



Enriching lives through innovation

Earnings Summary

Third Quarter 2020

Conference Call

Thursday, October 29, 2020

10:00 a.m. ET

Webcast link:

<https://78449.themediaframe.com/dataconf/productusers/hun/mediaframe/41067/index1.html>

Participant dial-in numbers:

Domestic callers: (877) 402-8037

International callers: (201) 378-4913

General Disclosure

This presentation includes “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These forward-looking statements include statements concerning our plans, objectives, goals, strategies, future events, future revenue or performance, capital expenditures, financing needs, plans or intentions relating to acquisitions, business trends and other information that is not historical information. When used in this presentation, the words “estimates,” “expects,” “anticipates,” “projects,” “plans,” “intends,” “believes,” “forecasts,” or future or conditional verbs, such as “will,” “should,” “could” or “may,” and variations of such words or similar expressions are intended to identify forward-looking statements. All forward-looking statements, including, without limitation, management’s examination of historical operating trends and data, are based upon our current expectations and various assumptions. Our expectations, beliefs and projections are expressed in good faith, and we believe there is a reasonable basis for them. However, there can be no assurance that management’s expectations, beliefs and projections will be achieved.

The forward-looking statements in this release are subject to uncertainty and changes in circumstances and involve risks and uncertainties that may affect the company's operations, markets, products, services, prices and other factors as discussed in the Huntsman companies' filings with the U.S. Securities and Exchange Commission. Significant risks and uncertainties may relate to, but are not limited to, ongoing impact of COVID-19 on our operations and financial results, volatile global economic conditions, cyclical and volatile product markets, disruptions in production at manufacturing facilities, timing of proposed transactions, reorganization or restructuring of Huntsman’s operations, including any delay of, or other negative developments affecting the ability to implement cost reductions and manufacturing optimization improvements in Huntsman businesses and realize anticipated cost savings, and other financial, economic, competitive, environmental, political, legal, regulatory and technological factors. Any forward-looking statement should be considered in light of the risks set forth under the caption “Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2019, which may be supplemented by other risks and uncertainties disclosed in any subsequent reports filed or furnished by us from time to time.

All forward-looking statements attributable to us or persons acting on our behalf apply only as of the date made. We undertake no obligation to update or revise forward-looking statements which may be made to reflect events or circumstances that arise after the date made or to reflect the occurrence of unanticipated events.

This presentation contains financial measures that are not in accordance with generally accepted accounting principles in the U.S. (“GAAP”), including adjusted EBITDA, adjusted EBITDA from discontinued operations, adjusted net income (loss), adjusted diluted income (loss) per share, free cash flow and net debt. Reconciliations of non-GAAP measures to GAAP are provided through the “Non-GAAP Reconciliation” link available in the “Financials” section on the Company’s website at www.huntsman.com/investors.

The Company does not provide reconciliations of forward-looking non-GAAP financial measures to the most comparable GAAP financial measures on a forward-looking basis because the Company is unable to provide a meaningful or accurate calculation or estimation of reconciling items and the information is not available without unreasonable effort. This is due to the inherent difficulty of forecasting the timing and amount of certain items, such as, but not limited to, (a) business acquisition and integration expenses, (b) merger costs, and (c) certain legal and other settlements and related costs. Each of such adjustments has not yet occurred, are out of the Company’s control and/or cannot be reasonably predicted. For the same reasons, the Company is unable to address the probable significance of the unavailable information.

Highlights

Third Quarter 2020

<i>(\$ in millions, except per share amounts)</i>	3Q20	3Q19
Revenues	\$ 1,510	\$ 1,687
Net income	\$ 57	\$ 41
Adjusted net income	\$ 70	\$ 95
Diluted income per share	\$ 0.22	\$ 0.13
Adjusted diluted income per share	\$ 0.32	\$ 0.41
Adjusted EBITDA	\$ 188	\$ 215
Net cash provided by operating activities from continuing operations	\$ 65	\$ 257
Net cash provided by operating activities from continuing operations	\$ 65	\$ 257
Free cash flow from continuing operations	\$ 11	\$ 194
Adjusted free cash flow from continuing operations	\$ 189	\$ 194

Note: Chemical Intermediates Businesses treated as discontinued operations

See Appendix, earnings press release or ir.huntsman.com for reconciliations and important explanatory notes.

Polyurethanes

Third Quarter 2020

Revenues

\$ in millions

Y/Y ↓ 6% Q/Q ↑ 28%



Adjusted EBITDA

\$ in millions

Adjusted EBITDA Margin

Y/Y ↑ 7% Q/Q ↑ 403%



Sales Factors

	Price: Local ⁽¹⁾	Price: FX ⁽¹⁾	Mix & Other	Volume ⁽²⁾
Y/Y	↓ 5%	↑ 1%	↓ 2%	--
Q/Q	↑ 3%	↑ 2%	↑ 3%	↑ 20%

(1) Excludes sales from tolling, by-products and raw materials.

(2) Excludes sales volumes of by-products and raw materials.

Highlights

Current Quarter

- MDI volumes increased 1% YoY
- Differentiated margins remain stable
- Component MDI and polymeric systems margins improved
- Huntsman Building Solutions benefitting from strong residential demand

4Q20 Outlook

- Adj. EBITDA nearly in line with the third quarter, including the \$15M impact from the partial Geismar outage
- Positive trends in construction and automotive markets
- Higher margins in component MDI and polymeric systems QoQ
- Huntsman Building Solutions integration on track to deliver annualized synergies of \$20M in early 2021

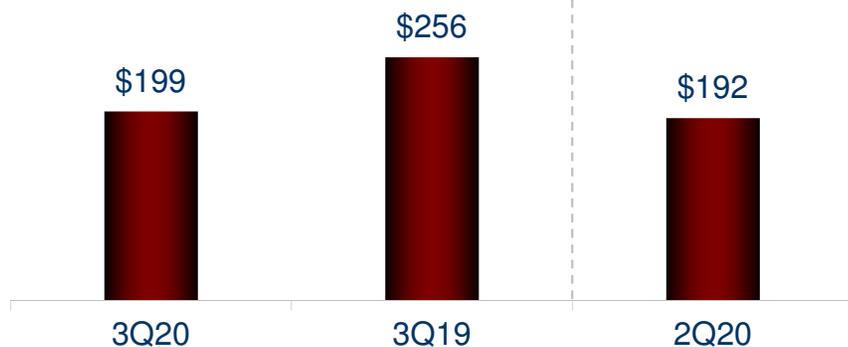
Advanced Materials

Third Quarter 2020

Revenues

\$ in millions

Y/Y ↓ 22% Q/Q ↑ 4%



Adjusted EBITDA

\$ in millions

Adjusted EBITDA Margin

Y/Y ↓ 51% Q/Q ↓ 17%



Sales Factors

	Price: Local ⁽¹⁾	Price: FX ⁽¹⁾	Mix & Other	Volume ⁽²⁾
Y/Y	--	↓ 1%	↓ 10%	↓ 11%
Q/Q	↓ 1%	↑ 2%	↓ 14%	↑ 17%

Highlights

Current Quarter

- Specialty volumes excluding Aerospace were down 14% YoY
- CVC Thermoset Specialties integration on track to deliver annualized synergies of \$15M by end of 2021

4Q20 Outlook

- Adjusted EBITDA slightly lower than 3Q20, but modestly higher when pro-forma for the sale of the India DIY business.
- Improving trends in Industrial markets
- Aerospace demand remains depressed in-line with 3Q20 levels

(1) Excludes sales from tolling, by-products and raw materials.

(2) Excludes sales volumes of by-products and raw materials.

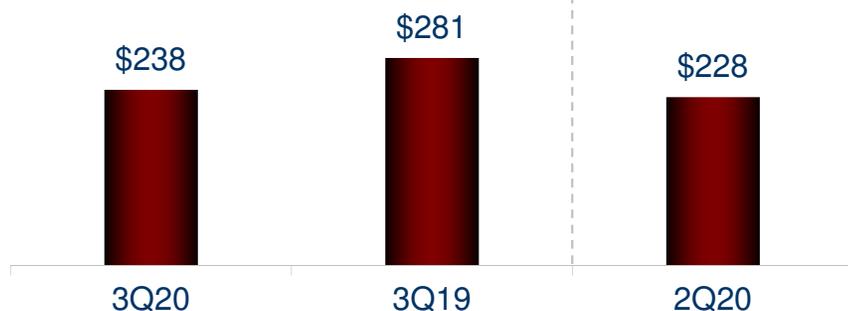
Performance Products

Third Quarter 2020

Revenues

\$ in millions

Y/Y ↓ 15% Q/Q ↑ 4%



Adjusted EBITDA

\$ in millions

Adjusted EBITDA Margin

Y/Y ↓ 5% Q/Q ↑ 24%



Sales Factors

	Price: Local ⁽¹⁾	Price: FX ⁽¹⁾	Mix & Other	Volume ⁽²⁾
Y/Y	↓ 3%	↑ 1%	↑ 6%	↓ 19%
Q/Q	--	↑ 2%	↑ 2%	--

Highlights

Current Quarter

- Performance Amines volumes lower by 6% YoY
- Maleic Anhydride margins stable & construction markets improving
- Lower Ethyleneamine margins continue due to competitive pressures

4Q20 Outlook

- Adjusted EBITDA lower YoY, but near flat with 3Q20 despite typical seasonality
- Stable volumes and margins in Performance Amines
- Improving trends in Maleic Anhydride

(1) Excludes sales from tolling, by-products and raw materials.

(2) Excludes sales volumes of by-products and raw materials.

Textile Effects

Third Quarter 2020

Revenues

\$ in millions

Y/Y ↓ 21% Q/Q ↑ 39%

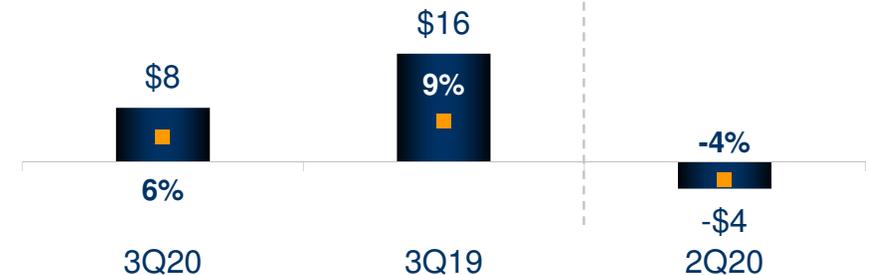


Adjusted EBITDA

\$ in millions

Adjusted EBITDA Margin

Y/Y ↓ 50% Q/Q ↑ NM



Sales Factors

	Price: Local ⁽¹⁾	Price: FX ⁽¹⁾	Mix & Other	Volume ⁽²⁾
Y/Y	↓ 7%	↓ 2%	↑ 1%	↓ 13%
Q/Q	↓ 22%	↑ 2%	↑ 6%	↑ 53%

Highlights

Current Quarter

- Athleisure apparel, home textiles, and automotive markets improving

4Q20 Outlook

- Recovery trends continue with adjusted EBITDA higher than 3Q20
- Favorable trends in sustainable solutions
- Visible recovery in home, athleisure and sportswear apparel, and automotive textiles

(1) Excludes sales from tolling, by-products and raw materials.

(2) Excludes sales volumes of by-products and raw materials.

Adjusted EBITDA Bridge

Third Quarter 2020

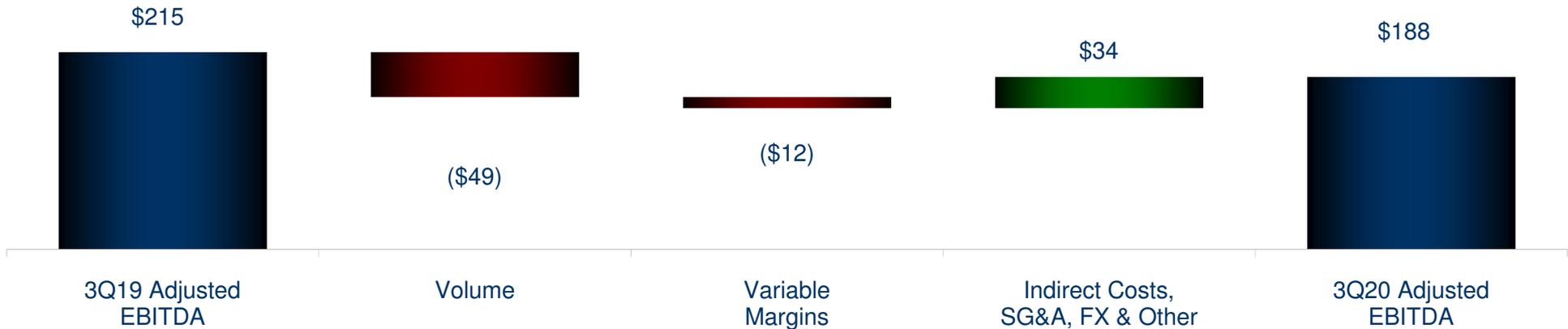
Year / Year – By Segment

\$ in millions



Year / Year – Total Company

\$ in millions



Debt and Liquidity Considerations

Free Cash Flow

USD in millions	3Q20	3Q19	Sept YTD 20	Sept YTD 19
Net cash provided by operating activities	\$ 65	\$ 257	\$ 110	\$ 434
Capital expenditures	(54)	(63)	(170)	(181)
Free cash flow from continuing operations	\$ 11	\$ 194	\$ (60)	\$ 253
Taxes paid on sale of Chemical Intermediates	178	-	188	-
Adjusted free cash flow from continuing operations	\$ 189	\$ 194	\$ 128	\$ 253

Supplemental cash flow information:

Cash paid for interest	\$ (9)	\$ (12)	\$ (49)	\$ (65)
Cash paid for income taxes	(187)	(34)	(242)	(102)
Cash paid for restructuring	(10)	(3)	(24)	(14)
Cash paid for pensions	(27)	(29)	(73)	(68)
Depreciation and amortization	70	65	206	201
Change in primary working capital	110	107	172	72

Working Capital

	Q2 20	Q3 20
Total	\$1,126	\$1,004
Inv	\$885	\$819
AR	\$828	\$881
AP	(\$587)	(\$696)

Key Metrics

	3Q20	3Q19	4Q19
DSO*	43	46	43
DIO	60	64	61
DPO	66	60	65

* Based on Trade AR

Strong Balance Sheet

- **Low leverage of 1.6x**
- **Robust liquidity of \$2.5 billion**

Commentary

- 2020 expected capital expenditures estimated between \$250mm - \$255mm
 - 2020 estimated spend on Geismar Splitter between \$50mm - \$55mm
- Sale of India-based DIY business for up to \$285mm expected to close within a week
 - \$257mm cash up-front; up to \$28mm in earn-out within 18 months
 - Expected tax leakage of just under 10%
- Sale of Venator shares expected to close near year-end
 - \$100mm up front for ~42.5mm shares plus option
 - Option for remaining ~9.5mm shares at \$2.15 per share for 30 months
 - Capital Loss provides cash tax savings of ~\$150mm
- Remaining Cash Taxes payable in 4Q20 of ~\$187mm relating to the gain on sale of Chemical Intermediates Businesses
 - Depending on timing of completion of Venator share sale, may be reduced this year by ~\$150mm
- Near-term April 2021 maturity of Euro bond USD equivalent \$519mm, callable as of January 15, 2021
- March/ April 2021 4 year scheduled cluster Rotterdam turnaround
 - Estimated 2021 cash impact of ~\$40mm
- 23% 3Q20 adj. effective tax rate; approximately 20-22% estimated for 2020. Estimated forward adj. effective tax rate range remains 22% - 24%

Cost Realignment & Synergy Plans On Track

Delivery of >\$100 million Run Rate Benefits Targeted by Year-End 2021

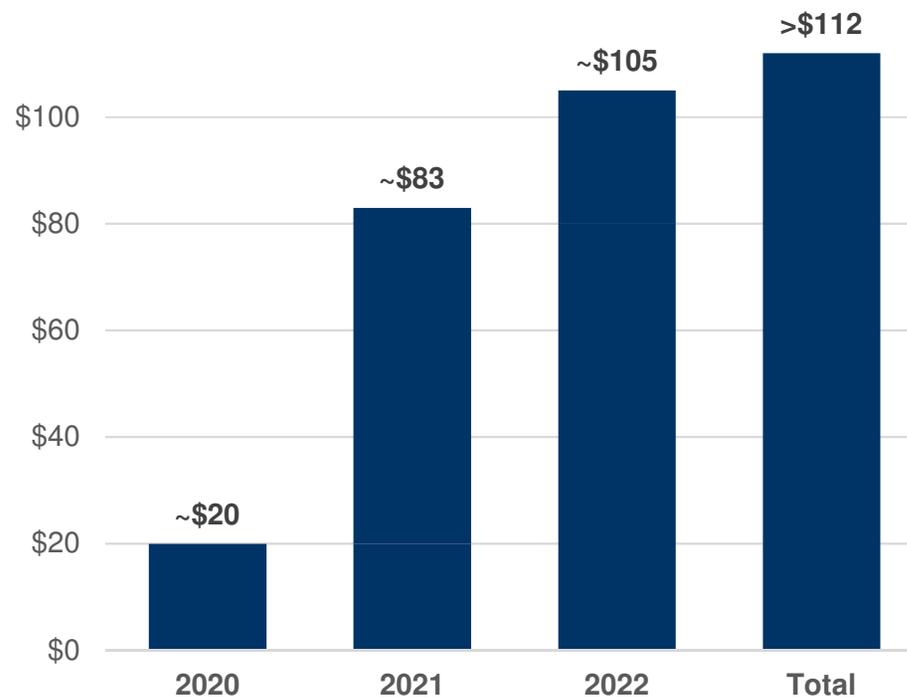
Targeted Benefits & Completion Timing

USD in millions

	Targeted Adj. EBITDA Benefit	Targeted Completion Timing
Acquisition Synergies		
HBS Synergies	~\$20mm	Early 2021
CVC Synergies	~\$15mm	Year-end 2021
Cost Realignment & Business Optimization		
Polyurethanes	~\$40mm	Mid 2022
Advanced Materials	~\$10mm	Mid 2022
Performance Products	~\$7mm	Year-end 2020
Textile Effects	~\$10mm	Year-end 2021
Corporate	>\$10mm	Mid 2022
	>\$112mm	

Targeted In-Year Benefit Delivery

USD in millions



- Targeting >\$100mm run rate by year end 2021
- Estimated cash restructuring and integration costs of approximately \$100mm

The logo for Huntsman, featuring the word "HUNTSMAN" in a bold, dark blue, sans-serif font. The text is centered and flanked by two horizontal red bars, one above and one below the letters.

Enriching lives through innovation

Appendix

Summary Financials and Reconciliation

USD in millions	3Q18	4Q18	FY18	1Q19	2Q19	3Q19	4Q19	FY19	1Q20	2Q20	3Q20	3Q20 LTM
Segment Revenues:												
Polyurethanes	\$ 1,126	\$ 1,014	\$ 4,282	\$ 924	\$ 1,014	\$ 993	\$ 980	\$ 3,911	\$ 888	\$ 730	\$ 936	\$ 3,534
Performance Products	329	310	1,301	300	299	281	278	1,158	292	228	238	1,036
Advanced Materials	279	266	1,116	272	275	256	241	1,044	241	192	199	873
Textile Effects	204	193	824	189	215	179	180	763	180	102	142	604
Corporate and eliminations	30	38	81	(16)	(19)	(22)	(22)	(79)	(8)	(5)	(5)	(40)
Total	\$ 1,968	\$ 1,821	\$ 7,604	\$ 1,669	\$ 1,784	\$ 1,687	\$ 1,657	\$ 6,797	\$ 1,593	\$ 1,247	\$ 1,510	\$ 6,007
Segment Adjusted EBITDA:												
Polyurethanes	\$ 218	\$ 141	\$ 809	\$ 124	\$ 156	\$ 146	\$ 122	\$ 548	\$ 84	\$ 31	\$ 156	\$ 393
Performance Products	54	39	197	45	42	38	43	168	58	29	36	166
Advanced Materials	56	48	225	53	55	51	42	201	48	30	25	145
Textile Effects	25	21	101	22	28	16	18	84	20	(4)	8	42
Corporate, LIFO and other	(45)	(42)	(171)	(40)	(36)	(36)	(43)	(155)	(45)	(32)	(37)	(157)
Total	\$ 308	\$ 207	\$ 1,161	\$ 204	\$ 245	\$ 215	\$ 182	\$ 846	\$ 165	\$ 54	\$ 188	\$ 589
Net income (loss)	\$ (8)	\$ (315)	\$ 650	\$ 131	\$ 118	\$ 41	\$ 308	\$ 598	\$ 708	\$ (59)	\$ 57	\$ 1,014
Net income attributable to noncontrolling interests	(3)	(25)	(313)	(12)	(8)	(11)	(5)	(36)	(3)	(3)	(9)	(20)
Net income (loss) attributable to Huntsman Corporation	(11)	(340)	337	119	110	30	303	562	705	(62)	48	994
Interest expense from continuing operations	30	29	115	30	29	27	25	111	18	21	24	88
Interest expense from discontinued operations ⁽²⁾	10	6	36	-	-	-	-	-	-	-	-	-
Income tax expense (benefit) from continuing operations	16	4	45	45	38	30	(151)	(38)	7	(13)	15	(142)
Income tax expense (benefit) from discontinued operations ⁽²⁾	(41)	(9)	86	5	14	25	(9)	35	238	1	-	230
Depreciation and amortization from continuing operations	62	68	255	67	69	65	69	270	67	69	70	275
Depreciation and amortization from discontinued operations ⁽²⁾	23	25	88	23	23	13	2	61	-	-	-	2
Business acquisition and integration expenses and purchase accounting inventory adjustments	2	(1)	9	1	-	3	1	5	13	8	9	31
EBITDA from discontinued operations, net of tax ⁽²⁾	213	354	(171)	(51)	(72)	(106)	(36)	(265)	(1,015)	(6)	-	(1,057)
Noncontrolling interest of discontinued operations ⁽¹⁾⁽²⁾	(21)	10	232	-	-	-	-	-	-	-	-	-
Loss on sale of businesses/assets	-	-	-	-	-	-	21	21	(2)	1	-	20
Income from transition services arrangements	-	-	-	-	-	-	-	-	-	(5)	(1)	(6)
Expenses associated with merger, net of tax	1	-	2	-	-	-	-	-	-	-	-	-
Fair value adjustments to Venator Investment ⁽²⁾	-	62	62	(76)	18	148	(72)	18	110	(4)	(6)	28
Loss on early extinguishment of debt	-	-	3	23	-	-	-	23	-	-	-	-
Certain legal and other settlements and related expenses (income)	1	(3)	1	-	-	1	5	6	2	4	(4)	7
Certain information technology implementation costs	-	-	-	-	-	1	3	4	1	1	1	6
Amortization of pension and postretirement actuarial losses	18	17	67	17	16	16	17	66	18	19	20	74
Restructuring, impairment and plant closing and transition costs (credits)	5	(15)	(6)	1	-	(43)	1	(41)	3	19	12	35
Plant incident remediation costs	-	-	-	-	-	5	3	8	-	1	-	4
Adjusted EBITDA	\$ 308	\$ 207	\$ 1,161	\$ 204	\$ 245	\$ 215	\$ 182	\$ 846	\$ 165	\$ 54	\$ 188	\$ 589