



# Forward Looking Statements

Some of the statements and information contained in this press release may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Statements regarding the Company's financial position, business strategy and plans and objectives of the Company's management for future operations and other statements that are not historical facts, are forward-looking statements. Forward-looking statements are often characterized by the use of words such as "outlook," "may," "will," "can," "shall," "should," "could," "expects," "plans," "anticipates," "contemplates," "proposes," "believes," "estimates," "projects," "projects," "potential," "continue," "intend," or the negative of such terms and other comparable terminology, or by discussions of strategy, plans or intentions.

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, health epidemics and pandemics (including the COVID-19 pandemic) and terrorist attacks; our ability to consummate, and the costs associated with, extraordinary transactions, including acquisitions, dispositions and other business combinations, 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; 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 fillings with the Securities and Exchange Commission

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 report and the information included in our prior releases, reports and other filings with the SEC, the information contained in this report 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), and depreciation and amortization. We define Adjusted EBITDA from continuing operations as EBITDA from continuing operations net of the impact of items we do not consider indicative of our ongoing operating performance, including share-based compensation, gains or losses on disposal of assets, gains or losses on extinguishment of debt and costs for professional services associated with M&A and strategic initiatives. These non-GAAP measures have been reconciled to the nearest GAAP measure for historical periods in the tables below entitled "Reconciliation of Selected GAAP Measures to Non-GAAP Measures." However, the Company is unable to reconcile its expectations regarding Adjusted EBITDA for the full year 2022 to the most directly comparable GAAP measures without unreasonable efforts because the Company is currently unable to predict with a reasonable degree of certainty the type and extent of certain items that would be expected to impact GAAP measures for these periods but would not impact the non-GAAP measures.

# Industry Leading Producer of Specialty Hydrocarbons, Circular PE Waxes and Custom Processing Solutions

#### **Market Leader Across Core Operations**

#### **Specialty Petrochemicals**

#1

High purity C5 producer in the US

#2

High purity C6 producer in the US

#### **Specialty Waxes**

#1

Circular PE wax producer in the US

## **Custom Processing**

Top 2

In high-pressure hydrogenation and distillation

#### **Company Highlights**



Leadership position across its core markets due to superior quality and technical capabilities



One of two domestic producers of high-purity pentane and hexane solvents



Only US producer of highperformance, circular polyethylene waxes



Unique custom processing capabilities in a strategic geographical location relative to raw material suppliers and key customers



Control of supply chain logistics provides advantaged customer service position and contributes to end-to-end quality



Advantageous market position in an industry with inelastic demand



Significant capital invested to date yielding superior manufacturing capabilities



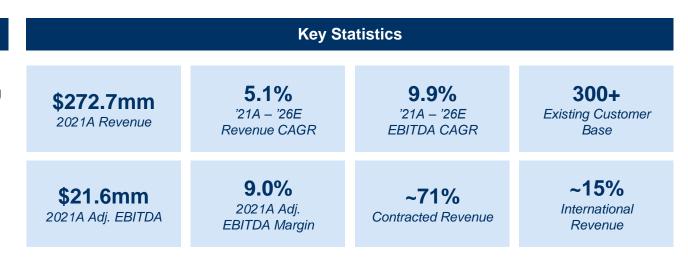
Seasoned management team with proven value creation experience

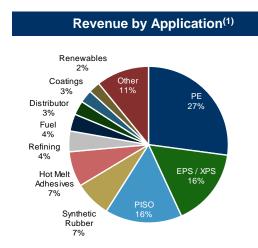


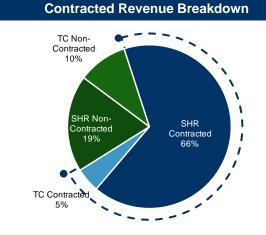
# Trecora Resources – Leading Company Specializing in High-Purity Hydrocarbons and Other Petrochemical Manufacturing

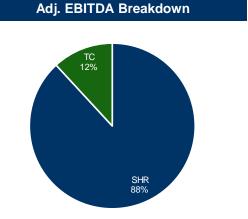
#### **Business Overview**

- Trecora Resources, based in Sugar Land, TX was founded in 1967 and specializes in high purity hydrocarbons and other petrochemical manufacturing
- The Company's main business activities are the manufacturing of various specialty petrochemical products and synthetic waxes and the provision of Custom Processing services
- Trecora's products are used in applications including polyethylene, poly-iso and expandable / extruded polystyrene
- Risk profile mitigated by diversity of end markets, which include building and construction, packaging and consumer









# **Balanced Platform with Attractive Market Segmentation**



Poly-iso Insulation

Polyethylene



Hot Melt Adhesives

	Specialty Petrochemicals	Custom Processing	Specialty Waxes	Custom Processing			
Business							
2021A Revenue	\$228.3 million	\$5.8 million	\$29.2 million	\$9.4 million			
2021A Adj. EBITDA	\$25.9mm / 1	1.1% margin	\$3.1mm / 8.1% margin				
Key Highlights	<ul> <li>Superior logistical advantage underpinne</li> <li>Strategically located near raw materials s</li> <li>Reputation for exacting quality and techn</li> <li>Dedicated assets available for Custom Proceedings</li> </ul>	uppliers and key customer base ical expertise		capacity are in short supply in the Gulf region g as extension of product line offering for large			
Select Applications							
	Polyethylene Poly-iso I	nsulation EPS / XPS	Hot Malt Adhesives	Paints and Coatings			

Insulation

**Paints and Coatings** 

# **Facility Overview**

# South Hampton Resources



#### **Facility Highlights**

- South Hampton Resources is a petrochemical manufacturer in southeast Texas
- Market leader in high-purity pentanes and hexanes
- ~30 miles north of Beaumont and ~90 miles east of Houston
- SHR dedicated truck fleet meets customer's demand expectations; 16 drivers, 16 trucks

#### **Key Statistics**

151

**Employees** 

13,000

barrels per day of fresh feed (air permits limit to 11,000)

276

Railcars

4.000

barrels per day Advanced Reformer

~100

storage tanks with total capacity of ~294,000 barrels





- Located in the center of the industrial region in the Gulf Coast near Houston, Texas
- Leading manufacturer and provider of specialty polyethylene waxes and Custom Processing solutions
- Three primary areas of business, including Custom Processing / Tolling, PE wax and Proprietary Products

86

**Employees** 

40.6mm lbs. Capacity utilized as of YTD September 2021

28 acre

Plant

~35 acres

Total site area

50-60%

Available capacity (product mix dependent)

# Trecora's Business Evolution & Transformation Supports Future Growth

#### Pre-2019

# Specialty Petrochemical and Custom Processing Expansion

Acquired Trecora Chemical to diversify and broaden earnings base, including Custom Processing focus

Commenced growth investment program driven by expectations of crude oil environment & asset replenishment

Began reviewing strategy on resource / mining elements of the Company

#### **Highlights**

D Train and Advanced Reformer completed

2017

- Acquired BASF facility, or B Plant, to expand polyol and circular PE wax capabilities
- Expanded Custom Processing capabilities, including hydrogenation and distillation, via significant investment in capital projects

#### 2019 - 2021

#### **Narrowed Strategic Focus**

Appointed Patrick Quarles as CEO and established new management team

Focus on execution including upgraded facility leadership and operational excellence principles

Disciplined capital allocation / debt reduction driven by capex process & return thresholds – portfolio simplification

## **Highlights**

- Narrowed strategic focus via sale of AMAK shares and sale of Pioche
- Appointed Karen Twitchell as Chairman and refreshed Board of Directors
- Implemented company management system emphasizing safety, reliable operations & sustainability
- Launched disciplined growth program defining value and complexity; upgraded and applied resources

#### **2022 & Beyond**

# Leverage Well Invested Infrastructure to Drive Growth

Delivering the growth program by developing the right capabilities and aligning priorities

Rolling out performance management system ensuring accountability and achievement of milestones

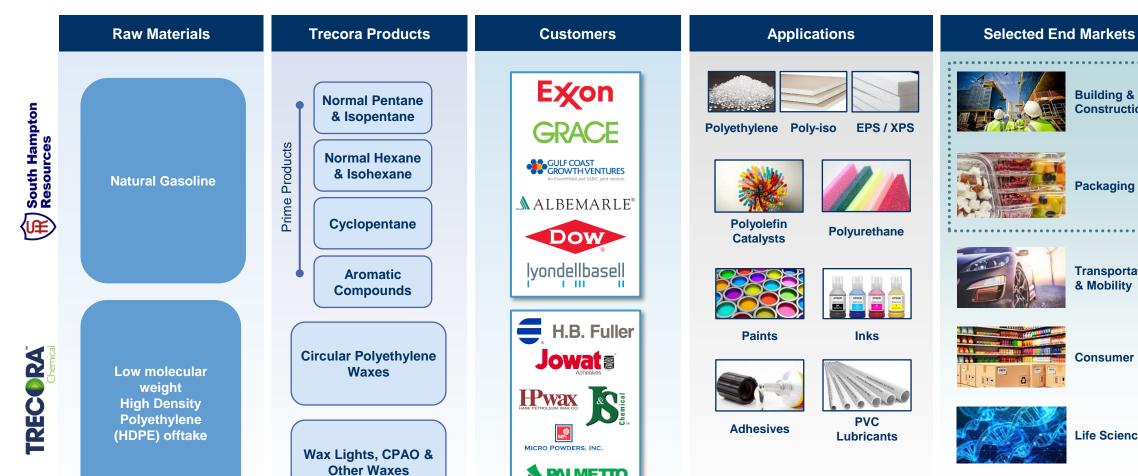
Refocusing business to prioritize free cash flow

#### **Highlights**

- Launched Odyssey logistics savings platform
- Improved natural gasoline supply agreement and octane boost product line
- Change in executive compensation metric tied to free cash flow performance
- Capitalizing on advantageous domestic positioning by increasing prices at TC
- Capturing 95% of new growth coming online in polyethylene, poly-iso and EPS / XPS applications

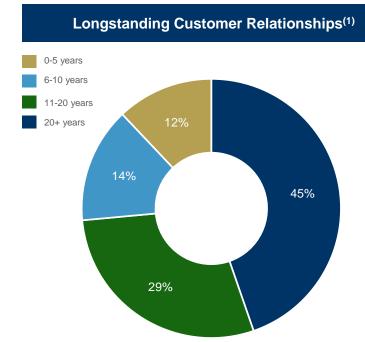
# Trecora Resources' Products Play a Critical Link in the Value Chain

**Trecora Provides Solutions to Customers Across a Variety of End Markets** 



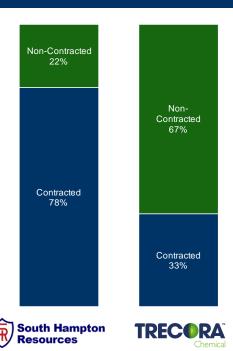


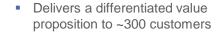
# Entrenched Blue-Chip Customer Relationships with Contracted Revenue Visibility



- Strategic and collaborative customer relationships with executing on customized requirements
- Trecora's focus on customer service is demonstrated by its ability to retain both bluechip and smaller customers, with many relationships lasting over two decades

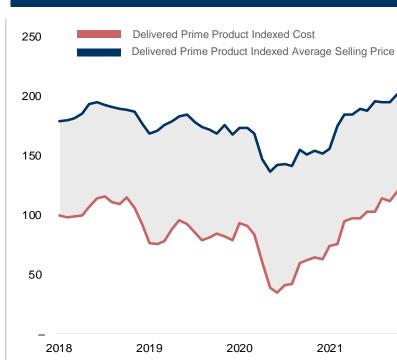
#### Contracted Revenue<sup>(2)</sup>





- ~71% of revenue base is contracted
- Trecora utilizes both formula and nonformula based pricing depending upon a customer's requirements

#### **Stable Prime Product Margin Profile**

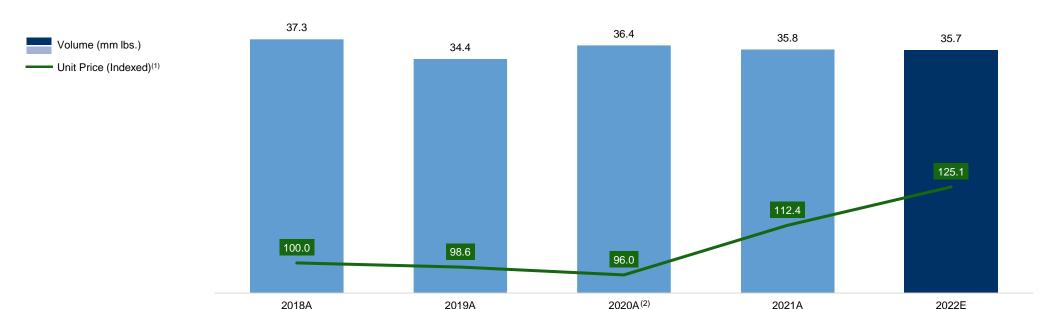


- SHR's favorable contracted customer mix insulates prime product margins from Non-TET natural gasoline index price fluctuations
- SHR pricing is set on a cost-plus basis (base raw materials plus adder); TC wax is based on FT wax alternative pricing; Custom Processing revenue falls through to bottom line

# Capturing Value of High-Quality Waxes







New supplemental feedstock supply and expansion of new products can increase capacity beyond base plan

Increase in quality, expansion of circularity and domestic supply puts Trecora in a position to enhance margin profile via price increases

Strong demand for TC's specialty wax products has led to sold out demand historically and on a projected basis

# Trecora is Levered to Several Compelling Secular Growth Trends

#### **Favorable Secular Trends**

Fast growing building and construction markets supported by rising spending in the US on improvements / new housing



Increasing penetration of insulation driven by green energy saving trends



Attractive regulatory tailwinds underpinned by ongoing replacement of HFC's with Pentanes



Robust demand for sustainable and circular specialty chemicals



Rising LLDPE packaging demand supportedby increasing use of shrink and stretch film packaging

#### **Select Application Trends**

North American
Building & Construction Spend

end \_

- Poly-iso and EPS / XPS demand poised to benefit from secular building product trends
- Applications include insulation in roofing and foundation construction

**Building Insulation** 

- Increased adoption of insulation due to energy consumption awareness
- Growth tied heavily to the commercial and residential construction industry

Pentane-Related Regulatory Tailwinds Regulation to eliminate UFC-340 driving switch over to pentane / UFO blends

HC foam substitution opportunity for blowing agents used in polyurethane appliances

Sustainability Trends Impacting the Chemicals Industry

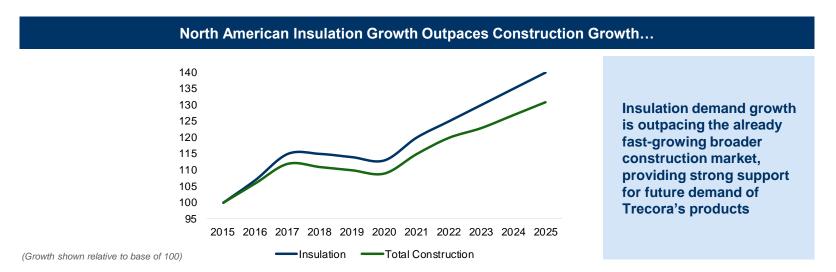
Shift towards sustainable and circular specialty chemical products

 HFC restrictions expected to increase pentane demand (applicable for refrigeration appliances)

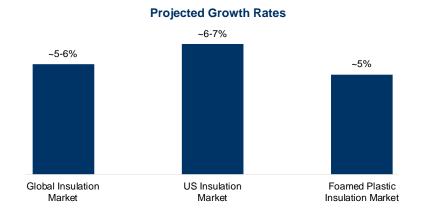
Rising LLDPE Demand

- Rising adoption of LLDPE in construction
- Demand driven by high and increasing LLDPE penetration in the polymer market

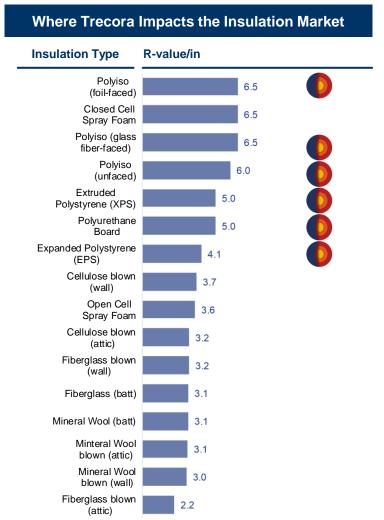
# Megatrend – Growing Demand and Increased Importance of Insulation in the Building and Construction Industry







EPS insulation is now the largest product segment (~25% of the market) and XPS has emerged as a superior product due to its environmental impact and performance capabilities



# Strong Anticipated Growth Underpinned by Robust Demand for Sustainable Materials

Sustainable Product	Description	Status	Production Scale	Industry CAGR
Renewable Aviation Fuel	<ul> <li>Producing and supplying renewable aviation fuel inputs for a North American renewable chemicals and biofuels company</li> </ul>	Commercial	Pilot  Potential to expand volumes at Trecora location	67.2%
Terpenes	<ul> <li>Producing and supplying pine-based chemicals for a third party specialty chemical company</li> </ul>	Commercial	Railcar Quantities Organic growth potential	14.2%
Renewable Products	<ul> <li>Producing and supplying renewable products for a sustainable technology company focused on producing cost-competitive renewable chemicals from non-food biomass</li> </ul>	Commercial	Pilot	9.3%
PE Circular Waxes	<ul> <li>Producing and supplying circular PE waxes based on recovery of low molecular weight polymer from PE resin production</li> </ul>	Commercial	Current Production	3.0%
Flare Gas Mitigation	<ul> <li>Wax produced from flare gas capture / mitigation at the well heads used to manufacture FT wax products</li> </ul>	Commercial Trial	Truckload Quantities  Potential to expand to large quantities as there is expansion in flare gas mitigation	7.7%
Renewable Diesel	<ul> <li>Developing inputs for renewable diesel production for a third party Custom Processing project</li> </ul>	Definition	<b>~1,500 barrels</b> per day	21.3%

# Ongoing Margin Enhancement and Process Optimization Initiatives

Initiative

#### **Description**

Incremental EBITDA Growth<sup>(1)</sup>

**Process Yield and Energy Improvement** 



- Advanced process control drives optimized performance on two train pentane distillation towers
- Optimized energy use of pentane distillation towers

~\$790k

Commercial Execution



**Third Party Logistics** Utilization



Utilized third party to outsource loading/unloading personnel

~\$670k

Commercial Execution



~\$950k

Commercial Execution

**SHR Feed Supply Improvement** 



Improved pricing and shortfall fee improvements

**Recent Historical Initiatives** 



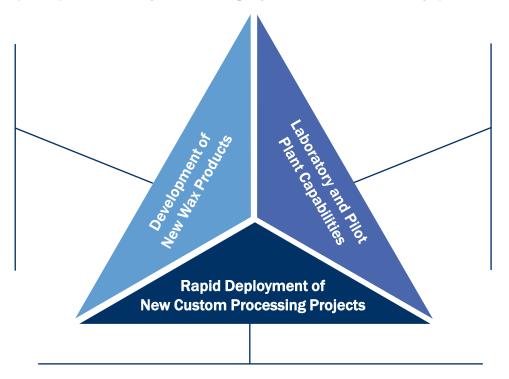
 Odyssey Logistics price optimization, use of in-house rescue team, transition to rope access, Aromax optimization and use of rental equipment

# **Organic Development Overview**

#### **Product Development Capabilities Overview**

#### Fully equipped laboratory and pilot plant facility with a highly trained, technically proficient team of engineers and chemists

- Trecora has a team of technically trained chemists suited to develop new TC wax products
- The lab and R&D team enhance Trecora's proprietary technology such as the company's circular PE wax



- Trecora leverages two pilot plants to test new products functionality and determine commercial viability
- Thorough trial process ensures the Company only develops products offering a differentiated value proposition

- Trecora's high quality team of chemists and engineers offer custom processing partners unique solutions
- Trecora's lab and pilot plant capability empowers the company to bridge the gap between ideation and commercialization

# **New Project Selection Process**



- Value driver
- Ease of implementation
- Resource requirement assessment:
  - Capital
  - Personnel
  - Expense
- Key risk assessment

- Commercial confirms customer commitment
- Portfolio prioritization based on expected EBITDA contribution and project complexity
- Legal review of contracts and permits
- Review of factors such as timing to commercialization and resource requirement
- **Measure and evaluate** the EBITDA impact against assumptions to refine process
- Continue to evaluate and ensure risk mitigations in place

Projects in Phase \* ——

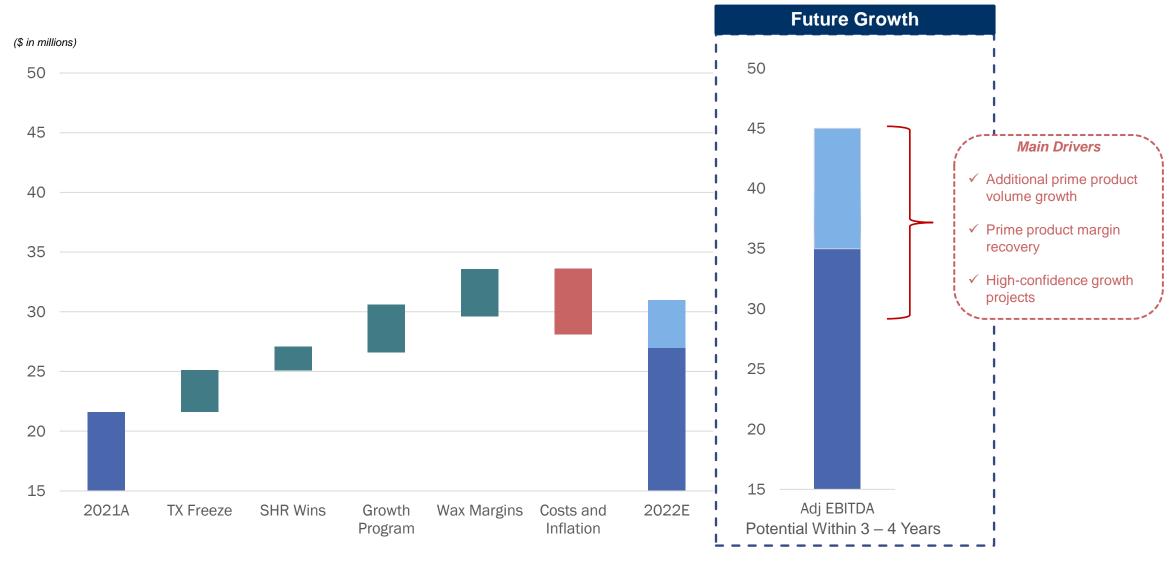
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# Trecora Resources - 2022 Adjusted EBITDA\* Guidance



<sup>\*</sup> Please see non-GAAP reconciliation on slide 23

# **2021 Performance Summary**

	Q4'21	Q3'21	Q2'21	Q1'21	Q4'20	12M'21	12M'20
Diluted EPS from continuing operations	\$0.21	\$0.08	\$0.09	(\$0.18)	(\$0.01)	\$0.20	\$0.20
Net Income (Loss) from continuing operations	\$5.2	\$1.9	\$2.3	(\$4.4)	(\$0.1)	\$5.0	\$5.0
Adjusted EBITDA from continuing operations (1)	\$5.2	\$7.5	\$9.0	(\$0.1)	\$5.3	\$21.6 <sup>(2)</sup>	\$22.2
Gross Margin	8.4%	12.0%	16.0%	4.3%	10.3%	10.5%	13.7%
Сар Ех	\$1.9	\$3.6	\$3.9	\$4.8	\$3.0	\$14.2	\$13.4
Total Debt	\$41.9	\$42.9	\$44.0	\$45.0	\$46.1	\$41.9	\$46.1



# **2021 Business Segment Performance Summary**

## **Specialty Petrochemicals Sales Volume**

	Q4'21	Q3'21	Q2'21	Q1'21	Q4'20	12M'21	12M'20
All Products (million gals)	20.2	20.9	20.0	17.2	22.1	78.2	75.1
Prime Products (million gals)	16.3	17.2	16.9	14.7	17.6	65.0	61.7
By-products (million gals)	3.9	3.7	3.1	2.5	4.5	13.2	13.5
By-product spread (\$/gal)	\$0.23	\$0.38	\$0.62	\$0.30	\$(0.04)	\$0.40	\$0.00

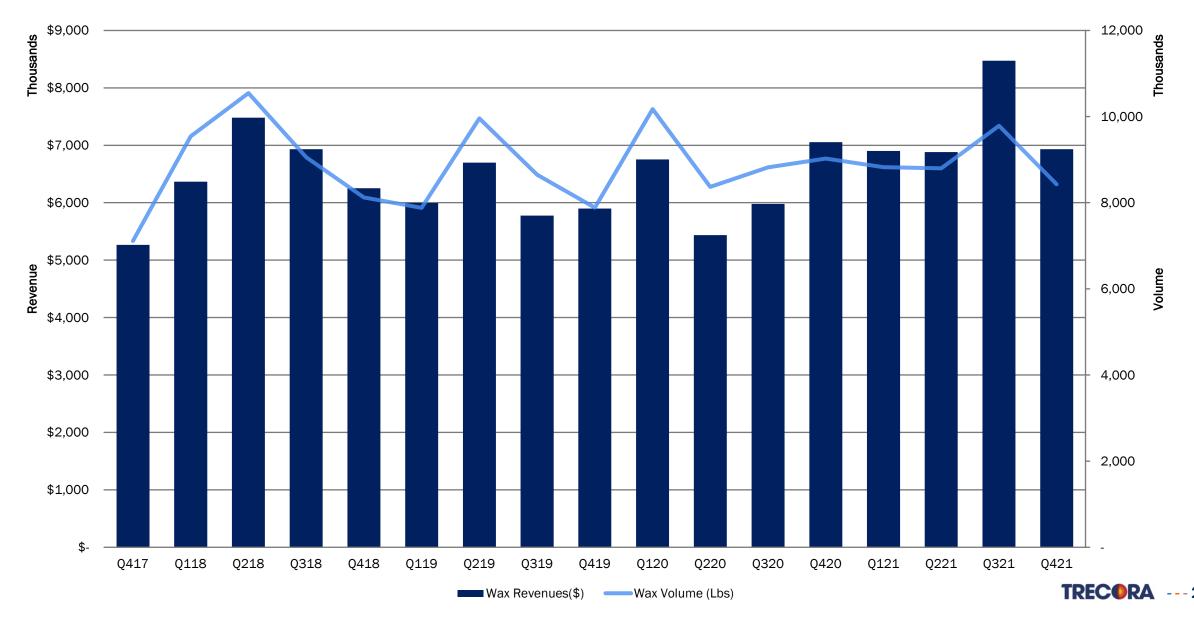
## **Specialty Waxes**

	Q4'21	Q3'21	Q2'21	Q1'21	Q4'20	12M'21	12M'20
Wax Revenue (\$m)	\$7.0	\$8.5	\$6.9	\$6.9	\$7.1	\$29.2	\$25.3
Wax Sales Volume (million lbs)	8.4	9.8	8.8	8.8	9.0	35.8	36.4
Avg. Wax Sales Price (\$/lb)	\$0.83	\$0.87	\$0.78	\$0.78	\$0.78	\$0.82	\$0.70
Custom Processing Revenue (\$m)	\$2.1	\$2.8	\$2.7	\$1.8	\$2.0	\$9.4	\$11.0

# Specialty Petrochemical Feedstock - Market Price of Natural Gasoline



# **Specialty Waxes - Wax Revenues and Sales Volumes**



# Reconciliation Of Selected GAAP Measures To Non-GAAP Measures

	THREE MONTHS ENDED					THREE MONTHS ENDED			
	<u>12/31/2021</u>					<u>12/31/2020</u>			
	<u>SPEC.</u> <u>PETRO</u>	SPEC. WAX	<u>CORP</u>	TREC	<u>SPEC.</u> <u>PETRO</u>	SPEC. WAX	<u>CORP</u>	TREC	
NET INCOME (LOSS)	\$ 8,600	\$ (1,333)	\$ (2,038)	\$ 5,229	\$ 4,758	\$ (3,221)	\$ (1,653)	\$ (116)	
Income from discontinued operations, net of tax	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>30</u>	<u>30</u>	
Income (loss) from continuing operations *	\$ 8,600	\$ (1,333)	\$ (2,038)	\$ 5,229	\$ 4,758	\$ (3,221)	\$ (1,683)	\$ (146)	
Interest expense	287	0	0	287	331	0	1	332	
Income tax expense (benefit)	(1,352)	0	(503)	(1,855)	(1,354)	1,595	(262)	(21)	
Depreciation and amortization	190	21	1	212	185	23	2	210	
Depreciation and amortization in cost of sales	2,560	1,539	<u>0</u>	4,099	<u>2,521</u>	1,406	<u>0</u>	3,927	
EBITDA from continuing operations *	10,285	227	(2,540)	7,972	6,441	(197)	(1,942)	4,302	
Stock-based compensation	0	0	552	552	0	0	490	490	
Gain on extinguishment of debt**	(3,935)	0	0	(3,935)	0	0	0	0	
Gain on disposal of assets	1	0	0	1	2	28	0	30	
Professional services associated with M&A and strategic initiatives	<u>0</u>	<u>0</u>	<u>657</u>	<u>657</u>	<u>0</u>	<u>0</u>	<u>523</u>	<u>523</u>	
Adjusted EBITDA from continuing operations *	\$ 6,351	\$ 227	\$ (1,331)	\$ 5,247	\$ 6,443	<u>\$ (169)</u>	\$ (929)	\$ 5,345	

	TWELVE MONTHS ENDED					TWELVE MONTHS ENDED				
		<u>12/31/2020</u>								
	<u>SPEC.</u> <u>PETRO</u>	SPEC. WAX	CORP	TREC	<u>SPEC.</u> <u>PETRO</u>	SPEC. WAX	<u>CORP</u>	TREC		
NET INCOME (LOSS)	\$ 16,710	\$ (800)	\$ (10,947)	\$ 4,963	\$ 14,908	\$ (3,606)	\$ 19,873	\$ 31,175		
Income from discontinued operations, net of tax	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	26,209	26,209		
Income (Loss) from continuing operations *	\$ 16,710	\$ (800)	\$ (10,947)	\$ 4,963	\$ 14,908	\$ (3,606)	\$ (6,336)	\$ 4,966		
Interest expense	1,204	0	1	1,205	2,489	0	2	2,491		
Income tax expense (benefit)	1,012	0	(3,376)	(2,364)	(1,603)	0	(2,360)	(3,963)		
Depreciation and amortization	785	90	7	882	739	94	15	848		
Depreciation and amortization in cost of sales	10,398	<u>6,017</u>	<u>0</u>	16,415	<u>9,872</u>	<u>5,428</u>	<u>0</u>	15,300		
EBITDA from continuing operations *	30,109	5,307	(14,315)	21,101	26,405	1,916	(8,679)	19,642		
Stock-based compensation	0	0	2,247	2,247	0	0	1,912	1,912		
Gain on extinguishment of debt**	(3,935)	(2,188)	0	(6,123)	0	0	0	0		
(Gain) Loss on disposal of assets	(279)	0	0	(279)	(6)	45	0	39		
Professional services associated with M&A and strategic initiatives	<u>0</u>	<u>0</u>	4,655	4,655	<u>0</u>	<u>0</u>	<u>558</u>	<u>558</u>		
Adjusted EBITDA from continuing operations *	\$ 25,895	\$ 3,119	\$ (7,413)	\$ 21,601	\$ 26,399	\$ 1,961	\$ (6,209)	\$ 22,151		

<sup>\*</sup> Discontinued Operations only applicable within the Corporate segment

<sup>\*\*</sup> Extinguishment of debt is directly related to the forgiveness of the PPP Loans.