



First Quarter 2021 Earnings



May 5, 2021

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Forward Looking Statements

Forward-looking statements involve known and unknown risks, uncertainties, assumptions, and other important factors that could cause the actual results, performance or our achievements, or industry results, to differ materially from historical results, any future results, or performance or achievements expressed or implied by such forward-looking statements. Such risks, uncertainties and factors include, but are not limited to the impacts of the COVID-19 pandemic on our business, financial results and financial condition and that of our customers, suppliers, and other counterparties; general economic and financial conditions domestically and internationally; insufficient cash flows from operating activities; our ability to attract and retain key employees; feedstock and product prices; feedstock availability and our ability to access third party transportation; competition; industry cycles; natural disasters or other severe weather events (including the Texas freeze event), health epidemics and pandemics (including the COVID-19 pandemic) and terrorist attacks; our ability to consummate extraordinary transactions, including acquisitions and dispositions, and realize the financial and strategic goals of such transactions; technological developments and our ability to maintain, expand and upgrade our facilities; regulatory changes; environmental matters; lawsuits; outstanding debt and other financial and legal obligations (including having to return the amounts borrowed under the Paycheck Protection Program or failing to qualify for forgiveness of such loans, in whole or in part); difficulties in obtaining additional financing on favorable conditions, or at all; local business risks in foreign countries, including civil unrest and military or political conflict, local regulatory and legal environments and foreign currency fluctuations; and other risks detailed in our latest Annual Report on Form 10-K, including but not limited to, “Part I, Item 1A. Risk Factors” and “Part II, Item 7. Management’s Discussion and Analysis of Financial Condition and Results of Operations” therein, and in our other filings with the SEC. Many of these risks and uncertainties are currently amplified by and will continue to be amplified by, or in the future may be amplified by, the COVID-19 pandemic and other natural disasters such as severe weather events (including the Texas freeze event).

There may be other factors of which we are currently unaware or deem immaterial that may cause our actual results to differ materially from the forward-looking statements. In addition, to the extent any inconsistency or conflict exists between the information included in this earnings release and the information included in our prior releases, reports and other filings with the SEC, the information contained in this earnings release updates and supersedes such information.

Forward-looking statements are based on current plans, estimates, assumptions and projections, and, therefore, you should not place undue reliance on them. Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update them in light of new information or future events.

Non-GAAP Measures

This presentation includes non-GAAP financial measures of EBITDA from continuing operations and Adjusted EBITDA from continuing operations and provide reconciliations from our most directly comparable GAAP financial measures to those measures.

We believe these financial measures provide users of our financial statements with supplemental information that may be useful in evaluating our operating performance. We also believe that such non-GAAP measures, when read in conjunction with our operating results presented under GAAP, can be used to better assess our performance from period to period and relative to performance of other companies in our industry, without regard to financing methods, historical cost basis or capital structure. These measures are not measures of financial performance or liquidity under GAAP and should be considered in addition to, and not as a substitute for, analysis of our results under GAAP.

We define EBITDA from continuing operations as net income (loss) from continuing operations plus interest expense, income tax expense (benefit), depreciation and amortization. We define Adjusted EBITDA from continuing operations as EBITDA from continuing operations plus share-based compensation, plus restructuring and severance expenses, plus impairment losses and plus or minus gains or losses on disposal of assets.

Q1 2021 Summary

- > \$4.5-\$5.0 million impact of Texas freeze event on net loss and Adjusted EBITDA from continuing ops
- > Net loss from continuing operations of \$4.4m; Adjusted EBITDA from cont. ops of \$(0.5)m
- > Launch of \$20m share repurchase program
- > Total consolidated cash: \$53m at end of March
- > Bank debt target leverage of 1.5x - 2.0x
- > Post-Q1 price increases for both solvents and wax

Debt and Cash Summary

Strong Balance Sheet

\$ millions	March 31, 2021	December 30, 2020
Total Bank Debt	\$45.0	\$46.1
PPP Loans	\$6.1	\$6.1
Total Debt	\$51.1	\$52.2
Cash on Balance Sheet	\$53.0	\$55.7
Total Debt Net of Cash	\$(1.9)	\$(3.5)

Ample Liquidity

\$ millions	Pro Forma	Note
Cash Balance	\$53.0	As of March 31, 2021
Tax Refund (CARES Act)	\$2.4	Received April 1, 2021
Pro Forma Cash Balance	\$55.4	
Total Pro Forma Net Debt	\$(4.3)	

Total liquidity at the end of Q1, including availability under our undrawn revolver of \$52.6 million, stands at \$108 million.

Q1 2021 Performance Summary

	Q1'21	Q4'20	Q3'20	Q2'20	Q1'20
Diluted EPS from continuing operations*	(\$0.18)	(\$0.01)	\$0.04	\$(0.07)	\$0.23
Net Income (Loss) from continuing operations*	(\$4.4)	(\$0.1)	\$1.1	\$(1.9)	\$5.9
Adjusted EBITDA from continuing operations* ⁽¹⁾	(\$0.5)	\$4.8	\$7.1	\$4.2	\$5.5
Gross Margin	4.3%	10.3%	17.7%	15.2%	13.0%
Cap Ex	\$4.8	\$3.1	\$2.7	\$5.7	\$1.9
Total Bank Debt	\$45.0	\$46.1	\$47.1	\$78.2	\$102.2

FY'20	FY'19
\$0.20	(\$0.52)
\$5.0	(\$12.9)
\$21.6	\$31.0
13.7%	14.9%
\$13.4	\$10.1
\$46.1	\$83.3

* Includes the impact of the Texas freeze event on Q1 2021 of \$4.5 - \$5.0 million.

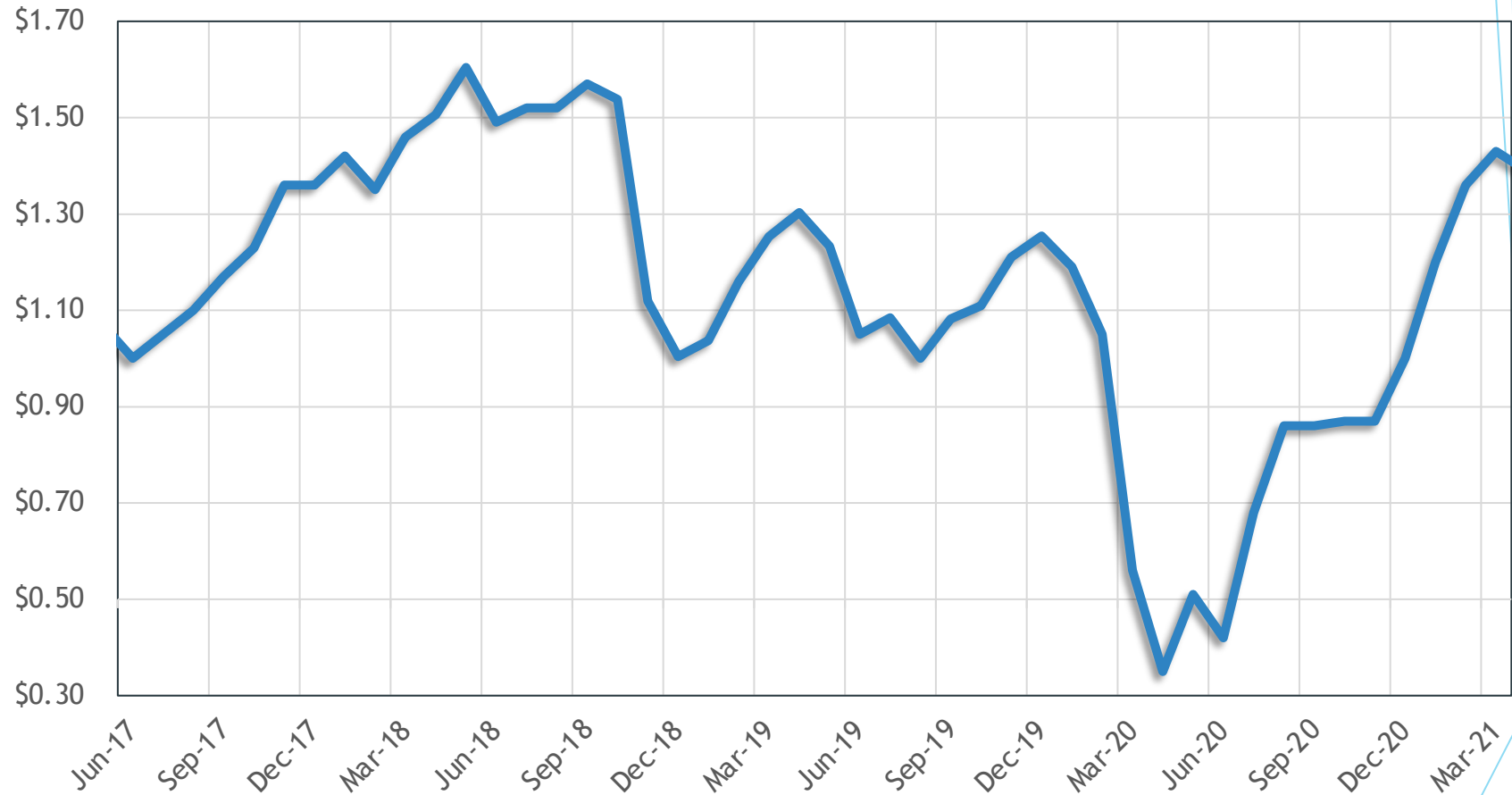
(1) See non-GAAP reconciliations included in the accompanying financial tables for the reconciliation of each non-GAAP measure to its more directly comparable GAAP measure.

Q1 2021 Business Segment Performance Summary

	Specialty Petrochemicals Sales Volume (million gallons)				
	Q1'21	Q4'20	Q3'20	Q2'20	Q1'20
All Products	17.2	22.1	17.9	15.3	19.7
Prime Products	14.7	17.6	14.7	13.1	16.2
By-products	2.5	4.5	3.1	2.3	3.5

	Specialty Waxes				
	Q1'21	Q4'20	Q3'20	Q2'20	Q1'20
Wax Revenue (\$m)	\$6.9	\$7.1	\$6.0	\$5.5	\$6.8
Wax Sales Volume (m lbs)	8.8	9.0	8.8	8.4	10.2
Avg. Wax Sales Price (\$/lb)	\$0.78	\$0.78	\$0.68	\$0.65	\$0.66
Custom Processing Revenue (\$m)	\$1.8	\$2.0	\$2.5	\$2.8	\$3.6

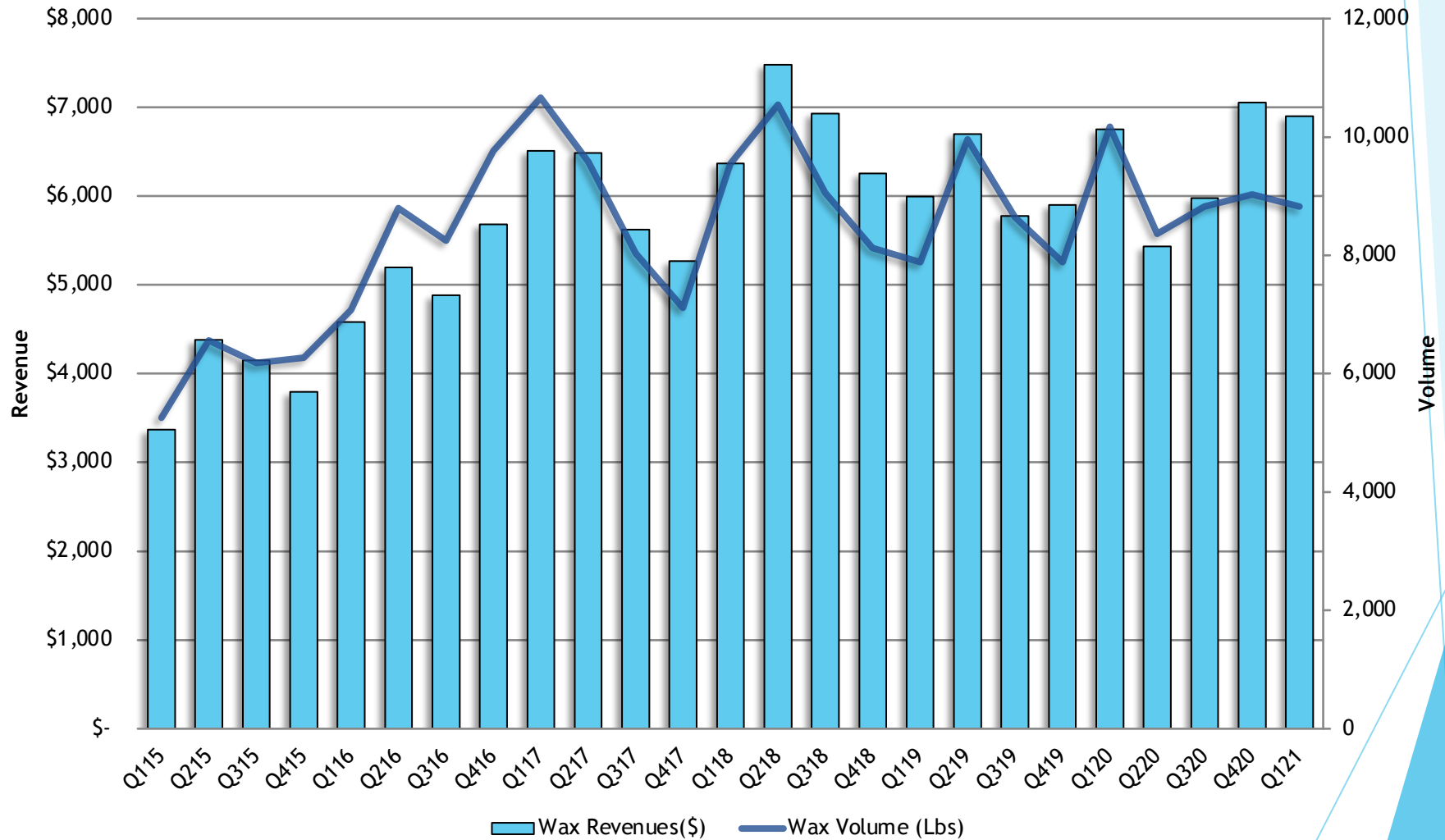
Petrochemical Feedstock - Market Price of Natural Gasoline Per Gallon



(Source: OPIS)

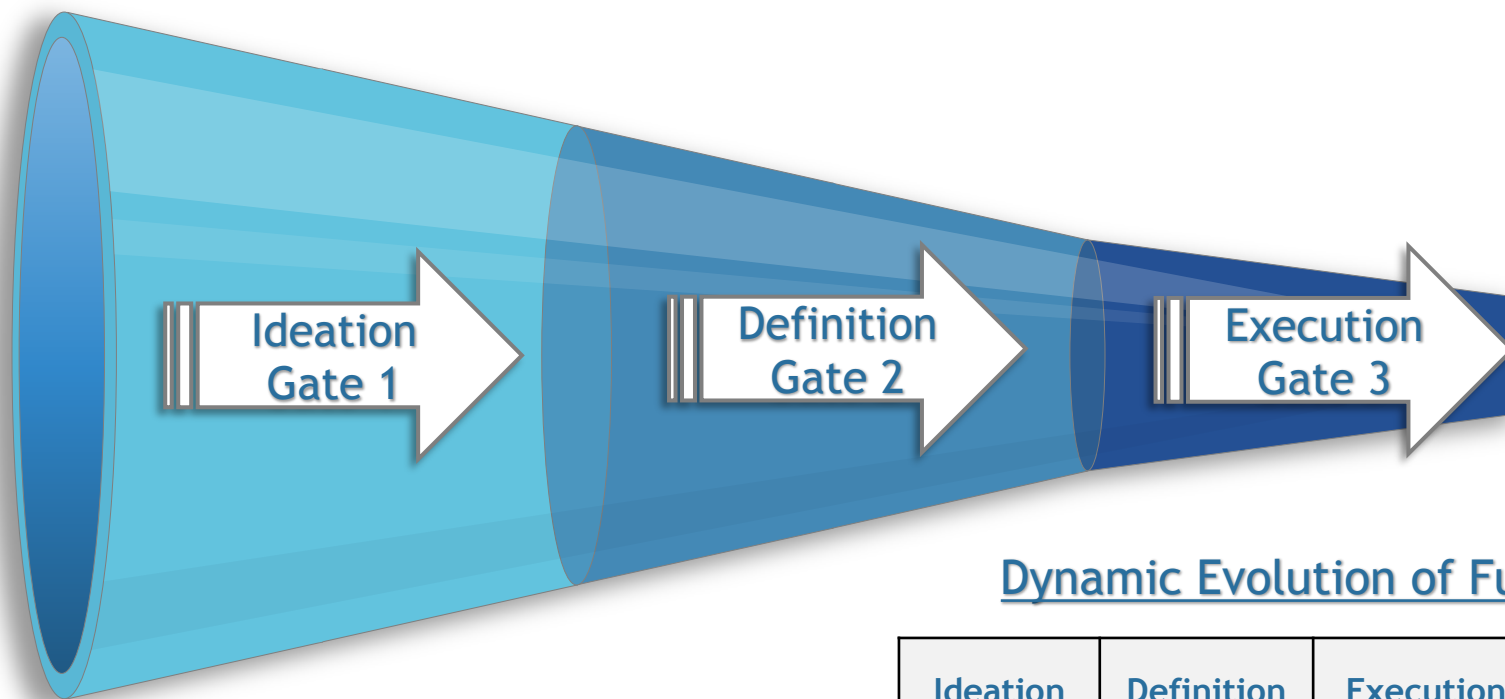
Specialty Waxes

Wax Volume and Revenue
(in thousands)



Organic Growth Execution Funnel

- Current growth portfolio of 28 projects



Dynamic Evolution of Funnel

Current Project Categories

- New Markets/Products: 12
- Asset Utilization: 11
- Increasing Productivity: 5

	Ideation	Definition	Execution	Total # of Projects
Q1'21 # of Projects	10	6	12	28
Q4'20 # of Projects	12	9	14	35
Q3'20 # of Projects	16	6	11	33

**For more information,
please visit our website:**

<http://www.trecora.com>

Reconciliation Of Selected GAAP Measures To Non-GAAP Measures

	THREE MONTHS ENDED				THREE MONTHS ENDED			
	3/31/21				3/31/20			
	SPEC. PETRO	SPEC. WAX	CORP	TREC	SPEC. PETRO	SPEC. WAX	CORP	TREC
NET INCOME (LOSS)	\$ 205	\$ (1,954)	\$ (2,655)	\$ (4,404)	\$ 4,596	\$ 1,214	\$ 4,910	\$ 10,720
Income from discontinued operations, net of tax	-	-	-	-	-	-	4,857	4,857
Income (Loss) from continuing operations *	\$ 205	\$ (1,954)	\$ (2,655)	\$ (4,404)	\$ 4,596	\$ 1,214	\$ 53	\$ 5,863
Interest expense	302	-	-	302	915	-	1	916
Income tax benefit	(486)	-	(515)	(1,001)	(1,654)	(1,456)	(2,543)	(5,653)
Depreciation and amortization	200	23	3	226	186	24	6	216
Depreciation and amortization in cost of sales	2,602	1,452	-	4,054	2,431	1,305	-	3,736
EBITDA from continuing operations *	2,823	(479)	(3,167)	(823)	6,474	1,087	(2,483)	5,078
Share based compensation	-	-	571	571	-	-	390	390
(Gain) loss on disposal of assets	(254)	-	-	(254)	(1)	17	-	16
Adjusted EBITDA from continuing operations *	<u>\$ 2,569</u>	<u>\$ (479)</u>	<u>\$ (2,596)</u>	<u>\$ (506)</u>	<u>\$ 6,473</u>	<u>\$ 1,104</u>	<u>\$ (2,093)</u>	<u>\$ 5,484</u>
Revenue	45,912	8,673	-	54,585	51,630	10,437	-	62,067
Adjusted EBITDA Margin	5.6%	-5.5%		-0.9%	12.5%	10.6%		8.8%

* Discontinued Operations only applicable within the Corporate segment