For over 30 years we have proven our ability to combine strategic supplier relationships and expert logistics making us the premier supplier of drilling fluid chemicals and drilling fluid additives to the North American oil and gas industry.

North America’s Largest Pure Play

Oil and Gas Drilling Fluids
Distribution & Blending Company

Don Caron, Chief Executive Officer

Jason Theiss, Chief Financial Officer

TSX:BRY
September 2014

TSX:BRY
June 2014

Company Overview
2014 Investor Update
Certain statements set forth in this presentation are forward looking statements. Although Bri-Chem Corp. management believe their expectations are based on reasonable assumptions, they give no assurance that expected results will be achieved. There are numerous risks and uncertainties that can effect the outcome and timing of such events, including many factors beyond the control of Bri-Chem Corp.’s management.

These factors include, but are not limited to, economic and political conditions, government regulation, commodity prices for oil and gas, fluctuations in the level of oil and gas, the need to effectively integrate acquired businesses, uncertainties as to Bri-Chem’s ability to implement its business strategy effectively in Canada and the United States, Bri-Chem’s ability to attract and retain key personnel, currency fluctuations and other factors that affect demand for the Company’s product. Should one or more of these risks or uncertainties occur, or should underlying assumptions prove incorrect, the actual results and plans for fiscal 2014 and beyond could differ materially from those expressed in the forward looking statements. Additional information on these and other factors and uncertainties are described under the heading “Risk Factors” in the Company’s most recent Annual Information Form (“AIF”) and other continuous disclosure materials filed by the Company with Canadian securities regulators, which are available to the public at www.sedar.com.

Readers are cautioned not to place undue reliance on this forward-looking information, which is given as of the date it is expressed. The Company does not undertake to update or revise any forward-looking information, whether as a result of new information, future events or otherwise, except as required by law.

Furthermore, certain measures we use are not recognized measures under International Financial Reporting Standards (“IFRS”). Specific measures used are earnings before interest, taxes, depreciation, amortization and non-cash stock based compensation (“EBITDA”). We strongly recommend the participants review the discussion of these statements in the “Management’s Discussion and Analysis – Non-IFRS Measures and Reconciliations” section of our 2013 Annual Report.
Our Business

Largest Independent Drilling Fluids Wholesale Distributor in North America
- 2013 Sales of $150M
- TTM Sales of $170M
- 32 Strategic Warehouses in North America
- 6 Blending & Packaging Facilities

Vital Link in the Supply Chain
- Drilling Fluids, Completion Fluids and Stimulation Additives
- Warehouse Logistics Operate 24/7 365 days per year
- Enable Energy Service Companies To Grow Nationally

North American Customer Base
- Drilling Fluids
- Blending Additives
- Oilfield Cement

Company & Industry Overview
## Market Data

### As of September 12, 2014

<table>
<thead>
<tr>
<th></th>
<th>Toronto Stock Exchange</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exchange</td>
<td></td>
</tr>
<tr>
<td>Shares Outstanding</td>
<td>24M/FD25.6M</td>
</tr>
<tr>
<td>Share Price</td>
<td>$1.69</td>
</tr>
<tr>
<td>52 Week High/Low</td>
<td>$1.98/$1.40</td>
</tr>
<tr>
<td>Market Capitalization</td>
<td>$41.0M</td>
</tr>
<tr>
<td>Float</td>
<td>18.3M</td>
</tr>
<tr>
<td>Net working capital</td>
<td>$33.8M</td>
</tr>
<tr>
<td>EBITDA (1)</td>
<td>$12.8M</td>
</tr>
<tr>
<td>EBITDA per FD share (1)</td>
<td>$0.50</td>
</tr>
<tr>
<td>EV/EBITDA (1) (3)</td>
<td>7.7X</td>
</tr>
<tr>
<td>Debt/EBITDA (1) (2)</td>
<td>3.2X</td>
</tr>
<tr>
<td>Book Value per FD share (1)</td>
<td>$1.70</td>
</tr>
</tbody>
</table>

(1) For the TTM ending June 30, 2014 from continued operations
(2) Debt is calculated as net debt – operating line, plus long-term debt, less $18M proceeds on steel division sale
(3) Enterprise Value = Market capitalization, plus debt, less non-controlling interest

### Shareholder Breakdown

- Management, Directors and Insiders: 24%
- Institutional: 41%
- Retail: 35%

**Company & Industry Overview**
### Corporate Highlights

#### Canadian Fluids Distribution & Blending Divisions
- Q2 Sales up 48%
  - Q2 Distribution up 56%
  - Q2 Blending up 19%
- 51 Employees generating $106M TTM in Revenue
- Expanded Blending Facility Capacity
- Strategic Transportation Relationship with Mullen Group

#### USA Fluids Distribution & Blending Divisions
- Q2 Sales up 92%
  - Q2 Distribution up 76%
  - Q2 Blending up 100%
- 61 Employees generating $64M TTM in Revenue
- Expanded from 3 to 16 Warehouses and $6M to $60M in sales in 4 years
- No other national independent drilling fluids wholesaler in USA at present

#### North America
- Consolidated Q2 Sales up 73%
  - Q2 Distribution up 68%
  - Q2 Blending up 117%
- 112 Employees generating $170M TTM in Revenue
- Limited Capex needs for additional expansion
- Best Inventory & Warehouse Industry Coverage
Drilling Fluids Are Essential

**Oil & Gas Fluids Process Flow**

**Drilling Fluids**
- Lubricates and cools the drill bit.
- Remove cutting debris from the bottom of the drill hole.
- Controls subsurface pressure.
- Prevents the well from flowing or blowing out.

**Cementing Chemicals**
- Displaces the drilling fluids.
- Cements wellbore casing.

**Stimulation Chemicals**
- Eliminate unwanted materials.
- Injection of fluids for fracturing process.

**Production Chemicals**
- Well maintenance.
- Enhance production.

* See Appendix for Product List
$10.5B North American Annual Oilfield Chemical Demand
(estimated CAD$1.0B1 / USA $9.5B, Growing to $11.5B in 20172)

Company Overview Industry Overview Industry Overview Industry Overview

Demand Drivers
- average volume of fluids per well continues to increase due to deeper horizontal drilling applications

Canada
- PSAC – 3.5% Increase in Wells Drilled (11,460)
- CAODC – 9% Increase (Avg. 370 rigs operating)

USA
- Baker Hughes – 5% Increase (Avg 1,710 rigs operating)
- Shift to Oil Based Blends from Water based to reduce formation damage

(1) Company Estimate
(2) Source: Freedonia Group – US Oilfield Chemical Demand

*Company & Industry Overview*
16 Distribution and Blending Facilities
13 Third party owned and operated warehouses minimize capital and operating costs.
Customers pay for all transportation costs to and from rig sites

Distribution Facility
Distribution & Blending Facilities
16 Distribution & Blending Facilities
- 8 third party owned and operated warehouses
- Coverage in all major USA resource plays

Distribution Facility

Distribution & Blending Facilities

USA Distribution and Blending Facilities

Basins
Gas Plays
Oil/Liquid Plays

Company & Industry Overview

Company & Industry Overview

Right product. Right place. Right time.

BRI-CHEM

Monterey

Bakken

Niobrara

Woodford

Barnett

Eagle Ford

Haynesville

Permiyan

Tuscaloosa

Utica

Marcellus
<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended June 30</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2014</td>
<td>2013</td>
<td>% Change</td>
<td>2014</td>
<td>2013</td>
<td>% Change</td>
<td></td>
</tr>
<tr>
<td><strong>Consolidated</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Continued Operations)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue</td>
<td>$35,186</td>
<td>$20,291</td>
<td>73.4%</td>
<td>$81,133</td>
<td>$61,817</td>
<td>31.2%</td>
<td></td>
</tr>
<tr>
<td>Gross Margin ($)</td>
<td>$6,055</td>
<td>$3,820</td>
<td>58.5%</td>
<td>$13,523</td>
<td>$10,926</td>
<td>23.8%</td>
<td></td>
</tr>
<tr>
<td>Gross Margin (%)</td>
<td>17.2%</td>
<td>18.8%</td>
<td>(1.6%)</td>
<td>16.7%</td>
<td>17.7%</td>
<td>(1.0%)</td>
<td></td>
</tr>
<tr>
<td>EBITDA</td>
<td>$932</td>
<td>$998</td>
<td>(6.6%)</td>
<td>$4,886</td>
<td>$4,838</td>
<td>1.0%</td>
<td></td>
</tr>
<tr>
<td>EBITDA/Share</td>
<td>$0.04</td>
<td>$0.06</td>
<td>($0.02)</td>
<td>$0.20</td>
<td>$0.28</td>
<td>($0.08)</td>
<td></td>
</tr>
<tr>
<td>Wgt Avg Shares Outstanding (000s)</td>
<td>24,011</td>
<td>17,444</td>
<td>37.6%</td>
<td>24,011</td>
<td>17,453</td>
<td>37.6%</td>
<td></td>
</tr>
</tbody>
</table>
6 Month Divisional Sales Breakdown

2014 Consolidated Revenue
$81.1M

- CDN Fluids Dist: 10%
- USA Fluids Dist: 47%
- CDN Blend/Pack: 10%
- USA Blend/Pack: 5%

2013 Consolidated Revenue
$61.8M

- CDN Fluids Dist: 29%
- USA Fluids Dist: 60%
- CDN Blend/Pack: 11%
- USA Blend/Pack: 60%

Financial Overview
USA Fluids Distribution
Division Quarterly Revenue Growth

<table>
<thead>
<tr>
<th>Year</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
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</thead>
<tbody>
<tr>
<td>2011</td>
<td>3134</td>
<td>461</td>
<td>1682</td>
<td>2928</td>
</tr>
<tr>
<td>2012</td>
<td>7825</td>
<td>6273</td>
<td>5999</td>
<td>4503</td>
</tr>
<tr>
<td>2013</td>
<td>10242</td>
<td>12643</td>
<td>13839</td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>12501</td>
<td>18185</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(000's of CDN $)

CAGR 77.3%
**YTD Gross Margins**
*(6 Months)*

<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blend/Pack USA</td>
<td>$728</td>
<td>$903</td>
<td>$802</td>
<td>$1,471</td>
<td>$1,622</td>
</tr>
<tr>
<td>Blend/Pack CA</td>
<td>$193</td>
<td>$1,622</td>
<td>$4,158</td>
<td>$5,638</td>
<td>$4,817</td>
</tr>
<tr>
<td>Fluids Dist USA</td>
<td>$7,069</td>
<td>$8,808</td>
<td>$7,744</td>
<td>$5,297</td>
<td>$4,817</td>
</tr>
</tbody>
</table>

(1) Divisional Gross Margin based on percentage of divisional revenue
### Balance Sheet

**As of June 30, 2014**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>ABL Operating Line (1)</td>
<td>$50.7M</td>
</tr>
<tr>
<td>Available Credit ($90M ABL)</td>
<td>$13.5M</td>
</tr>
<tr>
<td>Inventory</td>
<td>$51.6M</td>
</tr>
<tr>
<td>Total Assets</td>
<td>$130.4M</td>
</tr>
<tr>
<td>Net working capital</td>
<td>$33.8M</td>
</tr>
<tr>
<td>Long-term Debt</td>
<td>$8.0M</td>
</tr>
<tr>
<td>Shareholders Equity</td>
<td>$49.4M</td>
</tr>
<tr>
<td>Inventory Turnover</td>
<td>2.3X</td>
</tr>
<tr>
<td>Capital Expenditures (YTD)</td>
<td>$1.4M</td>
</tr>
<tr>
<td>Free cash Flow (TTM) (2)</td>
<td>$8.1M</td>
</tr>
</tbody>
</table>

### Current Credit Facility

**Post Steel Division Divestiture (1)**

- Unmargined Availability: $54M
- Available Liquidity: $20M
- Margined Availability: $35M
- Facility Used: $35M

---

(1) Bank indebtedness prior to steel division sale. Bri-Chem announced in July 2014 that it sold all the assets and ongoing operations of its Steel Pipe Manufacturing and Steel Pipe Distribution Divisions for total proceeds of approx. $18M.

(2) Free cash flow is calculated as cash from continuing operations less capital expenditures.
Acquisitions

Five Successful Acquisitions

- Profitable
- Experienced Management
- Complementary Fit
- Opportunity for New Growth
- Geographic Expansion

Current Focus

- West Texas Drilling Fluids Distributor
- Stimulation Chemicals
- Liquid Blending
- Production Chemicals

2007

2011

2012

2013

2014

Growth & Expansion Opportunities
### Next Move

#### USA Expansion Plan

**Increase Market Share**
- Expand into additional Oil Base Mud Plants
- Establish or acquire additional West Texas Warehouse Locations
- Significant Organic Growth available with existing Infrastructure
- Regional Drilling Fluids Wholesale Supplier Acquisitions

#### Canada Expansion Plan

**Target High Margin Value-Added Service Company’s**
- Production Chemical Blending Acquisitions (30–40% Gross Margins)
- Stimulation Chemical Blending Opportunities (30–40% EBITDA Margins)
- New Strategic Supply Relationships (Base Oil / Oversea Commodities)
Contacts

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2125 64 Avenue Edmonton, Alberta T6P 1Z4
Email: dcaron@brichem.com
Ph: 780.420.6885

Jason Theiss
Chief Financial Officer
2125 64 Avenue Edmonton, Alberta T6P 1Z4
Email: jtheiss@brichem.com
Ph: 780.577.0595
Bios

Don Caron
Chief Executive Officer & Director
- President and CEO since 2008
- Partner of Alberta based Private Equity Firm.
- Founder of International Technologies Inc. which merged to create Tervita (formerly CCS) (1992)
- Partner of Alberta based Private Equity Firm.
- Founder of International Technologies Inc. which merged to create Tervita (formerly CCS) (1992)

Albert Sharp
Director
- Former Chief Executive Officer of Altus Geomatics, partnership residing under Altus Group Income Fund. (TSX: AIF.UN)
- Retired Trustee of Altus Group Income Fund.
- Member of The Canadian Institute of Geomatics; The International Right of Way Association; and, The Alberta Association of Surface Land Agents.

Eric Sauze
Director & Chair of Audit Committee
- Chartered Accountant and Chartered Financial Analyst.
- Chief Financial Officer of Western Canadian based oil and gas valve company.

Brian Campbell
Director
- Over 25 Years of field and management experience in the drilling fluids industry.
- Former President of Bri-Chem Fluids division.

Trent Abraham
President of Fluids Division
- Over 20 years experience in the drilling fluids industry, oversees the day to day operations
- Former owner of Millennium Technologies which was purchased by Bri-Chem (2007).

Jason Theiss
Chief Financial Officer
- Chartered Accountant.
- Prior, controller of private income trust, and senior auditor with public accounting firm.

Appendix