# FIRST QUARTER 2020 EARNINGS



lyondellbasell

Advancing Possible

# CAUTIONARY STATEMENT AND INFORMATION RELATED TO FINANCIAL MEASURES

#### **CAUTIONARY STATEMENT**

The statements in this presentation relating to matters that are not historical facts are forward-looking statements. These forward-looking statements are based upon assumptions of management which are believed to be reasonable at the time made and are subject to significant risks and uncertainties. Actual results could differ materially based on factors including, but not limited to, the business cyclicality of the chemical, polymers and refining industries; the availability, cost and price volatility of raw materials and utilities, particularly the cost of crude oil, natural gas, and associated natural gas liquids; competitive product and pricing pressures; labor conditions; our ability to attract and retain key personnel; operating interruptions (including leaks, explosions, fires, weather-related incidents, mechanical failure, unscheduled downtime, supplier disruptions, labor shortages, strikes, work stoppages or other labor difficulties, transportation interruptions, spills and releases and other environmental risks); the supply/demand balances for our and our joint ventures' products, and the related effects of industry production capacities and operating rates; our ability to achieve expected cost savings and other synergies; our ability to successfully execute projects and growth strategies; any proposed business combination, the expected timetable for completing any proposed transactions and the receipt of any required governmental approvals, future financial and operating results, benefits and synergies of any proposed transactions, future opportunities for the combined company; legal and environmental proceedings; tax rulings, consequences or proceedings; technological developments, and our ability to develop new products and process technologies; potential governmental regulatory actions; political unrest and terrorist acts; risks and uncertainties posed by international operations, including foreign currency fluctuations; and our ability to comply with debt covenants and service our debt. Additiona

The illustrative results or returns of growth projects are not in any way intended to be, nor should they be taken as, indicators or guarantees of performance. The assumptions and do not necessarily represent the Company's expectations and future performance. You should not rely on illustrated results or returns or these assumptions as being indicative of our future results or returns.

This presentation contains time sensitive information that is accurate only as of the date hereof. Information contained in this presentation is unaudited and is subject to change. We undertake no obligation to update the information presented herein except as required by law.

#### INFORMATION RELATED TO FINANCIAL MEASURES

This presentation makes reference to certain "non-GAAP" financial measures as defined in Regulation G of the U.S. Securities Exchange Act of 1934, as amended.

EBITDA, as presented herein, may not be comparable to a similarly titled measure reported by other companies due to differences in the way the measure is calculated. We calculate EBITDA as income from continuing operations plus interest expense (net), provision for (benefit from) income taxes, and depreciation & amortization. EBITDA should not be considered an alternative to profit or operating profit for any period as an indicator of our performance, or as an alternative to operating cash flows as a measure of our liquidity. We also present EBITDA exclusive of adjustments for "lower of cost or market" ("LCM"), which is an accounting rule consistent with GAAP related to the valuation of inventory. Our inventories are stated at the lower of cost or market. Cost is determined using the last-in, first-out ("LIFO") inventory valuation methodology, which means that the most recently incurred costs are charged to cost of sales and inventories are valued at the earliest acquisition costs. Market is determined based on an assessment of the current estimated replacement cost and selling price of the inventory. In periods where the market price of our inventory declines substantially, cost values of inventory may be higher than the market value, which reduces the value of inventory to market value. This adjustment is related to the recent decline in pricing for many of our raw material and finished goods inventories. Fluctuation in the prices of crude oil, natural gas and correlated products from period to period may result in the recognition of charges to adjust the value of inventory to the lower of cost or market in periods of falling prices and the reversal of those charges in subsequent interim periods as market prices recover.

Cash from operations yield from EBITDA excluding LCM is a measure that provides an indicator of a company's operations yield from EBITDA excluding LCM, as presented herein, may not be comparable to similarly titled measures reported by other companies due to differences in the way the measures are calculated. For purposes of this presentation, cash from operating activities divided by EBITDA excluding LCM.

The ratio of total debt to EBITDA excluding LCM and free operating cash flow are measures of profitability commonly used by investors to evaluate performance, the ratio of total debt to EBITDA excluding LCM and free operating cash flow, as presented herein, may not be comparable to similarly titled measures reported by other companies due to differences in the way the measures are calculated. For purposes of this presentation, the ratio of total debt to EBITDA excluding LCM. Free operating cash flow means net cash provided by operating activities minus sustaining (maintenance and HSE) capital expenditures. Additionally, total liquidity is a measure that provides an indicator of value to investors. For purposes of this presentation, total liquidity includes cash and restricted cash equivalents, short term investments, and availability under our Senior Revolving Credit Facility and our Receivables Facility.

Reconciliations for our non-GAAP measures can be found on our website at <a href="www.LyondellBasell.com/investorrelations">www.LyondellBasell.com/investorrelations</a>



# FIRST QUARTER 2020 HIGHLIGHTS

#### RESILIENT PORTFOLIO THAT IS WELL POSITIONED FOR CHALLENGING MARKETS



\$0.1 B

**NET INCOME** 

\$0.5 B

NET INCOME ex. LCM



\$0.6 B

**EBITDA** 

\$1.1 B

EBITDA ex. LCM



\$0.42

**DILUTED EPS** 

\$1.47

DILUTED EPS ex. LCM



\$0.4 B

**DIVIDENDS** 



# IMPACT OF COVID-19 AND OIL PRICE VOLATILITY

#### LYONDELLBASELL IS TAKING ACTION TO MITIGATE MARKET EFFECTS

# STATE OF CURRENT OPERATIONS

All major sites operating

Several small APS sites idled or running at reduced rates

Reducing operating rates to meet decreased demand

# ACTIONS WE ARE TAKING

Implemented recommended safe work practices

Reducing 2020 CAPEX by \$500 MM

Reducing inventories

Increased liquidity by \$2 B

Affirming commitment to a strong investment grade rating

# 1Q20 MARKET IMPACTS

Declining fuel, automotive and durables market demand

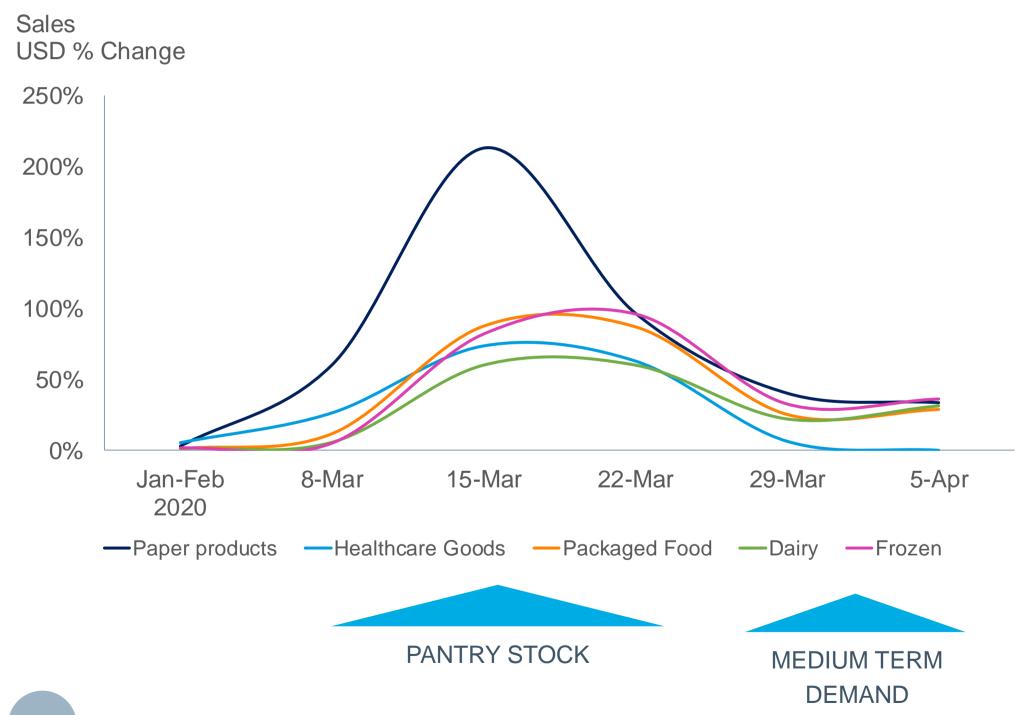
Strong packaging and medical grade polymer demand

Resilient integrated polyethylene margins



### PLASTIC PACKAGING MARKET INDICATORS

#### CONSUMER HABITS EXPECTED TO CHANGE









# **CONSISTENT SAFETY FOCUS**

#### INCORPORATING BEST PRACTICES FOR VIRUS RESPONSE

Injuries per 200,000 hours worked







**SOCIAL DISTANCING** 





Source: American Chemistry Council (ACC) and LyondellBasell. Note: Number of hours worked includes employees and contractors. Data includes safety performance from the acquisition of A. Schulman from August 21, 2018 forward.

# **OUR PRODUCTS SUPPORT THE FIGHT AGAINST COVID-19**

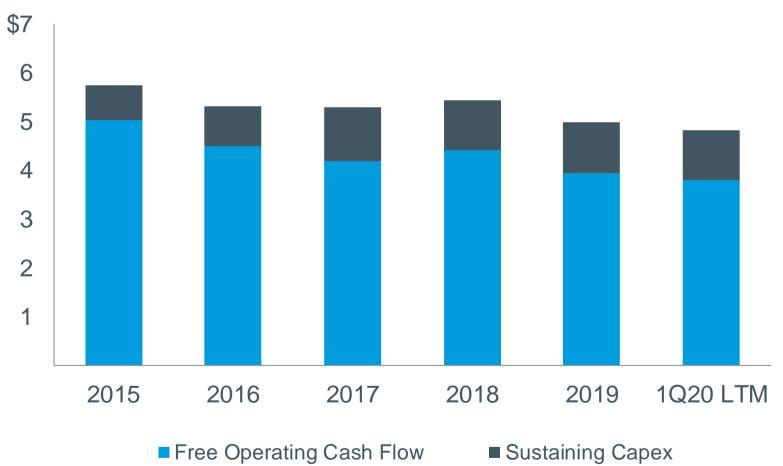
CHEMICALS AND PLASTICS SUPPORT ESSENTIAL NEEDS FOR SOCIETY



## STRONG CASH CONVERSION

#### DELIVERING TYPICAL PATTERN OF CASH FROM OPERATING ACTIVITIES







90%

CASH FROM OPERATING ACTIVITIES / EBITDA ex. LCM 1Q20 LTM



\$4.8 B

CASH FROM OPERATING ACTIVITIES 1Q20 LTM



\$3.8 B

FREE OPERATING CASH FLOW 1Q20 LTM



### **CASH GENERATION AND DEPLOYMENT**

#### CASH FLOW SUPPORTING ACCRETIVE INVESTMENTS AND SHAREHOLDER RETURNS

#### **DELIVERING RESULTS**

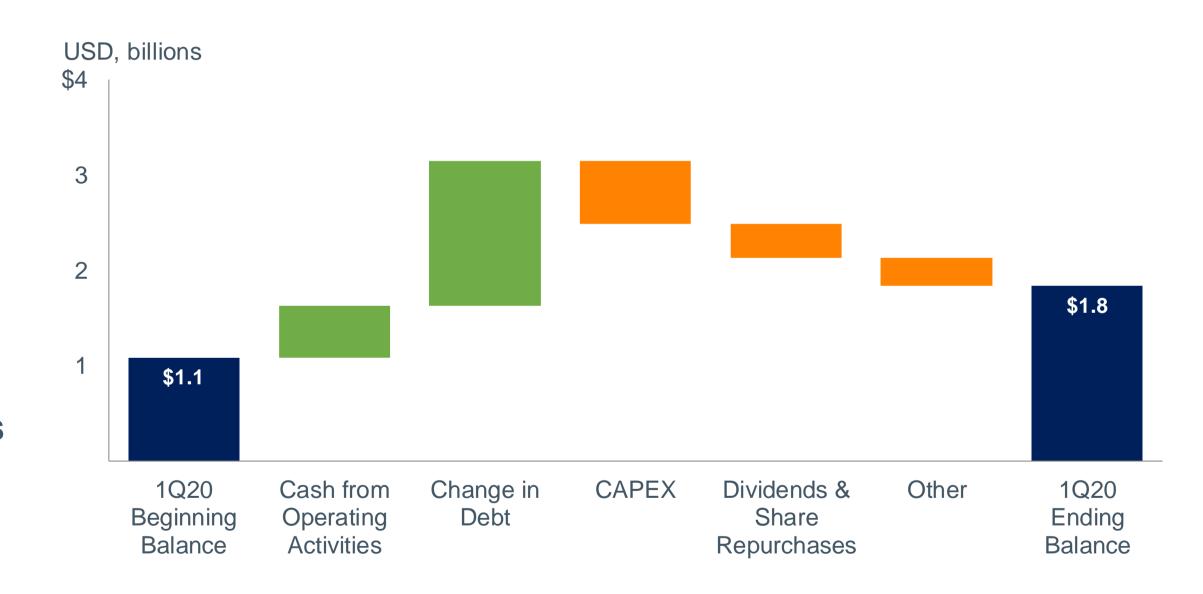
Cash from operating activities \$0.5 B

#### **GROWING THROUGH INVESTMENT**

**Building PO/TBA plant** 

#### **RETURNING VALUE TO SHAREHOLDERS**

Dividends \$351 MM





# **MAXIMIZING LIQUIDITY**

#### LYONDELLBASELL IS PREPARED FOR A RANGE OF SCENARIOS

# ACTIONS SUPPORTING CASH INFLOW

Accelerating cost efficiency initiatives

Increased liquidity by \$2 B to more than \$5 B

Aggressively managing inventories to reduce working capital

# ACTIONS REDUCING CASH OUTFLOW

Reducing 2020 CAPEX by \$500 MM

Deferring planned maintenance

Prioritizing liquidity over share repurchases and M&A



## STRONG BALANCE SHEET

#### DEMONSTRATING PRUDENT FINANCIAL MANAGEMENT

#### **ROBUST LIQUIDITY**

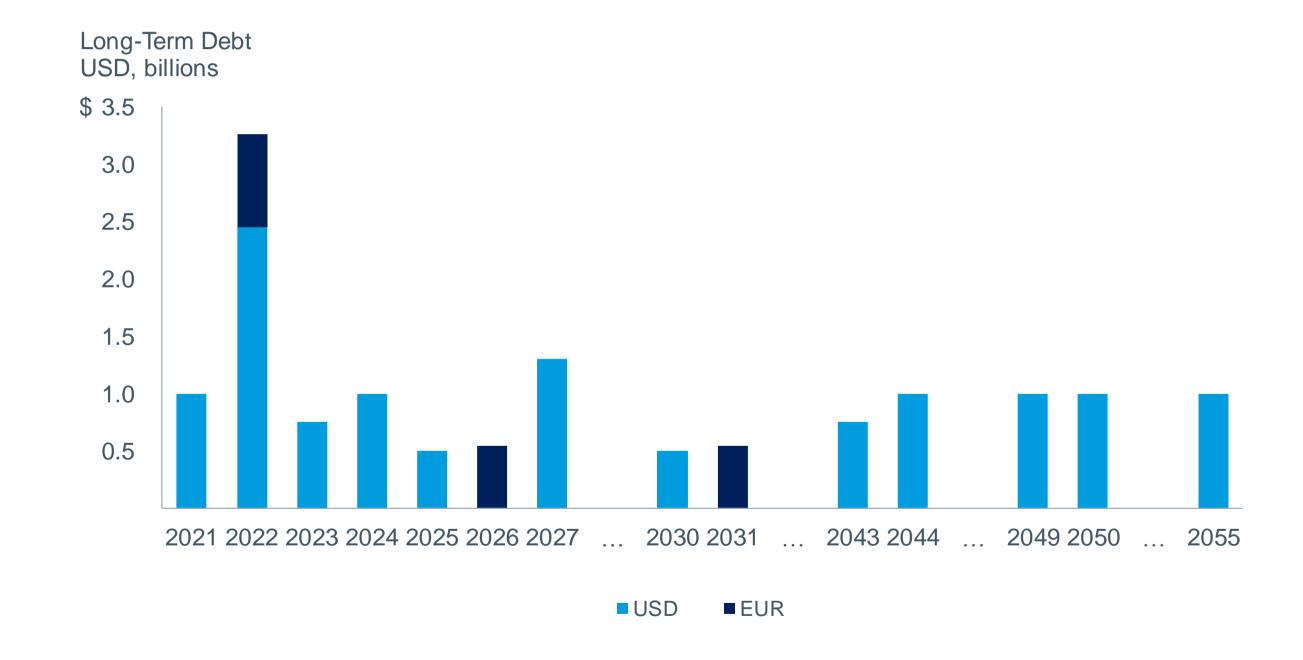
Total liquidity >\$5 B April 24, 2020

#### **MODERATE LEVERAGE RATIO**

Total debt / EBITDA ex. LCM 2.5x 1Q20 LTM

#### **STRONG INVESTMENT GRADE**

Credit rating BBB/Baa1



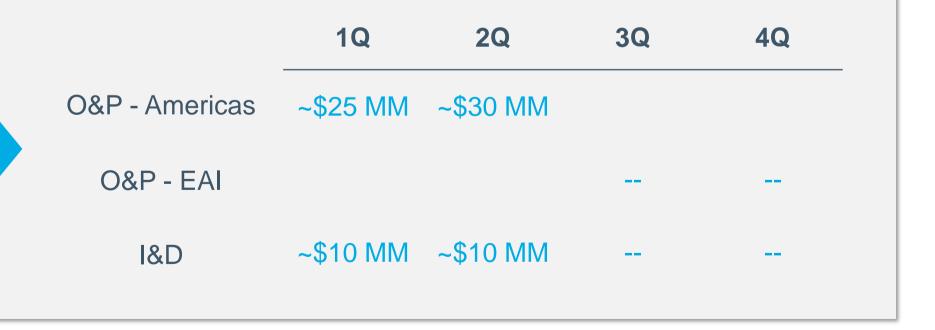




### **UPDATED 2020 MODELING INFORMATION**



MAJOR
PLANNED
MAINTENANCE
EBITDA IMPACT

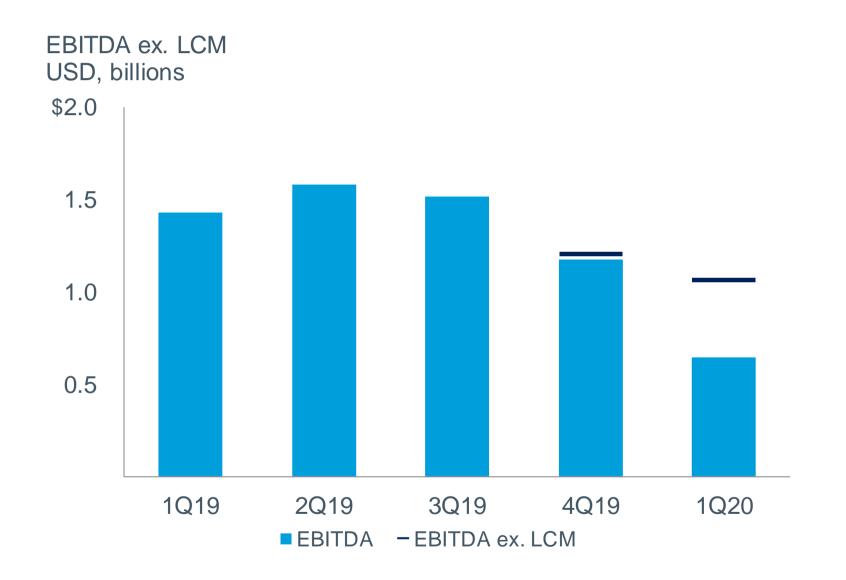






# **RESILIENT PORTFOLIO**

#### DIVERSE GLOBAL BUSINESS PORTFOLIO PROVIDES STABILITY



#### **CONSUMER DRIVEN**

Majority of portfolio supports non-durables

#### **CHALLENGING**

Market conditions

#### **ADVANTAGED**

Reliable assets with feedstock flexibility



# SUPERIOR FEEDSTOCK FLEXIBILITY

#### ROBUST FEEDSTOCK OPTIMIZATION ENHANCES PROFITABILITY

#### **GLOBAL CRACKER NETWORK**

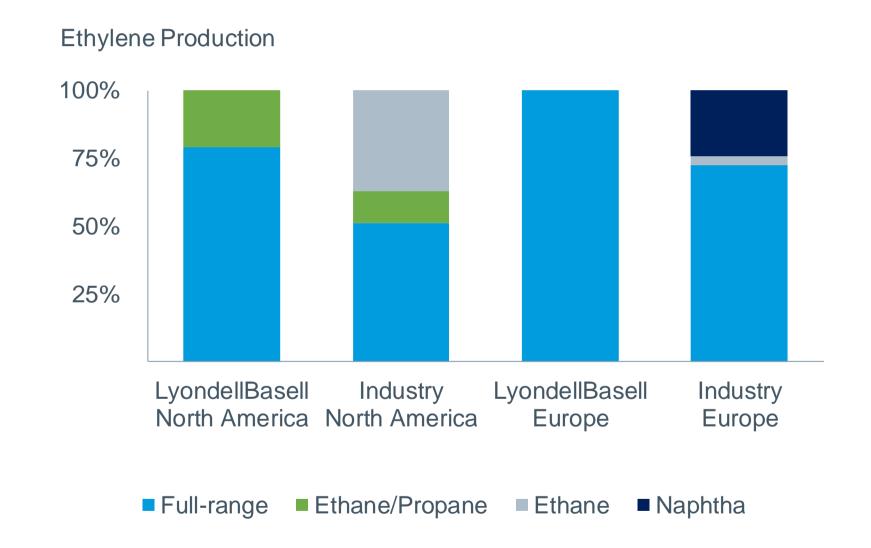
Full-range assets that utilize ethane, propane, butane, y-grade, naphtha and other advantaged feeds

#### **NORTH AMERICA**

Advantaged feeds in both the U.S. Gulf Coast and Midwest markets

#### **EUROPE**

Capability to run ~50 % non-naphtha feedstocks such as propane, butane, condensates and refinery streams







# FEEDSTOCK FLEXIBILITY PROVIDES MARGIN BENEFITS

#### DIVERSE GLOBAL BUSINESS PORTFOLIO PROVIDES RESILIENCE

#### **NORTH AMERICA**

Maximizing value by optimizing feedstocks in our flexible crackers

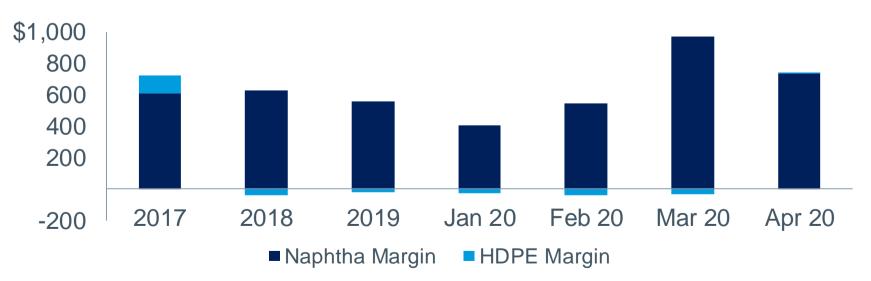
#### **EUROPE**

Maximizing value across naphtha, LPGs and other advantaged feedstocks

# North America Integrated PE Margin USD / ton



# Europe Integrated PE Margin USD / ton

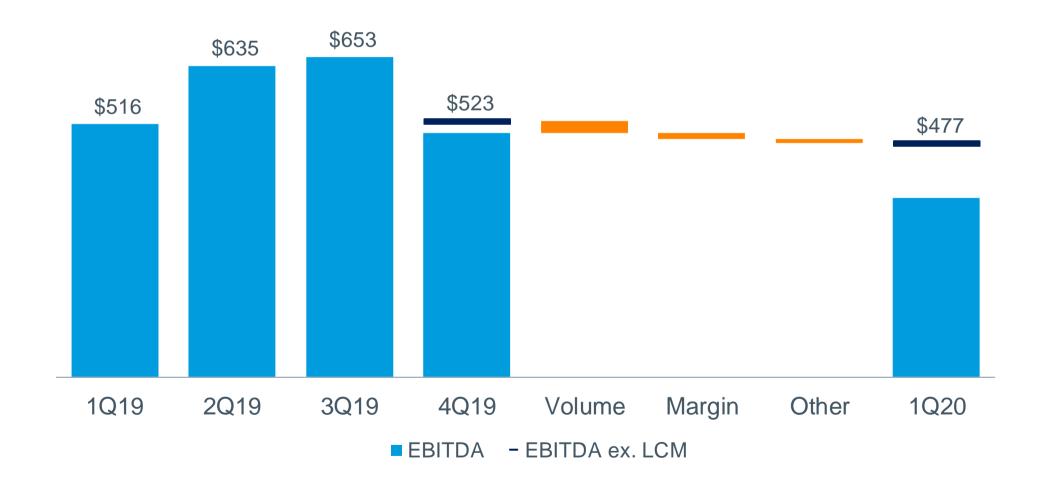




# **OLEFINS & POLYOLEFINS – AMERICAS**

#### STRONG DEMAND SUPPORTED SEASONAL POLYETHYLENE PRICE INCREASE

EBITDA ex. LCM USD, millions



#### **OLEFINS**

Margin declined due lower ethylene prices partially offset by decreased feedstock prices

Volume declined due to planned maintenance

#### **POLYOLEFINS**

Launched production at 500 kta *Hyperzone* PE plant

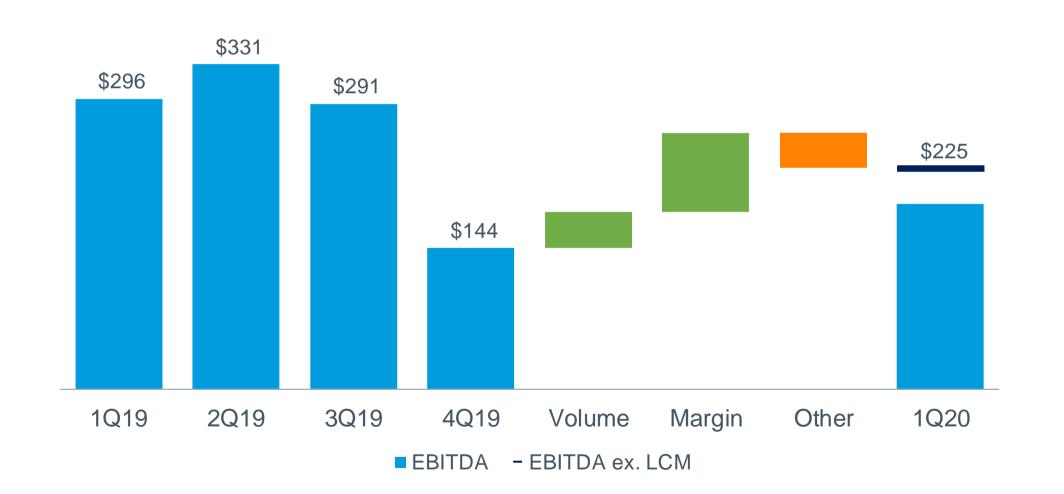
Polyethylene spread increased



# OLEFINS & POLYOLEFINS – EUROPE, ASIA & INTERNATIONAL

LOWER FEEDSTOCK COSTS, INCREASED RELIABILITY AND HIGHER VOLUMES DROVE SEQUENTIAL IMPROVEMENT





#### **OLEFINS**

Margin improved due to lower feedstock prices

Volume increased due to improved reliability

#### **POLYOLEFINS**

Volume increased and spreads declined in both polyethylene and polypropylene

#### **EQUITY INCOME**

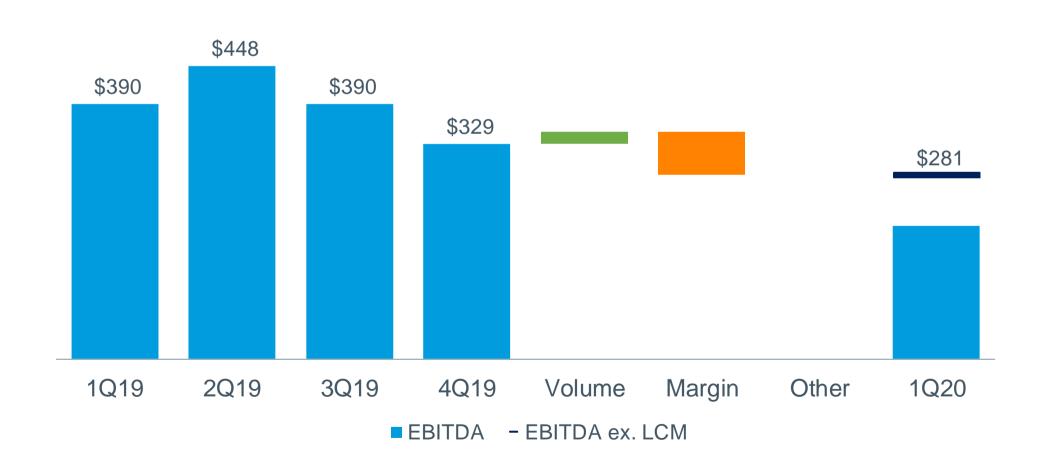
Margins and volumes declined



### INTERMEDIATES & DERIVATIVES

#### OXYFUELS MARGINS DECLINED DUE TO LOWER GASOLINE DEMAND IN MARCH

EBITDA ex. LCM USD, millions



#### **PO & DERIVATIVES**

Volume and margin increased due to U.S. demand and industry outages

#### **INTERMEDIATE CHEMICALS**

Margins increased, mostly in acetyls

Volume declined due to planned maintenance

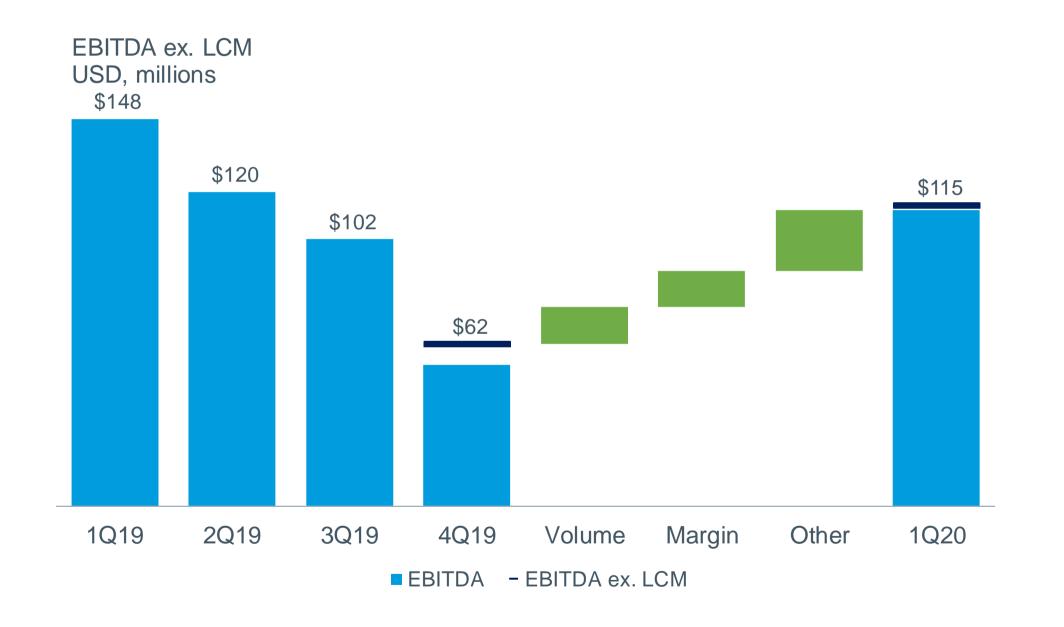
#### **OXYFUELS & RELATED PRODUCTS**

Margins decreased driven by lower product prices



### **ADVANCED POLYMER SOLUTIONS**

#### SEASONAL IMPROVEMENTS MUTED BY LOW DEMAND AND SHUTDOWNS IN AUTOMOTIVE END MARKETS



#### **COMPOUNDING & SOLUTIONS**

Continued low automotive demand and COVID-19 impact

Margins and volumes increased

#### **ADVANCED POLYMERS**

Catalloy volume and margin increased due to seasonal construction demand

#### **INTEGRATION COSTS**

\$14 MM in 1Q20



# REFINING

#### DIMINISHED MARGINS, LOWER VOLUME AND FCC OUTAGE STRESSED PROFITABILITY

EBITDA ex. LCM USD, millions



#### **CRUDE THROUGHPUT**

226 MBPD - impacted by unplanned maintenance

#### **MARGIN DECLINE**

Maya 2-1-1 decreased by \$2.23 to \$17.21

Inability to upgrade fuels during FCC outage



# **TECHNOLOGY**

#### LICENSING IMPACTED BY REVENUE TIMING WITH CONTINUED STRONG CATALYST SALES

# EBITDA USD, millions



#### **LICENSING**

Reduced number of revenue milestones in 1Q20 versus significant milestones reached in 4Q19

#### **CATALYST**

Continued strong catalyst volumes



# FIRST QUARTER 2020 SUMMARY & OUTLOOK

#### RESILIENT PORTFOLIO THAT IS WELL POSITIONED FOR CHALLENGING MARKETS

LEADING ADVANTAGED POSITIONS

Reliable, cost efficient operator

Feedstock flexibility

Resilient portfolio

DISCIPLINED FINANCIAL POLICIES

Efficient cash generation

Secure dividend

Committed to strong investment grade rating

CHALLENGING OUTLOOK

Declining fuel, automotive and durables market demand

Strong polymer demand from packaging and medical markets

PROACTIVE
BUSINESS
RESPONSES

**Increased liquidity** 

Accelerating cost efficiencies

Reducing inventories and 2020 CAPEX

