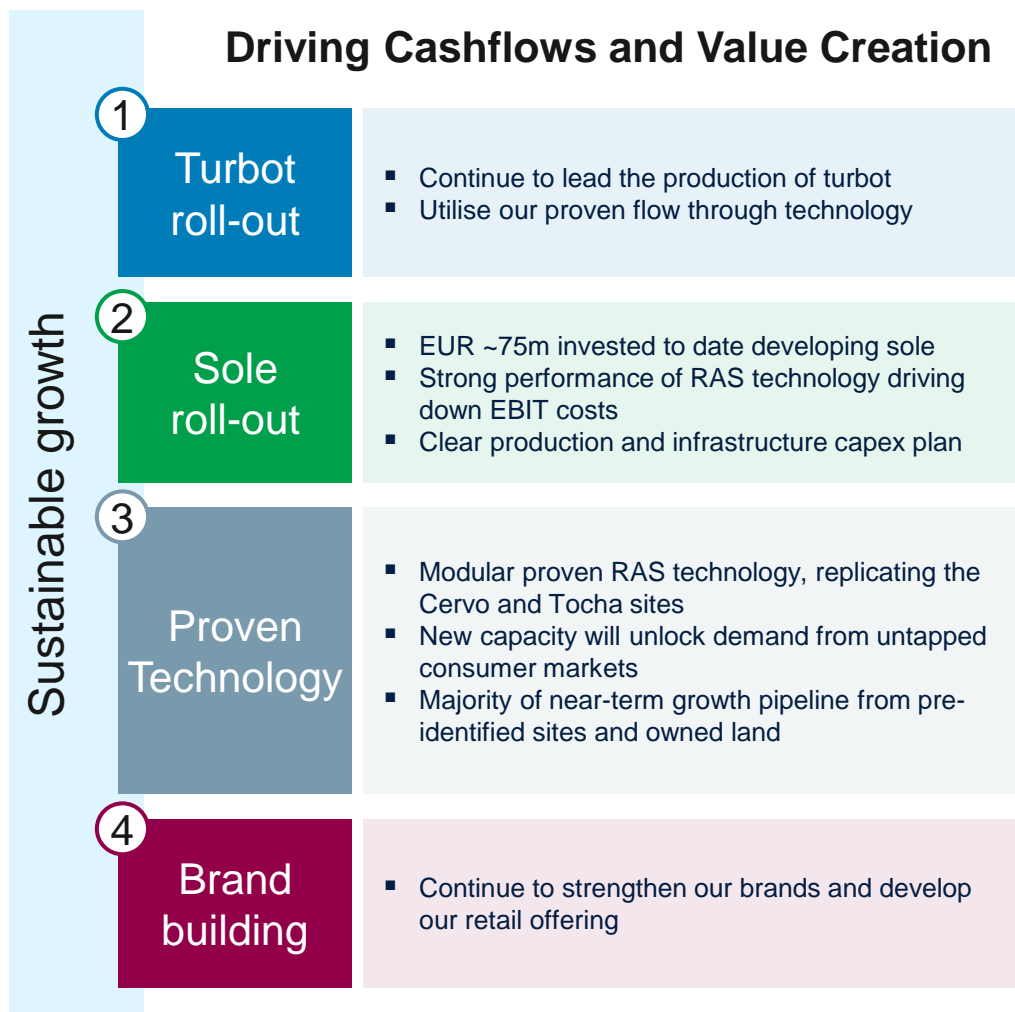
## Operating Profit Variance



- **Turbot sales decreased** by \$2.2m due to 14.8% lower sales volumes partially offset by an increase in prices of 9.8%
- **Sole sales volume** were down by 5.6%, but prices increased 4.6% during the quarter
- **Lower operating** expenses as a result of 15% lower sales volume for turbot while operating expenses per kg remained flat.
- **Sole operating expenses per kg** decreased by 2.3% in the quarter, and 17.8% for the full year.
- The **fair value adjustment** of biomass was a gain of \$6.0m compared with a gain of \$9.3m in the prior quarter, reflection of strong prices and stable inventory levels



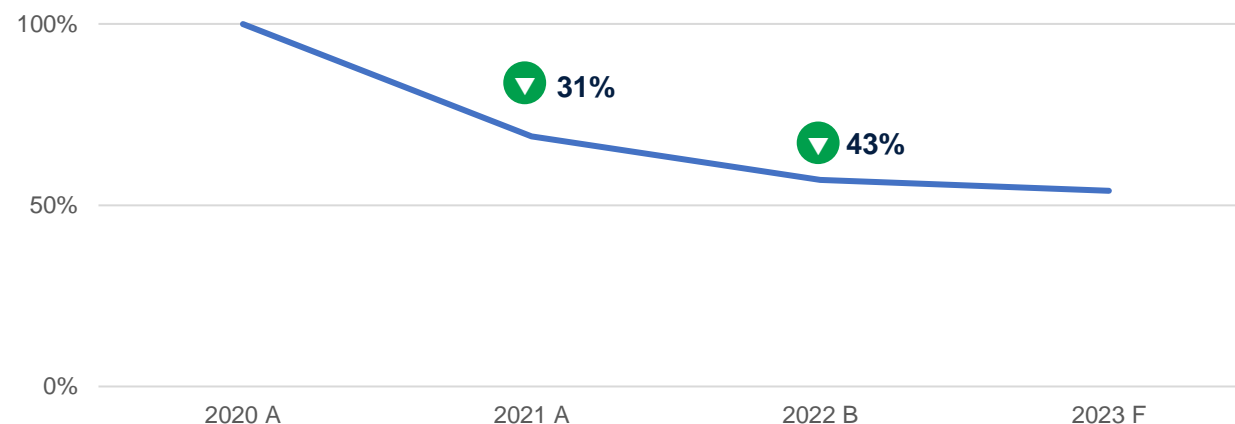
# Growth Plan in Place, Sole Modules Delivering Strong Improvements



## Sole | High Visibility Growth Plan to 2025 Target (Capacity in tonnes WFE)



## Sole | Reduction in EBIT Cost/ kg relative to 2020



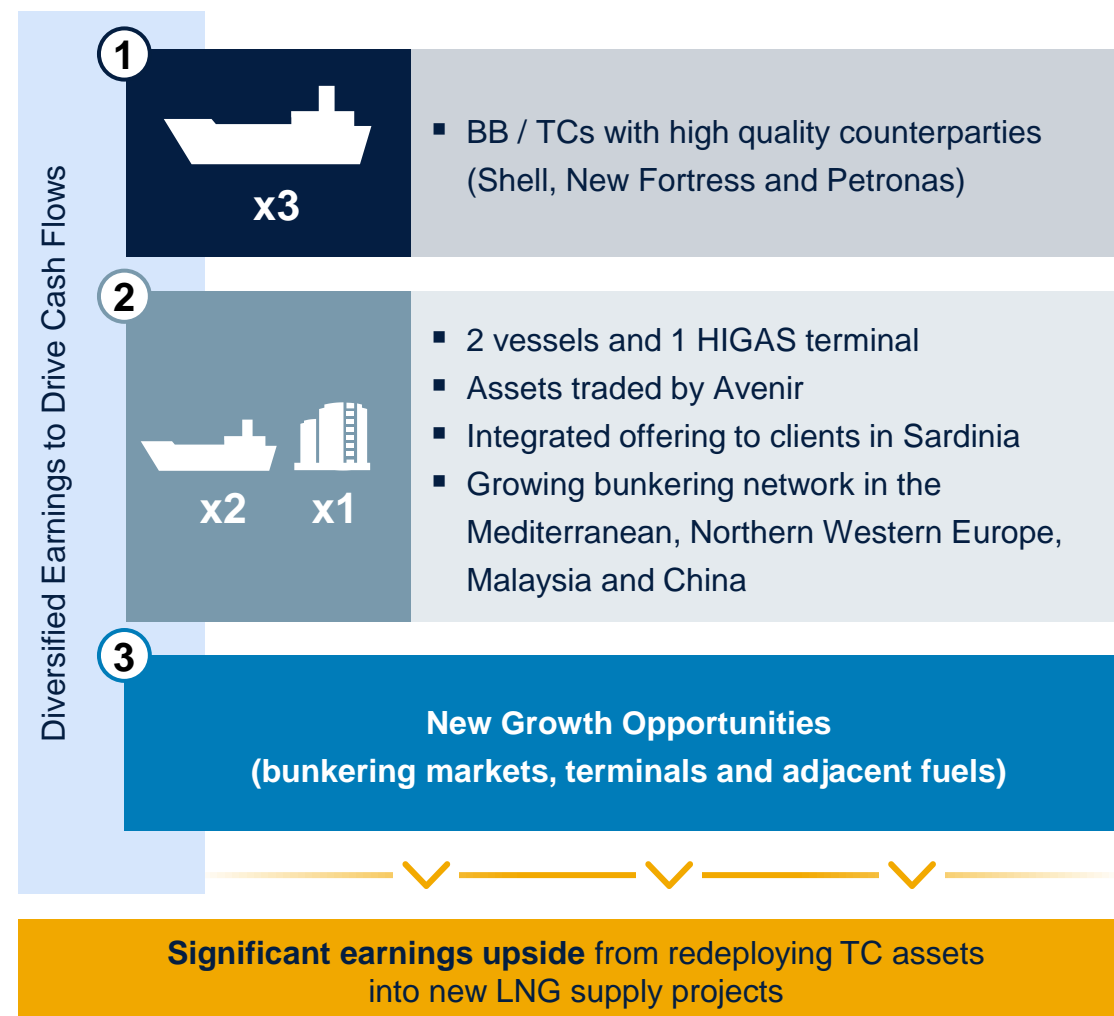




Stolt-Nielsen Gas 

# Avenir LNG | Investment Programme Concluding, Focus on Earnings Growth

<b>Avenir Fleet</b>	<ul style="list-style-type: none"> <li>Unmatched in the small-scale segment in terms of <b>size, flexibility, and operational efficiency</b></li> <li><b>Highly attractive asset portfolio</b> of 5 vessels and 1 LNG terminal</li> </ul>
<b>Transition from Investment to Earnings Growth</b>	<ul style="list-style-type: none"> <li>Final vessel due to be <b>delivered in 2Q-2022</b> <ul style="list-style-type: none"> <li>Fully funded investment programme</li> </ul> </li> <li><b>3x TCs underpin earnings</b></li> <li><b>Further value creation</b> from direct LNG supply                             <ul style="list-style-type: none"> <li>Leveraging 2 vessels and LNG terminal</li> </ul> </li> </ul>
<b>LNG bunkering into new market and sale of Avenir Allegiance</b>	<ul style="list-style-type: none"> <li><b>Long-term Joint Cooperation Agreement</b> with SSES to provide global marketing of LNG bunkering to Shanghai Port<sup>1</sup></li> <li><b>Expands bunkering network</b> into China</li> <li><b>Transaction includes sale</b> of 20,000 cbm LNG vessel to SSES                             <ul style="list-style-type: none"> <li>Releases significant cash and reflects growing demand for LNG bunkering</li> </ul> </li> </ul>







Financials



# SNL Net Profit | Financials

Figures in USD million	Quarter			Year-to-date	
	4Q21	3Q21	4Q20	FY21	FY20
<b>Operating Revenue</b>	<b>\$593.1</b>	<b>\$580.9</b>	<b>\$480.6</b>	<b>\$2,181.1</b>	<b>\$1,955.1</b>
<b>Operating Expenses</b>	<b>(379.1)</b>	<b>(385.7)</b>	<b>(310.4)</b>	<b>(1,459.7)</b>	<b>(1,308.9)</b>
Depreciation and amortisation	(73.1)	(75.6)	(71.7)	(295.5)	(292.3)
Impairment of assets	(10.0)	0.0	(12.4)	(10.0)	(12.4)
Share of profit of joint ventures and associates	8.9	11.8	8.9	39.5	32.4
Administrative and general expenses	(57.1)	(55.5)	(48.9)	(220.5)	(187.7)
Gain/(loss) on sale of assets	(6.2)	2.9	(0.3)	(3.0)	(0.8)
Reversal of impairment of JV Loan	0.0	0.0	3.6	0.0	3.6
Net of Other Operating income (expenses)	0.5	0.6	(0.1)	1.8	0.8
<b>Operating Profit (as reported)</b>	<b>\$77.0</b>	<b>\$79.4</b>	<b>\$45.6</b>	<b>\$233.7</b>	<b>\$186.4</b>
Net interest expense	(30.4)	(30.4)	(32.1)	(124.9)	(135.6)
FX Gain (loss), net	(2.0)	(2.7)	(0.2)	(2.7)	(5.3)
Income tax expense	(8.2)	(11.2)	(0.9)	(24.4)	(8.3)
Other	(1.3)	(1.6)	(0.3)	(2.9)	(1.5)
<b>Net Profit from Continuing Operations</b>	<b>\$35.0</b>	<b>\$33.5</b>	<b>\$15.6</b>	<b>\$78.8</b>	<b>\$39.2</b>
Loss from discontinued operation to SNL Shareholders	0.0	0.0	(2.2)	0.0	(13.8)
<b>Net Profit</b>	<b>\$35.0</b>	<b>\$33.5</b>	<b>\$13.4</b>	<b>\$78.8</b>	<b>\$25.4</b>
Attributable to equity holders of SNL	35.0	33.5	13.4	78.8	26.3
Attributable to non-controlling interests	0.0	0.0	0.0	0.0	(0.9)
<b>Net Profit</b>	<b>35.0</b>	<b>33.5</b>	<b>13.4</b>	<b>78.8</b>	<b>25.4</b>
<b>EBITDA*</b>	<b>\$156.9</b>	<b>\$138.5</b>	<b>\$128.0</b>	<b>\$519.2</b>	<b>\$490.0</b>

\*EBITDA before fair value of biological assets and other one-time items

## Highlights

- **Strong revenue** growth, particularly in STC, supported improvement in operating income
- **Operating expenses decreased** as a result of lower expenses in Tankers, partially offset by increases in Tank Containers
- **A&G expense** up from 3Q21 due to personnel expenses, consultancy fee and others. The increase from 4Q20 is due to FX, and a hiring freeze in place last year
- **Loss on sale of assets** includes the disposal of the *Stolt Groenland* of \$13.0 million net of insurance proceeds.
- **Tax decrease driven** by changes in tax provisions in STC and Tankers in 3Q, and lower SSF results

# SNL Net Profit | Before One-Offs

	4Q21	3Q21	4Q20	FY21	FY20
<b>Net profit excluding one-offs</b>	<b>\$38.7</b>	<b>\$30.6</b>	<b>\$24.7</b>	<b>\$79.2</b>	<b>\$51.3</b>
<i>One-time adjustments:</i>					
DNK capital distribution	12.5			12.5	
Bunker hedge loss				0.1	(2.5)
Stolthaven Australia impairment	(10.0)		(12.4)	(10.0)	(12.4)
Gain (loss) on sale of assets	6.8	2.9	(0.3)	10.0	(0.8)
SSF Caviar - Loss from Disc. Operations			(2.2)		(13.8)
<i>Stolt Groenland</i> derecognition loss	(13.0)			(13.0)	
Reversal of impairment			3.6		3.6
<b>Net profit</b>	<b>\$35.0</b>	<b>\$33.5</b>	<b>\$13.4</b>	<b>\$78.8</b>	<b>\$25.4</b>

## Highlights

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# Capital Expenditures

Figures in USD millions	Actuals					Budget	Forecast
	1Q21	2Q21	3Q21	4Q21	FY21	2022	2023
<b>Stolt Tankers</b>	84	8	5	2	100	33	10
<b>Stolthaven Terminals</b>	10	11	11	11	43	107	72
<b>Stolt Tank Containers</b>	3	2	4	5	14	34	0
<b>Stolt Sea Farm</b>	2	1	4	1	8	7	7
<b>Stolt-Nielsen Gas*</b>	16	5	0	0	21	0	0
<b>SNL Corporate &amp; Other</b>	0	3	1	1	5	15	0
<b>Total</b>	<b>\$115</b>	<b>\$30</b>	<b>\$27</b>	<b>\$20</b>	<b>\$191</b>	<b>\$196</b>	<b>\$89</b>

\*Includes investments in JVs

- **Stolt Tankers** CAPEX in 1Q-21 includes the acquisition of three ships from CTG. Balance mostly relates to installation of Ballast Water Treatment Systems
- **Stolt Tankers** CAPEX excludes drydocking, which was \$18.2m YTD and \$3.2m in 4Q
- **Stolthaven Terminals** invested \$11.0m in capacity projects in 4Q-21
- **Stolthaven Dagenham** to upgrade jetty for \$35.0m, between 2022 and 2023, with the balance relating to M&R
- **Stolt Tank Containers** includes investment in new tank cleaning facilities, wastewater treatment plants, general upgrading of the Houston Depot and new tank containers
- **Stolt Sea Farm** includes \$1.8m for new feeders for turbot





# SNL Cash Flow and Liquidity Position

Figures in USD million

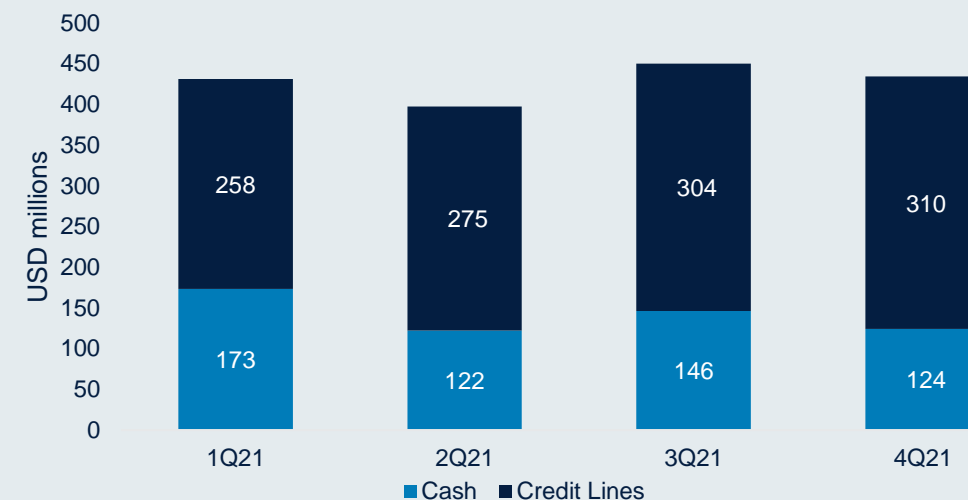
	4Q21	3Q21	FY21	FY20
<b>Cash generated by operating activities</b>	<b>\$113.0</b>	<b>\$149.8</b>	<b>\$448.4</b>	<b>\$493.3</b>
Interest Paid	(36.0)	(23.4)	(120.8)	(130.5)
Debt issuance cost	(0.1)	(0.5)	(3.4)	(3.2)
Interest received	0.7	0.6	2.4	2.0
Income taxes (paid) received	(2.8)	(1.2)	(2.8)	(5.2)
<b>Net cash generated by operating activities</b>	<b>\$74.8</b>	<b>\$125.3</b>	<b>\$323.8</b>	<b>\$356.4</b>
<b>Net cash used for operating activities – Discontinued operations</b>	<b>\$0.0</b>	<b>\$0.0</b>	<b>\$0.0</b>	<b>(\$3.6)</b>
Capital expenditures and intangible assets	(28.5)	(30.2)	(190.2)	(145.5)
Investments in & repayment of advances to JVs	0	1.9	(16.6)	4.9
Purchase of Golar shares	0	0	(3.0)	0
Sale of assets	18.3	10.2	29.7	14.6
Other	(0.7)	(1.9)	(0.6)	(15.6)
<b>Net cash used in investing activities</b>	<b>(\$10.8)</b>	<b>(\$20.0)</b>	<b>(\$180.6)</b>	<b>(\$141.6)</b>
<b>Net cash provided by investing activities – Discontinued operations</b>	<b>\$0.0</b>	<b>\$0.0</b>	<b>\$0.0</b>	<b>\$3.5</b>
Proceeds from issuance of long term debt*	0	0	142.0	288.5
Increase (decrease) in loans payable to banks	(20.0)	(34.5)	40.0	0
Repayment of long-term debt	(50.1)	(30.6)	(312.8)	(396.0)
Principal payment on capital lease	(12.4)	(10.5)	(43.4)	(39.8)
Dividend and other	(0.7)	(1.2)	(26.8)	(13.5)
<b>Net cash provided by (used in) financing activities</b>	<b>(\$83.2)</b>	<b>(\$76.8)</b>	<b>(\$201.1)</b>	<b>(\$160.7)</b>
Effect of exchange rates	(2.8)	(5.0)	(6.0)	(2.3)
<b>Cash and cash equivalents at beginning of period</b>	<b>\$146.0</b>	<b>\$122.3</b>	<b>\$187.8</b>	<b>\$136.2</b>
<b>Cash and cash equivalents at end of period</b>	<b>\$123.9</b>	<b>\$146.0</b>	<b>\$123.9</b>	<b>\$187.8</b>

\*restated to include committed revolver in short-term debt

## Highlights

- Cash generated by operating activities decreased from \$149.8m to \$113.0m, caused by an increase in net working capital
- CAPEX remained stable in the quarter

## Liquidity available

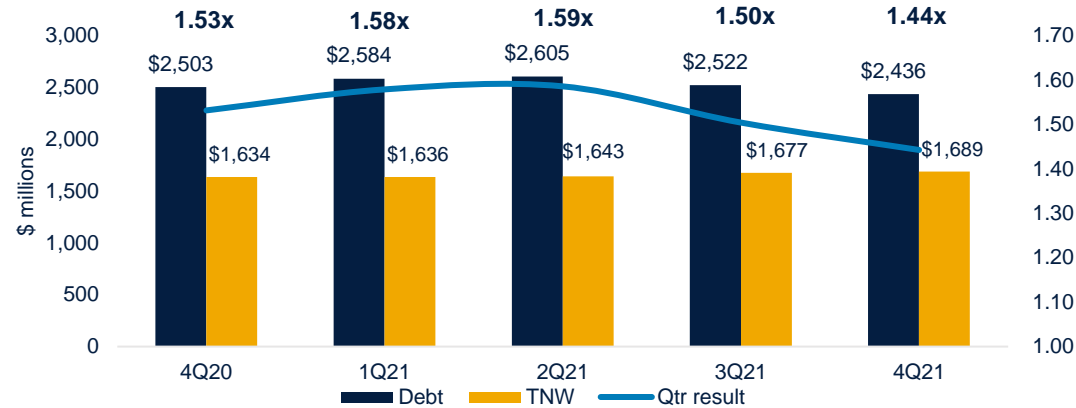


Credit Lines : Committed lines

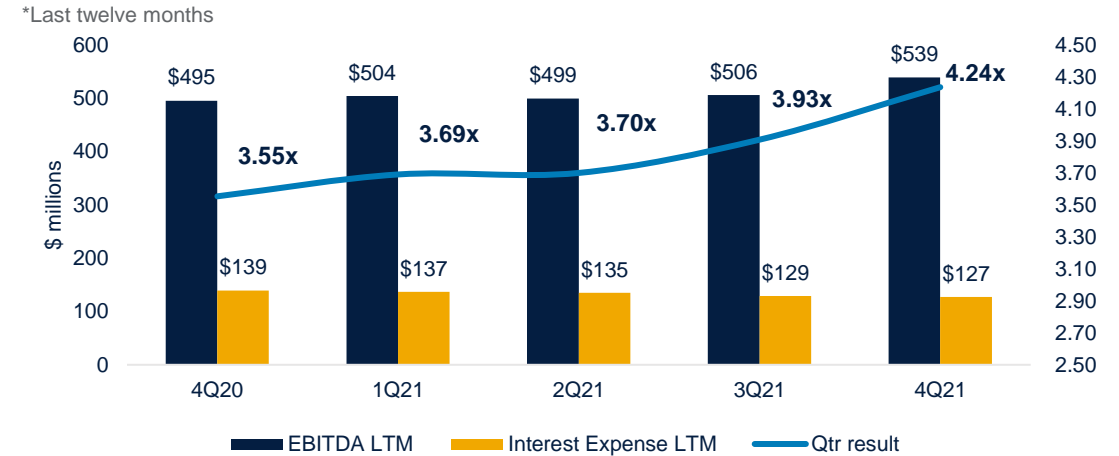


# Covenant Coverage | Steady Improvement

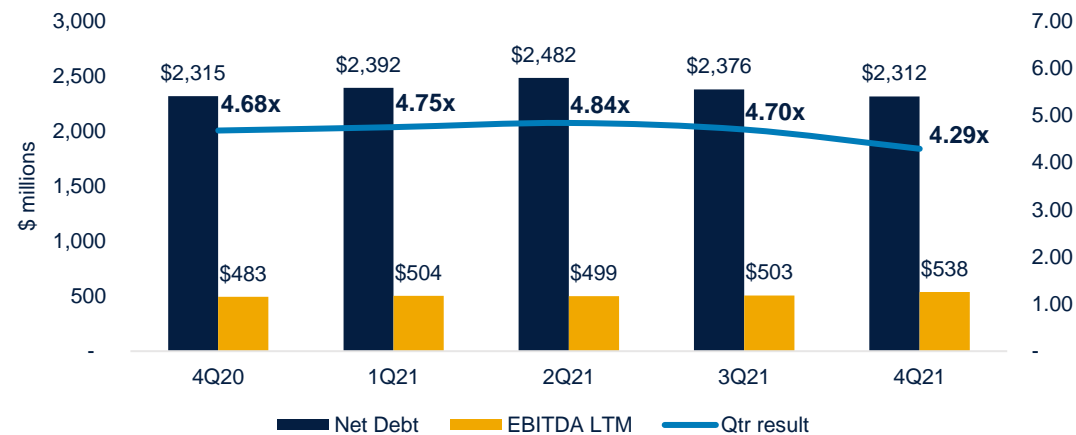
**Debt to Tangible Net Worth** (maximum 2.25:1.00)



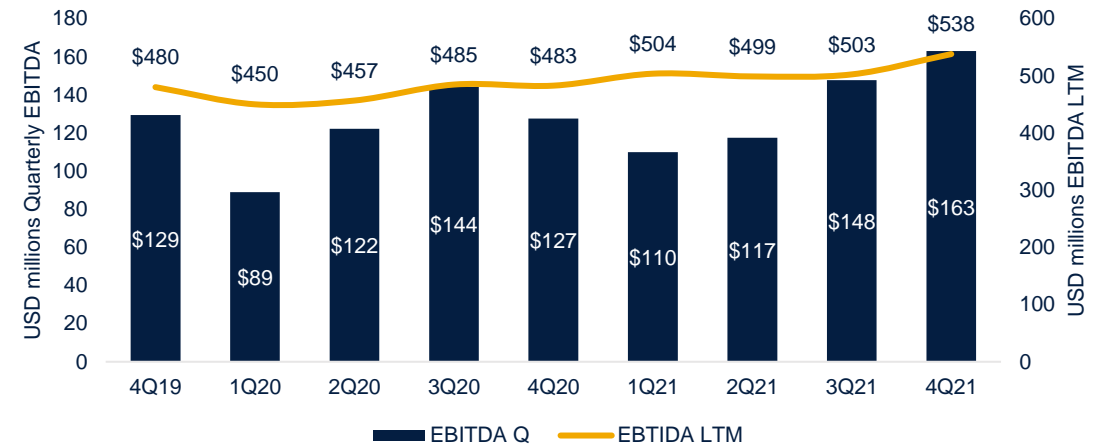
**EBITDA to Interest Expense (LTM\*)** (minimum 2.00:1.00)



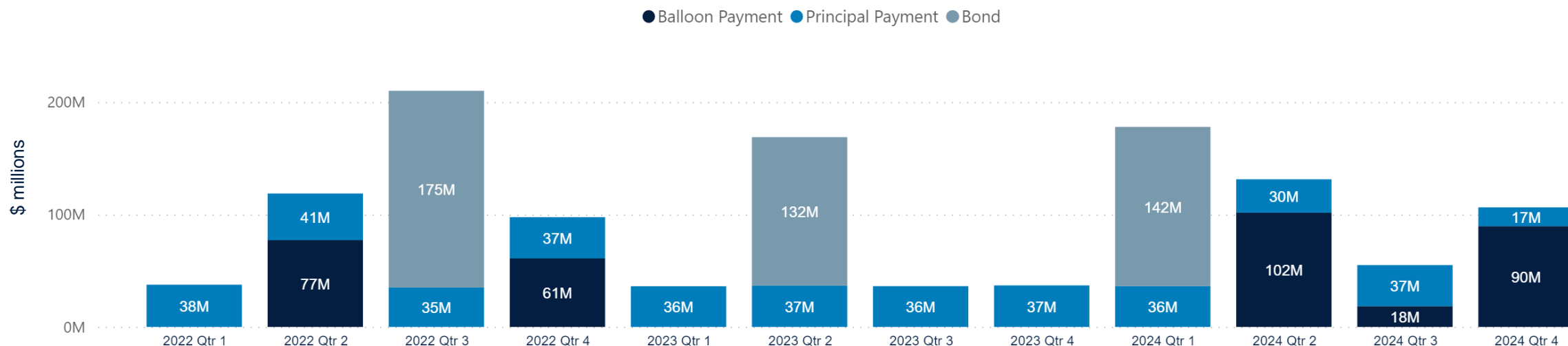
**Net Debt to EBITDA**



**EBITDA Development\*\***



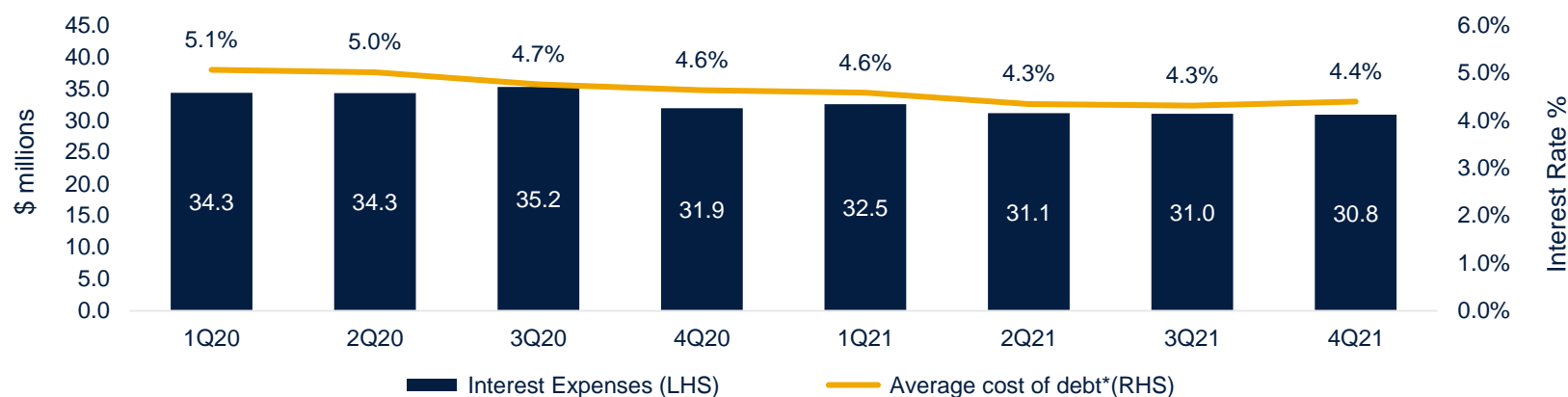
# Debt Maturity | Stable Interest Costs



## Financing Highlights

- Average interest rate is at 4.4%
- 84% of the debt is fixed
- Next maturity is a \$77m JOLCO in May and a \$175m bond maturing in September
- \$415m Sustainability-Linked Secured Loan Agreement expected signing in the first half of February

## Average Cost of Debt\*

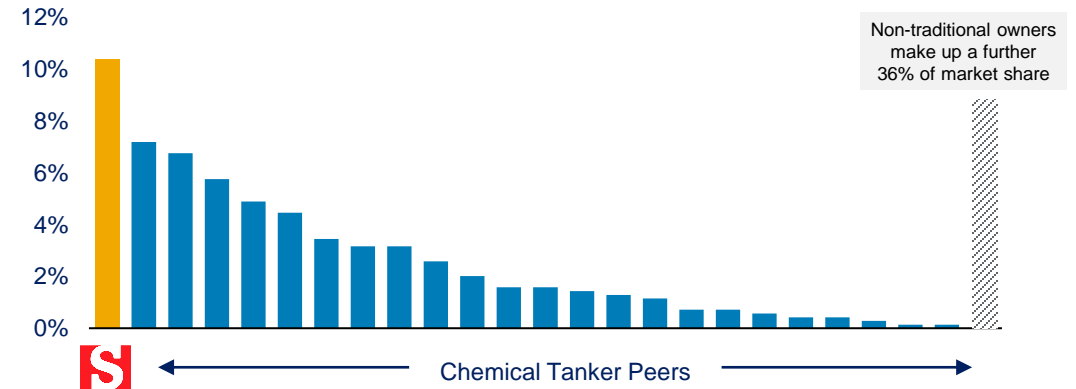




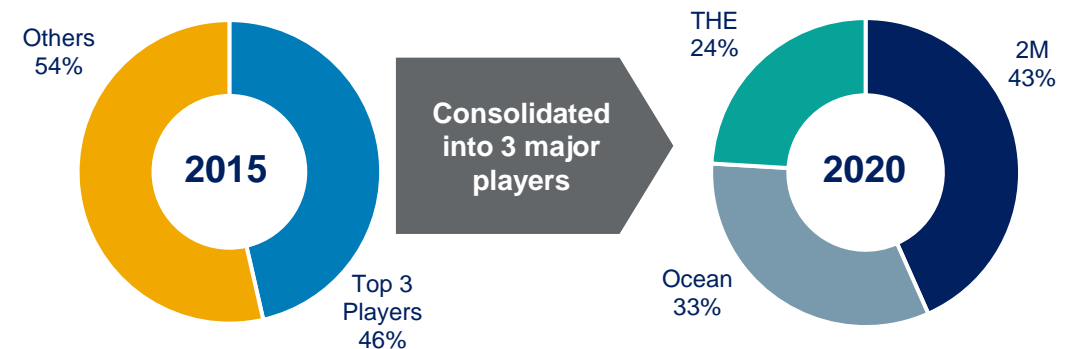
# When Will Chemical Tankers Provide Sustainable Earnings?

- Fundamentals point to a **firming chemical tanker market**. A **strong and sustainable market recovery** similar to other segments (e.g. Containerships, Dry Bulk and LNGC) has yet to materialise
- Key factors for delivering **sustainable earnings** in chemical tankers:
  - **Supply-side Discipline**
    - Orderbook at multi-year lows with yards booked out until 2024-25
  - **Swing Tonnage**
    - Bulk-liquid markets will need to improve to reduce swing tonnage
  - **Chemical Demand**
    - Chemical tonne-mile demand exhibits strong correlation to global GDP
    - Outlook for chemical demand remains robust
  - **Emissions**
    - New regulations (e.g. EEXI, CII, EU ETS) help shape the path to decarbonisation for our industry
    - Requires both supply chain and customers to share in the burden

## Deepsea Chemical Tankers<sup>1</sup> remains a highly fragmented market...



## ...whilst Containerships have seen significant consolidation<sup>2</sup>

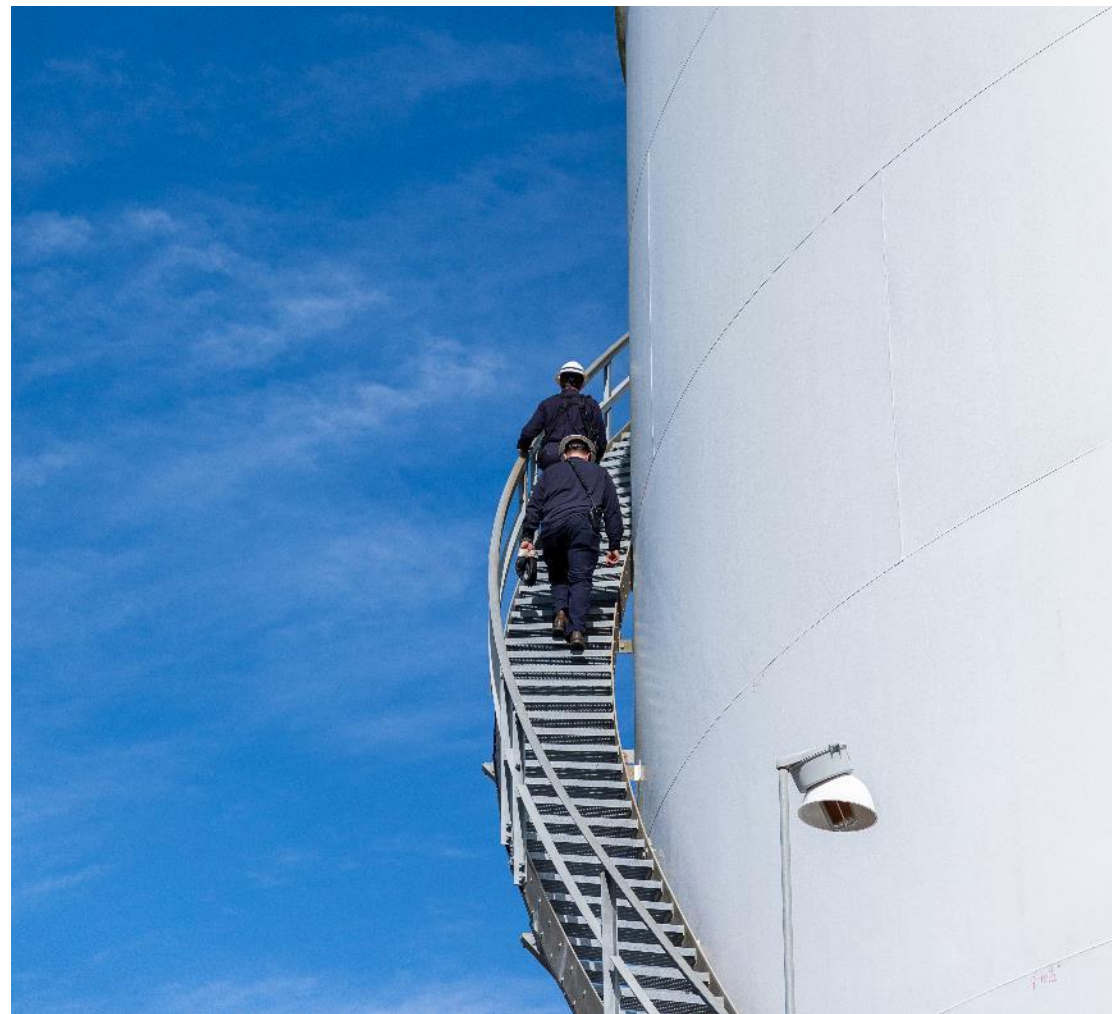


Consolidation is required for a sustainable Chemical Tanker market – improving flexibility, service offering, efficiency and returns

# Key Messages

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- 2021 FYE operating profit highest since 2015
  - Improved profitability driven by STC, SSF and Stolthaven
- Chemical tanker market remains soft, fundamentals point to firming market during 2022
- Focus on cashflow generation for debt reduction, shareholder distributions and investments
- Improving balance sheet strength allows for opportunistic investments
- Fundamental outlook across all our businesses remains positive
  - well positioned to capitalise on the upcycle





Q&A

Stolt-Nielsen 