



# OCI Partners LP

Q1 2018 Results Presentation  
May 2018



# Disclaimer

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*The summary financial and operating data as of and for the quarters ended March 31, 2018 and 2017. This financial data was derived from our audited consolidated financial statements and related notes included in our Quarterly Report on Form 10-Q for the quarter ended March 31, 2018 filed with the United States Securities and Exchange Commission ("SEC"). The financial data set forth below should be read in conjunction with those consolidated financial statements and the notes thereto, which have been filed with the SEC. The other data and operating statistics have been derived from our financial records.*

# Financial Overview

## Q1 2018 Results Summary

US\$ thousand	Three Months Ended		Change
	2018	2017	
	<b>March 31</b>		
Revenues	117,346	92,891	26%
Cost of Goods Sold	53,658	48,272	11%
Depreciation Expense	15,223	15,244	0%
Selling, General and Administrative Expenses	5,104	5,069	1%
<b>Income from Operations (before interest expense, other income (expense) and income tax expense)</b>	<b>43,361</b>	<b>24,306</b>	<b>78%</b>
Interest Expense	9,363	10,077	-7%
Loss on Extinguishment of Debt	3,501	-	
Other Expense (Income)	(6)	19	-132%
<b>Income (loss) from Operations (before tax expense)</b>	<b>30,503</b>	<b>14,210</b>	<b>115%</b>
Income Tax Expense	357	466	-23%
<b>Net Income (loss)</b>	<b>30,146</b>	<b>13,744</b>	<b>119%</b>
	<b>31-Mar-18</b>	<b>31-Mar-17</b>	
Total Debt	447,465	443,885	1%
Net Debt	398,874	427,610	-7%

### Sales Volumes

#### 000 Metric Tons

Ammonia  
Methanol

	Q1 2018	Q1 2017
Ammonia	73.0	85.5
Methanol	234.6	203.1

\*Net Debt is defined as Total Debt minus Cash and Cash Equivalents

\*Total Debt is the outstanding principal portion of our short term and long term debt less the unamortized portion of the Deferred Financing Cost and Original Issue Discount associated with these facilities

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# Appendix

# Appendix

## Income Statement

	Three Months Ended March 31,	
	2018	2017
Revenues	\$ 109,758	\$ 89,312
Revenues—related party	7,588	3,579
<b>Total Revenue</b>	<b>117,346</b>	<b>92,891</b>
Cost of goods sold (exclusive of depreciation)	49,937	44,888
Cost of goods sold (exclusive of depreciation)—related party	3,721	3,384
<b>Total Cost of goods sold (exclusive of depreciation)</b>	<b>53,658</b>	<b>48,272</b>
Selling, general and administrative expenses	2,844	4,102
Selling, general and administrative expenses—related party	2,260	967
<b>Total Selling, general and administrative expenses</b>	<b>5,104</b>	<b>5,069</b>
Depreciation expense	15,223	15,244
Income from operations before interest expense, other income and income tax expense	43,361	24,306
Interest expense	5,895	5,547
Interest expense—related party	3,468	4,530
Loss on extinguishment of debt	3,501	—
Other expense	6	(19)
Income (loss) from operations before tax expense	30,503	14,210
Income tax expense	357	466
Net income (loss)	<b>\$ 30,146</b>	<b>\$ 13,744</b>
<b>Earnings (loss) per limited partner unit:</b>		
Common unit (basic and diluted)	\$ 0.35	\$ 0.16
<b>Weighted average number of limited partner units outstanding:</b>		
Common units (basic and diluted)	86,997,590	86,997,590

# Appendix

## Balance Sheet

	As of	
	March 31, 2018	December 31, 2017
	(unaudited)	
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 48,591	\$ 16,275
Accounts receivable	43,413	32,032
Accounts receivable—related party	1,505	6,503
Inventories	2,524	6,041
Advances due from related parties	80	188
Other current assets and prepaid expenses	4,823	3,917
<b>Total current assets</b>	<b>100,936</b>	<b>64,956</b>
Property, plant, and equipment, net of accumulated depreciation of \$242,273 and \$227,050, respectively	543,335	558,206
Other non-current assets	1,468	942
<b>Total assets</b>	<b>\$ 645,739</b>	<b>\$ 624,104</b>
<b>Liabilities and Partners' Capital</b>		
Current liabilities:		
Accounts payable	\$ 16,348	\$ 14,812
Accounts payable—related party	4,725	14,268
Other payables and accruals	1,415	2,652
Revolving credit facility, net	—	15,977
Current maturities of the term loan facility	4,550	4,480
Accrued interest	176	2,402
Accrued interest—related party	—	1,468
Cash distributions payable	23,489	—
Other current liabilities	2,015	1,150
<b>Total current liabilities</b>	<b>52,718</b>	<b>57,209</b>
Term loan facility, net	442,915	223,428
Term loan facility—related party	—	200,000
Other non-current liabilities	3,128	3,146
<b>Total liabilities</b>	<b>498,761</b>	<b>483,783</b>
Partners' capital		
Common unitholders—86,997,590 issued and outstanding at March 31, 2018 and December 31, 2017	146,978	140,321
General partner's interest	—	—
<b>Total partners' capital</b>	<b>146,978</b>	<b>140,321</b>
<b>Total liabilities and partners' capital</b>	<b>\$ 645,739</b>	<b>\$ 624,104</b>

# Appendix

## Statement of Partners' Capital

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	<u>Common Units</u>		<u>Total Partners' Capital</u>
	<u>Units</u>	<u>Amount</u>	
December 31, 2016	86,997,590	\$ 153,251	\$ 153,251
Distributions	—	—	—
Distributions—Related Party	—	—	—
Net loss	—	13,744	13,744
March 31, 2017	86,997,590	\$ 166,995	\$ 166,995
December 31, 2017	86,997,590	\$ 140,321	\$ 140,321
Distributions	—	(2,523)	(2,523)
Distributions—Related Party	—	(20,966)	(20,966)
Net income	—	30,146	30,146
March 31, 2018	<u>86,997,590</u>	<u>\$ 146,978</u>	<u>\$ 146,978</u>

# Appendix

## Cash Flow Statement

	<u>2018</u>	<u>2017</u>
Cash flows from operating activities:		
Net income	\$ 30,146	\$ 13,744
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation expense	15,223	15,244
Amortization of debt issuance costs	508	551
Loss on extinguishment of debt	3,501	—
Deferred income tax expense	(18)	326
Decrease (increase) in:		
Accounts receivable	(11,381)	(10,387)
Accounts receivable—related party	4,998	505
Inventories	3,517	(1,001)
Advances due from related parties	108	160
Other non-current assets, other current assets and prepaid expenses	(847)	648
Increase (decrease) in:		
Accounts payable	1,597	(4,850)
Accounts payable—related party	(216)	260
Other payables, accruals, and current liabilities	(277)	180
Accrued interest	(2,226)	(378)
Accrued interest—related party	(1,468)	(171)
Net cash provided by operating activities	<u>43,165</u>	<u>14,831</u>
Cash flows from investing activities:		
Purchase of property, plant, and equipment	(508)	(1,368)
Proceeds from sale of scrap equipment	—	—
Net cash used in investing activities	<u>(508)</u>	<u>(1,368)</u>
Cash flows from financing activities:		
Proceeds from revolving credit facility	—	62,000
Proceeds from credit facility	455,000	—
Repayment of revolving credit facility	(16,000)	(30,000)
Repayment of term loan B credit facility	(231,825)	(1,120)
Repayment of revolving credit facility—related party	—	(35,000)
Repayment of term loan facility—related party	(200,000)	—
Cash contributions by member	—	—
Debt issuance costs	(8,189)	(136)
Remittance of cash to OCI USA for transferred trade receivables	(9,327)	(112)
Distributions to Unitholders	—	—
Distributions to Unitholders—related party	—	—
Net cash used in financing activities	<u>(10,341)</u>	<u>(4,368)</u>
Net increase in cash and cash equivalents	32,316	9,095
Cash and cash equivalents, beginning of period	16,275	8,080
Cash and cash equivalents, end of period	<u>\$ 48,591</u>	<u>\$ 17,175</u>
Supplemental cash disclosures:		
Cash paid during the period for income taxes	\$ —	\$ —
Cash paid during the period for interest, net of amount capitalized	7,608	5,361
Cash paid during the period for interest, net of amount capitalized—related party	4,936	4,701
Supplemental non-cash disclosures:		
Accruals of property, plant and equipment purchases	\$ 183	\$ 244
Noncash settlement of accrued interest—related party	—	—
Distribution to Unitholders payable	2,523	—
Distribution to Unitholders payable—related party	20,966	—