

# Methanex Investor Day

## John Floren

September 2017



A RESPONSIBLE CARE® COMPANY

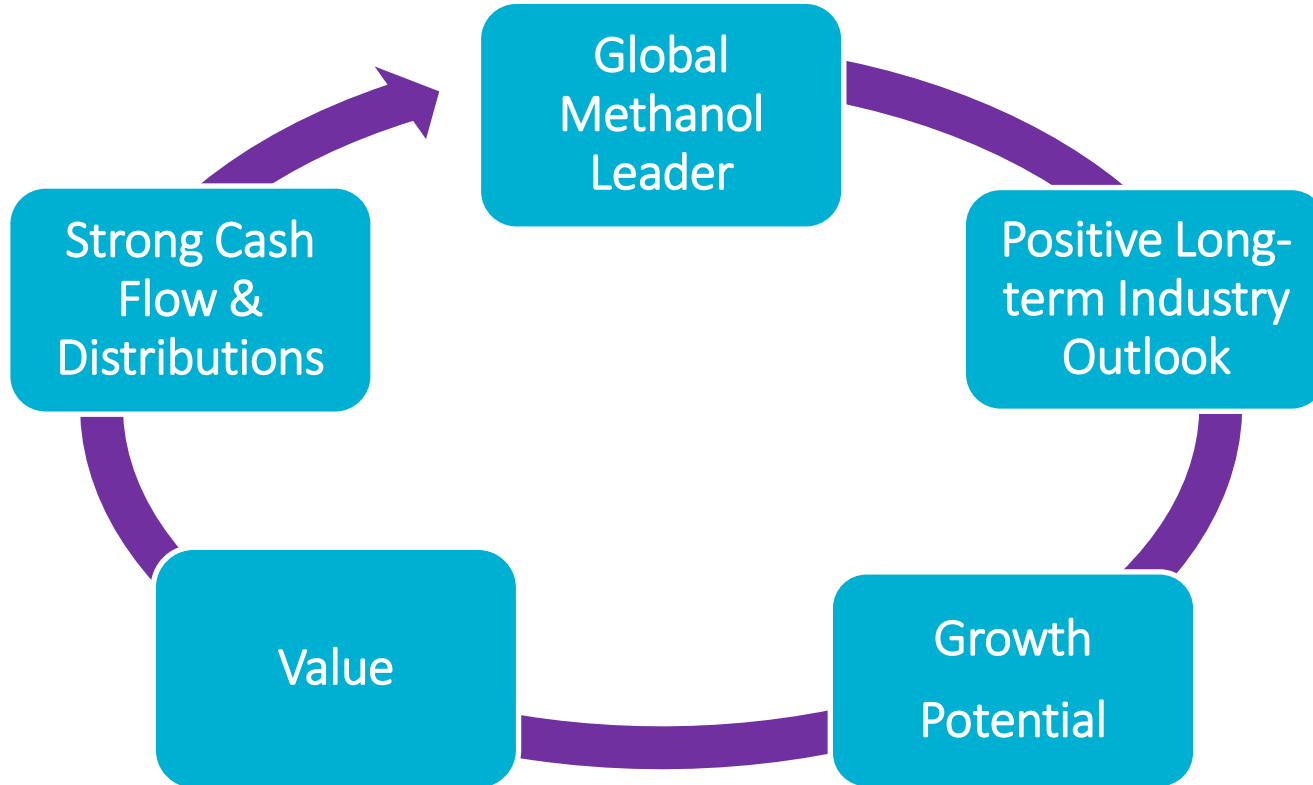


# Forward-looking Statements & Non-GAAP Measures

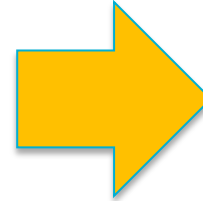
Information contained in these materials or presented orally on the earnings conference call, either in prepared remarks or in response to questions, contains forward-looking statements. Actual results could differ materially from those contemplated by the forward-looking statements. For more information, we direct you to our 2016 Annual MD&A and our second quarter 2017 MD&A, as well as the last slide of this presentation.

This presentation also contains certain non-GAAP financial measures that do not have any standardized meaning and therefore are unlikely to be comparable to similar measures presented by other companies. For more information regarding these non-GAAP measures, please see our 2016 Annual MD&A and our second quarter 2017 MD&A.

# Investment Opportunity



# Methanex Strategy



Methanex  
VISION:

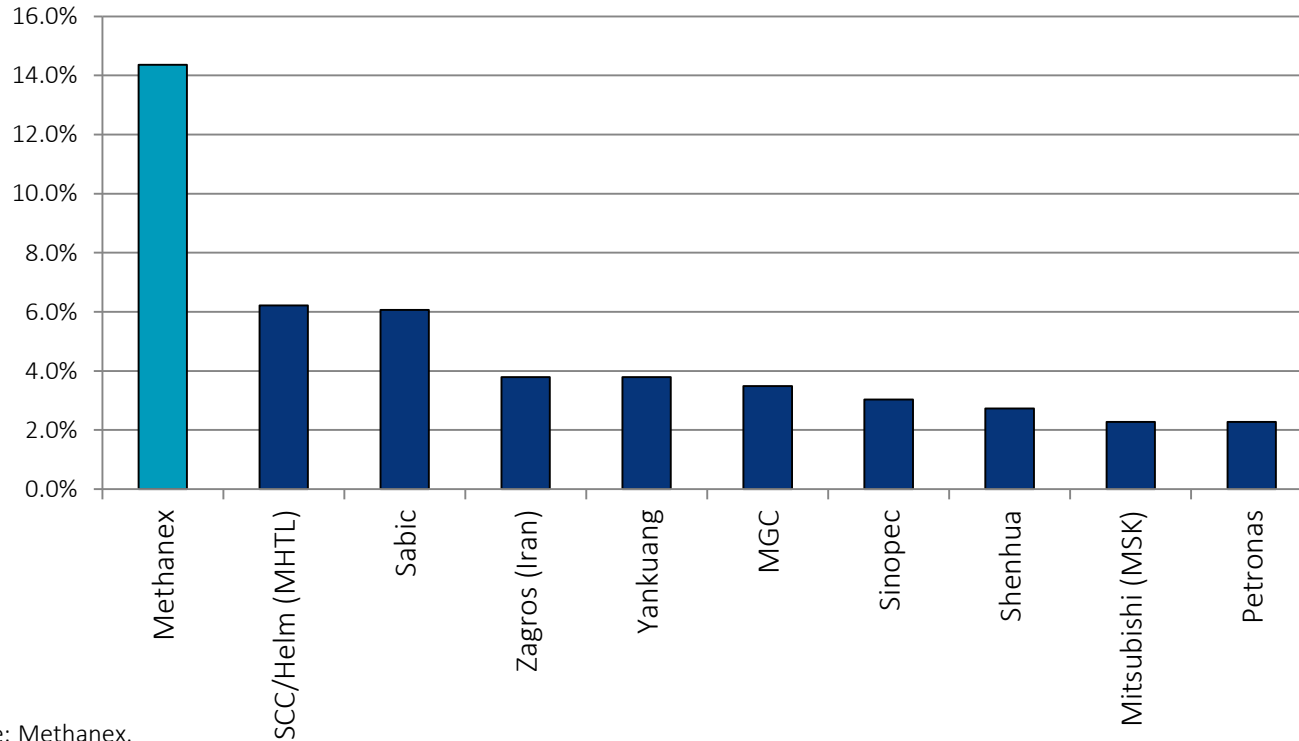
Global  
Methanol  
Leadership

# Leadership - Commitment to Responsible Care®



# Leadership - Market Share

2016 Estimated Market Share (%)



Source: Methanex.

# Operational Excellence

*Relentless pursuit of capturing hearts and minds*





# Low Cost

Competitive, Low Risk Assets



Responsive Cost Structure

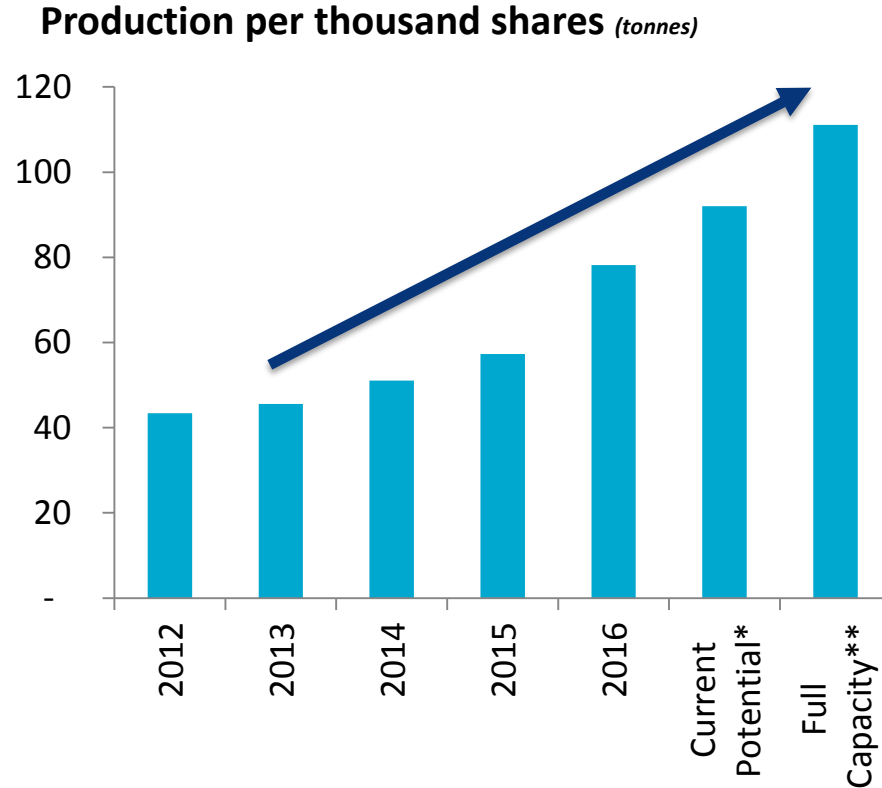


Strong Balance Sheet and Liquidity





# Shareholder Value Creation



**January 1, 2012- June 30, 2017:**  
> \$2 billion invested in company  
> \$1 billion returned to shareholders



*Impressive increase in cash-flow  
capability per share*

\* Current potential = 7.7 mm MT production in North America (2.6); Trinidad (1.7); New Zealand (2.2 MM MT); Chile & Egypt (1.2). Assumes completion of current 10% share buyback.

\*\* Full capacity includes 100% nameplate at all plants.

# Marketing & Logistics

Vanessa James

Senior Vice President,  
Global Marketing & Logistics



A RESPONSIBLE CARE® COMPANY



# Marketing and Logistics - Agenda



- General Market Update
- Demand
  - MTO – a Deeper Dive
  - Emerging Demand Applications
- Supply
  - Industry Capacity Additions
  - China Supply Fundamentals
- Methanol Price Dynamics

# Market Update - 2017 Highlights

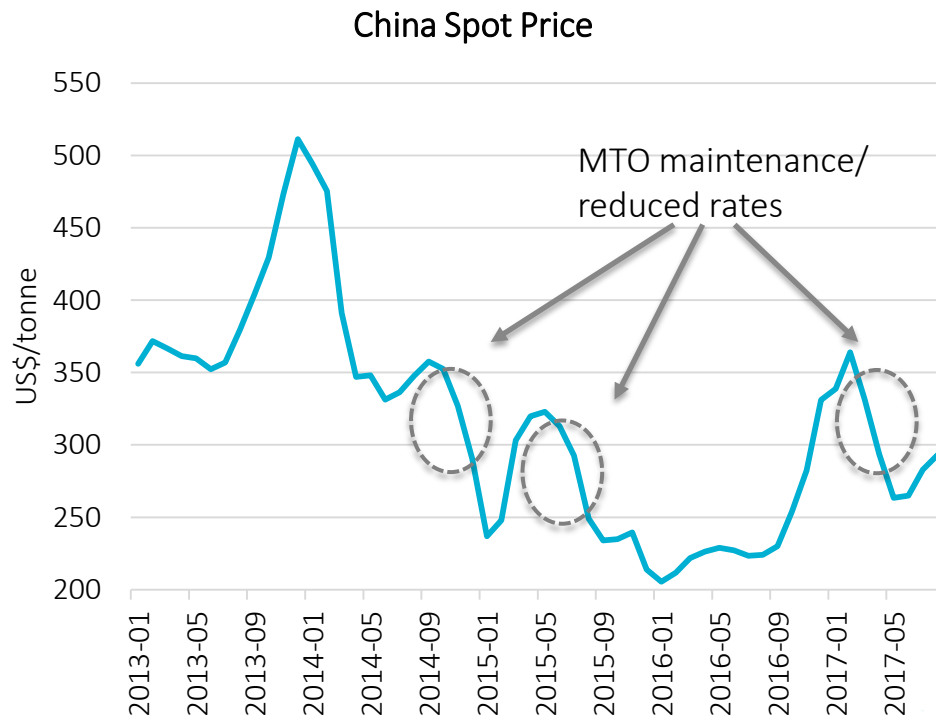
*Strong fundamentals with price volatility*

- Strong demand versus 2016 driven by new MTO capacity
- Lower MTO demand in H1-17 due to plant maintenance and technical issues
- Solid growth from traditional applications (5% year-over-year in Q2-17)
- Global methanol supply impacted by a number of plant outages in H1 2017
- Methanol industry has operated well in Q3, typical of summer months
- Inventory levels in China remain low

# Market Update

## *Methanol price*

- Significant price volatility 2015-17
  - MTO start-ups caused large demand swings as new projects worked through technical issues
  - Declining energy and olefins pricing also impacted methanol affordability
  - We believe longer-term price fundamentals show strong demand growth and measured supply

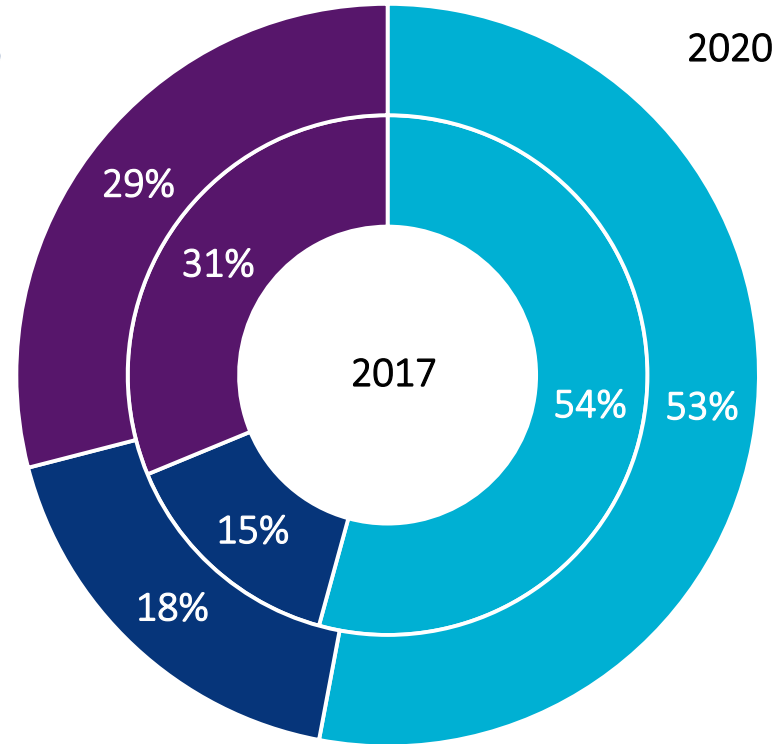


Source: Methanex, June 30, 2017

# Methanol Demand

## *Evolution of global demand composition*

- Traditional demand forecast to represent approximately half of global demand by 2020
- Expect strong methanol demand growth from MTO over the coming years from existing capacity and new 2018 start-ups

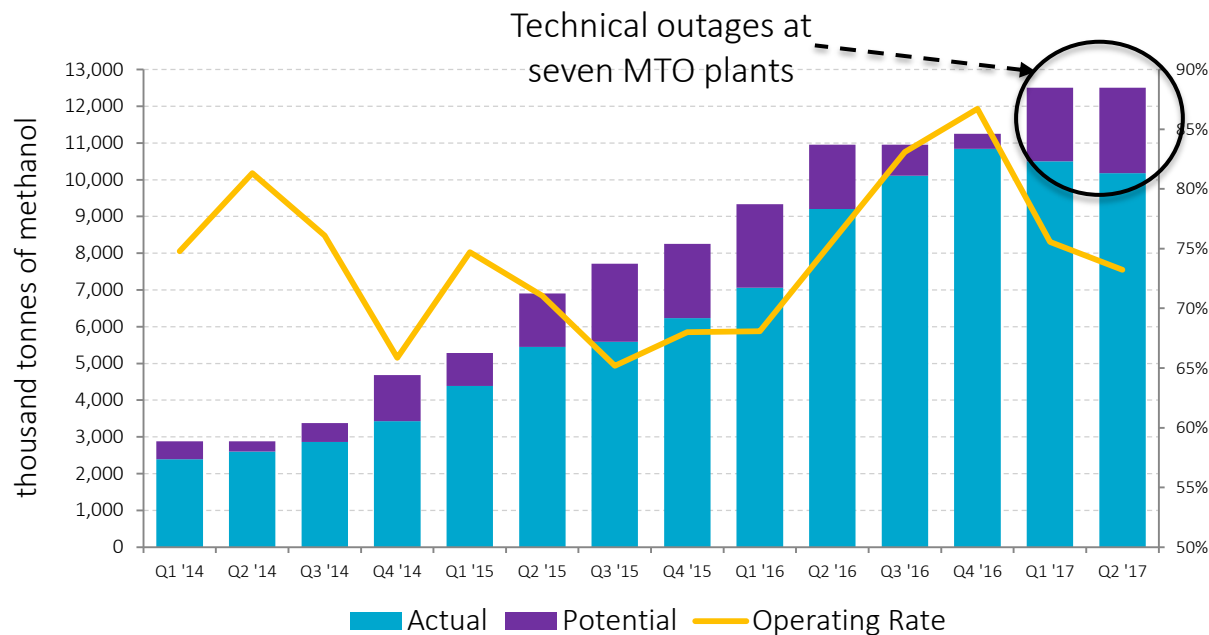


■ Traditional Demand ■ MTO ■ Other Energy Demand

Source: IHS Chemical, Chemical Supply and Demand Balance Update 2017



# MTO Leading Demand Growth

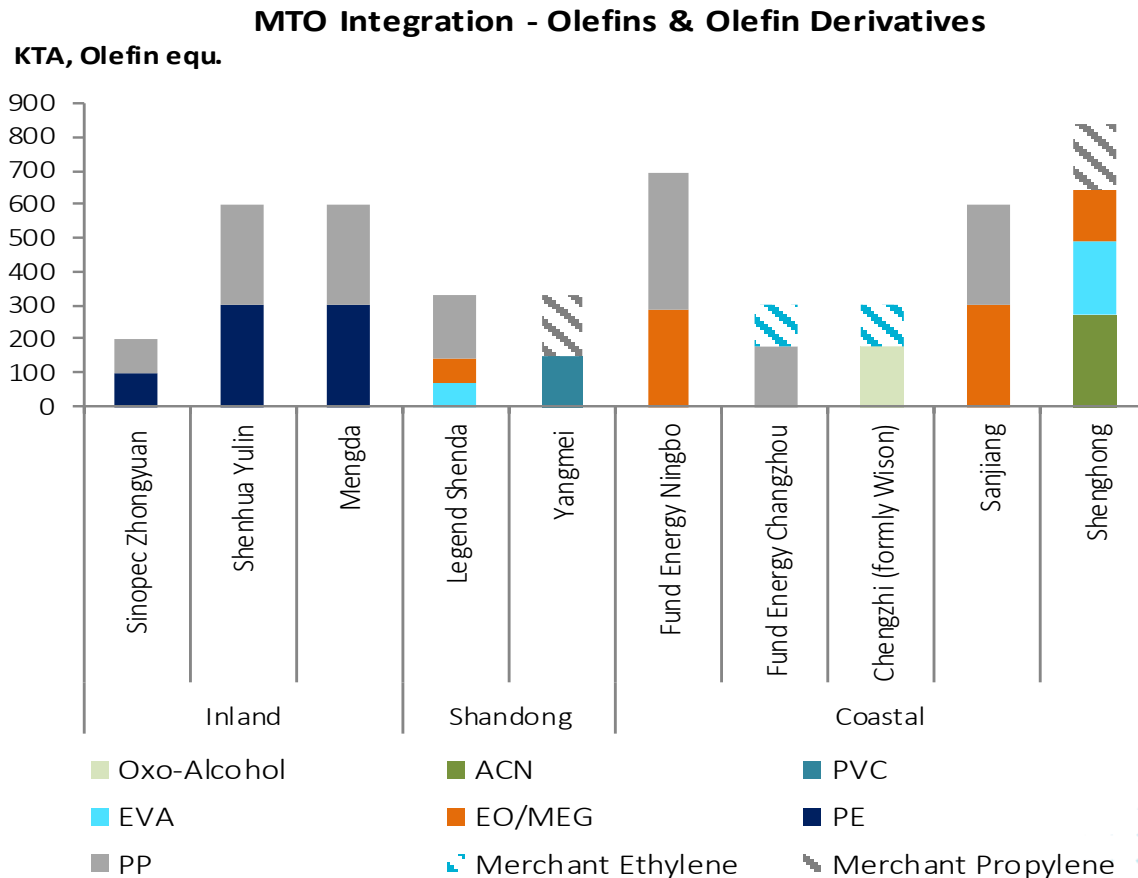


\* Potential demand based on 90% operating rate. Excludes demand and capacity for methanol-to-propylene plants ("MTP")

- Strong growth in MTO capacity and demand in last three years
- Planned / unplanned technical outages at 7 MTO plants in H1-17
  - Demand impact ~1.3 million tonnes
- Three new MTO plants expected to be completed in 2018 (demand potential > 3 million tonnes)

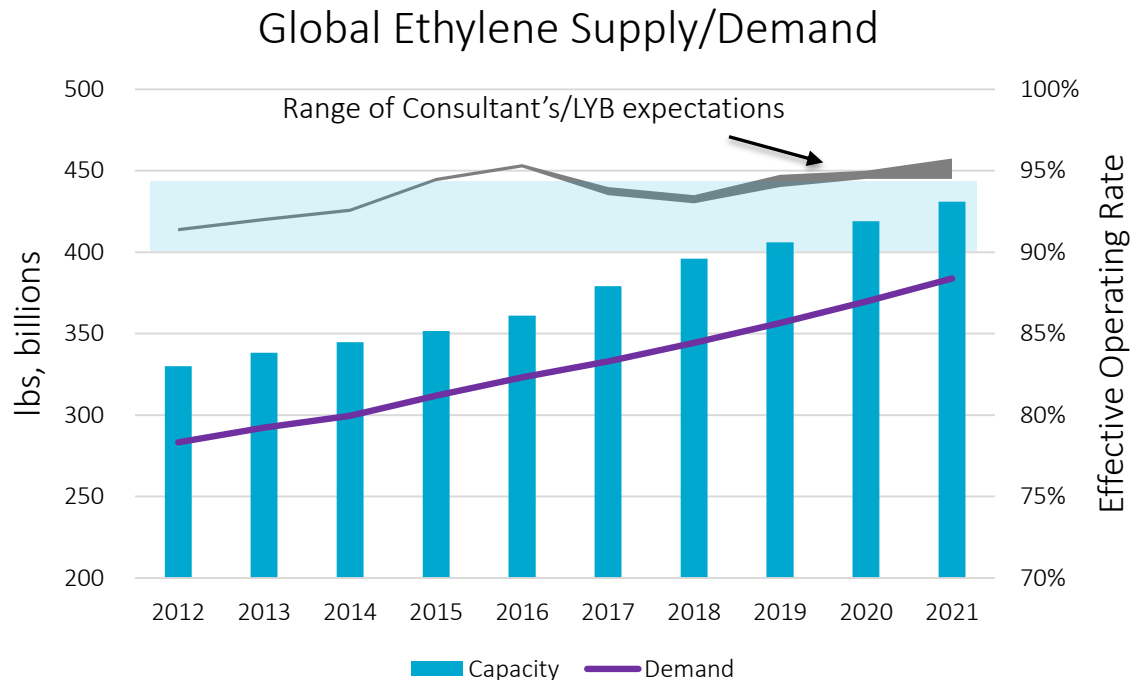
# MTO Integration

- Olefins downstream integration adds resilience to overall MTO economics
- Out of these 10 plants, four are integrated with PP/PE, and six are integrated further downstream



# Olefins Industry Outlook

- Estimated 2017-2020 global ethylene operating rates are above 2010-2016
- Range of estimates show 2018 dip in operating rates, and higher rates by 2019
- Potential for demand shocks or further supply delays to impact demand/supply balance



# Emerging Energy Applications

*Represent significant upside potential for long term demand*



**Marine Fuel**



**Fuel Blending**  
(low and high level  
blends)



**Methanol to  
Power**  
(large scale &  
industrial boilers)



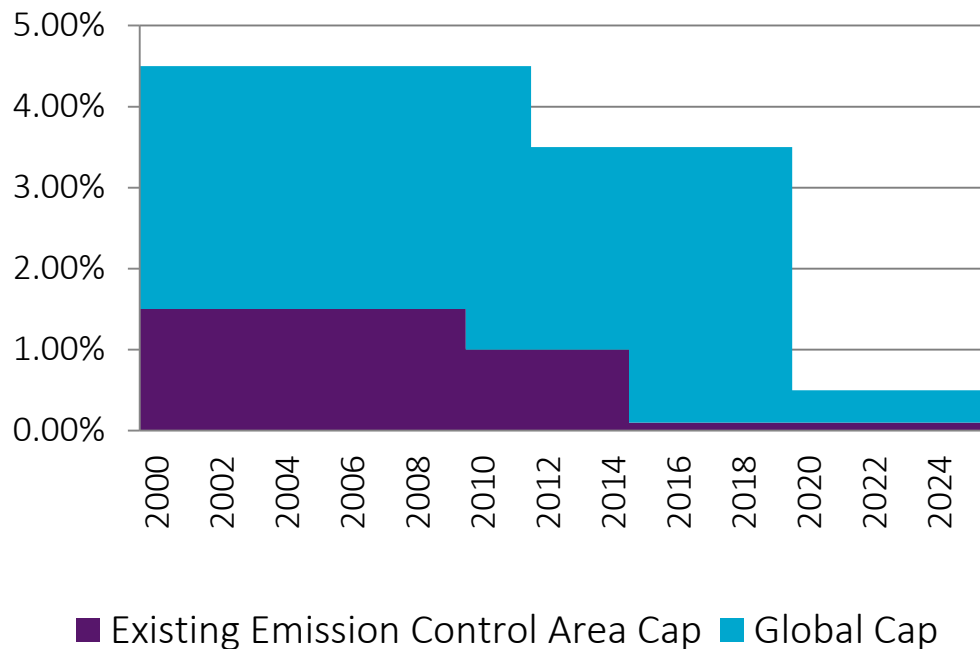
**Responsible Care**

## MONITORING :

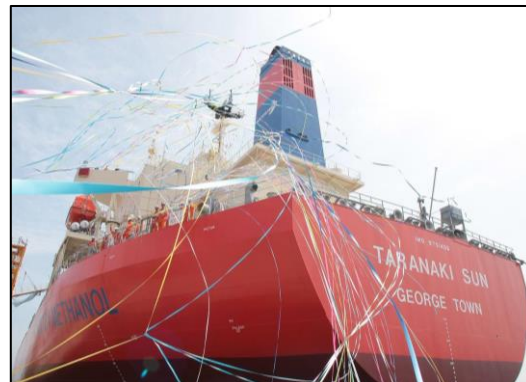
- Diesel vehicle fuel replacement – DME, dual fuel etc.
- DME – LPG Blending
- Methanol to Gasoline
- Methanol Fuel Cells

# Emerging Market – Marine Fuel

## IMO Current and Future Sulphur Limits



Source: IMO



# R&D / Commercialization

*A number of projects are underway*



**Large Engine Market**  
(cruise ships and ferries)



**Small Engine Market**  
(i.e. tug and barge)



**China Market**  
(methanol fuel  
standard development)



# Fuel Blending in China

*China fuel demand growth expected to continue*



A low-emission fuel



High-octane – improving performance and efficiency



An economical option



Can be made from renewable sources



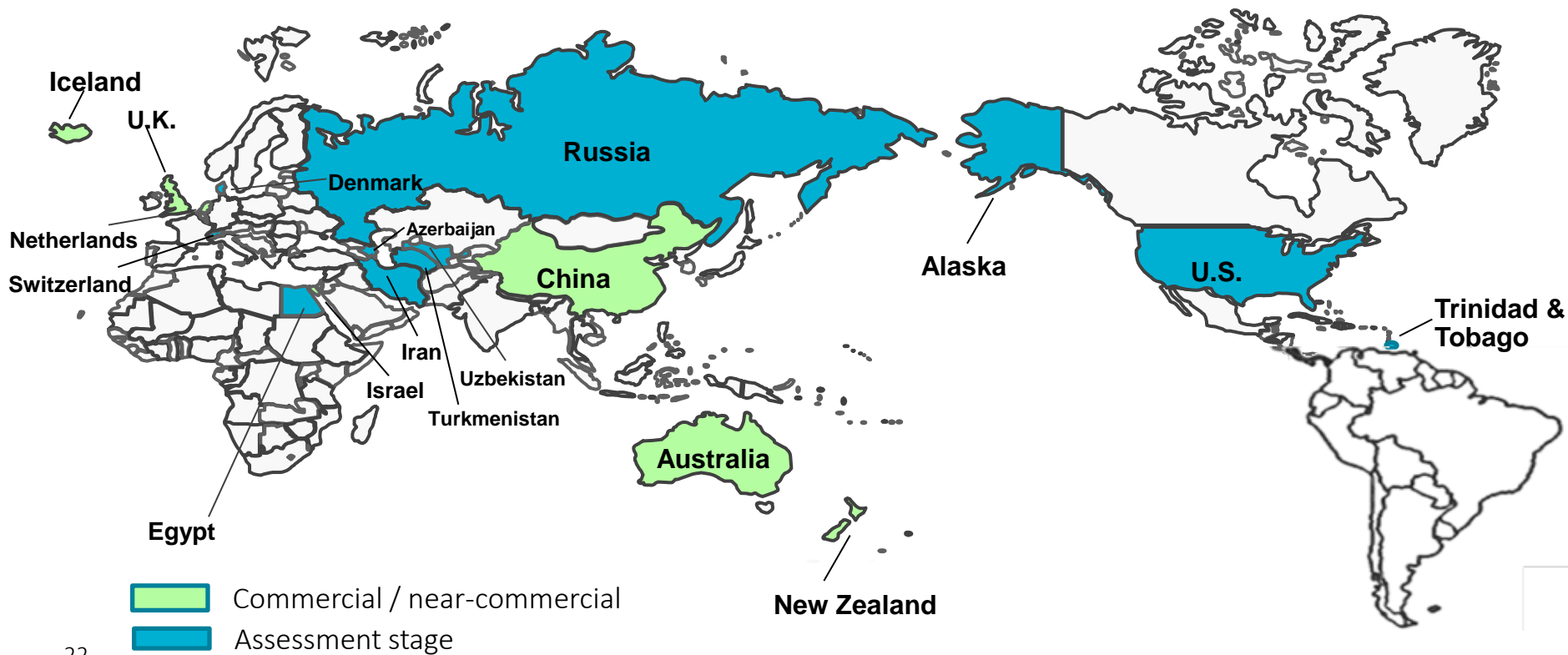
Used in vehicles worldwide



Accessible around the world

- High level blending growth driven by environmental needs for clean alternative energy
- Low level blending growth driven by overall gasoline consumption growth in China

# Methanol Fuel Blending Growing Outside China



# Emerging Market - Industrial Boilers

*Significant Potential Opportunity in China*



## Environmentally Friendly

- reduction of PM, SOX, and NOX



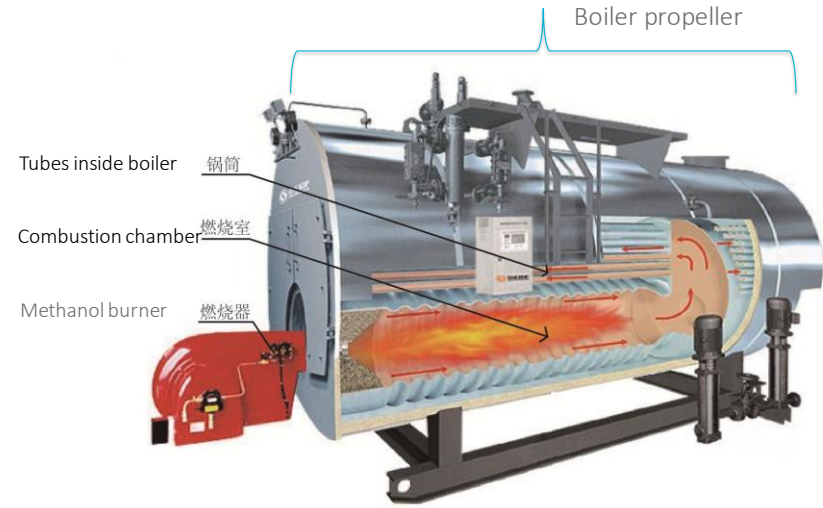
## Technology-Ready

- burner developed
- propeller compatible



## Economically Competitive

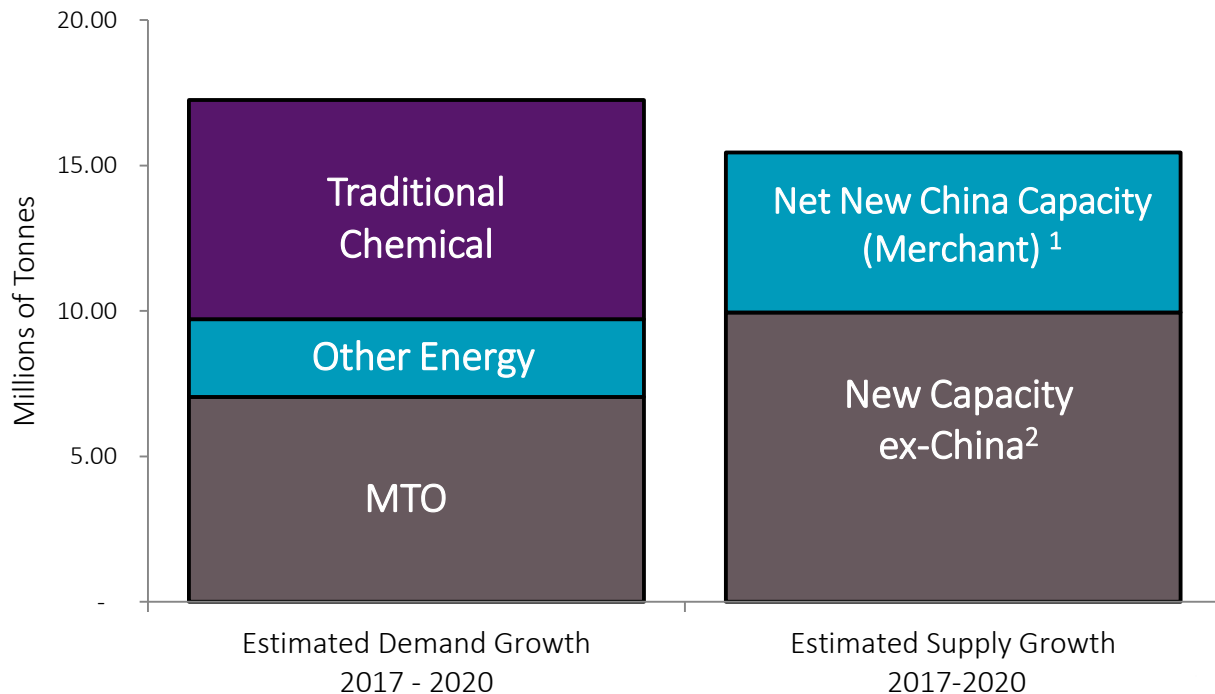
- moderate infrastructure investment
- low fuel cost



- 1/2 million coal-fueled boilers in China = (~500+ MM tpa annual methanol demand equivalent)

# Demand and Capacity

- Demand growth expected to outpace capacity additions
- Supply growth centered in the Americas, Iran and China



## Sources:

- Demand from IHS Chemical, "Chemical Supply and Demand Balance Update 2017." Excludes demand from upstream-integrated coal-to-olefins plants. Supply Estimates: Methanex

- 1 Expected new China capacity net of expected supply rationalization
- 2 New capacity ex-China includes: North America (OCI 1.8, Yuhuang 1.8); Middle East (Iran 4.2, other 0.2) and Other Atlantic (Russia 0.5, Other 1.4).

# Iran Capacity Additions

*Timing and operations are key supply variables in the short term*

## Iran capacity:

- 5 million tonnes current capacity has variable operating rate track record due to gas and marketing constraints and technical issues
- Two plants with ~4 million tonnes capacity anticipated in 2018; uncertain operating rates
- Other projects have uncertain completion or start-up timing

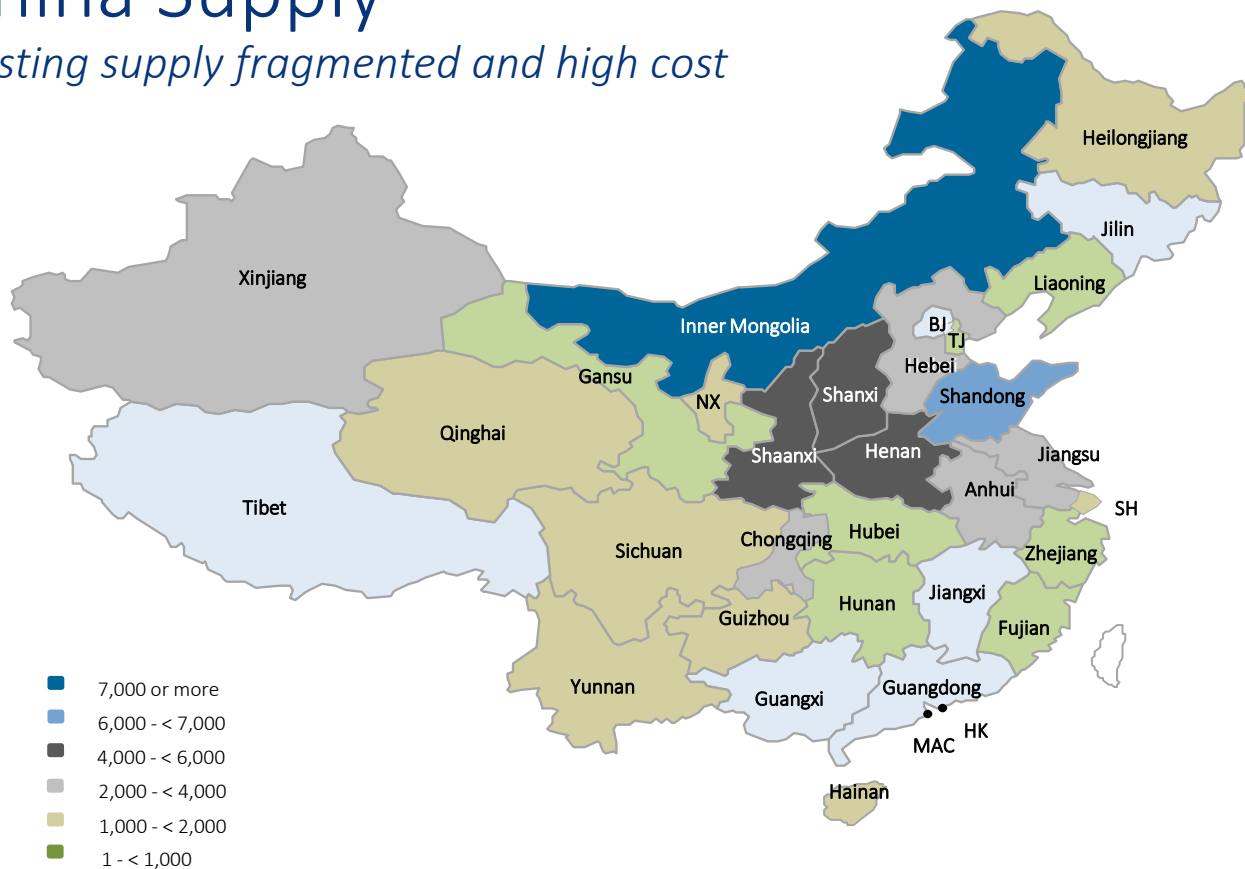
## Key challenges :

- Upstream infrastructure development required
- Competition for domestic gas
- Geopolitical uncertainties and sanctions risks



# China Supply

*Existing supply fragmented and high cost*



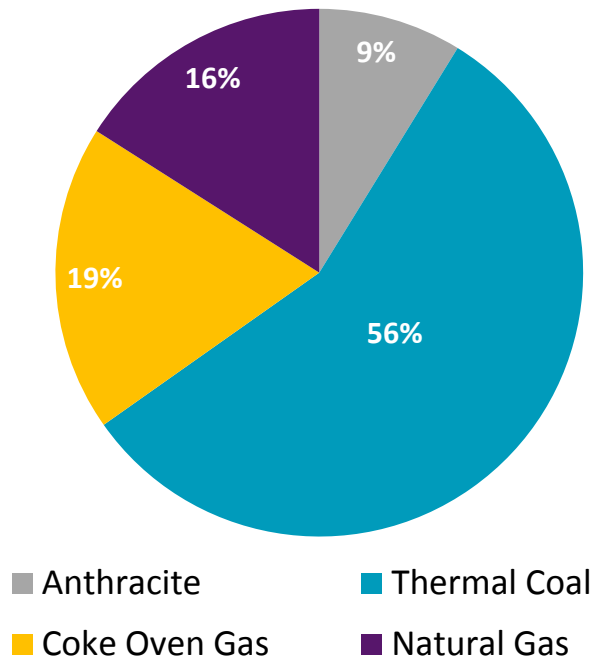
- 56 MMT capacity spread over 25 provinces
- ~175 plants
- Plants with capacity > 600,000 tonnes per annum account for only 16% of capacity



# China Capacity Composition

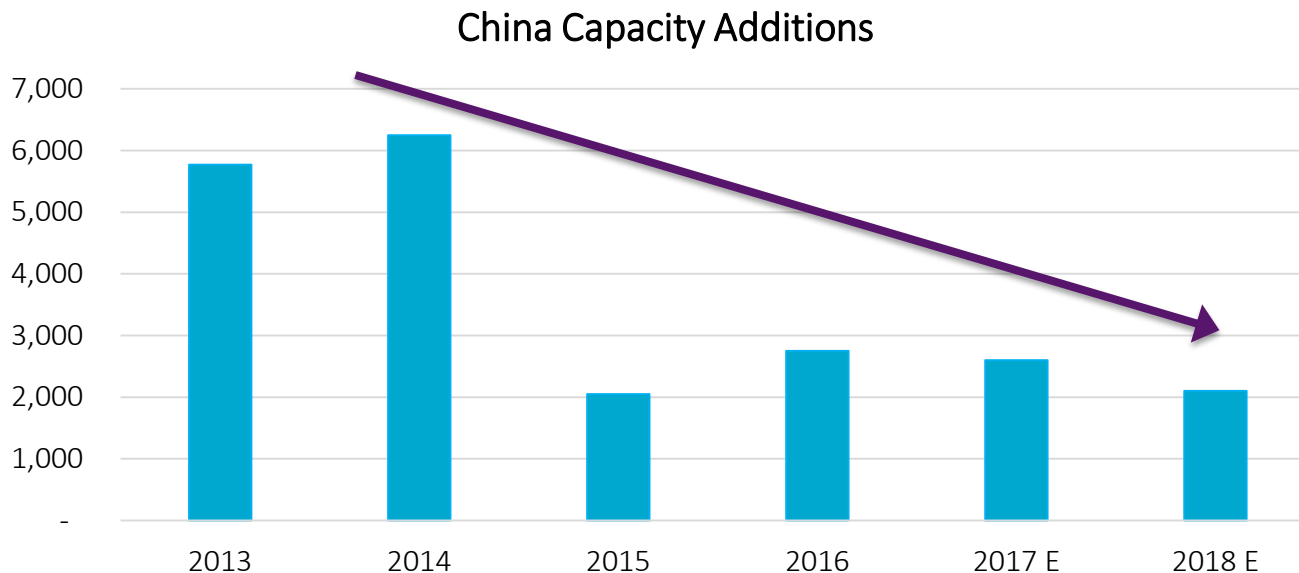
| <u>Feedstock</u>   | <u>Industry</u><br><u>OR</u> | <u>Total</u><br><u>Capacity</u><br><u>(MMTA)</u> | <u>No. of</u><br><u>Plants</u> |
|--------------------|------------------------------|--|--------------------------------|
| Anthracite<br>Coal | 57%                          | 5.5  | 27                             |
| Thermal Coal       | 73%                          | 30.5   | 73                             |
| Coking Gas         | 47%                          | 10.5   | 57                             |
| Natural Gas        | 34%                          | 9.1  | 18                             |

China Capacity by Feedstock



# China Methanol Capacity Growth is Slowing

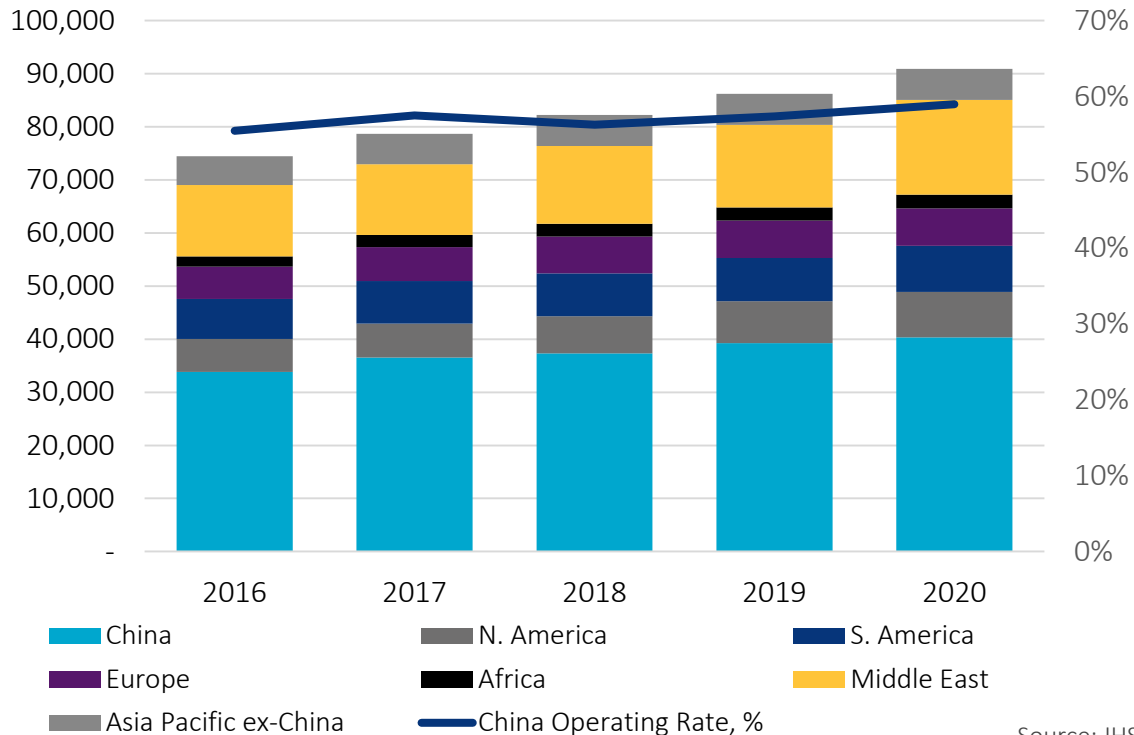
KMT



- Pace of new capacity additions has slowed down in China due to regulation restrictions.
- Project announcements are mostly expansions or with downstream integration.

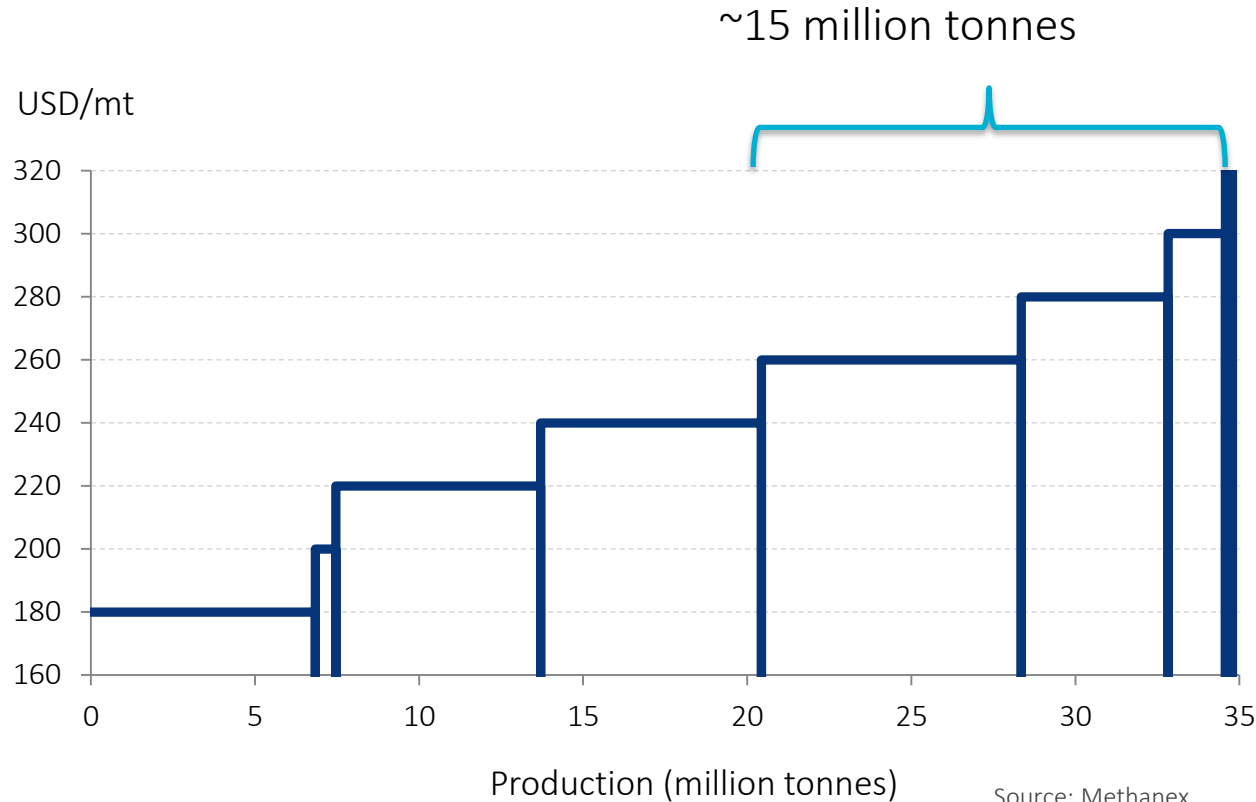
# China Operating Rates Required to Increase

2016-2020 Global Supply and China Operating Rate



- China needs to improve operating rates to meet increased demand
- Limited potential to increase lower-cost coal production by 2021

# China Methanol Cost Curve (Q3, 2017)



- Substantial cost curve support
- High end of curve at \$280-320 range
- Estimated ~ 15 million tonnes capacity in operation with costs > \$260/tonne

# China Coal Price

- Coal prices impact cost curve, but not at highest end
- Government announced a targeted range of RMB500-570 in January 2017 for 5500 kcal coal FOB QHD
- Current prices slightly above target range



Source: Bloomberg

# Factors Influencing Methanol Price

## Methanol Price Upside

- Higher energy price environment (oil and derivatives; coal)
- New methanol capacity delays
- Reduced availability of inputs (gas)
- Higher input costs for marginal producers (gas or coal)
- New demand applications
- Geo-political risk in countries with methanol capacity

## Key Price Driver Impact

Affordability ↑  
Supply ↓  
Supply ↓  
Marginal Cost ↑  
Demand ↑  
Supply ↓

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## Methanol Price Downside

- Lower energy price environment (oil and derivatives; coal)
- Slowdown in global and/or China economic growth
- Higher than expected capacity additions
- Lower input costs for marginal producers (gas or coal)

Demand, MC,  
Affordability ↓  
Demand ↓  
Supply ↑  
Marginal Cost ↓



# Summary

- Recent price volatility due to fluctuating demand/supply balance as MTO start-ups work through technical issues
- Industry fundamentals are strong and demand outlook is robust
- Cost curve flattened at higher level, with marginal producers still required to operate
- MTO has demonstrated resilience in periods of weak economics due to downstream integration
- Expect new capacity in Iran, US and China over plan period, but uncertainty on timing and reliability remains, creating upside potential to methanol price if not materialized
- Continued positive developments in industrial boiler, marine fuel, and fuel blending demand segments, driven by clean-burning aspects of methanol as a fuel

# Shipping

Paul Hexter  
President,  
Waterfront Shipping Company



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# Shipping - Agenda



- Waterfront Shipping
- Methanol Marine Fuel
  - Attributes
  - Environmental Compliance
  - Methanol Marine Fuel in Use Today
  - Technology

# Waterfront Shipping

- **Experienced and Knowledgeable Team**
  - Over 200 years experience in the shipping industry
  - Commercial, operations and technical expertise
  - Extensive (industry leading) tank cleaning experience
  - Long term relationships with vendors and customers
  - Network of brokers/ owners/ agents providing us market intelligence



# Waterfront Shipping Fleet

## MR FLEET 45,000 to 49,500 DWT Class



Cabo Negro II



Caribbean Spirit



Global Spirit



Magellan Endeavour



Patagonian Mystic



Falkanger



Finnanger



Fjellanger



Sabrewing



Scarlet Ibis



Tamiat Navigator



World Navigator



Taranger

## MR FLEET 49,999 DWT Methanol Duel Fuel Engine Class



Lindanger



Taranaki Sun



Mari Jone



Leikanger



Mari Boyle



Manchac Sun



Cajun Sun

## HANDY SIZE FLEET 22,820 to 32,000 DWT Class



Mariline



Marinex



Medalta Adventurer



Saamis Adventurer



Sakhara Lotus



Marit

## COASTAL FLEET



Yelena 12k



Argo Chemist 3.5k



# Responsible Care® & Quality

- **Safety Visits**
  - Focused on the human element
  - Safety culture
  - Improve life on board
- **Methanol Group**
  - Share best practices and incidents
  - Promote safety and learning
- **Safety Training Programs**
  - Methanol Safe Handling and N2 Training
- **Industry Participation and Contribution**



# Methanol – An Innovative Alternative Fuel of Today and the Future



# Methanol for Marine

*Methanol is an innovative alternative fuel solution with many benefits*



- Safe, environmentally friendly
- Low emissions
- Cost competitive
- Wide availability
- Fuel flexibility
- Innovative technology
- In use today



# Methanol - Environment, Health and Safety

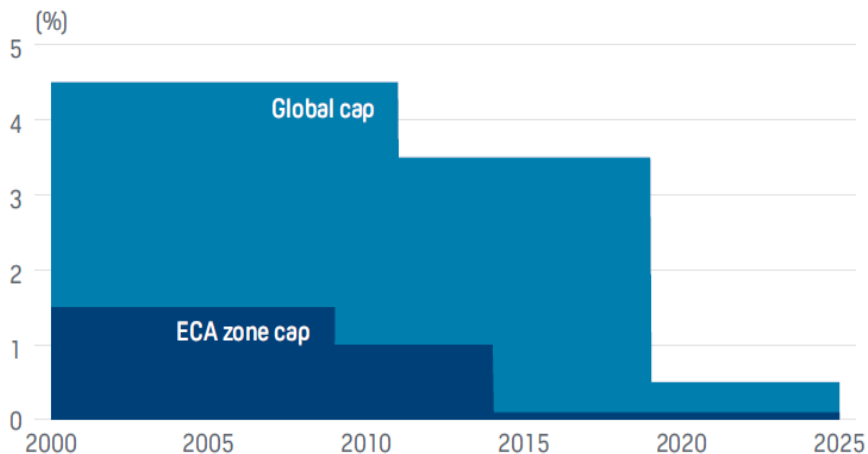
*Methanol is a clear, colourless liquid that quickly and naturally biodegrades*

- More environmentally benign than conventional marine fuels (i.e. HFO and MGO)
- Long history of methanol safe handling
- Industry standards established for the safe handling of methanol and other low flashpoint fuels



# Marine Fuel Emissions Regulations Leading to Phase-in of Cleaner-burning Marine Fuels

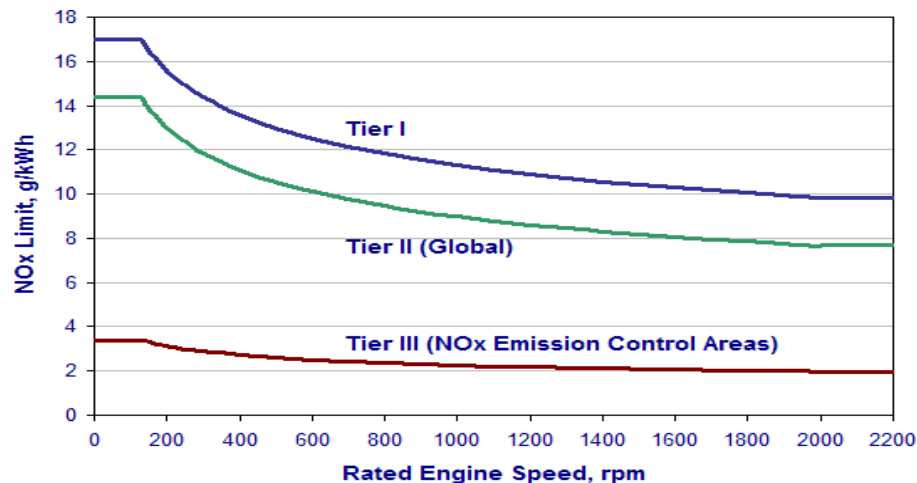
## IMO Sulphur Limits – Marpol Annex VI



Source: IMO

IMO limits SOx content of fuel to 0.1% in ECAs. Global sulphur cap of 0.5% (from current 3.5%) to come into effect in 2020.

## IMO Nitrogen Oxides Limits – Marpol Annex VI



Tier III NOx limits effective in North America in 2016 and North and Baltic effective 2021 (newbuilds only)

# Cost Competitiveness: Fuel

*Methanol is an economically viable alternative marine fuel over the cycle*

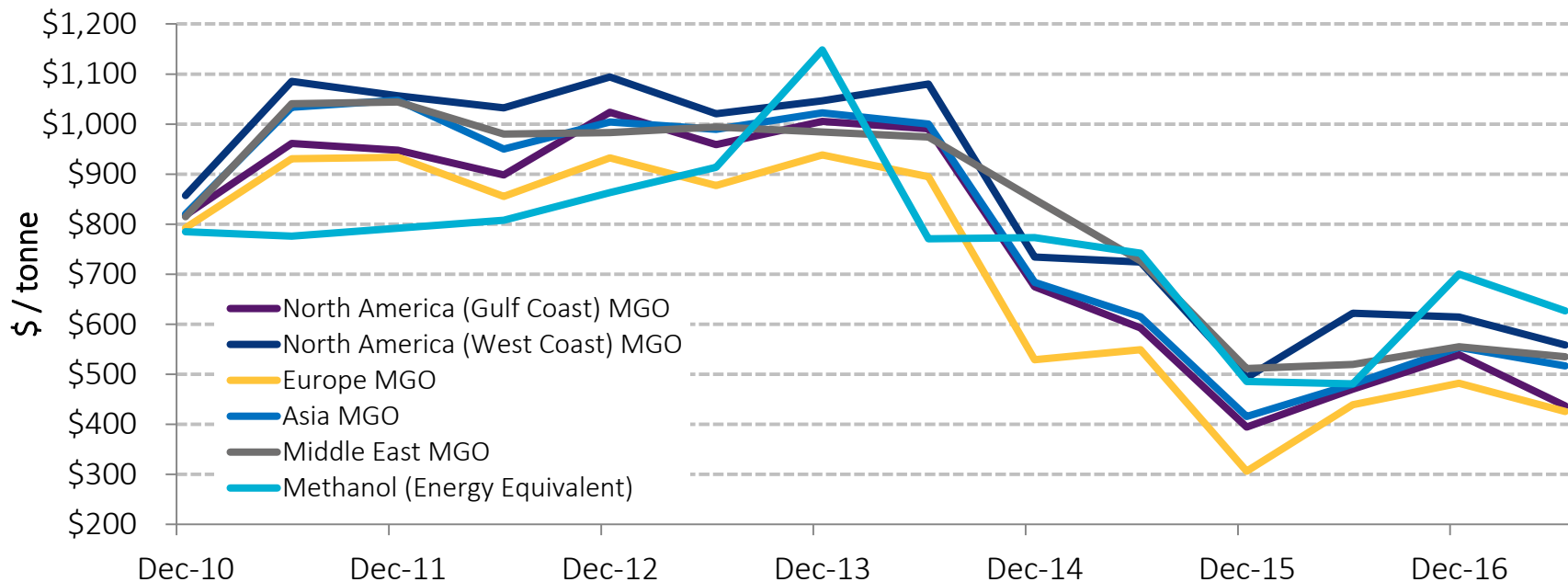


Chart source: Platts and IHS Chemical

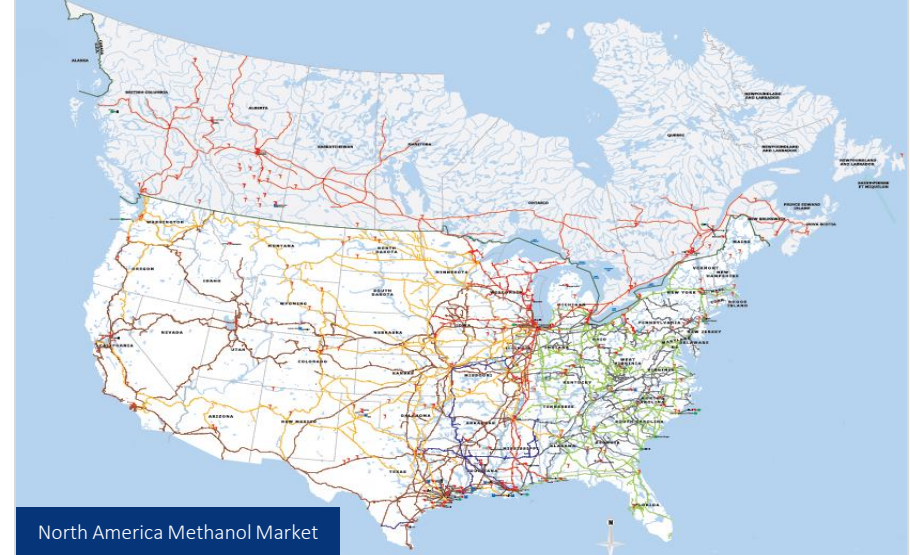
- MGO NA GC: Avg New Orleans, Houston; MGO NA WC: Avg LA, San Francisco, Seattle, Vancouver; MGO Europe: Avg Rotterdam, Antwerp, Hamburg; MGO Asia: Avg Shanghai, Korea; MGO Middle East: Avg Fujairah, Kuwait, Khor Faakan
- Methanol: Avg USGC, China and Europe spot prices; adjusted to energy equivalent of MGO (2.16 factor)

# Wide Availability & Low Infrastructure Costs

*Methanol infrastructure already in place and well positioned to reliably supply the global marine industry*



Methanol global terminal locations based on available information; not a complete list



Red flags/circles represent existing methanol supply locations; lines represent rail networks

Source: Methanex

# Fuel Flexibility

*Methanol fuel enables shippers to operate cost effectively and diversify fuel options*





# Methanol in Use Today: Waterfront Shipping Tankers

*The world's first seven methanol-fueled tankers*



Cajun Sun



Mari Jone



Taranaki Sun



Leikanger



Mari Boyle



Lindanger



Manchac Sun

Medium Range Fleet 50,000 DWT  
Methanol Dual Fuel Engine Class

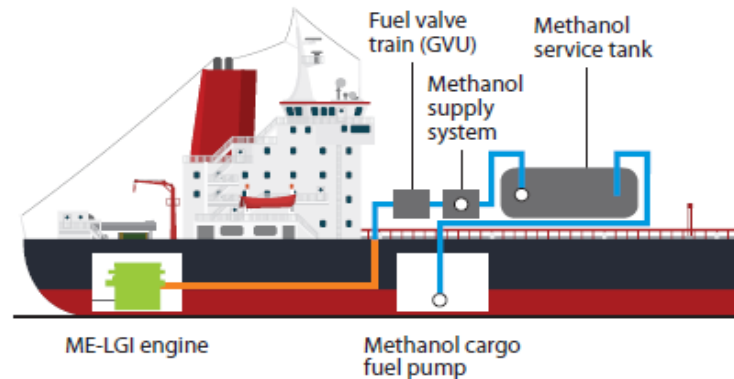
- Commercial-ready technology
- In 2016, Waterfront Shipping launched seven vessels with methanol dual-fuel MAN ME-LGI 2-stroke engines
- Multiple ship owners



# How Are We Doing?

*Vessel performance and experience*

- First of its kind technology
  - Technical improvements
- Proven technology that can switch between various fuels and meet industry emission regulations
- Successful partner collaboration and investment



# WFS Vessel Results: Emission Reductions

For every **1** hour running on methanol, emissions have been reduced by:



NOx  
34%  
(~83kg)



Taking 33 Heavy Duty trucks off the road for one day (NOx)

SOx  
85%  
(~47kg)

Particulate Matter  
85%  
(~6kg)





# Recognitions and Milestones

*Accolades from the marine industry for use of clean-burning methanol*



Name: **Lindanger**  
**World's First Methanol Fueled Tanker**  
Builder: Hyundai Mipo Dockyard  
Owner: Westfal-Larsen



Lloyd's List  
Global Awards | 2016  
Maritime Asia Region | Jetties

**Highly Commended**  
Company of the Year  
Waterfront Shipping Company

Sponsored by:  
DNV-GL

**MOL** Mitsui O.S.K. Lines News Release

July 10, 2017

Three MOL-owned Methanol Carriers Earn  
"Technology Special Prize" in Ship of the Year 2016 Awards  
- The World's First Series of Methanol Carriers  
with Main Engine Using Methanol -



**MANCHAC SUN: Methanol-fuelled methanol carrier**

# Next Steps

- Advance learnings
- Plans to continue collaborating with shipping partners to further invest in the technology



# Summary

## *Positive outlook for methanol marine fuels*

- Methanol is proven to meet current and future emission regulations
- Valuable learnings on solutions to further enhance vessel operating performance and adopt methanol at a commercial scale
- Methanol is a competitive alternative marine fuel

# Manufacturing

Kevin Henderson  
Senior Vice President,  
Manufacturing



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# Manufacturing - Agenda



- Commitment to Responsible Care®
- Increase in Production Capacity
- Global Operations Update



# Methanex is Committed to Responsible Care<sup>®</sup>

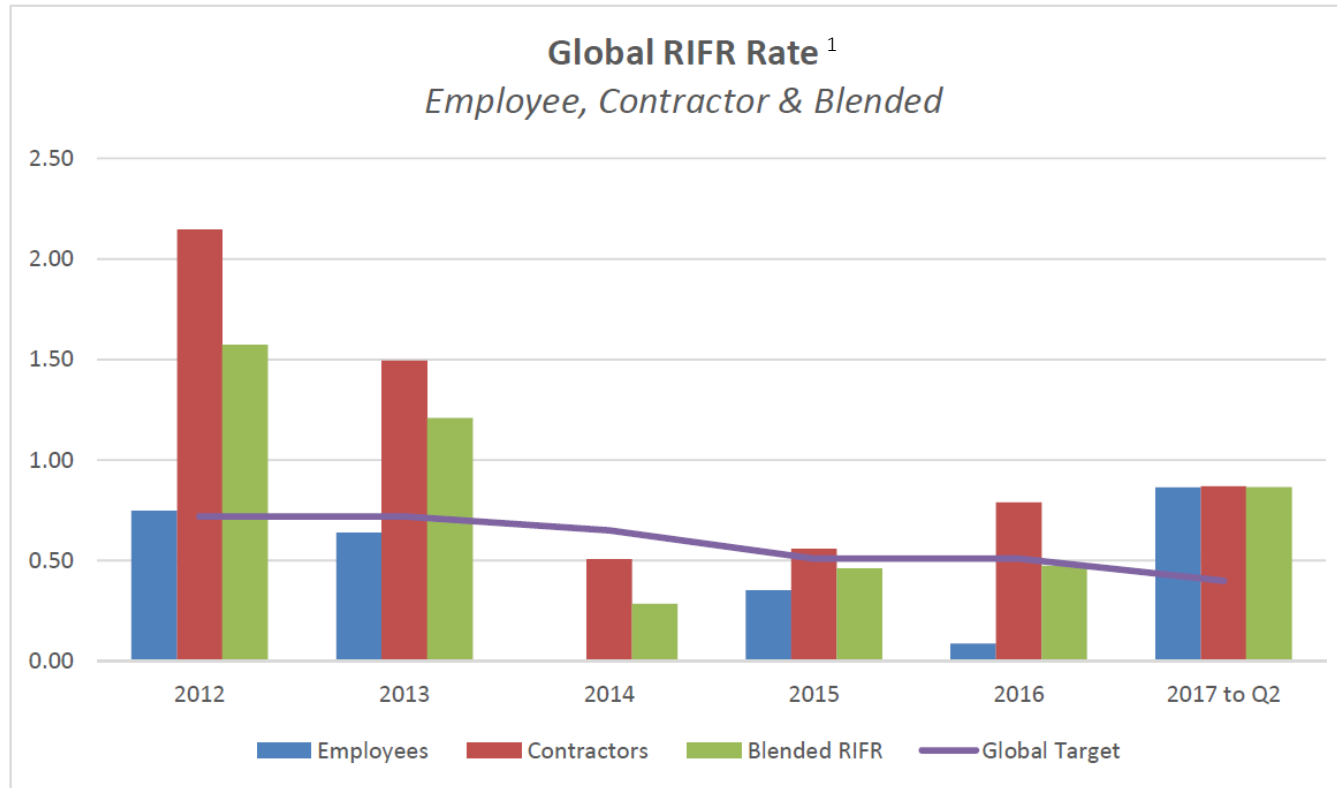
- At Methanex, Responsible Care<sup>®</sup> is the foundation of everything we do and a key element of our global culture:
  - employee health and safety
  - community safety
  - environmental protection
  - product stewardship
  - social responsibility



2016 Responsible Care & Sustainability Report  
Highlights

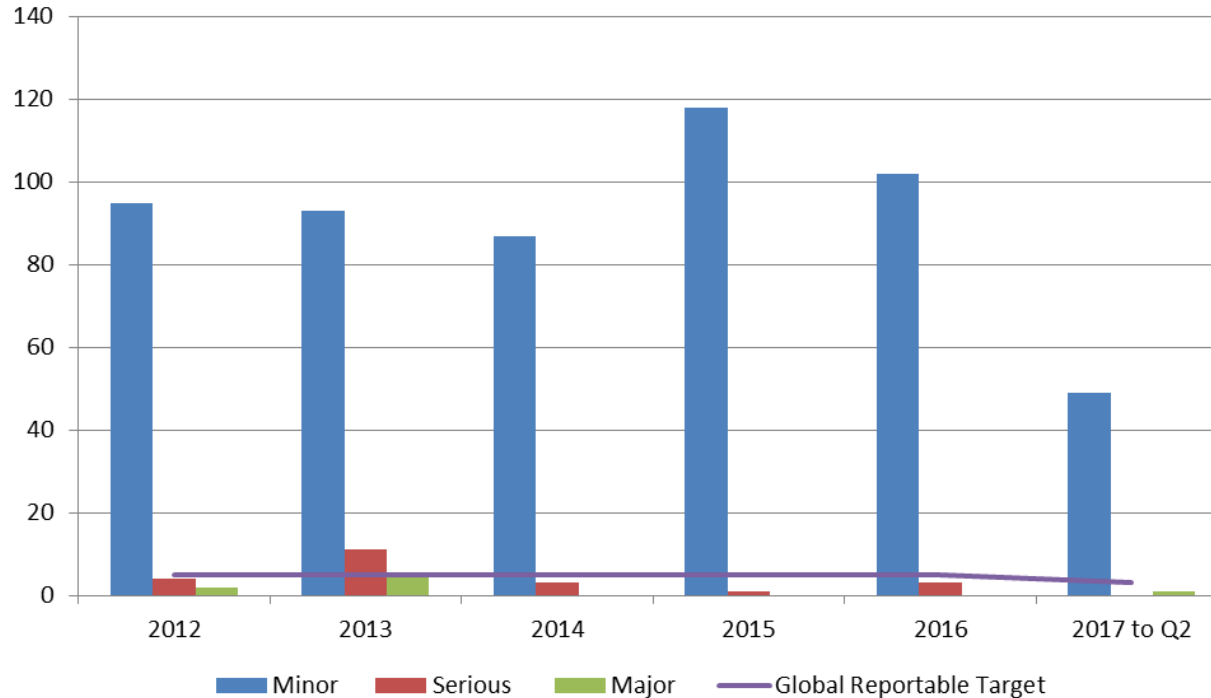


# Responsible Care<sup>®</sup> Metrics



# Responsible Care<sup>®</sup> Metrics

## Global Environmental Incidents

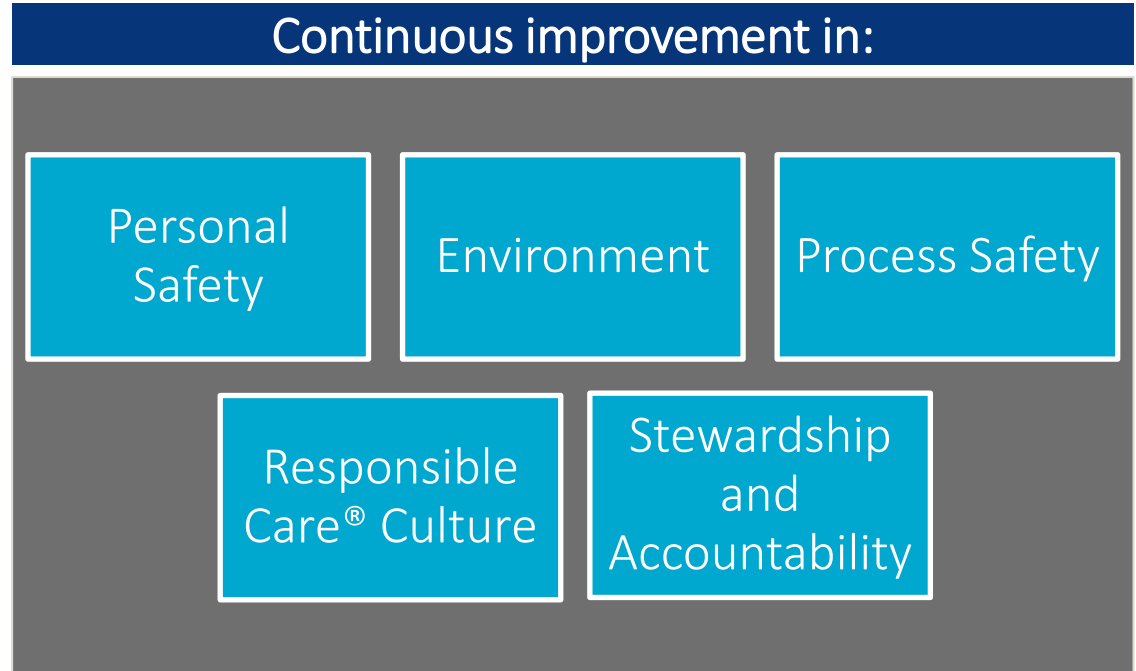




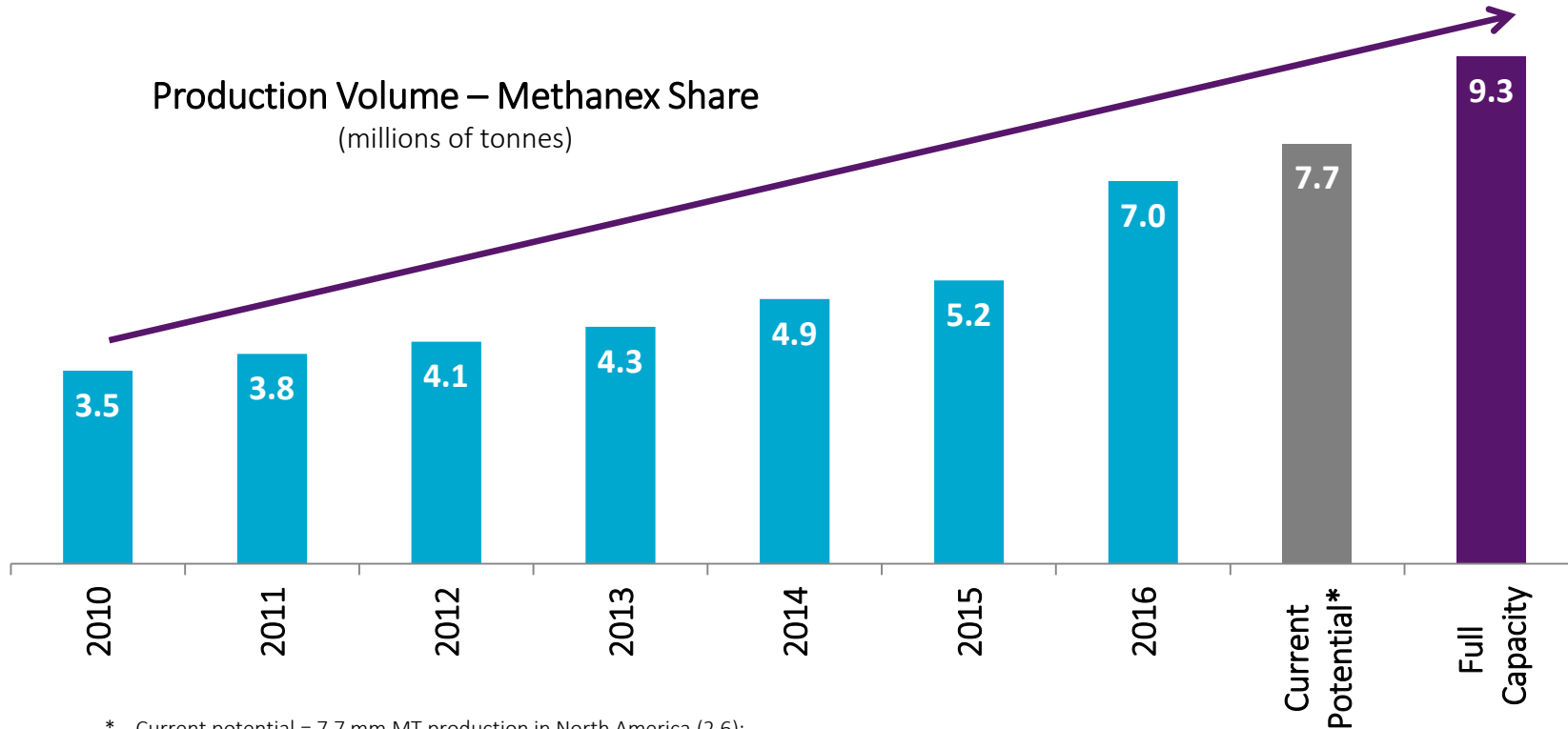
# Operational Excellence Initiatives

*Responsible Care®: Relentless pursuit of capturing hearts and minds*

- Responsible Care® is part of our DNA and is a non-negotiable at Methanex
- Key education initiatives continue to embed the Responsible Care® ethic in the hearts and minds of all of our employees
- We all have specific targets that relate to Responsible Care



# Methanex Production Doubled Versus 2010



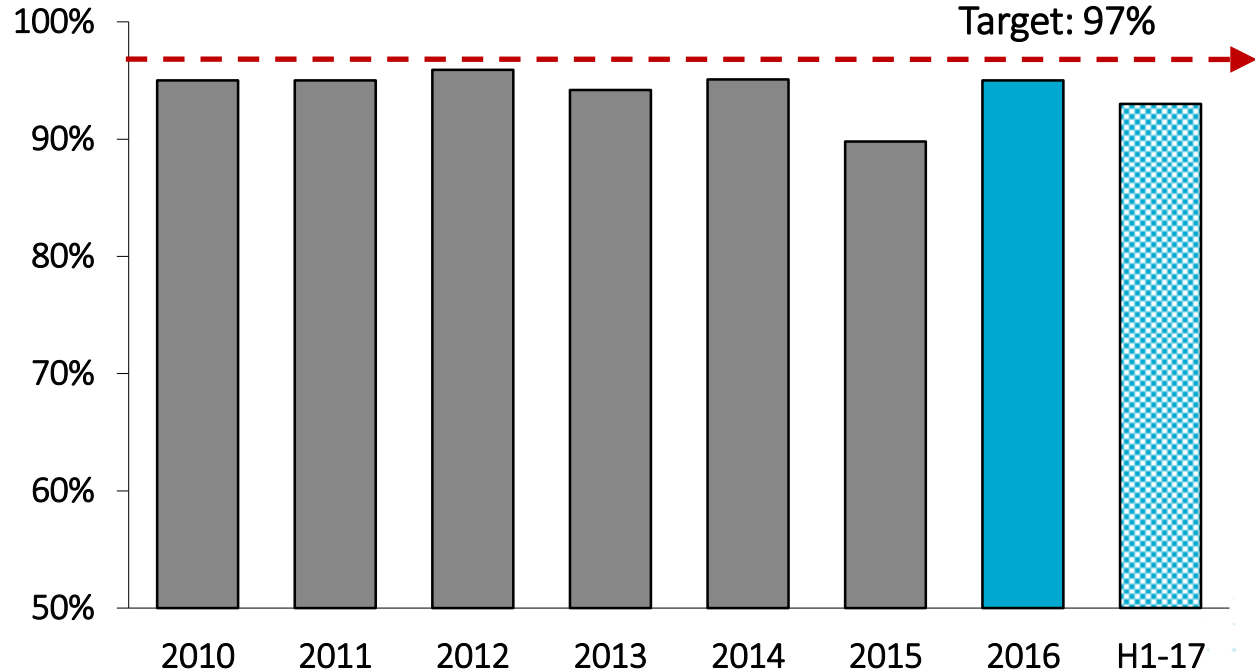
\* Current potential = 7.7 mm MT production in North America (2.6);  
Trinidad (1.7); New Zealand (2.2 MM MT); Chile & Egypt (1.2).

# Operational Excellence

- Providing a safe and reliable supply of methanol is our key value proposition



## Methanex Plant Reliability



# Operations Update

## Geismar, Louisiana, USA



- 2 facilities, 2 MMT capacity
- Gas supply combination of physical contract, financial hedges, and open position
- Supplies North America, Europe and Asia

## Medicine Hat, Alberta, Canada



- 600 kMT capacity
- Gas supply combination of financial hedges and open position
- Supplies Western Canada and US

# Operations Update

## New Zealand



- 3 facilities, 2.4 MMT combined capacity
- Gas supply is a variety of medium-term physical contracts
- Supplies Asia Pacific

## Trinidad



- 2.0 MMT (Mx share) capacity
- Gas supply from physical contracts
- Supplies Americas, Europe and Asia Pacific

# Operations Update

## Damietta, Egypt



- 630 kMT (Mx share) capacity
- Gas supply under long-term contract
- Supplies Europe

## Punta Arenas, Chile



- 2 facilities, 1.7 MMT capacity
- Gas supply combination of short-term contracts
- Supplies Latin America and well positioned for all markets

# Manufacturing Initiatives

- Safe
  - To ensure that we provide security from harm, injury, danger or risk.
- Reliable
  - To ensure that we are consistently trustworthy. We will deliver on our promises.
- Sustainable
  - To ensure we are strongly supported in each country we operate in.



# Summary

- Responsible Care® is a core component of the Methanex strategy
- Focused on safe, reliable and sustainable operations
- Investments have more than doubled our production
- Quality of the asset base significantly improved – OECD countries and strong gas supply



Strong production results provide solid shareholders returns



# Corporate Development

Mike Herz  
Senior Vice President,  
Corporate Development



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# Corporate Development - Agenda



- Methanex Strategy and Competitive Advantage
- Commitment to Global Methanol Leadership
- Approach and Challenges for Growth

# Methanex Competitive Advantage

- Multiple production sources
- Fleet of dedicated methanol ocean vessels
- Integrated global supply chain
- “Local” customer service
- Focus on methanol only – infrastructure, people, safety



Quality Reliable Supply = Preferred Methanol Supplier

# Global Methanol Leadership



- Focused Strategy – Methanol only
- Integrated set of global capabilities
- Dedicated to the customer
- Competency built over decades

## METHANEX: DEVELOPING STRATEGY IN A COMMODITY INDUSTRY



Global methanol franchise that would be difficult to replicate

# Approach to Growth Opportunities

- Grow with the market
  - We have grown and improved the quality of the business
- Chile provides low cost near term growth opportunity
- Focused on making disciplined investment decisions
  - Current project and economic environment is challenging for new builds
  - Small team in Methanex advancing options



No significant capital spend beyond Chile for next 18+ months

# Challenges to Growing in the Methanol Industry

| Natural gas<br>\$/mmbtu | <u>Estimated Nominal IRR <sup>1</sup></u> |     |     |     |
|-------------------------|---|-----|-----|-----|
|                         | Realized Methanol Price - \$/ tonne       |     |     |     |
|                         | 300                                       | 350 | 400 | 450 |
| 5.0                     |   | 2%  | 8%  | 12% |
| 4.0                     | 0%  | 6%  | 11% | 14% |
| 3.0                     | 5%  | 9%  | 13% | 15% |
| 2.0                     | 8%  | 12% | 14% | 17% |

- Long-term price required for a greenfield project to reach Methanex return target exceeds \$400/tonne
- Other challenges include project execution risk, logistics solution to Asia, long-term gas price and visibility on carbon and other regulations

<sup>1</sup> Refer to Methanex Investor Presentation on [methanex.com](http://methanex.com) for detailed assumptions. Source: Methanex estimates.



# Multiple Growth Opportunities

Near-Term

Medium-Term

Long-Term

Partnering where and when appropriate and M&A when opportunities arise



Chile I and IV  
Ramp-up / Restart



Plant Optimization  
Opportunities



Geismar 3 Brownfield



Med Hat 4 Brownfield

- Active prospecting of other opportunities and leveraging leading global presence

# Summary

- Global franchise dedicated to methanol only
- Competitive advantage that is difficult to replicate
- Commitment to global methanol leadership provides ongoing opportunities
- Minimal growth capital beyond Chile for 18+ months



Strong franchise provides solid returns to shareholders



# Finance

Ian Cameron

Senior Vice President,  
Finance & CFO



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# Finance - Agenda



- Methanex Financial Strategy
- Financial Results
  - Significant Increase in Earnings Power
- Capital Allocation
  - Priority for Near-term Excess Cash
- Risk Management and Governance

# Methanex Financial Strategy

## Continued Focus on Methanol Only

| Strategy  | Target  |
|---|---|
| Ensure strong liquidity throughout methanol price cycle | Maintain adequate cash balances<br>Maintain access to undrawn credit facility |
| Maintain a strong balance sheet                         | Investment Grade  |
| Maintain industry leadership position                   | Invest in value-creating growth opportunities                                 |
| Flexible distributions of excess cash                   | Sustainable, regular dividend<br>Flexible share buy-back programs             |

# Capital Structure & Liquidity

- Strong liquidity position
- Next bond maturity is December 2019
- No major growth capital for next 18+ months
- Egypt debt has no recourse to Methanex outside Egypt entity
  - Egypt entity in strong liquidity position and has a substantially improved gas outlook
- Majority of leases are for ocean shipping vessels; there is no recourse to Methanex

At June 30, 2017

|                          |            |              |
|--------------------------|------------|--------------|
| Cash (MX Share)          | 307        |              |
| Undrawn Credit Facility  | <u>300</u> |              |
| Total Liquidity          | 607        |              |
| Methanex Bonds           |            |              |
| Due 2019                 | 347        |              |
| Due 2022                 | 248        |              |
| Due 2024                 | 297        |              |
| Due 2044                 | <u>295</u> | <u>1,187</u> |
| Limited Recourse Debt    |            |              |
| Egypt (MX Share)         | 133        |              |
| Other (MX Share)         | <u>39</u>  | <u>172</u>   |
| Sub-Total                |            | 1,359        |
| Capital/operating leases |            | <u>700</u>   |
| Total Debt               |            | 2,059        |

# Leverage – Rating Agency Perspective

## Pro Forma Rating Agency Credit Ratios

(US\$ billions unless indicated)

### Total Debt <sup>1</sup>

|   |            |
|---|------------|
| Debt (Q2-17)                              | 1.4        |
| Capital and Operating Leases <sup>2</sup> | <u>0.7</u> |
| Adjusted Debt (including leases)          | 2.1        |

### Adjusted Debt/EBITDA

| <u>ARP (\$/tonne)</u> | <u>EBITDA</u><br><u>(\$millions) <sup>3</sup></u> | <u>Debt/EBITDA</u> |
|-----------------------|---|--------------------|
| 300                   | 725   | 2.8                |
| 350                   | 1,000   | 2.1                |
| 400                   | 1,275   | 1.6                |

- Leverage target = Investment Grade
  - Preserves financial flexibility
  - Lowers cost of debt
  - Access to longer-term bond market, shipping market, etc.
  - Higher credit capacity to hedge gas exposures, etc.
- Moody's Baa3, S&P BB+, Fitch BBB-
  - ~3.0x Debt/EBITDA is long-term measure
  - Ratio typically calculated over a cycle
- \$300 million revolving credit facility
  - Backstop liquidity

<sup>1</sup> Includes Methanex proportionate share of debt

<sup>2</sup> Approx. adjustment for capital and operating leases

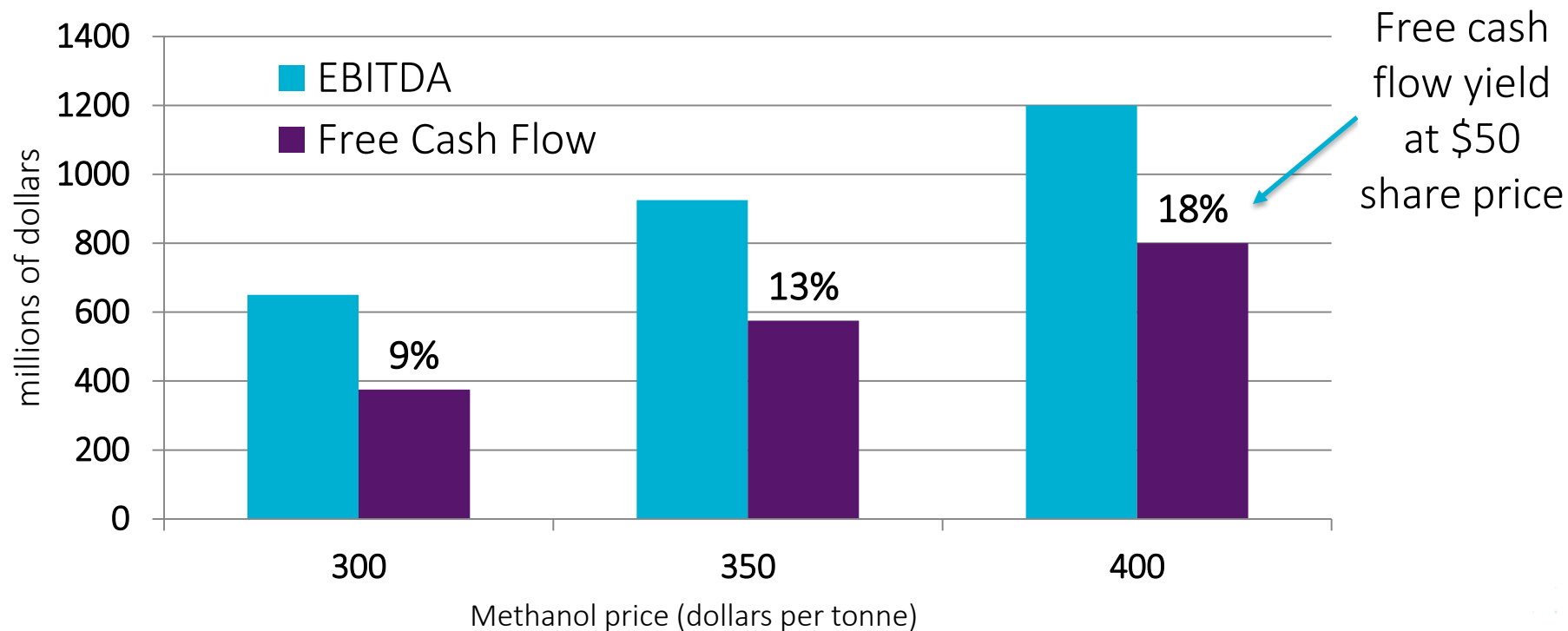
<sup>3</sup> Based on 7.7 million tonnes operating capacity, plus \$75 million adjustment reflecting approximate lease portion of COG

# Improvement to Methanex Earnings Power

|                                 | H1, 2015    | H1, 2017    |
|---------------------------------|-------------|-------------|
| Average realized methanol price | \$344/t     | \$347/t     |
| Sales of produced product       | 2.4m tonnes | 3.6m tonnes |
| Adjusted EBITDA                 | \$226m      | \$441m      |

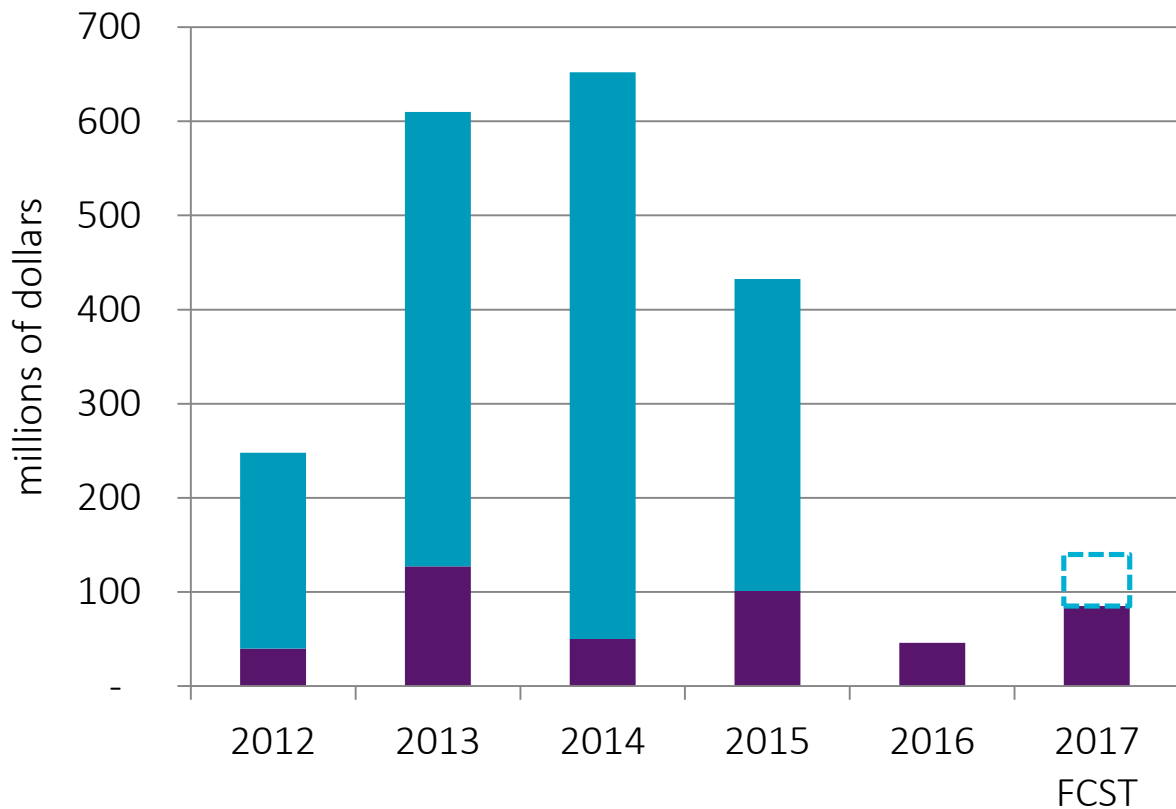
- Investments in production capacity have doubled volumes since 2010
- Increased volumes result in lower fixed costs per tonne

# EBITDA and Free Cash Flow Capability<sup>1</sup>



<sup>1</sup> Cash Flow before payment of dividend. See 7.7 million tonne production capability scenario on previous slide for detailed assumptions.

# Capital Investments



- **\$2.1 billion** invested 2012-2017

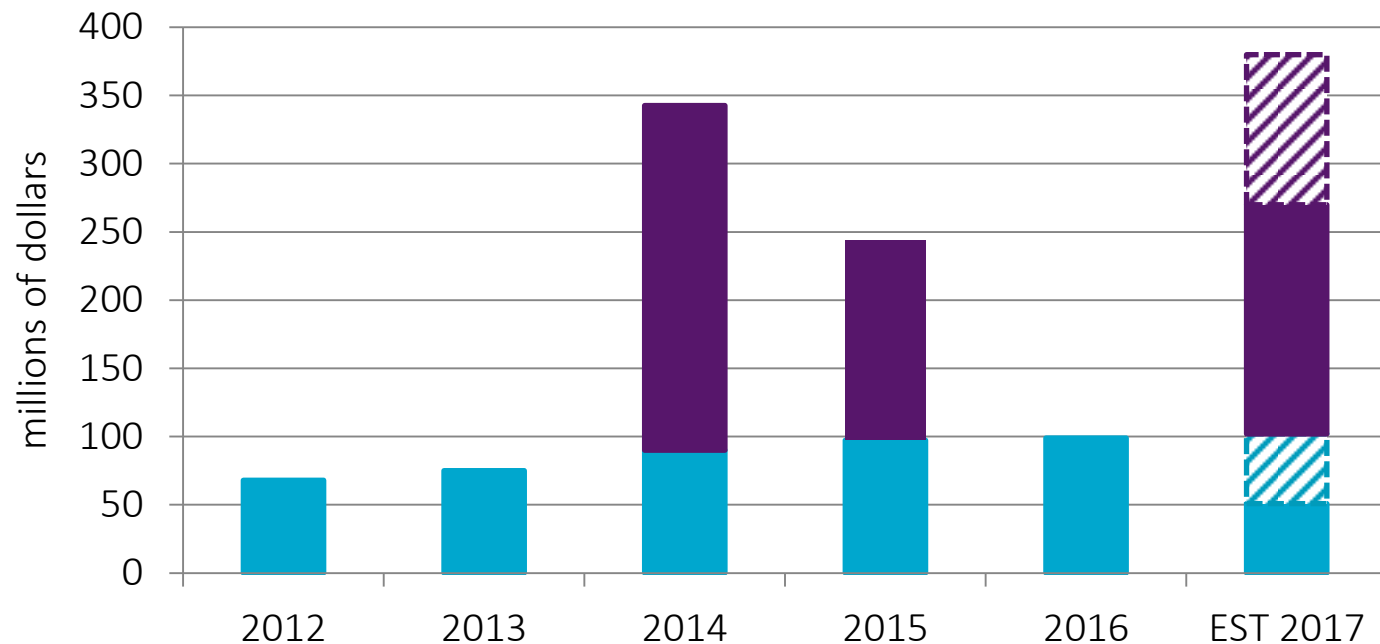
 Potential Chile Investment

 Growth Capital Expenditures

 Maintenance Capital Expenditures



# Returning Excess Cash to Shareholders



**\$1.0 billion** returned  
to shareholders  
January 1, 2012 to  
July 26, 2017

■ Dividends

■ Share Repurchases

▨ Estimated remaining 2017 dividend

▨ Potential purchases under 10% NCIB

# Risk Management

## Foreign Exchange

- US dollar based business – strong dollar benefits Methanex
- Majority of revenues and costs in US dollars (EU net exposure hedged)
- Approximately \$150 million in local currency costs not actively hedged
- Exposure on approximately \$100 million in working capital assets

## Natural Gas

- North America managed through a combination of contract, hedges and open
- Geismar 1 gas contract, Geismar 2 – 40% hedged to 2025
- Medicine Hat – active hedging program through 2023

## Internal Control / Accounting

- Prudent accounting policies and strong internal controls
- IFRS Lease standard will result in additional ~\$500 million of leases on balance sheet

# Key Corporate Governance Highlights

## Corporate Governance

- ✓ 11 of 12 Independent Directors
- ✓ Separate chair and CEO
- ✓ All Committee members are independent
- ✓ Strong risk and strategy oversight
- ✓ Board diversity policy; 25% women
- ✓ Active Board renewal process
- ✓ Annual Board, Committee and director evaluations
- ✓ Board orientation and education
- ✓ Code of business conduct
- ✓ In camera sessions at every Board and Committee meeting
- ✓ Diverse skills matrix including oil and gas and chemical industry experience, former CEOs, finance, capital projects, health and safety, government and public affairs

## Director Compensation

- ✓ Required director equity ownership of 2x total annual retainer
- ✓ Prohibition on hedging
- ✓ Not eligible for stock options

## Shareholder Rights

- ✓ Annual election of directors
- ✓ Individual director elections
- ✓ Director majority voting policy
- ✓ Annual “Say-on-Pay”

# Management Alignment

- Executive shareholding requirements:
  - CEO - 5 times salary in Methanex shares or share units
  - Senior executives (5 members) – 3 times salary
  - Other senior management (~50 employees) – 1 times salary
- Short-term incentive linked to ROCE (return on capital employed)
- Long-term incentive targets:
  - Stock options and share appreciation rights
  - Performance share units
    - Payout ratio linked to total shareholder return

**“.....Management does well when shareholders do well!”**

# Summary

- Solid balance sheet and liquidity with investment grade target
- Cash positive at bottom of cycle pricing
- Balanced approach to capital allocation
- Strong cash generation capability at a range of methanol prices
  - Double digit free cash flow yield potential at prices well below 10-year historical average
  - No major capital for growth over the next 18+ months
- Over \$1 billion returned to shareholders since 2011



**Well positioned to generate strong cash flows and return  
excess cash to shareholders**

# Closing Remarks

John Floren



# Key Takeaways



- Earnings power per share doubled since 2012
- Solid long-term industry growth drivers
- Exciting emerging demand applications
- Near-term growth opportunity in Chile
- Focus on safety and reliability
- Strong future cash flows and value creation
- Commitment to return cash to shareholders

# Forward-looking information warning

This Presentation, our Second Quarter 2017 Management's Discussion and Analysis ("MD&A") and comments made during the Second Quarter 2017 investor conference call contain forward-looking statements with respect to us and our industry. These statements relate to future events or our future performance. All statements other than statements of historical fact are forward-looking statements. Statements that include the words "believes," "expects," "may," "will," "should," "potential," "estimates," "anticipates," "aim," "goal" or other comparable terminology and similar statements of a future or forward-looking nature identify forward-looking statements. More particularly and without limitation, any statements regarding the following are forward-looking statements: expected demand for methanol and its derivatives; expected new methanol supply or restart of idled capacity and timing for start-up of the same; expected shutdowns (either temporary or permanent) or restarts of existing methanol supply (including our own facilities), including, without limitation, the timing and length of planned maintenance outages; expected methanol and energy prices; expected levels of methanol purchases from traders or other third parties; expected levels, timing and availability of economically priced natural gas supply to each of our plants; capital committed by third parties towards future natural gas exploration and development in the vicinity of our plants; our expected capital expenditures, anticipated operating rates of our plants, expected operating costs, including natural gas feedstock costs and logistics costs; expected tax rates or resolutions to tax disputes; expected cash flows, earnings capability and share price; availability of committed credit facilities and other financing; our ability to meet covenants or obtain or continue to obtain waivers associated with our long-term debt obligations, including, without limitation, the Egypt limited recourse debt facilities that have conditions associated with the payment of cash or other distributions and the finalization of certain land title registrations and related mortgages which require actions by Egyptian governmental entities; expected impact on our results of operations in Egypt or our financial condition as a consequence of civil unrest or actions taken or inaction by the Government of Egypt and its agencies; our shareholder distribution strategy and anticipated distributions to shareholders; commercial viability and timing of, or our ability to execute, future projects, plant restarts, capacity expansions, plant relocations, or other business initiatives or opportunities; our financial strength and ability to meet future financial commitments; expected global or regional economic activity (including industrial production levels); expected outcomes of litigation or other disputes, claims and assessments; and expected actions of governments, government agencies, gas suppliers, courts, tribunals or other third parties.

We believe that we have a reasonable basis for making such forward-looking statements. The forward-looking statements in this document are based on our experience, our perception of trends, current conditions and expected future developments as well as other factors. Certain material factors or assumptions were applied in drawing the conclusions or making the forecasts or projections that are included in these forward-looking statements, including, without limitation, future expectations and assumptions concerning the following: the supply of, demand for and price of methanol, methanol derivatives, natural gas, coal, oil and oil derivatives; our ability to procure natural gas feedstock on commercially acceptable terms; operating rates of our facilities; receipt or issuance of third-party consents or approvals, including, without limitation, governmental registrations of land title and related mortgages in Egypt and governmental approvals related to rights to purchase natural gas; the establishment of new fuel standards; operating costs, including natural gas feedstock and logistics costs, capital costs, tax rates, cash flows, foreign exchange rates and interest rates; the availability of committed credit facilities and other financing; global and regional economic activity (including industrial production levels); absence of a material negative impact from major natural disasters; absence of a material negative impact from changes in laws or regulations; absence of a material negative impact from political instability in the countries in which we operate; and enforcement of contractual arrangements and ability to perform contractual obligations by customers, natural gas and other suppliers and other third parties.

However, forward-looking statements, by their nature, involve risks and uncertainties that could cause actual results to differ materially from those contemplated by the forward-looking statements. The risks and uncertainties primarily include those attendant with producing and marketing methanol and successfully carrying out major capital expenditure projects in various jurisdictions, including, without limitation: conditions in the methanol and other industries including fluctuations in the supply, demand and price for methanol and its derivatives, including demand for methanol for energy uses, the price of natural gas, coal, oil and oil derivatives; our ability to obtain natural gas feedstock on commercially acceptable terms to underpin current operations and future production growth opportunities; the ability to carry out corporate initiatives and strategies; actions of competitors, suppliers and financial institutions; conditions within the natural gas delivery systems that may prevent delivery of our natural gas supply requirements; competing demand for natural gas, especially with respect to domestic needs for gas and electricity in Chile and Egypt; actions of governments and governmental authorities, including, without limitation, the implementation of policies or other measures that could impact the supply of or demand for methanol or its derivatives; changes in laws or regulations, import or export restrictions, anti-dumping measures, increases in duties, taxes and government royalties, and other actions by governments that may adversely affect our operations or existing contractual arrangements; world-wide economic conditions; and other risks described in our annual 2016 Management's Discussion and Analysis and our Second Quarter 2017 Management's Discussion and Analysis.

Having in mind these and other factors, investors and other readers are cautioned not to place undue reliance on forward-looking statements. They are not a substitute for the exercise of one's own due diligence and judgment. The outcomes implied by forward-looking statements may not occur and we do not undertake to update forward-looking statements except as required by applicable securities laws.



# Thank you

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