

# Investor Presentation

August 2014

### **Safe Harbor**

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The following information contains forward-looking statements based on management's current expectations and beliefs, as well as a number of assumptions concerning future events. These statements are subject to risks, uncertainties, assumptions and other important factors.

Interested parties are cautioned not to put undue reliance on such forward-looking statements (including forecasts and projections regarding our future performance) because actual results may vary materially from those expressed or implied as a result of various factors, including those noted in the Partnership's filings with the Securities and Exchange Commission.

CVR Partners, LP assumes no obligation to, and expressly disclaims any obligation to, update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

## **Overview & Strategic Factors**



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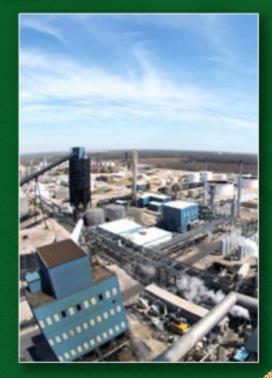
-- Partnership formed by CVR Energy, Inc. in June 2007 ... IPO in April 2011 --

-- Manufacturing facility primarily produces ammonia and urea ammonium nitrate (UAN) --

-- Plant located in Coffeyville, KS with capacity to produce ~7% of annual UAN demand in U.S. –

-- General Partner does not receive Incentive Distribution Rights (IDRs) --

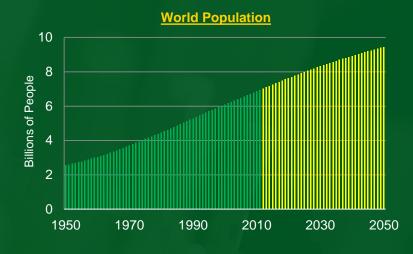
- Solid long-term industry fundamentals
- Strategically located assets
- Fully utilized capacity & high run-time rates
- Feed stock benefits
- Experienced management team
- Multiple opportunities for growth



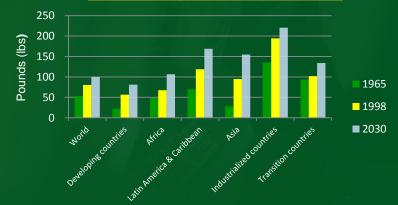


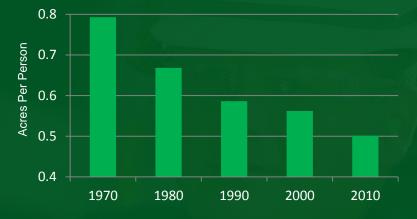
### **Key Demand Drivers**

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#### Annual Per Capita Consumption of Meat





U.S. Corn Use



■ Ethanol & By-Products ■ Other Food, Seed & Industrial ■ Feed & Residual ■ Exports

Source: USDA, Census Bureau, FAO (http://www.fao.org/docrep/005/AC911E/ac911e05.htm) & World Bank (http://data.worldbank.org/indicator/AG.LND.ARBL.HA.PC).

World Farmland Per Capita

### **Consistent Growth in Fertilizer Demand**

- Nitrogen represents ~62% of fertilizer consumption
- Nitrogen fertilizers have the most stable demand
  - Must be applied annually
  - Primary determinant of crop yield
- Corn consumes largest amount of nitrogen fertilizer

#### **Global Fertilizer Consumption**

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Source: International Fertilizer Industry Association; U.S. Bureau of the Census, International Data Base

### Fertilizer is Smaller Component of Total Cost

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#### **Corn Prices Continue to Support Fertilizer Use**

Corn (CBOT)

Fertilizer Portion of U.S. Farmer Total Input Costs

2011

2012

2013

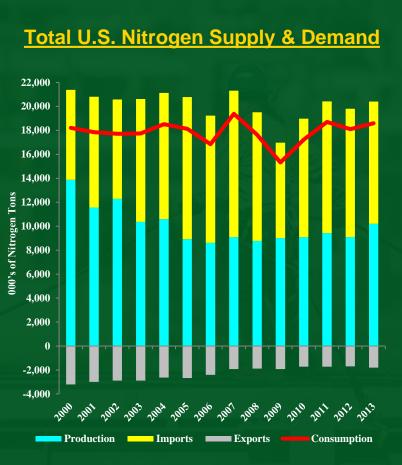


2010

Source: Capital IQ (as of August 14, 2014)

### Nitrogen Supply/Demand Imbalance in U.S.

- Fertilizer accounted for 72% of total nitrogen use in U.S. for 2013
- To meet fertilizer, industrial and other demand requirements, U.S. has been net importer of nitrogen
  - 2000-2013
    - Average 7.8 million tons per year
    - 43% of demand
  - 2013
    - 8.4 million tons
    - 45% of demand
- Anticipate U.S. will remain net importer despite expected capacity expansions



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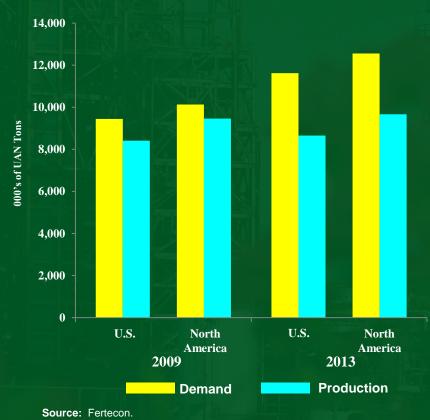
Source: Blue, Johnson and Associates, Inc.



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### **Excess Demand Driving Net Imports of UAN**

### U.S. Net Imports of UAN were 26% of Demand in 2013 <sup>(1)</sup>



#### **UAN Demand/Supply**

#### U.S. Imports of UAN

(000's of UAN Short Tons)

Country	2009	2010	2011	2012	2013
Trinidad & Tobago	0	777	1,010	852	719
Russia	658	749	674	750	1,315
Canada	427	437	617	402	333
Romania	29	254	487	284	238
Egypt	0	123	117	221	366
Lithuania	69	79	489	395	119
Ukraine	0	73	30	0	0
Poland	0	0	0	0	42
Estonia	30	117	92	0	0
Netherlands	0	44	144	143	186
Bulgaria	0	33	21	109	54
Germany	69	30	153	81	110
Turkey	0	0	0	46	0
Rest of world	3	2	29	3	2
Total	1,285	2,718	3,853	3,286	3,484

Source: USDA.



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### **Fertilizer Prices Remain Attractive**

Market Dynamics Support Stable Pricing Environment

Weekly Spot Prices (U.S. Southern Plains)



	Ammonia	Urea	UAN
Trailing 5 year	\$542	\$419	\$307
Trailing 3 year	\$594	\$455	\$331
Trailing 1 year	\$499	\$396	\$288
8/18/14 (Current)	\$620	\$445	\$305



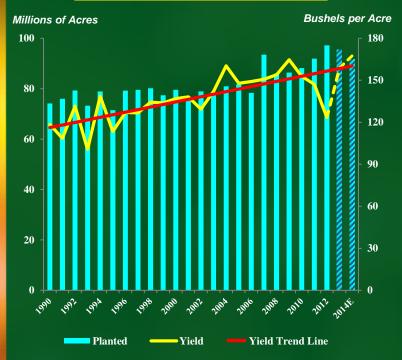
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### **Corn Inventory Impacts Planting Levels**

USDA Estimates Ended 2013 with Corn Stocks-to-Use of 8.7%

-- 45% Lower Than Initial Projection in February 2013 --

#### U.S. Corn Planted & Yields



#### U.S. Corn Supply & Use

Millions of Bushels (unless otherwise noted)							
	2012	2013E		2014E			
		Feb '13 Aug '14			89 MM ac &	92 MM ac &	
	USDA <sup>(1)</sup>	USDA <sup>(2)</sup>	USDA <sup>(1)</sup>	USDA <sup>(1)</sup>	170 bu/ac	165 bu/ac	
Planted (MM acres)	97.2	96.0	95.4	91.6	89	92	
Harvested %	89.9%	92.0%	91.9%	91.5%	91.5%	91.5%	
Yield (bu/ac)	123.4	163.5	158.8	167.4	170	165	
Beginning Stocks	989	647	821	1,181	1,181	1,181	
Production	10,781	14,435	13,925	14,032	13,842	13,827	
Imports	162	25	35	30	30	30	
Total Supply	11,932	15,107	14,781	15,243	15,053	15,038	
Total Use	11,111	13,040	13,600	13,435	13,435	13,435	
Ending Stocks	821	2,067	1,181	1,808	1,618	1,603	
Stocks to Use %	7.4%	15.9%	8.7%	13.5%	12.0%	11.9%	
(1) WASDE (August 2014).							

WASDE (August 2014).

(2) Long-Term Projections to 2022 (included initial estimate for 2013/14 fertilizer year).

Note: 20-year (1994-2013) average for year-ending stocks-to-use is 13.1%.

## **Blueprint for Success**



### **Supported by Positive Industry Backdrop**

- Leverage strategically located assets in key markets
- Incrementally expand plant production and distribution capabilities



- Selectively evaluate longer term opportunities
- Focused on growing distributions
  - Investments to be accretive with an acceptable level of return

## **Strategically Located Assets**



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#### ND MN OR SD WY NE NV UT MO OK AZ NM ADDITIONAL SHIPMENTS EAST OF THE MISSISSIPP 2013 TONS SOLD BY STATE ★ CORPORATE HEADQUARTERS 100 000 + FERTILIZER PLANT 10,000 TO 100,000 UP TO 10.000 O DISTRIBUTION TERMINAL - BAIL DISTRIBUTION Year 2013 Total Tons Sold ~ 945,000

- Located in Farm Belt
- 53% of corn planted in 2013 was within ~\$45/UAN ton freight rate of plant
- ~\$15/UAN ton transportation advantage to Corn Belt vs. U.S. Gulf Coast

## Fully Utilized Capacity



- Capacity: 1,225 tons/day ammonia unit & 3,000 tons/day UAN unit <sup>(1)</sup>
- 2013 on-stream efficiency <sup>(2)</sup>
  - Gasifier: 99.5%
  - Ammonia: 98.9%
  - UAN: 98.0%



- (1) 1.0 ton of ammonia converts to approximately 2.44 tons of UAN.
- (2) Excludes planned downtime for replacement of damaged catalyst, unplanned Linde air separation unit outages, impact of UAN expansion coming on-line, and unplanned downtime associated with weather issues. Including these impacts, on-stream efficiency was 95.6% for gasifier, 94.4% for ammonia, and 91.9% for UAN.

### Feed Stock Benefits





- Utilize pet coke as feed stock versus natural gas
- Anticipated lower production cost compared to competition when Henry Hub natural gas price is higher than approximately \$4 per MMBtu
  - ~70% of pet coke requirement contracted through 2027
    - Abundant supply from 3<sup>rd</sup> parties available by truck and rail at attractive prices for remaining 30%
  - Dual train gasifier improves reliability
  - Capacity to sequester 100% of CO<sub>2</sub> emissions

### **Skilled Management Team**



### **Average More Than 30 Years of Experience**

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### Mark A. Pytosh: CEO & President

28 years

# William White: EVP Marketing & Operations 37 years

### Susan M. Ball: CFO & Treasurer

30 years

Edmund S. Gross: SVP, General Counsel & Secretary

34 years



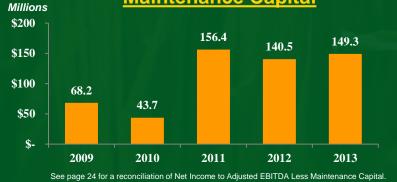
### **History of Financial Success**

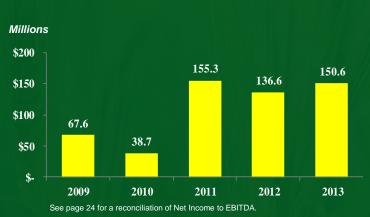


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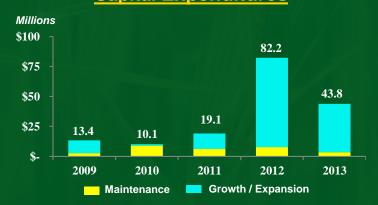


#### Adjusted EBITDA Less Maintenance Capital





**Capital Expenditures** 



(1) Product price at gate (netback) price per ton represents net sales less freight revenue divided by product sales volume in tons in the reporting period. Netback price per ton is shown in order to provide a pricing measure that is comparable across the fertilizer industry.

<u>EBITDA</u>



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\$U.S. millions, except product price at gate per ton and per unit data

	YTD 6/30/13	YTD 6/30/14	Decrease
UAN Product Price at Gate Per Ton <sup>(1)</sup>	\$314	\$267	15%
Ammonia Product Price at Gate Per Ton <sup>(1)</sup>	\$668	\$493	26%
Net Sales	\$170.2	\$157.5	7%
EBITDA <sup>(2)</sup>	\$85.9	\$55.4	36%
Adjusted EBITDA <sup>(3)</sup>	\$87.9	\$55.7	37%
Operating Income	\$73.9	\$41.9	43%
Available Cash for Distribution	\$87.2	\$51.8	41%
Available Cash for Distribution Per Unit	\$1.193	\$0.71	41%

(1) Product price at gate (netback) price per ton represents net sales less freight revenue divided by product sales volume in tons in the reporting period. Netback price per ton is shown in order to provide a pricing measure that is comparable across the fertilizer industry.

(2) See page 24 for a reconciliation of Net Income to EBITDA.

(3) See page 24 for reconciliation of EBITDA to Adjusted EBITDA.

## **Strong Financial Profile**



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(\$U.S. millions, unless otherwise noted)

Capitalization	As of 6/30/14
Cash & Equivalents	\$78.5
Credit Facility due April 2016: Term Loan \$25 million Revolver Total Debt	\$125.0  <b>\$125.0</b>
Total Partners' Equity Total Capitalization (Book)	419.9 <b>\$544.9</b>
Last Twelve Months (LTM) EBITDA* LTM Interest Expense, net*	\$120.1 \$6.7
Key Credit Statistics	As of 6/30/14
Total Debt / LTM EBITDA LTM EBITDA / Interest Expense Total Debt / Capitalization (Book)	1.0x 17.9x 22.9%
Liquidity	As of 6/30/14
Cash & Equivalents	\$78.5
\$25 million Revolver Less: Drawn Amount Less: Letters of Credit Total Liquidity	25.0   <b>\$103.5</b>

#### Financial Flexibility to Support Growth Initiatives

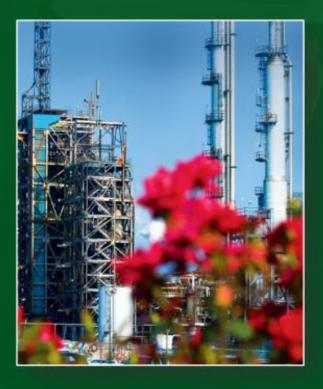


\* See page 24 for a reconciliation of LTM 6/30/14 EBITDA and Interest Expense, net.

## A Bright Outlook



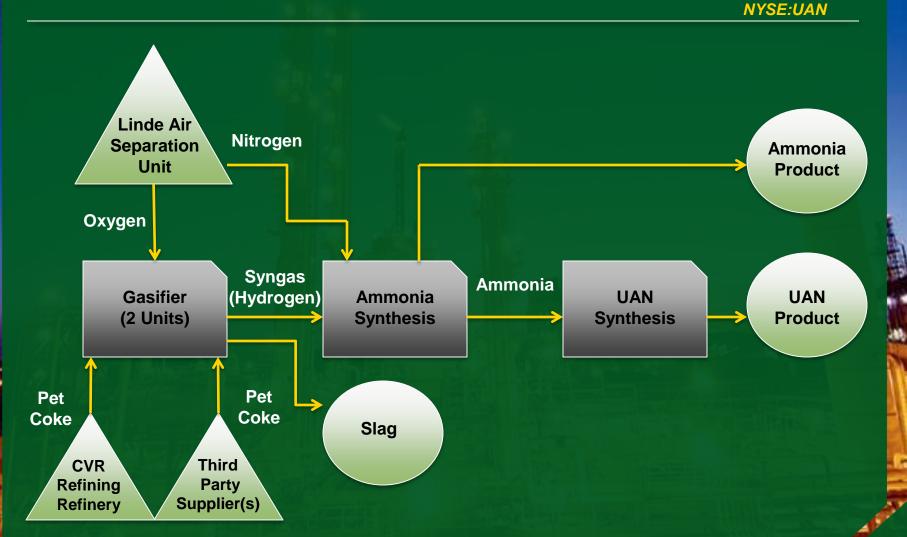
- Solid industry fundamentals
- High-quality & strategically located assets
- Premium product focus
- Opportunities for growth
- Experienced management team
- Pay out 100% of available cash each quarter
- General Partner has non-economic interest (no IDRs)





# Appendix

## **Plant Process Flow Chart**



## **Non-GAAP Financial Measures**



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To supplement the actual results in accordance with U.S. generally accepted accounting principles (GAAP), for the applicable periods, the Partnership also uses certain non-GAAP financial measures, which are derived from our GAAP-based results. The use of non-GAAP adjustments are not in accordance with or an alternative for GAAP. The adjustments are provided to enhance the overall understanding of the Partnership's financial performance for the applicable periods and are also indicators that management utilizes for planning and forecasting future periods. The non-GAAP measures utilized by the Partnership are not necessarily comparable to similarly titled measures of other companies.

The Partnership believes that the presentation of non-GAAP financial measures provides useful information to investors regarding the Partnership's financial condition and results of operations because these measures, when used in conjunction with related GAAP financial measures (i) together provide a more comprehensive view of the Partnership's core operations and ability to generate cash flow, (ii) provide investors with the financial analytical framework upon which management bases financial and operational planning decisions, and (iii) presents measurements that investors and rating agencies have indicated to management are useful to them in assessing the Partnership and its results of operations.

## **Non-GAAP Reconciliation**



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**<u>EBITDA</u>**: Defined as net income before (i) net interest (income) expense; (ii) income tax expense; and (iii) depreciation and amortization expense, which are items management believes affect the comparability of operating results.

Adjusted EBITDA: Defined as EBITDA further adjusted for the impact of share-based compensation, non-cash and, where applicable, major scheduled turnaround expense and loss on disposition of assets. We present Adjusted EBITDA because it is a key measure used in material covenants in our credit facility and because it is the starting point for our available cash for distribution. EBITDA and Adjusted EBITDA are not recognized terms under GAAP and should not be substituted for net income or cash flows from operations. Management believes that EBITDA and Adjusted EBITDA enable investors and analysts to better understand our ability to make distributions to our common unitholders and our compliance with the covenants contained in our credit facility. EBITDA and Adjusted EBITDA presented by other companies may not be comparable to our presentation, since each company may define these terms differently.

#### See below for reconciliation of Net Income to Adjusted EBITDA, and Adjusted EBITDA to Adjusted EBITDA Less Maintenance Capital

(in \$US millions)							
	For the Fiscal Years						
	2	2009	<u>2010</u>		2011	2012	2013
Net income	\$	57.9	\$	33.3	\$ 132.4	\$ 112.2	\$ 118.6
Interest expense, net		(9.0)		(13.1)	4.0	3.6	6.3
Depreciation and amortization		18.7		18.5	18.9	20.7	25.6
Income tax expense		-	_	-	-	0.1	0.1
EBITDA	<u>\$</u>	67.6	\$	38.7	<u>\$ 155.3</u>	<u>\$ 136.6</u>	<u>\$ 150.6</u>
Loss on disposition of assets		-		1.4	-	-	-
Major scheduled turnaround expenses		-		3.5	-	4.8	-
Share-based compensation, non-cash		3.2		9.0	7.3	6.8	2.2
Adjusted EBITDA	\$	70.8	\$	52.6	<u>\$ 162.6</u>	<u>\$ 148.2</u>	<u>\$ 152.8</u>
Adjusted EBITDA	\$	70.8	\$	52.6	\$ 162.6	\$ 148.2	\$ 152.8
Maintenance capital		2.6		8.9	6.2	7.7	3.5
Adjusted EBITDA less maintenance capital	<u>\$</u>	68.2	<u>\$</u>	43.7	<u>\$ 156.4</u>	<u>\$ 140.5</u>	<u>\$ 149.3</u>

#### See below for reconciliation of Net Income to EBITDA, and EBITDA to Adjusted EBITDA

(in \$US millions)	Six Months			าร
	E	nded J	une	30,
	2	2013	2	<u>014</u>
Net income	\$	71.0	\$	38.6
Interest expense, net		2.9		3.3
Depreciation and amortization		12.0		13.5
Income tax expense		-		
EBITDA	\$	85.9	\$	55.4
Major scheduled turnaround expense		-		-
Share-based compensation, non-cash		2.0		0.3
Adjusted EBITDA	\$	87.9	\$	55.7

#### See below for reconciliation of LTM 6/30/14 EBITDA & Interest Expense, net

(in \$US millions)		Interest
		Expense,
	EBITDA	<u>net</u>
6 months ended 6/30/14	\$ 55.4	\$ 3.3
12 months ended 12/31/13	150.6	6.3
Less: 6 months ended 6/30/13	85.9	2.9
LTM 6/30/14	<u>\$ 120.1</u>	<u>\$ 6.7</u>

### **Activities & Transactions**



	January-March	April-June	July-September	October-December
Season	Dealer/Distributor Fill Orders & Wheat Topdress	Spring Planting	Dealer/Distributor Fill Orders	Dealer/Distributor Fill Orders & Fall Planting
Сгор	No Planting	Corn Planting	Wheat Planting (Southern Territories)	Wheat Planting
Nitrogen Need	Fill Orders & Topdress	Topdress & Sidedress	Fill Orders	Fill Orders & Topdress
Pricing & Shipments	Prompt Pricing & Shipments Forward Pricing for Prepay Orders Q2 Delivery Delivery Delivery of Prior Year Prepay Orders	Prompt Pricing & Shipments Delivery of Prior Year & Q1 Prepay Orders	Prompt Pricing & Shipments Forward Pricing for Fill Orders for Q4 Delivery	Prompt Pricing & Shipments Forward Pricing for Prepay Orders for Q1 & Q2 Next Year Delivery Delivery of Q3 Fill Orders