# Olin 

RBC Capital Markets Global Industrials Conference

September 7, 2016

## Forward-Looking Statements

This communication includes forward-looking statements. These statements relate to analyses and other information that are based on management's beliefs, certain assumptions made by management, forecasts of future results, and current expectations, estimates and projections about the markets and economy in which we and our various segments operate. These statements may include statements regarding our recent acquisition of the U.S. chlor alkali and downstream derivatives businesses (the "Acquired Business"), the expected benefits and synergies of the transaction, and future opportunities for the combined company following the transaction. The statements contained in this communication that are not statements of historical fact may include forwardlooking statements that involve a number of risks and uncertainties.

We have used the words "anticipate," "intend," "may," "expect," "believe," "should," "plan," "project," "estimate," "forecast," "optimistic," and variations of such words and similar expressions in this communication to identify such forward-looking statements. These statements are not guarantees of future performance and involve certain risks, uncertainties and assumptions, which are difficult to predict and many of which are beyond our control.

Therefore, actual outcomes and results may differ materially from those matters expressed or implied in such forward-looking statements. Factors that could cause or contribute to such differences include, but are not limited to: factors relating to the possibility that Olin may be unable to achieve expected synergies and operating efficiencies in connection with the transaction within the expected time-frames or at all; the integration of the acquired chlorine products businesses being more difficult, timeconsuming or costly than expected; the effect of any changes resulting from the transaction in customer, supplier and other business relationships; general market perception of the transaction; exposure to lawsuits and contingencies associated with the acquired chlorine products business; the ability to attract and retain key personnel; prevailing market conditions; changes in economic and financial conditions of our chlorine products business; uncertainties and matters beyond the control of management; and the other risks detailed in Olin's Form 10-K for the fiscal year ended December 31, 2015 and Olin's Form 10-Q for the quarter ended June 30, 2016. The forward-looking statements should be considered in light of these factors. In addition, other risks and uncertainties not presently known to Olin or that Olin considers immaterial could affect the accuracy of our forward-looking statements. The reader is cautioned not to rely unduly on these forward-looking statements. Olin undertakes no obligation to update publicly any forward-looking statements, whether as a result of future events, new information or otherwise.

In addition to U.S. GAAP financial measures, this presentation includes certain non-GAAP financial measures including Adjusted EBITDA. These non-GAAP measures are in addition to, not a substitute for or superior to, measures for financial performance prepared in accordance with U.S. GAAP. Definitions of these measures and reconciliation of GAAP to non-GAAP measures are provided in the appendix to this presentation.

## Company Overview

## Olin Corporation

YTD 2016
$\begin{array}{lrr}\text { Revenue: } & \text { 2,712 } \\ \text { Adjusted EBITDA }\end{array}$

| Chlor Alkali Products |  |
| :---: | :---: |
| and Vinyls |  |
| YTD 2016 |  |
| Revenue: $\quad \$ 1,437$ |  |
| Adj. EBITDA: | $\$ 304$ |


| Epoxy |
| :---: |
| YTD 2016 |
| Revenue: $\quad \$ 910$ |
| Adj. EBITDA: |


| Winchester |
| :---: |
| YTD 2016 |
| Revenue: $\quad \$ 365$ |
| Adj. EBITDA: $\$ 69$ |

All financial data are for the six months ended June 30, 2016. Data are presented in millions of U.S. dollars. Additional information is available at www.olin.com.

1: Olin's definition of "Adjusted EBITDA" (earnings before interest, taxes, depreciation and amortization) is net (loss) income plus an add-back for depreciation and amortization, interest expense (income), income tax expense (benefit), other expense (income), restructuring charges, acquisitionrelated costs, fair-value inventory purchase accounting adjustment and other certain non-recurring items

## Strategic Actions to Create Today's Olin

|  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | - Purchase of Dow's Chlorine Derivatives Businesses |
| - Acquisition of Pioneer <br> - Sale of Metals Business |  |  | - First Hy-Pure ${ }^{\circledR}$ Bleach Plants Begin Operations <br> - Purchase of KA Steel Distribution Business |  |  |
| - Bleach Growth Initiatives Commence |  |  | - Buyout of SunBelt Chlor-alkali Partner |  |  |
| - Winchester Relocation / Cost Reduction Initiative Announced <br> - Announced Conversion/Closure of Mercury Cell Plants |  |  |  |  |  |

Leading Chlor Alkali Assets

## Leading Winchester Business

## Creates Unparalleled Scale, Geographic Reach, and Product Diversity

## \#1 Global

- Chlor alkali producer
- Seller of membrane grade caustic soda
- Supplier of epoxy materials
- Seller of chlorinated organics


## \#1 North American

- Seller of chlorine
- Seller of industrial bleach
- Seller of on-purpose hydrochloric acid


## Olin is the Leading Chlor Alkali Supplier Globally

## Significantly Expanded Chlorine Use Diversity

## Olin

## 19

Merchant
HCl
Bleach
Ethylene Dichloride
VCM
Allyl Chloride
Epichlorohydrin
Liquid Epoxy Resin
Vinylidene Chloride
Perc
Tric
M1
M2
M3
Carbon Tetrachloride
MDI
Propylene Oxide
Propylene Glycol
Ag


## Multi-Year View on Caustic Soda

North American chlor alkali capacity reductions

No major North American chlor alkali capacity additions announced

European mercury cell chlor alkali production sunset by the end of 2017

Increasing North American caustic exports

Growing caustic soda consumption coupled with lower vinyls demand within China is limiting export caustic soda from China

## EDC Pricing History 2000 - June 2016



- A \$0.01 change in Olin's EDC sales price changes annual Adjusted EBITDA by $\$ 20$ million
- Current index EDC prices are in the bottom $19 \%$ of actual prices over the past 15.5 years


## Global Chlorinated Organics Value Proposition



## Epoxy has Access to Attractive High Growth End Uses Around the Globe



CAGR ('13-'16)

## Select Epoxy End Use Growth Rates('13-'18) ${ }^{2}$



Electrical Laminates
5\%

## 5\%



Industrial Coatings

4\%

Civil Engineering, Adhesives 4\%

## Epoxy Priorities for Success



## Upside Potential through Significant Realizable Synergies

|  | Synergies Breakdown <br> Breakaown (\$ in millions) | 2016 | 2017 | 2018 | 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Logistics \& Procurement | Projected Annual | 60 | 100-110 | 180-200 | 250 |
| Operational Efficiencies |  |  |  |  |  |
| Asset Optimization | Projected Year-End Run Rate | 80 | 135-165 | 230-250 | 250 |
| Accessing New Segments \& Customers | Projected <br> Annual <br> Impact | 0-5 | 15-25 | 40-50 | 100 |
|  | Projected Year-End Run Rate | 5 | 35-50 | 50 | 100 |
| Capital Investment | Projected CAPEX and Investments | 205 | 30 | 20 | 0 |
|  | Projected Cash Integration \& Restructuring Costs | 70 | 35 | 35 | 20 |

## Winchester

| Products | Hunters \& Recreational Shooters |  |  | Law <br> Enforcement | Military | Industrial |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Retail | Distributors | Mass <br> Merchants |  |  |  |
| Rifle | $\checkmark$ | $\checkmark$ | $\checkmark$ | $\checkmark$ | $\checkmark$ | N/A |
| Handgun | $\checkmark$ | $\checkmark$ | $\checkmark$ | $\checkmark$ | $\checkmark$ | N/A |
| Rimfire | $\checkmark$ | $\checkmark$ | $\checkmark$ | $\checkmark$ | $\checkmark$ | $\checkmark$ |
| Shotshell | $\checkmark$ | $\checkmark$ | $\checkmark$ | $\checkmark$ | $\checkmark$ | $\checkmark$ |
| Components | $\checkmark$ | $\checkmark$ | $\checkmark$ | $\checkmark$ | $\checkmark$ | $\checkmark$ |



## Favorable Industry Trends: <br> Growing Target Shooting Participation

Target Shooters are on the Rise


Handgun Shooting Tops the Chart


Female Participation is Increasing


New Shooters
Are Younger

ESTABLISHED
SHOOTERS
31\%
AGE 18-34

## Winchester Adjusted EBITDA Margin Improvement



## Projected Third Quarter 2016 Adjusted EBITDA

(\$ in millions)

$$
\$ 220 \mathrm{M} \text { to } \$ 250 \mathrm{M}^{1}
$$



[^0]
## Full Year 2016 Adjusted EBITDA Outlook

(\$ in millions)

$$
\$ 840-\$ 900
$$

1H16
2H16
FY16

## 2016 Cash Flow Waterfall Forecast



1: Mid-point of Olin's estimated Adjusted EBITDA range of $\$ 840$ to $\$ 900$ million for full year 2016
2: Estimated using the mid-point of the cash tax rate of $25 \%$ to $30 \%$ and the benefits from the 2015 NOL carryforward and tax refunds
3: Represents the mid-point of management's annual capital spending estimate range of $\$ 280$ to $\$ 320$ million which includes $\$ 30$ million of synergy capital and $\$ 175$ million of investments for additional low cost electricity. The investments improve the manufacturing flexibility at the Freeport, TX and Plaquemine, LA facilities, reduce overall electricity costs and accelerate the realization of cost synergies available from the Acquired Business
4: Net working capital reduction includes a program to accelerate the collection of receivables
5: One-time items include integration expenses and cash restructuring charges of $\$ 70$ million, partially offset by insurance recovery ( $\$ 11$ million) and asset sales ( $\$ 40$ million)
6: Calculated based on Olin's capital structure, mandatory debt repayments and assuming current interest rates
7: Calculated based on 165 million shares outstanding and an annual dividend rate of $\$ 0.80$ per share

## \$1.5 billion +

## Chlor Alkali Mid-Cycle

EDC Price Recovery
Continued Epoxy Improvement
Synergies

FY 2016 Forecast
\$840 - \$900 million

Appendix

Olin

## The Chlorine Envelope



## Chlor Alkali Products and Vinyls Segment Performance

|  | $2 Q 16$ | $1 Q 16$ | $\Delta Q / Q$ |
| :--- | :---: | :---: | :---: |
| Sales | $\$ 733.0$ | $\$ 704.3$ | $4.1 \%$ |
| Adjusted EBITDA | $\$ 134.1$ | $\$ 170.0$ | $(21.1) \%$ |

(\$ in millions)

- 2Q16 Performance
- Lower caustic pricing and unfavorable sales mix
- Increased raw material costs associated with ethylene and natural gas pricing
- Lower chlorinated organic volumes and pricing
- 3Q16 outlook - expected sequential improvement from 2Q16
- Expected improvement in caustic soda pricing and volumes
- Expected increase in raw materials costs associated with natural gas and ethylene
- Expected improvement in bleach volumes
- Expected decrease in maintenance turnaround costs


## Chlor Alkali Products and Vinyls Pricing and Volume Comparisons

Volume Comparison

|  | $2 \mathrm{Q16}$ versus |  |
| :---: | :---: | :---: |
|  | 2Q15 | 1Q16 |
| Chlorine | $\sqrt{7}$ | $\checkmark$ |
| Caustic Soda | N/A | $\checkmark$ |
| EDC | N/A |  |
| Bleach | $\longmapsto$ |  |
| HCI | $\varepsilon$ | $\checkmark$ |
| Chlorinated Organics | N/A | S |

Pricing Comparison

|  | 2Q16 versus |  |
| :---: | :---: | :---: |
|  | 2Q15 | 1Q16 |
| Chlorine | $\Delta$ | $\nabla$ |
| Caustic Soda | $S$ | S |
| EDC | N/A |  |
| Bleach | $\Longleftrightarrow$ | $\Longleftrightarrow$ |
| HCl |  |  |
| Chlorinated Organics | N/A | S |

## Olin Caustic Soda Price Realization

## Fundamental Principle

- A \$10 per ton change in Olin's caustic soda selling price changes annual Adjusted EBITDA by approximately $\$ 30$ million


## Export Sales

- Sold on a combination of negotiated sales and export index price
- Changes in export index prices are typically realized on a 30 to 90 day lag
- Realization of index price changes are typically $80 \%$ to $100 \%$


## Domestic Sales

- A significant portion of domestic sales are linked to index prices
- Index price changes typically occur 30 to 90 days post our price nomination
- Depending on market conditions $30 \%$ to $70 \%$ of index price changes are realized
- Overall price realization lags index price changes by 30 to 120 days

|  | 2 Q 16 | 1 Q 16 | $\Delta \mathrm{Q} / \mathrm{Q}$ |
| :--- | :---: | :---: | :---: |
| Sales | $\$ 450.0$ | $\$ 460.2$ | $(2.2) \%$ |
| Adjusted EBITDA | $\$ 23.0$ | $\$ 29.9$ | $(23.1) \%$ |

(\$ in millions)

- 2Q16 Performance
- Sales and Adjusted EBITDA lower primarily due to planned maintenance outages
- 3Q16 and 2H16 outlook - expect sequentially higher than 2Q16 and 1H16
- Expect continued improvement in volumes
- Absence of significant planned maintenance outages
- Expected improvement in productivity


## Winchester <br> Segment Performance

|  | 2 Q 16 | 1 Q 16 | $\Delta \mathrm{Q} / \mathrm{Q}$ |
| :--- | :---: | :---: | :---: |
| Sales | $\$ 181.0$ | $\$ 183.7$ | $(1.5) \%$ |
| Adjusted EBITDA | $\$ 35.7$ | $\$ 33.3$ | $7.2 \%$ |

(\$ in millions)

- 2Q16 Performance
- Adjusted EBITDA improvement reflects lower commodity, other material and manufacturing costs partially offset by lower commercial shipments
- 3Q16 outlook - expect sequential improvement from 2Q16 driven by stronger seasonal demand
- Full year 2016 earnings are expected to exceed full year 2015 results
- Operating efficiency initiatives are expected to continue to materialize throughout 2016
- Expect favorable trends in NICS background checks


## Corporate \& Other

|  | 2Q16 | 1Q16 |
| :---: | :---: | :---: |
| Pension Income | \$12.6 | \$12.2 |
| Environmental Expense | \$(2.4) | \$(2.7) |
| Other Corporate and Unallocated Costs | \$(23.9) | \$(29.6) |
| Restructuring Charges | \$(8.2) | \$(92.8) |
| Acquisition-related Costs | \$(16.3) | \$(10.2) |
| (\$ in millions) |  |  |
| - Corporate and other unallocated be higher than the full year 2015 <br> - Corporate and other unallocated lower management incentive co <br> - Restructuring costs in 1 H 16 rela \$76.6 million of non-cash impair <br> - Acquisition-related costs were a | with our full of our corp <br> 16 due to offset by m <br> 33,000 ton <br> egration of | ns that leve the acquis <br> gation cost ased comp <br> $y, 1$ Q16 includ |

## Guidance Assumptions

|  | Full Year 2016 Forecast | Key Elements |
| :---: | :---: | :---: |
| (\$ in millions) |  |  |
| Capital Spending | \$250 to \$290 | Maintenance level of capital spending of $\$ 225 \mathrm{M}$ to $\$ 275 \mathrm{M}$ annually |
| Synergy Capital \& Investments | \$205 | Synergy projects include chlorine loading, bleach capacity and low cost power investments |
| Total | \$455 to \$495 |  |
| Depreciation \& Amortization | \$355 to \$375 |  |
| Fair Value Step up of D\&A | \$160 | Property, plant and equipment and intangible assets fair value step up of approximately $\$ 2.5 \mathrm{~B}$ - final valuation not yet complete |
| Total | \$515 to \$535 |  |
| Book Effective Tax Rate | Not Meaningful | Expect significant variations in the customary relationship between tax expense and pretax income due to lower levels of pretax income and favorable book/tax permanent differences |
| Cash Tax Rate | \$25 Refund <br> (Normalized $25 \%$ to $30 \%$ ) | 2016 cash tax refund utilizes the benefits of NOL carry forwards from 2015 and income tax refunds |

## Advantaged Ethylene Arrangement

- A series of three supply agreements with Dow
- Pipeline supply without operating or start-up risk
- Producer economics

| Tranche | Effective Date | Annual Volume <br> (tons) | Cost <br> (millions) |
| :---: | :---: | :---: | :---: |
| \#1 | Acquired at closing | Up to 180,000 | $\$ 433^{*}$ |
| \#2 | Available $\sim 2 H 2017$ | Up to 160,000 | $\sim \$ 210$ |
| \#3 | Available $\sim 4 \mathrm{Q} 2020$ | Up to 300,000 | $\$ 425-\$ 465$ |

[^1]
## Non-GAAP Financial Measures - Adjusted EBITDA <br> (a)

Olin's definition of Adjusted EBITDA (Earnings before interest, taxes, depreciation, and amortization) is net (loss) income plus an add-back for depreciation and amortization, interest expense (income), income tax expense (benefit), other expense (income), restructuring charges, acquisition-related costs, fair value inventory purchase accounting adjustments and other certain non-recurring items. Adjusted EBITDA is a non-GAAP financial measure. Management believes that this measure is meaningful to investors as a supplemental financial measure to assess the financial performance of our assets without regard to financing methods, capital structures, taxes, or historical cost basis. The use of non-GAAP financial measures is not intended to replace any measures of performance determined in accordance with GAAP and Adjusted EBITDA presented may not be comparable to similarly titled measures of other companies. Reconciliation of forward-looking non-GAAP financial measures to the most directly comparable GAAP financial measures are omitted from this presentation because Olin is unable to provide such reconciliations without the use of unreasonable efforts. This inability results from the inherent difficulty in forecasting generally and quantifying certain projected amounts that are necessary for such reconciliations. In particular, sufficient information is not available to calculate certain adjustments required for such reconciliations, including interest expense (income), income tax expense (benefit), other expense (income), restructuring charges, and acquisition-related costs. Because of our inability to calculate such adjustments, forward-looking net income guidance is also omitted from this presentation. We expect these adjustments to have a potentially significant impact on our future GAAP financial results.

\left.|  |  | Three Months Ended |  | Six Months |
| :--- | ---: | ---: | ---: | :---: |
| Ended |  |  |  |  |$\right)$

(a) Unaudited.
(b) Restructuring charges for the three months ended June 30, 2016 and March 31, 2016 and for the six months ended June 30 , 2016 were primarily associated with the closure of 433,000 tons of chlor alkali capacity across three separate Olin locations, of which $\$ 76.6$ million was non-cash impairment charges for equipment and facilities for the three months ended March 31, 2016 and for the six months ended June 30, 2016.
(c) Acquisition-related costs for the three months ended June 30, 2016 and March 31, 2016 and for the six months ended June 30, 2016 were associated with our acquisition of the Acquired Business.
(d) Certain non-recurring items for the three months ended March 31, 2016 and for the six months ended June 30, 2016 included an $\$ 11.0$ million insurance recovery for property damage and business interruption related to a 2008 Henderson, NV chlor alkali facility incident.

# Non-GAAP Financial Measures - Net Income (loss) from Operations per share ${ }^{(a)}$ 

Olin's definition of adjusted net income (loss) from operations per share is net income (loss) per share plus a per dilutive share add-back for step-up depreciation and amortization recorded in conjunction with the Acquired Business, restructuring charges, acquisition-related costs, other certain non-recurring items and the tax impact of the aforementioned adjustments. Adjusted net income (loss) from operations per share is a non-GAAP financial measure excluding certain items that we do not consider part of ongoing operations. Management believes that this supplemental financial measure is meaningful to investors as a financial performance metric which is useful to investors for comparative purposes. The use of non-GAAP financial measures is not intended to replace any measures of performance determined in accordance with GAAP and adjusted net income (loss) from operations per share presented may not be comparable to similarly titled measures of other companies

|  | Three Months Ended |  |  |  | Six Months Ended June 30, 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2016 |  | March 31, 2016 |  |  |  |
| Reconciliation of Net Loss Per Share to Adjusted Net Income from Operations Per Share: |  |  |  |  |  |  |
| Net Loss Per Share | \$ | (0.01) | \$ | (0.23) | \$ | (0.24) |
| Add Back: |  |  |  |  |  |  |
| Restructuring Charges (b) |  | 0.05 |  | 0.56 |  | 0.61 |
| Acquisition-related Costs (c) |  | 0.10 |  | 0.06 |  | 0.16 |
| Certain Non-recurring Items (d) |  | - |  | (0.07) |  | (0.07) |
| Step-Up Depreciation and Amortization (e) |  | 0.26 |  | 0.23 |  | 0.49 |
| Income Tax Impact (f) |  | (0.16) |  | (0.29) |  | (0.45) |
| Adjusted Net Income from Operations Per Share | \$ | 0.24 | \$ | 0.26 | \$ | 0.50 |

(a) Unaudited.
(b) Restructuring charges for the three months ended June 30, 2016 and March 31, 2016 and for the six months ended June 30 , 2016 were primarily associated with the closure of 433,000 tons of chlor alkali capacity across three separate Olin locations, of which $\$ 76.6$ million was non-cash impairment charges for equipment and facilities for the three months ended March 31, 2016 and for the six months ended June 30, 2016.
(c) Acquisition-related costs for the three months ended June 30, 2016 and March 31, 2016 and for the six months ended June 30, 2016 were associated with our acquisition of the Acquired Business.
(d) Certain non-recurring items for the three months ended March 31, 2016 and for the six months ended June 30,2016 included an $\$ 11.0$ million insurance recovery for property damage and business interruption related to a 2008 Henderson, NV chlor alkali facility incident.
(e) Step-up depreciation and amortization for the three months ended June 30, 2016 and March 31, 2016 and for the six months ended June 30,2016 was associated with the increase to fair value of property, plant and equipment, acquired intangible assets and long-term supply contracts at the acquisition date related to the purchase accounting of the Acquired Business.
(f) The effective tax rate on the pretax adjustments from net loss per share to adjusted net income from operations per share is approximately $37 \%$ for the three months ended June 30, 2016 and March 31, 2016 and for the six months ended June 30, 2016.

## Non-GAAP Financial Measures by Segment

Three Months Ended June 30, 2016

| (In millions) | Three Months Ended June 30, 2016 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
|  | Income (loss) before Taxes |  | Depreciation and Amortization |  | Adjusted EBITDA |  |
| Chlor Alkali Products and Vinyls | \$ | 30.7 | \$ | 103.4 | \$ | 134.1 |
| Epoxy |  | - |  | 23.0 |  | 23.0 |
| Winchester |  | 31.2 |  | 4.5 |  | 35.7 |


| (In millions) | Three Months Ended March 31, 2016 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
|  | Income (loss) before Taxes |  | Depreciation and Amortization |  | Adjusted EBITDA |  |
| Chlor Alkali Products and Vinyls | \$ | 68.1 | \$ | 101.9 | \$ | 170.0 |
| Epoxy |  | 8.2 |  | 21.7 |  | 29.9 |
| Winchester |  | 28.7 |  | 4.6 |  | 33.3 |


[^0]:    1: Olin anticipates third quarter net income in the range of $\$ 15$ million to $\$ 35$ million, or $\$ 0.10$ to $\$ 0.20$ per diluted share

[^1]:    * Includes option payments for Tranches \#2 and \#3

