# lin

#### Sidoti & Company, LLC

14<sup>th</sup> Annual New York Emerging Growth Institutional Investor Forum

March 23, 2010

#### **Olin Representatives**

#### John E. Fischer Vice President & Chief Financial Officer

#### Larry P. Kromidas

Assistant Treasurer & Director, Investor Relations lpkromidas@olin.com (618) 258 – 3206

#### **Company Overview**

| ]                      | FY 2008 | FY 2009       |
|------------------------|---------|---------------|
| Revenue:               | \$1,765 | \$ 1,532      |
| EBITDA:                | \$ 335  | \$ 292        |
| Pretax Operating Inc.: | \$ 258  | <b>\$ 210</b> |
| EPS (Diluted):         | \$ 2.07 | \$ 1.73       |

| Chlor | Al | kali |
|-------|----|------|
|       |    |      |

Third Largest North American Producer of Chlorine and Caustic Soda

|                 | FY 2008 | FY 2009      |
|-----------------|---------|--------------|
| <b>Revenue:</b> | \$1,275 | <b>\$964</b> |
| Income:         | \$ 328  | \$125        |

#### Winchester

A Leading North American Producer of Small Caliber Ammunition

|                 | FY 2008      | FY 2009      |
|-----------------|--------------|--------------|
| <b>Revenue:</b> | <b>\$489</b> | \$568        |
| Income:         | \$ 33        | <b>\$ 69</b> |

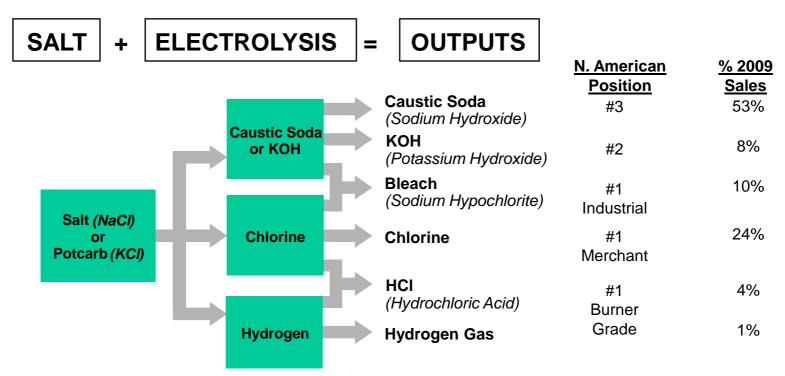
All financial data are for the years ending 2008 and 2009, and are presented in millions of U.S. dollars except for earnings per share. Additional information is available on Olin's website www.olin.com in the Investors section.

#### **Investment** Rationale

- Leading North American producer of Chlor-Alkali
- Strategically positioned facilities
- Diverse end customer base
- Favorable industry dynamics
- Leading producer of industrial bleach with additional growth opportunities
- Pioneer synergies exceeded expectations
- Winchester's leading industry position

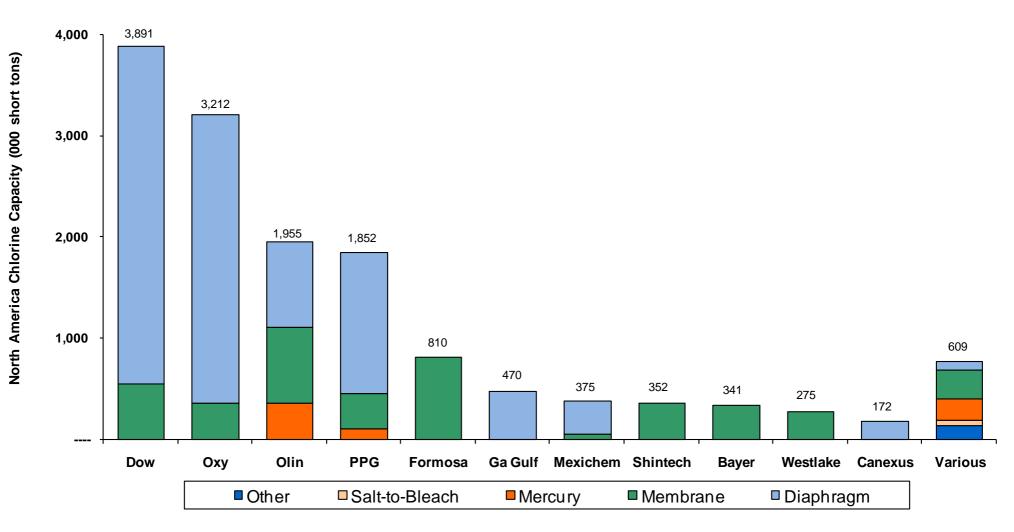
### **Chlor Alkali Segment**

#### **Chlor Alkali Manufacturing Process**



ECU = Electrochemical Unit; a unit of measure reflecting the chlor alkali process outputs of 1 ton of chlorine, 1.13 tons of 100% caustic soda and 0.3 tons of hydrogen.

#### Olin is #3 Chlor-alkali Producer

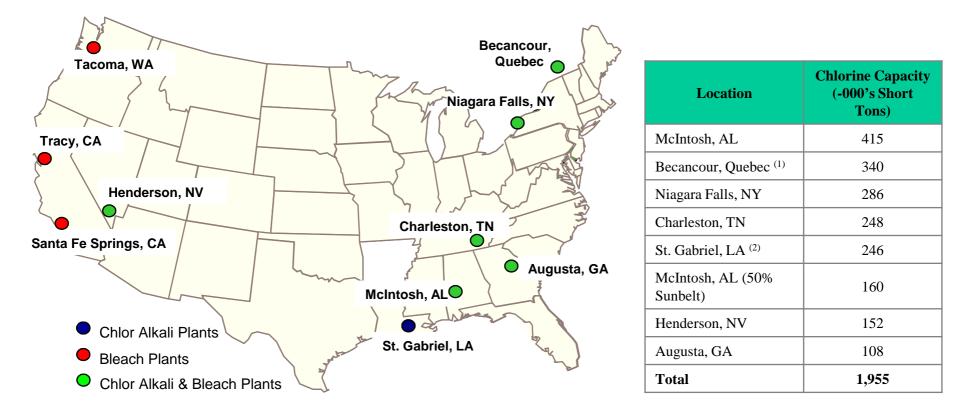


Source: CMAI/Olin - 2009 year-end figures

Oxy includes OxyVinyls and does not reflect the announced reduction of approximately 280,000 tons of capacity at their Taft, LA facility. Olin includes 50% of Sunbelt joint venture.

6

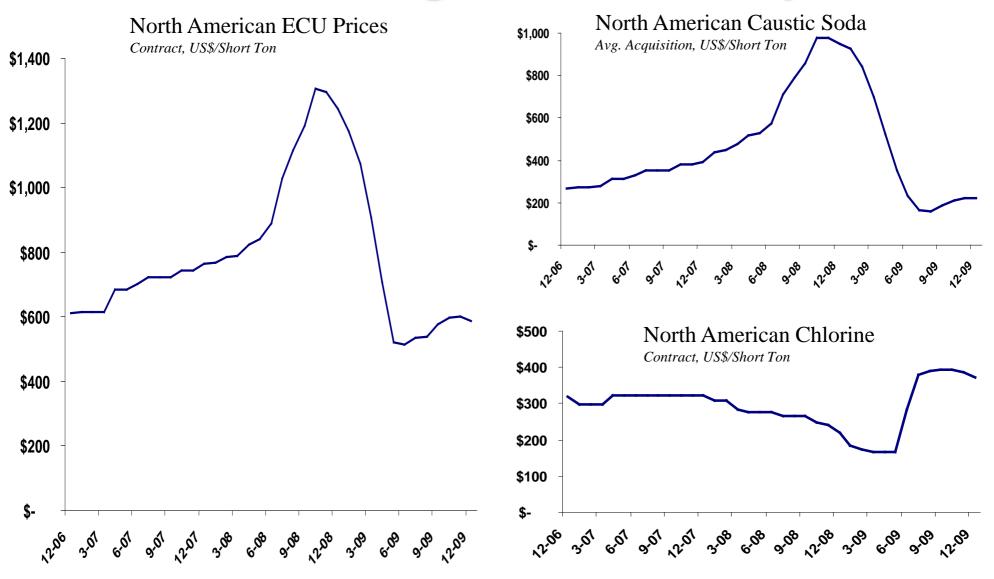
## **Olin's Geographic Advantage**



- Access to regional customers including bleach and water treatment
- Access to alternative energy sources
  - Coal, hydroelectric, nuclear, natural gas

<sup>(2)</sup> The St. Gabriel plant includes the announced 49,000 short tons capacity expansion and conversion to membrane cell technology.

#### **Product Pricing Has Been Dynamic**



### **Favorable Industry Dynamics**

#### **Capacity Rationalization**

#### Acquisition mmMT Position Target Date 18 15.6 • Acquired by Olin 16 • 725,000 Short Tons ECU Capacity 13.6 2007 • Then the #7 ranked producer in Pioneer 14 North America • 4.7% of North American capacity 12 2.0 mm MTor 13% of • Acquired by OxyChem 10 2000 capacity • 859,000 Short Tons ECU Capacity reduction Vulcan • Then the #7 ranked producer in 2004 8 North America • 5.5% of North American capacity 6 4 **Delayed Capacity Expansion** 2 • 352,000 Short Ton ECU capacity 2000 2009 Westlake Chemical plant expansion on hold North America Chlorine Capacity in (mm MT) • Plant located at Geismar, LA

**Industry Consolidation** 

### Why Industrial Bleach?

- Olin is the leading North American bleach producer with a capacity of 250 million gallons (160,000 ECUs) in a 1 billion gallon industry, with low-cost expansion opportunities
- Utilizes both chlorine and caustic soda in an ECU ratio
- Commands a \$100 to \$200/ton premium over ECU prices
- Demand is not materially impacted by economic cycles
- Regional nature of bleach business benefits Olin's geographic diversity, further enhanced by Olin's proprietary railcar technology to reach more distant customers
- 2009 bleach volumes increase almost 18% over 2008 levels

### Winchester Segment

|            | Hunter       | s & Recreational S | Shooters          |                    |              |            | - |
|------------|--------------|--------------------|-------------------|--------------------|--------------|------------|---|
| Products   | Retail       | Distributors       | Mass<br>Merchants | Law<br>Enforcement | Military     | Industrial |   |
| Rifle      | ✓            | $\checkmark$       | ~                 | ✓                  | $\checkmark$ |            |   |
| Handgun    | $\checkmark$ | ✓                  | ✓                 | $\checkmark$       | ✓            |            |   |
| Rimfire    | $\checkmark$ | ✓                  | $\checkmark$      | $\checkmark$       | $\checkmark$ | ✓          |   |
| Shotshell  | $\checkmark$ | $\checkmark$       | $\checkmark$      | $\checkmark$       | $\checkmark$ | √          |   |
| Components | $\checkmark$ | ✓                  | $\checkmark$      | ✓                  | ✓            | ✓          |   |
|            |              |                    |                   |                    |              |            |   |
| Branc      | ls           | SUPER              | SUPR              | MR                 | Suprei       | Me         |   |

#### Winchester Strategy

- Leverage existing strengths
  - Seek new opportunities to leverage the legendary Winchester® brand name
  - Investments that maintain Winchester as the retail brand of choice, and lower costs
- Focus on product line growth
  - Continue to develop new product offerings
- Provide returns in excess of cost of capital

### Winchester's Leading Industry Position

- One of the three leading ammunition manufacturers in the United States \*
- Strong brand awareness
  - Top 15 of all sporting goods brands
- Legendary brand image
  - Positively associated with American heritage, John Wayne, Teddy Roosevelt and cowboy/western connotations
- Category leadership and expertise demonstrated by selection to manage ammunition category for key, national retailers
- Leading consumer goods marketer with an increased presence on television and the Internet
- Innovator of market-driven new products



<sup>\*</sup> Source: National Shooting Sports Foundation.

### **Favorable Industry Dynamics**

| Commercial         | <ul> <li>Economic environment leading to personal security concerns</li> <li>Fears of increased gun/ammunition control due to change in administration</li> <li>New gun and ammunition products</li> <li>Strong hunting activity in weak economy, driven by cost/benefit of hunting for food and increased discretionary time</li> </ul> |
|--------------------|--|
| Law<br>Enforcement | <ul> <li>Significant new federal agency contracts and solid federal law enforcement funding</li> <li>Higher numbers of law enforcement officers and increase in federal agency hiring</li> <li>Increased firearms training requirements among state and local law enforcement agencies</li> </ul>  |
| Military           | <ul> <li>Sustained high demand for small caliber ammunition due to wars in Iraq and Afghanistan</li> <li>Commitment to maintaining the "Second-Source Program" to mitigate the risk of a sole-source small caliber ammunition contract</li> </ul>  |

### **Financial Highlights**

- Strong Balance Sheet
  - Ample liquidity with lines of credit totaling \$350 million support seasonal working capital growth of \$100 million
  - Q4 2009 cash balance approximately \$460 million
  - 2009 environmental recoveries of \$81 million
  - Pension plan remains fully funded
- Profit Outlook
  - ECU pricing is recovering
  - Higher margin Bleach business is growing
  - Pioneer synergies add \$50 million annually
  - Winchester continues to deliver strong performance
  - Significant reduction in legacy costs

#### **Investment Rationale**

- Leading North American producer of Chlor-Alkali
- Strategically positioned facilities
- Diverse end customer base
- Favorable industry dynamics
- Leading producer of industrial bleach with additional growth opportunities
- Pioneer synergies exceeded expectations
- Winchester's leading industry position

#### **Forward-Looking Statements**

This presentation contains estimates of future performance, which are forward-looking statements and actual results could differ materially from those anticipated in the forwardlooking statements. Some of the factors that could cause actual results to differ are described in the business and outlook sections of Olin's Form 10-K for the year ended December 31, 2009. This report is filed with the U.S. Securities and Exchange Commission.