

# Huntsman Reports Record Quarterly Adjusted EBITDA of \$401 Million, \$0.70 Adjusted EPS

## **Third Quarter 2012 Highlights**

- Net income attributable to Huntsman Corporation increased to \$116 million compared to a loss of \$34 million in the prior year period.
- Adjusted EBITDA improved 16% to \$401 million compared to the prior year period.
- Adjusted diluted income per share improved 49% to \$0.70 compared to the prior year period.

		Th	ree r	nonths en	Nine months ended							
	September 30,				June 30,		September 30,					
In millions, except per share amounts, unaudited	2012		2011		2012		2012		2011			
Revenues	\$	2,741	\$	2,976	\$	2,914	\$	8,568	\$	8,589		
Net income (loss) attributable to Huntsman Corporation	\$	116	\$	(34)	\$	124	\$	403	\$	142		
Adjusted net income <sup>(1)</sup>	\$	168	\$	114	\$	139	\$	484	\$	340		
Diluted income (loss) per share	\$	0.48	\$	(0.14)	\$	0.52	\$	1.68	\$	0.59		
Adjusted diluted income per share <sup>(1)</sup>	\$	0.70	\$	0.47	\$	0.58	\$	2.01	\$	1.40		
EBITDA <sup>(1)</sup>	\$	341	\$	204	\$	352	\$	1,083	\$	766		
Adjusted EBITDA <sup>(1)</sup>	\$	401	\$	346	\$	365	\$	1,163	\$	971		

See end of press release for footnote explanations

The Woodlands, TX – Huntsman Corporation (NYSE: HUN) today reported third quarter 2012 results with revenues of \$2,741 million and adjusted EBITDA of \$401 million.

Peter R. Huntsman, our President and CEO, commented:

"Our third quarter 2012 Adjusted EBITDA of \$401 million represents a new record in quarterly earnings. Compared to the prior year and quarter, improved earnings in our polyurethanes businesses more than offset the decline in our pigments business. In addition to the increased earnings in our polyurethanes business, all of our non-pigments businesses saw an increase in earnings from the previous year.

During the quarter, we generated more than \$200 million in cash from operations and prepaid \$75 million of debt. Earlier this week, we prepaid an additional \$50 million of debt.

In addition to aggressive sales efforts, we continue to benefit from our ongoing restructuring and cost cutting that was started last year and will continue to deliver a better cost structure into 2013."

## Segment Analysis for 3Q12 Compared to 3Q11

## Polyurethanes

The increase in revenues in our Polyurethanes division for the three months ended September 30, 2012 compared to the same period in 2011 was due to higher average selling prices and improved sales mix partially offset by lower sales volumes and the strength of the U.S. dollar against major European currencies. PO/MTBE average selling prices increased primarily due to favorable market conditions. MDI average selling prices increased in all regions but were offset by the strength of the U.S. dollar against major European currencies. PO/MTBE sales volumes decreased partially offset by an increase in MDI sales volumes primarily as a result of improved demand in the European and Asian regions and in certain large markets such as composite wood products and adhesives, coatings and elastomers. The increase in adjusted EBITDA was primarily due to higher contribution margins and improved sales mix.

#### Performance Products

The decrease in revenues in our Performance Products division for the three months ended September 30, 2012 compared to the same period in 2011 was due to lower average selling prices and lower sales volumes. Average selling prices decreased primarily in response to lower raw material costs and the strength of the U.S. dollar against major international currencies. Sales volumes decreased primarily due to a shift to tolling arrangements. The increase in adjusted EBITDA was primarily due to higher contribution margins as raw material costs decreased.

#### Advanced Materials

The decrease in revenues in our Advanced Materials division for the three months ended September 30, 2012 compared to the same period in 2011 was primarily due to lower average selling prices partially offset by higher sales volumes. Average selling prices decreased primarily in response to lower raw material costs, competitive market pressure and the strength of the U.S. dollar against major international currencies. Sales volumes increased primarily due to stronger demand in Europe, the Americas and India while sales volumes in the Asia Pacific region decreased due to lower demand in the wind energy and electrical engineering markets. The increase in adjusted EBITDA was primarily due to higher sales volumes and lower selling, general and administrative costs as a result of recent restructuring efforts.

#### Textile Effects

The increase in revenues in our Textile Effects division for the three months ended September 30, 2012 compared to the same period in 2011 was primarily due to higher sales volumes, partially offset by lower average selling prices. Sales volumes increased due to increased market share in key markets, notably Asia. Average selling prices decreased primarily due to the strength of the U.S. dollar against major international currencies. The increase in adjusted EBITDA was primarily due to higher sales volumes and lower manufacturing and selling, general and administrative costs as a result of recent restructuring efforts.

## **Pigments**

The decrease in revenues in our Pigments division for the three months ended September 30, 2012 compared to the same period in 2011 was due to lower sales volumes. Sales volumes decreased primarily due to lower global demand. The increase in local currency average selling prices was offset by the strength of the U.S. dollar against major international currencies. The decrease in adjusted EBITDA was primarily due to lower sales volumes and higher raw material costs.

#### Corporate, LIFO and Other

Adjusted EBITDA from Corporate, LIFO and other increased by \$12 million to a loss of \$37 million for the three months ended September 30, 2012 compared to a loss of \$49 million for the same period in 2011. The increase in adjusted EBITDA was primarily the result of a \$10 million decrease in LIFO inventory valuation expense (\$2 million of income in 2012 compared to \$8 million of expense in 2011).

#### Liquidity, Capital Resources and Outstanding Debt

As of September 30, 2012, we had \$1,038 million of combined cash and unused borrowing capacity compared to \$1,043 million at December 31, 2011. For the three months ended September 30, 2012, our primary net working capital increased by \$10 million and we generated \$208 million in cash from operations.

During the third quarter 2012 we prepaid \$75 million of our senior secured term loans. During October, 2012 we prepaid an additional \$50 million of our senior secured term loan.

Total capital expenditures for the three months ended September 30, 2012 were \$85 million. We expect to spend approximately \$425 - \$450 million on capital expenditures in 2012 which approximates our annual depreciation and amortization.

#### **Income Taxes**

During the three months ended September 30, 2012 we recorded income tax expense of \$61 million. Our adjusted effective income tax rate for the three months ended September 30, 2012 was approximately 31%. We expect our long term effective income tax rate to be approximately 30 - 35%. During the three months ended September 30, 2012, we paid \$83 million in cash for income taxes.

#### **Conference Call Information**

We will hold a conference call to discuss our third quarter 2012 financial results on Friday, November 2, 2012 at 10:00 a.m. ET.

Call-in numbers for the conference call:

U.S. participants (888) 713 - 4217 International participants (617) 213 - 4869

Passcode 67952871

In order to facilitate the registration process, you may use the following link to pre-register for the conference call. Callers who pre-register will be given a unique PIN to gain immediate access to the call and bypass the live operator. You may pre-register at any time, including up to and after the call start time. To pre-register, please go to:

https://www.theconferencingservice.com/prereg/key.process?key=P9F6FYPGT

#### **Webcast Information**

The conference call will be available via webcast and can be accessed from the investor relations portion of the company's website at huntsman.com.

### **Replay Information**

The conference call will be available for replay beginning November 2, 2012 and ending November 9, 2012.

Call-in numbers for the replay:

U.S. participants (888) 286 - 8010 International participants (617) 801 - 6888 Replay code 91700765

<u>Table 1 – Results of Operations</u>

	TI	nree mon Septem			N	ine mon Septen		
In millions, except per share amounts, unaudited		2012		2011		2012		2011
Revenues	\$	2,741	\$	2,976	\$	8,568	\$	8,589
Cost of goods sold		2,204		2,486		6,954	·	7,138
Gross profit		537		490		1,614		1,451
Operating expenses		255		258		792		821
Restructuring, impairment and plant closing costs		47		155		52		171
Operating income		235		77		770		459
Interest expense, net		(56)		(63)		(172)		(187)
Equity in income of investment in unconsolidated affiliates		2		2		5		6
Loss on early extinguishment of debt		(1)		(2)		(2)		(5)
Other income (loss)		1		(1)		2		
Income before income taxes		181		13		603		273
Income tax expense		(61)		(55)		(186)		(111)
Income (loss) from continuing operations		120		(42)		417		162
(Loss) income from discontinued operations, net of tax <sup>(2)</sup>		(1)		10		(7)		(5)
Extraordinary gain on the acquisition of a business, net of tax of nil		1_				1_		2
Net income (loss)		120		(32)		411		159
Net income attributable to noncontrolling interests, net of tax		(4)		(2)		(8)		(17)
Net income (loss) attributable to Huntsman Corporation	-\$	116	\$	(34)	\$	403	\$	142
Adjusted EBITDA <sup>(1)</sup>	\$	401	\$	346	\$	1,163	\$	971
Adjusted net income <sup>(1)</sup>	\$	168	\$	114	\$	484	\$	340
Basic income (loss) per share	\$	0.49	\$	(0.14)	\$	1.70	\$	0.60
Diluted income (loss) per share	\$	0.48	\$	(0.14)	\$	1.68	\$	0.59
Adjusted diluted income per share <sup>(1)</sup>	\$	0.70	\$	0.47	\$	2.01	\$	1.40
Aujusteu unuteu income per snare	φ	0.70	φ	0.47	Ψ	2.01	φ	1.40
Common share information:								
Basic shares outstanding		237.9		237.6		237.4		238.2
Diluted shares		240.8		237.6		240.3		242.6
Diluted shares for adjusted diluted income per share		240.8		241.3		240.3		242.6

<u>Table 2 – Results of Operations by Segment</u>

	T	hree mor Septem			Better /	N		ne months ended September 30,			
In millions, unaudited		2012		2011	(Worse)	2012		2011		(Worse)	
Segment Revenues:											
Polyurethanes	\$	1,244	\$	1,209	3%	\$	3,735	\$	3,391	10%	
Performance Products		742		846	(12)%		2,319		2,546	(9)%	
Advanced Materials		328		349	(6)%		1,014		1,059	(4)%	
Textile Effects		182		173	5%		562		563		
Pigments		319		455	(30)%		1,150		1,243	(7)%	
Eliminations and other		(74)		(56)	(32)%		(212)		(213)		
Total	\$	2,741	\$	2,976	(8)%		8,568	\$	8,589		
Segment Adjusted EBITDA <sup>(1)</sup> :											
Polyurethanes	\$	239	\$	140	71%	\$	586	\$	397	48%	
Performance Products		107		97	10%		282		314	(10)%	
Advanced Materials		30		26	15%		86		96	(10)%	
Textile Effects		(10)		(29)	66%		(23)		(42)	45%	
Pigments		72		161	(55)%		352		363	(3)%	
Corporate, LIFO and other	_	(37)	_	(49)	24%		(120)		(157)	24%	
Total	\$	401	\$	346	16%	\$	1,163	\$	971	20%	

<u>Table 3 – Factors Impacting Sales Revenues</u>

Three months ended September 30, 2012 vs. 2011

	Average Se	lling Price <sup>(a)</sup>			
	Local	Exchange	Sales Mix	Sales	
Unaudited	Currency	Rate	_ & Other	Volume <sup>(a)</sup>	Total
Polyurethanes	5%	(5)%	4%	(1)%	3%
Performance Products	(7)%	(4)%	1%	(2)%	(12)%
Advanced Materials	(11)%	(7)%	1%	11%	(6)%
Textile Effects	(2)%	(7)%	(1)%	15%	5%
Pigments	7%	(7)%		(30)%	(30)%
Total Company	(1)%	(5)%		(2)%	(8)%

Nine months ended September 30, 2012 vs. 2011

Average Se	lling Price <sup>(a)</sup>								
Local	Exchange	Sales Mix	Sales						
Currency	Rate	& Other	Volume <sup>(a)</sup>	Total					
4%	(3)%	2%	7%	10%					
(5)%	(2)%		(2)%	(9)%					
(5)%	(5)%	(2)%	8%	(4)%					
(1)%	(4)%	(1)%	6%						
22%	(6)%		(23)%	(7)%					
3%	(4)%	1%							
	Local Currency 4% (5)% (5)% (1)% 22%	Currency         Rate           4%         (3)%           (5)%         (2)%           (5)%         (5)%           (1)%         (4)%           22%         (6)%	Local Currency         Exchange Rate         Sales Mix & Other           4%         (3)%         2%           (5)%         (2)%            (5)%         (5)%         (2)%           (1)%         (4)%         (1)%           22%         (6)%	Local Currency         Exchange Rate         Sales Mix & Volume <sup>(a)</sup> 4%         (3)%         2%         7%           (5)%         (2)%          (2)%           (5)%         (5)%         (2)%         8%           (1)%         (4)%         (1)%         6%           22%         (6)%          (23)%					

<sup>(</sup>a) Excludes revenues and sales volumes primarily from tolling arrangements and the sale of by-products and raw materials.

Table 4 - Reconciliation of U.S. GAAP to Non-GAAP Measures

In millions, except per share amounts, unaudited		EBi ree mo Septer 2012	nber :		Th	Expense ree moi	ne Tax e) Benefit nths ended nber 30, 2011	At Th	let Inco ttrib. to ree mo Septer 2012	HUN nths nber	Corp. ended	Th	Per S ree mon Septem	hare ths e ber 3	nded
GAAP <sup>(1)</sup>	\$	341	\$	204	\$	(61)	\$ (55	) \$	116	\$	(34)	\$	0.48	\$	(0.14)
Adjustments: Legal settlements and related expenses		4		4		(2)	(1	`	2		3		0.01		0.01
Loss on early extinguishment of debt		1		2		(1)	(1		- 2		1		-		-
Loss on initial consolidation of subsidiaries		4				- ( ' /	- `	,	4		- '		0.02		-
Restructuring, impairment, plant closing and transition costs Discount amortization on settlement financing associated with the		51		155		(11)	(3	)	40		152		0.17		0.63
terminated merger		N/A		N/A		(3)	(3	)	5		4		0.02		0.02
Acquisition expenses Gain on disposition of businesses/assets		1		1 (3)		-	-		1		1 (3)		-		(0.01)
(Income) loss from discontinued operations, net of tax <sup>(2)</sup>		-		(17)		N/A	N/A		1		(10)		-		(0.01)
Extraordinary gain on the acquisition of a business, net of tax		(1)		-		N/A	N/A		(1)		-		-		-
Adjusted <sup>(1)</sup>	-\$	401	\$	346	\$	(78)	\$ (63		168		114	\$	0.70	\$	0.47
•		401	<u> </u>	<del></del>	Ψ	(10)	Ψ (ου			<u> </u>		Ψ	0.70	Ψ	0.41
Adjusted income tax expense									78		63				
Net income attributable to noncontrolling interests, net of tax								_	4	_	2				
Adjusted pre-tax income <sup>(1)</sup>								\$	250	\$	179				
Adjusted effective tax rate									31%		35%				
	Th	ree mo	ITDA nths e	ended		Expensore ree mor	ne Tax e) Benefit nths endec e 30,	At	let Inco ttrib. to ree mo Jun	HUŃ	Corp.		ited Inco Per S ree mon June	hare ths e	
In millions, except per share amounts, unaudited		20	012			20	12		2	012		_	20	12	
GAAP <sup>(1)</sup>	\$	352			\$	(65)		\$	124			\$	0.52		
Adjustments:	•					()									
Restructuring, impairment, plant closing and transition costs Discount amortization on settlement financing associated with the		9				(2)			7				0.03		
terminated merger		N/A				(3)			5				0.02		
Acquisition expenses  Loss from discontinued operations, net of tax <sup>(2)</sup>		1				AI/A			1 2				0.01		
• •	_				_	N/A		_							
Adjusted <sup>(1)</sup>	_\$_	365			\$	(70)		\$	139			\$	0.58		
Adjusted income tax expense									70						
Adjusted pre-tax income <sup>(1)</sup>								\$	213						
Adjusted effective tax rate									33%						
rajasioa silositto tar tato									0070						
		EB	ITDA		(I		ne Tax e) Benefit		let Inco	•	,	Dilu	uted Inc	•	Loss)
	N	ine mor			Ni		ths ended	N	ine mor			Ni	ne mon		
		Septer					nber 30,		Septer				Septem		
In millions, except per share amounts, unaudited		2012		011		2012	2011		2012		2011		2012		)11
GAAP <sup>(1)</sup>	\$	1,083	\$	766	\$	(186)	\$ (111	) \$	403	\$	142	\$	1.68	\$	0.59
Adjustments:				38		(0)	/4.4	`	3		24		0.04		0.10
Legal settlements and related expenses  Loss on early extinguishment of debt		5 2		38 5		(2) (1)	(14		1		3		0.01		0.10 0.01
Loss (gain) on initial consolidation of subsidiaries		4		(12)		- ('')	2		4		(10)		0.02		(0.04)
Restructuring, impairment, plant closing and transition costs		64		171		(14)	(4	)	50		167		0.21		0.69
Discount amortization on settlement financing associated with the															
terminated merger		N/A		N/A		(8)	3)		15		13		0.06		0.05
Acquisition expenses Gain on disposition of businesses/assets		2		5 (6)		-	(1	)	2		4 (6)		0.01		0.02 (0.02)
Loss from discontinued operations, net of tax <sup>(2)</sup>		- 4		6		N/A	N/A		7		(6) 5		0.03		0.02)
Extraordinary gain on the acquisition of a business, net of tax		(1)		(2)		N/A	N/A		(1)		(2)		-		(0.01)
Adjusted <sup>(1)</sup>	\$	1,163	\$	971	\$	(211)	\$ (138		484	\$	340	\$	2.01	\$	1.40
•••••		.,	Ť	<del></del>	_	(= /)	7 (100	<u> </u>		Ť			2.0.		
Adjusted income tax expense  Net income attributable to noncontrolling interests, net of tax									211 8		138 17				
Adjusted pre-tax income <sup>(1)</sup>								_							
•								\$	703	\$	495				
Adjusted effective tax rate									30%		28%				

<u>Table 5 – Reconciliation of Net Income (Loss) to EBITDA</u>

		ın	ree m	Nine months ended									
In millions, unaudited		September 30, June 30,						September 30,					
		2012		2011		2012		2012		011			
Net income (loss) attributable to Huntsman Corporation	\$	116	\$	(34)	\$	124	\$	403	\$	142			
Interest expense, net		56		63		57		172		187			
Income tax expense from continuing operations		61		55		65		186		111			
Income tax expense (benefit) from discontinued operations (2)		-		7		(1)		(2)		(1)			
Depreciation and amortization of continuing operations		107		113		107		319		327			
Depreciation and amortization of discontinued operations <sup>(2)</sup>		1_						5					
EBITDA <sup>(1)</sup>	\$	341	\$	204	\$	352	\$	1,083	\$	766			

<u>Table 6 – Selected Balance Sheet Items</u>

In millions		mber 30, 2012	2	ne 30, 2012	December 31, 2011			
	(un	audited)	(un	audited)				
Cash	\$	444	\$	461	\$	562		
Accounts and notes receivable, net		1,626		1,677		1,529		
Inventories		1,807		1,645		1,539		
Other current assets		365		326		316		
Property, plant and equipment, net		3,626		3,536		3,622		
Other assets		1,078		1,084		1,089		
Total assets	\$	8,946	\$	8,729	\$	8,657		
Accounts payable	\$	1,017	\$	976	\$	862		
Other current liabilities		758		729		752		
Current portion of debt		130		143		212		
Long-term debt		3,550		3,601		3,730		
Other liabilities		1,275		1,274		1,325		
Total equity		2,216		2,006		1,776		
Total liabilities and equity	\$	8,946	\$	8,729	\$	8,657		

<u>Table 7 – Outstanding Debt</u>

In millions		ember 30 2012	, _		ıne 30, 2012	December 31 2011		
		naudited)		(ur	audited)			
Debt:								
Senior credit facilities	\$	1,613	(a)	\$	1,686	\$	1,696	
Accounts receivable programs		237			232		237	
Senior notes		490	(b)		483		472	
Senior subordinated notes		892			893		976	
Variable interest entities		266			271		281	
Other debt		182			179		280	
Total debt - excluding affiliates		3,680			3,744		3,942	
Total cash		444			461		562	
Net debt- excluding affiliates	_\$	3,236		\$	3,283	\$	3,380	

<sup>(</sup>a) net of \$28 million unamortized discount as of September 30, 2012

<u>Table 8 – Summarized Statement of Cash Flows</u>

		onths ended ember 30,	Nine months ended September 30,					
In millions, unaudited		2012		2012	2011			
Total cash at beginning of period	\$	461	\$	562	\$	973		
Net cash provided by operating activities Net cash used in investing activities Net cash used in financing activities Effect of exchange rate changes on cash Change in restricted cash		208 (114) (114) 3		556 (299) (378) 2 1		25 (200) (335) (3) (1)		
Total cash at end of period	\$	444	\$	444	\$	459		
Supplemental cash flow information: Cash paid for interest Cash paid for income taxes Cash paid for capital expenditures Depreciation & amortization	\$ \$ \$	(71) (83) (85) 108	\$ \$ \$	(177) (153) (248) 324	\$ \$ \$ \$ \$	(178) (84) (217) 327		
Changes in primary working capital: Accounts and notes receivable Inventories Accounts payable	\$	81 (113) 22	\$	(102) (252) 122	\$	(314) (273) 81		
Total use of cash		(10)	\$	(232)	\$	(506)		

#### Footnotes

1. We use EBITDA and adjusted EBITDA to measure the operating performance of our business. We provide adjusted net income because we feel it provides meaningful insight for the investment community into the performance of our business. We believe that net income (loss) attributable to Huntsman Corporation is the performance

<sup>(</sup>b) net of \$110 million unamortized discount as of September 30, 2012

measure calculated and presented in accordance with generally accepted accounting principles in the U.S. ("GAAP") that is most directly comparable to EBITDA, adjusted EBITDA and adjusted net income. Additional information with respect to our use of each of these financial measures follows:

EBITDA is defined as net income (loss) attributable to Huntsman Corporation before interest, income taxes, and depreciation and amortization. EBITDA as used herein is not necessarily comparable to other similarly titled measures of other companies. The reconciliation of EBITDA to net income (loss) attributable to Huntsman Corporation is set forth in Table 5 above.

Adjusted EBITDA is computed by eliminating the following from EBITDA: EBITDA from discontinued operations; restructuring, impairment, plant closing and transition costs (credits); acquisition expenses; certain legal settlements and related expenses; loss on early extinguishment of debt; loss (gain) on initial consolidation of subsidiaries; extraordinary loss (gain) on the acquisition of a business; and loss (gain) on disposition of businesses/assets. The reconciliation of adjusted EBITDA to EBITDA is set forth in Table 4 above.

Adjusted net income (loss) is computed by eliminating the after tax impact of the following items from net income (loss) attributable to Huntsman Corporation: loss (income) from discontinued operations; restructuring, impairment, plant closing and transition costs (credits); discount amortization on settlement financing associated with the terminated merger; acquisition expenses; certain legal settlements and related expenses; loss on early extinguishment of debt; loss (gain) on initial consolidation of subsidiaries; extraordinary loss (gain) on the acquisition of a business; and loss (gain) on disposition of businesses/assets. We do not adjust for changes in tax valuation allowances because we do not believe it provides more meaningful information than is provided under GAAP. The reconciliation of adjusted net income (loss) to net income (loss) attributable to Huntsman Corporation common stockholders is set forth in Table 4 above.

2. During the first quarter 2010 we closed our Australian styrenics operations, results from this business are treated as discontinued operations.

#### About Huntsman:

Huntsman is a global manufacturer and marketer of differentiated chemicals. Our operating companies manufacture products for a variety of global industries, including chemicals, plastics, automotive, aviation, textiles, footwear, paints and coatings, construction, technology, agriculture, health care, detergent, personal care, furniture, appliances and packaging. Originally known for pioneering innovations in packaging and, later, for rapid and integrated growth in petrochemicals, Huntsman has approximately 12,000 employees and operates from multiple locations worldwide. The Company had 2011 revenues of over \$11 billion. For more information about Huntsman, please visit the company's website at www.huntsman.com.

Forward-Looking Statements:

Statements in this release that are not historical are forward-looking statements. These statements are based on management's current beliefs and expectations. 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, financial, economic, competitive, environmental, political, legal, regulatory and technological factors. The company assumes no obligation to provide revisions to any forward-looking statements should circumstances change, except as otherwise required by applicable laws.