

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

**FORM 8-K**

**CURRENT REPORT**

Pursuant to Section 13 or 15(d) of  
the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): August 1, 2018

**Trecora Resources**

(Exact name of registrant as specified in its charter)

**Delaware**  
(State or other jurisdiction  
of incorporation)

**1-33926**  
(Commission File Number)

**75-1256622**  
(IRS Employer  
Identification No.)

**1650 Hwy 6 South, Suite 190**  
**Sugar Land, Texas 77478**  
(Address of principal executive offices)

**(281) 980-5522**  
(Registrant's Telephone Number, Including Area Code)

**Not applicable**  
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- ☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- ☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- ☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- ☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 or Rule 12b-2 of the Securities Exchange Act of 1934.

Emerging growth company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

---

**Item 2.02. Results of Operations and Financial Condition**

The Company's press release dated August 1, 2018, regarding its financial results for the quarter ended June 30, 2018, including consolidated financial statements for the quarter ended June 30, 2018, is Exhibit 99.1 of this Form 8-K.

The information in this Item 2.02, including the corresponding Exhibit 99.1 is hereby filed.

**Item 7.01. Regulation FD Disclosure.**

The slides for the Company's second quarter 2018 earnings presentation on August 2, 2018, are Exhibit 99.2 to this Form 8-K.

The information in this Item 7.01, including the corresponding Exhibit 99.2, is being furnished with the Commission and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934.

**Item 9.01. Financial Statements and Exhibits.**

(d) Exhibits

The following exhibits are being filed as part of this report:

<u>Exhibit No.</u>	<u>Description of Exhibit</u>
99.1	<a href="#"><u>Earnings Release of the Company, dated August 1, 2018</u></a>
99.2	<a href="#"><u>Earnings Presentation of the Company, dated August 2, 2018</u></a>

The Company's website ([www.trecora.com](http://www.trecora.com)) contains a significant amount of information about the Company, including financial and other information for investors. The Company strongly encourages investors to visit its website from time to time, as information is updated and new information is posted.

---

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

TRECORA RESOURCES

Date: August 2, 2018

By: /s/ Sami Ahmad  
Sami Ahmad  
Chief Financial Officer



## **Trecora Resources Reports Second Quarter 2018 Results**

**Multi-year, \$100+ Million Capital Building Campaign Completed  
Conference Call at 10:00 am ET Tomorrow, August 2, 2018**

SUGAR LAND, Texas, August 1, 2018 – Trecora Resources (NYSE: TREC) a leading provider of high purity specialty hydrocarbons and waxes, today announced financial results for the second quarter ended June 30, 2018.

“Second quarter results reflect improved execution and continued strong demand at Trecora Chemical while South Hampton Resources endured several customer-based production disruptions that impacted sales volume in the quarter,” said Simon Upfill-Brown, president and CEO. “Reduced operating leverage resulting from lower volume, combined with higher operating expenses, including non-recurring expenses related to the commissioning of the Advanced Reformer, pressured reported margins in the quarter; however, we expect those headwinds to lessen over the balance of the year. In addition, we are continuing price leadership efforts to mitigate the pressures in many parts of our business, including higher feedstock costs.

“We have taken many positive steps in recent months to enhance our production capabilities and improve our organizational structure as we focus on operational execution and build a platform for growth,” continued Upfill-Brown. “We have taken a methodical approach to change with an emphasis on safety, and I am pleased with our progress, but we have more work to do. Recent executive appointments will help reinforce our operational transformation, and a renewed focus on driving value and volume will solidify our competitive position in the marketplace.

“Having recently completed our multi-year capital building campaign with the safe and successful commissioning of our Advanced Reformer, we expect to leverage a strong competitive position, new, advanced production facilities and a supportive market to drive revenue and significantly grow adjusted EBITDA,” concluded Upfill-Brown. “In addition, with no large capital projects on the horizon, we expect annual cash capital requirements to decline to a range of \$6 - \$8 million per year allowing incremental cash generated by the business to reduce leverage and strengthen our balance sheet. I am confident we are well positioned to deliver reliable production for customers and solid returns to shareholders.”

### **Subsequent Events**

On July 31, 2018, the Company took advantage of a strong credit market to amend and extend its Credit Facility. As a result, the Company extended its debt maturity to July 2023, increased the size of its Revolving Facility to \$75 million from \$60 million, lowered its borrowing costs and received less restrictive covenants from lenders.

### **Second Quarter 2018 Financial Results**

Total revenue in the second quarter was \$68.1 million, compared with \$62.1 million in the second quarter of 2017, an increase of 9.6%. The increase in reported revenue was driven by a 17.0% increase in the average sales price of petrochemical products, partially offset by a 5.3% decline in petrochemical sales volume, in each case, compared with the second quarter of 2017. The higher average sales price was offset by a 34% year-over-year increase in the average per-gallon cost of petrochemical feedstock, which is the basis for the formula pricing for about 65% of the Company’s petrochemical product sales. Since formula pricing is based upon prior month feedstock averages, sales price increases tend to lag behind higher feedstock costs resulting in lower margins in the period.

Gross profit in the second quarter was \$8.1 million, or 12.0% of total revenues, compared with \$11.1 million, or 17.9% of total revenues, in the second quarter of 2017. Operating income for the second quarter was \$3.4 million, compared with operating income of \$5.2 million for the second quarter of 2017.

Net income for the second quarter was \$2.2 million, or \$0.09 per diluted share, compared with \$0.8 million, or \$0.03 per diluted share, for the second quarter of 2017. Adjusted net income for the quarter was \$2.0 million, or \$0.08 per diluted share. Reported net income in the second quarter of 2018 reflected equity in earnings of AMAK of \$0.2 million,

or an estimated \$0.01 per diluted share on an after-tax basis. Net income in the second quarter of 2017 reflected an equity in losses for AMAK of \$3.3 million, or an estimated impact of \$(0.09) per diluted share on an after-tax basis. Net income margin for the second quarter was 3.3% as compared to 1.3% for the second quarter of 2017.

Adjusted EBITDA in the quarter was \$6.2 million, representing a 9.1% margin, compared with Adjusted EBITDA of \$8.4 million, representing a 13.5% margin for the same period a year ago.

### South Hampton Resources (Specialty Petrochemical Segment)

Petrochemical volume in the second quarter was 19.7 million gallons, compared with 20.8 million gallons in the second quarter of 2017. Prime product volume in the second quarter of 2018 was 16.1 million gallons, compared with 16.3 million gallons in the second quarter of 2017. Byproduct volume, which is sold at significantly lower margins than prime products, decreased 35.4% sequentially and 19.8% year-over-year, to 3.6 million gallons. Margins were compressed due to higher feedstock costs and higher operating expenses including higher costs for labor, maintenance and freight. Some of the increase in costs were non-recurring expenses related to the commissioning of the Advanced Reformer. Byproduct margins were higher compared to the second quarter of 2017. Net income margin for the second quarter was 5.1% as compared to 8.5% for the second quarter of 2017.

International volume represented 21.5% of total petrochemical volume during the quarter, down from 24.9% sequentially and 22.1% from the second quarter of 2017.

*Dollar amounts in thousands/rounding may apply*

	THREE MONTHS ENDED		
	JUNE 30,		
	2018	2017	% Change
Product sales	\$56,135	\$50,508	11 %
Processing fees	<u>1,685</u>	<u>2,071</u>	(19)%
Gross revenues	\$57,820	\$52,579	10 %
Operating profit before depreciation and amortization	6,095	8,761	(30)%
Operating profit	4,440	7,217	(38)%
Profit before taxes	3,859	6,598	(42)%
Depreciation and amortization	1,655	1,544	7 %
EBITDA	6,125	8,755	(30)%
Capital expenditures	3,529	9,021	(61)%

### Trecora Chemical (Specialty Wax Segment)

In the second quarter, TC generated revenues of \$10.3 million, up 7.9% from \$9.5 million in the second quarter of 2017. TC revenue included \$7.4 million of wax product sales, up 14.2%, and \$2.9 million of custom processing fees, down 5.8%, when compared with the second quarter of 2017. Strong wax sales driven by enhanced sales mix as well as greater sales volume was partially offset by lower custom processing revenues. Net income margin for the second quarter was (4.9%) as compared to (2.8%) for the second quarter of 2017.

EBITDA in the second quarter was \$1.1 million, compared with \$0.8 million in the second quarter of 2017.

*Dollar amounts in thousands/rounding may apply*

	THREE MONTHS ENDED		
	JUNE 30,		
	2018	2017	% Change
Product sales	\$7,434	\$6,508	14 %
Processing fees	<u>2,852</u>	<u>3,028</u>	(6)%
Gross revenues	\$10,286	\$9,536	8 %
Operating profit before depreciation and amortization	1,164	810	44 %
Operating loss	(201)	(198)	(2)%
Profit (loss) before taxes	(506)	(269)	(88)%
Depreciation and amortization	1,365	1,008	35 %
EBITDA	1,140	802	42 %
Capital expenditures	877	4,931	(82)%

### Al Masane Al Kobra Mining Company (AMAK)

Trecora reported equity in earnings of AMAK of approximately \$0.2 million and AMAK net loss of approximately \$0.3 million during the second quarter of 2018.

AMAK generated net income before depreciation and amortization of \$8.0 million compared to a net loss before depreciation and amortization of \$3.3 million in the second quarter of 2017.

### Year-to-Date 2018 Results

Total revenue for the six months ended June 30, 2018 was \$139.8 million, compared with revenue of \$117.7 million in

the first six months of 2017.

Gross profit for the first six months of 2018 was \$18.3 million, compared with \$21.7 million in the same period in 2017. Gross profit margin in the first six months of 2018 was 13.1%, compared with 18.5% in the same period in 2017.

Net income for the first six months of 2018 was \$4.6 million, compared with \$2.3 million in the same period of 2017. Diluted EPS was \$0.18, compared with \$0.09 in the same period of 2017. Net income in the first half of 2018 was positively affected by equity in earnings of AMAK of \$0.5 million, or \$0.01 per diluted share on an after tax basis. In the first half of 2017, net income was negatively affected by equity in losses of AMAK of \$4.3 million, or \$(0.11) per diluted share on an after-tax basis. Net income margin for the first half of 2018 was 3.3% as compared to 2.0% for the first half of 2017.

Adjusted EBITDA for the first six months of 2018 was \$13.4 million, compared with \$15.7 million in the same period in 2017. Adjusted EBITDA margin in the first six months of 2018 was 9.6%, compared with 13.4% in the same period of 2017.

### South Hampton Resources (Specialty Petrochemical Segment)

Petrochemical volume in the first half was 43.0 million gallons, compared with 38.2 million gallons in the first half of 2017. Prime product volume in the first half of 2018 was 33.7 million gallons, compared with 30.2 million gallons in the first half of 2017. Byproduct volume, which is sold at lower margins, was up 16.4% year-over-year to 9.3 million gallons. Margins were compressed due to higher feedstock costs and higher operating expenses including higher costs for labor, maintenance and freight. Some of the increase in costs were non-recurring expenses related to the commissioning of the Advanced Reformer. Net income margin for the first half of 2018 was 6.6% as compared to 8.6% for the first half of 2017.

International volume represented 23.4% of total petrochemical volume during the first half of 2018.

*Dollar amount in thousands – rounding may apply*

	SIX MONTHS ENDED		
	JUNE 30,		
	2018	2017	% Change
Product sales	\$ 116,420	\$ 94,899	23%
Processing fees	3,713	3,559	4%
Net revenues	120,133	98,458	22%
Operating profit before depreciation and amortization	14,488	16,975	(15)%
Operating profit	11,119	13,875	(20)%
Profit before taxes	9,913	12,601	(21)%
Depreciation and amortization	3,369	3,100	9%
EBITDA	14,515	16,949	(14)%
Capital expenditures	13,812	17,777	(22)%

### Trecora Chemical (Specialty Wax Segment)

In the first half of 2018, TC generated revenues of \$19.9 million, up 3.6% from \$19.2 million for the first half of 2017. Net income margin for the first half of 2018 was (8.5%) as compared to (2.9%) for the first half of 2017.

*Dollar amount in thousands – rounding may apply*

	SIX MONTHS ENDED		
	JUNE 30,		
	2018	2017	% Change
Product sales	\$ 13,817	\$ 13,016	6%
Processing fees	6,064	6,183	(2)%
Net revenues	19,881	19,199	4%
Operating profit before depreciation and amortization	1,554	1,555	0%
Operating profit (loss)	(1,115)	(469)	(138)%
Profit (loss) before taxes	(1,687)	(559)	(202)%
Depreciation and amortization	2,669	2,024	32%
EBITDA	1,519	1,528	(1)%
Capital expenditures	1,622	10,056	(84)%

### Earnings Call

Tomorrow's conference call and presentation slides will be simulcast live on the Internet, and can be accessed on the investor relations section of the Company's website at <http://www.trecora.com> or at <http://public.viavid.com/index.php?id=130127>. A replay of the call will also be available through the same link.

To participate via telephone, callers should dial in five to ten minutes prior to the 10:00 am Eastern start time; domestic callers (U.S. and Canada) should call 1-888-394-8218

or 1-323-794-2588 if calling internationally, using the conference ID 7223033. To listen to the playback, please call 1-844-512-2921 if calling within the United States or 1-412-317-6671 if calling internationally. Use pin number 7223033 for the replay.

### Use of Non-GAAP Measures

The Company reports its financial results in accordance with U.S. generally accepted accounting principles ("GAAP"). This press release contains the non-GAAP measures: EBITDA, Adjusted EBITDA, Adjusted EBITDA Margin, and Adjusted Net Income. We define EBITDA as net income plus interest expense including derivative gains and losses, income taxes, depreciation and amortization. We define Adjusted EBITDA as EBITDA plus share-based compensation, plus or minus equity in AMAK's earnings and losses or gains from equity issuances and plus or minus gains or losses on acquisitions. We define Adjusted Net Income as net income plus or minus tax effected equity in AMAK's earnings and losses and plus or minus tax effected gains or losses on acquisitions. These measures are not measures of financial performance or liquidity under U.S. GAAP and should be considered in addition to, not as a substitute for, net income (loss), nor as an indicator of cash flows reported in accordance with U.S. GAAP. These measures are used as supplemental financial measures by management and external users of our financial statements such as investors, banks, research analysts and others. We believe that these non-GAAP measures are useful as they exclude transactions not related to our core cash operating activities.

### Forward-Looking Statements

Statements in this press release that are not historical facts are forward looking statements as defined in the Private Securities Litigation Reform Act of 1995. Forward-looking statements are based upon our belief, as well as, assumptions made by and information currently available to us. Because such statements are based upon expectations as to future economic performance and are not statements of fact, actual results may differ from those projected. These risks, as well as others, are discussed in greater detail in Trecora Resources' filings with the Securities and Exchange Commission, including Trecora Resources' Annual Report on Form 10-K for the year ended December 31, 2017, and the Company's subsequent Quarterly Reports on Form 10-Q. All forward-looking statements included in this press release are based upon information available to the Company as of the date of this press release.

### About Trecora Resources (TREC)

TREC owns and operates a facility located in southeast Texas, just north of Beaumont, which specializes in high purity hydrocarbons and other petrochemical manufacturing. TREC also owns and operates a leading manufacturer of specialty polyethylene waxes and provider of custom processing services located in the heart of the Petrochemical complex in Pasadena, Texas. In addition, the Company is the original developer and a 33.4% owner of Al Masane Al Kobra Mining Co., a Saudi Arabian joint stock company.

### Investor Relations Contact:

Jean Marie Young  
The Piacente Group, Inc.  
212-481-2050  
[trecora@tpg-ir.com](mailto:trecora@tpg-ir.com)

### TRECORA RESOURCES AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

	JUNE 30, <u>2018</u> (unaudited)	DECEMBER 31, <u>2017</u>
	<i>(thousands of dollars)</i>	
<b><u>ASSETS</u></b>		
<b>Current Assets</b>		
Cash	\$ 3,387	\$ 3,028
Trade receivables, net	26,467	25,779
Insurance receivable	493	--
Inventories	17,003	18,450
Prepaid expenses and other assets	5,188	4,424
Taxes receivable	<u>1,291</u>	<u>5,584</u>
Total current assets	53,829	57,265
 <b>Plant, pipeline and equipment, net</b>	 192,084	 181,742
 <b>Goodwill</b>	 21,798	 21,798
<b>Intangible assets, net</b>	19,877	20,808
<b>Investment in AMAK</b>	45,452	45,125
<b>Mineral properties in the United States</b>	<u>588</u>	<u>588</u>

	<b>TOTAL ASSETS</b>	<b>\$</b>	<b><u>333,628</u></b>	<b>\$</b>	<b><u>327,326</u></b>
<b><u>LIABILITIES</u></b>					
<b>Current Liabilities</b>					
Accounts payable	\$		11,927	\$	18,347
Accrued liabilities			5,638		3,961
Current portion of post-retirement benefit			28		305
Current portion of long-term debt			8,061		8,061
Current portion of other liabilities			<u>916</u>		<u>870</u>
Total current liabilities			26,570		31,544
Long-term debt, net of current portion			97,015		91,021
Post-retirement benefit, net of current portion			365		897
Other liabilities, net of current portion			1,297		1,611
Deferred income taxes			<u>18,315</u>		<u>17,242</u>
Total liabilities			<u>143,562</u>		142,315
<b><u>EQUITY</u></b>					
Common stock-authorized 40 million shares of \$.10 par value; issued 24.5 million in 2018 and 2017 and outstanding 24.3 million shares in 2018 and 2017			2,451		2,451
Additional paid-in capital			56,365		56,012
Common stock in treasury, at cost			(61)		(196)
Retained earnings			<u>131,022</u>		<u>126,455</u>
Total Trecora Resources Stockholders' Equity			189,777		184,722
Noncontrolling Interest			<u>289</u>		<u>289</u>
Total equity			<u>190,066</u>		<u>185,011</u>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$</b>		<b><u>333,628</u></b>	<b>\$</b>	<b><u>327,326</u></b>

**TRECORA RESOURCES AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED)**

	THREE MONTHS ENDED		SIX MONTHS ENDED	
	JUNE 30,		JUNE 30,	
	2018	2017	2018	2017
	(thousands of dollars)		(thousands of dollars)	
REVENUES				
Petrochemical and Product Sales	\$ 63,569	\$ 57,016	\$ 130,268	\$ 107,915
Processing Fees	<u>4,537</u>	<u>5,099</u>	<u>9,579</u>	<u>9,742</u>
	68,106	62,115	139,847	117,657
OPERATING COSTS AND EXPENSES				
Cost of Sales and Processing				
(including depreciation and amortization of \$2,837, \$2,363, \$5,667, and \$4,746, respectively)	<u>59,964</u>	<u>51,008</u>	<u>121,565</u>	<u>95,932</u>
GROSS PROFIT	8,142	11,107	18,282	21,725
GENERAL AND ADMINISTRATIVE EXPENSES				
General and Administrative	4,554	5,740	10,889	11,961
Depreciation	<u>191</u>	<u>205</u>	<u>387</u>	<u>410</u>
	<u>4,745</u>	<u>5,945</u>	<u>11,276</u>	<u>12,371</u>
OPERATING INCOME	3,397	5,162	7,006	9,354
OTHER INCOME (EXPENSE)				
Interest Income	14	--	21	--
Interest Expense	(815)	(678)	(1,693)	(1,314)
Equity in Earnings (Losses) of AMAK	228	(3,298)	458	(4,264)
Miscellaneous Expense	<u>(13)</u>	<u>(22)</u>	<u>(39)</u>	<u>(64)</u>
	<u>(586)</u>	<u>(3,998)</u>	<u>(1,253)</u>	<u>(5,642)</u>



INCOME BEFORE INCOME TAXES	2,811	1,164	5,753	3,712
INCOME TAXES	<u>596</u>	<u>332</u>	<u>1,186</u>	<u>1,393</u>
NET INCOME	2,215	832	4,567	2,319
NET LOSS ATTRIBUTABLE TO NONCONTROLLING INTEREST	--	--	--	--
NET INCOME ATTRIBUTABLE TO TRECORA RESOURCES	\$ <u>2,215</u>	\$ <u>832</u>	\$ <u>4,567</u>	\$ <u>2,319</u>
<b>Basic Earnings per Common Share</b>				
Net Income Attributable to Trecora Resources (dollars)	\$ 0.09	\$ 0.03	\$ 0.19	\$ 0.10
Basic Weighted Average Number of Common Shares Outstanding	<u>24,370</u>	<u>24,256</u>	<u>24,354</u>	<u>24,248</u>
<b>Diluted Earnings per Common Share</b>				
Net Income Attributable to Trecora Resources (dollars)	\$ 0.09	\$ 0.03	\$ 0.18	\$ 0.09
Diluted Weighted Average Number of Common Shares Outstanding	<u>25,014</u>	<u>25,034</u>	<u>25,119</u>	<u>25,044</u>

**TRECORA RESOURCES AND SUBSIDIARIES**  
**RECONCILIATION OF SELECTED GAAP MEASURES TO NON-GAAP MEASURES <sup>(1)</sup>**

**Adjusted EBITDA Margin**  
*(rounding may apply)*

	THREE MONTHS ENDED 6/30/18				THREE MONTHS ENDED 6/30/17			
	TC	SHR	CORP	TREC	TC	SHR	CORP	TREC
NET INCOME (LOSS)	\$(506)	\$2,928	\$(207)	\$2,215	\$(269)	\$4,477	\$(3,376)	\$832
Interest	281	612	(78)	815	63	613	2	678
Taxes	-	930	(334)	596	-	2,121	(1,789)	332
Depreciation and amortization	22	161	8	191	21	168	16	205
Depreciation and amortization in cost of sales	<u>1,343</u>	<u>1,494</u>	=	<u>2,837</u>	<u>987</u>	<u>1,376</u>	=	<u>2,363</u>
EBITDA	1,140	6,125	(611)	6,654	802	8,755	(5,147)	4,410
Share based compensation	-	-	(220)	(220)	-	-	656	656
Equity in losses (earnings) of AMAK	=	=	<u>(228)</u>	<u>(228)</u>	=	=	<u>3,298</u>	<u>3,298</u>
Adjusted EBITDA	<u>\$1,140</u>	<u>\$6,125</u>	<u>\$(1,059)</u>	<u>\$6,206</u>	<u>\$802</u>	<u>\$8,755</u>	<u>\$(1,193)</u>	<u>\$8,364</u>
Revenue	10,286	57,820		68,106	9,536	52,579		62,115
Adjusted EBITDA Margin (adjusted EBITDA/revenue)	11.1%	10.6%		9.1%	9.8%	16.7%		13.5%

	SIX MONTHS ENDED 6/30/18				SIX MONTHS ENDED 6/30/17			
	TC	SHR	CORP	TREC	TC	SHR	CORP	TREC
NET INCOME (LOSS)	\$(1,687)	\$7,898	\$(1,644)	\$4,567	\$(559)	\$8,459	\$(5,581)	\$2,319
Interest	537	1,233	(77)	1,693	63	1,248	3	1,314
Taxes	-	2,015	(829)	1,186	-	4,142	(2,749)	1,393
Depreciation and amortization	44	327	16	387	42	335	32	409
Depreciation and amortization in cost of sales	<u>2,625</u>	<u>3,042</u>	=	<u>5,667</u>	<u>1,982</u>	<u>2,765</u>	=	<u>4,747</u>
EBITDA	1,519	14,515	(2,534)	13,500	1,528	16,949	(8,295)	10,182
Share based compensation	-	-	372	372	-	-	1,289	1,289
Equity in losses (earnings) of AMAK	=	=	<u>(458)</u>	<u>(458)</u>	=	=	<u>4,264</u>	<u>4,264</u>
Adjusted EBITDA	<u>\$1,519</u>	<u>\$14,515</u>	<u>\$(2,620)</u>	<u>\$13,414</u>	<u>\$1,528</u>	<u>\$16,949</u>	<u>\$(2,742)</u>	<u>\$15,735</u>
Revenue	19,881	120,132	(166)	139,847	19,199	98,458		117,657

Adjusted EBITDA Margin  
(adjusted EBITDA/revenue)

7.6%

12.1%

9.6%

8.0%

17.2%

13.4%

### Adjusted Net Income and Estimated EPS Impact

(rounding may apply)

	Three months ended June 30,		Six months ended June 30,	
	<u>2018</u>	<u>2017</u>	<u>2018</u>	<u>2017</u>
Net Income	\$ 2,215	\$ 832	\$ 4,567	\$ 2,319
Equity in losses (earnings) of AMAK	\$ (228 )	\$ 3,298	\$ (458 )	\$ 4,264
Taxes at statutory rate of 21% and 35%, respectively	<u>48</u>	<u>(1,154)</u>	<u>96</u>	<u>(1,492)</u>
Tax effected equity in losses (earnings)	<u>(180)</u>	<u>2,144</u>	<u>(362)</u>	<u>2,772</u>
Adjusted Net Income	<u>\$ 2,035</u>	<u>\$ 2,976</u>	<u>\$ 4,205</u>	<u>\$ 5,091</u>
Diluted weighted average number of shares	25,014	25,034	25,119	25,044
Estimated effect on diluted EPS				
(-tax effected equity in AMAK/diluted weighted average number of shares)	<u>\$0.01</u>	<u>(\$0.090 )</u>	<u>\$0.01</u>	<u>(\$0.110 )</u>

(1) This press release includes non-GAAP measures. Our non-GAAP measures are not meant to be considered in isolation or as a substitute for comparable GAAP measures and should be read only in conjunction with our consolidated financial statements prepared in accordance with GAAP.

###



*Your Specialty Chemical Partner*

**Second Quarter 2018 Financial Results**

*August 2, 2018*



# Safe Harbor

Statements in this presentation that are not historical facts are forward looking statements as defined in the Private Securities Litigation Reform Act of 1995. Forward looking statements are based upon Management's belief, as well as, assumptions made by and information currently available to Management. Because such statements are based upon expectations as to future economic performance and are not statements of fact, actual results may differ from those projected. These risks, as well as others, are discussed in greater detail in Trecora Resources' filings with the Securities and Exchange Commission, including Trecora Resources' Annual Report on Form 10-K for the year ended December 31, 2017, and the Company's subsequent Quarterly Reports on Form 10-Q. All forward-looking statements included in this presentation are based upon information available to the Company as of the date of this presentation. The Company undertakes no obligation to publicly update or revise any forward-looking statements after the date they are made, whether as a result of new information, future events or otherwise.

# Second Quarter 2018 Overview

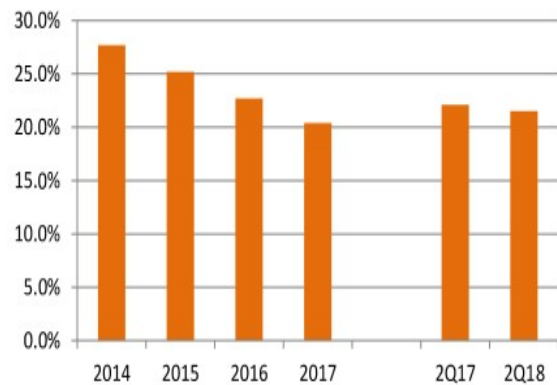
- **Multi-year, \$100+ million capital building campaign completed with commissioning of Advanced Reformer**
  - Full focus on operational excellence and maximizing return on invested capital
- **South Hampton Resources: Successful commissioning of Advanced Reformer unit in July, but:**
  - Second quarter volume depressed by specific customer operating issues; non-recurring international volume captured in the first quarter accentuated sequential volume decline
  - Total gross margin decreased quarter-over-quarter primarily driven by lower sales volume and higher operating costs; product mix shift and some price increases aided feed margin
  - One-time start-up costs associated with the Advanced Reformer also pressured operating margin in Q2
- **Trecora Chemical: Continued progress**
  - Record wax revenue and near-record wax volume in Q2
  - Focus on equipment reliability, process and employee safety and operational excellence
- **AMAK delivered \$0.2 million in equity in earnings in Q2 as production levels continue to rise**
  - Net income before depreciation and amortization of \$8.0 million; \$15.3 million year-to-date
- **Refinancing of credit facility resulting in lower borrowing costs and greater flexibility**

# SHR Update

	Petrochemical Sales Volumes				
	2Q18	1Q18	4Q17	3Q17	2Q17
	(million gallons)				
All Products	19.7	23.3	22.8	22.4	20.8
Prime Products	16.1	17.7	17.1	16.7	16.3
Byproducts	3.6	5.6	5.7	5.7	4.5
Deferred Sales	2.0	2.2	2.3	1.8	2.4

- Quarterly prime product volume declined 1.2% from Q2 2017
  - Customer operating issues negatively impacted Q2 volumes
  - Sequential decline accentuated by non-recurring volume in Q1
- International sales volume decreased to 21.5% of petrochemical volume vs. 22.1% in 2Q17

International % of petrochemical volume sold



# SHR Advanced Reformer Project



- Advanced Reformer safely and successfully commissioned in early July, 2018
- At \$58 million, our largest capital project designed to produce a significantly higher value-added byproduct stream
  - During Q3 operations will be optimized
- At current byproduct pricing, the margin uplift is approximately 40 cents per gallon
- Production levels will grow as pentane volumes grow – annual EBITDA contribution reaching \$12-\$14 million by 2022



# Trecora Chemical Update

- **Quarterly Revenue** – up 7.9% compared to second quarter 2017 and up 7.2% relative to 1Q18
- **Wax**
  - Q2 sales volume up 10.0% year-over-year
  - Record Q2 revenue up 14.2% year-over-year
  - Average pricing up 4.4% as mix shifts to higher value sales
- **Custom Processing**
  - Q2 custom processing revenues negatively impacted by equipment reliability despite continued strong customer demand
  - Organizational changes implemented to improve reliability and efficiency; expect to see benefits in the future
- **B Plant**
  - Q2 revenue of \$0.8 million; YTD revenue of \$2.1 million
  - On track to contribute \$4-\$6 M/year in EBITDA run-rate by end of 2018
- **Hydrogenation/Distillation Units**
  - Continued progress, but volumes ramping at slower rate than anticipated – ongoing operational issues
  - Full functionality and expected \$6-\$8 M/year in EBITDA run rate delayed into 2019



# Transformation Plan

## ➤ People

- March 2018 – appointed Peter Loggenberg Chief Sustainability Officer
  - » Holds a PhD in Chemistry (Catalysis) and has over 25 years of experience in the chemical industry, especially new products
- May 23, 2018 – appointed Dick Townsend EVP, Chief Manufacturing Officer
  - » Brings many years of experience leading transformational change in manufacturing environments
- July 9, 2018 – appointed Mike Humby EVP – Commercial
  - » Brings more than 30 years of petrochemical industry experience with Eastman Chemical Company and PPG including leadership positions in procurement, sales, marketing, general business management and M&A

## ➤ Safety and Culture

- Behavior based safety program implemented – addressing the human factors
- Process Safety Management standardized across the company
- Operating discipline and accountability implemented in same way at both sites
- Organizational changes have been implemented to more clearly define roles and responsibilities and facilitate better organizational alignment
- Skills assessment gap analysis underway/robust training program to follow

# Transformation Plan - continued

## ➤ **Margin**

- Unlock additional value through customer/market segmentation
- Revamp custom processing selection (stage gate process) and implementation

## ➤ **Cost and Equipment Reliability**

- Focus on cost management and appropriate headcount
- “PI” system to provide conditioned, time stamped process control
- Advanced analytics package purchased to improve personnel
- Instituting online equipment monitoring system

## ➤ **Sustainability**

- Improve feedstock and logistics position for both SHR and TC
- Ethylene pipeline connection (close proximity)
- Understand significant global trends in the production/use of performance chemicals

# AMAK Mine Developments

## ➤ Operations

- 14,400 dmt sold in 2Q18
  - 6,400 dmt copper concentrate and 8,000 dmt zinc concentrate
- Concentrate quality, throughput rates and recoveries continued steady progress (brief recurrence of water quality issues in June)
- Equity in earnings of \$0.2 million in 2Q18
- Net profit before depreciation and amortization in 1H18 improved \$19.4 million from 1H17

## ➤ Exploration

- Drilling in Guyana and surrounding areas likely to continue through year end
- Guyana gold project pushed back six months
  - Commission Guyana Gold Project at end of 2019 (design slower, more time for drilling, financing)
- Drilling continues for Al Masane copper and zinc

## ➤ Precious Metal Circuit/SART

- Availability of PMC, SART capacity continue to improve
- Gold and silver sales doré sales now expected in 3<sup>rd</sup> quarter

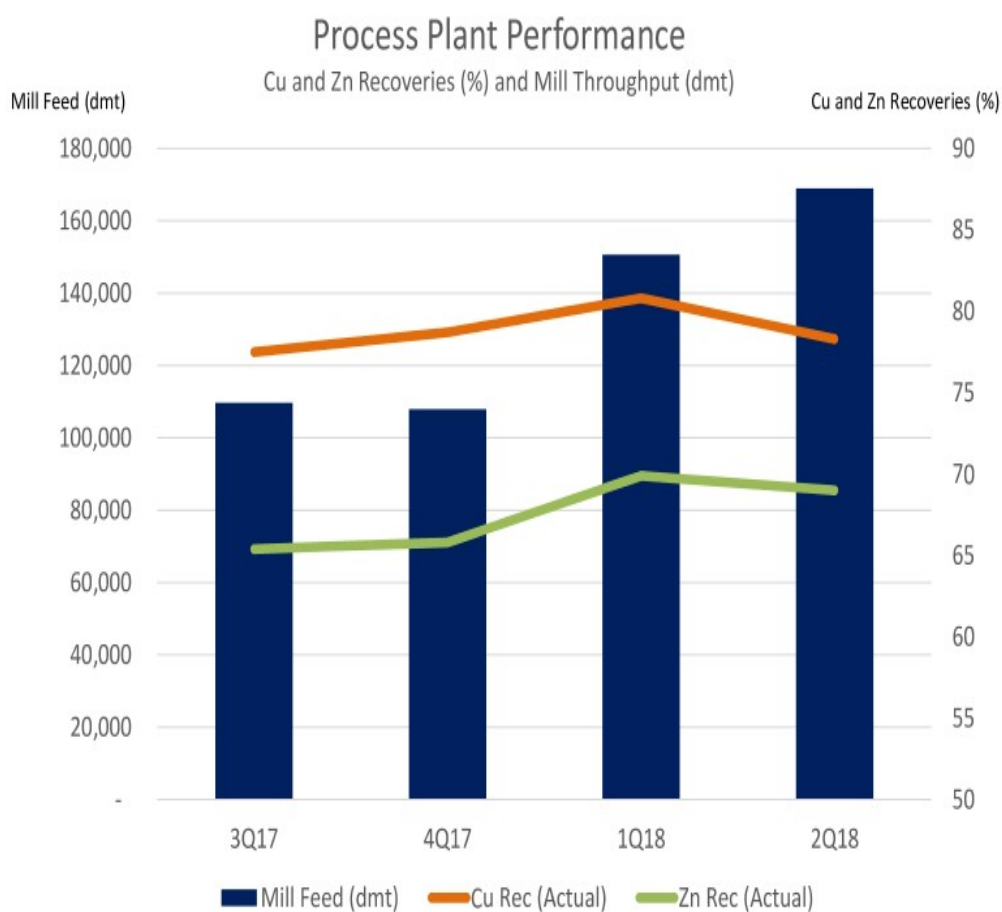
## ➤ Saudi Industrial Development Fund (SIDF) loan amended on July 8, 2018

- Repayment schedule adjusted and repayment terms extended through April 2024

## ➤ Growing consistency of operations and established cash flow generation enhances marketability

- Potential buyers approached in Q2
- Saudi investor most likely to purchase our position

# AMAK – Production Performance



# Financial Summary – 2<sup>nd</sup> Quarter 2018

	Q2 2018	Q1 2018	Q4 2017	Q3 2017	Q2 2017	2017	2016
Diluted EPS	\$ 0.09	\$ 0.09	\$ 0.56	\$ 0.07	\$ 0.03	\$ 0.72	\$ 0.78
Adjusted EPS <sup>1</sup>	\$ 0.08	\$ 0.08	\$ 0.12	\$ 0.09	\$ 0.12	\$ 0.44	\$ 0.44
Adjusted EBITDA <sup>1</sup>	\$ 6.2	\$ 7.2	\$ 8.5	\$ 7.5	\$ 8.4	\$ 31.7	\$ 31.0
Adj EBITDA Margin <sup>1</sup>	9.1%	10.0%	12.8%	12.2%	13.5%	12.9%	14.6%
Cap Ex <sup>2</sup>	\$ 4.4	\$ 11.0	\$ 12.3	\$ 11.5	\$ 13.9	\$ 51.6	\$ 40.5
Debt <sup>3</sup>	\$ 105.4	\$ 107.5	\$ 99.6	\$ 89.7	\$ 89.8	\$ 99.6	\$ 84.0

<sup>1</sup> see GAAP reconciliation

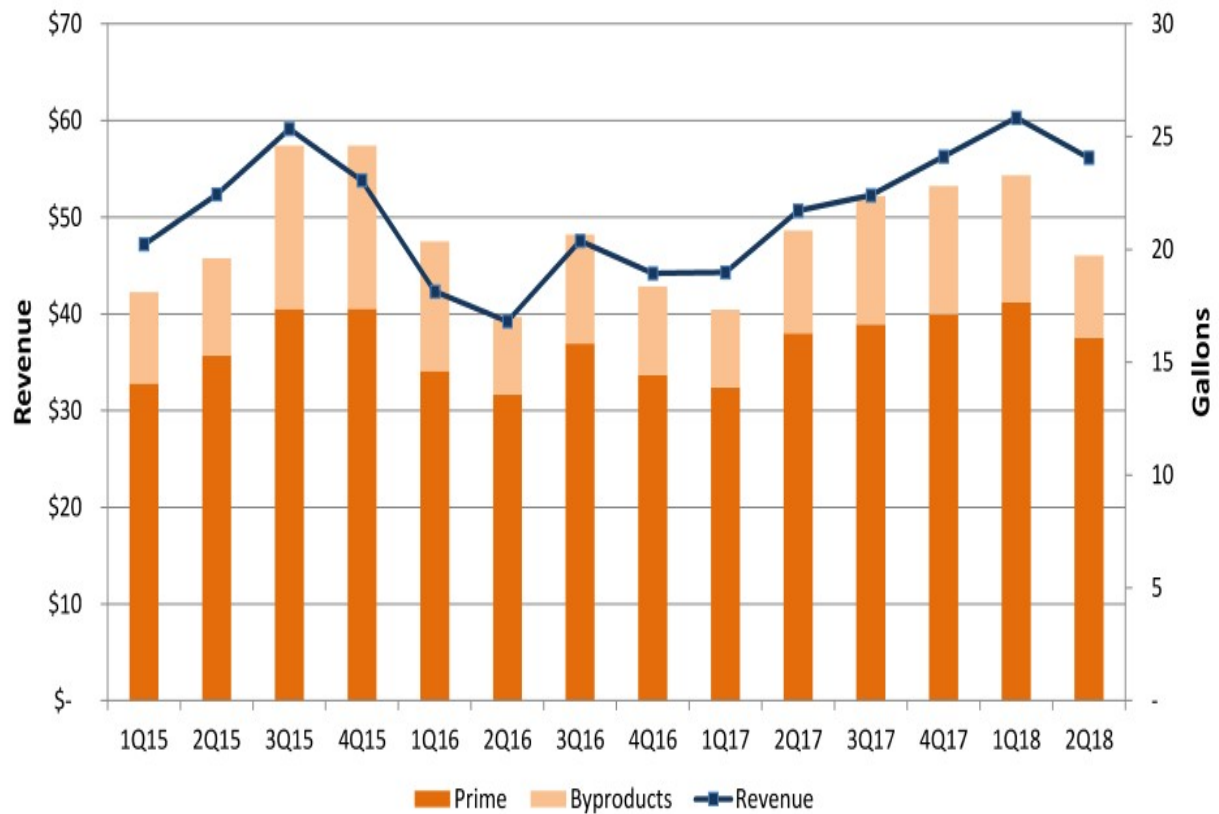
<sup>2</sup> 2016 includes B Plant

<sup>3</sup> Excludes debt issuance costs

- Adjusted EBITDA was \$6.2 million as compared to \$8.4 million in the second quarter 2017 and \$7.2 million in the first quarter 2018
- Adjusted EBITDA Margin of 9.1% is down from 2Q17 due to increases in feedstock costs and higher operating costs at SHR
- Cap Ex of \$4.4 million for the second quarter of 2018 is down from \$11.0 million in the first quarter 2018 and \$13.9 million in the second quarter of 2017
- Debt at June 30, 2018 of \$105.4 million including revolver balance of \$45.0 million
- Refinanced credit facility: extended maturity to July 2023, revolver upsized to \$75 million, lower pricing and financial covenant flexibility

# Petrochemical Revenue & Volume Summary

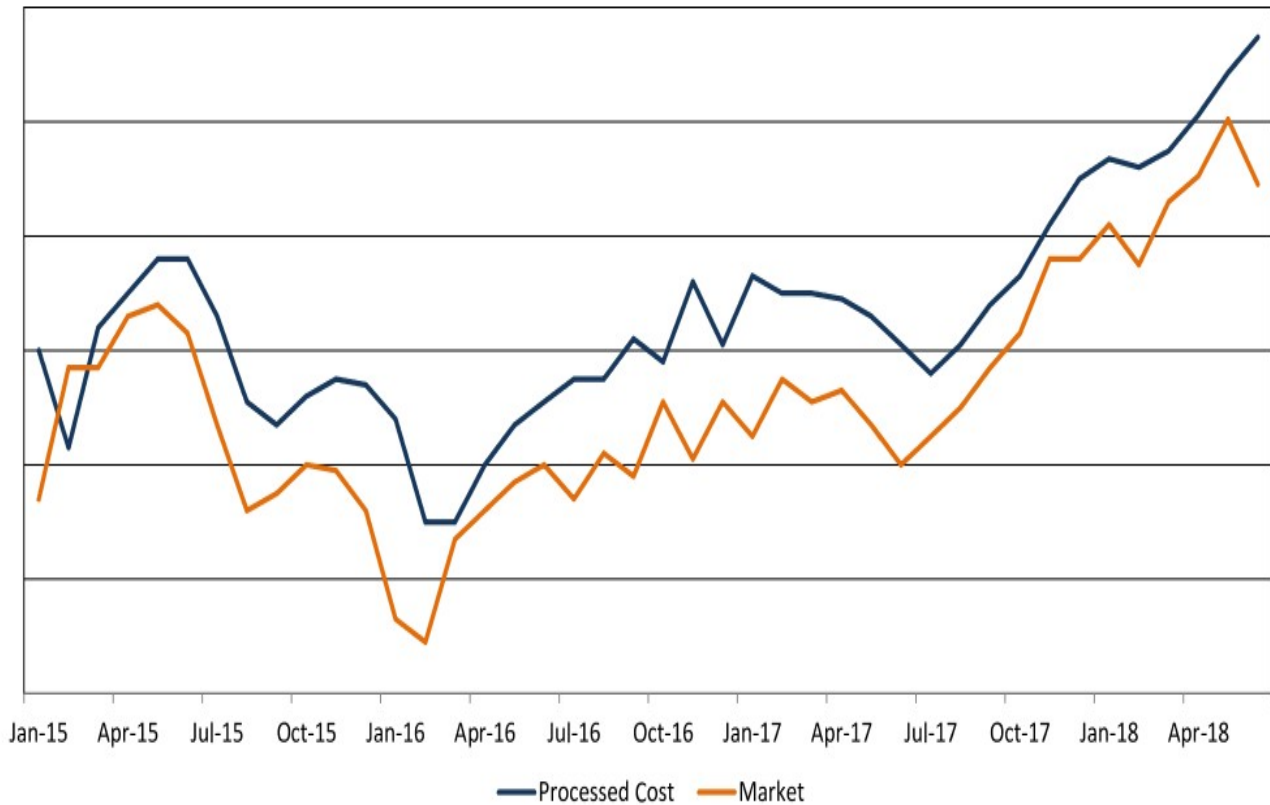
**Petrochemical Sales Revenue and Volume**  
(in millions)





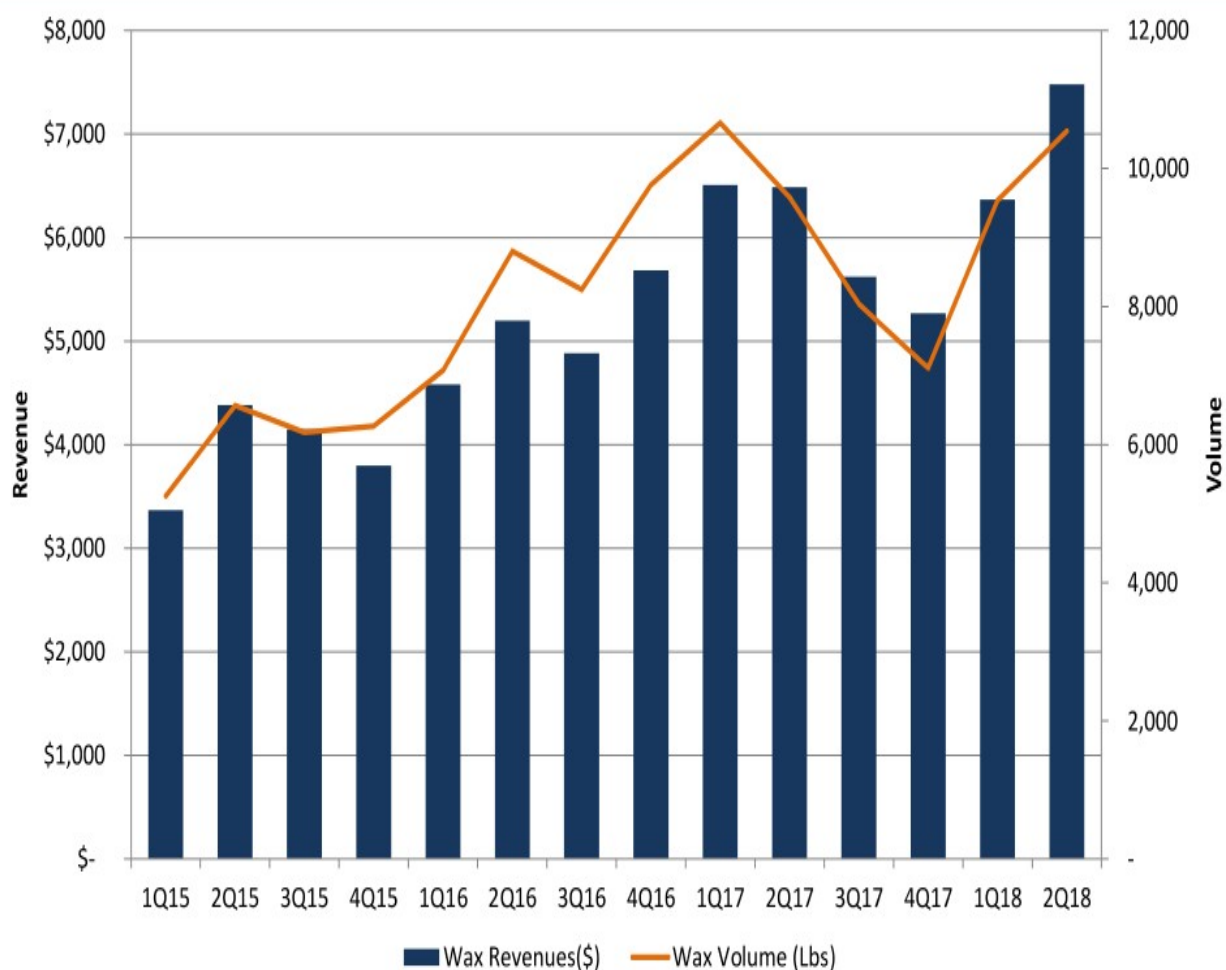
# Petrochemical Feed Cost Summary

Processed Feedstock Cost versus Market Price  
(per gallon)



# Trecora Chemical: Wax Volume and Revenue

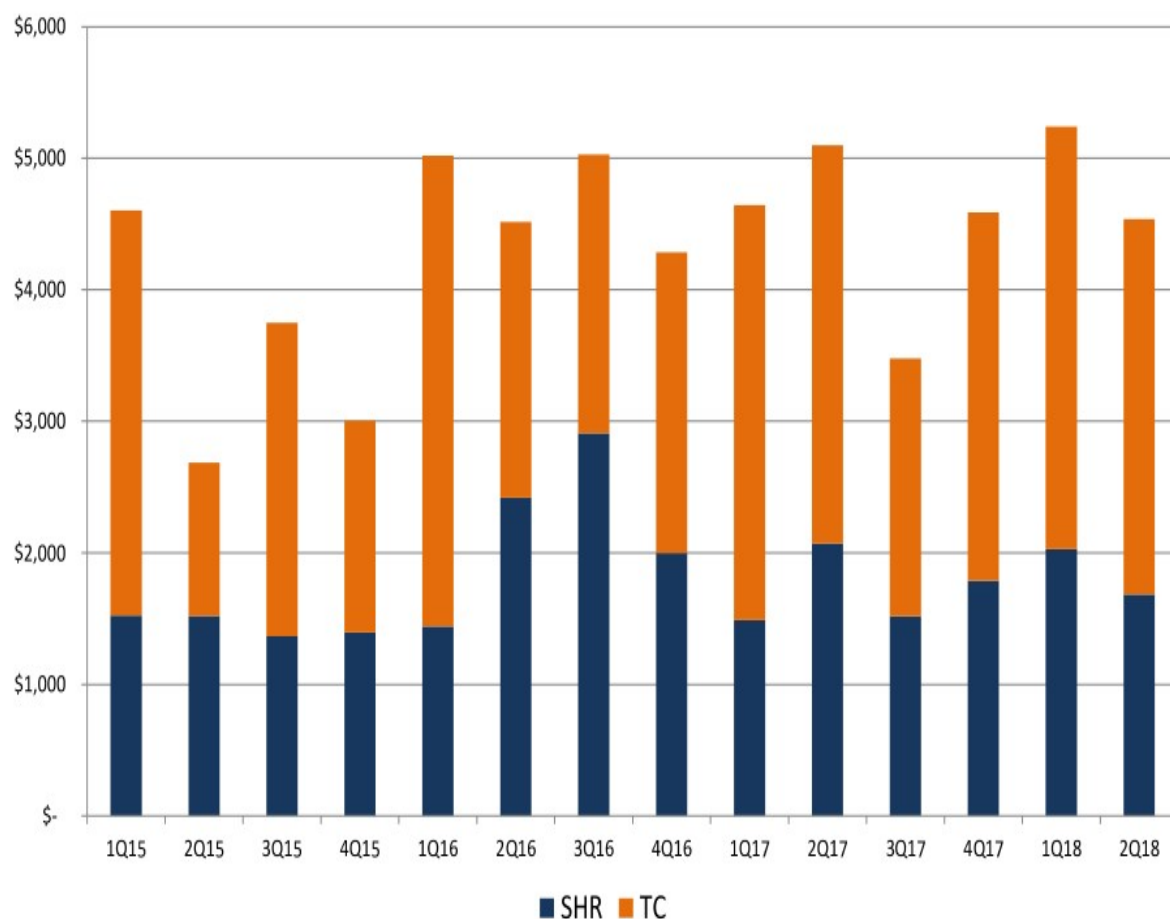
(in thousands)





# SHR and TC Custom Processing Revenue

(in thousands)



# Closing Remarks

## ➤ Disappointing quarter

- Prime product volume pressured by customer-specific operational issues
- Margin pressures from lower revenue (economies of scale) and expenses related to Advanced Reformer commissioning / rail freight

## ➤ The good news

- \$100+ million capital plan completed
- Advanced Reformer commissioned (early July)
- Full focus now on execution
- Record wax revenue and strong wax volumes
- AMAK generated \$8 million in Q2 net profit before depreciation and amortization; \$15.3 million YTD

## ➤ Industry opportunities

- Expanding petrochemical production capacity
- Stronger demand from polyethylene manufacturers; next PE facility start-up in Q4
- Custom processing demand remains high
- Second oil sands mine revenues

## ➤ Catalysts to drive revenue and profitability growth

- Continued growth in prime products sales volume
- Advanced Reformer unit will increase byproduct value driving margins higher
- People and process changes designed to sharpen focus on operational excellence
- Continued progress on hydrogenation/distillation unit at TC will contribute to revenue growth
- Renewed focus on driving value and volume will solidify competitive position
- AMAK contributing equity in earnings – continued operating improvements and consistent cash generation enhance the opportunity for monetization of investment in mine

# Q&A

## Thank You

Please visit our websites:

[www.trecora.com](http://www.trecora.com)

[www.southhamptonnr.com](http://www.southhamptonnr.com)

[www.TrecChem.com](http://www.TrecChem.com)

[www.amak.com.sa](http://www.amak.com.sa)

# Appendix

## RECONCILIATION OF SELECTED GAAP MEASURES TO NON-GAAP MEASURES<sup>(1)</sup>

	Three months ended					Twelve months ended	
	6/30/2018	3/31/2018	12/31/2017	9/30/2017	6/30/2017	12/31/2017	12/31/2016
NET INCOME	\$ 2,215	\$ 2,352	\$ 13,972	\$ 1,718	\$ 832	\$ 18,009	\$ 19,428
Bargain purchase gain	-	-	-	-	-	-	11,549
Equity in earnings (losses) of AMAK/Gain on equity issuance	228	230	900	(897)	(3,298)	(4,261)	1,689
Taxes at statutory rate <sup>(2)</sup>	(48)	(48)	(189)	314	1,154	895	(4,633)
Tax effected equity in AMAK	180	182	711	(583)	(2,144)	(3,366)	\$8,605
Tax rate change			\$10,307			\$10,307	
Diluted weighted average number of shares	25,014	25,231	25,202	25,157	25,034	25,129	24,982
Estimated effect on diluted EPS	\$0.01	\$0.01	\$0.44	(\$0.02)	(\$0.09)	\$0.28	\$0.34
Diluted EPS	\$0.09	\$0.09	\$0.56	\$0.07	\$0.03	\$0.72	\$0.78
Adjusted EPS	\$0.08	\$0.08	\$0.12	\$0.09	\$0.12	\$0.44	\$0.44

	Three months ended					Twelve months ended	
	6/30/2018	3/31/2018	12/31/2017	9/30/2017	6/30/2017	12/31/2017	12/31/2016
NET INCOME (LOSS)	\$ 2,215	\$ 2,352	\$ 13,972	\$ 1,718	\$ 832	\$ 18,009	\$ 19,428
Interest	815	878	822	795	678	2,931	1,985
Taxes	596	590	(9,129)	577	332	(7,159)	10,504
Depreciation and amortization	191	196	217	246	205	872	761
Depreciation and amortization in cost of sales	2,837	2,829	2,778	2,564	2,363	10,089	9,016
EBITDA	6,654	6,846	8,660	5,900	4,410	24,742	41,694
Share based compensation	(220)	592	702	716	656	2,707	2,552
Bargain purchase gain	-	-	-	-	-	-	(11,549)
Gain from additional equity issuance by AMAK	-	-	-	-	-	-	(3,168)
Equity in losses of AMAK	(228)	(230)	(900)	897	3,298	4,261	1,479
Adjusted EBITDA	\$ 6,206	\$ 7,208	\$ 8,462	\$ 7,513	\$ 8,364	\$ 31,710	\$ 31,008
Revenue	68,106	71,741	65,978	61,508	62,115	245,143	212,399
Adjusted EBITDA Margin (adjusted EBITDA/revenue)	9.1%	10.0%	12.8%	12.2%	13.5%	12.9%	14.6%



(1) This presentation includes non-GAAP measures. Our non-GAAP measures are not meant to be considered in isolation or as a substitute for comparable GAAP measures and should be read only in conjunction with our consolidated financial statements prepared in accordance with GAAP.

18

(2) Statutory tax rate of 35% used for 1Q17, 2Q17, 3Q17, FY16 and 21% used for 4Q17, FY2017, 1Q18, 2Q18

