



CHEM TRADE



Responsible Care[®]
Our commitment to sustainability



2023

GUIDANCE | January 16, 2023

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.

One of the 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. Non-IFRS and other financial measure are fully defined in our MD&A.

- 2022 Adjusted EBITDA guidance range of \$420.0 million to \$430.0 million, the highest level Chemtrade has ever achieved
- 2023 Adjusted EBITDA guidance range of \$360.0 million to \$400.0 million, the second highest EBITDA ever achieved
- Implied payout ratio ⁽¹⁾ of 42% for 2023, assuming the midpoint of guidance compared to 72% for 2021

	2023 Guidance	Q3 2022 Guidance	2021 Actual
Adjusted EBITDA ⁽¹⁾	\$360 - \$400	\$420 - \$430	\$280.4 ⁽²⁾
Maintenance Capital Expenditures ⁽¹⁾	\$80 - \$105	\$95 - \$105	\$75.3
Growth Capital Expenditures ⁽¹⁾	\$110 - \$140	N/A	\$10.9
Lease Payments	\$50 - \$60	\$50 - \$55	\$51.6
Cash Interest ⁽¹⁾	\$50 - \$55	\$50 - \$55	\$65.9
Cash Tax ⁽¹⁾	\$10 - \$20	\$10 - \$15	\$3.5

(1) Adjusted EBITDA is a Total of Segments measure. Maintenance Capital Expenditures, Growth Capital Expenditures, Cash Interest and Cash Tax are Supplementary Financial Measures. Payout Ratio is a non-IFRS ratio. See Appendix for more information.

(2) Includes \$14.2 million relating to the KCI and vaccine adjuvants businesses sold in November 2021 and \$17.7 million benefit from the settlement of the NATO Lawsuit.

- Although Adjusted EBITDA in 2023 is expected to be below 2022, the mid-point of 2023's Adjusted EBITDA of \$380 million represents the second highest level ever generated by Chemtrade with favourable market conditions for key products. Below are the key factors relative to 2022:
 - Lower average selling prices for caustic soda due to lower NE Asia index prices,
 - Lower MECU sales volumes of Chlor-alkali products due to lower expected demand,
 - Lower sales volumes of sodium chlorate, and
 - Higher spending at sulphuric acid plants for reliability improvements
- The factors above are partially offset by the following:
 - Higher selling prices for sodium chlorate, and
 - Higher sales volumes and pricing of ultrapure sulphuric acid

Chemtrade's long-term objective is to deliver sustained earnings growth and generate value for investors. Chemtrade is targeting to achieve an incremental \$45 million in EBITDA growth by 2025 and \$75 million in EBITDA growth by 2027.

To accomplish this Chemtrade has identified a number of organic growth projects including:

- Ultrapure acid expansion project in Cairo, OH
- KPCT Advanced Chemicals LLC Joint Venture to construct a new ultrapure acid plant in Casa Grande, Arizona
- Hydrogen and water chemicals projects as well as other smaller organic growth projects

Chemtrade plans to allocate \$110 million - \$140 million for Growth Capital Expenditures in 2023 to support these organic growth projects.

Key Assumptions	2023 Assumption	2022 Guidance	2021 Actuals
Approximate North American MECU sales volume	~170K	~178K	~181K
2023 average CMA ⁽¹⁾ NE Asia Caustic price index being lower per tonne than the 2022 average	↓ US\$185	N/A	N/A
North American production volume of sodium chlorate	~310KT	~345KT	~361KT
USD to CAD average foreign exchange rate	1.280	1.280	1.254
LTIP expense (in millions)	\$10.0 - \$15.0	\$18.0 - \$23.0	\$25.7

(1) Chemical Market Analytics by OPIS, a Dow Jones Company, formerly IHS Markit Base Chemical

Caustic Soda Price

- Change of US\$50/DMT = CA\$12 million

Sodium Chlorate Price

- Change of CA\$50/metric tonne = CA\$15.5 million

CA\$/US\$ exchange rate

- Change of 1 cent = CA\$3.7 million (favourable if C\$ weakens and vice versa)

APPENDIX

Non-IFRS financial measures are financial measures disclosed by an entity that (a) depict historical or expected future financial performance, financial position or cash flow of an entity, (b) with respect to their composition, exclude amounts that are included in, or include amounts that are excluded from, the composition of the most directly comparable financial measure disclosed in the primary financial statements of the entity, (c) are not disclosed in the financial statements of the entity and (d) are not a ratio, fraction, percentage or similar representation. Non-IFRS ratios are financial measures disclosed by an entity that are in the form of a ratio, fraction, percentage or similar representation that has a non-IFRS financial measure as one or more of its components, and that are not disclosed in the financial statements of the entity.

These non-IFRS financial measures and non-IFRS ratios are not standardized financial measures under IFRS and, therefore, are unlikely to be comparable to similar financial measures presented by other entities. Management believes these non-IFRS financial measures and non-IFRS ratios provide transparent and useful supplemental information to help investors evaluate our financial performance, financial condition and liquidity using the same measures as management. These non-IFRS financial measures and non-IFRS ratios should not be considered as a substitute for, or superior to, measures of financial performance prepared in accordance with IFRS.

The following slides outline our non-IFRS financial measures and non-IFRS ratios, their compositions, and why management uses each measure. It includes reconciliations to the most directly comparable IFRS measures. Except as otherwise described herein, our non-IFRS financial measures and non-IFRS ratios are calculated on a consistent basis from period to period and are adjusted for specific items in each period, as applicable.

Distributable cash after maintenance capital expenditures –

Most directly comparable IFRS financial measure: Cash flows from operating activities

Definition: Distributable cash after maintenance capital expenditures is calculated as cash flow from operating activities less lease payments net of sub-lease receipts, maintenance capital expenditures and adjusting for cash interest and current taxes, and before decreases or increases in working capital.

Why we use the measure and why is it useful to investors: It provides useful information related to our cash flows including the amount of cash available for distribution to Unitholders, repayment of debt and other investing activities.

Distributable cash after maintenance capital expenditures per unit –

Definition: Distributable cash after maintenance capital expenditures per unit is calculated as distributable cash after maintenance capital expenditures divided by the weighted average number of units outstanding.

Why we use the measure and why is it useful to investors: It provides useful information related to our cash flows including the amount of cash available for distribution to Unitholders, repayment of debt and other investing activities.

Payout ratio –

Definition: Payout ratio is calculated as Distributions declared per unit divided by Distributable cash after maintenance capital expenditures per unit.

Why we use the measure and why is it useful to investors: It provides useful information related to our cash flows including our ability to pay distributions to Unitholders.

Non-IFRS Measures and Ratios

C\$ Thousands, except per unit metrics and ratios

		Year ended December 31, 2021
Cash flow from operating activities		\$ 219,039
Add (Less):		
Lease payments net of sub-lease receipts		(51,563)
Decrease in working capital		(10,078)
Changes in other items ⁽¹⁾		1,972
Maintenance capital expenditures		(75,265)
Distributable cash after maintenance capital expenditures		84,105
Weighted average number of units outstanding		101,730,342
Distributable cash after maintenance capital expenditures per unit		\$ 0.83
Distributions declared per unit ⁽²⁾		\$ 0.60
Payout ratio (%)		72%

(1) Changes in other items relates to cash interest and current taxes.

(2) Based on actual number of units outstanding on record date.

Non-IFRS Measures and Ratios

C\$ Thousands, except per unit metrics and ratios

Growth Capital Expenditures –

Most directly comparable IFRS financial measure: Capital expenditures

Definition: Growth capital expenditures is calculated as Capital expenditures less Maintenance Capital expenditures, plus Investments in a joint venture

Why we use the measure and why is it useful to investors: It provides useful information related to the capital spending and investments intended to grow earnings

		Year ended December 31, 2021
Capital Expenditures		\$ 86,209
Add (Less):		
Maintenance Capital Expenditures		(75,265)
Growth Capital Expenditures		\$ 10,876

Total of Segments Measures

Total of segments measures are financial measures disclosed by an entity that (a) are a subtotal of two or more reportable segments, (b) are not a component of a line item disclosed in the primary financial statements of the entity, (c) are disclosed in the notes of the financial statements of the entity, and (d) are not disclosed in the primary financial statements of the entity.

The following slide provides an explanation of the composition of the total of segments measures.

Adjusted EBITDA -

Most directly comparable IFRS financial measure: Net earnings (loss)

		Year ended December 31, 2021
Net earnings (loss)		\$ (235,209)
Add (Less):		
Depreciation and amortization		239,622
Net finance costs		116,182
Income tax expense		14,969
Impairment of intangible assets		81,657
Impairment of PPE		48,343
Change in environmental liability		561
Net gain on disposal and write-down of PPE		(373)
Loss on disposal of assets held for sale		7,135
Unrealized foreign exchange (gain) loss		7,493
Adjusted EBITDA		\$ 280,380

Supplementary financial measures are financial measures disclosed by an entity that (a) are, or are intended to be, disclosed on a periodic basis to depict the historical or expected future financial performance, financial position or cash flow of an entity, (b) are not disclosed in the financial statements of the entity, (c) are not non-IFRS financial measures, and (d) are not non-IFRS ratios.

The following provides an explanation of the composition of those supplementary financial measures.

Maintenance capital expenditures

Represents capital expenditures that are required to sustain operations at existing levels and include major repairs and maintenance and plant turnarounds.

Cash Interest

Represents interest expense related to long-term debt, convertible unsecured subordinated debentures and pension plans. It excludes non-cash finance costs such as changes in fair value of the convertible unsecured subordinated debentures, ineffective portion of cash flow hedges, changes in fair value of interest rate swaps and accretion expense.

Cash Tax

Represents current income tax expense adjusted to exclude current income expense related to the disposal of assets held for sale