## 3 <br> ODFJELL

## 2013 SECOND QUARTER REPORT



## Second Quarter Report/ First Six Months 2013 <br> Odfjell SE - Consolidated

## Highlights 2Q 2013

- EBITDA of USD 36 million, reflecting a better utilization of our chemical tanker fleet and a somewhat better market.
- Time-charter results up 8\% compared with last quarter.
- Delivery of Bow Pioneer, the world's largest chemical tanker. The vessel is 75,000 dwt and has a cargo capacity of 86,000 cbm.
- Finalization of agreements with Lindsay Goldberg to expand our existing partnership to include substantially all tank terminal assets.
- New tank terminal projects in China, USA and Europe.

Key figures

| (USD mill. unaudited) | 2Q13 | 1Q13 | 2Q12 | YTD2013 | YTD2012 | FY2012 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenue | 294 | 291 | 307 | 585 | $\mathbf{6 4 0}$ | $\mathbf{1 , 2 1 2}$ |
| Gross result | $\mathbf{7 0}$ | 58 | 58 | $\mathbf{1 2 9}$ | $\mathbf{1 2 9}$ | $\mathbf{2 2 2}$ |
| EBITDA | 36 | 27 | 27 | $\mathbf{6 3}$ | $\mathbf{6 8}$ | $\mathbf{9 3}$ |
| EBIT | $\mathbf{8}$ | $\mathbf{( 6 )}$ | $\mathbf{( 5 )}$ | $\mathbf{2}$ | $\mathbf{6}$ | $\mathbf{( 4 3 )}$ |
| Net finance | $\mathbf{( 1 0 )}$ | $\mathbf{( 6 )}$ | $\mathbf{( 2 2 )}$ | $\mathbf{( 1 6 )}$ | $\mathbf{( 3 4 )}$ | $\mathbf{( 6 8 )}$ |
| Tax | $\mathbf{( 0 )}$ | $\mathbf{( 2 )}$ | $\mathbf{( 1 )}$ | $\mathbf{( 2 )}$ | $\mathbf{( 4 )}$ | $\mathbf{0}$ |
| Net result (loss) | $\mathbf{( 2 )}$ | $\mathbf{( 1 3 )}$ | $\mathbf{( 2 8 )}$ | $\mathbf{( 1 5 )}$ | $\mathbf{( 3 2 )}$ | $\mathbf{( 1 1 1 )}$ |

## Business segments

## Chemical Tankers

The second quarter of 2013 turned out better than expected. This was due to better fleet utilization and a somewhat better chemical tanker market. We experienced steady nomination of contract cargoes and improved spot rates. Earnings on a time-charter basis ended up 8\% compared to the previous quarter, and the average freight rate per tonne shipped increased by $2 \%$.

Following the termination of the NOCT pool for 45,000 dwt coated ships and the subsequent redelivery of the 13 vessels to NCC during the latter half of the quarter, total cargo volume is down, whilst our contract coverage increased to $56 \%$. The only negative financial impact of the termination is a minor reduction of earned commissions.

Increased congestion at the most important chemical ports added further to our waiting time for occupied berths.

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| Chemical Tankers (USD mill) | 2Q13 | 1Q13 | 2Q12 | YTD2013 | YTD2012 | FY2012 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenue | 255 | 253 | 269 | 508 | 563 | $\mathbf{1 , 0 6 6}$ |
| Gross Result | 56 | 43 | 37 | 98 | 86 | 158 |
| EBITDA | 30 | 18 | 13 | 49 | 39 | 65 |
| EBIT | 6 | $(4)$ | $(10)$ | 2 | $(7)$ | $(35)$ |
| Net bunker per tonne (USD) | 542 | 557 | 533 | 550 | 547 | 542 |


| Indices | $\mathbf{3 0 . 0 6 . 1 3}$ | $\mathbf{3 1 . 0 3 . 1 3}$ | $\mathbf{3 0 . 0 6 . 1 2}$ | $\mathbf{3 1 . 1 2 . 1 2}$ |
| :--- | ---: | ---: | ---: | ---: |
| Odfix $(1990=100)^{1}$ | $\mathbf{1 2 9}$ | 119 | 104 | 110 |
| Opex $(2002=100)^{2}$ | $\mathbf{1 7 5}$ | 176 | 176 | 173 |

${ }^{1}$ The Odfix index is a weighted time-charter earnings index for a selection of vessels.
${ }^{2}$ The Opex index includes owned and bareboat chartered vessels.

## LPG/Ethylene

The long-haul ethylene trade picked up in the second quarter as major producers re-entered the market after plant maintenance in the first quarter.

Our results are mixed and below expectations, due to re-positioning, docking and vetting issues, primarily related to crew requirements. We expect improved activity during the second half of 2013. A significant number of newbuildings are however expected from yards and this may negatively affect the markets.

Total revenues for the second quarter were USD 3 million and EBITDA was negative USD 1 million.

## Fleet changes

In June we took delivery of Bow Pioneer, the world's largest chemical tanker. The vessel, which was delivered from Daewoo Shipbuilding and Engineering in South Korea, is 75,000 dwt and has 30 coated cargo tanks with a total cargo capacity of $86,000 \mathrm{cbm}$. Her sister vessel is expected to be delivered to National Chemical Carriers in November, and the two vessels will trade under a joint pool agreement. In May we purchased Bow Engineer, a 30,000 dwt vessel with 28 stainless steel cargo tanks. The vessel was built in 2004 and has been on time charter to Odfjell since 2006. In addition, we have taken Celsius Mayfair, a 20,000 dwt chemical tanker with stainless steel cargo tanks built in 2007, on a two-year time charter. In May Bow Cheetah, built in 1988, was sold for recycling,

The newbuilding programme for four 46,000 dwt coated chemical tankers at Hyundai Mipo Yard in Korea for delivery between January and July 2014 is on schedule.

| Fleet additions (last 12 months) |  | DWT | Built | Tanks | Transaction |
| :--- | :--- | :--- | :--- | :--- | :--- |
| July 2013 | Celsius Mayfair | 20,000 | 2007 | Stainless | 2 year TC |
| June 2013 | Bow Pioneer | 75,000 | 2013 | Coated | New delivery |
| May 2013 | Bow Engineer | 30,086 | 2006 | Coated | Purchase |
| March 2013 | UACC Messila | 45,352 | 2012 | Coated | 1 year TC |
| March 2013 | Bow Nangang | 9,000 | 2013 | Stainless | New delivery |


|  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| March 2013 | ODFJELL |  |  |  |  |
| January 2013 | Chembulk Sydney | 14,271 | 2005 | Stainless | 1-2 year TC |
| November 2012 | Bow Dalian | 9,000 | 2012 | Stainless | New delivery |
| October 2012 | Chemroad Hope | 33,552 | 2011 | Stainless | 1 year TC |
| September 2012 | UACC Masafi | 45,352 | 2012 | Coated | 1 year TC |
| September 2012 | Bow Guardian | 9,000 cbm | 2008 | LPG | Purchase |
| August 2012 | Bow Gallant | 9,000 cbm | 2008 | LPG | Purchase |
|  |  |  |  |  |  |
| Fleet disposals, owned (last 12 months) | DWT | Built | Tanks | Transaction |  |
| May 2013 | Bow Cheetah | 40,257 | 1988 | Coated | Recycling |
| January 2013 | Bow Leopard | 39,512 | 1988 | Coated | Recycling |
| November 2012 | Bow Fraternity | 45,507 | 1987 | Coated | Recycling |
| October 2012 | Bow Lion | 39,423 | 1988 | Coated | Recycling |

## Tank Terminals

In second quarter our $51 \%$ shareholding in tank terminals business contributed an EBITDA of USD 7 million, compared to USD 9 million previous quarter. This includes one-off items of about USD 3 million at Odfjell Terminals (Rotterdam) (OTR).

In June we concluded the transaction with Lindsay Goldberg to expand our existing partnership to include substantially all tank terminal assets. The new global partnership allows us to pursue a growth agenda for our terminal business. The reduced ownership percentage in the respective tank terminals will be reflected in the P\&L from Q3 and onwards.

In June we signed an agreement to enter into a joint venture with the Founder Group to become 50/50 partners for the development of a petrochemical tank terminal in Quanzhou, Fujian Province, China. Odfjell Terminals will acquire from the Founder Group a $50 \%$ equity share in the existing Fujian Fangtong Terminals Co Ltd., including land and an existing jetty at a total price of USD 21 million. The objective is to construct a new tank terminal which we will manage and operate.

We also signed a Letter of Intent to purchase Chem-Marine Corporation in South Carolina, USA. Chem-Marine controls a 10.2 hectare site and is located adjacent to our tank terminal currently under construction in Charleston, South Carolina. The property is situated on the Cooper River and has a 250 metre deep-water front and a 12.5 metre draft ship berth, with one dedicated stainless steel line connected to $12,800 \mathrm{cbm}$ of storage in two carbon steel tanks. This acquisition has an estimated value of less than USD 10 million.

Construction of the new terminal in Charleston, USA is on schedule, with start-up planned for the fourth quarter of 2013. The new terminal under construction at Nangang, China (close to Tianjin) is scheduled to be operational by the second quarter of 2014. The expansion at Noord Natie Odfjell Terminals in Antwerp, Belgium is on track to be commissioned around year-end 2013 and total storage capacity will increase to $350,000 \mathrm{cbm}$.

During second quarter OTR completed the planned re-organization at the terminal. The recommissioning of tanks and systems, however, is running behind schedule, primarily due to a shortage of engineering capacity. By the end of June, 1,020,000 cbm were approved for usage. Contracts are in place for utilization of all of the available capacity. About three
quarters of this capacity is already in use by customers. With additional tanks being taken into use, the revenues are expected to increase during the third quarter. EBITDA at OTR for the second quarter came in at negative USD 8.4 million, compared to a negative EBITDA of USD 8.3 million previous quarter.

| Tank Terminals (USD mill) | 2Q13 | 1Q13 | 2Q12 | YTD2013 | YTD2012 | FY2012 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenue | $\mathbf{3 6}$ | 35 | 38 | $\mathbf{7 1}$ | 79 | 145 |
| Gross result | $\mathbf{1 6}$ | 16 | 20 | $\mathbf{3 2}$ | 44 | 63 |
| EBITDA | $\mathbf{7}$ | 9 | 13 | $\mathbf{1 5}$ | 28 | 27 |
| EBIT | $\mathbf{3}$ | $(1)$ | 5 | $\mathbf{3}$ | 12 | $(8)$ |


| EBITDA by geographical segment (USD |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| mill.) $^{1}$ | 2Q13 | 1Q13 | 2Q12 | YTD2013 | YTD2012 | FY2012 |
| Europe | $\mathbf{( 9 )}$ | $\mathbf{( 8 )}$ | $(2)$ | $\mathbf{( 1 7 )}$ | $(1)$ | $(32)$ |
| North America | $\mathbf{3}$ | $\mathbf{4}$ | 3 | $\mathbf{7}$ | 7 | 14 |
| Asia | $\mathbf{7}$ | $\mathbf{8}$ | 7 | $\mathbf{1 4}$ | 14 | 27 |
| Middle East | $\mathbf{5}$ | $\mathbf{5}$ | 5 | $\mathbf{1 1}$ | 8 | 18 |
| Total | $\mathbf{7}$ | $\mathbf{9}$ | 13 | $\mathbf{1 5}$ | 28 | 27 |

${ }^{1}$ Figures includes tank terminal overhead cost. Pre Lindsay Goldberg transaction.

## Finance

During second quarter we secured the refinancing of three second-hand vessels in the total amount of USD 75 million. The acquisition of the Chem Marine facility in Charleston, USA will be funded by an existing US credit facility. We have also refinanced the Odfjell Terminals (Korea) tank terminal at favourable terms. The refinancing of the terminal in Rotterdam is moving forward, and we expect to sign the agreements in the third quarter.

We are continuing our discussions with banks regarding the financing of our newbuilding programme in Korea.

Odfjell announced 18 June that the transaction with Lindsay Goldberg to expand the joint venture with Lindsay Goldberg to include substantially all of Odfjell's tank terminalling business globally had been closed successfully. As part of the transaction, Lindsay Goldberg will have 49\% interest in Odfjell Terminals AS ("OTAS"), the holding company for Odfjell's tank terminals activities. In exchange for a $49 \%$ share in OTAS, Lindsay Goldberg made a cash investment in OTAS, by way of a capital increase of USD 219.2 million. OTAS will then be owned $51 \%$ by Odfjell and 49\% by Lindsay Goldberg. Odfjell will realize a book gain of approximate USD 27 million related to the transaction, of which USD 5.4 mill (20\%) has been booked in June, and the remaining gain will be booked in August when the internal restructuring related to the transaction have been completed.

The sale of Bow Cheetah resulted in a capital loss of USD 2.6 million. Cancellation of some time-charter vessels prior to expiration has resulted in compensation to Odfjell of about USD 3.7 million this quarter.

| Key figures (USD mill.) | $\mathbf{2 Q 1 3}$ | 1Q13 | $\mathbf{4 Q 1 2}$ |
| :--- | ---: | ---: | ---: |
| Cash and available-for-sale investments | $\mathbf{2 3 5}$ | 133 | 175 |
| Interest bearing debt | $\mathbf{1 , 3 3 9}$ | 1,284 | 1,221 |
| Net interest bearing debt | $\mathbf{1 , 1 0 4}$ | 1,151 | 1,046 |
| Available drawing facilities | $\mathbf{0}$ | 14 | 94 |
| Total equity | $\mathbf{8 3 2}$ | 832 | 914 |
| Equity ratio | $\mathbf{3 1 . 5 \%}$ | $32.7 \%$ | $36.9 \%$ |

## Shareholder information

By the end of June, Odfjell A and B shares were trading at NOK 26.80 and NOK 26.00 respectively, against NOK 29.20 and NOK 29.00 respectively at the close of the previous quarter. By way of comparison, in the same period the Oslo Stock Exchange Benchmark Index decreased 1\% and the Transportation Index gained 10\%.

As of 30 June 2013 Odfjell had a market capitalization of about NOK 2,300 million, which is equivalent to about USD 381 million.

## Prospects

Chinese growth is at a somewhat lower level than expected, and is poised for the weakest expansion since 1990. As a possible indicator of a slow down, June exports fell $3.1 \%$ from a year earlier. The new Government is clamping down on certain sectors of the economy and is implementing new policies which may result in a slower, but more sustainable growth. The investment stimulus that sparked the 2009 recovery led to an unprecedented lending boom, which has left many local governments with record liabilities increasing the risk for further slow-down.

Key Euro zone statistics have favourably surprised the markets in the past quarter. The manufacturing industry resumed growth after two years of contraction and Europe's economy is forecast to return to slight growth this quarter. However, the high levels of unemployment remain a challenge, impacting growth prospects.

The development of the US shale gas industry is providing cheaper energy and feedstock for the US chemical industry. How this issue will impact the dynamics of the chemical parcel trade is uncertain, but we believe over time this will contribute positively to both cargo volume and distances carried.

Based on the above macro-economic picture, and the fact that there are no material changes to the supply/demand situation, we believe that the next 12 to 24 months will see improvement in our segments. However, given the continued underperforming overall global economic growth, combined with the "supply overhang" of ships we only expect the second half results of 2013 to be moderately better than the previous two quarters. The terminal results are expected to remain stable, but are likely to improve as more capacity comes into service.

## Statement of Responsibility

We confirm that, to the best of our knowledge, the condensed set of financial statements for the first six months of 2013, which have been prepared in accordance with IAS 34 Interim Financial Statements, give a true and fair view of the Company's consolidated assets, liabilities, financial position and results of operations, and that the interim management report includes a fair review of the information required under the Norwegian Securities Trading Act section 5-6 fourth paragraph.

Bergen, 22 August 2013

## THE BOARD OF DIRECTORS OF ODFJELL SE


Laurence Odfjell Chairman


Christine Rødsæther


Irene Waăge Basili

B.D. Odfjell


Åke H. Gregetsen Samuiclulicson

Jannicke Nilsson


Jan A. Hammer
President/CEO

## ODF JELL GROUP

| STATEMENT OF COMPREHENSIVE INCOME | 1Q13 | 2Q13 | 2Q12 ${ }^{3)}$ | $\begin{aligned} & \text { YTD } \\ & 2013 \\ & \hline \end{aligned}$ | $\begin{gathered} \hline \text { YTD } \\ 2012^{3)} \end{gathered}$ | $\begin{array}{r} \text { FY } \\ 2012^{3} \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (USD mill) |  |  |  |  |  |  |
| Gross revenue | 291 | 294 | 307 | 585 | 640 | 1212 |
| Net income from associates and joint ventures | 0 | 0 | 0 | 1 | 0 | 1 |
| Voyage expenses | (122) | (116) | (137) | (237) | (285) | (532) |
| Time-charter expenses | (44) | (39) | (44) | (83) | (88) | (173) |
| Operating expenses | (68) | (69) | (68) | (137) | (138) | (285) |
| Gross result | 58 | 70 | 58 | 129 | 129 | 222 |
| General and administrative expenses | (32) | (34) | (31) | (66) | (61) | (129) |
| Operating result before depreciation, amortisation and capital gain (loss) on non-current assets (EBITDA) | 27 | 36 | 27 | 63 | 68 | 93 |
| Depreciation | (31) | (31) | (33) | (62) | (65) | (132) |
| Capital gain (loss) on non-current assets | (1) | 3 | (1) | 2 | 2 | (4) |
| Operating result (EBIT) | (6) | 8 | (5) | 2 | 6 | (43) |
| Interest income | 1 | 1 | 1. | 2 | 1 | 3 |
| Interest expenses | (13) | (12) | (13) | (25) | (26) | (53) |
| Other financial items | 4 | 1 | (8) | 5 | (8) | (16) |
| Currency gains (losses) | 2 | (0) | (1) | 2 | (1) | (3) |
| Net financial items | (6) | (10) | (22) | (16) | (34) | (68) |
| Result before taxes | (11) | (2) | (27) | (14) | (28) | (111) |
| Taxes | (2) | (0) | (1) | (2) | (4) | 0 |
| Net result | (13) | (2) | (28) | (15) | (32) | (111) |

## OTHER COMPREHENSIVE INCOME

Net other comprehensive income to be reclassified to profit or loss in subsequent periods:
Cash flow hedges changes in fair value
Cash flow hedges transferred to profit and loss statemen
Net gain/(loss) on available-for-sale investments
(2)
(1)
(8)
8)
(4)

426
(0)
(0)
(3)
(3)
(6) (15)
(4)

3
(0)
(8)
(0)

Net other comprehensive income not being reclassified to profit or loss in subsequent periods:

| Net actuarial gain/(loss) on defined benefit plans | - | - | $\mathbf{( 3 )}$ | $\mathbf{( 5 )}$ |
| :--- | :---: | :---: | :---: | :---: |
| Other comprehensive income | $\mathbf{( 9 )}$ | $\mathbf{2}$ | $\mathbf{( 2 2 )}$ | $\mathbf{( 1 0 )}$ |
| Total comprehensive income |  |  |  |  |
|  | $\mathbf{( 2 2 )}$ | $\mathbf{( 1 )}$ | $\mathbf{( 5 0 )}$ | $\mathbf{( 2 3 )}$ |

Net result allocated to:
Non-controlling interests
Owner of parent
(1

Total comprehensive income allocated to:
Non-controlling interests
Owner of parent
(22) (1)
(0)

| 0 | 0 | 0 | 0 |
| :---: | :---: | :---: | :---: |
| $(28)$ | $(15)$ | $(32)$ | $(111)$ |
|  |  |  |  |
| $(0)$ | - | 0 | 0 |
| $(50)$ | $(23)$ | $(41)$ | $(97)$ |
| $0.35)$ | $(0.19)$ | $(0.41)$ | $(1.37)$ |


| STATEMENT OF FINANCIAL POSITION | 1Q13 | 2Q13 | 2Q12 ${ }^{3}$ | FY2012 ${ }^{\text {3) }}$ |
| :---: | :---: | :---: | :---: | :---: |
| (USD mill) |  |  |  |  |
| Intangible assets | 107 | 107 | 113 | 110 |
| Ships | 1198 | 1272 | 1143 | 1190 |
| Newbuilding contracts | 88 | 40 | 103 | 103 |
| Tank terminals | 441 | 454 | 597 | 448 |
| Other non-current assets | 76 | 75 | 73 | 70 |
| Investments in associates and joint ventures | 22 | 22 | 22 | 23 |
| Non-current receivables | 65 | 74 | 56 | 49 |
| Total non-current assets | 1996 | 2044 | 2107 | 1993 |
| Current receivables | 168 | 162 | 136 | 139 |
| Bunkers and other inventories | 19 | 25 | 26 | 37 |
| Derivative financial instruments | 6 | 1 | 9 | 7 |
| Available-for-sale investments | 15 | 9 | 21 | 17 |
| Cash and cash equivalents | 118 | 226 | 141 | 153 |
| Total current assets | 325 | 423 | 333 | 358 |
| Assets held for sale | 223 | 173 | - | 224 |
| Total assets | 2543 | 2641 | 2440 | 2569 |
| Paid in equity | 199 | 199 | 80 | 83 |
| Other equity | 626 | 633 | 852 | 825 |
| Non-controlling interests | 7 | - | 6 | 7 |
| Total equity | 832 | 832 | 938 | 914 |
| Non-current liabilities | 127 | 123 | 137 | 130 |
| Derivatives financial instruments | 15 | 15 | 23 | 16 |
| Non-current interest bearing debt | 1041 | 1095 | 1088 | 995 |
| Total non-current liabilities | 1183 | 1233 | 1248 | 1141 |
| Current portion of interest bearing debt | 243 | 244 | 120 | 226 |
| Derivative financial instruments | 20 | 13 | 29 | 24 |
| Current liabilities | 137 | 149 | 105 | 136 |
| Total current liabilities | 400 | 406 | 254 | 386 |
| Liabilities held for sale | 129 | 171 | - | 129 |
| Total equity and liabilities | 2543 | 2641 | 2440 | 2569 |


| STATEMENT OF CHANGES IN EQUITY (USD mill) | Paid in equity | Exchange rate differences | Cash flow hedge reserves | Available for sale reserve | Retained equity | Total other equity | $\begin{array}{r} \text { Non- } \\ \text { controlling } \\ \text { interests } \end{array}$ | Total equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Equity as at 1.1.2012 ${ }^{\text {3) }}$ | 80 | 13 | (23) | 1 | 901 | 892 | 6 | 979 |
| Comprehensive income | - | (2) | (2) | 1 | (37) | (41) | 0 | (41) |
| Equity as at 30.06.2012 | 80 | 11 | (25) | 1 | 864 | 852 | 6 | 938 |
| Equity as at 1.1.2013 | 83 | 24 | (12) | 0 | 812 | 824 | 6 | 914 |
| Comprehensive income | - | (0) | (6) | (0) | (15) | (22) | - | (22) |
| Other adjustments | - | - | - | - | (18) | (18) | - | (18) |
| Share repurchases | (3) | - | - | - | (39) | (39) | - | (42) |
| Disposal minority | - | - | - | - | 6 | 6 | (6) | - |
| Equity as at 30.06.2013 | 80 | 24 | (18) | 0 | 746 | 752 | - | 832 |

## PROFITABILITY

Earnings per share (USD) - basic/diluted
Return on total assets ${ }^{1)}$
Return on equity ${ }^{1)}$
Return on capital employed ${ }^{1)}$

## FINANCIAL RATIOS

Average number of shares (mill.) ${ }^{2)}$
Basic/diluted equity per share (USD)
Share price per A-share (USD)
Debt repayment capability (Years)
Current ratio
Equity ratio
USD/NOK rate at period end

## CASH FLOW STATEMENT

(USD mill)

## CASH FLOW FROM OPERATING ACTIVITIES

Profit before income taxes
Taxes paid in the period
Depreciation and impairment
Capital (gain) loss on non-current assets
Inventory (increase) decrease
Trade debtors (increase) decrease
Trade creditors increase (decrease)
Difference in pension cost and pension premium paid Effect of exchange differences
Other current accruals
Net cash flow from operating activities

| 1Q13 | 2Q13 | 2Q12 ${ }^{\text {3 }}$ | YTD2013 | YTD2012 ${ }^{\text {3) }}$ | FY2012 ${ }^{\text {3) }}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (0.16) | (0.03) | (0.35) | (0.19) | (0.41) | (1.37) |
| 0.1\% | 2.3\% | (4.9\%) | 0.7\% | (0.6\%) | (2.3\%) |
| (5.5\%) | (2.1\%) | (11.4\%) | (3.7\%) | (6.7\%) | (11.3\%) |
| (0.9\%) | 1.2\% | (1.1\%) | 0.1\% | 0.4\% | (2.0\%) |
| 82.0 | 80.2 | 78.6 | 80.2 | 78.6 | 80.6 |
| 10.5 | 10.6 | 12.2 | 10.6 | 12.2 | 11.9 |
| 5.0 | 4.5 | 5.4 | 4.5 | 5.4 | 4.3 |
| 14.8 | 10.6 | 61.2 | 12.2 | 17.2 | 46 |
| 1.0 | 1.0 | 1.2 | 1.0 | 1.2 | 1.1 |
| 32.7\% | 31.5\% | 38.4\% | 31.5\% | 38.4\% | 35.6\% |
| 5.83 | 6.03 | 5.98 | 6.03 | 5.98 | 5.59 |
| $1 \mathrm{Q13}$ | 2Q13 | 2Q12 | YTD13 | YTD12 | FY2012 |
| (11) | (2) | (26) | (14) | (28) | (111) |
| (11) | (14) | (12) | (25) | (20) | 1 |
| 31 | 31 | 33 | 62 | 65 | 132 |
| 1 | (3) | (1) | (2) | (2) | 4 |
| 18 | (7) | 9 | 11 | 10 | (1) |
| (4) | (6) | 7 | (10) | 10 | 12 |
| 1 | 2 | (3) | 2 | (4) | (5) |
| (4) | (2) | 1 | (6) | 2 | 4 |
| (2) | 3 | 1 | 2 | 1 | 3 |
| (39) | 108 | 10 | 69 | (5) | (8) |
| (20) | 111 | 18 | 90 | 28 | 31 |
| 4 | 4 | 26 | 8 | 35 | 45 |
| (25) | (77) | (17) | (102) | (52) | (212) |
| 1 | (0) | (20) | 1 | (20) | (21) |
| - | 42 | - | 42 | - | - |
| 2 | 5 | 4 | 7 | 3 | 9 |
| (14) | (3) | 2 | (17) | 4 | 12 |
| (32) | (29) | (4) | (61) | (30) | (168) |

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|  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | :---: | :---: |
|  | 1Q13 | 2Q13 | 2Q12 | YTD2013 | YTD2012 | FY2012 |
| CASH FLOW FROM FINANCING ACTIVITIES |  |  |  |  |  |  |
| New interest bearing debt <br> Payment of interest bearing debt <br> Treasury shares transaction | 100 | 103 | 109 | 204 | 121 | 439 |
| Net cash flow from financing activities | $(41)$ | $(76)$ | $(126)$ | $(117)$ | $(157)$ | $(361)$ |
| Effect on cash balances from currency exchange rate | $(42)$ | - | - | $(42)$ | - | 33 |
| fluctuations | 18 | 27 | $(17)$ | 45 | $(37)$ | 111 |
| Net change in cash and cash equivalents |  |  |  |  |  |  |
| Opening cash and cash equivalents | $(1)$ | $(0)$ | $(1)$ | $(1)$ | $(1)$ | $(0)$ |
| Ending cash and cash equivalents | $(35)$ | 109 | $(4)$ | 73 | $(39)$ | $(27)$ |

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## Notes to the consolidated financial statements

## Note 1 - Accounting principles

Odfjell SE is ultimate parent company of the Odfjell Group. Odfjell SE is a public listed company traded on the Oslo Stock Exchange. The company's address is Conrad Mohrsv. 29, Bergen, Norway.

## Basis of preparation

The interim consolidated financial statements for Odfjell Group have been prepared in accordance with International Accounting Standard IAS 34 "Interim Financial Reporting". The interim financial statements are unaudited.

## Significant accounting principles

The accounting principles used in the preparation of these financial statements are consistent with those used in the annual financial statements for the year ended 31 December 2012. These consolidated condensed financial statements should be read in conjunction with the 2012 annual financial statements, which include a full description of the Group's accounting principles.

IASB has issued some standards or Interpretation, which are effective from 1 January 2014 or later:
IFRS 9 Financial Instruments
IFRS 10 Consolidated Financial Statements
IFRS 11 Joint Arrangement
IFRS 12 Disclosure of Involvements with Other Entities
IAS 27 Separate Financial Statement (revised)
IAS 28 Investments in Associates and Joint Ventures (revised)
It is expected that changes in IFRS 11 will have material effect in how Odfjell presents it joint arrangement. Net result will not be changed, while total assets will be reduced and equity ratio will increase. Odfjell has presented figures based on equity method in a separate note, see note 9. All other changes are expected to have no or only immaterial effect on the financial statement.

## Note 2 - Segment information

| (USD mill) | 1Q13 | 2Q13 | 2 Q 12 | YTD13 | YTD12 | FY2012 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Chemical Tankers | 253 | 255 | 269 | 508 | 563 | 1066 |
| LPG/Ethylene | 4 | 3 |  | 8 |  | 6 |
| Tank Terminals | 35 | 36 | 38 | 71 | 79 | 145 |
| Gross revenue from internal customers | (1) | (1) | (1) | (1) | (3) | (5) |
| Total gross revenue | 291 | 294 | 307 | 585 | 640 | 1212 |
| Chemical Tankers | 18 | 30 | 13 | 49 | 39 | 65 |
| LPG/Ethylene | (0) | (1) | - | (1) | - | 1 |
| Tank Terminals | 9 | 7 | 13 | 15 | 28 | 27 |
| Total operating result before depreciation, amortisation and capital gain (loss) on non-current assets (EBITDA) | 27 | 36 | 27 | 63 | 68 | 93 |
| Chemical Tankers | (4) | 6 | (10) | 2 | (7) | (35) |
| LPG/Ethylene | (1) | (2) | - | (2) | - | (0) |
| Tank Terminals | (1) | 3 | 5 | 3 | 12 | (8) |
| Total operating result (EBIT) | (6) | 8 | (5) | 2 | 6 | (43) |
| Chemical Tankers | (14) | (11) | (27) | (25) | (35) | (97) |
| LPG/Ethylene | (2) | (2) |  | (4) | - | (1) |
| Tank Terminals | 3 | 10 | (1) | 13 | 3 | (13) |
| Total net result | (13) | (2) | (28) | (15) | (32) | (111) |
| Chemical Tankers | 1630 | 1661 | 1623 | 1661 | 1623 | 1634 |
| LPG/Ethylene | 59 | 57 | - | 57 | - | 102 |
| Tank Terminals | 632 | 750 | 820 | 750 | 820 | 609 |
| Assets held for sale | 223 | 173 | - | 173 | - | 224 |
| Total assets | 2543 | 2641 | 2443 | 2641 | 2443 | 2569 |

Note 3 - Net interest bearing liabilities

| (USD mill) |  |  |  |
| :--- | ---: | ---: | ---: |
| Loans from financial institutions - floating interest rate | $\mathbf{2 Q 1 3}$ | $\mathbf{2 Q 1 2}$ | FY2012 |
| Financial leases | 719 | 708 | 602 |
| Bonds | 174 | 201 | 191 |
| Current portion interest bearing debt (incl. bonds) | 211 | 185 | 211 |
| Transaction costs | 244 | 120 | 226 |
| Subtotal interest bearing debt | $(9)$ | $(6)$ | $(9)$ |
| Held for sale | $\mathbf{1 3 4 0}$ | $\mathbf{1 2 0 8}$ | $\mathbf{1 2 2 1}$ |
| Total interest bearing debt | 78 | - | 105 |
| Cash and cash equivalent | $\mathbf{1 4 1 8}$ | $\mathbf{1 2 0 8}$ | $\mathbf{1 3 2 5}$ |
| Available for sale investments | $(226)$ | $(141)$ | $(153)$ |
| Interest bearing liabilities | $(9)$ | $(21)$ | $(17)$ |
| Held for sale | $\mathbf{1 2 0 3}$ | $\mathbf{1 0 4 6}$ | $\mathbf{1 1 5 6}$ |
| Net interest bearing liabilities | $(11)$ | - | $(17)$ |

Note 4 - Transactions with related parties
In the normal course of the conduct of its business, the Group enters into a number of transactions with related parties. Odfjell considers these arrangements to be on reasonable market terms.

## Note 5 - Non-current assets

| (USD mill) | 2Q13 | 2Q12 | FY2012 |
| :--- | :---: | ---: | ---: | ---: |
| Net carrying amount beginning (incl. held for sale) | 1999 | 1964 | 1964 |
| Investments in non-current assets | 102 | 52 | 213 |
| Sale of non-current assets | $(49)$ | $(33)$ | $(46)$ |
| Depreciation and impairment | $(60)$ | $(65)$ | $(127)$ |
| Exchange differences | 4 | $(2)$ | $(4)$ |
| Assets held for sale | $(154)$ | - | $(188)$ |
| Net carrying amount end | $\mathbf{1 8 4 2}$ | $\mathbf{1 9 1 6}$ | $\mathbf{1 8 1 1}$ |

## Note 6 - Intangible assets

| (USD mill) | 2Q13 | 2Q12 | FY2012 |
| :--- | :---: | ---: | ---: | ---: |
| Net carrying amount beginning (incl. held for sale) | 113 | 115 | 115 |
| Depreciation and impairment | $(2)$ | $(2)$ | $(4)$ |
| Exchange differences | $(1)$ | - | 2 |
| Assets held for sale | $(3)$ | - | $(3)$ |
| Net carrying amount end | $\mathbf{1 0 7}$ | $\mathbf{1 1 3}$ | $\mathbf{1 1 0}$ |

## Note 7 - Implementation of IAS 19 in 2012 figures

According to IAS 19 Employee Benefits, which came into effect per 1 January 2013, the corridor mechanism has been removed and unrecognised net actuarial gain and losses are recognised in other comprehensive income. Changes have been applied for retrospectively in accordance with IAS 8 Accounting Policies.

As a result of the changes the following adjustments have been made to the financial statements (USD 1000 ):
As of 1 January 2012:
Decrease in pension assets: USD 2800
Increase in pension liabilities: USD 20623
Decrease in opening other equity: USD 23423
As of 30 June 2012:
Decrease in pension assets: USD 2800
Increase in pension liabilities: USD 25729
Decrease in other equity: USD 28529
Net cost recognised in other comprehensive income: USD 5106
As of 31 December 2012:
Decrease in pension assets: USD 1637
Increase in pension liabilities: USD 31995
Decrease in other equity: USD 33632
Net cost recognised in other comprehensive income: USD 10210

## Note 8 - Held for sale

Odfjell announced 18 June that the transaction with Lindsay Goldberg to expand the joint venture with Lindsay Goldberg to include substantially all of the Odfjell's tank terminals business globally had been closed. As part of the transaction, Lindsay Goldberg will have a 49\% interest in Odfjell Terminals AS ("OTAS"), the holding company for Odfjell's tank terminals activities. In exchange for a $49 \%$ share in OTAS, Lindsay Goldberg made a cash investment in OTAS, by way of a capital increase of USD 219.2 million. OTAS will then be owned $51 \%$ by Odfjell and $49 \%$ by Lindsay Goldberg. Odfjell will realize a book gain of approximate USD 27 million related to the transaction, of which USD 5.4 mill (20\%) has been booked in June, and the remaining gain will be booked in August when the internal restructuring related to the transaction have been completed.

Assets and liabilities classified as held for sale (USD 1 000):

|  |  |  |  |
| :--- | ---: | ---: | ---: |
| Assets | $\mathbf{2 Q 1 3}$ | $\mathbf{1 Q 1 3}$ | FY 2012 |
| Intangible assets |  |  |  |
| Tank terminals | 2187 | 2785 | 2837 |
| Other non-current assets | 145488 | 181996 | 184356 |
| Non-current receivables | 6862 | 8558 | 8694 |
| Total non-current assets | 3085 | 3854 | 3746 |
| Current receivables | $\mathbf{1 5 7 6 2 3}$ | $\mathbf{1 9 7 1 9 3}$ | $\mathbf{1 9 9 6 3 2}$ |
| Bunkers and other inventories |  |  |  |
| Cash and cash equivalents | 4593 | 6480 | 6281 |
| Total current assets | 411 | 494 | 492 |
| Total assets held for sale | 10536 | 18344 | 17335 |
|  | $\mathbf{1 5 5 4 0}$ | $\mathbf{2 5 3 1 7}$ | $\mathbf{2 4 1 0 9}$ |
| Liabilities | $\mathbf{1 7 3 1 6 3}$ | $\mathbf{2 2 2 5 1 0}$ | $\mathbf{2 2 3} \mathbf{7 4 1}$ |
| Non-current liabilities |  |  |  |
| Derivatives financial instruments |  |  |  |
| Non-current interest bearing debt | 6183 | 7039 | 6887 |
| Total non-current liabilities | 2583 | 5060 | 4381 |
|  | $\mathbf{7 2 5 4 4}$ | 93219 | 94072 |
| Current portion of interest bearing debt | $\mathbf{8 1 3 1 0}$ | $\mathbf{1 0 5 3 1 8}$ | $\mathbf{1 0 5 3 4 0}$ |
| Current liabilities |  |  |  |
| Total current liabilities | 5882 | 9079 | 10543 |
| Total liabilities held for sale | 83432 | 14589 | 13018 |

## Note 9 - Figures presented based on equity method

Changes in IFRS 11 will have material effect in how Odfjell presents it joint arrangement. Odfjell has decided to wait until January $1^{\text {st }} 2014$ to implement equity method. Below is figures presented based on equity method.

| STATEMENT OF INCOME (EQUITY METHOD) | 2 Q13 | 1Q13 | FY2012 |
| :---: | :---: | :---: | :---: |
| (USD mill) |  |  |  |
| Gross revenue | 256 | 256 | 1066 |
| Net income from associates and joint ventures | (1) | (4) | (10) |
| Voyage expenses | (115) | (121) | (530) |
| Time-charter expenses | (39) | (43) | (173) |
| Operating expenses | (48) | (48) | (202) |
| Gross result | 53 | 40 | 150 |
| General and administrative expenses | (27) | (25) | (99) |
| Operating result before depreciation, amortisation and capital gain (loss) on non-current assets (EBITDA) | 26 | 14 | 50 |
| Depreciation | (23) | (22) | (98) |
| Capital gain (loss) on non-current assets | 3 | (1) | (6) |
| Operating result (EBIT) | 6 | (9) | (54) |
| Interest income | (0) | 0 | 2 |
| Interest expenses | (7) | (9) | (40) |
| Other financial items | 1 | 4 | (14) |
| Currency gains (losses) | (2) | 3 | (2) |
| Net financial items | (8) | (1) | (54) |
| Result before taxes | (2) | (10) | (108) |
| Taxes | (0) | (3) | (3) |
| Net result | (2) | (13) | (111) |


| STATEMENT OF FINANCIAL POSITION (EQUITY METHOD) | $\mathbf{2 Q 1 3}$ | $\mathbf{1 Q 1 3}$ | FY2012 |
| :--- | ---: | ---: | ---: |
| (USD mill) |  |  |  |
| Ships | 1267 | 1192 | 1185 |
| Newbuilding contracts | 40 | 88 | 103 |
| Tank terminals | - | - | - |
| Other non-current assets | 55 | 56 | 57 |
| Investments in associates and joint ventures | 337 | 314 | 332 |
| Loan to associates and joint ventures | 65 | 30 | 29 |
| Non-current receivables | 68 | 59 | 44 |
| Total non-current assets | $\mathbf{1 8 3 3}$ | $\mathbf{1 7 3 9}$ | $\mathbf{1 7 5 0}$ |
|  |  |  |  |
| Current receivables | 125 | 129 | 107 |
| Bunkers and other inventories | 25 | 17 | 36 |
| Derivative financial instruments | 1 | 6 | 7 |
| Available-for-sale investments | 9 | 14 | 17 |
| Cash and cash equivalents | 202 | 83 | 122 |
| Total current assets | $\mathbf{3 6 2}$ | $\mathbf{2 4 9}$ | $\mathbf{2 8 8}$ |
| Net assets held for sale | 3 | 94 | 95 |
| Total assets | $\mathbf{2 1 9 7}$ | $\mathbf{2 0 8 4}$ | $\mathbf{2 1 3 3}$ |
|  |  |  |  |
| Paid in equity | 199 | 199 | 80 |
| Other equity | 633 | 626 | 824 |
| Non-controlling interests | - | 7 | 7 |
| Total equity | $\mathbf{8 3 2}$ | $\mathbf{8 3 2}$ | $\mathbf{9 1 4}$ |
|  |  |  |  |
| Non-current liabilities | 48 | 43 | 49 |
| Derivatives financial instruments | 12 | 10 | 11 |
| Non-current interest bearing debt | 957 | 888 | 860 |
| Total non-current liabilities | $\mathbf{1 0 1 7}$ | $\mathbf{9 4 1}$ | $\mathbf{9 2 0}$ |
|  | 205 | 202 |  |
| Current portion of interest bearing debt | 13 | 20 | $\mathbf{1 8 3}$ |
| Derivative financial instruments | 130 | 90 | 92 |
| Current liabilities | $\mathbf{3 4 8}$ | $\mathbf{3 1 2}$ | $\mathbf{2 9 9}$ |
| Total current liabilities | $\mathbf{2 1 9 7}$ | $\mathbf{2 0 8 4}$ | $\mathbf{2 1 3 3}$ |

Under the equity method the Group's share of net result in associates and joint ventures for the year is included in net result. The Group's interests in joint ventures and associates are carried on the balance sheet at an amount that reflects its share of the net assets of the company. The carrying value of investment in a joint venture or associate will never be negative, unless the Group has incurred or guaranteed obligations in respect of the company. Goodwill is included in the carrying amount of the investment and is not amortized.

FINANCIAL RATIOS - EQUITY METHOD

| Equity ratio | 2Q13 | 1Q13 | FY2012 |
| :--- | ---: | ---: | ---: |
| E | $37.8 \%$ | $39.9 \%$ | $42.9 \%$ |

FLEEI \& IERVIINAL UVERVIEW as per 19 August 2013



## 3 <br> ODFJELL

## ODFJELL SE

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[^0]:    1) Return ratios are based on annualised results, except for non-recurring items that are included in the relevant period.
    2) On 1 October 2012 Odfjell SE entered into a Total Return Swap (TRS) agreement with DNB Markets. The TRS comprised 5,891,166 A-shares and 2,322,482 B-shares with pre agreed strike prices. The TRS was terminated 5 February 2013.
    3) $\quad$ See note 7 .
