

Stolt-Nielsen

INITIAL COMMENT

Key share data	
Sector	Industrials
Reuters	SNI.OL
Bloomberg	SNI NO
Market Cap (NOKm)	6,529
Net debt (NOKm)	20,031
EV (NOKm)	26,560
Net debt / equity	155%
Issued shares (mill.)	59

Last target price	160.0
Share price	133.0
Last recommendation	Buy

Figures & Ratios (USDm)	2020			2021E			2022E		
	2020	2021E	2022E	2020	2021E	2022E	2020	2021E	2022E
Revenues	1,989	2,094	2,297						
EBITDA	501	502	536						
EBITadj.	209	209	240						
Pre-tax profit	46	74	106						
Net profit	38	63	90						
EPS rep. (USD)	0.4	1.1	1.5						
EPS adj. (USD)	0.7	1.1	1.5						
DPS. (USD)	0.5	0.5	0.8						
Div. yield	4.1%	3.2%	4.8%						
NIBD	2,315	2,340	2,319						
EV/Sales	1.6	1.6	1.4						
EV/EBITDA	6.1	6.5	6.0						
EV/EBIT (adj)	14.6	15.6	13.5						
P/E (adj)	16.7	14.6	10.3						
P/B (excl. gw)	0.5	0.7	0.6						
ROE	3 %	5 %	6 %						
ROCE	5 %	5 %	6 %						

Positive bottom line in the seasonally worst quarter

Stolt-Nielsen's December-February figures were somewhat below our and consensus' estimates, but nothing dramatic happened during the seasonally worst quarter. Lower numbers reflect the severe winter weather in the northern hemisphere that had a negative impact for both the tankers and the terminals. Following no changes in optimistic medium to long-term outlook, revealed USD 1m cost related to Suez Canal and still ongoing preparations for the SSF and Stolt Tankers IPOs, we will make only limited changes to our estimates and our positive stance towards the share is likely to be reiterated.

Cold winter negatively impacting the figures

The first quarter is usually the weakest for Stolt-Nielsen and we expected the figures to be down QoQ, but the reported numbers were lower than both we and consensus predicted. This was explained by the severe winter weather in the northern hemisphere, which caused delays and impacted scheduling. Such winter storms in Texas were last seen in 19th century and the terminal in Houston had to be precautionary temporary shut down, which resulted in reduced volumes. Although Tank Containers saw an increased activity in levels, the financial results were impacted by higher ocean freight and other move-related expenses. Sea Farm continued to drive improvements in volume sold.

1Q/21 results	1Q/20	4Q/20	1Q/21	1Q/21e	Deviation	1Q/21e
USDm			Reported	Norne		Consensus*
Revenues incl. JV	503.9	489.5	489.2	493.0	-1%	488.0
Adj. EBITDA	100.1	130.1	107.7	115.2	-7%	119.0
EBIT	16.6	49.1	36.0	43.1	-16%	47.4
EBIT adj.	27.8	58.4	35.6	43.1	-17%	47.4
Pretax profit	-19.1	16.5	4.7	9.2	-49%	16.2
Net earnings	-20.2	13.4	2.5	7.8	-68%	13.8
EPS rep. (USD)	-0.34	0.23	0.04	0.13	-68%	0.26
EPS adj. (USD)	-0.11	0.19	0.06	0.13	-53%	0.26

*Infront Data

Optimistic medium to long-term outlook remains

Vaccination procedures around the world and related struggles bring little clearance, still the situation is improving, while the demand is supported by economic stimulus in the U.S. and EU and the economic growth recovery in China. With low chemical tanker orderbook it is still expected to be a matter of time before the chemical shipping market begins to firm. Stolt Nielsen's CEO commented to be looking forward to a recovery beginning in earnest during 2H21. Notably, it was also communicated that the disruption of operations related to Suez Canal should cost the company less than USD 1.0m in delays, which will be reflected in the second quarter. Also, preparations for a potential IPO of Stolt Sea Farm and Stolt Tankers were said to continue during the quarter.

Following the weaker than predicted figures we will adjust our model accordingly, but the positive outlook signals little changes to our estimates, thus, Buy recommendation for the stock is likely to stay.

Analyst

Mindaugas Čekanavičius

+47 55 55 91 35

mindaugas.cekanavicius@norne.no

DISCLOSURES AND DISCLAIMER

STANDARDS AND SUPERVISORY AUTHORITY

This report has been prepared by Norne Securities AS, which is supervised by The Financial Supervisory Authority of Norway (Finanstilsynet). Industry standards issued by The Norwegian Securities Dealers Association (Verdipapirforetakenes Forbund) (www.vpff.no) have been used in preparing this report.

DISCLAIMER

This report is provided for information purposes only. It should not be used or considered as an offer to sell or a solicitation of an offer to buy any securities. This report is prepared for general circulation and general information only. It does not take into account the specific investment objectives, investment knowledge and experience and financial situation of any recipient. Investors seeking to buy or sell any securities discussed or recommended in this report, should seek independent financial advice relating thereto and make his/her own appraisal of the tax or other financial merits of the investment. Any opinions expressed are subject to change without prior notice. This report is based on information from various sources believed to be reliable. Although all reasonable care has been taken to ensure that the information herein is not misleading, Norne Securities AS makes no guarantee, representation or warranty, expressed or implied as to its accuracy, adequacy or completeness. Neither Norne Securities AS, its employees, nor any other person connected with it, accepts any liability whatsoever for any direct, indirect or incidental, special or consequential loss of any kind arising out of the use or reliance on the information in this report.

This report is intended for use only by those persons to whom it is made available by Norne Securities AS. This report may not be distributed, quoted from or reproduced, in full or in part, in any manner without written approval by Norne Securities AS.

RECOMMENDATION STRUCTURE

Norne Securities' general recommendations – Buy, Hold and Sell – are based on the expected absolute return on the financial instrument within the next 12 months, which equals to an upside to the target price, in combination with a risk profile. The target price represents the price level which the analyst expects the financial instrument to trade at within the coming 12 months. The table below shows the ranges of returns under different risk levels, based on which the recommendation is being determined:

Risk	Total return next 12 months (upside to target price)		
	Buy	Hold	Sell
Low	> 10%	2% - 10%	< 2%
Medium	> 15%	3% - 15%	< 3%
High	> 25%	5% - 25%	< 5%

Our risk assessments range from “high risk” to “medium risk” and “low risk” and are based on a subjective assessment of the following factors: 1) volatility in the share price, 2) liquidity in the share, 3) strength of the balance sheet, 4) absolute earnings level and trend and 5) estimate risk.

Share prices used in the report are as of market close on the last trading day if the report is being published before the stock market opening, or market price within 15 min. before the publication if the report is published during the trading hours of the Oslo Stock Exchange.

TARGET PRICE AND UPDATES

Target prices may be based on one or several valuation methods, for instance, the discounted cash flow (DCF) analysis or applying “fair” pricing multiple(s) based on historical valuation or peer pricing level. Target price may not necessarily equal to the “fair value” of the financial instrument – certain discount or premium is possible due to various reasons, depending on the analyst’s view of what the price may be within the 12 months period. Norne Securities AS plans to update the recommendation based on the following events: the target price is achieved; new accounting figures are released; any significant news on the company or its industry is announced.

DISCLOSURE OF INTERESTS

Norne Securities AS may at any time perform investment banking or other services or solicit investment banking or other mandates from the company or companies covered in this report. Norne Securities AS may hold positions in securities covered in this report due to its own-account trading that is part of its investment services operations, such as market making. Norne Securities AS has appointed and may at any time appoint tied agents to provide investment services on behalf of Norne Securities AS. Tied agents are listed in the public registry of the Norwegian Financial Supervisory Authority, and an updated overview of appointed tied agents of Norne Securities AS can be found on <https://www.norne.no/compliance/>.

PREVENTING CONFLICTS OF INTEREST

Norne Securities AS has arrangements in place with the aim of preventing conflicts of interest. As part of these arrangements, Norne Securities AS has established information barriers between different parts of the company to restrict and control the exchange of sensitive information. No direct link exists between remuneration of the Norne Securities AS analysts and investment banking services provided by Norne Securities AS, but analysts may receive a bonus under the firm’s general bonus scheme. Under our internal regulations, which have been prepared in accordance with applicable legislation and relevant industry standards, our analysts are not permitted to purchase new securities in the companies they cover.

POTENTIAL CONFLICTS OF INTEREST

This report has not been presented to the issuer before dissemination for a check of factual information.

Share holdings of Norne employees in Stolt-Nielsen:

Responsible analyst(s)	0
All Norne analysts	0
Other Norne employees	0
Norne Securities AS	0

The overview of share holdings is updated continuously. A list of total share holdings of the Norne Securities' employees and the date of last overview can be found on <https://www.norne.no/compliance/>. Shareholdings that Norne Securities AS owns as a result of own-account trading that is part of its investment services operations (such as market making) are not included in the table above.

Distribution of Norne Securities' recommendations during three months up till March 31, 2021:

	Buy	Hold	Sell
Total	60	37	3
% of total	60%	37%	3%
Corporate clients*	26	11	1
% of corporate clients*	68%	29%	3%

* Includes publicly disclosed not immaterial investment banking services or issues of financial instruments where Norne Securities AS has been lead manager or co-lead manager, and market making clients during the 12 months prior to the overview date.

CAUTIONARY NOTE REGARDING RISK

An investment in the company involves risk, and several factors could cause the actual results, performance or achievements of the company to be materially different from future results, performance or achievements that may be expressed or implied by statements and information in this presentation. Including, among others, risk or uncertainties associated with the company's business segments, development, growth management, financing, market acceptance and relations with customer, and more generally, general economic and business conditions, changes in domestic and foreign laws and regulations, taxes, changes in competition and pricing environment, fluctuations in currency exchange rates and interest rates and other factors. Should one or more of these risks or uncertainties materialise, or should underlying assumptions prove incorrect, actual results may vary materially from those described in this document. Past performance is not a guide to future performance. Investing in securities may result in a loss of all or part of the investment.

DISTRIBUTION RESTRICTIONS

This report is not intended for and must not be distributed to private customers in the UK or US. Norne Securities AS and its employees are not subject to the Rules of the Financial Industry Regulatory Authority (FINRA) governing research analyst conflicts. The research reports are intended for distribution in the United States solely to "major U.S. institutional investors" as defined in Rule 15a-6 under the United States Securities Exchange Act of 1934, as amended and may not be furnished to any other person in the United States. Each major U.S. institutional investor that receives a copy of a Norne Securities AS research report by its acceptance thereof represents and agrees that it shall not distribute or provide copies to any other person. Reports are prepared by Norne Securities AS and distributed to major U.S. institutional investors under Rule 15a-6(a)(2).

COPYRIGHT

This report may not be duplicated, photocopied or otherwise reproduced, in full or in part, under applicable copyright laws.

THIS REPORT IS SUBJECT TO NORWEGIAN LAW, AND ANY DISPUTE ARISING IN RESPECT OF THIS REPORT IS SUBJECT TO THE EXCLUSIVE JURISDICTION OF NORWEGIAN COURTS.