



# Second Quarter 2015 Update

August 7, 2015

# Agenda

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## Overview

- Barry Golsen, Chief Executive Officer and President

## Financial Review

- Mark Behrman, Executive Vice President and Chief Financial Officer

## Q&A

### Forward-Looking Statements

The information contained in the presentation materials contain certain forward-looking statements. All these statements, other than statements of historical fact, are forward-looking statements.

Statements that include the words “expect,” “intend,” “plan,” “believe,” “project,” “anticipate,” “estimate” and similar statements of the future or of a forward-looking nature identify forward-looking statements and statements contained herein that may constitute forward-looking statements, include, but not limited to, all statements about or references to future natural gas costs, ammonia costs, grain or corn demand or production, construction trends and demand, capital spending for remainder of 2015 and amount to be spent on El Dorado’s ammonia and nitric acid plants, completion and begin production of expansion projects at our El Dorado chemical facility, chemical sales volume outlook, key value drivers for LSB, future chemical targets, future climate control targets, chemical market outlook, climate control market outlook, and benefits of upgrades of chemical business.

You should not rely on the forward-looking statements because actual events or results may differ materially from those indicated by these forward-looking statements as a result of a number of important factors. We incorporate the risks and uncertainties discussed under the headings “Risk Factors” and “A Special Note Regarding Forward-looking Statements” in our Form 10-K for the fiscal year ended December 31, 2014 and our Forms 10-Q for the quarter ended March 31, 2015 and June 30, 2015, which contain a discussion of a variety of factors which could cause the future outcome to differ materially from the forward-looking statements discussed in this conference call presentation. We undertake no duty to update the information contained in this conference call.

The term EBITDA, as used in this presentation, is net income plus interest expense, depreciation, amortization, income taxes, and certain non-cash charges, unless otherwise described. EBITDA is not a measurement of financial performance under GAAP and should not be considered as an alternative to GAAP measurement. The Company believes that certain investors consider EBITDA a useful means of measuring our ability to meet our debt service obligations and evaluating our financial performance. EBITDA has limitations as it does not reflect all items of income, or cash flows that affect the company’s financial performance under GAAP and should not be considered in isolation or as a substitute for net income, operating income, cash flow from operations or other consolidated cash flow data prepared in accordance with GAAP. The reconciliation of GAAP and any EBITDA numbers as of the three months and six months ended June 30, 2015 and June 30, 2014 discussed in this conference call presentation are included in the appendix of this presentation.

# Second Quarter 2015 Highlights

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## ■ Sales decreased 9.4% from \$201.7 million in Q2 2014 to \$182.7 million in Q2 2015

- Chemical sales decreased \$23.0 million or 17% primarily as a result of lower demand from mining customers, expiration of the Orica contract, high cost for purchased ammonia, unfavorable weather causing a shortened Ag season, and a 17-day unplanned outage at the Pryor Facility's ammonia plant
- Climate Control sales increased \$4.0 million or 6%; excluding Carrier sales, sales increased \$10 million or 18%

## ■ Cherokee Facility running at improved rates

- Ammonia plant ran at improved average daily rates of 515 TPD (historically ~500)
- Ammonia plant on-stream rate was at 95% for Q2 2015

## ■ El Dorado's nitric acid concentrator went into operation in June 2015

## ■ Executed contracts with customers for a majority of AN volume previously committed to Orica but will not go into effect until 2016 when EDC is producing ammonia

## ■ Climate Control Business ending backlog at June 30, 2015 was 10% higher than at June 30, 2014 and 9% higher than at March 31, 2015

# Chemical Market Outlook

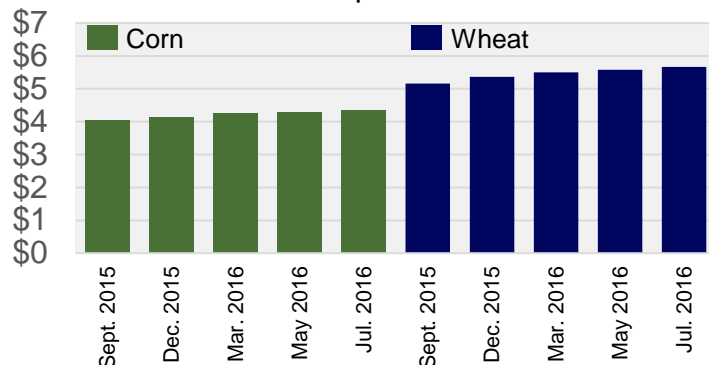
## Agricultural

- ↑ Planting level ~89 mil acres corn for 2015
- ↑ Nitrogen fertilizer demand relatively strong
- ↑ Natural gas feedstock cost relatively low historically
- ↓ Grain stock-to-use ratios at high levels
- ↓ Fertilizer prices under pressure in the near term

### Wild Cards:

- Crop prices
- Weather conditions
- Ethanol production
- Chinese urea exports
- Transportation issues

Forward Crop Prices / Bushel



## Industrial and Mining

- Industrial markets should continue to benefit from the improving economy and low natural gas prices
- Mining market driven by coal usage, primarily by electric utilities
  - Production expected to decline 8% in 2015 reflecting low natural gas prices as more power plants switch from coal to natural gas
  - EPA's proposed Clean Power Plan could result in further emission restrictions potentially reducing the flat out capacity projected for surviving coal fired plants
- Expiration of Orica contract combined with high cost of purchased ammonia will impact EDC's 2015 sales and operating income
  - Executed contracts with customers for a majority of AN volume previously committed to Orica but will not go into effect until 2016 when EDC is producing ammonia
  - New AN contracts contain minimum volumes with penalty if not taken vs. take-or-pay terms of previous contract

# Climate Control Market Outlook

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- Continued improvement in commercial and institutional new construction expected over the next two to three years
  - ❖ Total dollar value of construction starts forecasted to increase 10% in 2015
    - Nonresidential sector\* (including multi-family residential) to grow 6% to \$247 billion
      - *Lodging, multi-family, education and office expected to grow by double digits*
    - Single-family residential sector to grow 16% to \$190 billion
- Trend towards higher energy efficiency products in commercial/institutional sector
  - Net zero energy designs
  - Focus on lowering energy costs
  - Meet or exceed building efficiency standards
- Residential market increasingly aware of the impact their HVAC systems have on the environment and to the overall cost to run their homes
- Low natural gas prices having an impact on residential geothermal sales
- Potential expiration of residential energy efficient property credit at the end of 2016 could have impact on total geothermal sales

Sources: Dodge Data & Analytics Construction Market Forecasting Service, Q3 2015

\* Includes multi-family, retail, education, health, office, manufacturing and lodging which accounted for approximately 65% of total Climate Control sales and 78% of commercial and institutional sales in 2014.

# LSB Consolidated Financial Highlights

## Second Quarter 2015



| (\$ in millions except EPS)                | Three Months Ended June 30, |                 |                  | Six Months Ended June 30, |                     |                  |
|--|-----------------------------|-----------------|------------------|---------------------------|---------------------|------------------|
|  | 2015                        | 2014            | Change           | 2015                      | 2014 <sup>(1)</sup> | Change           |
| <b>Net Sales</b>                           | <b>\$ 182.7</b>             | <b>\$ 201.7</b> | <b>\$ (19.0)</b> | <b>\$ 376.5</b>           | <b>\$ 380.2</b>     | <b>\$ (3.7)</b>  |
| <b>Gross Profit</b>                        | <b>\$ 34.9</b>              | <b>\$ 48.9</b>  | <b>\$ (14.0)</b> | <b>\$ 77.2</b>            | <b>\$ 97.6</b>      | <b>\$ (20.4)</b> |
| <i>% of net sales</i>                      | <i>19.1%</i>                | <i>24.2%</i>    | <i>(5.1)%</i>    | <i>20.5%</i>              | <i>25.7%</i>        | <i>(5.2)%</i>    |
| <b>Selling, General and Administrative</b> | <b>\$ 32.0</b>              | <b>\$ 24.5</b>  | <b>\$ 7.5</b>    | <b>\$ 60.2</b>            | <b>\$ 52.2</b>      | <b>\$ 8.0</b>    |
| <i>% of net sales</i>                      | <i>17.5%</i>                | <i>12.1%</i>    | <i>5.4%</i>      | <i>16.0%</i>              | <i>13.7%</i>        | <i>2.3%</i>      |
| <b>Operating Income</b>                    | <b>\$ 2.6</b>               | <b>\$ 23.8</b>  | <b>\$ (21.2)</b> | <b>\$ 16.8</b>            | <b>\$ 49.6</b>      | <b>\$ (32.8)</b> |
| <i>% of net sales</i>                      | <i>1.4%</i>                 | <i>11.8%</i>    | <i>(10.4)%</i>   | <i>4.5%</i>               | <i>13.0%</i>        | <i>(8.5)%</i>    |
| <b>Net Income</b>                          | <b>\$ 0.4</b>               | <b>\$ 11.1</b>  | <b>\$ (10.7)</b> | <b>\$ 7.1</b>             | <b>\$ 22.8</b>      | <b>\$ (15.7)</b> |
| <i>% of net sales</i>                      | <i>0.2%</i>                 | <i>5.5%</i>     | <i>(5.3)%</i>    | <i>1.9%</i>               | <i>6.0%</i>         | <i>(4.1)%</i>    |
| <b>Diluted EPS</b>                         | <b>\$ 0.02</b>              | <b>\$ 0.47</b>  | <b>\$ (0.45)</b> | <b>\$ 0.29</b>            | <b>\$ 0.96</b>      | <b>\$ (0.67)</b> |
| <b>EBITDA</b>                              | <b>\$ 13.0</b>              | <b>\$ 32.6</b>  | <b>\$ (19.6)</b> | <b>\$ 36.7</b>            | <b>\$ 67.3</b>      | <b>\$ (30.6)</b> |

(1) The results for the period six months ended June 30, 2014 included \$28.0 million of insurance recoveries received in the first quarter of 2014

# Chemical Business

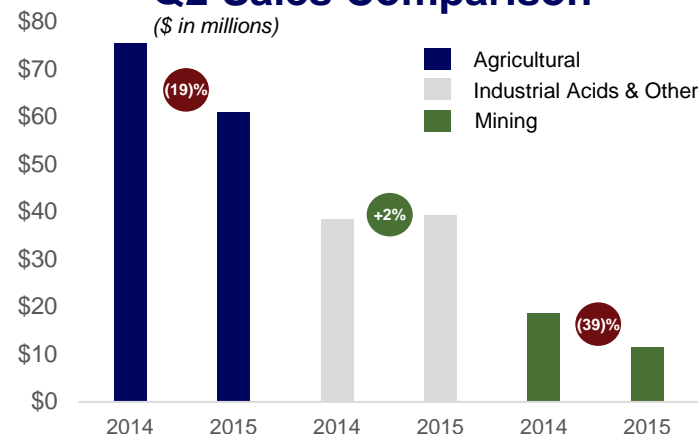
## Second Quarter 2015 Highlights



| (\$ in millions)                       | Three Months Ended June 30, |          |           | Six Months Ended June 30, |          |           |
|--|-----------------------------|----------|-----------|---------------------------|----------|-----------|
|  | 2015                        | 2014     | Change    | 2015                      | 2014     | Change    |
| <b>Net Sales</b>                       | \$ 112.8                    | \$ 135.8 | \$ (23.0) | \$ 239.6                  | \$ 251.0 | \$ (11.4) |
| <b>Gross Profit</b>                    | \$ 13.6                     | \$ 29.3  | \$ (15.7) | \$ 35.5                   | \$ 57.7  | \$ (22.2) |
| <i>% of net sales</i>                  | 12.1%                       | 21.6%    | (9.5)%    | 14.8%                     | 23.0%    | (8.2)%    |
| <b>Segment SG&amp;A</b>                | \$ 6.6                      | \$ 4.8   | \$ 1.8    | \$ 11.9                   | \$ 8.9   | \$ 3.0    |
| <b>Operating Income</b>                | \$ 6.8                      | \$ 23.6  | \$ (16.8) | \$ 23.5                   | \$ 52.4  | \$ (28.9) |
| <i>% of net sales</i>                  | 6.0%                        | 17.4%    | (11.4)%   | 9.8%                      | 20.9%    | (11.1)%   |
| <b>Segment EBITDA</b>                  | \$ 15.8                     | \$ 31.1  | \$ (15.3) | \$ 40.3                   | \$ 67.4  | \$ (27.1) |
| <b>Capital Expenditures (PP&amp;E)</b> | \$ 110.0                    | \$ 58.7  | \$ 51.3   | \$ 186.7                  | \$ 102.1 | \$ 84.6   |

- Net sales decreased due to:
  - Lower demand from mining customers primarily reflecting reduced volumes of low-density ammonium nitrate related to the April 2015 expiration of the Company's take-or-pay contract with Orica and overall softening in the coal markets
  - Lower ag sales volumes due largely to a 17-day ammonia plant outage at the Pryor Facility and lower demand as a result of unfavorable weather
- GP as % of sales decreased due to lower absorption of fixed overhead costs and lower overall selling prices
- Operating income and segment EBITDA decreased due to the discussed items above in addition to increased SG&A expenses at EDC primarily from training related to the EDC expansion projects and increased railcar expenses

### Q2 Sales Comparison



# Climate Control Business

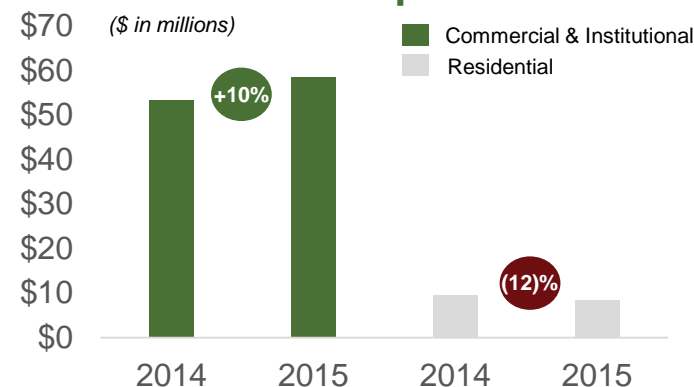
## Second Quarter 2015 Highlights



| (\$ in millions)                       | Three Months Ended June 30, |                |                 | Six Months Ended June 30, |                 |                 |
|--|-----------------------------|----------------|-----------------|---------------------------|-----------------|-----------------|
|  | 2015                        | 2014           | Change          | 2015                      | 2014            | Change          |
| <b>Net Sales</b>                       | <b>\$ 66.8</b>              | <b>\$ 62.8</b> | <b>\$ 4.0</b>   | <b>\$ 132.0</b>           | <b>\$ 123.1</b> | <b>\$ 8.9</b>   |
| <b>Gross Profit</b>                    | <b>\$ 20.1</b>              | <b>\$ 18.5</b> | <b>\$ 1.6</b>   | <b>\$ 40.0</b>            | <b>\$ 37.8</b>  | <b>\$ 2.2</b>   |
| <i>% of net sales</i>                  | <i>30.1%</i>                | <i>29.5%</i>   | <i>0.6%</i>     | <i>30.3%</i>              | <i>30.7%</i>    | <i>(0.4)%</i>   |
| <b>Segment SG&amp;A</b>                | <b>\$ 15.8</b>              | <b>\$ 13.8</b> | <b>\$ 2.0</b>   | <b>\$ 31.3</b>            | <b>\$ 28.5</b>  | <b>\$ 2.8</b>   |
| <b>Operating Income</b>                | <b>\$ 4.0</b>               | <b>\$ 4.6</b>  | <b>\$ (0.6)</b> | <b>\$ 8.3</b>             | <b>\$ 8.9</b>   | <b>\$ (0.6)</b> |
| <i>% of net sales</i>                  | <i>6.0%</i>                 | <i>7.3%</i>    | <i>(1.3)%</i>   | <i>6.3%</i>               | <i>7.2%</i>     | <i>(0.9)%</i>   |
| <b>Segment EBITDA</b>                  | <b>\$ 5.2</b>               | <b>\$ 5.8</b>  | <b>\$ (0.6)</b> | <b>\$ 10.7</b>            | <b>\$ 11.3</b>  | <b>\$ (0.6)</b> |
| <b>Capital Expenditures (PP&amp;E)</b> | <b>\$ 0.5</b>               | <b>\$ 0.7</b>  | <b>\$ (0.2)</b> | <b>\$ 0.6</b>             | <b>\$ 1.2</b>   | <b>\$ (0.6)</b> |

- Net sales increased due to:
  - higher sales of our hydronic fan coils and other HVAC products, primarily our custom air handlers and modular chillers
  - partially offset by a decrease in the sale of heat pumps as a result of the loss of the Carrier contracts
- Operating income and EBITDA were lower as the increase in gross profit generated by higher sales was offset by higher warranty expense due to specific project claims, an increase in freight costs resulting from product and customer mix, and higher personnel costs, which included approximately \$700,000 in one-time expenses
- Excluding Carrier sales, overall commercial/institutional product sales increased 22% while residential product sales decreased 3%
- Ending backlog at 6/30/15 was 10% higher than 6/30/14 and 9% higher than 3/31/15

### Q2 Sales Comparison





# Major Items Impacting Second Quarter 2015

(\$ in millions)

| <b>Chemical Business</b>   |                |
|--|----------------|
| 17-day unplanned outage at Pryor Facility ammonia plant  | \$ 2.6         |
| Lower UAN sales volumes at Pryor Facility resulting from Urea/UAN plant outages offset by additional ammonia sales   | \$ 0.4         |
| Lower LDAN sales volumes at EDC in Q2 2015 vs. Orica contract in Q2 2014 (13,815 tons sold vs. 60,000 tons paid for)   | \$ 4.0         |
| Additional expenses at EDC related to training, increased railcars to replace Orica and depreciation expense related to Concentrator Plant (NACSAC) put into service | \$ 1.5         |
| <b>Chemical subtotal</b>   | <b>\$ 8.5</b>  |
| <b>Climate Control Business</b>  |                |
| Additional SG&A expenses related to warranties, personnel and freight  | \$ 2.0         |
| <b>Corporate Expenses</b>  |                |
| Remainder of shareholder expense for 2015 settlement with activist   | \$ 2.7         |
| <b>Total Operating Income Impact</b>   | <b>\$ 13.2</b> |

# Planned Capital Spending as of June 30, 2015



(\$ in millions)

| Total Projects                                       | Remainder of 2015      |
|--|------------------------|
| <b>Chemical Business:</b>                            |                        |
| El Dorado Facility Expansion Projects <sup>(1)</sup> | \$ 223 - \$ 243        |
| Development of Natural Gas Leaseholds                | 1 - 2                  |
| Environmental Projects                               | 2 - 5                  |
| Major Renewal and Improvement Projects               | 11 - 14                |
| Other <sup>(2)</sup>                                 | 11 - 14                |
| <b>Total Chemical</b>                                | <b>\$ 248 - \$ 278</b> |
| <b>Climate Control Business:</b>                     | 3 - 6                  |
| <b>Corporate and Other:</b>                          | 3 - 6                  |
| <b>Total Projects</b>                                | <b>\$ 254 - \$ 290</b> |

| El Dorado Expansion Projects       | Expenditures to Date | Remainder to Completion | Project Total          |
|------------------------------------|----------------------|-------------------------|------------------------|
| Ammonia Plant                      | \$ 243               | \$ 162 - \$ 177         | \$ 405 - \$ 420        |
| Nitric Acid Plant and Concentrator | 121                  | 19 - 21                 | 140 - 142              |
| Other Support Infrastructure       | 73                   | 42 - 45                 | 115 - 118              |
| <b>Total El Dorado Projects</b>    | <b>\$ 437</b>        | <b>\$ 223 - \$ 243</b>  | <b>\$ 660 - \$ 680</b> |

(1) It is possible that a portion of these capital additions could occur during the first quarter of 2016.

(2) Includes cost associated with savings initiatives, new market development, and other capital projects.

# Capital Structure

(\$ in millions except ratios)

| As of June 30, 2015                  |                |
|--------------------------------------|----------------|
| Cash and Investments                 | \$157.7        |
| Senior Secured Notes                 | 425.0          |
| Other Debt                           | 45.2           |
| <b>Total Net Debt</b>                | <b>\$312.5</b> |
| TTM EBITDA                           | \$59.2         |
| <b>Net Leverage Ratio</b>            | <b>5.3x</b>    |
| <b>TTM EBITDA / Interest Expense</b> | <b>1.6x</b>    |

## Overview of Outstanding Debt

### Senior Secured Notes

- \$425 million
- 7.75%
- Due August 2019

### Undrawn Working Capital Revolver

- \$100 million (L + 150)
- \$75.3 million availability
- Expires April 2018

| Ratings    | Moody's  | S&P     |
|------------|----------|---------|
| Corporate  | Ba3      | B+      |
| First Lien | Ba3      | B+      |
| Outlook    | Negative | Neutral |

# Free Cash Flow

| (\$ in millions)   | Six Months Ended June 30, |                  |                  |
|--|---------------------------|------------------|------------------|
|  | 2015                      | 2014             | Change           |
| <b>Net Income</b>  | <b>\$ 7.1</b>             | <b>\$ 22.8</b>   | <b>\$ (15.7)</b> |
| Gain on Property Insurance Recoveries                          | -                         | (5.1)            | 5.1              |
| Depreciation, Depletion and Amortization (PP&E)                | 19.0                      | 17.4             | 1.6              |
| Change in Working Capital and Other                            | 14.2                      | 20.8             | (6.6)            |
| <b>Net Cash from Continuing Operating Activities</b>           | <b>\$ 40.3</b>            | <b>\$ 55.9</b>   | <b>\$ (15.6)</b> |
| Capital Expenditures (PP&E)                                    | (157.4)                   | (92.9)           | (64.5)           |
| Other  | (0.5)                     | 5.1              | (5.6)            |
| <b>Free Cash Flow from Operations</b>                          | <b>\$ (117.6)</b>         | <b>\$ (31.9)</b> | <b>\$ (85.7)</b> |
| Debt and Financing Proceeds (Payments)                         | (13.0)                    | (13.4)           | 0.4              |
| Proceeds from long-term debt, net of fees <sup>(1)</sup>       | 16.0                      | -                | 16.0             |
| <b>Change in Cash and Investments (Current and Noncurrent)</b> | <b>\$ (114.6)</b>         | <b>\$ (45.3)</b> | <b>\$ (69.3)</b> |

Notes -

- Working capital and other includes changes in accounts receivable, inventory, prepaids, accounts payable, accrued liabilities, customer deposits, insurance recoveries, and deferred taxes.
- Free Cash Flow is a non-GAAP measure. The reconciliation above reconciles free cash flow with cash provided by operating activities, the most directly comparable GAAP financial measure.
- (1) Primarily related to the financing of the natural gas pipeline construction project

# Chemical Facilities Operational Status



## El Dorado

- Nitric acid concentrator completed and began production June 2015



## Pryor

- Ammonia plant ran at production rate of approximately 610 TPD
- Completed a 26-day planned turnaround in July



## Cherokee

- Operating above historical production levels (500 TPD) with approximately 515 TPD of ammonia production
- Senior management emphasis on increasing preventative maintenance programs and reliability

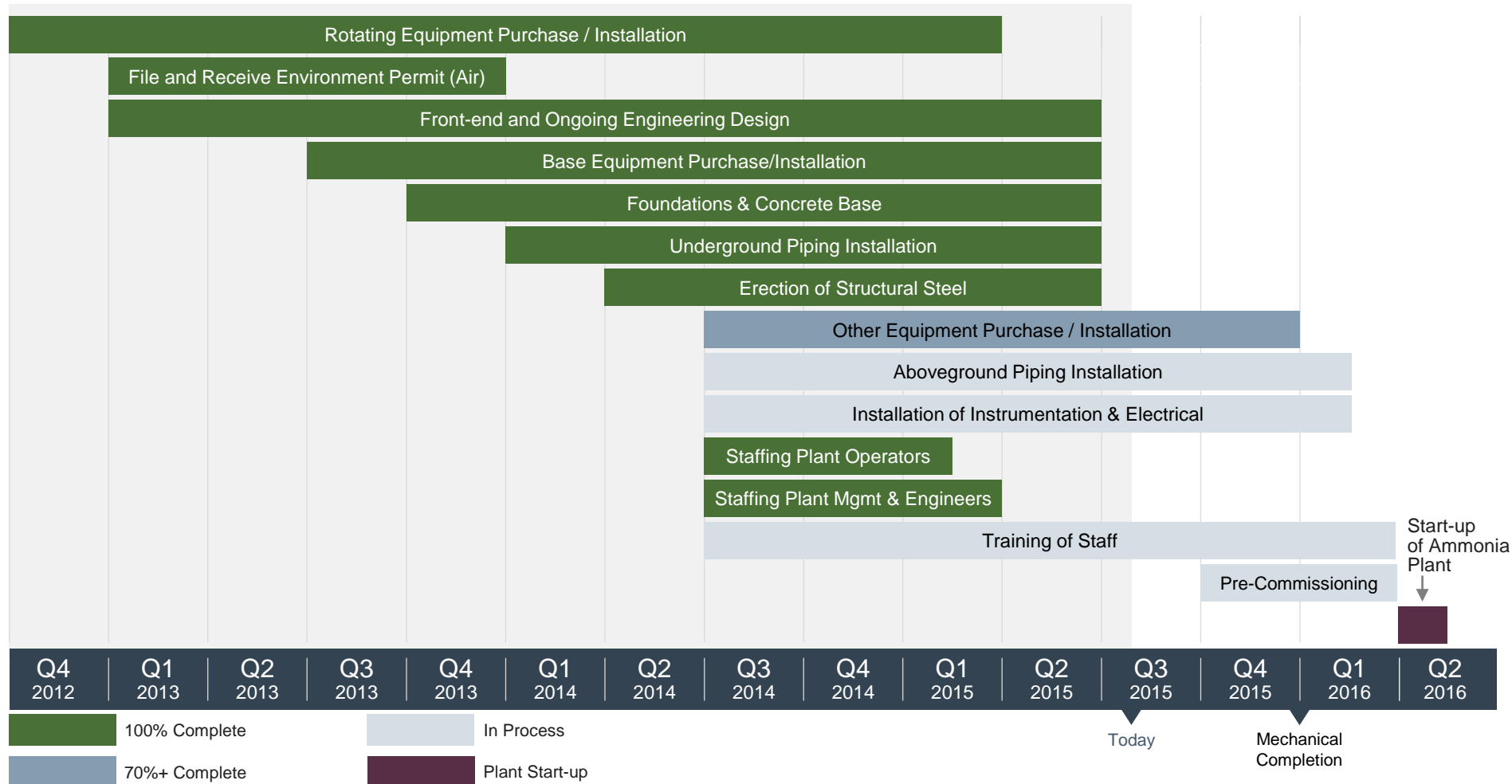


## Baytown

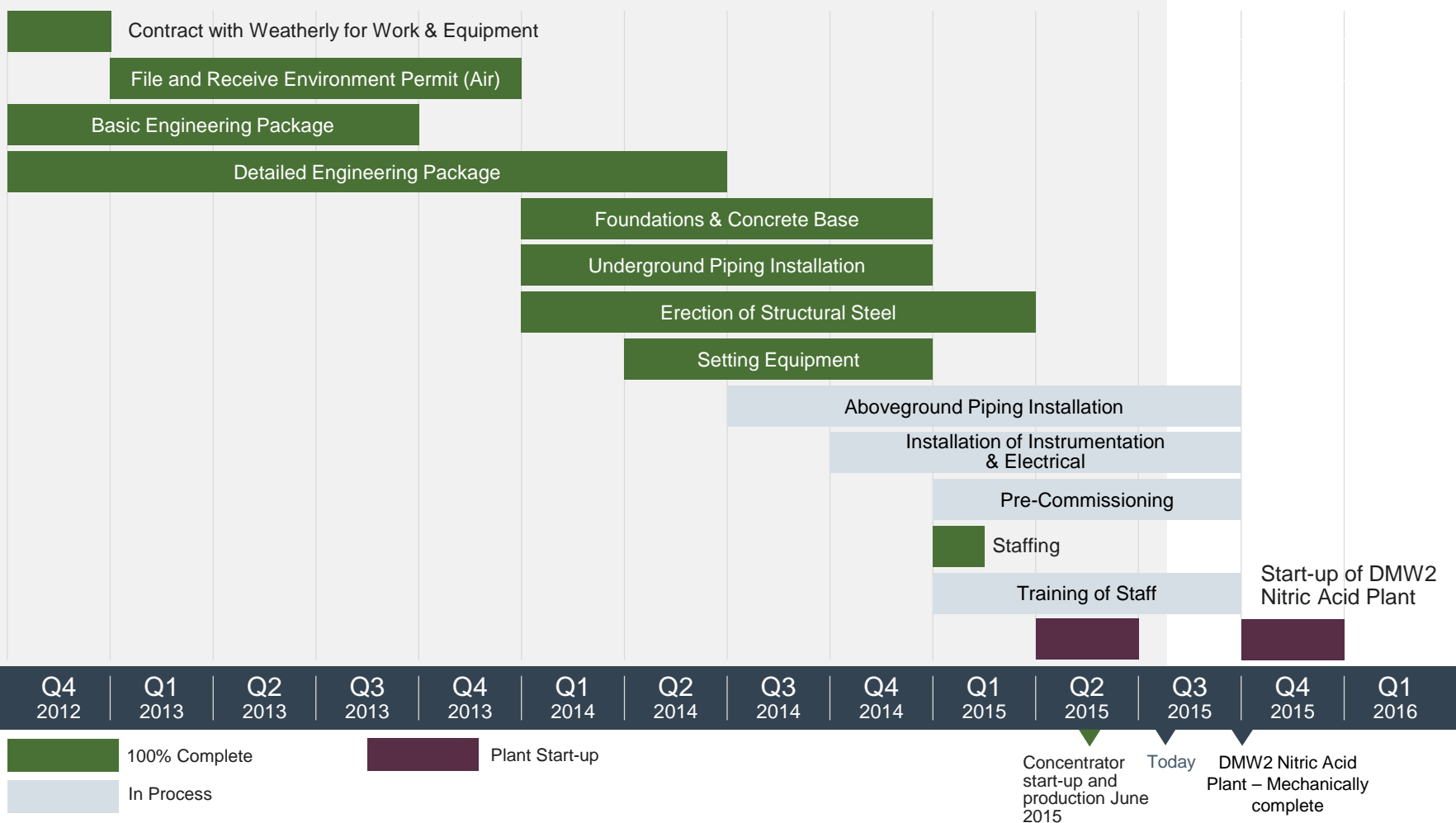
- Operating at targeted production levels with world-class safety records



# El Dorado Ammonia Plant Project Timeline



# Nitric Acid Plant & Concentrator Project Timeline





# El Dorado Expansion Projects



**Ammonia Plant**



**Nitric Acid Plant  
& Concentrator**



# Chemical Sales Volume Outlook for Q3 2015



| <u>Products</u>                             | <u>Sales (tons)</u> |
|---|---------------------|
| <b><u>Agriculture:</u></b>                  |                     |
| UAN   | 95,000 – 105,000    |
| HDAN  | 22,500 – 27,500     |
| Ammonia                                     | 20,000 – 30,000     |
| <b><u>Industrial, Mining and Other:</u></b> |                     |
| Nitric Acid                                 | 140,000 – 150,000   |
| LDAN  | 10,000 – 15,000     |
| AN Solution                                 | 20,000 – 25,000     |
| Ammonia                                     | 11,000 – 13,000     |

# Key LSB Value Drivers

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- 1 Comprehensive upgrade of Chemical Business safety and plant reliability systems** – intended to improve plant up-time and reduce risks of unplanned downtime.
- 2 Pryor facility reliability improvements** - including new senior management, additional engineering support, extensive monitoring and control equipment, remanufacture of certain key pieces of equipment, and use of industry expert consultants – intended to improve plant up-time and reduce risks of unplanned downtime.
- 3 Expansion projects at El Dorado** – intended to reduce costs, increase capacity, and enhance product balance capabilities.
- 4 Growth in Climate Control Business** within existing plant footprints as construction cycle recovers to achieve increased profitability through operating leverage.
- 5 LEAN / Operational Excellence initiatives in our Climate Control Business** to facilitate improved operational metrics and reduce costs.

# Appendix

# EBITDA Reconciliations

**Reconciliation of Consolidated Net Income and Segment Operating Income to Non-GAAP measurement EBITDA.** Management uses operating income by business segment for purposes of making decisions that include resource allocations and performance evaluations. Operating income by business segment represents gross profit by business segment less selling, general and administrative expenses incurred by each business segment plus other income and other expense earned/incurred by each business segment before general corporate expenses.

The term EBITDA, as used in this presentation, is net income plus interest expense, depreciation, amortization, income taxes, and certain non-cash charges, unless otherwise described. EBITDA is not a measurement of financial performance under GAAP and should not be considered as an alternative to GAAP measurement.

| (\$ in millions)                         | Three months ended 6-30 |                | Six months ended 6-30 |                |
|--|-------------------------|----------------|-----------------------|----------------|
|  | 2015                    | 2014           | 2015                  | 2014           |
| <b>LSB Industries, Inc. Consolidated</b> |                         |                |                       |                |
| Net income                               | \$ 0.4                  | \$ 11.1        | \$ 7.1                | \$ 22.8        |
| Plus:                                    |                         |                |                       |                |
| Interest expense                         | 2.2                     | 5.7            | 5.6                   | 12.4           |
| Depreciation and amortization            | 10.4                    | 8.7            | 19.8                  | 17.4           |
| Provisions for income taxes              | –                       | 7.1            | 4.2                   | 14.7           |
| <b>EBITDA</b>                            | <b>\$ 13.0</b>          | <b>\$ 32.6</b> | <b>\$ 36.7</b>        | <b>\$ 67.3</b> |
| <b>Chemical Business</b>                 |                         |                |                       |                |
| Operating income                         | \$ 6.8                  | \$ 23.6        | \$ 23.5               | \$ 52.4        |
| Plus:                                    |                         |                |                       |                |
| Non-operating income                     | 0.1                     | 0.1            | 0.1                   | 0.2            |
| Depreciation and amortization            | 8.9                     | 7.4            | 16.7                  | 14.8           |
| <b>EBITDA</b>                            | <b>\$ 15.8</b>          | <b>\$ 31.1</b> | <b>\$ 40.3</b>        | <b>\$ 67.4</b> |
| <b>Climate Control Business</b>          |                         |                |                       |                |
| Operating income                         | \$ 4.0                  | \$ 4.6         | \$ 8.3                | \$ 8.9         |
| Plus:                                    |                         |                |                       |                |
| Equity in earnings of affiliate          | –                       | –              | –                     | 0.1            |
| Depreciation and amortization            | 1.2                     | 1.2            | 2.4                   | 2.3            |
| <b>EBITDA</b>                            | <b>\$ 5.2</b>           | <b>\$ 5.8</b>  | <b>\$ 10.7</b>        | <b>\$ 11.3</b> |

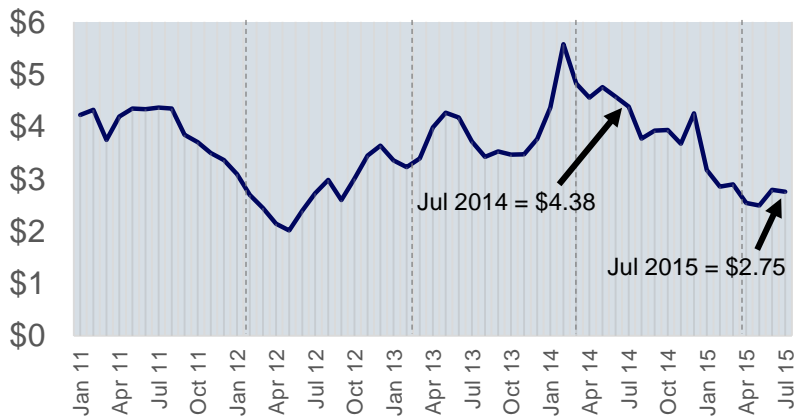
# Chemical Commodity Prices

## Feedstocks & End Products



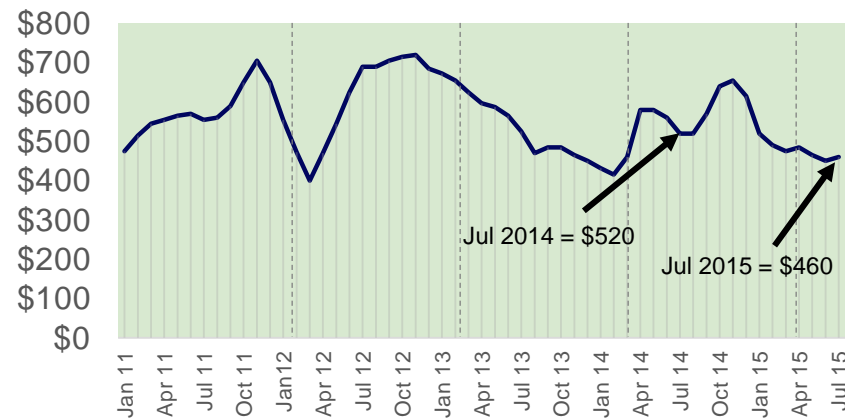
### Natural Gas

(Tennessee 500 \$/mmBtu)



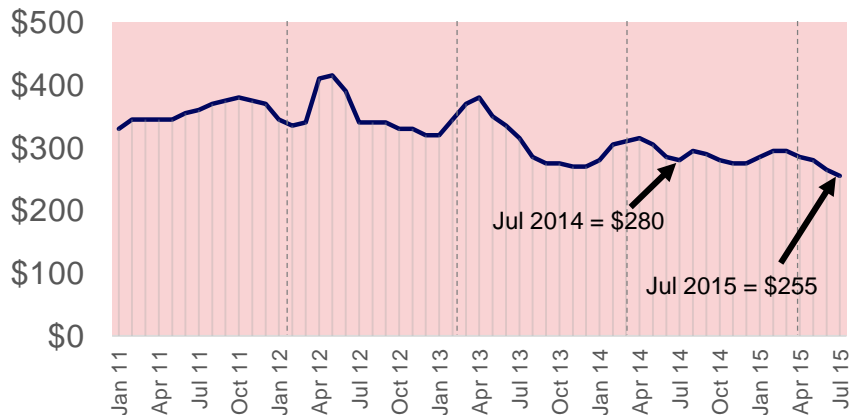
### Ammonia

(Tampa \$/metric ton)



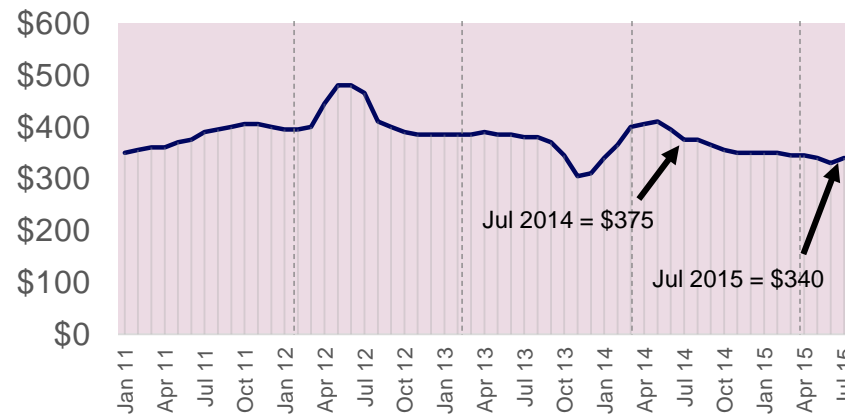
### UAN

(Green Markets \$/ton)



### HDAN / AGAN

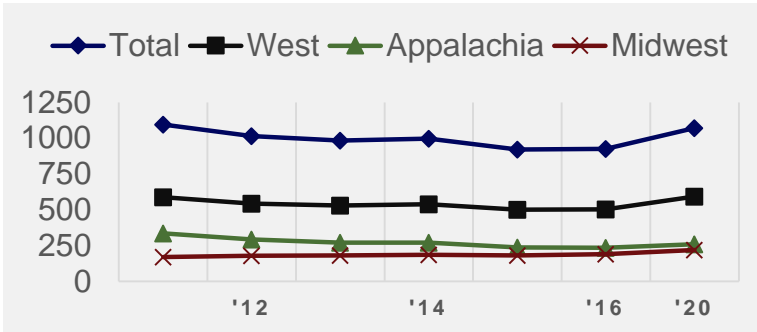
(Green Markets \$/ton)



# Chemical Market Outlook: Industrial & Mining

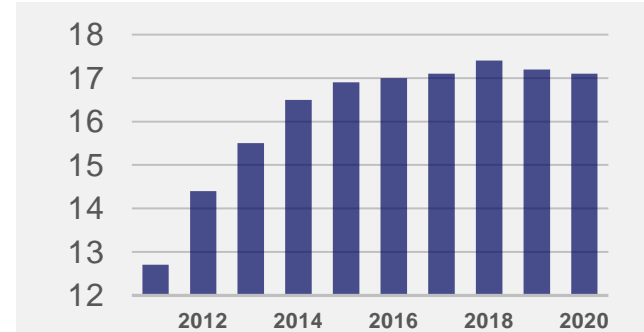


## Coal Production Projections (millions of tons):



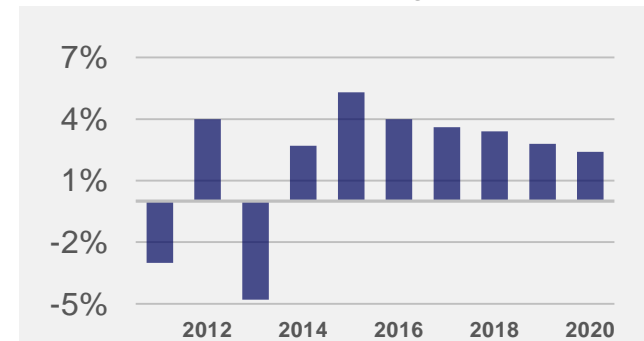
**Coal** – AN and AN solution are used for surface mining. Ammonia is used for NOx abatement. In 2014, coal accounted for 39% electricity generation. The forecast is for this to decline by 8% in 2015, but will begin a slight recovery beginning in 2016.

## Light Vehicle Sales (millions of units):



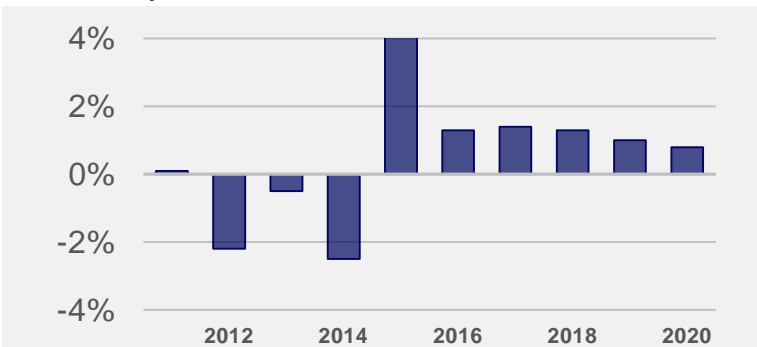
**Polyurethane Intermediates** – LSB's chemical business supplies nitric acid for polyurethane intermediates used in many automotive applications. U.S. light vehicle sales are expected to rise further in 2015 and 2016 with continued labor market improvement and better availability of credit enabling growth.

## Basic Chemicals – Inorganics (% change, Y/Y):



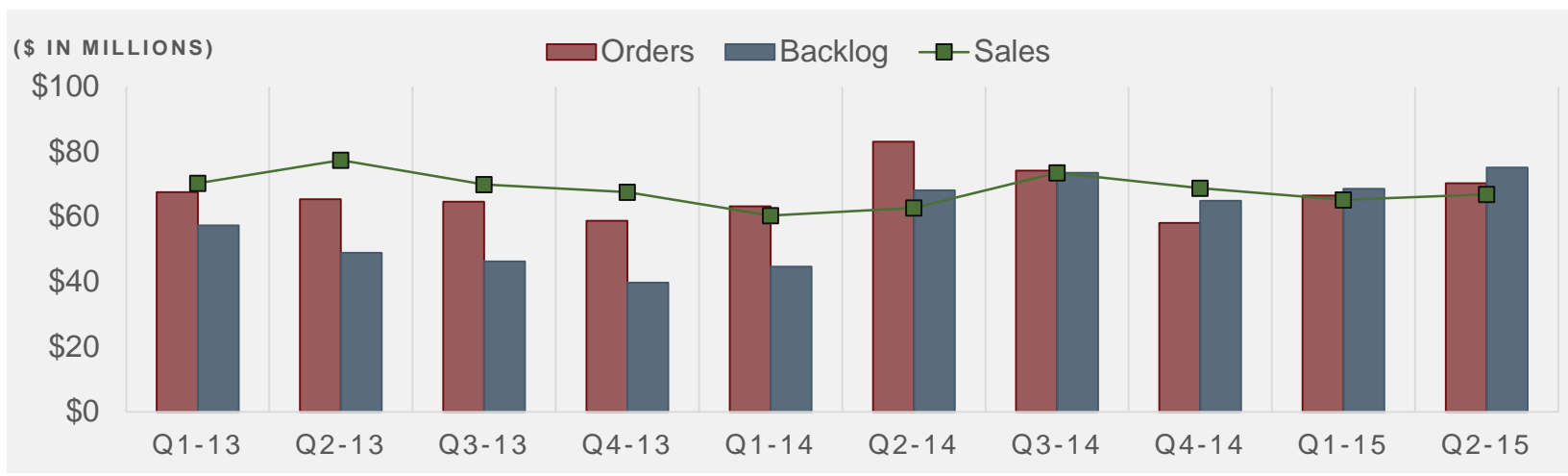
**Basic Chemicals: Inorganics** – These industry statistics provide a good overall indicator of LSB's industrial chemical business. Despite a decline in the first quarter 2015 with the adverse weather conditions, the 2nd half 2015 is expected to recover lost production / sales. As expansions come on line in 2016 and 2017, growth in the basic chemicals sector will be driven in part by expanded exports. The most dynamic growth will be in the Gulf Coast.

## U.S. Paper Production (% change, Y/Y):



**Paper Products** – Sulfuric acid is used for paper bleaching and water treatment. LSB's sulfuric acid markets are regionalized, and a balanced North American market has benefited us, with steady demand. Future growth will be a function of domestic demand for consumer goods.

# Climate Control Orders, Sales & Backlog



| Changes from 2014 to 2015 | Commercial & Institutional | Single Family Residential | Total |
|---------------------------|----------------------------|---------------------------|-------|
| Q2 New Orders             | -15%                       | -20%                      | -15%  |
| Q2 Sales                  | 10%                        | -12%                      | 7%    |
| Q2 YTD New Orders         | -5%                        | -14%                      | -6%   |
| Q2 YTD Sales              | 10%                        | -7%                       | 7%    |
| Ending Backlog at 06-30   | 12%                        | -36%                      | 10%   |

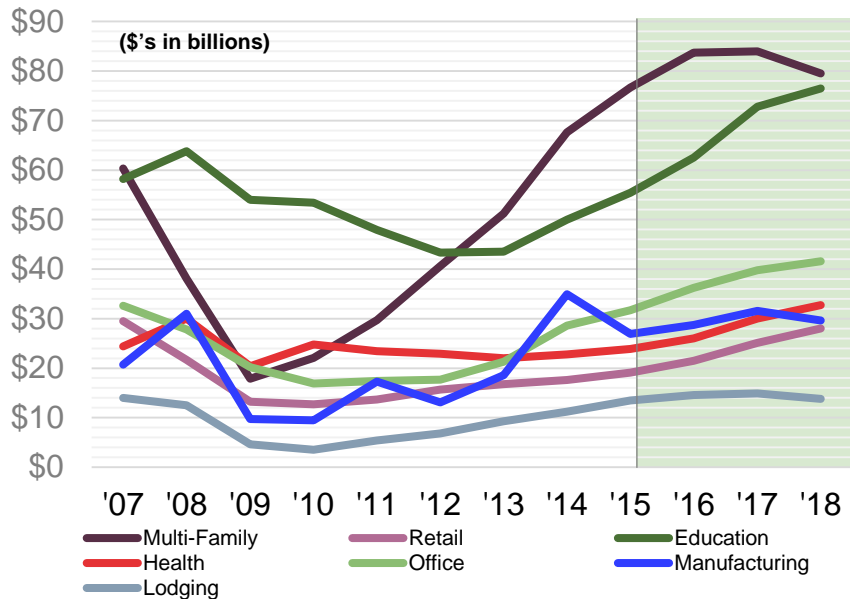
- Excluding new orders from Carrier in both 2015 and 2014, YTD new orders increased 2% with commercial orders increasing 3% and residential down 3%.
- As of July 31, 2015, backlog had risen to \$74.5 million

# Climate Control Market Outlook

## Commercial & Institutional Construction

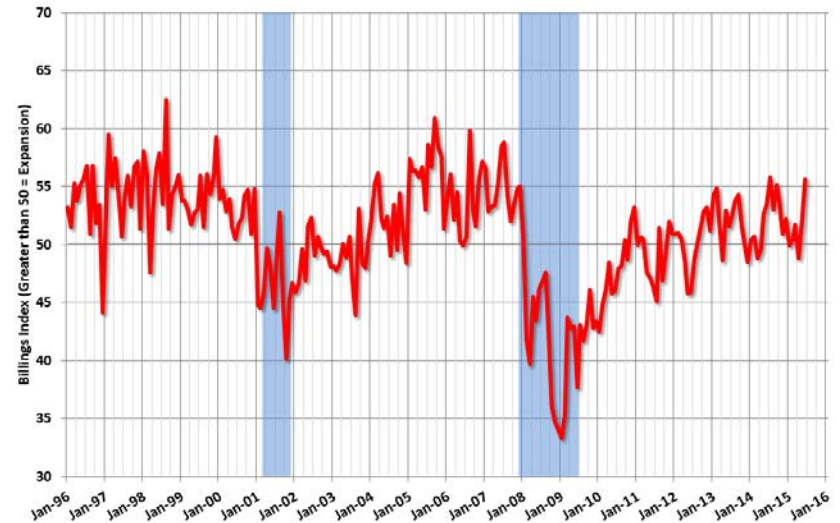


### Construction Awards



- In 2014, these combined markets accounted for approximately 65% of total Climate Control sales and 78% of sales of commercial and institutional products.
- Aggregate increase from 2014 to 2017 forecasted to be 28%.

### ABI has had positive billings in 10 of last 12 months with institutional now leading



“Paced by continued demand for projects such as new education and healthcare facilities, public safety and government buildings, the Architecture Billings Index (ABI) increased in June following fluctuations earlier this year” said AIA Chief Economist Kermit Baker, Hon. AIA, PhD. “The June numbers are likely showing some catch-up from slow growth earlier this year.”

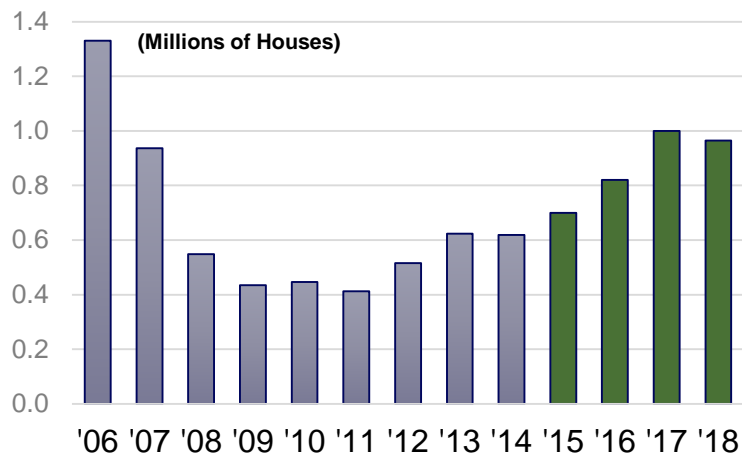
The Architectural Billings Index (ABI), produced by the American Institute of Architects (AIA) Economics & Market Research Group, is the leading economic indicator for non-residential construction spending nine to twelve months in the future. Scores above 50 indicate an aggregate increase in billings and scores below 50 indicate a decline.

Sources: Dodge Data & Analytics Construction Market Forecasting Service, Q3 2015



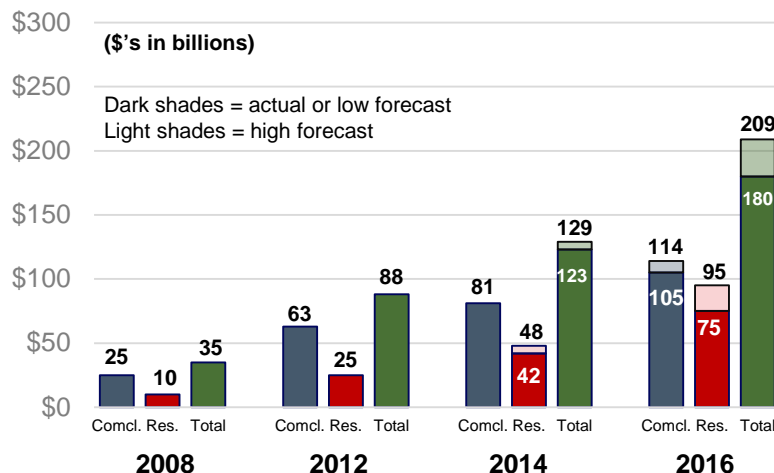
# Climate Control Market Outlook

## Single Family Residential Construction Starts



- Single family residential products (geothermal heat pumps) accounted for approximately 16% of Climate Control sales during 2014.
- This market is forecast to grow significantly over the next three years, although still below pre-2007 levels.

## Green Construction Market Forecast to Grow



- The total green building market size is forecast to be from \$180 billion to \$209 billion in 2016.
- Dodge estimates that in 2016, 47% to 51% of new non-residential construction starts and 26% to 33% of residential construction starts (by value) will be green.
- Energy efficiency and savings continue to be a key drivers for green construction.

Sources: Building Contract Activity Source Dodge Data & Analytics Construction Market Forecasting Service, Q3 2015; 2014 Green Market Size Dodge Data & Analytics



LSB Industries, Inc. is headquartered in Oklahoma City and does business through its subsidiaries, with seven HVAC manufacturing and distribution facilities in Oklahoma City, chemical plants in Texas, Arkansas, Alabama and Oklahoma and an engineered products distribution center in Oklahoma City.

**Approximately 1,900 total employees.**

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