



Second Quarter 2020

Financial Results Conference Call

August 6, 2020



CALUMET[™]
SPECIALTY PRODUCTS PARTNERS, L.P.

Forward Looking Statements

This Presentation has been prepared by Calumet Specialty Products Partners, L.P. (the “Company,” “Calumet,” “we,” “our,” or like terms) as of August 6, 2020. The information in this Presentation includes certain “forward-looking statements.” These statements can be identified by the use of forward-looking terminology including “may,” “intend,” “believe,” “expect,” “anticipate,” “estimate,” “forecast,” “continue” or other similar words. The statements discussed in this Presentation that are not purely historical data are forward-looking statements. These forward-looking statements discuss future expectations or state other “forward-looking” information and involve risks and uncertainties. When considering forward-looking statements, you should keep in mind the risk factors and other cautionary statements included in our most recent Annual Report on Form 10-K, Quarterly Report on Form 10-Q, and Current Reports on Form 8-K. The risk factors and other factors noted in our most recent Annual Report on Form 10-K, Quarterly Report on Form 10-Q, and Current Reports on Form 8-K could cause our actual results to differ materially from those contained in any forward-looking statement.

Our forward-looking statements are not guarantees of future performance, and actual results and future performance may differ materially from those suggested in any forward-looking statement. All subsequent written and oral forward-looking statements attributable to us or to persons acting on our behalf are expressly qualified in their entirety by the foregoing. Existing and prospective investors are cautioned not to place undue reliance on such forward-looking statements, which speak only as of the date of this Presentation. We undertake no obligation to publicly release the results of any revisions to any such forward-looking statements that may be made to reflect events or circumstances after the date of this Presentation or to reflect the occurrence of unanticipated events.

Non-GAAP Financial Measures

Adjusted EBITDA, Adjusted EBITDA margin, Adjusted gross profit per barrel, Adjusted net income (loss), and Adjusted net income (loss) per unit, are non-GAAP financial measures provided in this Presentation. Reconciliations to the most comparable GAAP financial measures are included in the Appendix to this Presentation. These non-GAAP financial measures are not defined by GAAP and should not be considered in isolation or as an alternative to net income (loss) or other financial measures prepared in accordance with GAAP. We do not provide reconciliation of non-GAAP financial measures on a forward-looking basis as it is impractical to do so without unreasonable effort.

Navigating the Pandemic: Effective Crisis Execution

- Retightened protocols recently and continuing to prioritize safety across the organization
- Remain focused on driving positive free cash flows through:
 - Accelerated cost reduction programs
 - Consistent plant operations
 - Decisive hedging
 - Agile commercial execution
- Created optionality through recent debt exchange, which extended maturity on \$200MM of debt to 2024
- Remote organization operating well

Business Diversity

- Ship to over **12,000** locations across **90** countries
- **3,400** total products
- **2,700** Specialty Customers
- Much of customer base has been deemed “essential”

Second Quarter & YTD Highlights

Second Quarter

\$41.0 MM Adjusted EBITDA⁽¹⁾⁽²⁾

- ✓ Specialty Adj. EBITDA⁽¹⁾ of \$56.1 MM
- ✓ Fuels Adj. EBITDA⁽¹⁾ of \$1.9 MM
- ✓ Lower SG&A, and higher RINs costs



Year to Date

\$124.7 MM Adjusted EBITDA⁽¹⁾⁽²⁾

- ✓ Specialty Adj. EBITDA⁽¹⁾ of \$120.6 MM, +6% Y/Y
- ✓ Fuels Adj. EBITDA⁽²⁾ of \$41.1 MM
- ✓ Specialty resilience offset by weak fuels cracks

Strategy & Balance Sheet

- ✓ Liquidity of ~\$249 MM; ~\$105 MM of cash equiv.
- ✓ Cash flow from operating activities of \$70.3 MM
- ✓ Extended maturity on \$200 MM of debt to 2024



Strategy & Balance Sheet

- ✓ Free cash flow⁽¹⁾ of \$22.0 MM
- ✓ Continued growth in consumer-facing specialties
- ✓ Advancing strategic review of Great Falls

Specialty Margin Growth

- ✓ Adj. EBITDA margin⁽¹⁾ of 24.1%, +440 bps Q/Q
- ✓ Adj. gross profit per barrel⁽¹⁾ of \$44.52 +7.7% Q/Q
- ✓ Effective volume and margin management



Specialty Margin Growth

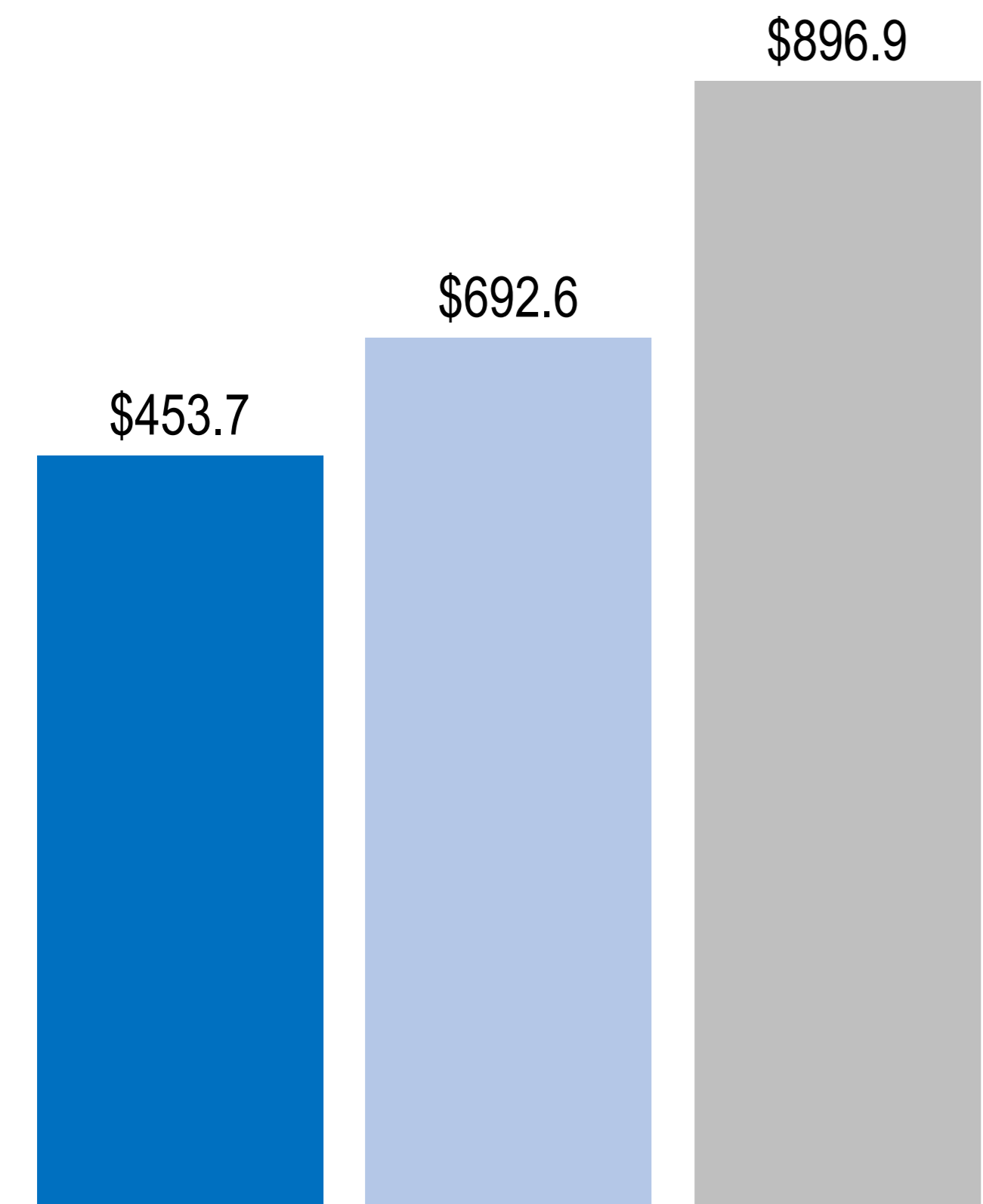
- ✓ Adj. EBITDA margin⁽²⁾ of 21.6%, +530 bps Y/Y
- ✓ Adj. gross profit per barrel⁽²⁾ of \$42.81 +18.2% Y/Y
- ✓ Mix enrichment continues across portfolio

(1) See Appendix to this presentation for GAAP to Non-GAAP reconciliations

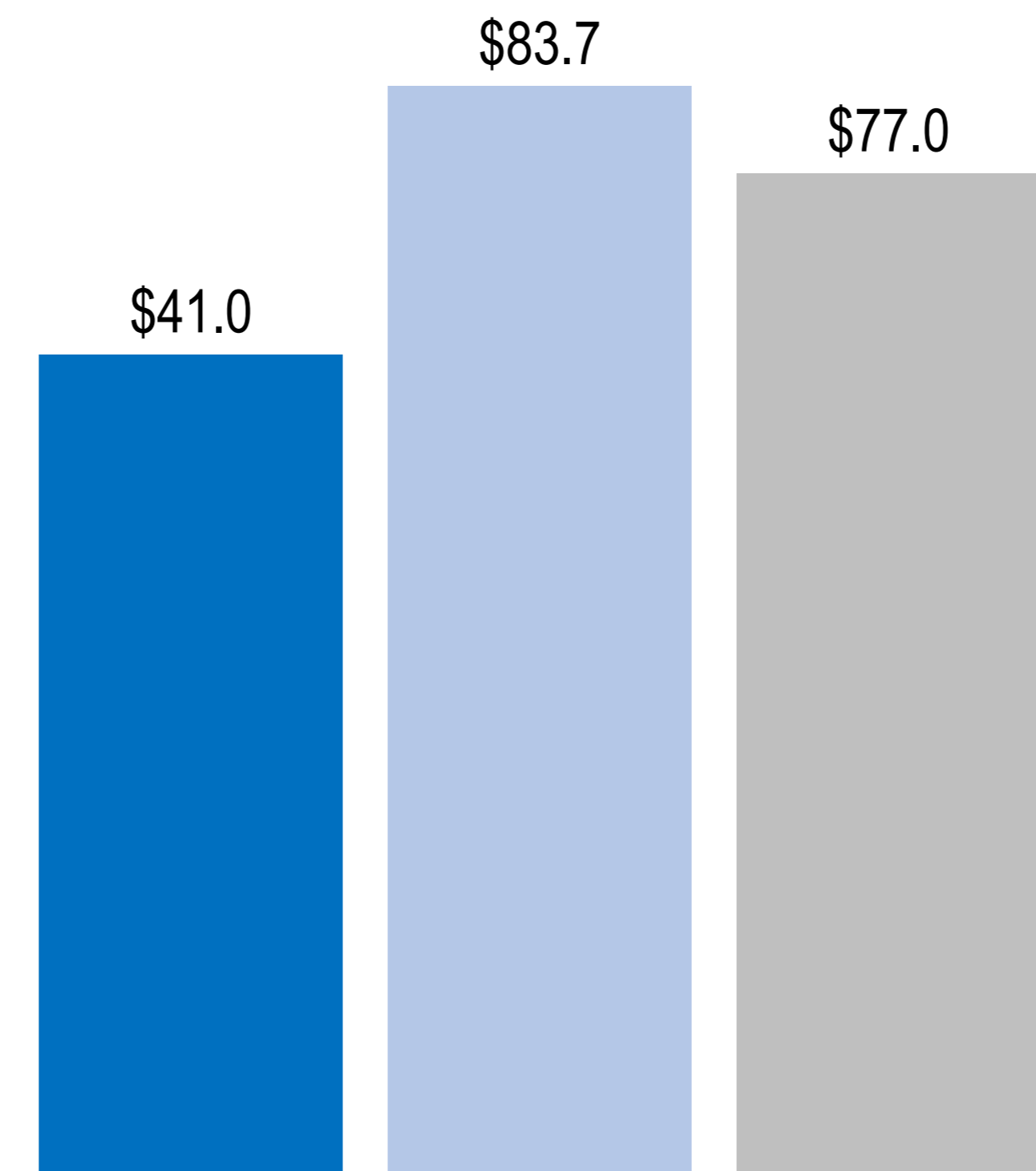
(2) Includes Corporate segment results

Consolidated 2Q'20 Financial Results

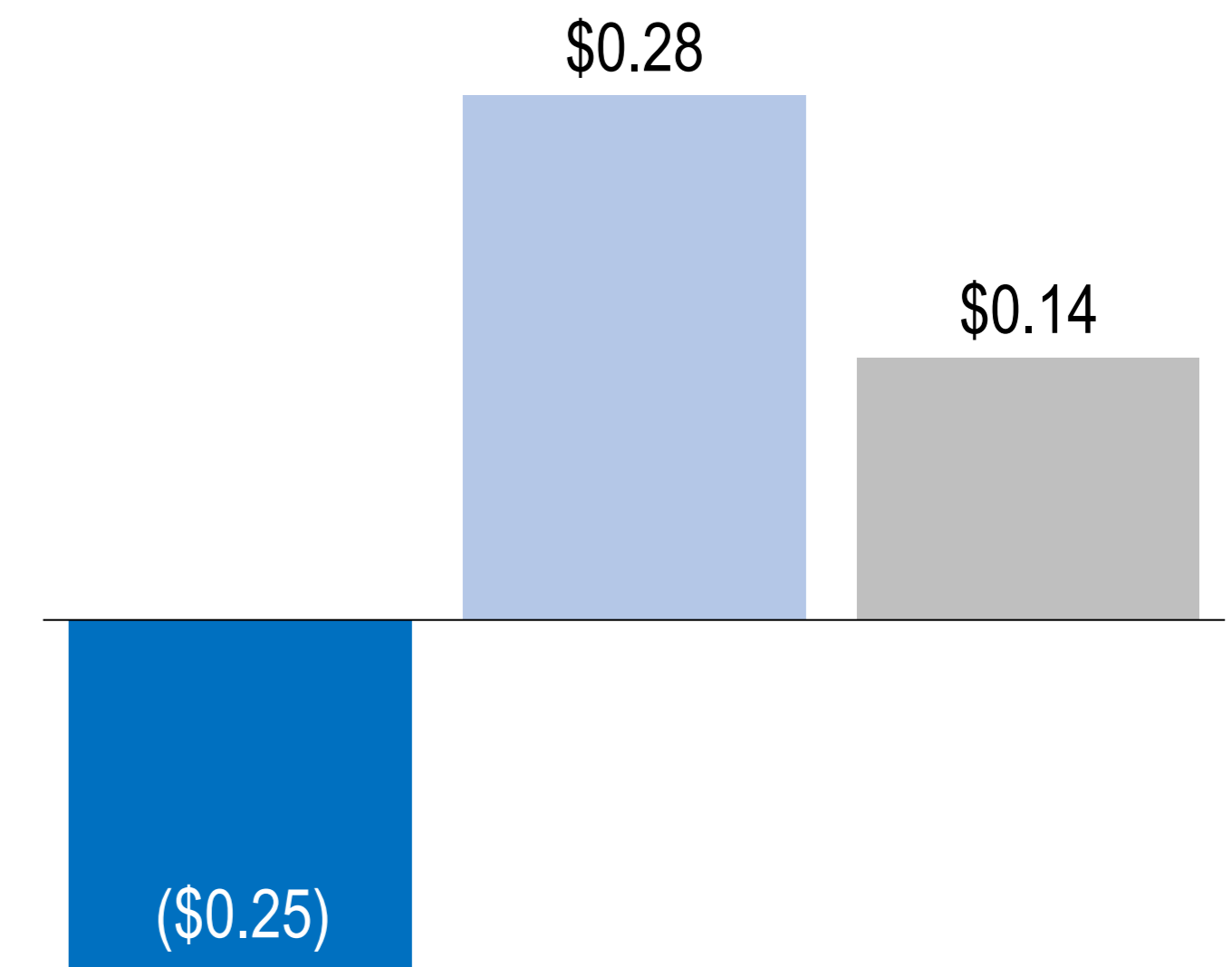
Revenue (\$MM)



Adj. EBITDA (\$MM)⁽¹⁾



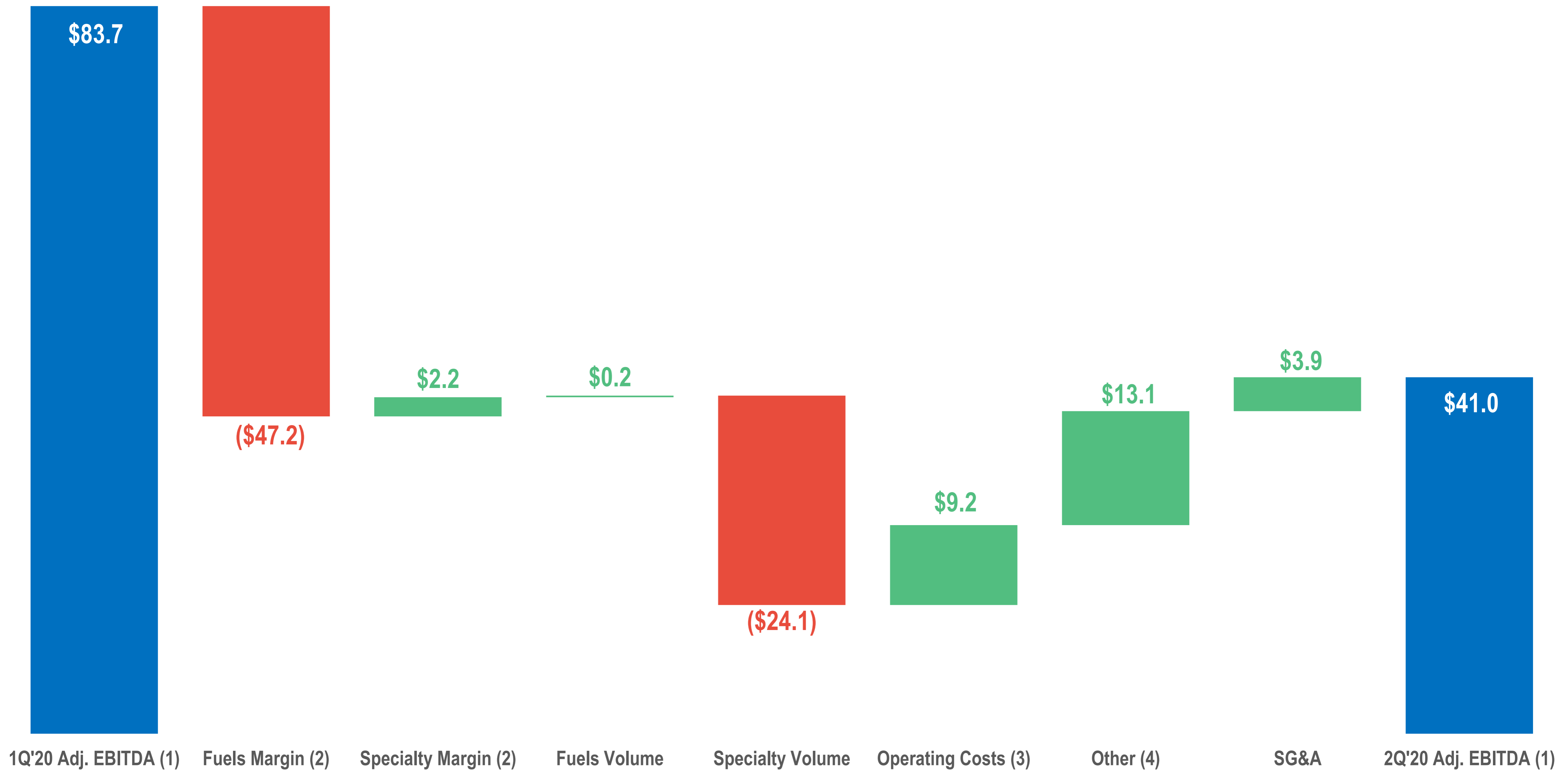
Adj. Net Income (loss) per unit (\$) ⁽¹⁾



■ 2Q'20 ■ 1Q'20 ■ 2Q'19

(1) See Appendix to this presentation for GAAP to Non-GAAP reconciliations

Adjusted EBITDA⁽¹⁾ Bridge – 2Q'20 vs. 1Q'20 (\$MM)



(1) See Appendix to this presentation for GAAP to Non-GAAP reconciliations

(2) Includes hedging

(3) Includes plant operating and maintenance costs including RINs activities

(4) Includes costs related to transportation expenses, and one-time property tax settlement benefit

Specialty Products Segment Highlights



	Adj. EBITDA ⁽¹⁾			Adj. EBITDA Margin ⁽¹⁾			Adj. Gross Profit/ bbl ⁽¹⁾		
	\$MM	Y/Y Δ	Q/Q	%	Y/Y Δ	Q/Q	\$/bbl	Y/Y Δ	Q/Q
2Q'20	\$56.1	+1.8%	-13.0%	24.1%	+810bps	+440bps	\$44.52	+21.1%	+7.7%

Y/Y

- Record sales in Engineered Fuels
- Continued product mix enrichment
- Resilient margin performance in Consumer-facing specialties

Q/Q

- Realizing new customer growth from investing in merchandising and brand awareness
- Margins of Consumer-facing specialties continue to hold up, outperforming Industrial Specialties
- Base oils business outperforming sector through new growth in niche markets, such as Agriculture & Water Treatment

(1) See Appendix to this presentation for GAAP to Non-GAAP reconciliations

Specialty Performance 2Q'20 vs. 1Q'20 (\$MM)











(1) See Appendix to this presentation for GAAP to Non-GAAP reconciliations

(2) Includes hedging

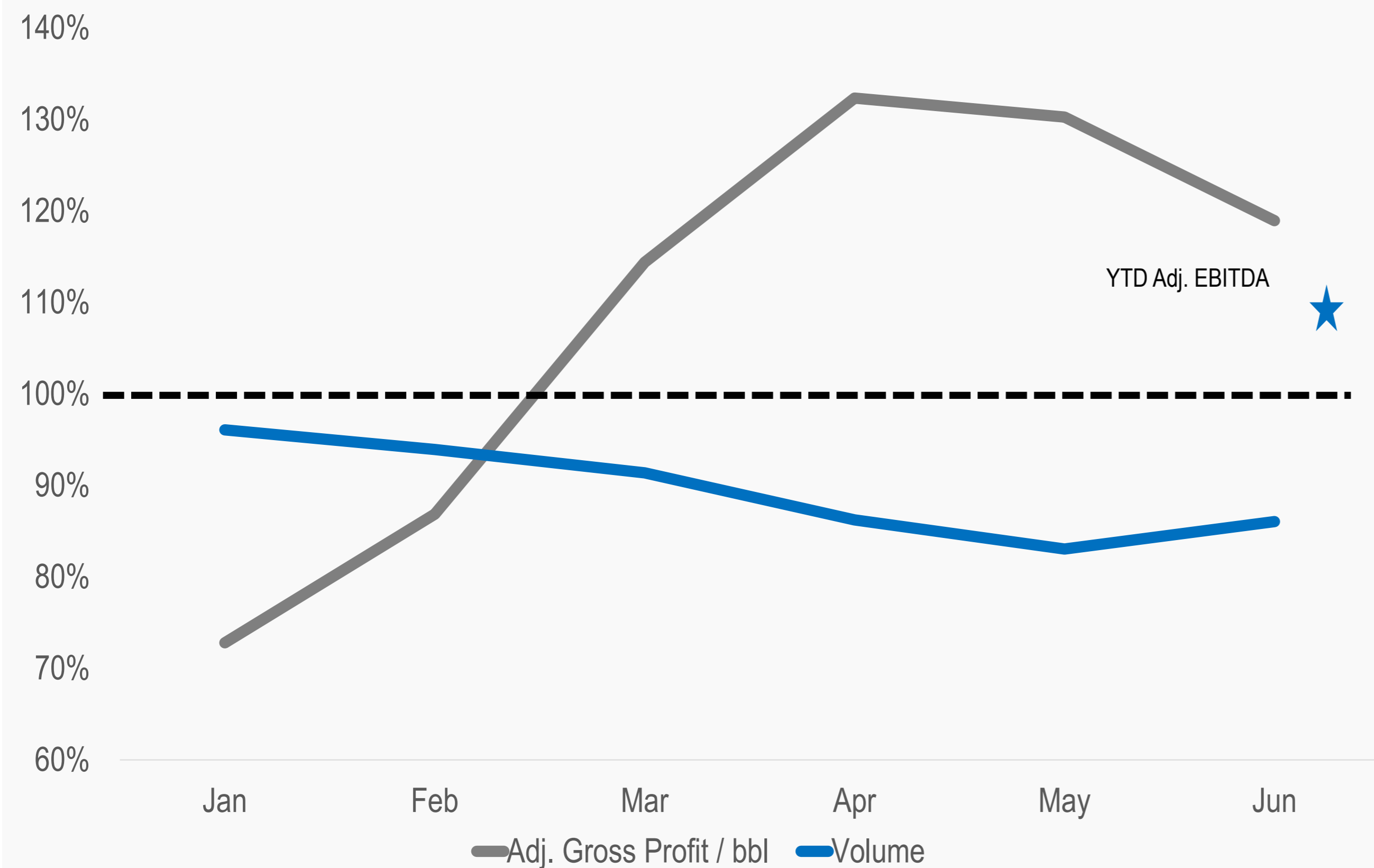
(3) Includes costs related to transportation expenses

Specialty Margin Improvement Interrupted, Not Broken

	April	May	June	3Q'20*
Volumes	Declined 	Troughed 	Improved 	Steady 
Margins	Steady 	Declined 	Troughed 	Steady 

2019 YTD = 100

Specialty Margin Performance (Cumulative YTD Index)



- Margin management through the pandemic
 - Adjusted EBITDA up 6% Y/Y
- YTD Adj. Gross Profit/bbl is +18% above prior year
- Volumes saw headwinds in 2Q'20, down 10% Y/Y YTD ⁽¹⁾ vs. 2019 YTD
- June: margins troughed, and began rebounding
 - Price increases implemented in early 3Q across multiple Specialty product lines are holding

Executing a multi-year strategy to improve Specialty unit margin performance

(1) Pro forma for the terminated third-party naphthenic lubricating oil production arrangement
 (*) Quarter-to-date

Fuel Products Segment Highlights



	Adj. EBITDA ⁽¹⁾			Production Volume ⁽²⁾			Adj. Gross Profit/ bbl ⁽¹⁾		
	\$MM	Y/Y Δ	Q/Q Δ	K bpd	Y/Y Δ	Q/Q Δ	\$/bbl	Y/Y Δ	Q/Q Δ
2Q'20	\$1.9	-96.2%	-95.2%	61.6	-21.5%	-4.8%	-\$3.69	-219.0%	-179.7%
						With realized hedge results	-\$1.57	-125.4%	-127.2%

■ Y/Y

- Clean product crack spreads declined meaningfully
- Improved throughput and capacity utilization⁽¹⁾
- Volumes impacted primarily by San Antonio divestment in Oct '19 (21,000 bpd of capacity)

■ Q/Q

- Gulf Coast market fundamentals weakened significantly, impacting Shreveport
- Great Falls continues to operate at high utilization rates
- Effective risk management through hedging
 - Locked in differentials and crack spreads at attractive levels

Diff to WTI	2Q'20	1Q'20	2Q'19
WCS	\$(6.70)	\$(17.07)	\$(12.54)

(1) See Appendix to this presentation for GAAP to Non-GAAP reconciliations.

(2) Production volume is as reported and not pro-forma for the sale of the San Antonio refinery

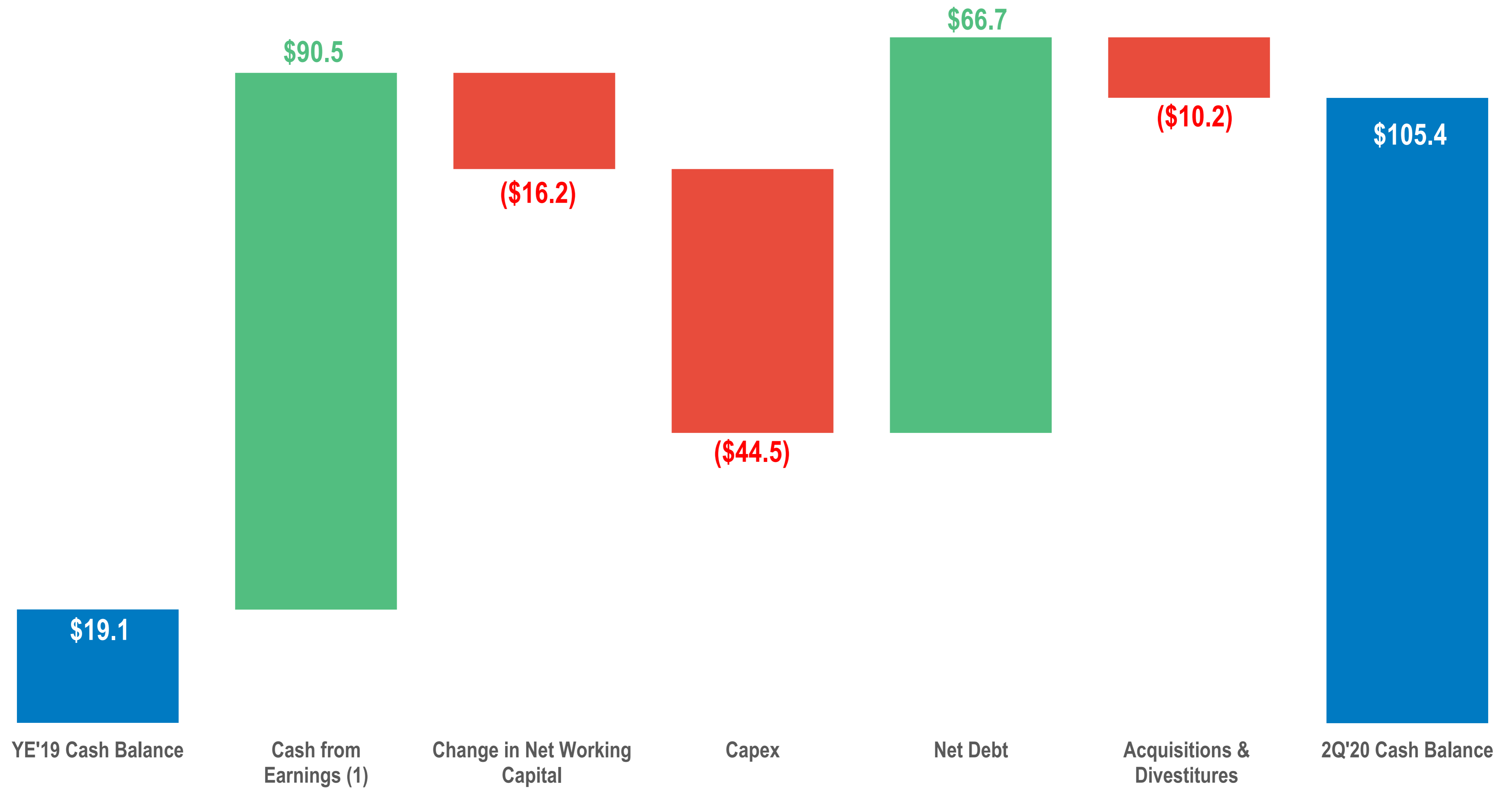
(*) Reflects realized Adj. gross profit per barrel, and relevant comparisons inclusive of hedging impacts

Fuels Performance 2Q'20 vs. 1Q'20 (\$MM)



(1) See Appendix to this presentation for GAAP to Non-GAAP reconciliations
 (2) Includes hedging
 (3) Includes plant operating and maintenance costs including RINs activities
 (4) Includes costs related to transportation expenses, and one-time property tax settlement benefit

Year-to-Date Sources/Uses of Cash (\$MM)



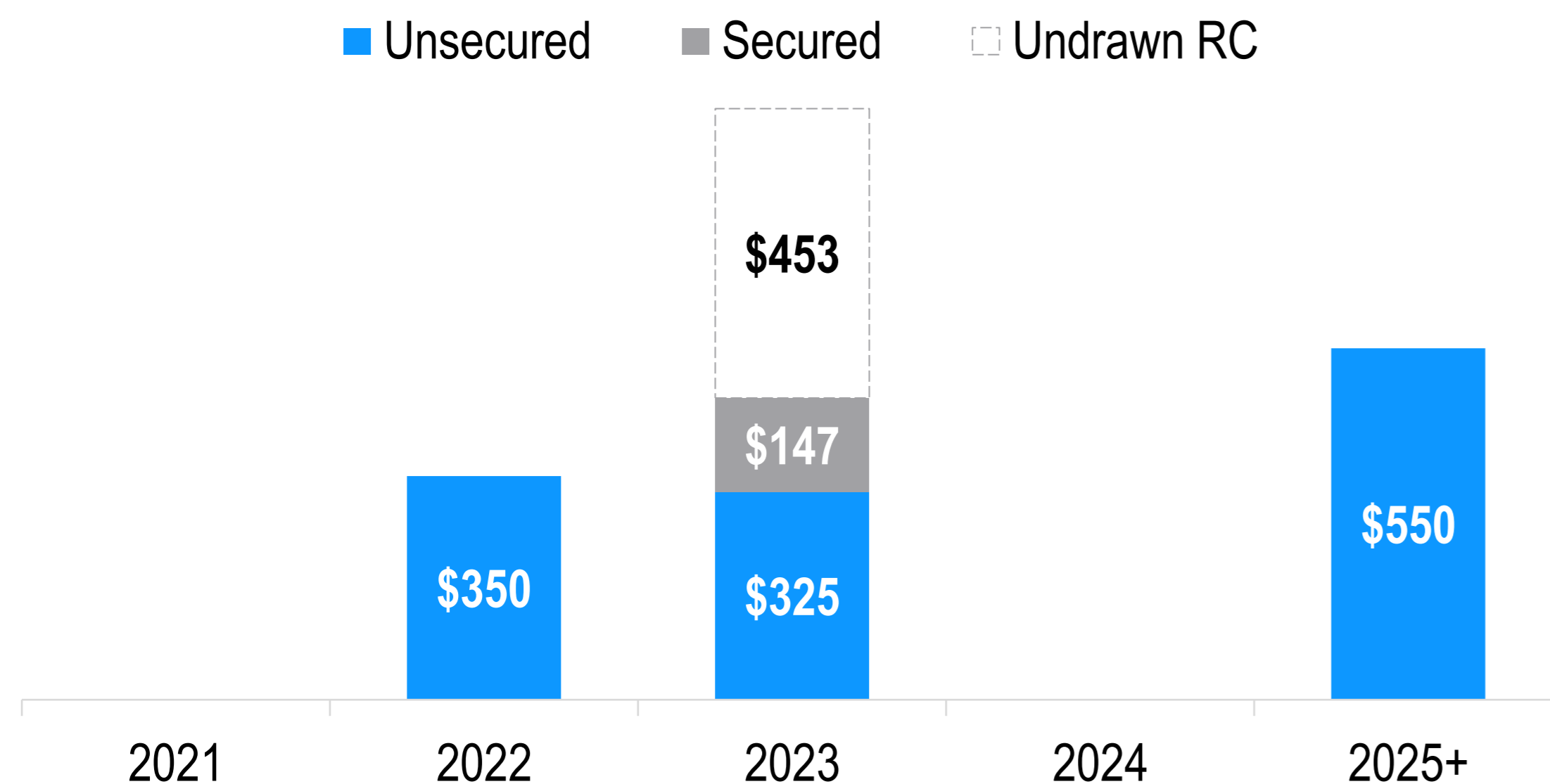
(1) Cash Flow from Operations less turnaround costs, changes in assets and liabilities, and San Antonio divestiture post-closing settlement

Notes Exchange & Consent Solicitation

- As announced on July 7, 2020, Calumet managed refinancing risk by exchanging \$200 mm aggregate principal amount of its Senior Notes due 2022 for \$200 mm of newly issued 9.25% Senior Secured Exchange Notes due 2024 (par-for-par exchange offered until July 17, stepping down to 95% of par thereafter through expiration on July 31, 2020)
 - All eligible holders of 2022 Notes were provided the opportunity to participate in the exchange pro rata based on participation
 - Calumet expects to repay the remaining \$150 mm of 2022 notes via cash, a future refinancing or with proceeds from asset sales
- Concurrent with the exchange offer, Calumet launched a consent solicitation to holders of its Senior Notes due 2025 to allow for the transaction; consenting holders will receive 25bps per principal amount of notes submitted into the consent solicitation
 - On July 6, 2020, Calumet entered into a Support Agreement with holders (the "Supporting Holders") of approximately 55.9% of the aggregate principal amount of the outstanding 2022 Notes and 65.8% of the aggregate principal amount of the outstanding 2025 Notes.
- Pre-and post-exchange debt maturity profiles are as follows:

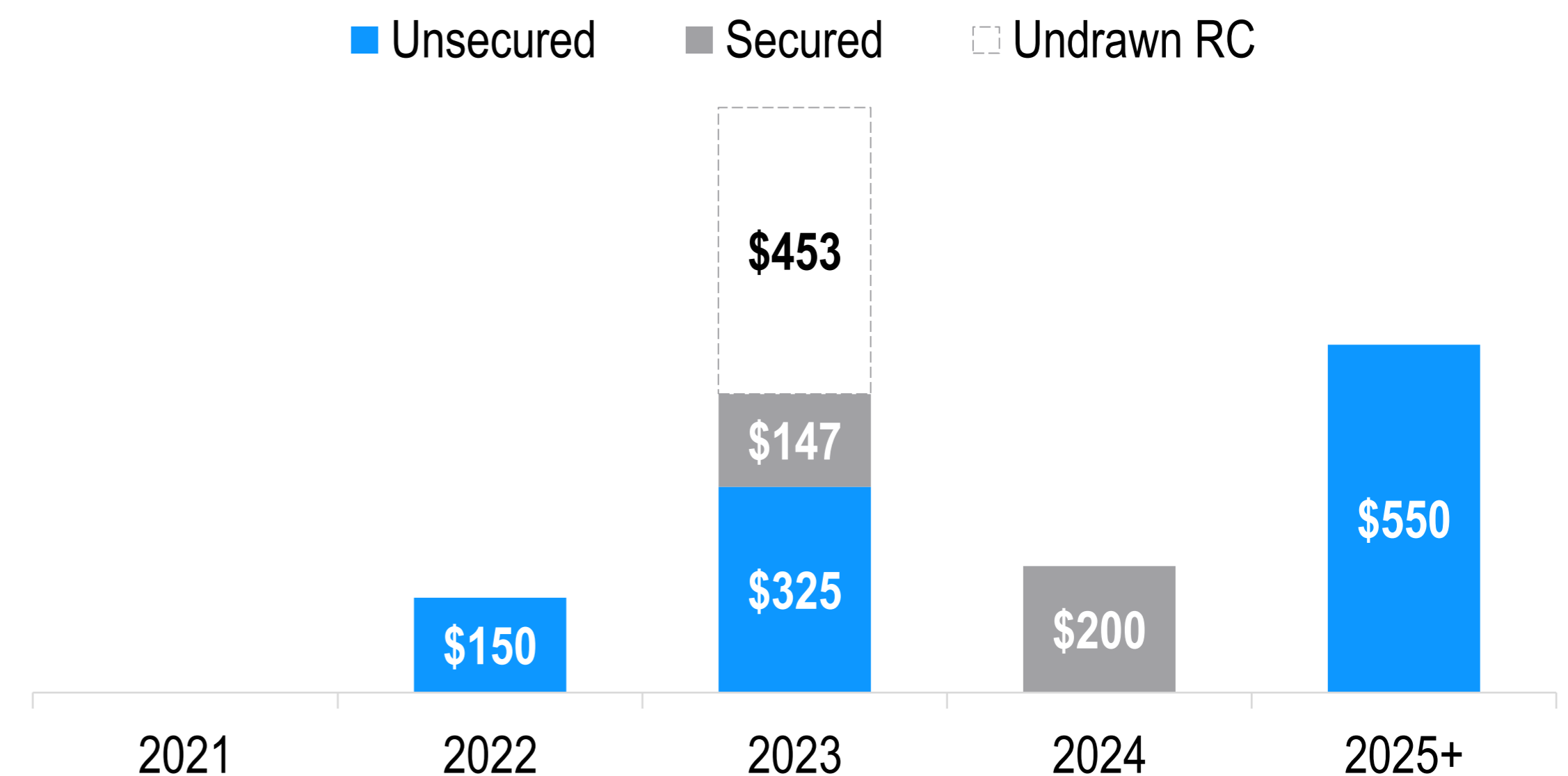
Debt Maturity Profile Pre-Refinancing

(\$ in millions)



Debt Maturity Profile Post-Refinancing

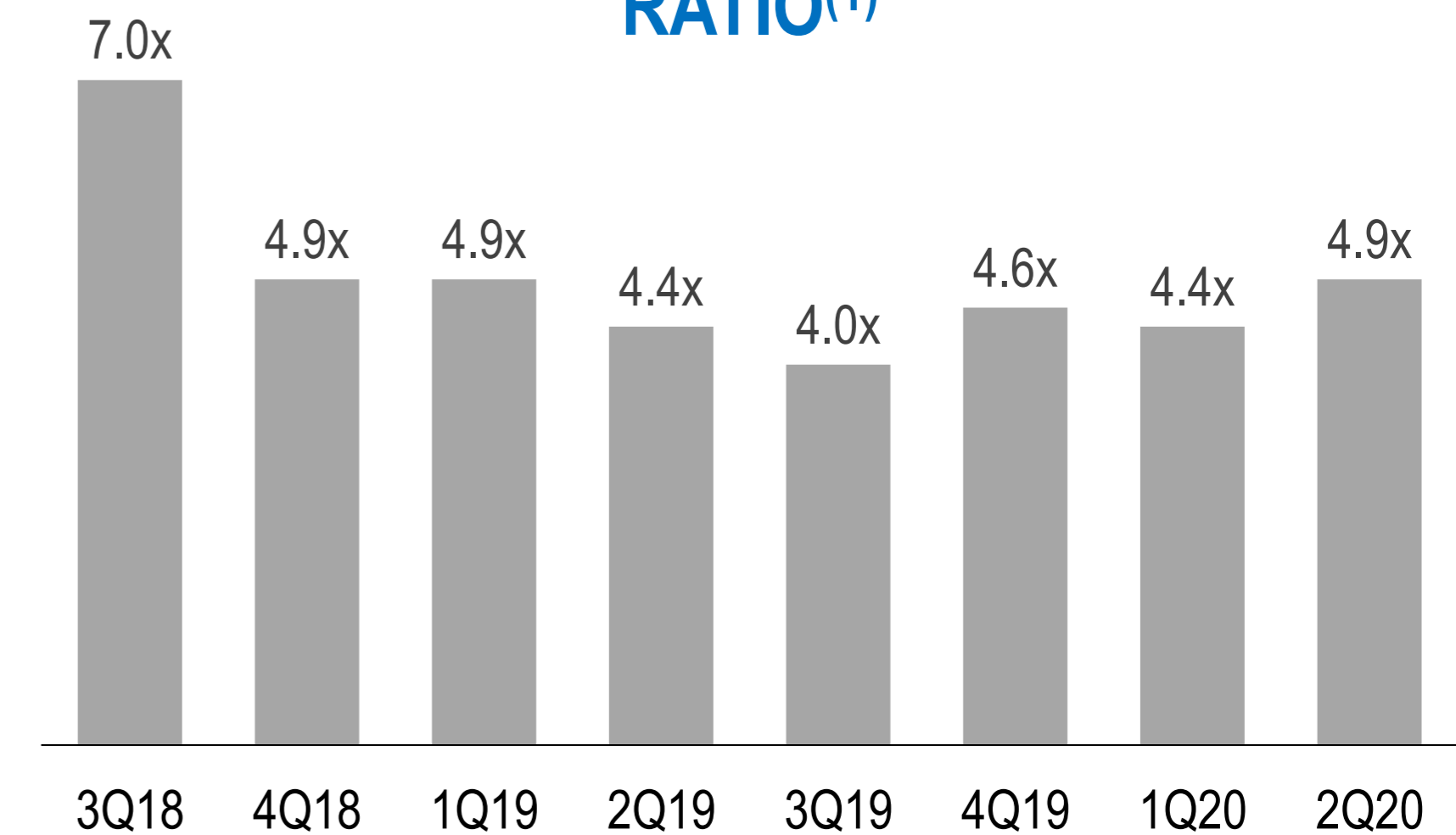
(\$ in millions)



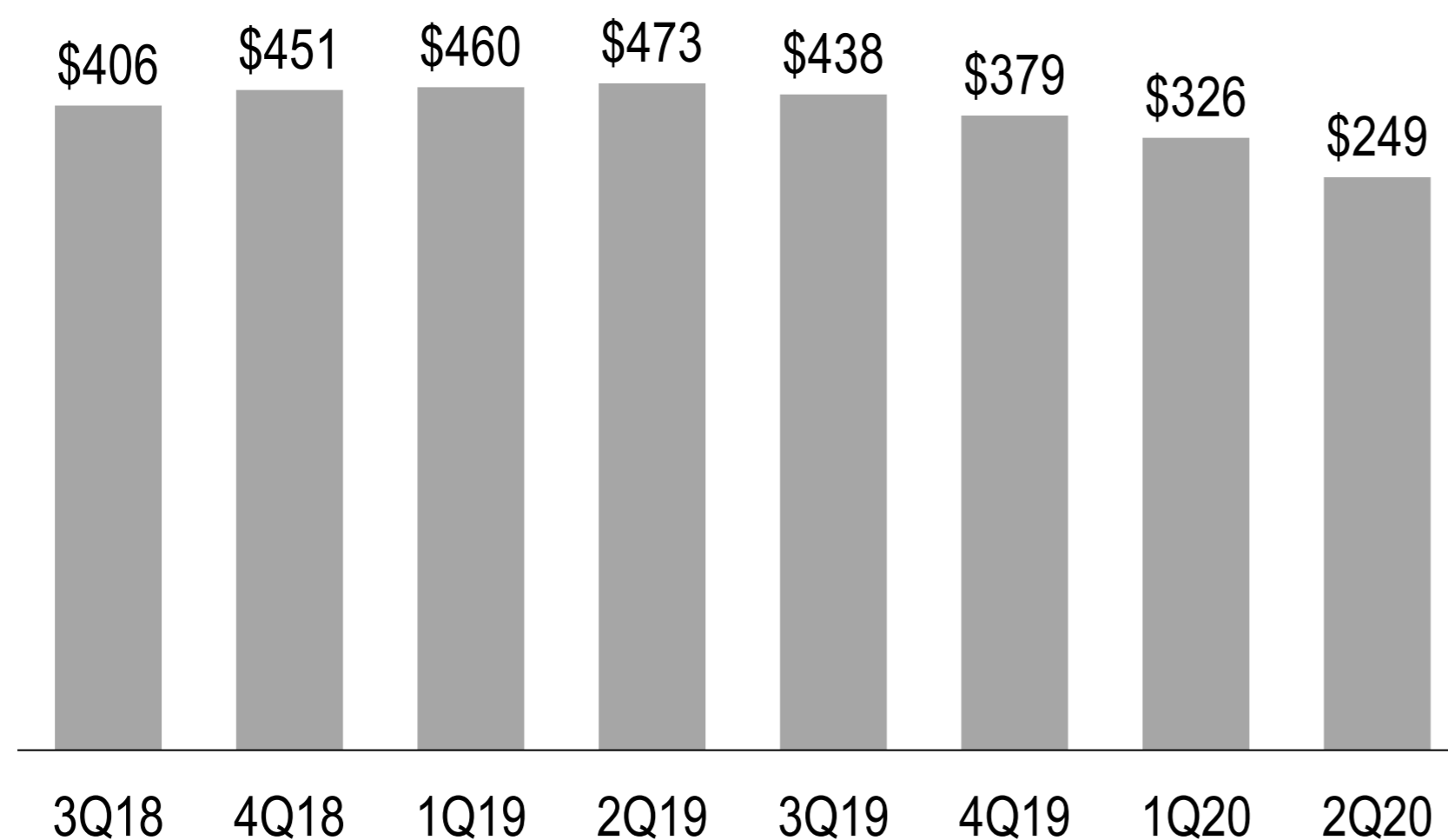
Liquidity & Credit Metrics

- \$249 MM of liquidity:
 - \$105 MM of cash & \$144 MM of revolver availability
 - Anticipating borrowing base to expand with rising crude prices
- Capturing benefits of additional cost-out actions taken in 2Q'20
- Extended maturity on \$200 MM of debt outstanding to 2024
- Managing business for positive Cash Flow from Operations

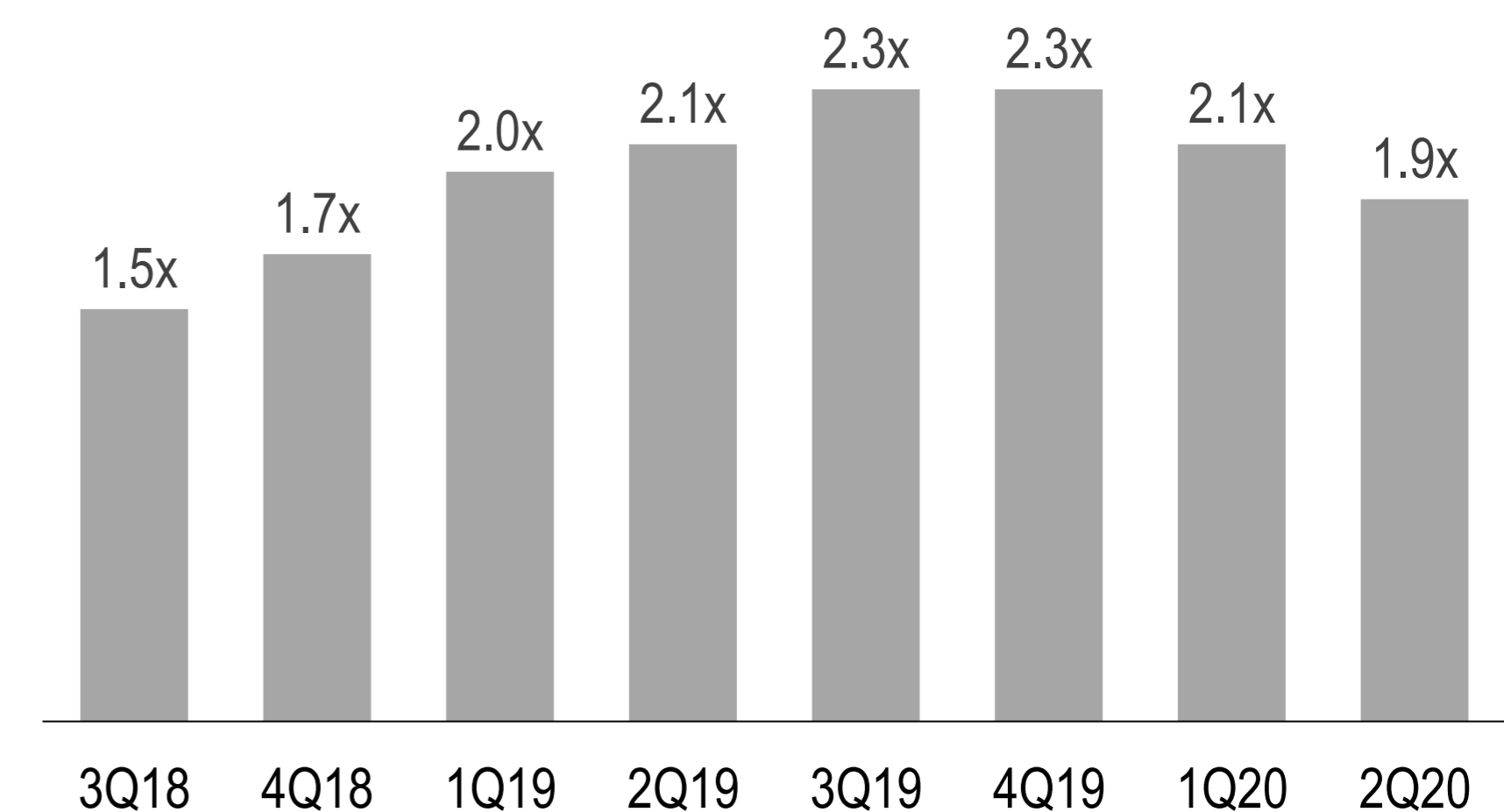
NET DEBT TO LTM ADJ. EBITDA RATIO⁽¹⁾



LIQUIDITY AVAILABILITY (\$MM)



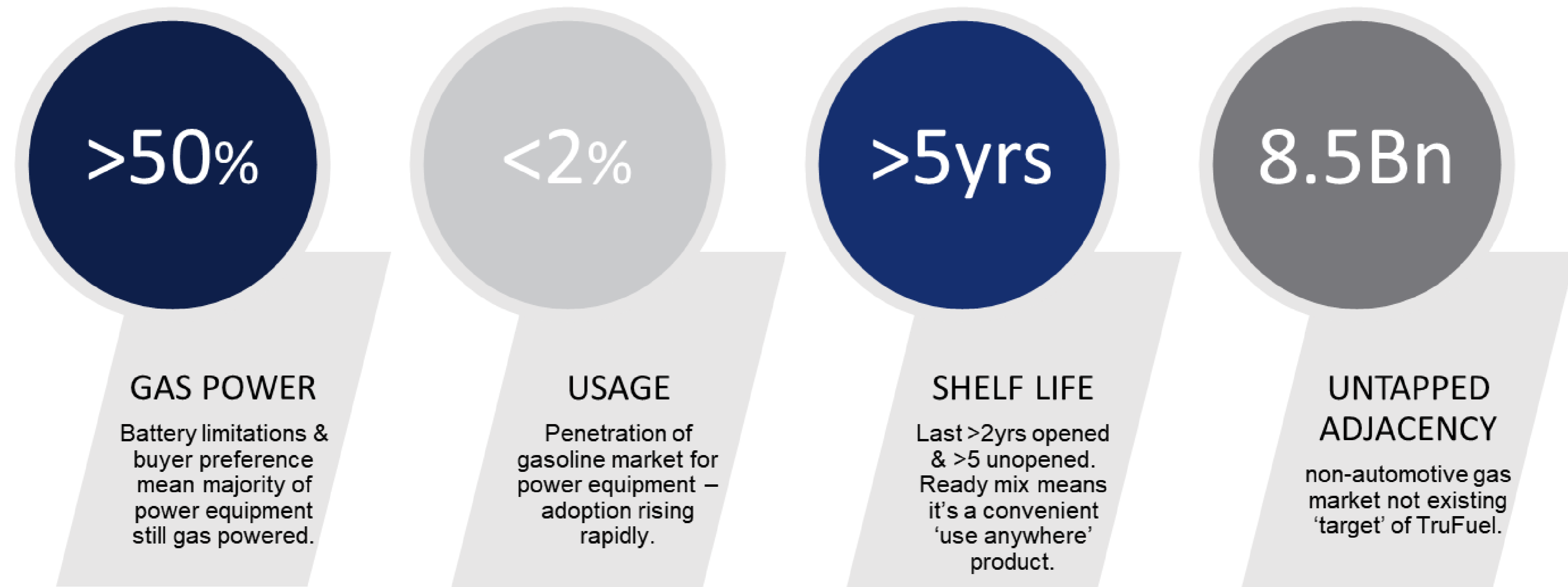
FIXED CHARGE COVERAGE RATIO⁽²⁾



(1) See Appendix to this presentation for GAAP to Non-GAAP reconciliations

(2) As defined in the indentures governing the 2022, 2023 and 2025 Senior unsecured notes

Long-Term Growth Potential for Engineered Fuels Products



FY'20 Outlook

- **Specialty Products**

- Continued growth in Consumer specialties, particularly Engineered Fuels and Waxes
- Recent product price increases holding
- Performance expected to be aligned with end markets, with volatility buffered by product diversity

- **Fuel Products**

- Agile response to changes in individual clean product pricing
- Operating Great Falls refinery at high utilization rates
- Hedging activity de-risking results from extreme downside volatility in crude and crack spreads

- **Corporate/Strategic: Focused on Controllable Actions**

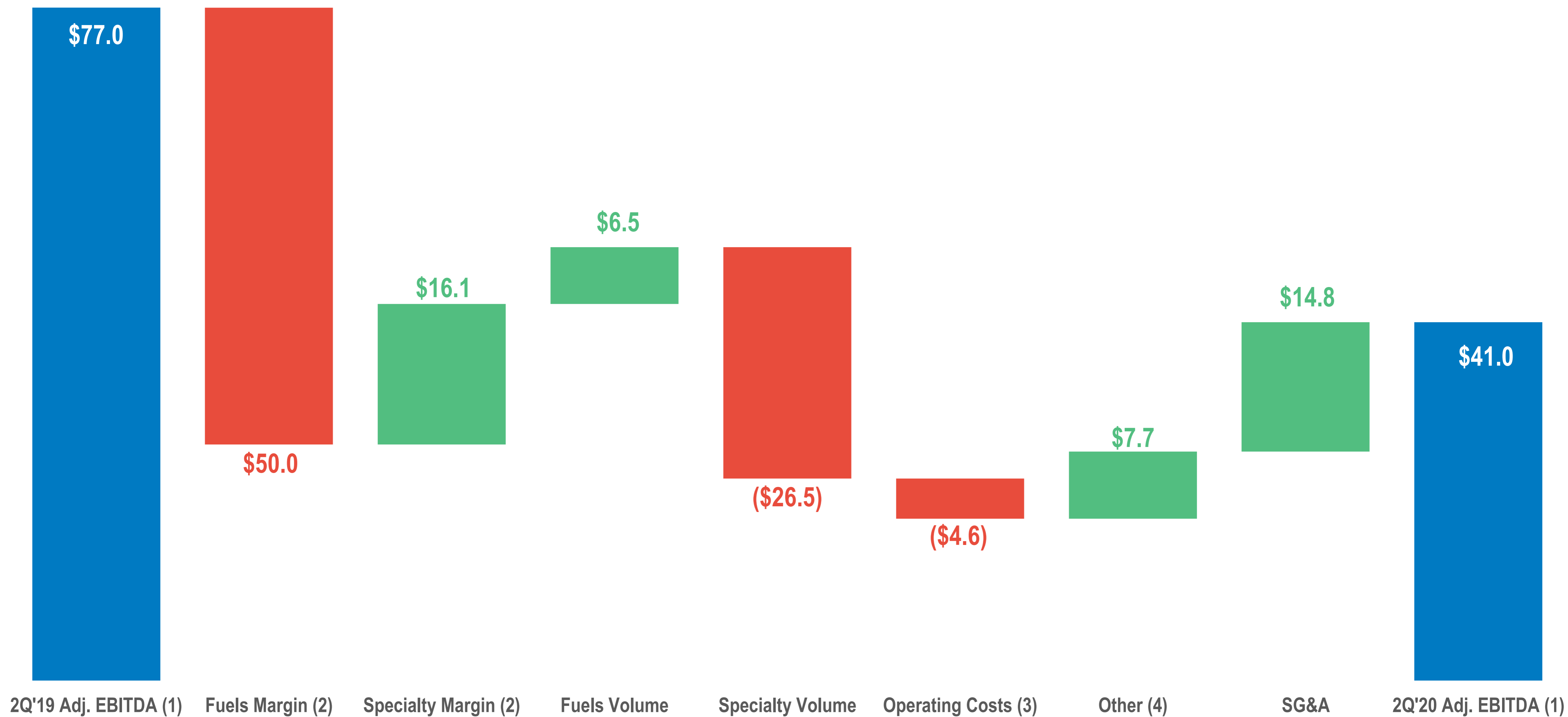
- Actively managing costs to deliver positive free cash flow
- Capturing working capital management opportunities
- Continued focus on Liability Management



Appendix

Supplemental Financial Data

Adjusted EBITDA⁽¹⁾ Bridge – 2Q'20 vs. 2Q'19 (\$MM)

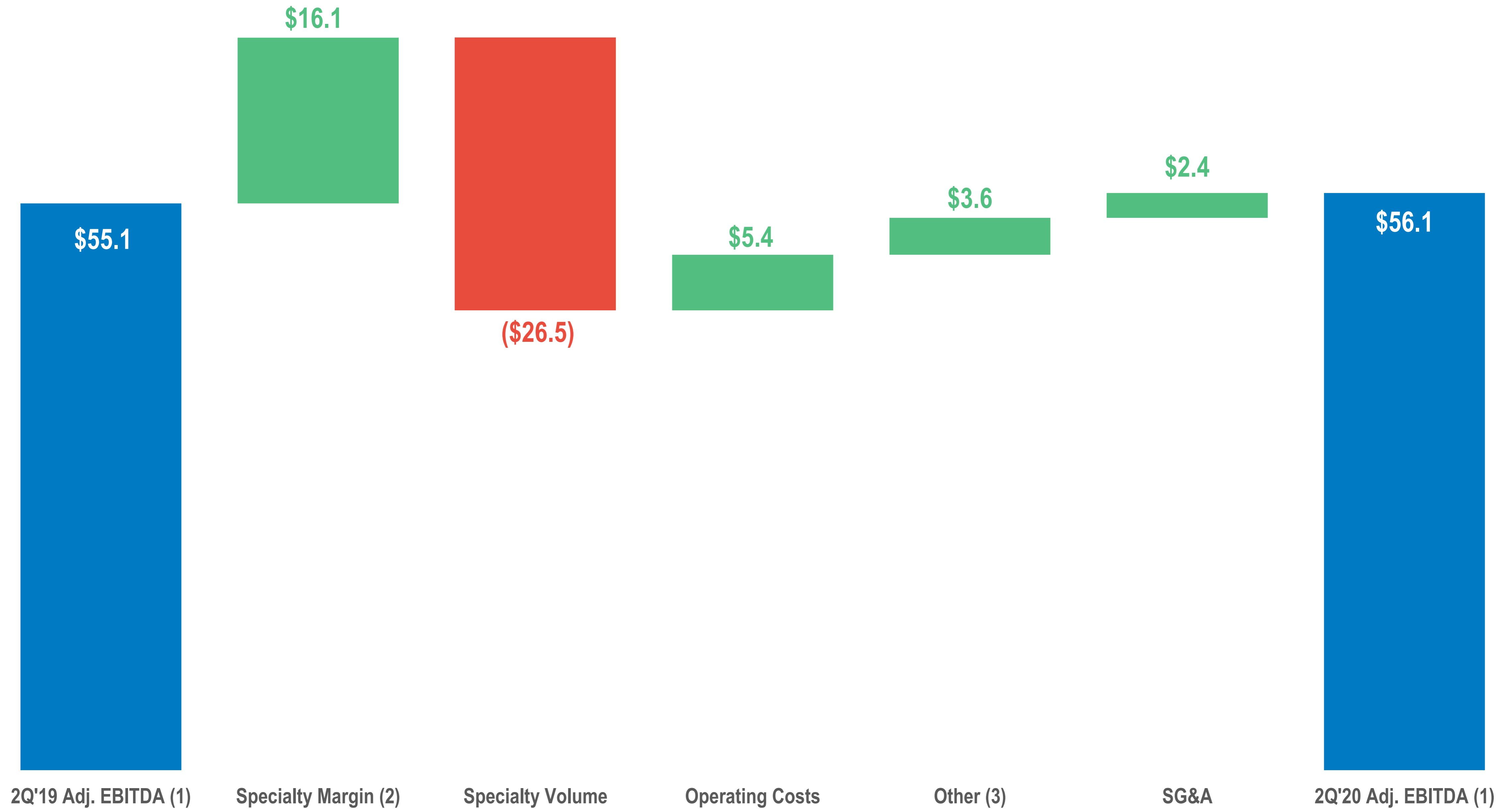


(1) See Appendix to this presentation for GAAP to Non-GAAP reconciliations, proforma for the divestiture of the San Antonio Refinery

(2) Includes hedging

(3) Includes plant operating and maintenance costs including RINs activities, includes Great Falls tax settlement

Specialty Segment 2Q'20 vs. 2Q'19 (\$MM)



(1) See Appendix to this presentation for GAAP to Non-GAAP reconciliations

(2) Includes hedging

(3) Includes costs related to transportation expenses

Fuels Segment 2Q'20 vs. 2Q'19 (\$MM)



(1) See Appendix to this presentation for GAAP to Non-GAAP reconciliations, proforma (see language on slide 18)

(2) Includes hedging

(3) Includes plant operating and maintenance costs including RINs activities

(4) Includes costs related to transportation expenses, Great Falls tax settlement

Exhibit A: Capital Structure Overview

	Actual		Actual		Actual		Actual		Actual	
(\$ in millions)	09/30/18	12/31/18	03/31/19	06/30/19	09/30/19	12/31/19	03/31/20	06/30/20		
Cash	\$ 65.5	\$ 155.7	\$ 152.9	\$ 173.5	\$ 164.2	\$ 19.1	\$ 103.7	\$ 105.4		
ABL Revolver Borrowings	\$ 0.1	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 147.2	\$ 110.3		
6.50% Senior Notes due 2021	900.0	900.0	876.8	810.2	761.2	—	—	—		
7.625% Senior Notes due 2022	350.0	350.0	350.0	350.0	350.0	350.0	350.0	350.0		
7.75% Senior Notes due 2023	325.0	325.0	325.0	325.0	325.0	325.0	325.0	325.0		
11.00% Senior Notes due 2025	—	—	—	—	—	550.0	550.0	550.0		
Capital Leases	41.8	42.4	3.3	3.0	2.8	2.7	3.9	3.9		
Other	5.5	5.2	4.9	4.5	4.1	3.8	3.4	3.0		
Total Debt	\$ 1,622.4	\$ 1,622.6	\$ 1,560.0	\$ 1,492.7	\$ 1,443.1	\$ 1,231.5	\$ 1,379.5	\$ 1,342.2		
Partners' Capital	\$ 51.2	\$ 65.7	\$ 83.5	\$ 67.1	\$ 62.8	\$ 21.6	\$ 7.0	\$ 10.9		
Total Capitalization	\$ 1,673.6	\$ 1,688.3	\$ 1,643.5	\$ 1,559.8	\$ 1,505.9	\$ 1,253.1	\$ 1,386.5	\$ 1,353.1		
LTM Adjusted EBITDA	\$ 223.8	\$ 300.8	\$ 288.6	\$ 300.7	\$ 319.9	\$ 262.8	\$ 286.8	\$ 250.8		
Net Debt / LTM Adjusted EBITDA	7.0x	4.9x	4.9x	4.4x	4.0x	4.6x	4.4x	4.9x		

EXHIBIT B: Reconciliation of Adjusted EBITDA to Net Income (Loss)

(\$ in millions)	06/30/18	09/30/18	12/31/18	03/31/19	06/30/19	09/30/19	12/31/19	03/31/20	06/30/20
Segment Adjusted EBITDA									
Corporate Adjusted EBITDA	\$ (20.8)	\$ (24.0)	\$ (23.1)	\$ (24.6)	\$ (28.3)	\$ (23.1)	\$ (21.6)	\$ (20.0)	\$ (17.0)
Specialty products Adjusted EBITDA	49.2	37.2	45.2	58.4	55.1	51.6	42.8	64.5	56.1
Fuel products Adjusted EBITDA	39.0	44.0	82.9	25.9	50.2	47.7	28.7	39.2	1.9
Discontinued operations Adjusted EBITDA	(0.4)	(0.2)	2.0	—	—	—	—	—	—
Adjusted EBITDA	\$ 67.0	\$ 57.0	\$ 107.0	\$ 59.7	\$ 77.0	\$ 76.2	\$ 49.9	\$ 83.7	\$ 41.0
Less:									
LCM / LIFO (gain) loss	\$ (11.9)	\$ 2.7	\$ 51.3	\$ (38.0)	\$ (2.6)	\$ 2.7	\$ (3.9)	\$ 66.5	\$ (32.1)
Unrealized (gain) loss on derivative instruments	(0.8)	2.4	(29.8)	2.6	12.2	5.4	5.9	(31.6)	1.2
Realized (gain) loss derivative activities, not included in net income (loss) or settled in a prior period	2.1	0.7	(2.8)	—	—	—	—	—	—
Amortization of turnaround costs	2.7	2.7	4.1	4.8	5.6	6.1	2.8	5.1	3.6
(Gain) loss on debt extinguishment costs	58.2	—	—	(0.4)	(0.3)	—	2.9	—	—
(Gain) loss on the sale of business, net	—	(3.4)	2.9	—	—	—	8.7	—	—
Other non-recurring (income) expenses	—	—	—	—	—	1.3	2.2	(1.2)	—
Gain on sale of unconsolidated affiliate ⁽¹⁾	—	—	—	(1.2)	—	—	—	—	—
Loss on impairment and disposal of assets	0.7	0.9	3.2	11.7	16.2	3.2	5.9	6.0	0.7
Equity based compensation and other items	0.1	(0.2)	(4.1)	3.4	2.3	0.4	1.3	(2.9)	7.0
EBITDA	\$ 15.9	\$ 51.2	\$ 82.2	\$ 76.8	\$ 43.6	\$ 57.1	\$ 24.1	\$ 41.8	\$ 60.6
Less:									
Interest expense	\$ 37.5	\$ 37.7	\$ 35.1	\$ 32.3	\$ 33.1	\$ 33.8	\$ 35.4	\$ 29.3	\$ 30.6
Depreciation and amortization	29.5	29.6	29.3	28.2	27.0	27.4	27.5	26.4	26.2
Income tax expense (benefit)	0.8	0.4	(0.3)	(0.1)	0.3	0.5	(0.2)	0.5	0.2
Net income (loss)	\$ (51.9)	\$ (16.5)	\$ 18.1	\$ 16.4	\$ (16.8)	\$ (4.6)	\$ (38.6)	\$ (14.4)	\$ 3.6

⁽¹⁾ In 2018, the Company and The Heritage Group formed Biosyn Holdings, LLC (“Biosyn”) for the purposes of acquiring Biosynthetic Technologies, LLC (“Biosynthetic Technologies”), a startup company which developed an intellectual property portfolio for the manufacture of renewable-based and biodegradable esters. The initial cash investment of \$3.8 million made by the Company into Biosyn was expensed in the period ended March 31, 2018 given Biosyn’s operations were all related to research and development. The Company accounts for its ownership in Biosyn under the equity method of accounting. During March 2019, the Company sold its investment to The Heritage Group and recognized a gain of \$5.0 million. For comparability purposes, \$3.8 million of the gain is included in Adjusted EBITDA for the three months ended March 31, 2019.

Exhibit C: Reconciliation of Operating Metrics

(\$ in millions, except per barrel data)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2020	2019	2020	2019
Specialty products Adjusted EBITDA	\$56.1	\$55.1	\$120.6	\$113.5
Fuels products Adjusted EBITDA	1.9	50.2	41.1	76.1
Corporate Adjusted EBITDA	(17.0)	(28.3)	(37.0)	(52.9)
Total segment Adjusted EBITDA	\$41.0	\$77.0	\$124.7	\$136.7
Specialty products segment gross profit	\$84.2	\$82	\$154.4	\$174.9
LCM inventory adjustments	(4.2)	0.4	18.0	(6.2)
LIFO inventory layer adjustments	—	—	—	0.9
Specialty products segment Adjusted gross profit	\$80.0	\$82.4	\$172.4	\$169.6
Fuel products segment gross profit	\$5.1	\$25.1	\$(10.8)	\$68.2
LCM inventory adjustments	(27.9)	(3.0)	16.4	(35.3)
LIFO inventory layer adjustments	—	—	—	—
Fuel products segment Adjusted gross profit	\$(22.8)	\$22.1	\$5.6	\$32.9
Reported Specialty gross profit per barrel	\$46.86	\$36.59	\$38.34	\$37.36
LCM/LIFO inventory adjustments per barrel	(2.34)	0.58	4.47	(1.13)
Specialty products segment Adjusted gross profit per barrel	\$44.52	\$37.17	\$42.81	\$36.23
Reported Fuels gross profit per barrel	\$0.83	\$3.52	\$(0.88)	\$4.70
LCM/LIFO inventory adjustments per barrel	(4.52)	(0.42)	1.33	(2.43)
Fuels products segment Adjusted gross profit per barrel	\$(3.69)	\$3.1	\$0.45	\$2.27

EXHIBIT D: Reconciliation of Net Income (Loss) to Adjusted Net Income (Loss)

(\$ in millions, except per unit data)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2020	2019	2020	2019
Net income (loss)	\$ 3.6	\$ (16.8)	\$ (10.8)	\$ (0.4)
LCM inventory adjustments	(32.1)	(2.6)	34.4	(41.5)
LIFO inventory layer adjustments	—	—	—	0.9
Unrealized (gain) loss on derivative instruments	1.2	12.2	(30.4)	14.8
Gain from debt extinguishment	—	(0.3)	—	(0.7)
Gain on sale of unconsolidated affiliate	—	—	—	(1.2)
Loss on impairment and disposal of assets	0.7	16.2	6.7	27.9
Other non-recurring income	—	—	(1.2)	—
Equity based compensation and other non-cash items	7.0	2.3	4.1	5.7
Adjusted net income (loss)	\$ (19.6)	\$ 11.0	\$ 2.8	\$ 5.5
Adjusted net income (loss) per unit	\$ (0.25)	\$ 0.14	\$ 0.04	\$ 0.07
Average limited partner units - basic and diluted	78,678,970	78,212,837	78,532,405	78,111,857

EXHIBIT E: Reconciliation of Net Cash from Operating Activities to Free Cash Flow

(\$ in millions)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2020	2019	2020	2019
Net cash provided by operating activities	\$70.3	\$62.2	\$50.4	\$89.6
Additions to property, plant and equipment	(13.5)	(7.6)	(28.4)	(17.1)
Free Cash Flow	\$35.5	\$54.6	\$22.0	\$72.5



Contact Information

Joe Caminiti or Chris Hodges
Alpha IR
312-445-2870
Email: CLMT@alpha-ir.com