

JANUARY 2025

Chemtrade Logistics Income Fund (TSX: CHE.UN)  
CIBC Western Institutional Investor Conference

## 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.sedarplus.com](http://www.sedarplus.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.

# Chemtrade at a Glance

## Leading Industrials Chemicals Provider

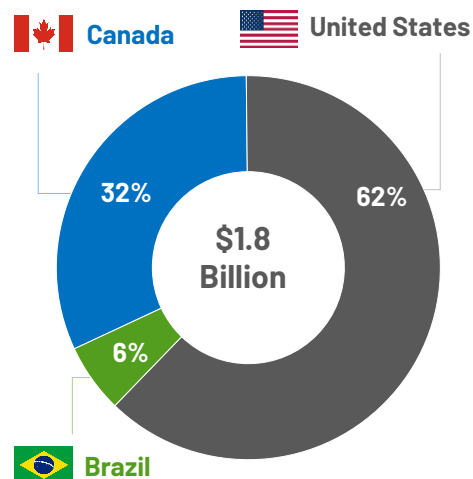
**\$2.2 Billion**  
Enterprise Value<sup>(1)</sup>

**\$1.3 Billion**  
Market Capitalization<sup>(2)</sup>

**\$445 Million - \$460 Million**  
2024 Adjusted EBITDA<sup>(3)</sup> Guidance

### Geographic Split

\*LTM Q3 2024 Revenue

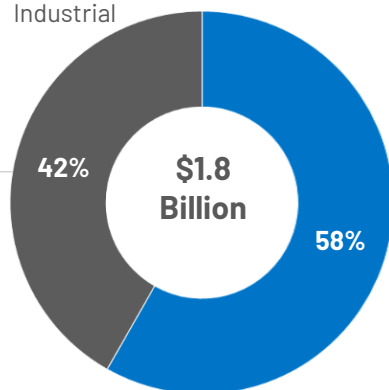


### Segment Split & Key End Markets

\*LTM Q3 2024 Revenue

#### Electrochemicals

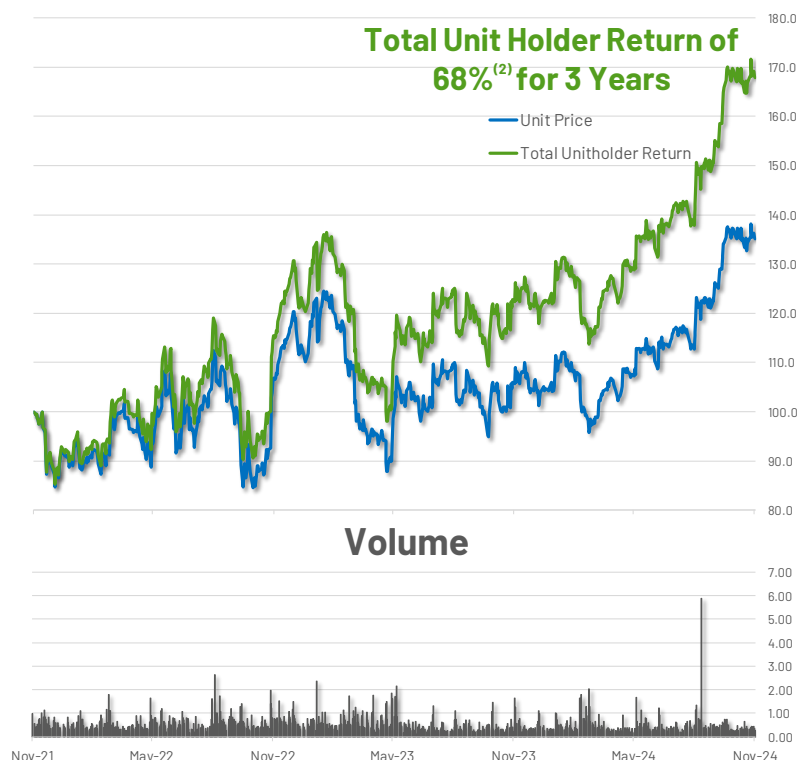
- Pulp and Paper
- Fracking
- Drinking water and disinfectants
- Industrial



#### Sulphur & Water Chemicals

- Refineries
- Mining
- Water Treatment
- Semiconductors

### TSX: CHE.UN Historical Unit Price



Notes: Figures in C\$, unless otherwise noted. Information as of September 30, 2024.

1. Based on implied enterprise value as of November 13, 2024.

2. Unit value and trading volume as of November 13, 2024.

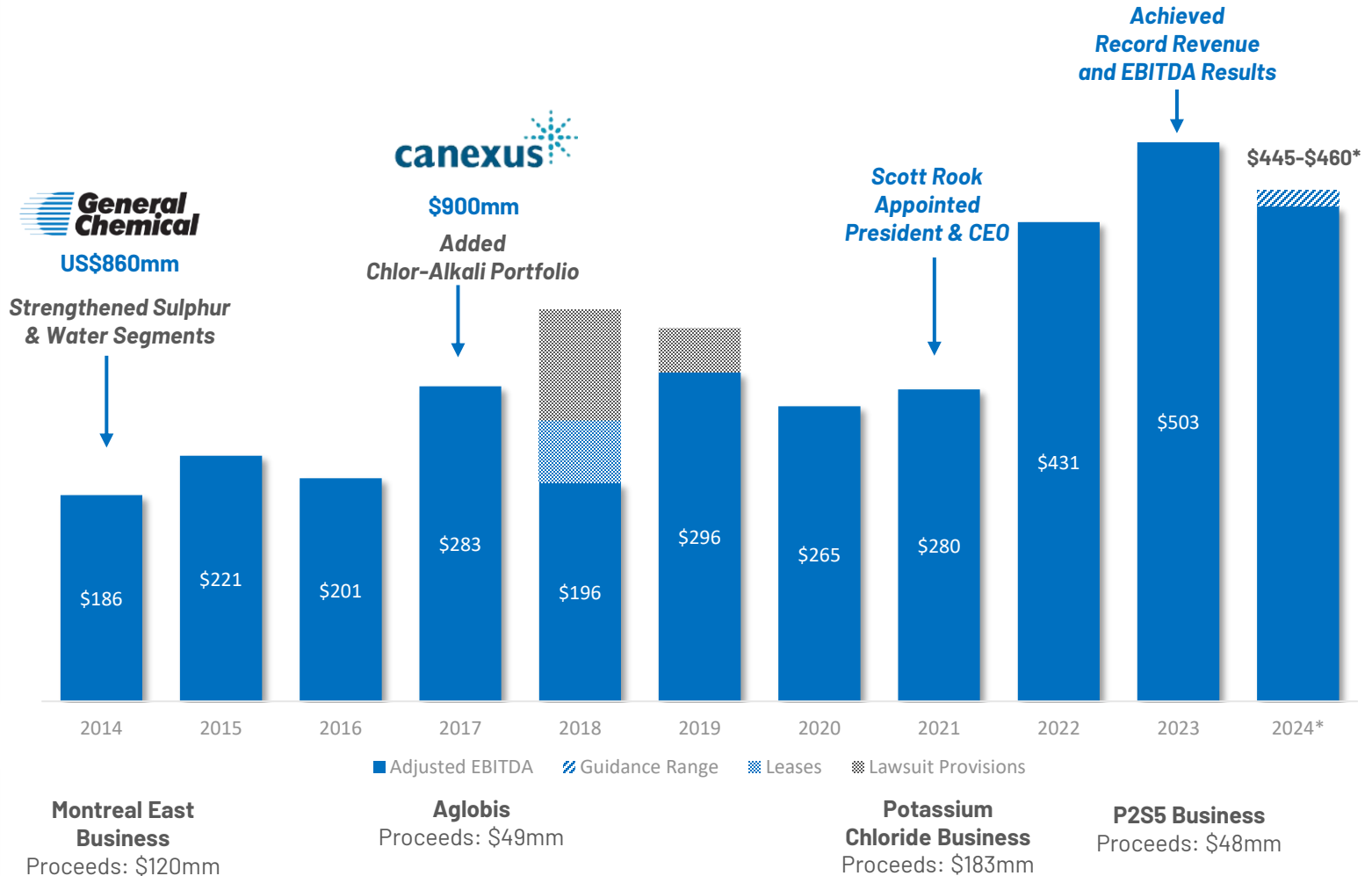
3. Adjusted EBITDA is a Total of segments measure; See Appendix for more information.

# Company History

## Adjusted EBITDA Growth and Activities

Adjusted  
EBITDA &  
Acquisitions

Dispositions
























\* 2024 Adjusted EBITDA Guidance range of \$445 million - \$460 million.

# Chemtrade Products

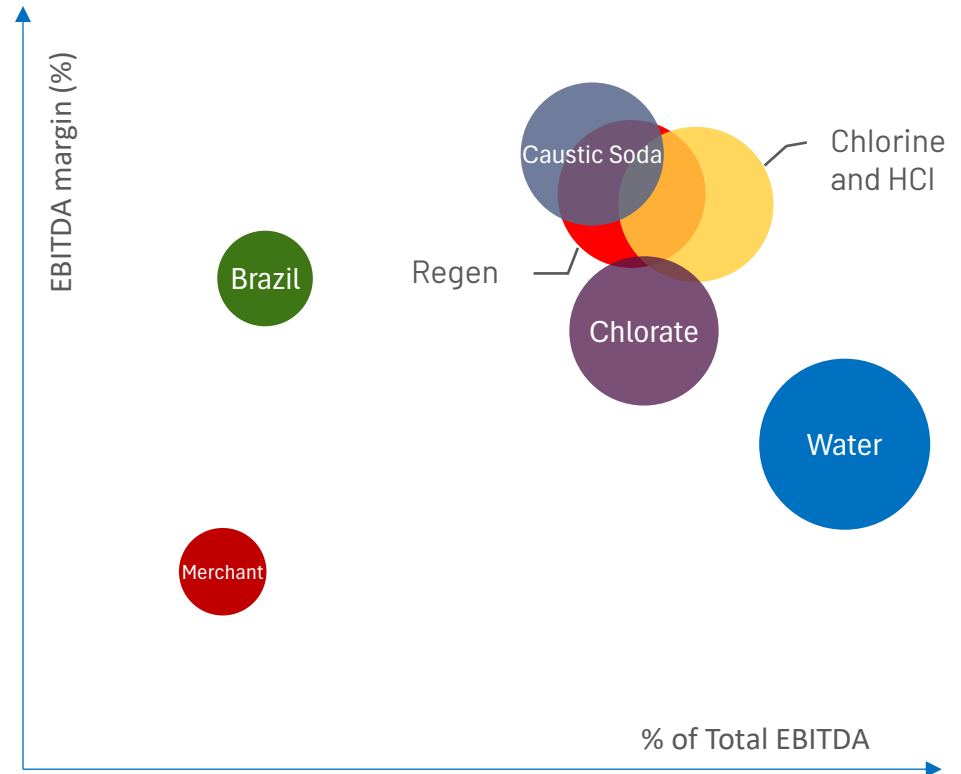
## Product Line Key Attributes

### Market Attribute Relative Strength by Product

Product Line	Growth Prospects	Risk Shared Contracts	Competitive Advantage
Water Chemicals			
Regen Acid			
Chlorine and HCl			
Caustic Soda			
Chlorate			
Merchant Acid			
Brazil			

Sources: Management estimates.

### Adjusted EBITDA Comparison by Products





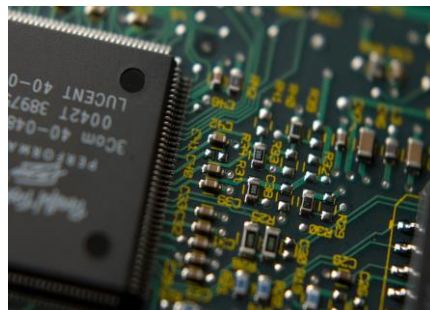
## Sulphuric Acid (H<sub>2</sub>SO<sub>4</sub>)

### Regen



Gasoline production

### Ultrapure



Semiconductor manufacturing,  
speciality batteries,  
and lab chemistry

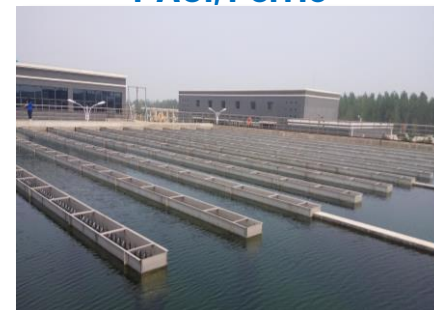
### Merchant



Wood pulp, industrial chemicals, car  
batteries, steel production, water  
treatment, mining

## Water Solutions

### Alum, ACH, PACI, Ferric



Municipal and industrial water  
treatment

Outlook: **Positive**



- **#2 Supplier** to refineries in North America.
- **Facility footprint provides competitive advantage** given customers favour proximity.
- **Long-term contracts** with **input cost pass-throughs**.
- Refinery utilization is **recession resistant**.

Outlook: **Highly Positive**



- **Top Supplier** to semiconductor fabs in North America.
- **High barriers to entry** due to rigorous product qualification process.
- **Strong end market tailwinds** given onshoring and digitalization.

Outlook: **Neutral**



- **Top 3 Supplier** in North America.
- **Risk-sharing agreements** with suppliers and customers.
- Half of sulphuric acid manufactured internally; other half sourced through long-term contracts.

Outlook: **Positive**



- **#2 Supplier** of water coagulants in North America.
- Municipal end market sees annual fixed-price contracts **that move with input costs and favours suppliers within proximity**.
- Industrial end markets are typically **multi-year contracts**.
- **Non-discretionary** and **helps address water scarcity**.

Sources: Market positions based on internal estimates of North American markets.  
Notes: Segmentation identified only for key chemical groups.

## Electrochemicals

### Caustic Soda (NaOH)



*Pulp & paper, soaps & detergents, aluminum, oil & gas, lithium-ion batteries, and chemical processes*

Outlook: **Positive**



### Chlorine (Cl<sub>2</sub>)



*Water treatment, chemical processes (mainly PVC production), production of other chemicals*

Outlook: **Neutral**



### Hydrochloric Acid (HCl)



*pH adjustor in water treatment, oil & gas drilling, and steel manufacturing*

Outlook: **Positive**



### Sodium Chlorate (NaClO<sub>3</sub>)



*Pulp & paper bleaching*

Outlook: **Neutral**



- **Caustic Soda and Chlorine** products produced from Chlor-Alkali Process at North Vancouver and Brazil facilities.
- **#1 Caustic and Chlorine Producer** in Canada.
- **Cost-advantaged access to electricity.**
- Global geopolitical tensions boosts North American demand and **supports energy cost advantage.**
- **Facilities possess superior and more efficient** membrane cell technology.
- **Chemtrade remains in active discussions with the Vancouver Fraser Port Authority** regarding a new lease for its North Vancouver chlor-alkali facility.

Sources: Market positions based on internal estimates of North American markets.  
Notes: Segmentation identified only for key chemical groups.

- **Cost-advantaged access to electricity.**
- Integrated into chlorine production in North Vancouver
- Global geopolitical tensions boost North American demand and **supports energy cost advantage.**
- Canadian **rig counts above 5-year average**, signaling **stable demand.**

- **Top 3 Supplier** in North America.
- Brandon, Manitoba plant is the **largest and one of the lowest-cost sodium chlorate plants globally.**

### Key Targets For Chemtrade Overall Growth

- Targeted growth for EBITDA and Distributable cash per unit of GDP+ per year.

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### Caustic Soda Upside

- Caustic Soda appears to have reached the bottom of cycle and now positioned to rebound heading into 2025.
- Every US\$50/DMT change in caustic soda index price equates to C\$13.8 million of annual EBITDA.

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### Growth Capital Expenditures<sup>(1)</sup>

- Spending in 2021-2024 (\$132.2M);
  - ✓ Water chemicals new products and expansions.
  - ✓ Cairo ultrapure expansion and quality upgrades.
  - ✓ Additional upgrades to existing ultrapure facilities.

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### Strategic M&A

- Targeting acquisitions with annual EBITDA of \$10-50M per year.
- Looking for strategic fit to leverage growth with specific businesses.

1. Growth capital expenditures is a non-IFRS financial measure. See Appendix for more information.



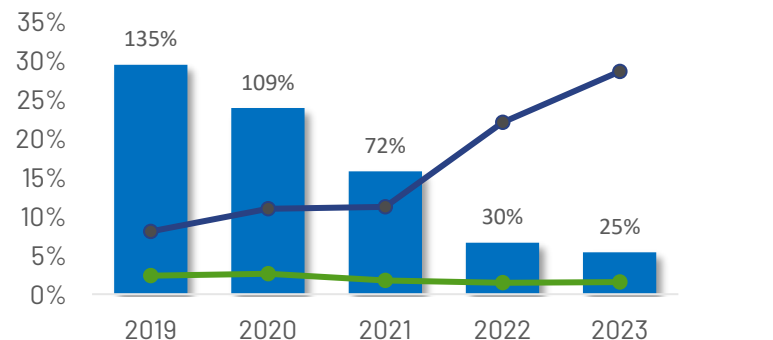
# Balanced Capital Allocation

## Strong Cash Flow Generation

Strong Cash Flow Generation has driven reduction in payout ratio and balanced capital allocations.

### Activities in 2024 included:

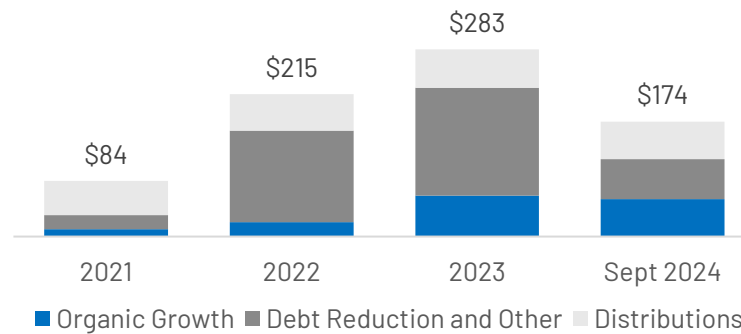
- January 2024 increased monthly distribution by 10% to \$.055/unit per month or \$.66/unit per year;
- June 2024 initiated a Normal Course Issuer Bid (NCIB) and entered into an Automatic Securities Purchase Plan;
- August 2024 completed a \$250 million Senior Unsecured Note Offering with a DBRS issuer rating of BB+ to further optimize capital structure and drive incremental unitholder value;
- September 2024 completed a Substantial Issuer Bid (SIB) of September 2025 Convertible Debentures, redeemed remaining September 2025 Convertible Debentures.



■ Payout ratio ● Operating Cash Yield — Distribution Yield

- Sept LTM Payout ratio of 40%<sup>(1)</sup> and a distribution yield of ~6.1%<sup>(2)</sup>

### Distributable Cash After Maintenance Capital Expenditures (C\$ millions)<sup>(1)</sup>



■ Organic Growth ■ Debt Reduction and Other ■ Distributions

(1) Payout ratio and Distributable cash after maintenance capital expenditures are non-IFRS financial measure. Organic Growth represents Growth Capital Expenditures for the period, which is also a non-IFRS financial measure. See Appendix for more information.

(2) Based on the Chemtrade unit price on October 30, 2024

# Balance Sheet

## Conservative Financial Approach

### Strong Balance Sheet

- Maintain a strong balance sheet through cycle.
- Steady state target leverage of 2.0x – 2.5x.
- Excess of \$800 million of liquidity available.<sup>(2)</sup>

### Fully Funded Strategy

- Fully funded CAPEX with internally generated cash flows and revolver availability.
- Expand distributions as earnings and FCF grows.

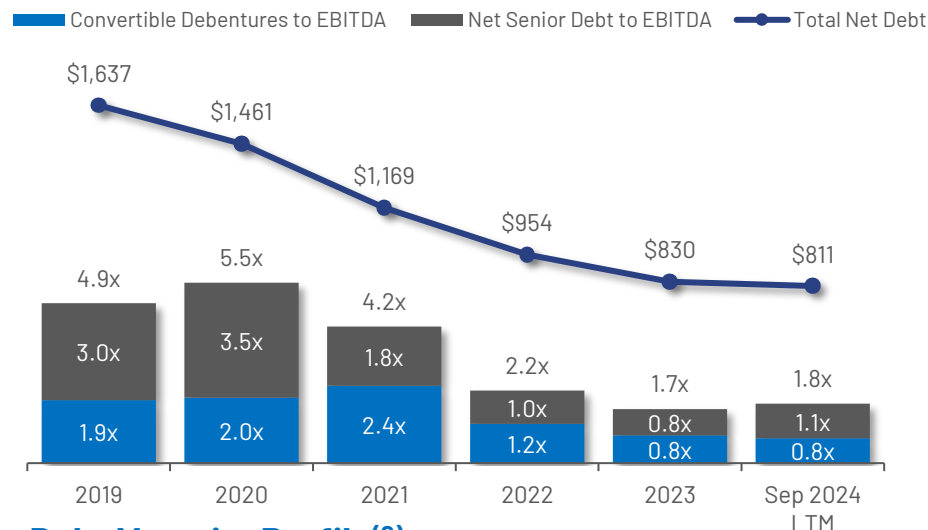
### Balanced Debt Profile

- Well-staggered maturity profile with balance of floating and fixed rate debt.
- Amended maturity date for revolver in October 2024 to 2028.
- Reduced principal of Convertible Debentures by 34% from 2019 to end of 2024.

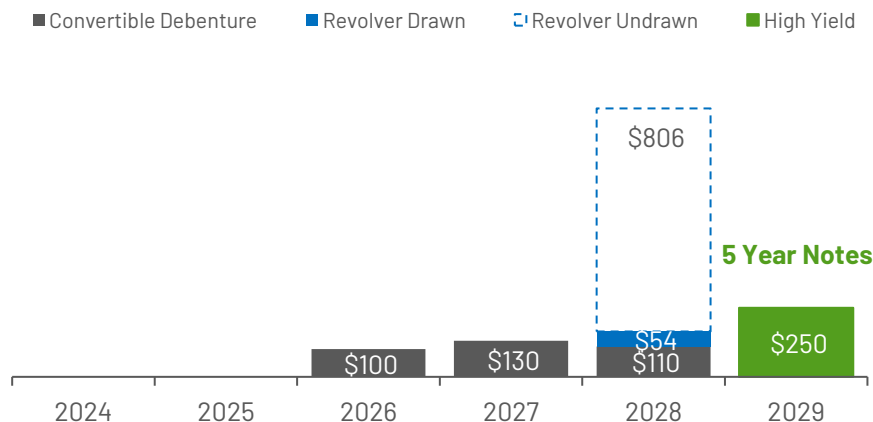
### Capital Allocation Plan

- Increase long term value to our investors, including distributions, unit buybacks, growth initiatives.
- Maintain a strong balance sheet with a 2.5X leverage ratio target.
- Would consider temporary increases in leverage for strategic initiatives.

### Net Debt & Leverage<sup>(1)</sup>



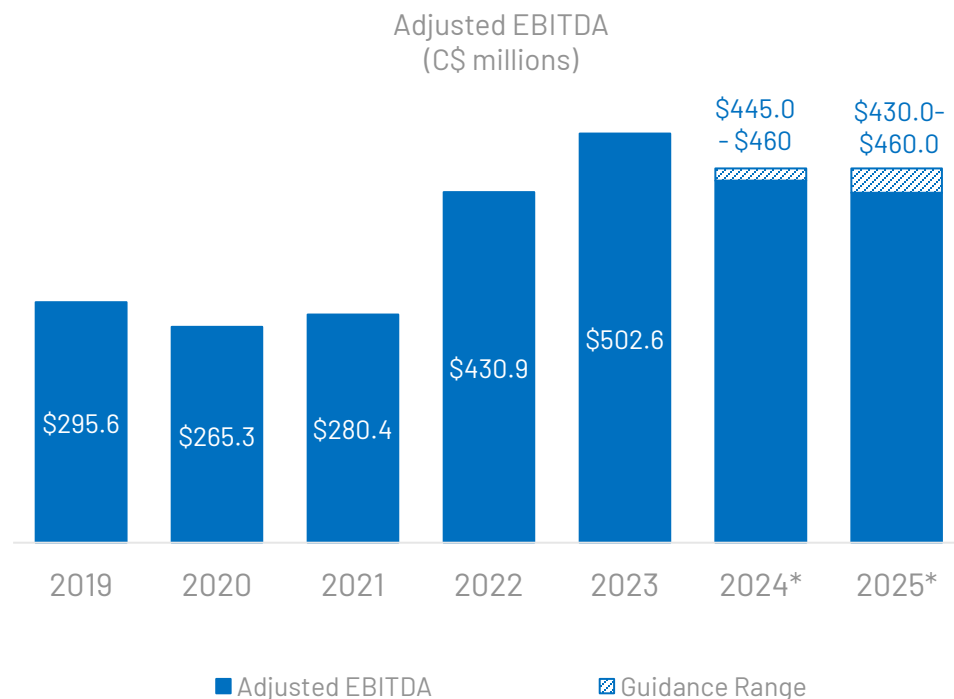
### Debt Maturity Profile<sup>(2)</sup>



Sources: Management estimates.

Notes: Figures in C\$ millions, unless otherwise noted. Figures on post-IFRS 16 basis. LTM as of Q2 2024.

1. Here we refer to Leverage as the ratio of Debt to Adjusted EBITDA. Net debt is a non-IFRS financial measure. See appendix for more details.



- Chemtrade expects 2025 Adjusted EBITDA to be between \$430.0 million and \$460.0 million.
- 2025 will be Chemtrade's third highest ever annual Adjusted EBITDA, if mid-point of 2025 guidance is achieved.
- Reaffirms that Chemtrade's Adjusted EBITDA and cash flow generation have undertaken a step-change as compared to pre-pandemic levels.
- Implied 2025 payout ratio of ~48%, based on the midpoint of guidance.

\* Adjusted EBITDA Guidance

C\$ millions	2025 Guidance	2024 Guidance	2023 Actual	Nine months ended Actual	
				Sept. 30, 2024	Sept. 30, 2023
Adjusted EBITDA <sup>(1)</sup>	\$430.0 - 460.0	\$445.0 - 460.0	\$502.6	\$362.3	\$418.0
Maintenance Capital Expenditures <sup>(1)</sup>	\$100.0 - \$120.0	\$100.0 - \$110.0	\$104.2	\$68.4	\$60.6
Growth Capital Expenditures <sup>(1)</sup>	\$40.0 - \$60.0	\$70.0 - \$80.0	\$62.1	\$56.7	\$38.4
Lease Payments	\$65.0 - \$75.0	\$60.0 - \$70.0	\$58.3	\$48.2	\$43.0
Cash Interest <sup>(1)</sup>	\$45.0 - \$55.0	\$40.0 - \$50.0	\$42.4	\$35.0	\$32.8
Cash Tax <sup>(1)</sup>	\$45.0 - \$55.0	\$40.0 - \$50.0	\$14.7	\$37.3	\$12.0

Key Assumptions	2025 Assumptions	2024 Assumptions	2023 Actual
North American MECU sales volumes	180,000	175,000	181,000
Realized MECU Netback being higher or (lower) than 2024 per MECU*	CAD (\$115)	N/A	N/A
Average CMA <sup>(2)</sup> NE Asia caustic spot price index per tonne <sup>(3)</sup>	US\$395	US\$385	US\$455
North American sodium chlorate production volumes (MTs)	250,000	265,000	283,000
USD to CAD average foreign exchange rate	1.350	1.358	1.349
Long Term Incentive Plan costs (C\$ millions)	\$15.0 - \$20.0	\$20.0 - \$25.0	\$17.3

(1) Adjusted EBITDA is a Total of segments measure. Maintenance capital expenditures, Cash interest and Cash tax are Supplementary financial measures. Growth capital expenditures is a non-IFRS financial measure. See Appendix for more information.

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

(3) Average CMA NE Asia caustic spot price is the average for the four quarters ending with the third quarter of the year as pricing is largely based on a one quarter lag.

### Speculated Tarriff's Rates

Canada – (25%)  
Mexico – (25%)  
China – (An additional 10%)

### We expect limited impact to our bottom line (if any)

- ✓ No US imports from Mexico, very limited imports from China, some imports from Canadian operations
- ✓ US customers are mainly served by our plants located in the US
- ✓ We believe a significant portion of the tariffs (if not 100%) would be absorbed by US customers.

### Products Imported into US from Canada

#### Sodium Chlorate

- Canada is a net exporter of chlorate to the US, supplying approximately 50% of US industry.
- Our plant located in Manitoba has a significant advantage due to low renewable energy costs.

#### Chlorine

- Chlorine is an essential chemical for disinfection and is used by US municipalities to treat drinking water.

#### Merchant acid

- Chemtrade markets merchant acid generated by smelters in Canada under risk shared contracts with our key suppliers that help to mitigate any impacts in the market.

### Foreign Exchange Impact on Canadian Dollar

- A weaker CAD will make Canadian produced products cheaper in the US.
- US operated businesses will repatriate higher margins on a CAD/USD basis.
- Our main sales contract in Brazil is denominated in US dollars.

### Potential Upside - Increased Manufacturing output in US

- To the extent tariffs lead to increased US production, some of our products could benefit from increased demand and possibly pricing.



# Operational Excellence

## Continued Focus

Chemtrade has an organization-wide focus on Operational Excellence across five key areas.

### Safety

- Delivering continuous improvements in Engagement, Operating Discipline, and Conditions to build a zero-injury culture.
- Chemtrade has succeeded in moving into the top quartile (top 25%) for employee injury rate among US chemical companies<sup>(1)</sup>

### Commercial Excellence

- Pricing Excellence, maximizing margins through focused analytics.
- Selling Excellence, deploying tailored strategies for enhanced negotiations.

### Customer Experience

- Customer-centric focus with external benchmarking and internal measurements.
- Delivering quality products with reliable service.

### Productivity & Reliability

- Minimizing unplanned downtime through Maintenance Excellence.
- Optimizing production from assets and maximizing long-term production from assets.

### Supply Chain Resiliency

- Ensuring multiple sources of supply to mitigate impact of potential supplier disruptions.
- Comprehensive risk planning to ensure preparation for unforeseen events.

(1) Based on the US Department of Labor (Bureau of Labor Statistics)



### Environmental, Social and Governance 2023 Highlights

- ✓ Chemtrade GHG intensity 58% below NA chemical industry average
  - Target: below NA chemical industry average
- ✓ 88% of electricity from hydroelectricity
  - Target: >85%
- ✓ Employee OIR<sup>(1)</sup> of 0.45
  - Target: ≤0.7 by 2025
- ✓ 56% of new hires identified as BIPOC and/or gender diverse
  - Target: ≥40% by 2024
- ✓ BIPOC<sup>(2)</sup> and gender-based employee resource groups
- ✓ ESG targets are included in executives' incentive plan

(1) Overall Incident Rate (OIR)

(2) Back, Indigenous and People of Color (BIPOC)

## Recent Third-Party Precedent Transactions

### Water Chemicals

- Transaction: USALCO Water Treatment Chemicals
- Transaction Value: \$1,450M
- LTM EV/EBITDA: 10.2x
- Acquirer: The Jordan Company

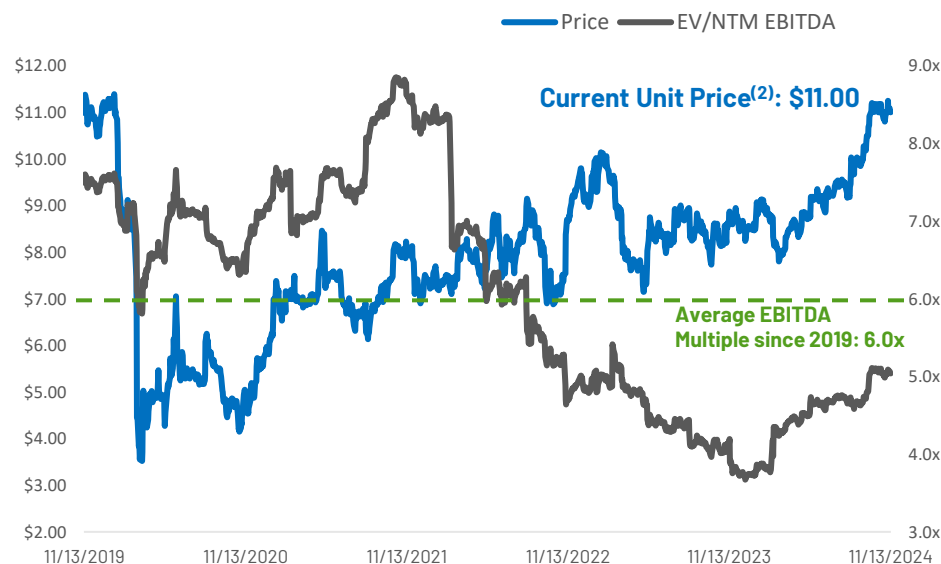
### Regen Acid

- Transaction: Veolia (North American Regeneration Services Business)
- Transaction Value: \$620M
- LTM EV/EBITDA: 7.8x
- Acquirer: American Industrial Partners

## Implied Unit Price at Comparative Multiples

	Current EBITDA Multiple	5.00x	6.00x	7.50x
<b>EV/NTM EBITDA</b>	<b>4.83x</b>	<b>5.00x</b>	<b>6.00x</b>	<b>7.50x</b>
Analyst Estimated EBITDA (\$M)	\$447	\$447	\$447	\$447
Implied EV (\$M)	\$2,159	\$2,237	\$2,685	\$3,356
Net Debt (\$M)	(\$828)	(\$828)	(\$828)	(\$828)
Implied Equity Value	\$1,331	\$1,409	\$1,857	\$2,528
Units Outstanding (M)	121	121	121	121
<b>Implied Unit Price</b>	<b>\$11.00</b>	<b>\$11.65</b>	<b>\$15.34</b>	<b>\$20.89</b>

## Historical CHE.UN Price and EV/ NTM Adjusted EBITDA<sup>(1)</sup>



1. Here we refer to Next Twelve Months (NTM) and Analyst Estimated Adjusted EBITDA based on Nasdaq data  
 2. Unit value as of November 13, 2024.

### Market Leadership

Diversified exposure to industrial and consumer end-markets, with resilient product portfolio that offers a compelling combination of defensiveness and growth.

Significant regional market share across product portfolio with several multi-year macro tailwinds.

### Strong Execution

Financial guidance indicates 2024 will be Chemtrade's second strongest year for Adjusted EBITDA.

Commercial Excellence and Profitability initiatives contributing to improved margins.

Operational Excellence and Reliability initiatives driving improved plant performance.

### Growth Opportunities

Compelling organic growth opportunities across the business (Ultrapure acid; Water Chemicals; other high-return opportunities for value creation).

Opportunistic, strategic M&A to supplement organic growth, if synergistic and accretive.

### Strengthened Balance Sheet

Strong balance sheet (1.8x Net debt to LTM Adjusted EBITDA <sup>(1)</sup>) and robust cash flow generation offer financial flexibility.

Prudent capital allocation and generating long-term unitholder value a core focus.

### Returning Capital to Unitholders

Long track-record of paying distributions; increased 5% in Jan 2025 and 10% in Jan 2024 to \$0.69/unit (annualized)

6.1% distribution yield <sup>(1)</sup> and LTM Payout ratio of 40% <sup>(1)</sup>, highlighting the distribution's sustainability.

Strategic use of NCIB offers another lever to drive unitholder value, given Chemtrade's valuation.

### ESG Leadership

Committed to establishing and achieving material ESG targets

(1) Based on the closing price of Chemtrade units on October 30, 2024

(2) Payout ratio is non-IFRS ratio. Net debt to LTM Adjusted EBITDA is a Capital management measure that includes Net debt, which is a non-IFRS financial measure, and is shown as of the end of Q3 2024. See Appendix for more information.

For more information:  
[investor-relations@chemtradelogistics.com](mailto:investor-relations@chemtradelogistics.com)





# Appendix

**Scott Rook**  
President & CEO

Joined Chemtrade in 2019 as COO; CEO since March 2021

More than 28 years' experience in the chemical industry including commercial, operational, and business leadership roles

Previously Senior VP, Commercial at Ascend Performance Materials

**Rohit Bhardwaj**  
CFO

Joined Chemtrade in 2006 as CFO

Oversees Finance, IT, Investor Relations, Corporate Development, and Legal

Previously CFO, Corporate Secretary and Executive VP, Operations of TSX-listed Inscap Corporation

**Tim Montgomery**  
Group VP, Manufacturing  
and Engineering

Joined Chemtrade in 2020

Oversees Manufacturing, Engineering, and EH&S

More than 30 years' experience in the chemical industry

**Alan Robinson**  
Group VP, Commercial

Joined Chemtrade in 2022

Oversees Commercial, Procurement and Supply Chain

More than 22 years' experience in commercial, business leadership, and supply chains in the chemical industry

**Bramora Rebello**  
VP, Human Resources

Joined Chemtrade in 2015 as Director of Total Rewards

Leads the Human Resources function since September 2023

More than 23 years' experience in Human Resources

**Tejinder Kaushik**  
VP, Information  
Technology

Joined Chemtrade in 2016

Leads Information Technology operations

More than 20 years of IT experience across multiple industries, including formerly Senior Director of Global IT at Celestica

**Susan Paré**  
General Counsel &  
Corporate Secretary

Joined Chemtrade in 2006

Leads the Legal Department and is Corporate Secretary of the Board of Trustees

Also oversees the Environmental Risk group

<b>Douglas Muzyka</b> Chair of the Board	Trustee since November 2020 Corporate Director Previously Senior VP and Chief Science and Technology Officer of E.I. DuPont de Nemours
<b>Lucio Di Clemente</b> Chair of the Governance and Nominating Committee	Trustee since July 2009 Executive mentor, corporate financial advisor and corporate director
<b>Daniella Dimitrov</b> Chair of the Audit Committee	Trustee since May 2020 Currently Senior VP and CFO of Calibre Mining Over 20 years' of experience in mining and financial services in various roles and corporate director
<b>Emily Moore</b> Chair of the Human Capital and Compensation Committee	Trustee since July 2019 Director of Troost Institute for Leadership Education in Engineering at the University of Toronto and corporate director
<b>Luc Doyon</b> Chair of the Responsible Care Committee	Trustee since May 2022 Corporate Director 34-year career with Air Liquide
<b>Katherine Rethy</b> Trustee	Trustee since July 2015 Corporate Director Previously Senior VP, Global Services at Falconbridge Ltd.
<b>Gary Merasty</b> Trustee	Trustee since February 2024 CEO of The Peter Ballantyne Group of Companies Over 20 years' experience serving on both corporate and non-profit boards as well as think tanks and secondary institutions
<b>Suzann Pennington</b> Trustee	Trustee since January 2025 Over 30 years' experience in strategic planning, complex investments, M&A, risk management and sustainability Previously Managing Director and Chief Investment Officer of CIBC Global Asset Management
<b>Scott Rook</b> CEO & Trustee	Trustee since March 2021 President and CEO of Chemtrade Previously Senior VP, Commercial at Ascend Performance Materials

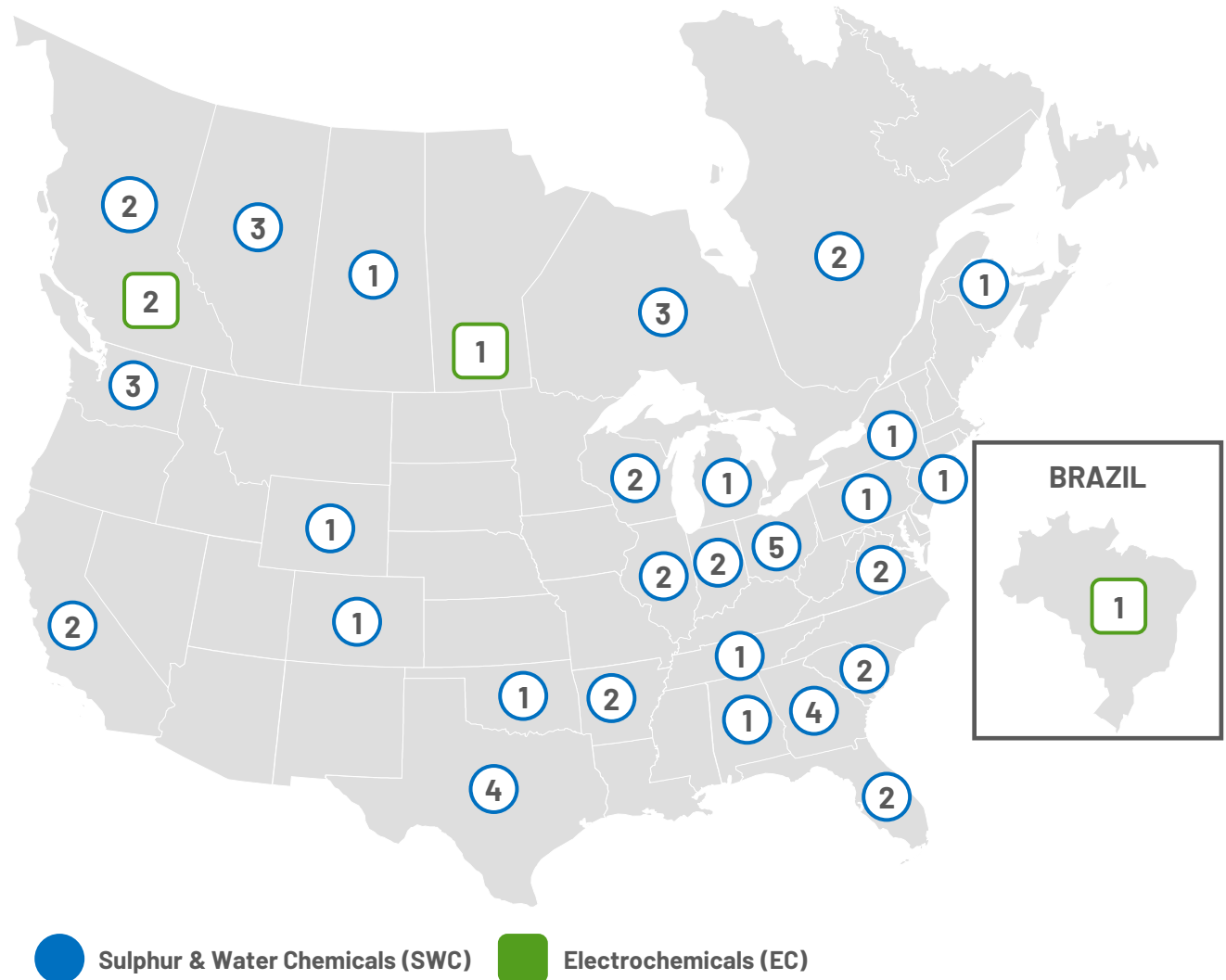
# Chemtrade's Footprint Transcontinental Reach

## Sulphur & Water Chemicals

- 12 facilities in Canada and 41 in the United States
- Strategic locations near customers create a barrier to entry given transportation costs

## Electrochemicals

- Operating facilities in Canada and South America (Brazil)
- State-of-the-art facilities utilizing membrane cell technology
- Strategically located with access to stable and regulated low-cost hydro-electric power



# Operating Segments

## Sulphur & Water Chemicals (SWC)

**#1** Alum supplier to drinking water plants  
**Top** Ultrapure acid supplier to semiconductors

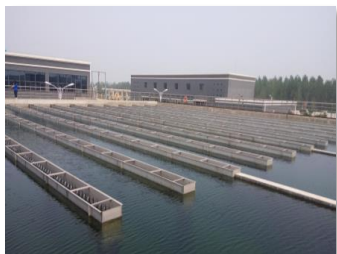
**#2** Supplier of water coagulants  
**#2** Regen acid supplier to refineries

**#2** in poultry litter treatment  
**Top 3** Merchant acid supplier

\*Management estimates for North American Market

- SWC manufactures and markets sulphur-based products and services, water treatment chemicals, and specialty chemicals

### Water Chemicals

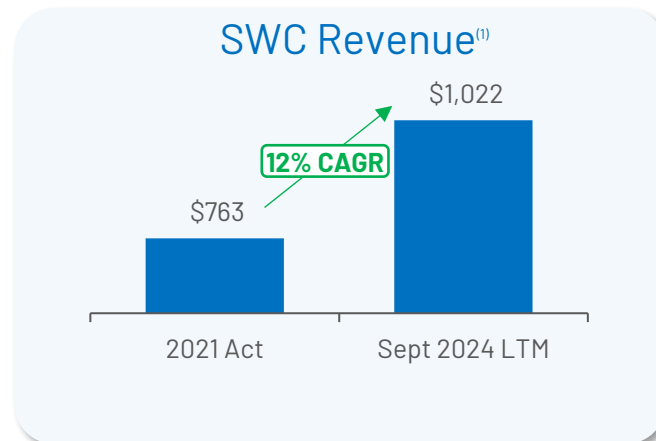


- One of North America's largest suppliers of inorganic coagulants for **water treatment**, serving a diverse customer base including industrial markets and municipalities.
- Inorganic coagulants** are used to clean and purify drinking water and are non-discretionary.
- Water chemicals** tends to be counter-cyclical.

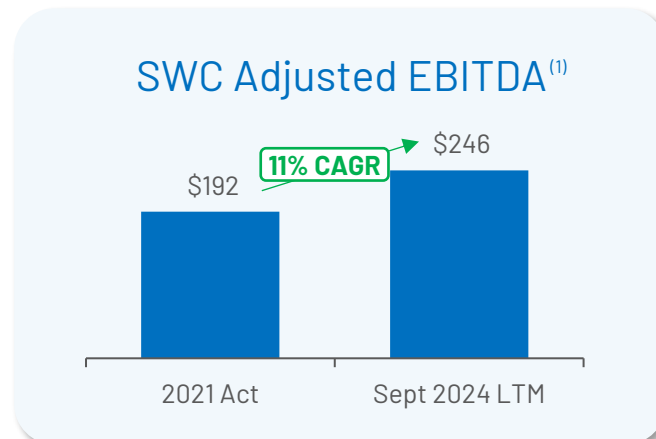
### Sulfur Products



- One of North America's largest suppliers of industrial **sulphuric acid**, including **Regen acid** for the petroleum industry, **merchant acid** for diverse industrial applications, and **ultrapure acid** for the semiconductor manufacturing sector.
- Regen acid** is used in the alkylation process, to make additives that increase the octane of gasoline. Refinery utilization is recession resistant.
- Merchant acid** has risk-sharing agreements with suppliers and customers.



1. Revenue excludes revenues from divested assets.



1. Adjusted EBITDA excludes revenues from divested assets.

Sources: Management estimates.

Notes: Figures in C\$ millions, unless otherwise noted. Figures on post-IFRS 16 basis. Market positions based on internal estimates of North American markets. LTM as of Q2 2024.



**#1** Chlor-alkali producer in Canada

**Top 3** Sodium chlorate supplier in North America

- EC manufactures and markets sodium chlorate and chlor-alkali products with cost advantaged hydroelectric energy position

### Chlorine and HCl



- EC supplies over 70% of Western Canada's and 60% of Western US's liquid **chlorine** and 40% of all chlorine available in Canada.
- Chlorine** is used to disinfect municipal drinking water and wastewater.
- Hydrochloric Acid (HCl)** used in oil and gas fracking in Western Canada.

### Caustic Soda



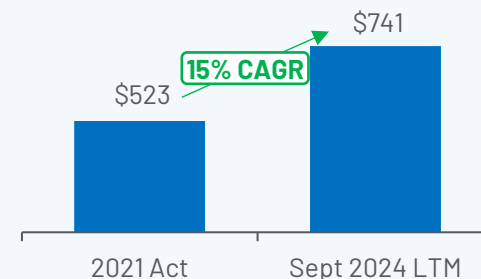
- Leading regional supplier of **caustic soda** in Western Canada for diverse industrial end-markets.
- Western Canada market is a net importer of **caustic soda** resulting in Northeast Asian spot price influence on market price.

### Sodium Chlorate

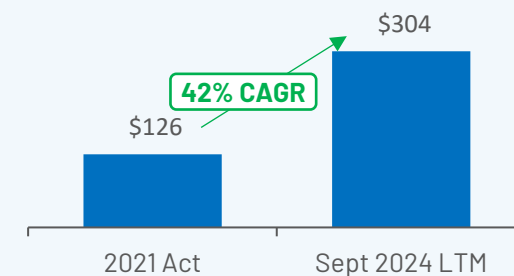


- A leading supplier of **sodium chlorate** in Canada, primarily for the pulp and paper industry.

### EC Revenue



### EC Adjusted EBITDA



Sources: Management estimates.

Notes: Figures in C\$ millions, unless otherwise noted. Figures on post-IFRS 16 basis. Market positions based on internal estimates of North American markets. LTM as of Q2 2024.

# Macro Trends

## Capturing Secular Tailwinds

### Growing Water Treatment Chemicals Demand

**5% CAGR (2023 – 2033)**

Expected growth in **global water treatment chemicals market**

**US\$12Bn**

2023 North American chemical **water treatment market**

#### Macro Drivers



**Population Growth**



**Industrial Growth**



**Aging Water Infrastructure**



**Tightening Environmental Regulations**



**Extreme Weather (Droughts)**

#### Chemtrade Differentiators

Greater emphasis on building and maintaining water treatment facilities



**Chemtrade is one of the largest coagulants suppliers**

Cities hiring private sector to address infra. gap and complex water standards



**Chemtrade is a leading provider to private and municipal markets**

Chemical supplier proximity to water treatment facilities is crucial



**Chemtrade's footprint creates a barrier to entry**

### Growing Demand for Semiconductors

**12% CAGR (2022 – 2032)**

Expected growth in U.S. semiconductor **fab capacity**<sup>(1)</sup>

**US\$646Bn**

Expected semiconductor **capital investments** in the U.S. from 2024 to 2032

#### Macro Drivers



**AI Megatrend**



**Increasing Digitization**



**Onshoring of Production**



**Electric Vehicles**



**US CHIPS Act**

#### Chemtrade Differentiators

Fabricators require suppliers of scale



**Chemtrade is #1 N.A. producer of ultrapure acid**

Requirement for next-gen technology



**Chemtrade's ultrapure is expected to be one of a few to meet next-gen needs**

Chemical supplier proximity to semiconductor fabricators is crucial

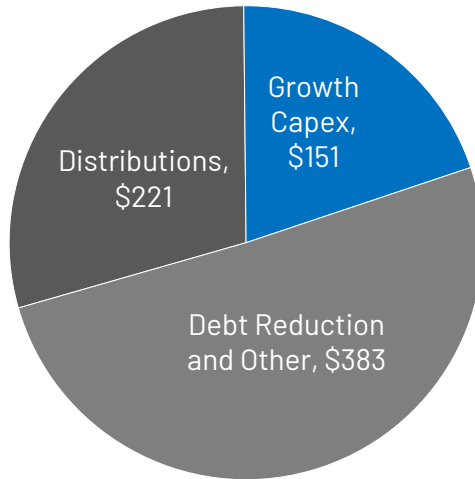


**Strategically located near largest fabs**

Sources: Publicly available information and Semiconductor Industry Association.

1. Measured in wafer starts per month.

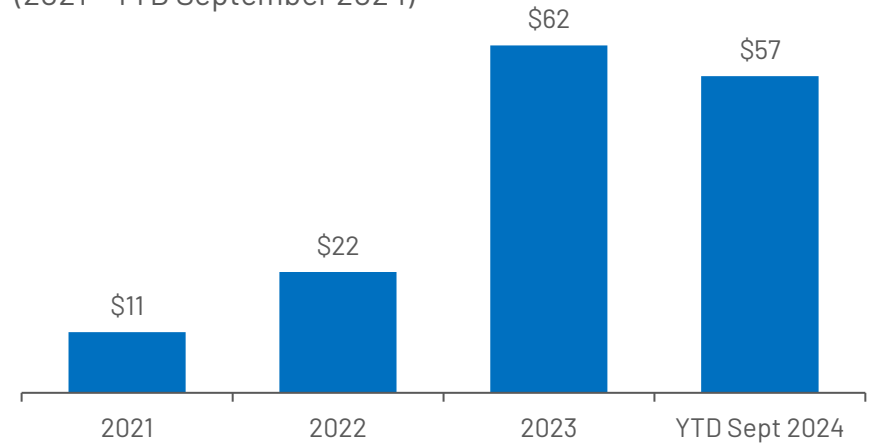
## Capital Allocation Split



## Historical Capital Allocation 2021-Sept 2024

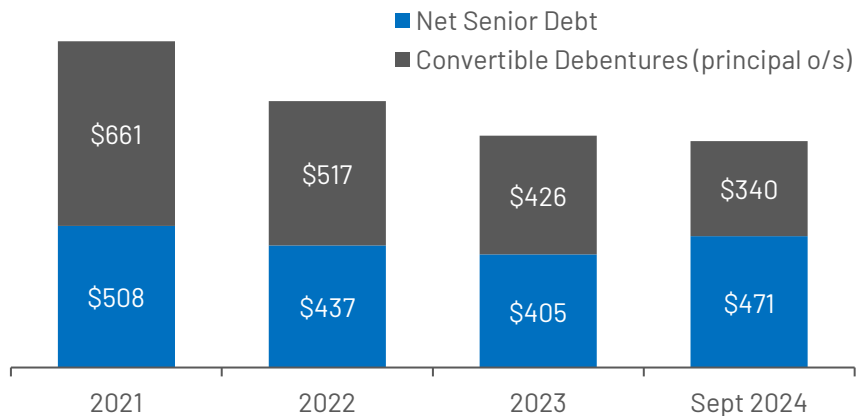
### Growth Capital Expenditures

Total Growth Capital Expenditures of \$151M  
(2021 – YTD September 2024)



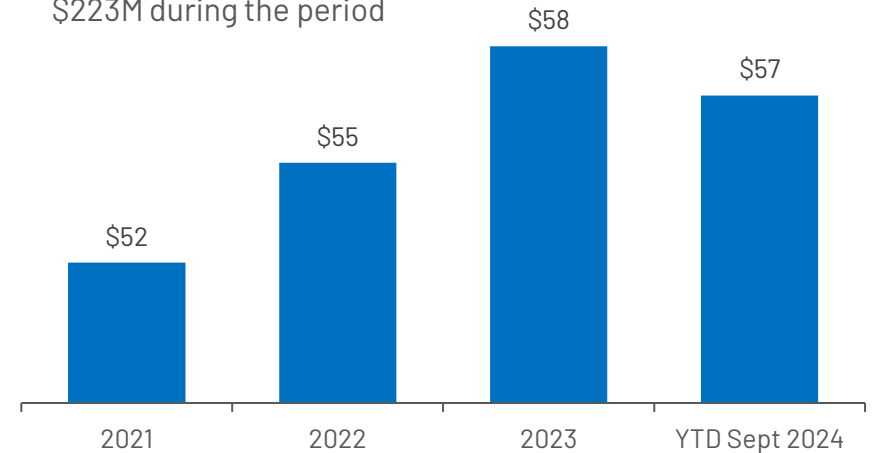
### Debt Reduction (2021 – Sept. 2024)

Total Debt Reduction of \$381M



### Distributions (2021 – YTD Sept. 2024)

Increased Distribution Per Unit by 10% with payouts totaling \$223M during the period



Chemtrade has comprehensive ESG targets and initiatives in place.

Category	Area of Focus	Key Targets	Progress in 2023
Environmental	GHG and other air emissions	Reduce, offset or displace 2021 baseline direct GHG emissions emitted from sources we own or control (Scope 1 emissions) by 50% by 2025.	Approximately 11% of Scope 1 GHG emissions were either reduced, offset, or displaced in 2023 compared to 2021 baseline.
		Including all future acquisitions, maintain GHG intensity (kg GHG/kg product) below the chemical industry average.	GHG intensity in 2023 is 58% lower than the 2022 chemical industry average.
	Industrial and Hazardous Waste	Reduce high clay alumina (HCA) landfill disposal by an additional 20% of 2021 baseline by 2025.	Diverted 49% of HCA away from landfills in 2023, up from 27% in 2021.
	Energy Management	Ensure a minimum of 85% of our electricity usage is from hydroelectric or other renewable sources and maintain this target when making acquisitions.	88% of electricity usage in 2023 was generated from renewable hydroelectric sources.
Social	Workforce Health and Safety	Achieve employee occupational injury/illness rates (OIR) of 0.7 by 2025.	Employee OIR of 0.45 in 2023.
		Avoid all serious injuries or fatalities (SIFs) for employees and contractors in 2022 and beyond.	Employee SIF rate of 0.06 in 2023.
	Operational Safety, Emergence Preparedness and Response	Reduce Level 1 spills or releases by 50% of 2021 baseline by 2025.	Recorded four Level 1 spills or releases in 2023, compared to three in 2021.
		Reduce the number of transportation incidents by 50% of our revised 2022 baseline by 2025.	Incident rate in 2023 decreased 53% compared to 2022.
	Employee Engagement and Diversity	Achieve industry benchmark employee engagement survey results by 2025.	Overall engagement rating of 71% in 2023 as compared to external benchmark of 74%.
		Across the organization, fill 40% of vacancies with black, Indigenous and people of colour (BIPOC) and/or gender diverse candidates by 2024.	56% of new hires in 2023 identified as BIPOC and/or gender diverse.
		Achieve 50% BIPOC and/or gender diverse representation in all management positions by the end of 2025.	39% of managers in 2023 identified as BIPOC and/or gender diverse.
Governance	Corporate Governance and Business Ethics	Demonstrate leadership on ESG by reporting material SASB factors in alignment with Task Force on Climate-Related Financial Disclosure (TCFD) model.	Began reporting in alignment with TCFD in 2022.
		Incorporate ESG-related targets into short-term and long-term incentive plans of executives starting in 2022.	Formalized into executive incentive plans in 2022.

For more information, please refer to Chemtrade's Sustainability Report, available at [www.chemtradelogistics.com/sustainability](http://www.chemtradelogistics.com/sustainability)

# North Vancouver Lease Renewal

Chemtrade remains in active discussions with the Vancouver Fraser Port Authority regarding a new lease for its North Vancouver chlor-alkali facility.

- Chemtrade has been actively engaging with the community and the feedback received has been overwhelmingly supportive and positive.
- The North Vancouver plant supplies over 70% of Western Canada's liquid chlorine and 40% of all chlorine available in Canada which is used to treat municipal drinking water and wastewater.
- The facility has operated with no major safety issues for 65 years.
- The site employs 128 full-time staff.



## Key Sensitivities: Annual Impact on Adjusted EBITDA

## Caustic Soda Price

- Change of US\$50/DMT = C\$13.8 million

## Sodium Chlorate Price

- Change of CA\$50/metric tonne = C\$12.5 million

## C\$/US\$ exchange rate

- Change of 1 cent = C\$4.0 million (favourable if C\$ weakens)

# Non-IFRS Financial Measures and Ratios

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.

# Non-IFRS Financial Measures and Ratios

## *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 it is 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 it is 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.

# Non-IFRS Financial Measures and Ratios

## *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 it is useful to investors: It provides useful information related to our cash flows including our ability to pay distributions to Unitholders.

# Non-IFRS Financial Measures and Ratios

C\$ millions, except per unit metrics and ratios	For the twelve months ended								
	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022
LTM Cash flow from operating activities	\$345.3	\$332.3	\$ 349.5	\$ 401.5	\$ 407.5	\$ 421.8	\$ 386.4	\$ 369.2	\$ 357.8
Add (Less):									
LTM lease payments net of sub-lease receipts	(63.5)	(61.5)	(58.8)	(58.3)	(56.6)	(55.5)	(53.6)	(52.4)	(51.6)
LTM (decrease) Increase in working capital	8.7	31.0	33.5	0.0	17.1	1.9	(18.6)	(6.0)	(12.5)
LTM changes in other items <sup>(1)</sup>	7.5	17.1	33.3	44.0	38.2	35.0	28.2	4.0	6.6
LTM Maintenance capital expenditures	(112.1)	(111.3)	(102.1)	(104.2)	(93.3)	(94.2)	(103.1)	(99.8)	(103.0)
<b>LTM Distributable cash after maintenance capital expenditures</b>	<b>\$187.1</b>	<b>\$207.6</b>	<b>\$ 255.3</b>	<b>\$ 283.0</b>	<b>\$ 312.9</b>	<b>\$ 309.0</b>	<b>\$ 239.4</b>	<b>\$ 215.1</b>	<b>\$ 197.4</b>
Weighted average number of units outstanding	117,475,258	116,873,267	116,578,501	116,212,199	115,841,117	114,060,633	111,234,533	108,445,732	105,596,847
<b>LTM Distributable cash after maintenance capital expenditures per unit</b>	<b>\$ 1.59</b>	<b>\$ 1.78</b>	<b>\$ 2.19</b>	<b>\$ 2.44</b>	<b>\$ 2.70</b>	<b>\$ 2.71</b>	<b>\$ 2.15</b>	<b>\$ 1.98</b>	<b>\$ 1.87</b>
LTM Distributions declared per unit <sup>(2)</sup>	\$ 0.645	\$ 0.630	\$ 0.615	\$ 0.600	\$ 0.600	\$ 0.600	\$ 0.600	\$ 0.600	\$ 0.600
<b>LTM Payout ratio (%)</b>	<b>40%</b>	<b>35%</b>	<b>28%</b>	<b>25%</b>	<b>22%</b>	<b>22%</b>	<b>28%</b>	<b>30%</b>	<b>32%</b>

(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 Financial Measures and Ratios

## Net debt

Most directly comparable IFRS financial measure: Total long-term debt, Debentures, lease liabilities, and long-term lease liabilities, less cash and cash equivalents

Definition: Net debt is calculated as the total of long-term debt, the principal value of Debentures, lease liabilities and long-term lease liabilities, less cash and cash equivalents.

Why we use the measure and why it is useful to investors: It provides useful information related to our aggregate debt balances.

	For the quarter ended								
	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022
Long-term debt <sup>(1)</sup>	\$ 304.1	\$ 311.9	\$ 322.5	\$ 246.5	\$ 315.0	\$ 368.1	\$ 327.8	\$ 370.0	\$ 377.5
Add (Less):									
Debentures <sup>(1)</sup>	340.0	425.5	425.5	425.6	425.7	426.2	627.3	517.4	517.4
Long-term lease liabilities	130.9	133.4	141.0	130.6	130.7	120.1	107.8	94.1	90.8
Lease liabilities	52.0	52.3	52.3	49.3	51.3	48.0	47.9	45.6	45.4
Cash and cash equivalents	(16.3)	(35.3)	(27.5)	(21.5)	(35.8)	(34.3)	(132.7)	(72.6)	(36.9)
<b>Net debt</b>	<b>\$ 810.7</b>	<b>\$ 887.8</b>	<b>\$ 913.7</b>	<b>\$ 830.5</b>	<b>\$ 886.9</b>	<b>\$ 928.1</b>	<b>\$ 978.0</b>	<b>\$ 954.5</b>	<b>\$ 994.2</b>

(1) Principal amount outstanding.

# Capital Management Measures

Capital management measures are financial measures disclosed by an entity that (a) are intended to enable an individual to evaluate an entity's objectives, policies and processes for managing the entity's capital, (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.

## *Net debt to LTM Adjusted EBITDA*

Definition: Net debt to LTM Adjusted EBITDA is calculated as Net debt divided by LTM Adjusted EBITDA. LTM Adjusted EBITDA represents the last twelve months Adjusted EBITDA.

Why we use the measure and why it is useful to investors: It provides useful information related to our debt leverage and our ability to service debt. We monitor Net debt to LTM Adjusted EBITDA as a part of liquidity management to sustain future investment in the growth of the business and make decisions about capital.



# Non-IFRS Financial Measures and Ratios

## Growth capital expenditures

Most directly comparable IFRS financial measure: Capital expenditures

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

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

C\$ thousands, except per unit metrics and ratios	Three months ended		Nine months ended		Twelve months ended
	September 30, 2024	September 30, 2023	September 30, 2024	September 30, 2023	December 31, 2023
Capital expenditures	\$ 45,610	\$ 37,530	\$ 125,085	\$ 98,997	\$ 166,395
Add (Less):					
Maintenance capital expenditures	(26,477)	(25,765)	(68,419)	(60,614)	(104,249)
Non-maintenance capital expenditures	19,133	11,765	56,666	38,383	62,146
Investment in a joint venture <sup>(1)</sup>	-	-	-	-	-
<b>Growth capital expenditures</b>	<b>\$ 19,133</b>	<b>\$ 11,765</b>	<b>\$ 56,666</b>	<b>\$ 38,383</b>	<b>\$ 62,146</b>

(1) KPCT Advanced Chemicals LLC ("KPCT") joint venture's project to build an ultrapure sulphuric acid facility in Arizona

## 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.

# Total of Segments Measures

## Adjusted EBITDA

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

C\$ thousands	Three months ended September 30		Nine months ended September 30	
	2024	2023	2024	2023
Net earnings	\$ 60,080	\$ 70,784	\$ 116,634	\$ 237,642
Add (Less):				
Depreciation and amortization	45,503	54,741	138,616	160,067
Net finance (income)	16,149	(2,429)	61,059	(9,708)
Income tax expense	13,809	16,669	36,672	31,932
Net loss (gain) on disposal and write-down of PPE	521	606	3,014	3,545
Change in environmental and decommissioning liability	2,410	(3,504)	186	(2,610)
Gain on disposal of assets	-	-	-	-
Unrealized foreign exchange loss (gain)	(1,319)	5,251	6,018	(2,879)
<b>Adjusted EBITDA</b>	<b>\$ 137,153</b>	<b>\$ 142,118</b>	<b>\$ 362,199</b>	<b>\$ 417,989</b>

# Total of Segments Measures

## Adjusted EBITDA

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

C\$ millions	Twelve Months Ended								
	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022
Net earnings (loss)	\$ 128.3	\$ 139.0	\$ 211.7	\$ 249.3	\$ 225.9	\$ 230.5	\$ 178.0	\$ 109.1	\$ (59.7)
Add (Less):									
Depreciation and amortization	196.0	205.3	210.2	217.5	215.0	216.8	216.9	217.0	222.1
Net finance costs	94.8	76.2	42.4	24.0	27.5	4.0	8.4	50.0	69.7
Income tax (recovery) expense	46.8	49.7	40.4	42.1	64.6	60.8	56.1	60.1	49.3
Impairment of intangible assets and PPE	-	-	-	-	-	-	-	-	130.0
Change in environmental and decommissioning liability	10.0	4.1	5.6	7.2	(2.6)	0.9	0.8	-	0.6
Net (gain) loss on disposal and write-down of PPE	(2.5)	(2.4)	(3.1)	(2.0)	5.7	6.0	4.0	2.1	(0.8)
Loss on disposal of assets held for sale	-	-	-	-	-	-	(0.2)	0.5	7.6
Gain on disposal of assets	(24.3)	(24.3)	(24.3)	(24.3)	-	-	(17.4)	(17.4)	(17.4)
Unrealized foreign exchange (gain) loss	(2.2)	4.3	(2.1)	(11.1)	(13.8)	(1.8)	8.2	9.6	17.8
<b>Adjusted EBITDA</b>	<b>\$ 446.9</b>	<b>\$ 451.8</b>	<b>\$ 480.9</b>	<b>\$ 502.6</b>	<b>\$ 522.2</b>	<b>\$ 517.2</b>	<b>\$ 454.7</b>	<b>\$ 430.9</b>	<b>\$ 419.2</b>

# Total of Segments Measures

## Adjusted EBITDA

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

C\$ millions	Adjusted EBITDA for the year ended December 31				
	2023	2022	2021	2020	2019
Net earnings (loss)	\$ 249.3	\$ 109.1	\$ (235.2)	\$ (167.5)	\$ (99.7)
Add (Less):					
Depreciation and amortization	217.5	217.0	239.6	253.9	262.5
Net finance costs	24.0	50.0	116.2	140.3	88.5
Income tax (recovery) expense	42.1	60.1	15.0	(47.5)	(24.3)
Impairment of intangible assets and PPE	-	-	130.0	56.0	65.6
Change in environmental and decommissioning liability	7.2	-	0.6	8.2	-
Net (gain) loss on disposal and write-down of PPE	(2.0)	2.1	(0.4)	21.0	13.8
Loss on disposal of assets held for sale	-	0.5	7.1	-	-
Gain on disposal of assets	(24.3)	(17.4)	-	-	-
Unrealized foreign exchange (gain) loss	(11.1)	9.6	7.5	0.8	(10.8)
<b>Adjusted EBITDA</b>	<b>\$ 502.6</b>	<b>\$ 430.9</b>	<b>\$ 280.4</b>	<b>\$ 265.3</b>	<b>\$ 295.6</b>

# Supplementary Financial Measures

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.

## *Non-maintenance capital expenditures*

Represents capital expenditures that are: (a) pre-identified or pre-funded, usually as part of a significant acquisition and related financing; (b) considered to expand the capacity of our operations; (c) significant environmental capital expenditures that are considered to be non-recurring; or (d) capital expenditures to be reimbursed by a third party.

# Supplementary Financial Measures

## *Cash interest*

Represents interest expense related to long-term debt, interest on Debentures, pension interest expense and interest income.

## *Cash tax*

Represents current income tax expense.