

## CVR Energy, Inc. NYSE : CVI and UAN

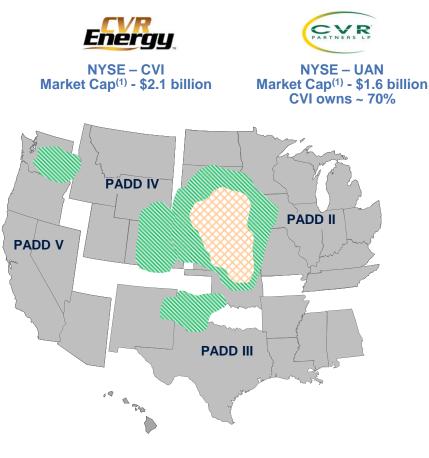
## **Forward-Looking Statements**

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. You 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, but not limited to (i) those set forth under "Risk Factors" in CVR Energy, Inc.'s Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and any other filings CVR Energy, Inc. makes with the Securities and Exchange Commission, and (ii) those set forth under "Risk Factors" and "Cautionary Note Regarding Forward-Looking Statements" in the CVR Partners, LP Prospectus and any other filings CVR Partners, LP makes with the Securities and Exchange Commission. CVR Energy, Inc. 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.



## CVR Energy: about us

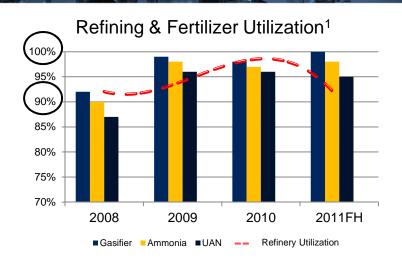
- Diversified in mid-continent
  - 115k bpd high complexity refinery
  - A Nitrogen fertilizer plant using pet coke gasification, rated capacity of 1,225 tpd ammonia; 2,025 tpd UAN Nitrogen
- Operate in higher margin markets
- Logistic assets supporting both business
- Financial flexibility



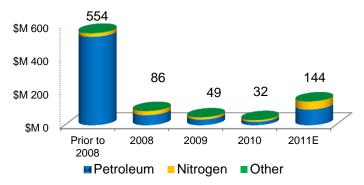
Petroleum Segment 🔯 Fertilizer Segment 📓

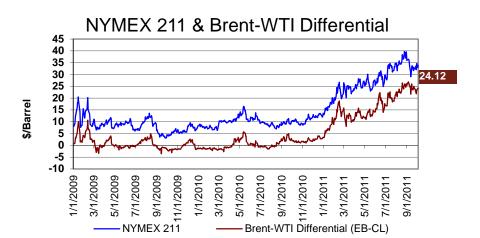


### Key business drivers



### **Capital Expenditures**







1)Adjusted for major scheduled turnaround, third-party outage on air separation unit and UAN vessel rupture.

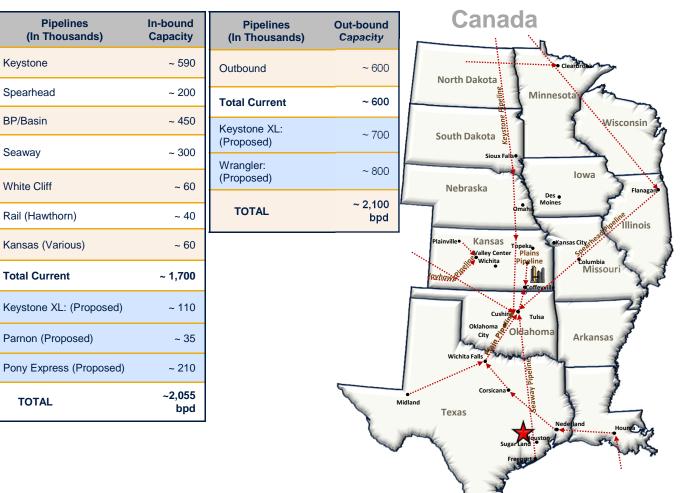


Source: CapitalIQ

## WTI / Brent Differential

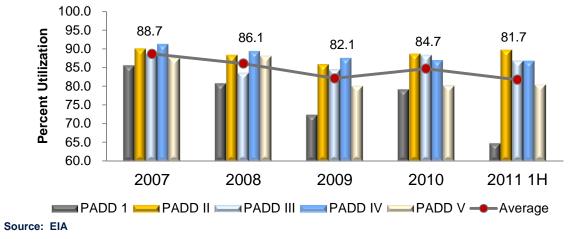
- Rising Asian demand
- Global political uncertainty
- Increased Canadian crude flow to mid-con
- Brent is "the new" crude benchmark
- No new Cushing Gulf Coast pipeline capacity completed until 2013/2014
- Rail does not fix midcontinent bottleneck

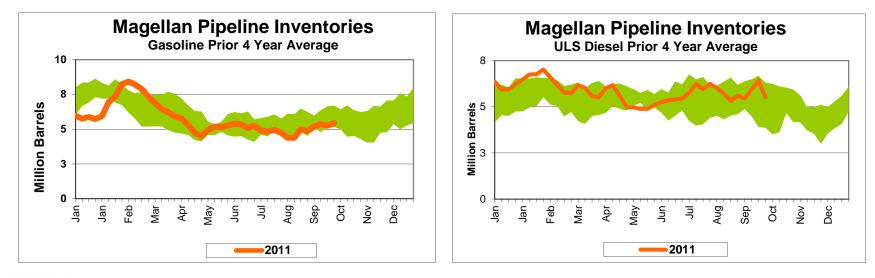
### **Cushing In-Flows vs. Outflows**





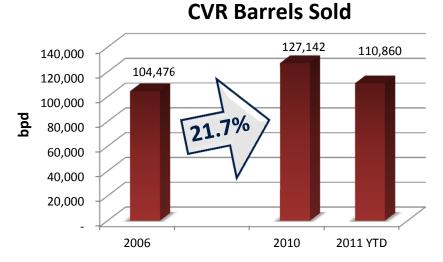
# Utilization by PADD



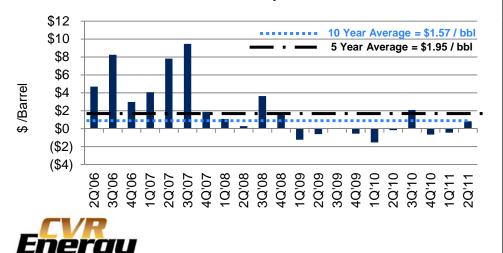


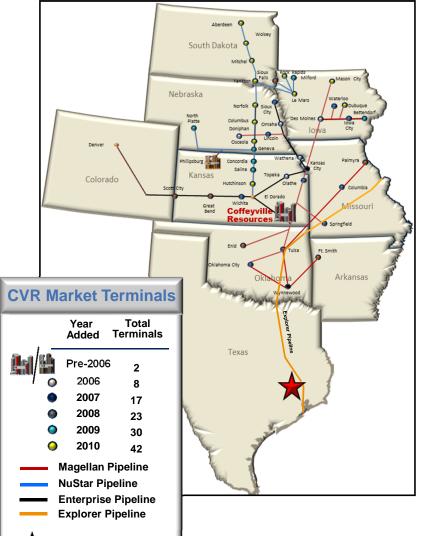


## Mid Continent – An Under Supplied Market



PADD II - Group 3 Basis

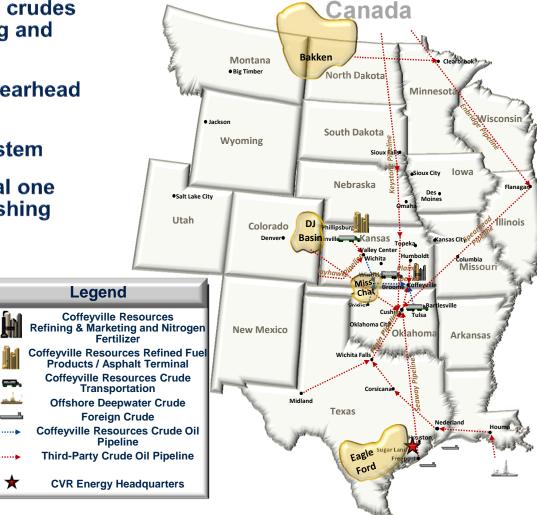




**Corporate Headquarters** 

## **Logistics Drives Profitability**

- Located near the global crude hub of Cushing, CVR has access to global crudes with storage to optimize purchasing and crude slates
- Shipper status of 36,000 bpd on Spearhead and Keystone Pipelines
- 36,000+ bpd crude oil gathering system
- Currently constructing an additional one million barrel storage facility in Cushing



### **Crude Storage Owned / Leased**





## **Crude Gathering**

• Gathered 7,000 bpd in 2005 North Dakota Today gathering 36,000+ bpd Growth target 10-20% per year for the next 2-5 South Dakota years Nebraska **Total Consumed Crude Discount to WTI** Colorado \$3 3 year average is 3.44 Kansas Missouri \$2 \$1 \$0 \$/bbl (\$1) Oklahoma (\$2) (\$3) (\$4) (\$5) (\$6) Texas (\$7) **Corporate Refining Operations Headquarters** Barrels Gathered Per Day - LTM Q2 2011 15,000+ Up to 10,000 🛛 🖬 Up to 1,000 Growth Prospects







### **Strategically Located Assets & Logistics**

- Located in the corn belt (on Union Pacific mainline)
- 45% of corn planted in 2010 was within \$35/UAN ton freight rate of our plant
- \$25/ton transportation advantage to corn belt vs. U.S. Gulf Coast
- No intermediate transfer, storage, barge freight or pipeline freight charges
- Current "UAN" fertilizer book of ~300k tons at >\$300/ ton net back<sup>(1)</sup>



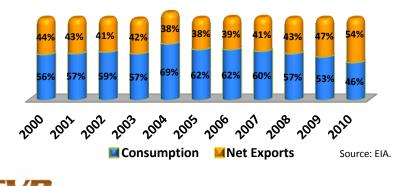


## **Stable & Economic Feedstock**

### Abundant Supply of Third-Party Pet Coke in the Region

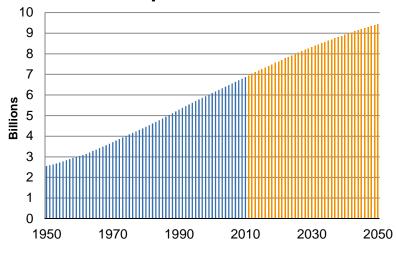
- 2.006 800 1,557 m1,187 v 748 Source: Oil & Gas Journal Texas Gulf Coast Coke Production = 40,000 tons/day Corporate **Fertilizer Plant Rail Distribution** Headquarters
- CVR Partners LP 2008 2010 average daily coke demand ~ 1,378 tons/day
- Coke gasification technology uses petroleum coke as a feedstock
  - Pet coke costs lower than natural gas costs per ton of ammonia produced, and pet coke prices are significantly more stable than natural gas prices
  - Over 70% of pet coke supplied by refinery through long-term contract
- Dual train gasifier configuration ensures reliability
- Ammonia synthesis loop and UAN synthesis use same processes as natural gas based producers

### **U.S. Pet Coke Exports and Consumption**

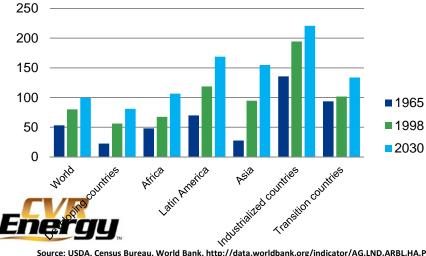


### Market Fundamentals - Key Growth Factors

World Population: 1950-2050

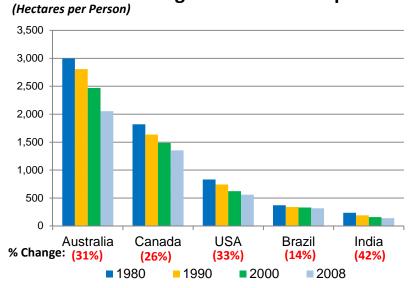


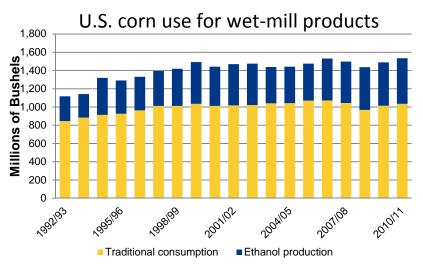
#### Per Capita Consumption of Meat (lbs per year)



Source: USDA, Census Bureau, World Bank, http://data.worldbank.org/indicator/AG.LND.ARBL.HA.PC

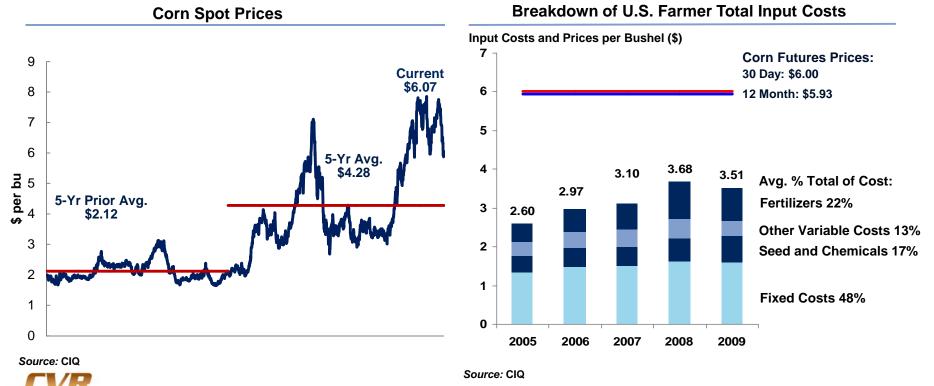
### **Declining Farmland Per Capita**





# Farmer Profitability Supports Fertilizer Pricing

- Corn consumes the largest amount of nitrogen fertilizer
- At current & projected corn prices, farmers expected to generate significant income
- Nitrogen fertilizer represents small percent of farmer's input costs

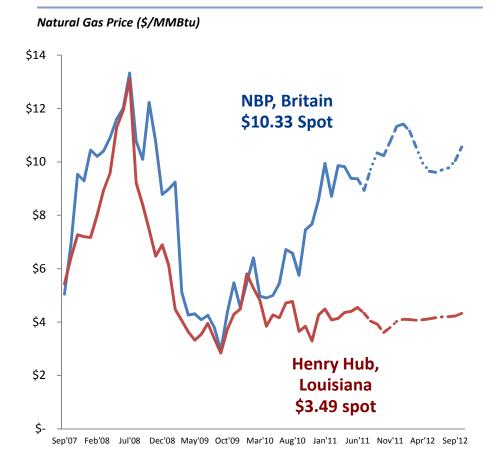


Note: Fixed Costs include labor, machinery, land, taxes, insurance, and other.

### Market Fundamentals Global Shift in Cost of Production

- North America has shifted from being a high cost region globally to a lower cost region
  - Shale gas has increased natural gas supply
  - Natural gas costs in North America have declined
  - Russian gas to Ukraine increasingly priced on market basis
- U.S. imports nitrogen from Eastern Europe, represents price floor for domestic product
- Change in dynamics has served to strengthen economic position of all North American producers

#### Natural Gas Prices – United States vs. Western Europe



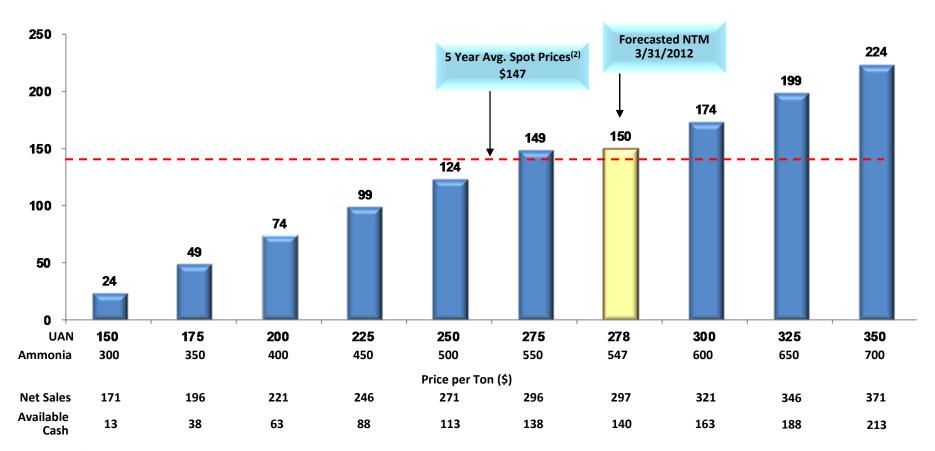
Energy

Source: European prices converted from GBP/Therm to \$/MMBtu, based on daily exchange rate Historical Sources: Capital IQ NBP Monthly Spot Rate, Henry Hub Monthly Spot Rate Forecast Sources: Capital IQ NBP Forward Rate 10/07/11, Henry Hub Futures Nymex Exchange 10/07/11 Spot price as of 10/07/11

## **MLP Forecasted Available Cash**

### Illustrative EBITDA Sensitivity to UAN and Ammonia Prices<sup>(1)</sup>

EBITDA<sup>(1)</sup> (\$MM)





1) Based on projected next twelve months 3/31/12 cost structure as provided in the MLP's prospectus dated April 7, 2011.

2) Based on 5 year average Ammonia and UAN spot prices of \$467/ton and \$292/ton respectively and forecasted next twelve months cost structure.

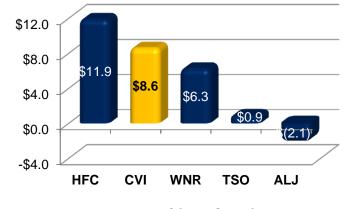


## **Financial Highlights**

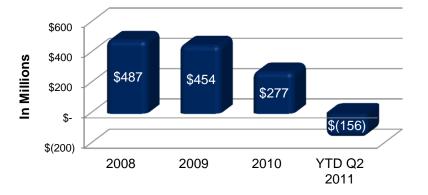




YTD Q2 2011 Operating Cash Flow Per Barrel of Crude Throughput

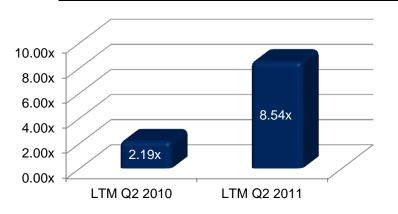


Net Debt / (Net Cash)

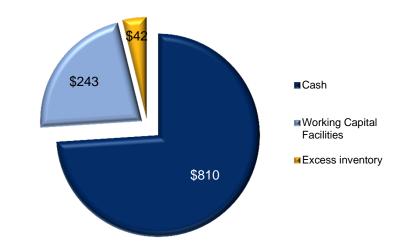




Adjusted EBITDA / Interest Coverage Ratio<sup>(1)</sup>

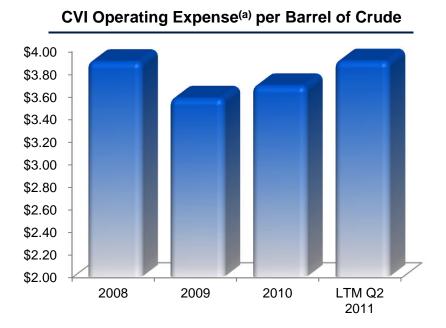


\$1.1 billion of Liquidity as of August 4, 2011



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Q2 2011 LTM Operating Expense<sup>(a)</sup> per Barrel of Crude \$6.90 \$7.00 \$6.10 \$5.47 \$5.41 \$6.00 \$4.81 \$5.00 \$3.91 \$4.00 \$3.00 \$2.00 \$1.00 \$0.00 FTO (b) HOC WNR CVI DK TSO

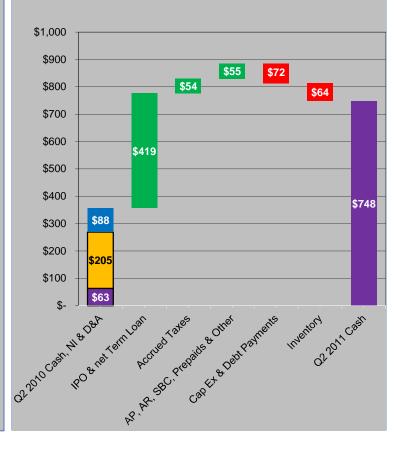
(a) Excludes Turnaround(b) Frontier is Q1 2011 LTM



## Strong Financial Results & Cash Flow

	Adjusted EBITDA <sup>(1)</sup>		Operating <u>Cash Flow</u>		
\$ in Thousands	TTM 6/30/10	TTM 6/30/11	TTM 6/30/10	TTM 6/30/11	
Petroleum	61,777	402,523	(31,488)	298,340	
Fertilizer	43,056	94,318	64,977	96,523	
Total Consolidated Adjusted EBITDA <sup>(1)</sup>	96,995	469,665			
384% change			39,469 768%	342,399	

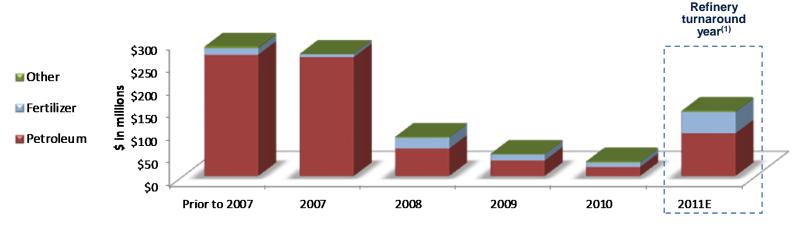
### Cash to Cash Waterfall



(1) See Appendix for reconciliation



Capital Spend Summary



### **Capital Summary**

(\$ in millions)	<u>Prior to</u> 2007	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011E<sup>(2)</sup></u>	
Non-discretionary							
Petroleum	\$193.8	\$137.3	\$50.1	\$30.6	\$18.2	\$62.5	
Nitrogen	7.5	4.4	6.5	2.6	8.9	9.0	
Total non-discretionary	\$201.3	\$141.7	\$56.6	\$33.2	\$27.1	\$71.5	_
Discretionary							
Petroleum	\$73.0	\$124.3	\$10.3	\$3.4	\$1.6	\$31.5	[\$23m Cushing Project]
Nitrogen	6.5	2.1	17.6	10.8	1.2	39.0	[\$38m UAN Expansion]
Other	4.6	0.5	2.0	1.4	2.5	2.0	_
Total discretionary	\$84.1	\$126.9	\$29.9	\$15.6	\$5.3	\$72.5	_
Total spending	\$285.4	\$268.6	\$86.5	\$48.8	\$32.4	\$144.0	

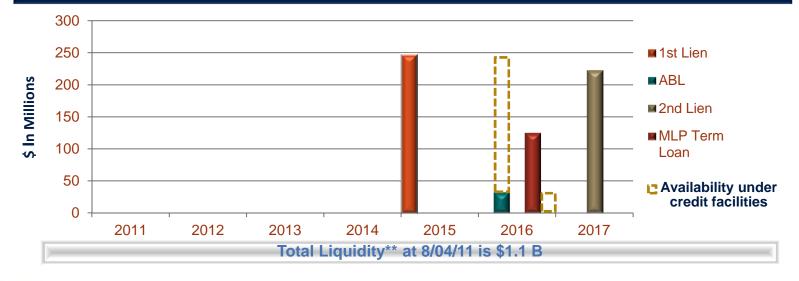


(1) Company expenses its turnaround and will expense an estimated \$54 million in 2011.

(2) Includes \$38mm of the UAN expansion project and \$23mm for Cushing tank farm project

## **CVR Consolidated Borrowings**

as of June 30, 2011							
	Date Closed	Balance		1st Call Date	Maturity Date		
1st Lien	4/ 2010	\$	247.1	April 6, 2012 (106.75)	April 6, 2015		
2nd Lien	4/ 2010	\$	222.8	April 6, 2013 (108.15)	April 6, 2017		
Asset Based Loan	2/ 2011	\$	31.6*		August 22, 2015		
MLP Term Loan	4/ 2011	\$	125.0		April 13, 2016		
MLP Revolver	4/ 2011	\$	-		April 13, 2016		





\*Letters of credit outstanding

\*\* Liquidity includes cash, excess inventory & working capital facility



## Q&A







To supplement the actual results in accordance with U.S. generally accepted accounting principles (GAAP), for the applicable periods, the Company also uses certain non-GAAP financial measures as discussed below, which are adjusted for 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 Company'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 Company are not necessarily comparable to similarly titled measures of other companies.

The Company believes that the presentation of non-GAAP financial measures provides useful information to investors regarding the Company'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 Company'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 Company and its results of operations.



<u>EBITDA</u>: EBITDA represents net income before the effect of interest expense, interest income, income tax expense (benefit) and depreciation and amortization. EBITDA is not a calculation based upon GAAP; however, the amounts included in EBITDA are derived from amounts included in the consolidated statement of operations of the Company. Adjusted EBITDA by operating segment results from operating income by segment adjusted for items that the company believes are needed in order to evaluate results in a more comparative analysis from period to period. Additional adjustments to EBITDA include major scheduled turnaround expense, the impact of the Company's use of accounting for its inventory under first-in, first-out (FIFO), net realized gains/losses on derivative activities, share-based compensation expense, loss on extinguishment of debt, and other income (expense). Adjusted EBITDA is not a recognized term under GAAP and should not be substituted for operating income or net income as a measure of performance but should be utilized as a supplemental measure of financial performance in evaluating our business.

<u>First-in, first-out (FIFO)</u>: The Company's basis for determining inventory value on a GAAP basis. Changes in crude oil prices can cause fluctuations in the inventory valuation of our crude oil, work in process and finished goods, thereby resulting in favorable FIFO impacts when crude oil prices increase and unfavorable FIFO impacts when crude oil prices decrease. The FIFO impact is calculated based upon inventory values at the beginning of the accounting period and at the end of the accounting period.



#### Below is a reconciliation of Operating Income to Adjusted EBITDA, by segment (in thousands)

Petroleum	TTM 6/30/10	TTM 6/30/11
<u>I di oloum</u>		
Operating income	6,844	396,241
Depreciation and amortization	65,137	67,720
Realized gain (loss) on derivatives, net	11,213	(24,600)
Other income (expense)	714	325
FIFO impact (favorable), unfavorable	(20,960)	(61,394)
Share-based compensation	(2,656)	17,468
Loss on disposal of fixed assets	1,292	1,455
Major scheduled turnaround expense	193	5,308
Adjusted EBITDA	61,777	402,523
<u>Fertilizer</u>		
Operating income	22,524	56,998
Depreciation and amortization	18,685	18,412
Other income (expense)	(74)	74
Share-based compensation	1,916	13,915
Loss on disposal of fixed assets	-	1,369
Major scheduled turnaround expense	5	3,550
Adjusted EBITDA	43,056	94,318



	TTM 6/30/10	TTM 6/30/11	
	(In Thousands)		
Consolidated Net Income attributable to CVR Energy	(15, 187)	196, 155	
Interest expense, net of interest income	42,156	53,337	
Depreciation and amortization	85,671	88,002	
Income tax expense	(16,403)	125,770	
EBITDA adjustments included in NCI	-	(1,589)	
FIFO impact (favorable), unfavorable	(20,958)	(61,393)	
Share-based compensation	3,751	54,029	
Loss on disposal of fixed asset	1,292	2,823	
Loss on extinguishment of debt	16,475	3,673	
Major scheduled turnaround expense	198	8,858	
Adjusted EBITDA	96,995	469,665	

