



**CHEMTRADE**



**2019** AGM

Responsible Care<sup>®</sup>  
FOR ENVIRONMENTAL & COMMUNITY CARE

## **CHEMTRADE LOGISTICS**

2019 ANNUAL MEETING



**CHEMTRADE**

# Mark Davis

PRESIDENT & CEO



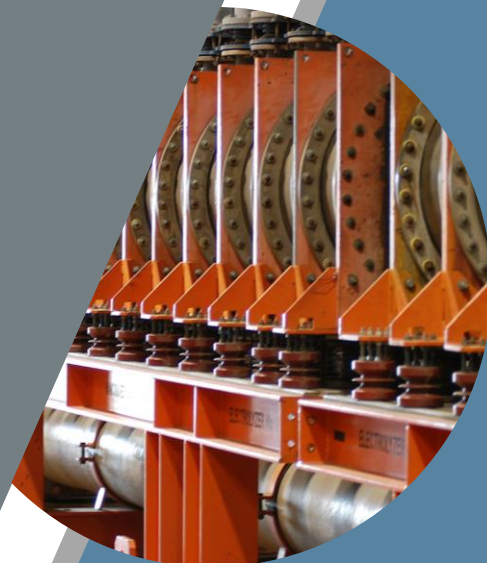
## **Mark Davis**

Good morning, ladies and gentlemen.  
I'm pleased that you can join us today.

## Caution Regarding Forward-Looking Statements

Certain statements contained in this presentation constitute forward-looking statements within the meaning of certain securities laws, including the Securities Act (Ontario). Forward-looking statements can be generally identified by the use of words such as “anticipate”, “continue”, “estimate”, “expect”, “expected”, “intend”, “may”, “will”, “project”, “plan”, “should”, “believe” and similar expressions. Forward-looking statements in this presentation describe the expectations of Chemtrade Logistics Income Fund (“Chemtrade”) and its subsidiaries as of the date hereof. These statements involve known and unknown risks, uncertainties and other factors that may cause actual results or events to differ materially from those anticipated in such forward-looking statements for a variety of reasons, including without limitation the risks and uncertainties detailed under the “RISK FACTORS” section of Chemtrade’s latest Annual Information Form and the “RISKS AND UNCERTAINTIES” section of Chemtrade’s most recent Management’s Discussion & Analysis. Although Chemtrade believes the expectations reflected in these forward-looking statements and the assumptions upon which they are based are reasonable, no assurance can be given that actual results will be consistent with such forward-looking statements, and they should not be unduly relied upon. Except as required by law, Chemtrade does not undertake to update or revise any forward-looking statements, whether as a result of new information, future events or for any other reason. The forward-looking statements contained herein are expressly qualified in their entirety by this cautionary statement. Further information can be found in the disclosure documents filed by Chemtrade with the securities regulatory authorities, available on [www.sedar.com](http://www.sedar.com).

One of the non-IFRS measures referred to in this presentation is Adjusted EBITDA, which is EBITDA modified to exclude only non-cash items such as unrealized foreign exchange gains and losses. For simplicity, the presentation will just refer to it as EBITDA as opposed to Adjusted EBITDA. Both these terms are fully defined in our MD&A.



*[Refer to disclaimer slide]*

## Agenda



Operational Excellence Initiatives



Financial Review



Guidance

Responsible Care  
FOR THE PETROBRAS GROUP



At this year's AGM we want to cover a few topics. Rohit, as usual, will cover last year's financial results and comment briefly on our start to 2019.

We also want to discuss some of the complexities inherent in our business and the need for operational excellence and better visibility for our stakeholders.

# Core Strategies

Managing our increased complexity

Operational Excellence



Financial Prudence



Business Model



Growth



Responsible Care  
A World of Possibilities



Size, scale and diversity of earnings has always been one of our strategic goals and has, historically, provided benefits for all. We knew that as we grow and become a more complex operation that executing on another of our strategic goals...

# Core Strategies

Managing our increased complexity

Operational Excellence



Financial Prudence



Business Model



Growth



Responsible Care  
FOR THE ENVIRONMENT



...operational excellence is the key to increased size delivering the desired benefits.

So, today, I want to comment on specific initiatives related to operational excellence and improving results.

# Increased Guidance and Transparency

Helping stakeholders understand the key drivers, risks and opportunities of our business



Secondly, our growth and increased complexity made it more difficult for our stakeholders to understand the key drivers of our business, as well as the risks and opportunities. Accordingly, with the release of our Q1 earnings yesterday, we started issuing guidance on specific material drivers of business results. This should provide analysts and investors with increased transparency of the factors that influence our results.

# Agenda



Operational Excellence Initiatives



Financial Review



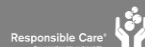
Guidance

So, given that outline, I will first address key operational initiatives. I will conclude with some further guidance and clarity about our key drivers.



# Operational Excellence

Addressing Our Operational Issues



Turning now to 2018 and operational excellence. Last year we reported on several issues that prevented us from realizing the full potential of our business portfolio. No one is more disappointed with our 2018 financial results than I am; I know that our Board and members of our senior leadership team share this disappointment and frustration. While those listening to our quarterly calls may have felt that the issues were numerous, they really fell under four general themes, each of which we are addressing, namely:

# Operational Excellence

## Addressing Our Operational Issues

- 1 Rail and supply chain
- 2 Human capital management
- 3 Production shortfalls
- 4 Long-term plant reliability & sustainability



Turning now to 2018 and operational excellence. Last year we reported on several issues that prevented us from realizing the full potential of our business portfolio. No one is more disappointed with our 2018 financial results than I am; I know that our Board and members of our senior leadership team share this disappointment and frustration. While those listening to our quarterly calls may have felt that the issues were numerous, they really fell under four general themes, each of which we are addressing, namely:

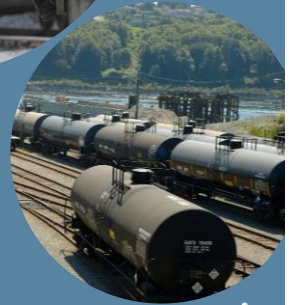
1. Rail and supply chain issues;
2. Human capital management;
3. Production shortfalls at certain facilities; and
4. Long-term plant reliability and sustainability.

I will comment briefly on each of them.

# Operational Excellence

## 1. Rail Service / Rail Cars / Supply Chain Issues

- Service levels by the rail carriers
- The number of rail cars in our fleet
- Visibility, or linkage of these issues throughout our supply chain



**1. Rail service / rail cars / supply chain** - the issues we encountered in 2018 revolved around three things:

- a) service levels by the rail carriers;
- b) the number of rail cars in our fleet; and
- c) visibility, or linkage of these issues throughout our supply chain.

# Operational Excellence

## 1. Rail Service / Rail Cars / Supply Chain Issues

- Profitability for some products was affected by lower production rates in response to reduced rail service and fewer rail cars
- Reduced supply for other products resulted in excess rail car costs



From a service and rail car perspective, this issue has two completely different aspects. For some of our products, rail service and a lack of timely rail cars inhibited our ability to drive profits by restricting our production rates. Whatever the reason, whether it be due to weather, congestion at railyards or other rail customers being prioritized, the impact on Chemtrade is the same: if we do not have rail cars on site to load and ship, we must reduce production. So for these products, any reason that affects our ability to continuously load and ship rail cars reduces production and thus profitability.

Other products suffered from bearing the costs of excess and unnecessary rail cars due to reduced product supply. We are actively dealing with both sides of these issues.

# Operational Excellence

## 1. Rail Service / Rail Cars / Supply Chain Issues

- Increasing our rail car fleet for certain products helps offset longer transit times, ensuring our ability to produce
- Continued reduction in leased rail fleet, where appropriate, allows additional savings



We have increased our rail car fleet for those products where extra rail cars can help offset longer transit times. This offset only solves part of the problem because we still rely on the carrier's actual movements of rail cars to and from the plant sites.

At the same time, we continue to reduce our rail fleet where appropriate in other parts of our business with reduced volume. Because our rail car fleet is leased, we can shed cars every year, but the benefit of the reduction is not apparent until the following year due to costs incurred to clean and repair the cars at the end of the lease. We reduced rail cars for certain products by over 150 cars in 2018 and have another reduction of over 250 planned for 2019.

# Operational Excellence

## 1. Rail Service / Rail Cars / Supply Chain Issues

We are actively working with our rail carriers to drive improved performance



While we can't control actual rail movements, we continue to work at all levels with our rail carriers. We want to help our carriers drive improvements in their performance. This means we need to ensure that we are providing them with the right information at the right time. But we must also ensure that they hear us. It will take both of us to improve service levels and we are working with them to achieve this result.

# Operational Excellence

## 1. Rail Service / Rail Cars / Supply Chain Issues

Enhanced processes, stronger relationships, and better understanding and communication of customers' and suppliers' needs will allow us to reduce the negative impact of issues we can control



Finally, we have enhanced the processes within our supply chain. These enhancements, together with stronger relationships and better understanding and communication of our customers' and suppliers' needs and issues, will reduce unforced errors. Process improvements, right-sizing our rail stock and increased knowledge will not eliminate all issues in our supply chain, but it allows us to reduce the negative impact of issues that we can control.



# Operational Excellence

## 2. Human Capital Management

- Minimal unemployment has amplified recruitment and retention issues
- We have moved aggressively to implement systemic changes to our recruitment, on-boarding and retention processes, resulting in decreased time to fill jobs and turnover rate



**2. Human capital management.** There was a variety of issues in 2018 related to human resources.

The key issues were recruitment and retention related. The entire chemical industry faces a demographic issue, and both recruitment and retention problems are amplified during times of minimal unemployment. We are also seeing this issue reflected in the trucking industry which we also rely on to move our products.

The reality is that nothing gets produced, sold or moved without people. We moved aggressively to implement systemic changes to deal with retention and recruitment. We have improved our recruitment processes, and equally important, our on-boarding and retention processes. Throughout 2018, our time to fill jobs decreased. Similarly, our turnover rate has also decreased.



# Operational Excellence

## 2. Human Capital Management

- The key to retention and recruitment is empowered, engaged, and committed employees
- We are expanding our leadership complement/ leadership development



Additionally, we spent more time and resources developing and providing timely feedback to our employees. This is a key ongoing initiative. The key to retention and recruitment is an engaged workforce. We have targeted continuous improvement in all these areas to reach our goal of all Chemtrade employees being empowered, fully engaged and totally committed to Chemtrade's improvement and success.

Effective senior leadership is also a key foundation for success. We have engaged extra resources to help us expand our leadership complement and accelerate leadership development.

# Operational Excellence

## 3. Production Rates

- Most production sites run at high utilization rates
- Production at our North Vancouver chlor-alkali facility is back on track



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The commitment to sustainable life

**3. Production rates** - While most of our production sites run at high utilization rates, we can improve in certain specific areas. We have reported previously how both rail service and a prolonged maintenance shutdown affected production in 2018 at our chlor-alkali facility in North Vancouver. This should not be repeated in 2019. In addition, there were several other instances in 2018 where we would have benefitted from increased production of other products.

# Operational Excellence

## 3. Production Rates

### Polyaluminum Chloride (PACl) and Aluminum Chlorohydrate (ACH)

- Continued improvement in production rates in 2018
- Production rates expected to continue to rise with growing demand



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During 2018 we continued to improve the production rates of our new polyaluminum chloride, or PACl, and aluminum chlorohydrate, or ACH production sites. We have made further improvements and expect to see our production rates continue to increase as we match production to growing demand.

# Operational Excellence

## 3. Production Rates

### Ultra Pure acid

- Able to sell as much as we can produce
- Ongoing improvements in both production and quality



Further, as we've mentioned before, we can sell all the Ultra Pure acid we can produce. Every year we seek to improve not just our production but also the quality of this product in order to meet industry requirements. This key initiative is ongoing and we see continued incremental improvement in both volume and quality.

# Operational Excellence

## 3. Production Rates

### Specialty Chemicals

- Production at new vaccine adjuvants plant will begin mid-2019
- We expect to see volume growth as we qualify our new product with new customers



Finally, in mid-2019 we will start production at our new vaccine adjuvants plant. Although this is a relatively small product for us we expect to see growing volume as we qualify our new product with new customers.

# Operational Excellence

## 4. Long-term Plant Reliability & Sustainability

- Robust multi-year plans required to ensure capital is spent efficiently, timing of expenditures is optimal

Annual capital spend: \$80-\$90 million

- Certain key plants will see more than their proportionate share of capital
- Multi-year projects are in the planning stage, or underway, for several key facilities



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## 4. Finally, long term plant reliability.

While all of our plants receive on-going sustenance capital, certain sites require more robust multi-year plans to ensure that the capital is spent efficiently and that the timing of the expenditure is optimal. Our annual capital spend will be about \$90 million, but depending on the year, certain key plants will see more than their proportionate share of capital. We now have multi-year projects in the planning stages or underway for several key facilities.

# Operational Excellence

## 4. Long-term Plant Reliability & Sustainability

### Brandon, Manitoba (sodium chlorate plant)

- Increased expenditures will ensure Brandon remains the lowest-cost reliable supplier in the industry

### Richmond, California (regen facility)

- Multi-year plan to improve reliability

Expenditures will result in more reliable operations, stable earnings



We initiated one of these plans in 2017 for our Brandon, Manitoba sodium chlorate plant. These expenditures, which will increase in 2019, will ensure that our Brandon facility remains the lowest-cost reliable supplier in the industry.

We will also be commencing a multi-year plan to improve the reliability of operations at our Richmond, California regen facility. More reliable facilities will mean that we can avoid the increased costs of having to process elsewhere due to production issues and thus these expenditures will generate more stable earnings.

# Operational Excellence


- 1 Rail and supply chain
- 2 Human capital management
- 3 Production shortfalls
- 4 Long-term plant reliability & sustainability

Significant progress made on issues that prevented us from realizing the full potential of our business portfolio in 2018



The challenges in 2018 in these four areas - rail/supply chain, human capital management, production rates and long-term plant reliability -- prevented us from realizing the full potential of our business portfolio. We made significant progress on all the issues within our control in 2018, and that work is continuing in 2019.





Focus on Operational Excellence  
and delivering the results our  
stakeholders expect.



While the size and scale of our business provides many benefits, our focus has to remain on operational excellence and our actions must deliver the results all of our stakeholders expect.

# Financial Results



Rohit will now provide a high-level review of 2018 results and a few comments on our Q1 results which we released yesterday.



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# Rohit Bhardwaj

VP FINANCE AND CFO

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The commitment to the world's best

Rohit.....

## **Rohit Bhardwaj**

Thank you, Mark and good morning everyone.

One of the non-IFRS measures referred to in this presentation is Adjusted EBITDA, which is EBITDA modified to exclude only non-cash items such as unrealized foreign exchange gains and losses. For simplicity, I will just refer to it as EBITDA as opposed to Adjusted EBITDA. Both these terms are fully defined in our MD&A.



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## 2018 Financial Results

Not reflective of the full  
potential of the business

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THE CHEMICAL INDUSTRY'S COMMITMENT TO SAFETY



As Mark indicated, our 2018 results were below expectations and did not reflect the full potential of the business. In addition to the operating issues he mentioned, there was one other major non-operating item that affected our results.

# 2018 Financial Results

## Impacting Factors

- Significant legal and settlement costs regarding anti-trust civil lawsuits against General Chemical prior to Chemtrade's acquisition
- 2018 Litigation reserve of \$100.0 million significantly impacted EBITDA and distributable cash in that year

### Exclusions from 2018 operating results for EBITDA and Distributable cash:

- \$100.0 million litigation reserve
- \$7.4 million refinancing costs



The largest impact on our financial results in 2018 was a non-operational issue related to civil lawsuits that arose out of alleged anti-competitive conduct of General Chemical entities prior to it being acquired by Chemtrade in 2014. In the second and third quarters, as the legal and settlement costs became clearer, / we established a litigation reserve of \$100.0 million. Although we had negotiated an indemnity from the Seller as part of our acquisition, our legal and settlement costs are substantially higher than we had expected and more than that indemnity.

The litigation reserve had a significant impact on EBITDA and distributable cash in 2018. To better understand our operating results, I will exclude the litigation reserve. I will also exclude the \$7.4 million refinancing costs incurred to repay certain Canexus Senior Notes and another small project financing loan that we inherited as part of another acquisition.

# 2018 Financial Results

Distributable Cash (Y/E December 31, C\$M)



2017	\$120.8	\$1.37/unit
2018	\$149.0	\$1.61/unit

\*Excludes litigation reserve and loan repayment costs



For the full year 2018, Distributable cash from continuing operations after maintenance capital expenditures was \$149.0 million, or \$1.61 per unit, compared with \$120.8 million, or \$1.37 per unit in 2017. This was comfortably ahead of our distribution rate of \$1.20 per unit. The per unit amounts are based on a weighted average number of units outstanding of 92.6 million units in 2018, versus 88.2 million units outstanding in 2017.



## 2018 Financial Results

Consolidated Revenue (Y/E December 31, C\$M)

2017 \$1,469.1

2018 \$1,595.7

Increase due primarily to full year contributions from Canexus businesses



Consolidated revenue from continuing operations for 2018 was \$1.6 billion, which was \$126.6 million higher than 2017. The increase was due primarily to the full year contributions from the Canexus businesses compared with about ten months in 2017.



# 2018 Financial Results

Aggregate EBITDA (Y/E December 31, C\$M)

2017 \$301.7

2018 \$296.2

\*Excludes litigation reserve, onerous lease accruals, and Canexus acquisition costs



Aggregate EBITDA from continuing operations for 2018 was \$296.2 million compared with \$301.7 million in the previous year, before severances, accruals for an onerous lease and Canexus acquisition costs incurred that year.



# 2018 Financial Results

Maintenance CAPEX (Y/E December 31, C\$M)

2018

\$77.7

2019F

\$80-\$90



Maintenance capital expenditures in 2018 amounted \$77.7 million, which was in the range of our estimate. We expect maintenance capex in 2019 to be between \$80 million and \$90 million.

## Balance Sheet (as of March 31, 2019, C\$M)

Equity (92.6M Units) ..... C \$0.8B

### Senior Secured Credit

(December 2023 maturity)

5 Year Term Loan (fully drawn) ..... US \$325M

### Revolving Credit Facility

Total ..... US \$525M

Available ..... ~ US \$193M

Accordion (undrawn) ..... ~ US \$400M

### Convertible Unsecured

#### Subordinated Debentures

Three series (Jun. 2021, Aug. 2023, May 2024) ..... C \$472M

### Canexus Debt:

One convertible debenture ..... C \$75M  
(Dec. 2021)

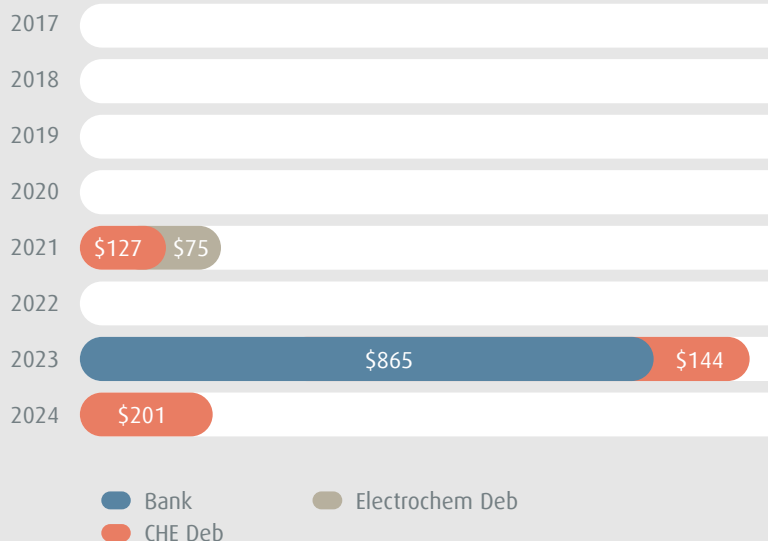


We maintain ample liquidity with our bank covenants well below required levels.

At March 31, 2019 our senior credit facilities were comprised of the US\$325.0 million five-year term loan and a US\$525.0 million revolving credit facility. We have approximately US\$193 million undrawn on this facility, leaving us plenty of liquidity.

During the fourth quarter of 2018 we amended the credit agreement to add approximately one more year of term. The credit facility now matures in December 2023. We also announced the redemption of Series V of the Electrochem debentures and concluded that in January 2019.

## Debt Maturity (C\$M)



Turning to our debt maturity profile, our debt maturities are staggered and mature between 2021 and 2024. Clearly, the most significant piece is our bank debt, which matures in 2023. As a reminder, this can be repaid at any time with no penalties and as I mentioned, in the fourth quarter last year we extended the maturity of this debt to December 2023.



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## Q1 2019 Results

2019 results include the benefit of adopting IFRS 16 on leases, as lease expenses have been excluded from EBITDA



Yesterday we announced our results for the first quarter of 2019. The news release and conference call with analysts that was held this morning can be found on our website, but I will now provide a brief summary of the business results.

Keep in mind that 2019 results include the benefit of adopting IFRS 16 on Leases as lease expenses have been excluded from EBITDA whereas 2018 EBITDA includes lease expenses.



## Q1 EBITDA (as of March 31<sup>st</sup>, 2019, C\$M)

### Sulphur Products and Performance Chemicals (SPPC)

Q1 2018

\$21.3

Q1 2019

\$37.5

- Includes positive impact of IFRS 16 of \$5.2 million
- Adjusted customer base and cost structure to account for substantially reduced volume from our largest merchant acid supplier
- Higher selling prices for merchant acid offset lower volumes and higher freight costs



We had strong operating results in Sulphur Products and Performance Chemicals (SPPC). SPPC generated EBITDA for the quarter of \$37.5 million, which was \$16.3 million higher than 2018, including the positive impact of IFRS 16 of \$5.2 million.

As you heard on previous earnings calls, there were significant structural changes in the merchant acid market last year because of process changes at our largest merchant acid supplier that substantially reduced the volume we received from them. We did a lot of work last year adjusting our customer base and cost structure to account for this.

In the first quarter, we also benefitted from higher selling prices for merchant acid that more than offset lower volumes and higher freight costs.

## Q1 EBITDA (as of March 31<sup>st</sup>, 2019, C\$M)

### Water Solutions and Specialty Chemicals (WSSC)

Q1 2018 \$18.8

Q1 2019 \$18.1

- Includes positive impact of IFRS 16 of \$1.5 million
- **Alum products:** Higher selling prices and renewed contracts offset higher raw material costs
- **Potassium chloride:** Pursuing additional markets to offset expected continuing lower sales volumes of KCL
- Overall, pricing remains firm & overall demand is strong



During the first quarter of 2019, the Water Solutions and Specialty Chemicals (WSSC) segment generated EBITDA of \$18.1 million, including the positive IFRS 16 impact of \$1.5 million, compared with \$18.8 million generated in 2018.

Within this segment, our alum products began to register the positive effect of increasing selling prices and renewed contracts catching up with higher raw material costs. As we have noted before, because contracts typically are annual, there's sometimes a lag until we can recover higher input costs.

This was partially offset by lower sales volume of potassium chloride, or KCl, as a key customer is buying at reduced rates while they normalize their inventory levels. As we had mentioned on our last earnings call, we believe that the customer will buy at reduced rates through 2019. We continue to pursue additional markets, but it's a longer sales cycle due to the need to qualify our product.

Other than this one customer, in general terms pricing remains firm and overall demand for the product is strong.

## Q1 EBITDA (as of March 31<sup>st</sup>, 2019, C\$M)

### Electrochemicals (EC)

Q1 2018 \$49.2

Q1 2019 \$48.1

- Includes positive impact of IFRS 16 of \$7.5 million
- Results negatively affected by recent lower pricing for caustic soda
- Prices expected to increase as the year progresses and to continue to increase through 2023



Our Electro-chemicals (EC) segment generated EBITDA of \$48.1 million, including \$7.5 million positive impact of IFRS 16, which was \$1.1 million lower than the first quarter of 2018.

As anticipated, results were negatively affected by the recent lower pricing for caustic soda. As forecast on our year-end earnings call, the revenue impact in the first quarter was about \$11 million.

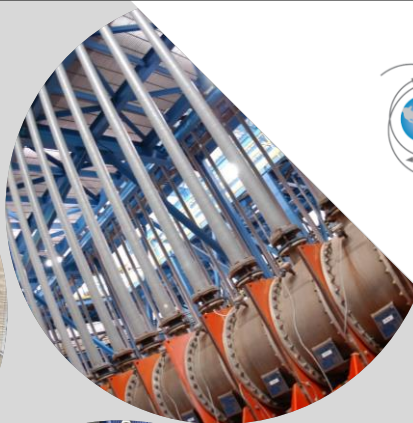
Industry projections for the longer term still point to increasing pricing as this year progresses, and that it will continue to increase through 2023. We remain very positive about the mid- and long-term prospects for these products despite the near-term weakness.





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## Concluding Remarks



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The commitment to excellence in safety, health, and environment

Mark now has some concluding remarks. Mark.....

**Mark Davis**

Thank you, Rohit.



## Guidance and Transparency

Helping stakeholders understand the key drivers, risks and opportunities inherent in the business



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The commitment to sustainable life

As I said at the opening, our growth and increased complexity made it more difficult for our stakeholders to understand the key drivers, risks and opportunities inherent in the business. While numerous factors will influence the business, it remains management's job to act decisively to mitigate the negatives and realize on the positives. We do, however, believe that it's helpful for our stakeholders to have a better understanding of the key drivers that could materially affect our results.

In our Q1 earnings announcement, we started to provide guidance for EBITDA.

We are providing this guidance for 2019 now, in May, but in the future intend to provide guidance earlier for the upcoming year.

## Risk Mitigating Business Model

Provides a solid foundation of relatively stable earnings, opportunity to benefit from upward commodity movements



Chemtrade's original business model of mitigating many typical commodity risks remains intact and provides a solid foundation of relatively stable earnings. With the recent addition of our Electrochemical Segment, Chemtrade's base foundation of earnings now has the opportunity to benefit from certain upward commodity movements.

## 2019 EBITDA Guidance

Excludes litigation reserve but includes the effect of the adoption of IFRS 16 on Leases

Expected to range between \$335 - \$375 million

Includes lease benefit of between \$55-\$60 million



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Chemtrade's 2019 EBITDA guidance excludes the litigation reserve but includes the effect of the adoption of IFRS 16 on Leases. Chemtrade expects its 2019 EBITDA to range between \$335 million and \$375 million, which includes a lease benefit of between \$55 and \$60 million.



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Many of the initiatives  
we pursued are starting  
to show their benefit

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AN AMERICAN CHEMICAL SOCIETY INITIATIVE



As noted many of the initiatives we have pursued are starting to show their benefits. Our SPPC segment showed significant improvement to start the year and our water solutions business is also on an upward track. Although our EC segment did not start this year as strongly as last year the macro dynamics remain very positive and we expect results to improve in the latter half of this year and continue to improve for several years to come.



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We are well-  
positioned for  
future success



With the focused plans we have outlined for you today, we will improve our execution and deliver improved results. With improved execution, our portfolio of businesses positions us well for future success and we welcome your continued support.

Thank you for your attention. We would now be pleased to answer questions.

## Non-IFRS Measures

### *EBITDA and Adjusted EBITDA –*

Management defines EBITDA as net earnings before any deduction for net finance costs, taxes, depreciation and amortization. Adjusted EBITDA also excludes other non-cash charges such as gains and losses on the disposal and write-down of assets, and unrealized foreign exchange gains and losses. EBITDA and Adjusted EBITDA are metrics used by many investors and analysts to compare organizations on the basis of ability to generate cash from operations. Management considers Adjusted EBITDA (as defined) to be an indirect measure of operating cash flow, which is a significant indicator of the success of any business. Adjusted EBITDA is not intended to be representative of cash flow from operations or results of operations determined in accordance with IFRS or cash available for distribution.

EBITDA and Adjusted EBITDA are not recognized measures under IFRS. Chemtrade's method of calculating EBITDA and Adjusted EBITDA may differ from methods used by other income trusts or companies, and accordingly may not be comparable to similar measures presented by other organizations.

A reconciliation of EBITDA and Adjusted EBITDA to net earnings is provided below:

(\$'000)	<u>Year ended</u>	
	December 31, 2018	December 31, 2017
Net (loss) earnings from continuing operations	\$ (131,517)	\$ 78,822
Add:		
Depreciation and amortization	214,507	204,447
Net finance costs	74,126	86,073
Income tax recovery	(48,680)	(92,692)
EBITDA from continuing operations	108,436	276,650
Impairment of goodwill	90,000	—
(Gain) loss on disposal and write-down of assets	(4,039)	4,498
Unrealized foreign exchange loss (gain)	1,826	2,027
Adjusted EBITDA from continuing operations	\$ 196,223	\$ 283,175

(\$'000)	<u>Three months ended</u>	
	March 31, 2019	March 31, 2018
Net (loss) earnings <sup>(1)</sup>	\$ (29,318)	\$ 6,916
Add:		
Depreciation and amortization <sup>(1)</sup>	67,464	52,337
Net finance costs <sup>(1)</sup>	27,111	15,672
Income tax recovery	(17,534)	(2,944)
EBITDA	47,723	71,981
Add:		
Loss (gain) on disposal and write-down of assets	303	(115)
Unrealized foreign exchange (gain) loss	(4,063)	105
Adjusted EBITDA	\$ 43,963	\$ 71,971

<sup>(1)</sup> Chemtrade has initially applied IFRS 16 at January 1, 2019. In applying IFRS 16, in relation to the leases that were previously classified as operating leases, Chemtrade recognizes depreciation and interest expense, instead of operating lease expense. During the three months ended March 31, 2019, Chemtrade recognized \$13.6 million of depreciation expense related to the new right-of-use assets and \$2.2 million of interest expense related to the new lease liabilities. Adjusted EBITDA and net earnings for the three months ended March 31, 2018 included lease expenses of \$14.2 million. Chemtrade has applied IFRS 16 using the modified retrospective approach, under which comparative information is not restated.

## Segmented information

### **SPPC -**

(\$'000)	<u>Year ended</u>	
	December 31, 2018	December 31, 2017
Revenue	\$ 509,765	\$ 509,373
Gross Profit	28,041	51,535
Adjusted EBITDA	86,418	112,892
(Loss) gain on disposal and write-down of assets	4,039	(38)
EBITDA	90,457	112,854
Depreciation and amortization	(72,410)	(72,613)
Net finance costs	(13,728)	(18,676)
Income tax recovery	14,450	40,582
Net (loss) earnings	\$ 18,769	\$ 62,147

### **SPPC –**

(\$'000)	<u>Three Months Ended</u>	
	March 31, 2019	March 31, 2018
Revenue	\$ 131,079	\$ 122,634
Gross profit	16,483	7,580
Adjusted EBITDA <sup>(1)</sup>	37,525	21,266
Gain on disposal and write-down of assets	2	125
EBITDA	37,527	21,391

<sup>(1)</sup> Chemtrade has initially applied IFRS 16 at January 1, 2019. In applying IFRS 16, in relation to the leases that were previously classified as operating leases, Chemtrade recognizes depreciation and interest expense, instead of operating lease expense. For the three months ended March 31, 2018, Adjusted EBITDA included lease expense of \$5.6 million, whereas, lease expense related to the three months ended March 31, 2019 was excluded from the calculation of Adjusted EBITDA, as a result of recognizing depreciation expense related to right-of-use assets and interest expense related to lease liabilities. Chemtrade has applied IFRS 16 using the modified retrospective approach, under which comparative information is not restated.



**WSSC -**

(\$'000)	<u>Year ended</u>	
	December 31, 2018	December 31, 2017
Revenue	\$ 430,311	\$ 411,935
Gross Profit	(55,106)	50,560
Adjusted EBITDA	77,300	88,836
Impairment of goodwill	(90,000)	—
Loss on disposal and write-down of assets	—	(25)
EBITDA	(12,700)	88,811
Depreciation and amortization	(51,784)	(52,578)
Net finance costs	(17,876)	(19,341)
Income tax recovery	26,371	61,437
Net (loss) earnings	\$ (55,989)	\$ 78,329

**WSSC**

(\$'000)	<u>Three Months Ended</u>	
	March 31, 2019	March 31, 2018
Revenue	\$ 105,390	\$ 98,893
Gross profit	6,188	7,943
Adjusted EBITDA <sup>(1)</sup>	18,067	18,845
Gain (loss) on disposal and write-down of assets	2	(10)
EBITDA	18,069	18,835

<sup>(1)</sup> Chemtrade has initially applied IFRS 16 at January 1, 2019. In applying IFRS 16, in relation to the leases that were previously classified as operating leases, Chemtrade recognizes depreciation and interest expense, instead of operating lease expense. For the three months ended March 31, 2018, Adjusted EBITDA included lease expense of \$1.0 million, whereas, lease expense related to the three months ended March 31, 2019 was excluded from the calculation of Adjusted EBITDA, as a result of recognizing depreciation expense related to right-of-use assets and interest expense related to lease liabilities. Chemtrade has applied IFRS 16 using the modified retrospective approach, under which comparative information is not restated.

**EC -**

(\$'000)	<u>Year ended</u>	
	December 31, 2018	December 31, 2017
North American Sales Volumes:		
Sodium Chlorate Sales Volume (000's MT)	406	353
Chlor-alkali Sales Volume (000's MECU)	178	158
Revenue	\$ 655,671	\$ 547,830
Gross Profit	113,848	88,939
Adjusted EBITDA	193,442	156,720
Loss on write-down of assets	—	(4,435)
EBITDA	193,442	152,285
Depreciation and amortization	(90,313)	(79,256)
Net finance costs	(18,742)	(19,518)
Income tax expense	(15,881)	(7,931)
Net earnings	\$ 68,506	\$ 45,580

**EC**

	<u>Three Months Ended</u>	
	March 31, 2018	March 31, 2017
North American sales volumes:		
Sodium chlorate sales volume (000's MT)	101	98
Chlor-alkali sales volume (000's MECU)	42	44
Revenue	\$ 148,783	\$ 159,946
Gross profit	21,764	29,933
Adjusted EBITDA <sup>(1)</sup>	48,094	49,222
Loss on write-down of assets	(4)	—
EBITDA	48,090	49,222

<sup>(1)</sup> Chemtrade has initially applied IFRS 16 at January 1, 2019. In applying IFRS 16, in relation to the leases that were previously classified as operating leases, Chemtrade recognizes depreciation and interest expense, instead of operating lease expense. For the three months ended March 31, 2018, Adjusted EBITDA included lease expense of \$7.3 million, whereas, lease expense related to the three months ended March 31, 2019 was excluded from the calculation of Adjusted EBITDA, as a result of recognizing depreciation expense related to right-of-use assets and interest expense related to lease liabilities. Chemtrade has applied IFRS 16 using the modified retrospective approach, under which comparative information is not restated.

**Corporate**

(\$'000)	<u>Year Ended</u>	
	December 31, 2018	December 31, 2017
Cost of services	\$ 160,937	\$ 75,273
Adjusted EBITDA	(160,937)	(75,273)
Unrealized foreign exchange loss	(1,826)	(2,027)
EBITDA	(162,763)	(77,300)
Net finance costs	(23,780)	(28,538)
Income tax recovery (expense)	23,740	(1,396)
Net loss	\$ (162,803)	\$ (107,234)

**Corporate**

(\$'000)	<u>Three Months Ended</u>	
	March 31, 2019	March 31, 2018
Cost of services	\$ 59,723	\$ 17,362
Adjusted EBITDA <sup>(1)</sup>	(59,723)	(17,362)
Unrealized foreign exchange gain (loss)	4,063	(105)
Loss on write-down of assets	(303)	—
EBITDA	(55,963)	17,467

<sup>(1)</sup> Chemtrade has initially applied IFRS 16 at January 1, 2019. In applying IFRS 16, in relation to the leases that were previously classified as operating leases, Chemtrade recognizes depreciation and interest expense, instead of operating lease expense. For the three months ended March 31, 2018, Adjusted EBITDA included lease expense of \$0.3 million, whereas, lease expense related to the three months ended March 31, 2019 was excluded from the calculation of Adjusted EBITDA, as a result of recognizing depreciation expense related to right-of-use assets and interest expense related to lease liabilities. Chemtrade has applied IFRS 16 using the modified retrospective approach, under which comparative information is not restated.

## Cash Flow –

Management believes supplementary disclosure related to the cash flows of the Fund including the amount of cash available for distribution to Unitholders, repayment of debt and other investing activities provides useful additional information. A cash flows table presenting this information is included in the Fund's MD&A filed on SEDAR. The table is derived from, and should be read in conjunction with, the consolidated statements of cash flows. Certain sub-totals presented within the cash flows table, such as "Adjusted cash flows from operating activities", "Distributable cash after maintenance capital expenditures" and "Distributable cash after all capital expenditures", are not defined terms under IFRS. These sub-totals are used by Management as measures of internal performance and as a supplement to the consolidated statements of cash flows. Investors are cautioned that these measures should not be construed as an alternative to using net earnings as a measure of profitability or as an alternative to the IFRS consolidated statements of cash flows. Further, Chemtrade's method of calculating each measure may not be comparable to calculations used by other income trusts or companies bearing the same description.

A reconciliation of these supplementary cash flow measures to cash flow from operating activities is provided below:

(\$'000)	<u>Year ended</u>	
	<u>December 31, 2018</u>	<u>December 31, 2017</u>
Cash flow from operating activities	\$ 244,464	\$ 151,296
Less:		
Cash flow used in operating activities of discontinued operations	—	(3,809)
Cash flow from operating activities of continuing operations	244,464	155,107
Add (deduct):		
Changes in non-cash working capital and other items	(125,136)	32,436
<b>Adjusted cash flows (used in) from operating activities of continuing operations</b>	<b>119,328</b>	<b>187,543</b>
Less:		
Maintenance capital expenditure	77,690	66,715
<b>Distributable cash after maintenance capital expenditure from continuing operations</b>	<b>41,638</b>	<b>120,828</b>
Less:		
Non-maintenance capital expenditure <sup>(1)</sup>	14,676	8,060
<b>Distributable cash after all capital expenditure from continuing operations</b>	<b>\$ 26,962</b>	<b>\$ 112,768</b>

	<u>Three months ended</u>	
(\$'000)	March 31, 2019	March 31, 2018
Cash flow (used in) from operating activities <sup>(1)</sup>	\$ (53,470)	\$ 35,037
Add (Less):		
Lease payments <sup>(1)</sup>	(14,643)	—
Changes in non-cash working capital and other items	79,582	19,054
<b>Adjusted cash flows from operating activities</b>	<b>11,469</b>	<b>54,091</b>
Less:		
Maintenance capital expenditure	8,958	9,932
<b>Distributable cash after maintenance capital expenditure</b>	<b>2,511</b>	<b>44,159</b>
Less:		
Non-maintenance capital expenditure <sup>(1)</sup>	2,442	1,502
<b>Distributable cash after all capital expenditure</b>	<b>\$ 69</b>	<b>\$ 42,657</b>

<sup>(1)</sup> Chemtrade has initially applied IFRS 16 at January 1, 2019. In applying IFRS 16, in relation to the leases that were previously classified as operating leases, Chemtrade recognizes depreciation and interest expense, instead of operating lease expense. Cash flow from operating activities for the three months ended March 31, 2018 included lease expenses of \$14.2 million. Chemtrade has applied IFRS 16 using the modified retrospective approach, under which comparative information is not restated.

<sup>(2)</sup> Non-maintenance capital expenditures are: (a) pre-identified or pre-funded, usually as part of a significant acquisition and related financing; (b) considered to expand the capacity of Chemtrade's operations; (c) significant environmental capital expenditures that are considered to be non-recurring; or (d) capital expenditures to be reimbursed by a third party.