

## 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" in the CVR Partners, LP Annual Report on form 10-K, Quarterly Reports on Form 10-Q 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, except as required by law.

# Management Attendees



### **Frank Pici**

**Chief Financial Officer** 

### **Ed Morgan**

**Executive Vice President of Investor Relations** 

### **Jay Finks**

**Director of Finance** 



# CVR Energy: About Us



### **Pro Forma Company Overview**

- Two top-tier Mid-Continent refineries
  - 115,000 bpd Coffeyville, Kansas refinery
  - 70,000 bpd Wynnewood, Oklahoma Refinery
- A nitrogen fertilizer plant using pet coke gasification (CVR Partners LP)
  - Rated capacity of 1,225 tpd ammonia;
     2,025 tpd UAN Nitrogen
  - Current \$100.0 million expansion ongoing to increase UAN capacity by 400,000 tons
- Operates in higher margin markets
- Logistics assets supporting both businesses
- Financial flexibility

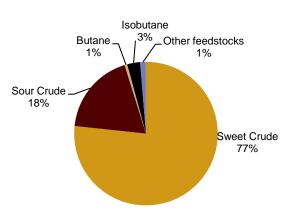


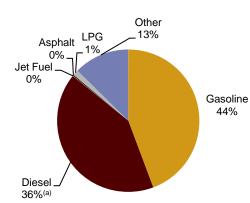
NYSE- CVI Market Cap<sup>(1)</sup> - \$2.3 billion



NYSE- UAN
Market Cap<sup>(1)</sup> - \$1.8 billion
CVI owns ~ 70%

### LTM Refinery Feedstock & Product Slate





(a) CVR distillate assumed to be diesel.

<sup>(1)</sup> As of 3/16/2012

Note: LTM as of December 31, 2011. Includes only 16 days of Wynnewood

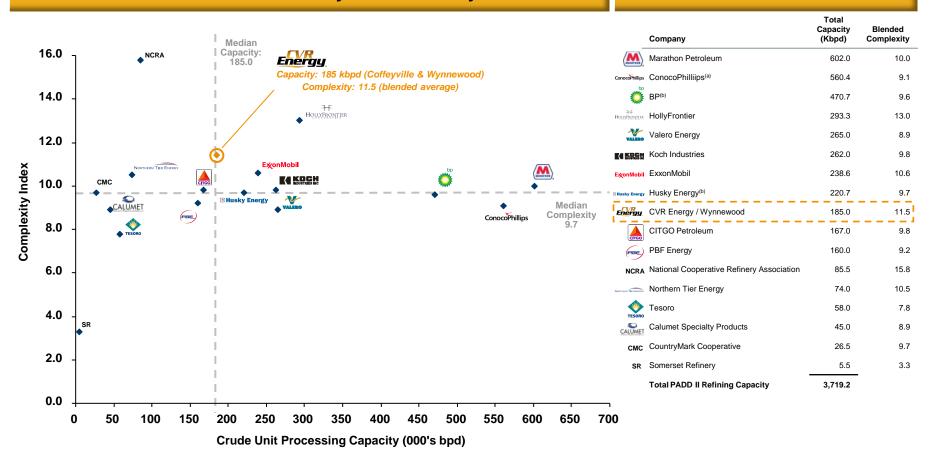
# Well Positioned to Compete in Underserved PADD II Region



### "Top Quartile" Consolidated Asset Profile

#### PADD II Consolidated Refinery Statistics – By Owner

#### **PADD II Refiners**



<sup>(</sup>a) 100% of capacity in Wood River, IL refinery JV consolidated (50% ownership interest).

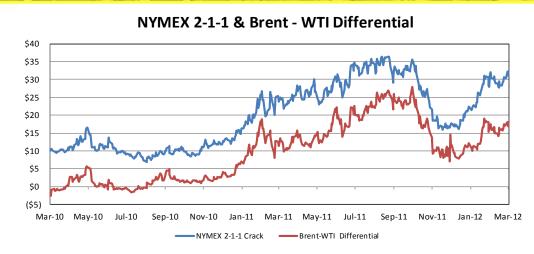
Source: EIA and Wall Street research

<sup>(</sup>b) Includes 50% interest in JV in Toledo, OH refinery.

# Key Business Drivers

# Energy

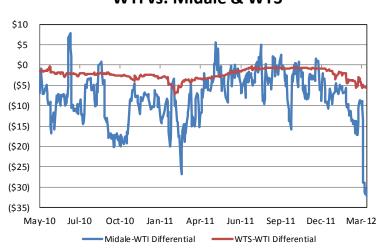
**Refining & Fertilizer**<sup>(1)</sup> **Utilization** 100% 105% 100% 95% 95% 90% Fertilizer 90% 85% 85% 80% 80% 75% 75% 70% 70% 2009 2008 2010 2011



#### WTI vs. Midale & WTS

Refining Utilization

Ammonia



#### **WCS - WTI Differential**



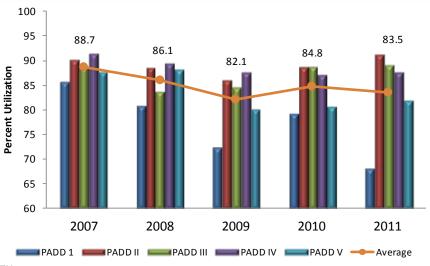
Source: S&P Capital IQ

Gasifier

<sup>(1)</sup> Adjusted for major scheduled turnaround, third-party outage on air separation unit and UAN vessel rupture

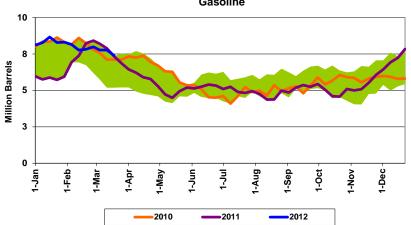
# Utilization by PADD



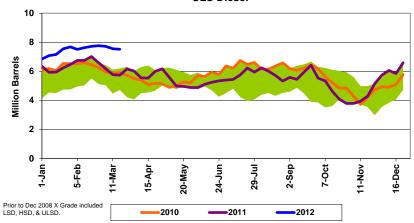


Source: EIA

### Magellan Pipeline Inventories over 4 Year Range Gasoline



### Magellan Pipeline Inventories over 4 Year Range ULS Diesel

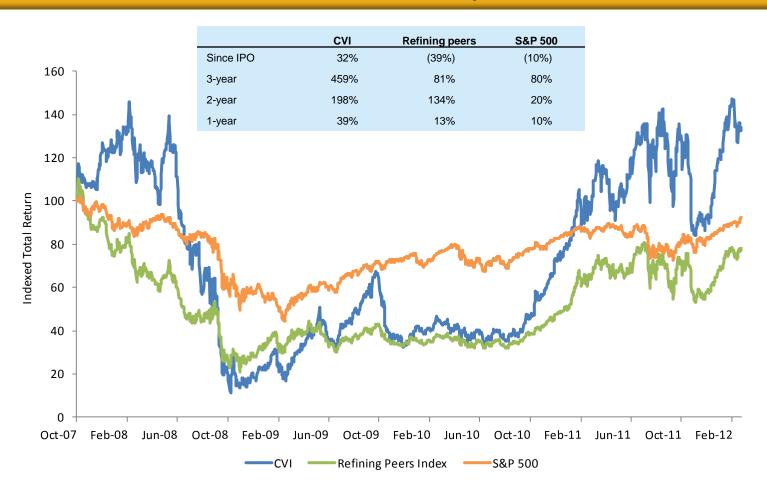


Source: Magellan

## CVR Energy total shareholder return



### Refiners relative total return performance



Note: Market data as of March 16, 2012. Peer index equal weighted and includes ALJ, DK, HFC, TSO and WNR. CVI IPO price is based on closing price of the first day of trading.

Source: Capital IQ

### Shareholder Value Focused



### **Building the business**

- Increased total refining capacity to 185 kbpd
- Integrating Wynnewood acquisition and realizing synergies
- Grown crude gathering to ~40,000 bpd
- Expanding UAN capacity by 400,000 tpy

### **Improving financial strength**

- Conservative leverage metrics
- Tactical hedging for risk management
- Ratings improvement to Ba3
- Focus on maintaining discipline

### Responsive to opportunities

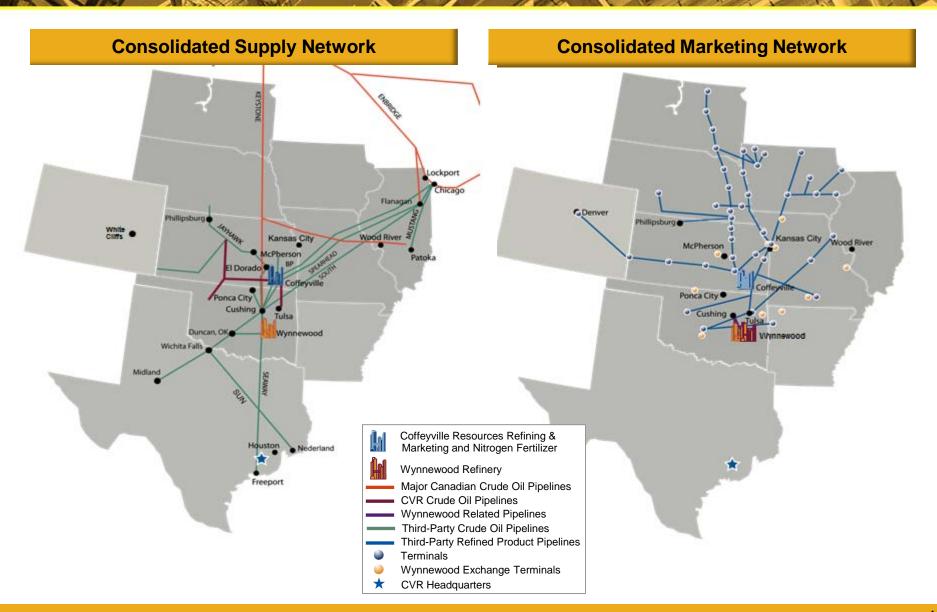
- IPO of CVR Partners
- Accretive acquisition of GWEC
- Initiating regular quarterly dividend \$0.08/sh
- Planned secondary offering of CVR Partners units, with the after-tax proceeds primarily used to pay a special dividend
- Continuously evaluating alternatives to realize CVR Partners' value

Since IPO, CVR Energy is #1 in total return among refining peers<sup>(a)</sup> and remains focused on creating value for shareholders



# Extensive Crude Oil Supply and Product Distribution Network





# Logistics Drives Profitability

Legend

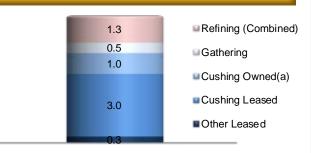
Fertilizer

**Pipeline** 

### **Logistics Overview**

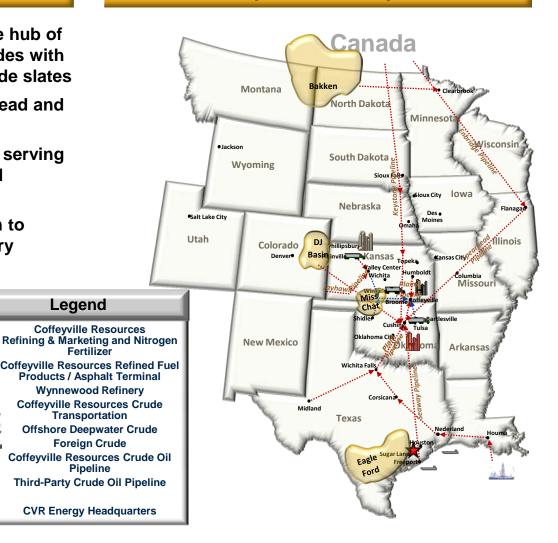
- Located 100 miles from the global crude hub of Cushing, CVR has access to global crudes with storage to optimize purchasing and crude slates
- Shipper status of 35,000 bpd on Spearhead and **Keystone Pipelines**
- 40,000+ bpd crude oil gathering system serving Kansas, Oklahoma, Texas, Missouri and Nebraska
- 145,000 bpd proprietary pipeline system to transport crude to the Coffeyville refinery

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



Total 6.1 mm bbls

### **Operations Map**



(a)

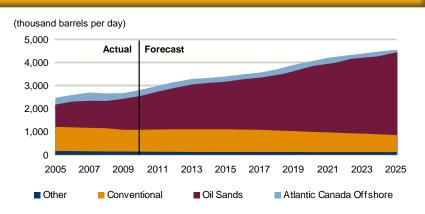
## Access to WTI Priced Crudes

# Energy

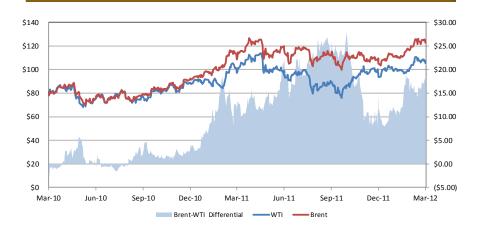
#### Overview

- Both refineries benefit from the current WTI-Brent spread
- WTI price-linked crudes are currently trading at historically wide discounts to crudes, such as Brent and LLS
- Growing production from the U.S. Bakken and Canada flowing into Cushing, OK is contributing to this differential
- Expected pipeline capacity (Seaway reversal) necessary to move production from Cushing to the Gulf Coast projected to move 250k bpd heavy/sour by 2013

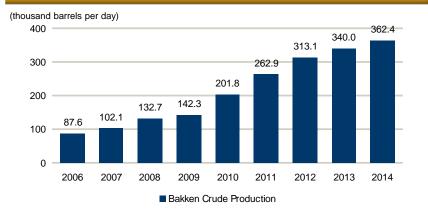
#### Historical & Projected Canadian Production(a)



#### **Historical WTI-Brent Spread (\$/bbl)**



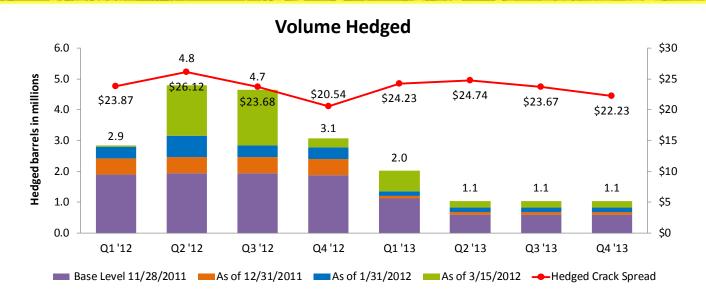
#### Historical & Projected Bakken Crude Production(b)

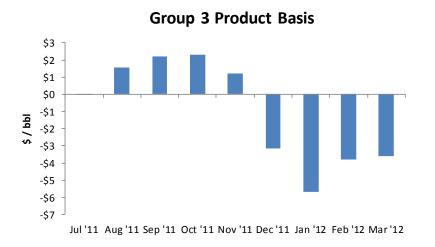


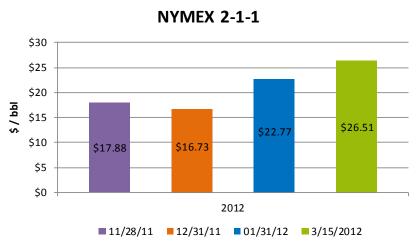
- (a) Source: Canadian Association of Petroleum Producers June 2011 publication.
- (b) Source: Wood Mackenzie Upstream Service database

## **Hedging Activity**

# Energy





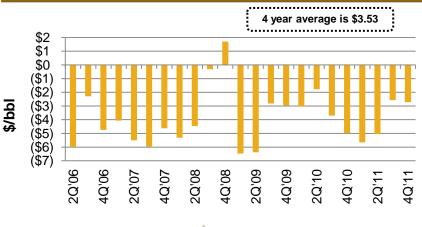


### Crude Gathering

#### **Overview**

- **Gathered 7,000 bpd in 2005**
- Today gathering over 40,000+ bpd
- Growth target 10% 20% per year for the next 2 – 5 years

### **Total Consumed Crude Discount to WTI**



Corporate Headquarters

**Barrels Gathered Per Day** 

15,000+

**Refining Operations** 

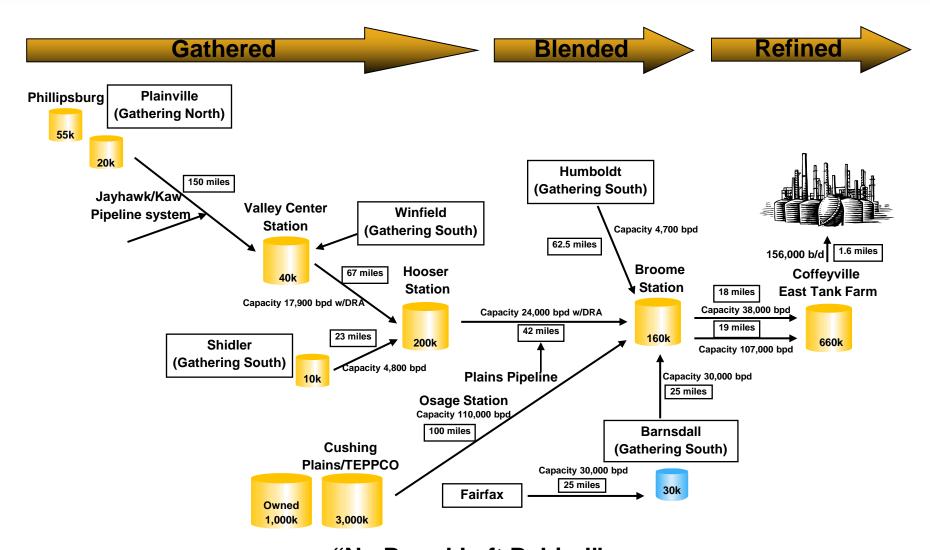
Up to 10,000 Up to 1,000

### **Asset Map**



### Crude Gathering System







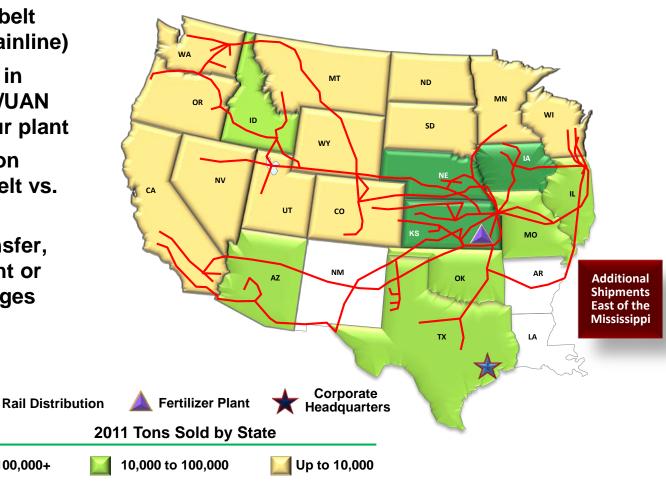
# Strategically Located Assets and Logistics Energy

#### Overview

- 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. **US Gulf Coast**
- No intermediate transfer. storage, barge freight or pipeline freight charges

100,000+

### **Fertilizer Operations**



2011 Total Tons Sold ~ 822.000

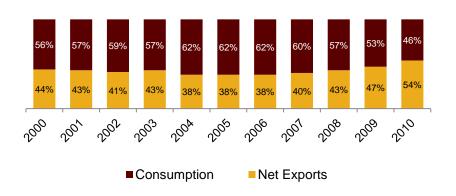
### Stable & Economic Feedstock



#### **Overview**

- 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

### **US Pet Coke Exports and Consumption**



### **Abundant Supply of Third-party Pet Coke**



Source: EIA

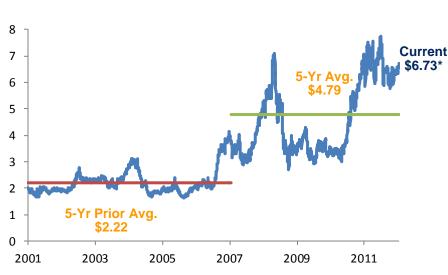
### Market Fundamentals

### Farmer Profitability Supports Fertilizer Pricing



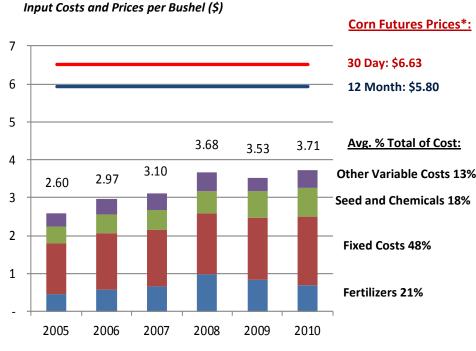
- Corn consumes the largest amount of nitrogen fertilizer
- Farmers are expected to generate substantial proceeds at currently forecasted corn prices
- Farmers are still incentivized to apply nitrogen fertilizer at corn prices lower than current spot
- Nitrogen fertilizer represents a small percentage of a farmer's input costs

### **Corn Spot Prices**



#### \*As of Mar. 16, 2012 Source: CIQ

### **Breakdown of U.S. Farmer Total Input Costs**



\*As of Mar. 16, 2012

Source: CIQ, USDA

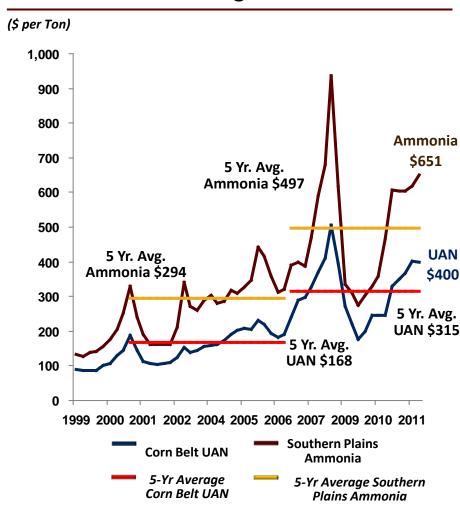
Note: Fixed Costs include labor, machinery, land, taxes, insurance, and other.

# Market Fundamentals Strong Pricing Environment



- Robust global grain demand coupled with capacity reductions has lead to significant nitrogen fertilizer price increases
- 5 year average UAN price has increased 88% over previous 5 year average
- UAN commands a premium over ammonia and urea on a nutrient basis

### **Historical U.S. Nitrogen Fertilizer Prices**



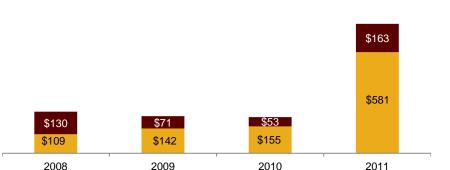
Source: Green Markets Data. Fertecon



# Key Historical Financial Statistics CVR Energy Standalone

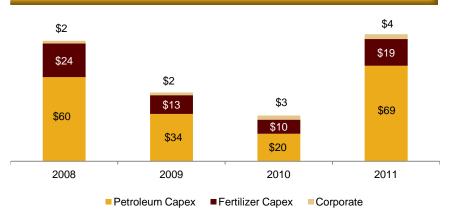




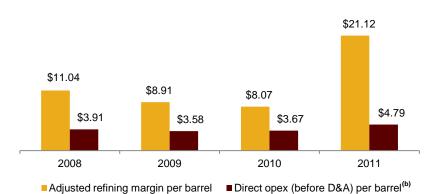


■Adjusted Petroleum EBITDA ■Adjusted Fertilizer EBITDA

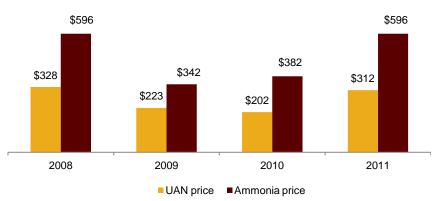
### Capital Expenditures (\$mm)(a)



### Refining Margins and Expenses (\$/bbl)



### **Fertilizer Prices (\$/Ton)**



Note: Adjusted Petroleum EBITDA represents petroleum operating income adjusted for FIFO impacts, share-based compensation, loss on disposal of fixed assets, major scheduled turnaround expenses, realized gain and losses on derivatives, net, depreciation and amortization and other income or expenses. Adjusted Fertilizer EBITDA represents nitrogen fertilizer operating income adjusted for share-based compensation, loss of disposal of fixed assets, major scheduled turnaround expenses, depreciation and amortization and other income or expenses.

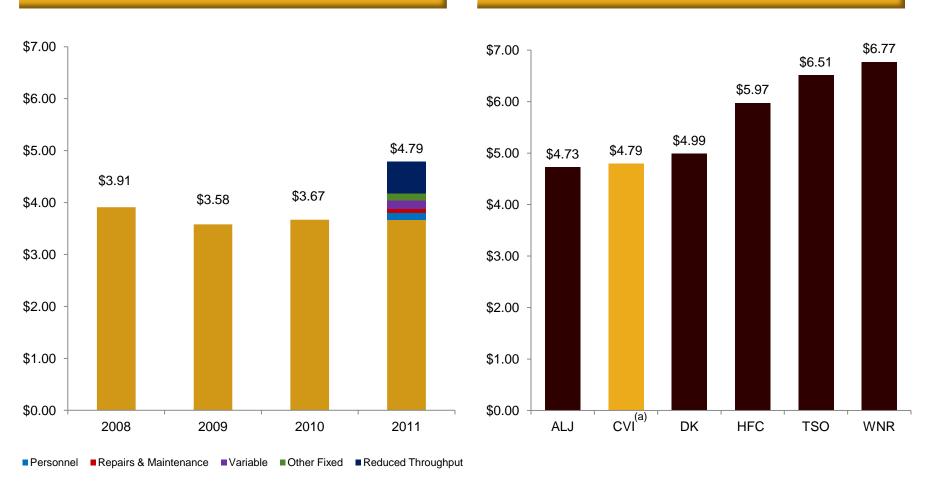
- (a) Total capital expenditures of \$278.3mm for 2012, consisting of \$164.6mm for petroleum, \$109.8mm for Fertilizer and \$3.9mm for corporate
- (b) Direct opex per barrel excludes turnaround.

### Controlled Operating Expenses



### **CVI Operating Expenses**(a)(b) (\$/bbl)

### 2011 Operating Expense(b) (\$/bbl)



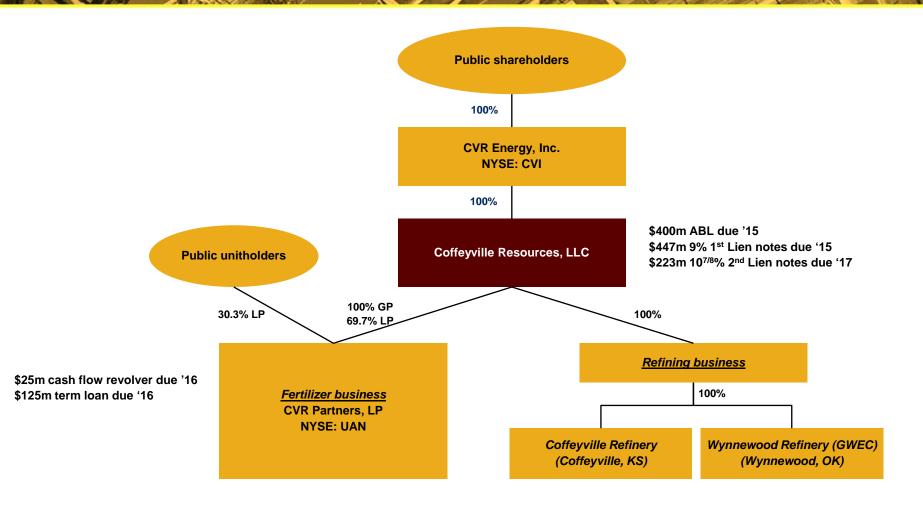
<sup>(</sup>a) Excludes turnaround. Includes only 16 days of Wynnewood operation.

<sup>(</sup>b) Calculated on a per barrel of crude throughput.



### Organizational Structure





### Non-GAAP Financial Measures



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.

## Non-GAAP Financial Measures (cont'd)



<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 unrealized 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.

# Non-GAAP Financial Measures (cont'd)



### **CVR Adjusted EBITDA (\$mm)**

Petroleum:	2008	2009	2010	2011
Petroleum operating income	\$31.9	\$170.2	\$104.6	\$465.7
FIFO impact (favorable) unfavorable	102.5	(67.9)	(31.7)	(25.6)
Share-based compensation	(10.8)	(3.7)	11.5	8.7
Loss on disposal of fixed assets	-	-	1.3	2.5
Major scheduled turnaround	-	-	1.2	66.4
Realized gain (loss) on derivatives, net	(121.0)	(21.0)	0.7	(7.2)
Goodwill impairment	42.8	-	-	-
Depreciation and amortization	62.7	64.4	66.4	69.9
Other income (expense)	1.0	0.3	0.7	0.5
Adjusted EBITDA	\$109.1	\$142.3	\$154.7	\$580.9
Fertilizer:	2008	2009	2010	2011
Fertilizer operating income	\$116.8	\$48.9	\$20.4	\$136.2
Share-based compensation	(10.6)	3.2	9.0	7.3
Loss on disposal of fixed assets	2.3	-	1.4	-
Major scheduled turnaround	3.3	-	3.5	-
Depreciation and amortization	18.0	18.7	18.5	18.9
Other income (expense)	0.1	-	(0.2)	0.2
	\$129.9	\$70.8	\$52.6	\$162.6