



**CHEMTRADE**



**RESPONSIBLE CARE®**  
OUR COMMITMENT TO  
SUSTAINABILITY

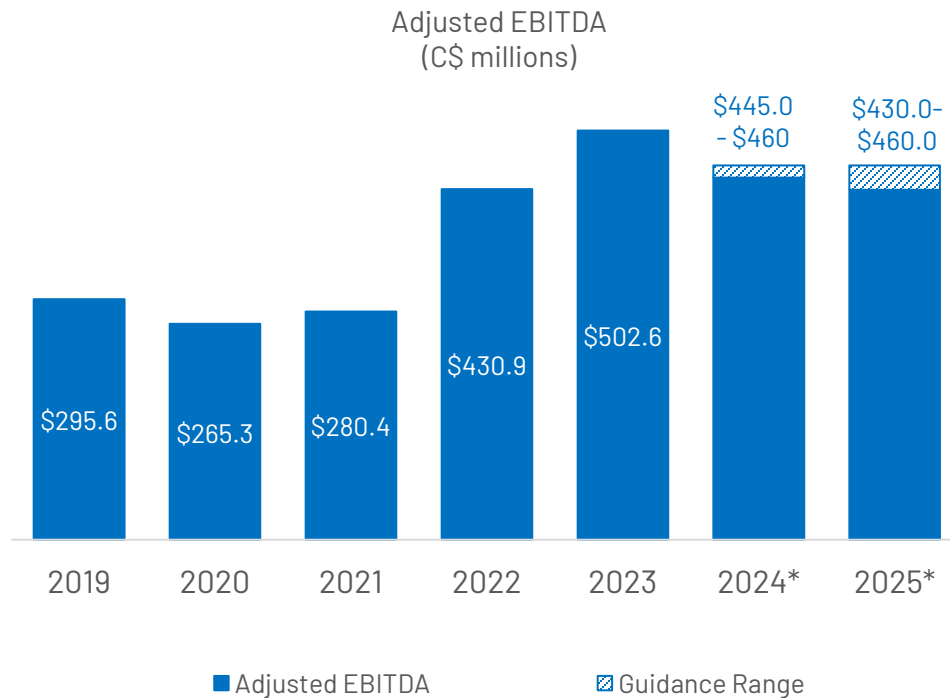
# 2025 GUIDANCE

Chemtrade Logistics Income Fund (TSX: CHE.UN)  
January 10, 2025

## 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 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	1.360	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.

4

## 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)

# APPENDIX

# 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 nine months ended	
	September 30, 2024	September 30, 2023
Cash flow from operating activities	\$ 143,244	\$ 129,166
Add (Less):		
Lease payments net of sub-lease receipts	(16,430)	(14,435)
Increase in working capital	(29,680)	(7,317)
Changes in other items <sup>(1)</sup>	(4,718)	4,816
Maintenance capital expenditures	(26,477)	(25,765)
<b>Distributable cash after maintenance capital expenditures</b>	<b>\$ 65,939</b>	<b>\$ 86,465</b>
Weighted average number of units outstanding	118,769,869	116,378,970
<b>Distributable cash after maintenance capital expenditures per unit</b>	<b>\$ 0.56</b>	<b>\$ 0.74</b>

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

# 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

## 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	Nine months ended		Twelve months ended
	September 30, 2024	September 30, 2023	December 31, 2023
Capital expenditures	\$ 125,085	\$ 98,997	\$ 166,395
Add (Less):			
Maintenance capital expenditures	(68,419)	(60,614)	(104,249)
Non-maintenance capital expenditures	56,666	38,383	62,146
Investment in a joint venture <sup>(1)</sup>	-		-
<b>Growth capital expenditures</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	Nine months ended September 30	
	2024	2023
Net earnings	\$ 116,634	\$ 237,642
Add (Less):		
Depreciation and amortization	138,616	160,067
Net finance (income)	61,059	(9,708)
Income tax expense	36,672	31,932
Net loss (gain) on disposal and write-down of PPE	3,014	3,545
Change in environmental and decommissioning liability	186	(2,610)
Gain on disposal of assets	-	-
Unrealized foreign exchange loss (gain)	6,018	(2,879)
<b>Adjusted EBITDA</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.