

## Goldman Sachs 2024 Industrials and Materials Conference

December 4, 2024



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Chief Financial Officer



### 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 of LyondellBasell which are believed to be reasonable at the time made and are subject to significant risks and uncertainties. When used in this presentation, the words "estimate," "believe," "continue," "could," "intend," "may," "plan," "potential," "predict," "should," "will," "expect," and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain such identifying words. Actual results could differ materially based on factors including, but not limited to, market conditions, 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 oil, natural gas, and associated natural gas liquids; our ability to successfully implement initiatives identified pursuant to our Value Enhancement Program and generate anticipated earnings; 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 manage costs; future financial and operating results; our ability to align our assets and grow and upgrade our core, including the results of our strategic review of certain European assets; legal and environmental proceedings; tax rulings, consequences or proceedings; technological developments, and our ability to develop new products and process technologies; our ability to meet our sustainability goals, including the ability to operate safely, increase production of recycled and renewable-based polymers to meet our targets and forecasts, and reduce our emissions and achieve net zero emissions by the time set in our goals; our ability to procure energy from renewable sources; our ability to build a profitable Circular & Low Carbon Solutions business; the continued operation of and successful shut down and closure of the Houston Refinery, including within the expected timeframe; 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 to repay our debt. Additional factors that could cause results to differ materially from those described in the forward-looking statements can be found in the "Risk Factors" section of our Form 10-K for the year ended December 31, 2023, which can be found at www.LyondellBasell.com on the Investor Relations page and on the Securities and Exchange Commission's website at www.sec.gov. There is no assurance that any of the actions, events or results of the forward-looking statements will occur, or if any of them do, what impact they will have on our results of operations or financial condition. Forward-looking statements speak only as of the date they were made and are based on the estimates and opinions of management of LyondellBasell at the time the statements are made. LyondellBasell does not assume any obligation to update forward-looking statements should circumstances or management's estimates or opinions change, except as required by law.

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.

See the APPENDIX for a discussion of the Company's use of non-GAAP financial measures.



### Advancing our corporate strategy

Value creation and sustainability are central to our three-pillar strategy



# Grow and upgrade the core

Shaping our portfolio to leverage strengths, support growth, increase resiliency and drive higher returns



#### Build a profitable Circular & Low Carbon Solutions business

Building a leading CLCS business at scale to meet current and growing future demand for sustainable solutions



# Step up performance and culture

**Unlocking significant opportunities** across the portfolio by reshaping culture to focus on continuous value creation



## Sustainable growth through our MoReTec technology

Construction has begun on our first commercial-scale catalytic advanced recycling plant in Germany

- MoReTec-1 is integral to our Cologne hub together with upstream investments in waste sorting and our existing LYB olefins and polyolefins assets
- Proprietary advanced recycling technology to convert hard-to-recycle plastic into feedstocks for olefins crackers
- Catalytic process enables high yields (>80%¹), with lower energy and carbon emissions intensity
- Advancing plans for additional MoReTec plants



Project was awarded a €40 million grant from the *EU Innovation Fund* <sup>2</sup>



Photo from left to right: State Minister for Economic, Industry, Climate Protection and Energy of North Rhine-Westphalia Mona Neubaur, LYB EVP Yvonne van der Laan, LYB Site Manager - Wesseling Stephan Staender, Chancellor of Germany Olaf Scholz, State Minister-President of the North Rhine-Westphalia Hendrik Wuest, LYB CEO Peter Vanacker

50 kt

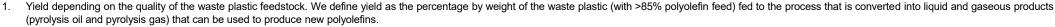
annual capacity

LYB technology allows for operation with

100% renewable power

50% lower carbon footprint

than fossil-based feedstocks<sup>3</sup>



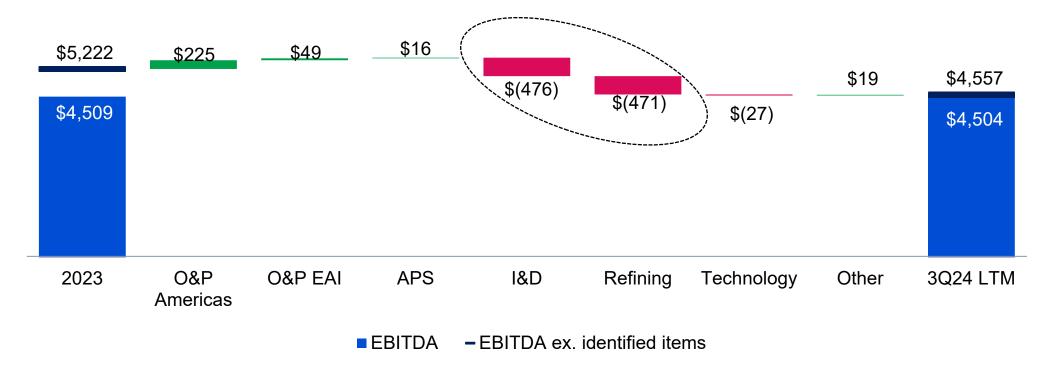
<sup>2.</sup> Co-funded by the European Union. Views and opinions expressed are, however, those of LYB only and do not necessarily reflect those of the European Union or the EU Innovation Fund. Neither the European Union nor the granting authority can be held responsible for them.

Feedstocks produced via the MoReTec process (pyrolysis oil and gas) displace fossil-based feedstocks in the olefins cracking process; the stated carbon footprint reduction is based on a comparison of Life Cycle Assessment (LCA) results for (1) pyrolysis oil and gas produced by the MoReTec technology, and (2) fossil-based naphtha feedstock. LCA for pyrolysis oil and gas based on MoReTec pilot plant data. LCA for fossil-based naphtha includes carbon emissions associated with the production of fossil-based naphtha feedstock, plus incineration of the equivalent amount of mixed plastic waste required to produce pyrolysis oil and gas via the MoReTec process.

### How has the year evolved?

Lower crude prices and gasoline cracks driving ~\$1 B of annual headwinds for I&D and Refining

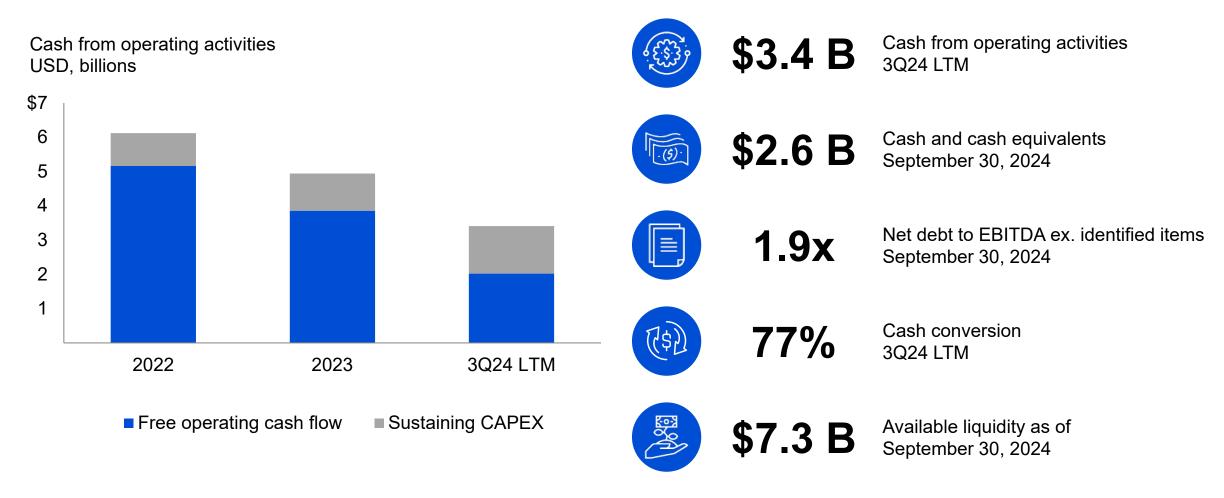
EBITDA variance by segment ex. identified items USD, millions





### Resilient cash generation amid difficult market conditions

Strong balance sheet supported by steady cash conversion

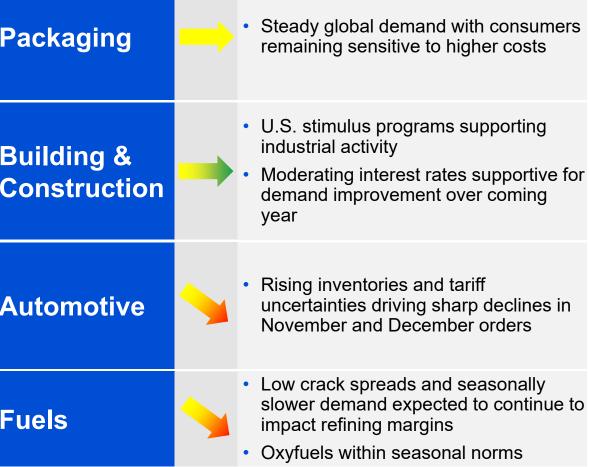




#### Near-term market outlook

Seasonally slow fourth quarter further pressured by tariff and trade uncertainties







### Advancing our strategy despite challenging markets

#### 4Q 2024 outlook below prior expectations

- LYB 4Q24 EBITDA excluding identified items likely lower than any quarter since 2020
  - Seasonally lower 4Q demand and slow economic growth further pressured by tariff and trade uncertainty
  - Favorable oil to gas ratio continues to provide advantage for U.S. and Middle East production
- LYB is sharply focused on disciplined capital allocation and working capital management

#### **Progressing our strategy**

- Clear criteria and focused strategy to drive profitable growth in the company's core businesses
- European strategic review underway
- Exiting refining business during 1Q25
- Growing our Circular & Low Carbon Solutions business with recent groundbreaking of MoReTec-1 in Germany and progress toward developing MoReTec-2 in Houston<sup>1</sup>
- Value Enhancement Program is on track to unlock \$600 MM recurring annual EBITDA<sup>2</sup> by year end 2024



- Subject to final investment decision.
- 2. Year-end EBITDA run rate based on 2017-2019 mid-cycle margins and modest inflation relative to a 2021 baseline.

# Appendix



#### 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. We report our financial results in accordance with U.S. generally accepted accounting principles, but believe that certain non-GAAP financial measures provide useful supplemental information to investors. Non-GAAP financial measures should be considered as a supplement to, and not as a substitute for, or superior to, the financial measures prepared in accordance with GAAP. Our non-GAAP measures are as follows:

<u>Cash conversion</u> - Net cash provided by operating activities divided by EBITDA excluding LCM, gain on sale of business and impairments of more than \$10 million in aggregate for the period. This measure is commonly used by investors to evaluate liquidity. We believe cash conversion is an important financial metric as it helps the Company determine how efficiently it is converting its earnings into cash.

EBITDA - Income from continuing operations plus interest expense (net), provision for (benefit from) income taxes, and depreciation and amortization. This measure provides useful supplemental information to investors regarding the underlying business trends and performance of our ongoing operations and is useful for period-over-period comparisons of such operations. 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.

<u>Free operating cash flow</u> - Net cash provided by operating activities minus sustaining (maintenance and health, safety and environment) capital expenditures. This measure is commonly used by investors to evaluate liquidity. We believe that free operating cash flow provides useful information to management and other parties with an important perspective on the cash available for shareholders, debt repayment and acquisitions after making the capital investments required to support ongoing business operations or sustaining capital expenditures.

Net debt to EBITDA excluding identified items - Total debt minus cash and cash equivalents, restricted cash and short-term investments divided by EBITDA excluding identified items. This measure is commonly used by investors to evaluate liquidity. We believe that net debt to EBITDA excluding identified items provides useful information to management and other parties in evaluating changes to the Company's capital structure and credit quality.

Recurring annual EBITDA for the Value Enhancement Program (VEP) – Year-end EBITDA run-rate based on 2017-2019 mid-cycle margins and modest inflation relative to a 2021 baseline. Recurring annual EBITDA for individual projects cannot be reconciled to net income due to the inherent difficulty in quantifying certain amounts that are necessary for such reconciliation at the project level, including adjustments that could be made for provision for (benefit from) income taxes and depreciation, the amounts of which, based on historical experience, could be significant. We believe recurring annual EBITDA is useful to investors because it represents a key measure used by management to assess progress towards our strategy of value creation.



We also present EBITDA exclusive of identified items. Identified items include adjustments for "lower of cost or market" ("LCM"), gain on sale of business, impairments of more than \$10 million in aggregate for the period and refinery exit costs. 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. 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, within the same fiscal year as the charge, as market prices recover. A gain or loss on sale of a business is calculated as the consideration received from the sale less its carrying value. Property, plant and equipment are recorded at historical costs. If it is determined that an asset or asset group's undiscounted future cash flows will not be sufficient to recover the carrying amount, an impairment charge is recognized to write the asset down to its estimated fair value. Goodwill is tested for impairment annually in the fourth quarter or whenever events or changes in circumstances indicate that the fair value of a reporting unit with goodwill exceeds its fair value, an impairment charge is recognized. We assess our equity investments for impairment whenever events or changes in circumstances indicate that the carrying amount of the investment may not be recoverable. If the decline in value is considered to be other-than-temporary, the investment is written down to its estimated fair value. In April 2022 we announced our decision to cease operation of our Houston Refinery. In connection with exiting the refinery business, we began to incur costs primarily consisting of accelerated lease amorti

These measures 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. Reconciliations for our non-GAAP measures can be found on our website at www.LyondellBasell.com/investorrelations.



#### Reconciliation of Net Income to EBITDA Including and Excluding Identified Items

	Year Ended Nine N					led	Last Twelv Months		
Millions of dollars	December 31, 2023		•	mber 30, 2023	30, September 30, 2024			mber 30, 2024	
Netincome	\$	2,121	\$	1,936	\$	1,970	\$	2,155	
Loss from discontinued operations, net of tax		5		4		6		7	
Income from continuing operations		2,126		1,940		1,976		2,162	
Provision for income taxes		501		508		505		498	
Depreciation and amortization <sup>(a)</sup>		1,534		1,154		1,133		1,513	
Interest expense, net		348		268		251		331	
EBITDA		4,509		3,870		3,865		4,504	
Identified items									
less: Gain on sale of business <sup>(b)</sup>		_		_		(293)		(293)	
add: Impairments <sup>(c)</sup>		518		277		_		241	
add: Refinery exit costs <sup>(d)</sup>		195		165		75		105	
EBITDA excluding identified items	\$	5,222	\$	4,312	\$	3,647	\$	4,557	

<sup>(</sup>a) Depreciation and amortization includes depreciation of asset retirement costs in connection with exiting the Refining business. See the refinery exit costs table for additional detail.

Note: Last twelve months September 30, 2024 is calculated as year ended December 31, 2023, plus nine months ended September 30, 2024, minus nine months ended September 30, 2023.



<sup>(</sup>b) In the second quarter of 2024, we sold our U.S. Gulf Coast-based Ethylene Oxide & Derivatives ("EO&D") business, which resulted in recognition of a gain included in our Intermediates & Derivatives ("I&D") segment.□

<sup>(</sup>c) Includes impairments in excess of \$10 million in aggregate for the period. The year ended December 31, 2023 reflects non-cash impairment charges of \$518 million, which includes a non-cash goodwill impairment charge of \$252 million in our Advanced Polymer Solutions segment, recognized in the first quarter of 2023, and a non-cash impairment charge of \$192 million related to Dutch PO/SM joint venture assets in our I&D segment, recognized in the fourth quarter of 2023.

<sup>(</sup>d) Refinery exit costs include accelerated lease amortization costs, personnel related costs, accretion of asset retirement obligations and other charges. See the refinery exit costs table for additional detail.

Reconciliation of EBITDA to EBITDA Excluding Identified Items by Segment

	Ye	ar Ended	Nine Months Ended				Last Twelve Months	
Millions of dollars	Dec	December 31, 2023		ember 30, 2023	, September 30, 2024		-	ember 30, 2024
EBITDA:								
Olefins & Polyolefins - Americas	\$	2,303	\$	1,699	\$	1,949	\$	2,553
Olefins & Polyolefins - EAI		(9)		116		165		40
Intermediates & Derivatives		1,679		1,606		1,423		1,496
Advanced Polymer Solutions		(162)		(174)		94		106
Refining		379		369		(12)		(2)
Technology		375		298		271		348
Other		(56)		(44)		(25)		(37)
EBITDA	\$	4,509	\$	3,870	\$	3,865	\$	4,504
Identified items								
less: Gain on sale of business:								
Intermediates & Derivatives	\$	_	\$	_	\$	(293)	\$	(293)
add: Impairments <sup>(a)</sup> :								
Olefins & Polyolefins - Americas		25		25		_		_
Olefins & Polyolefins - EAI		38		_		_		38
Intermediates & Derivatives		192		_		_		192
Advanced Polymer Solutions		252		252		_		_
Refining		11		_		_		11
add: Refinery exit costs:								
Refining		195		165		75		105
Total identified items	\$	713	\$	442	\$	(218)	\$	53
EBITDA excluding identified items:								
Olefins & Polyolefins - Americas	\$	2,328	\$	1,724	\$	1,949	\$	2,553
Olefins & Polyolefins - EAI		29		116		165		78
Intermediates & Derivatives		1,871		1,606		1,130		1,395
Advanced Polymer Solutions		90		78		94		106
Refining		585		534		63		114
Technology		375		298		271		348
Other		(56)		(44)		(25)		(37)
EBITDA excluding identified items	\$	5,222	\$	4,312	\$	3,647	\$	4,557

<sup>(</sup>a) Includes impairments in excess of \$10 million in aggregate for the period.

Note: Last tw elve months September 30, 2024 is calculated as year ended December 31, 2023, plus nine months ended September 30, 2024, minus nine months ended September 30, 2023.



Calculation of Cash and Liquid Investments and Total Liquidity

Millions of dollars	September 30, 2024
Cash and cash equivalents and restricted cash	\$ 2,635
Short-term investments	
Cash and liquid investments	2,635
add:	
Availability under Senior Revolving Credit Facility	3,750
Availability under U.S. Receivables Facility	900
Total liquidity	\$ 7,285

#### **Calculation of Cash Conversion**

		ar Ended		Nine Mon	ths End	ded		st Twelve Months
Millions of dollars  Not each provided by appreting activities	December 31, 2023		September 30, Sept 2023		ember 30, 2024	Sept	tember 30, 2024	
Net cash provided by operating activities divided by:	\$	4,942	\$	3,438	\$	1,904	\$	3,408
EBITDA excluding LCM, gain on sale of business and impairments <sup>(a)</sup>	\$	5,027	\$	4,147	\$	3,572	\$	4,452
Cash conversion								77 %

<sup>(</sup>a) See reconciliation of net cash provided by operating activities to EBITDA including and excluding LCM, gain on sale of business and impairments in excess of \$10 million in aggregate for the period.

Note: Last twelve months September 30, 2024 is calculated as year ended December 31, 2023, plus nine months ended September 30, 2024, minus nine months ended September 30, 2023.



#### Reconciliation of Net Cash Provided by Operating Activities to Free Operating Cash Flow

	Year Ended December 31, Nine Mon						ths End	ded	Last I welve Months		
Millions of dollars		2022		2023	•	ember 30, 2023		ember 30, 2024	•	mber 30, 2024	
Net cash provided by operating activities	\$	6,119	\$	4,942	\$	3,438	\$	1,904	\$	3,408	
less:											
Sustaining (maintenance and HSE) capital expenditures		959		1,086		701		1,001		1,386	
Free operating cash flow	\$	5,160	\$	3,856	\$	2,737	\$	903	\$	2,022	

Note: Last twelve months September 30, 2024 is calculated as year ended December 31, 2023, plus nine months ended September 30, 2024, minus nine months ended September 30, 2023.

#### Reconciliation of Total Debt to Net Debt and Calculation of Net Debt to EBITDA excluding Identified Items

Millions of dollars	Sep			
Current maturities of long-term debt	\$	7		
Short-term debt		121		
Long-term debt		11,132		
Total debt		11,260		
less:				
Cash and cash equivalents		2,621		
Restricted cash		14		
Short-term investments				
Net debt	\$	8,625		
divided by:				
LTM EBITDA excluding identified items <sup>(a)</sup>	\$	4,557		
Net Debt to EBITDA excluding identified items <sup>(a)</sup>		1.9		

(a) See reconciliation of net cash provided by operating activities to EBITDA including and excluding identified items.



#### Reconciliation of Net Income to Recurring Annual EBITDA for the Value Enhancement Program

	Current Target			
Millions of dollars	:	2024		
Net income <sup>(a)</sup>	\$	445		
Provision for income taxes		110		
Depreciation and amortization		45		
Interest expense, net				
Recurring annual EBITDA <sup>(a)</sup>	\$	600		

<sup>(</sup>a) Year-end run rate based on 2017-2019 mid-cycle margins and modest inflation relative to 2021 baseline.

#### **Refinery Exit Costs**

	Year	Ended		Nine Mont	ths Ende	d		nths
Millions of dollars	December 31, 2023		•	mber 30, 2023	September 30, 2024		September 30, 2024	
Refinery exit costs:								
Accelerated lease amortization costs	\$	110	\$	100	\$	28	\$	38
Personnel costs		76		59		23		40
Asset retirement obligation accretion		9		6		6		9
Asset retirement cost depreciation		139		119		60		80
Other charges						18		18
Total refinery exit costs	\$	334	\$	284	\$	135	\$	185



Reconciliation of Net Cash Provided by Operating Activities to EBITDA Including and Excluding Identified Items

	Year Ended			Nine Mont	Last Twelve Months				
	December 31,			September 30, September 30,			September 30,		
Millions of dollars		2023		2023	2024		2024		
Net cash provided by operating activities	\$	4,942	\$	3,438	\$	1,904	\$	3,408	
Adjustments:									
Depreciation and amortization <sup>(a)</sup>		(1,534)		(1,154)		(1,133)		(1,513)	
Impairments <sup>(b)</sup>		(518)		(277)		(5)		(246)	
Amortization of debt-related costs		(9)		(7)		(9)		(11)	
Share-based compensation		(91)		(71)		(71)		(91)	
Equity loss, net of distributions of earnings		(189)		(98)		(162)		(253)	
Deferred income tax (provision) benefit		(43)		(48)		79		84	
Gain on sale of business <sup>(c)</sup>		_		_		293		293	
Changes in assets and liabilities that (provided) used cash:									
Accounts receivable		(110)		282		413		21	
Inventories		(18)		196		433		219	
Accounts payable		(141)		(31)		217		107	
Other, net		(168)		(294)		11		137	
Net income		2,121		1,936		1,970		2,155	
Loss from discontinued operations, net of tax		5		4		6		7	
Income from continuing operations		2,126		1,940		1,976		2,162	
Provision for income taxes		501		508		505		498	
Depreciation and amortization <sup>(a)</sup>		1,534		1,154		1,133		1,513	
Interest expense, net		348		268		251		331	
EBITDA		4,509		3,870		3,865		4,504	
add: LCM charges		_		_		_		_	
less: Gain on sale of business (c)		_		_		(293)		(293)	
add: Impairments (b)		518		277				241	
EBITDA excluding LCM, gain on sale of business and impairments		5,027		4,147		3,572		4,452	
add: Refinery exit costs <sup>(d)</sup>		195		165		75		105	
EBITDA excluding identified items	\$	5,222	\$	4,312	\$	3,647	\$	4,557	

<sup>(</sup>a) Depreciation and amortization includes depreciation of asset retirement costs in connection with exiting the Refining business. See the refinery exit costs table for additional detail.

<sup>(</sup>d) Refinery exit costs include accelerated lease amortization costs, personnel related costs, accretion of asset retirement obligations and other charges. See the refinery exit costs table for additional detail.



Note: Last twelve months September 30, 2024 is calculated as year ended December 31, 2023, plus nine months ended September 30, 2024, minus nine months ended September 30, 2024 is calculated as year ended December 31, 2023, plus nine months ended September 30, 2024, minus nine months ended September 30, 2024 is calculated as year ended December 31, 2023, plus nine months ended September 30, 2024, minus nine months ended September 30, 2024 is calculated as year ended December 31, 2023, plus nine months ended September 30, 2024, minus nine months ended September 30, 2024, minus nine months ended September 30, 2024 is calculated as year ended December 31, 2023, plus nine months ended September 30, 2024, minus nine month

<sup>(</sup>b) Includes impairments in excess of \$10 million in aggregate for the period. The year ended December 31, 2023 reflects non-cash impairment charges of \$518 million, which includes a non-cash goodwill impairment charge of \$252 million in our Advanced Polymer Solutions segment, recognized in the first quarter of 2023, and a non-cash impairment charge of \$192 million related to Dutch PO/SM joint venture assets in our I&D segment, recognized in the fourth quarter of 2023.

<sup>(</sup>c) In the second quarter of 2024, we sold our U.S. Gulf Coast-based EO&D business, which resulted in recognition of a gain included in our I&D segment.



Solutions for a better tomorrow