

# Goldman Sachs Industrials & Materials Investor Conference

May 16, 2019

### **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, volatile global economic conditions, cyclical and volatile product markets, disruptions in production at manufacturing facilities, 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, 2017.

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.

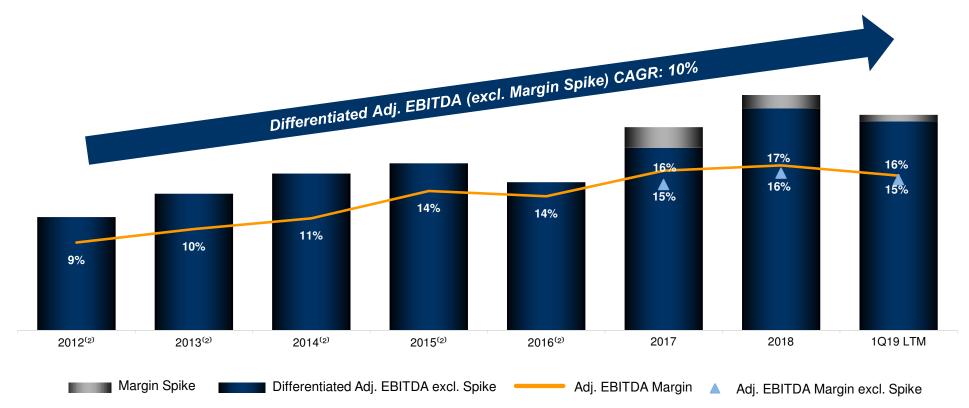
This presentation contains financial measures that are not in accordance with generally accepted accounting principles in the U.S. ("GAAP"), including EBITDA, adjusted EBITDA, adjusted EBITDA from discontinued operations, adjusted net income (loss), adjusted diluted income (loss) per share, free cash flow and net debt. Reconciliations of non-GAAP measures to GAAP are provided in the financial schedules attached to the earnings news release for the relevant period and available on the Company's website at http://ir.huntsman.com/

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.



# Differentiated Adjusted EBITDA and Guidance





(1) Excludes MTBE and Olefins.

(2) Excludes European surfactants business, which was sold to Innospec on December 30, 2016.

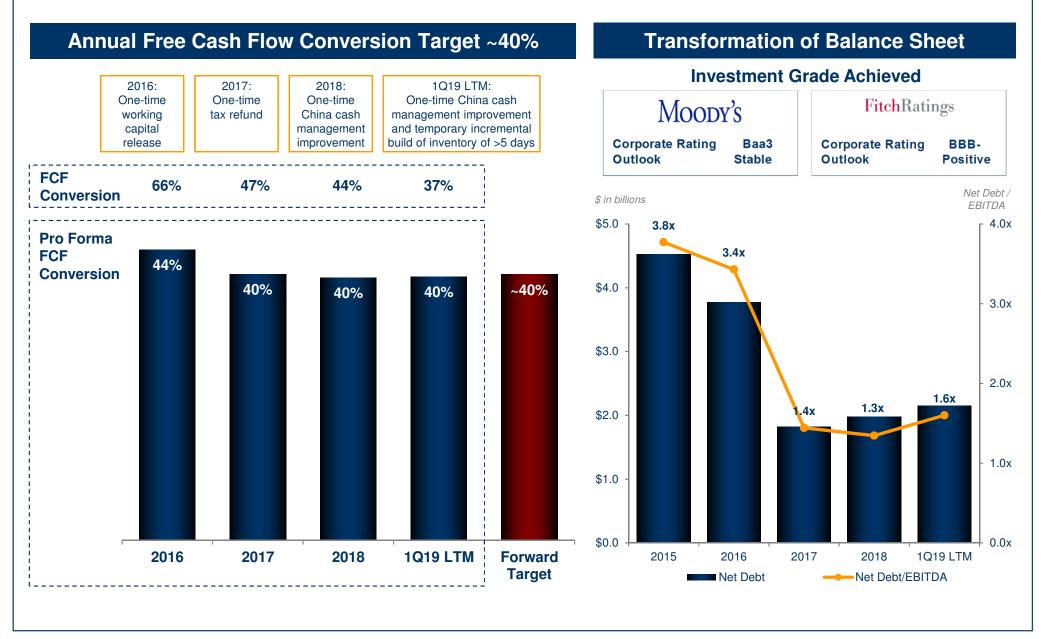
### 2019 Guidance and First Quarter 2019 Results

- Full year 2019 Adj. EBITDA to be within 7% 10% of 2018 Adj. EBITDA
- Annual free cash flow conversion target of near 40%
- First quarter 2019 Adj. EBITDA was down Y/Y \$148mm or 37%

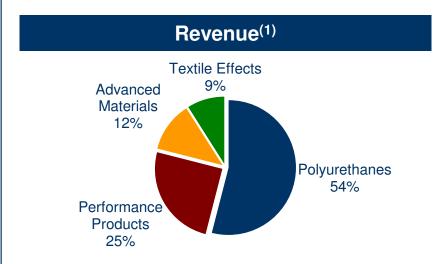


# **Cash Flow Generation and Balance Sheet Strength**

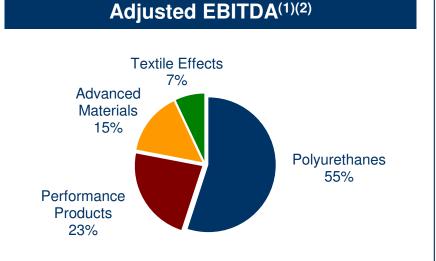
Consistent Free Cash Flow Conversion has Assisted in Transforming Balance Sheet

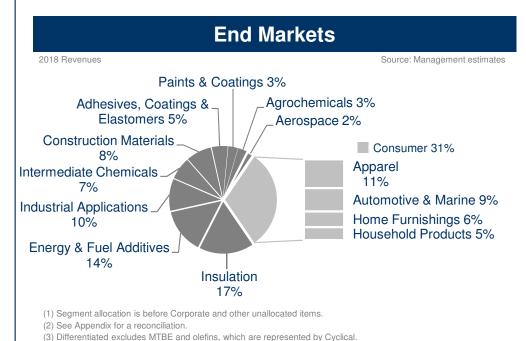


# **Portfolio Composition**

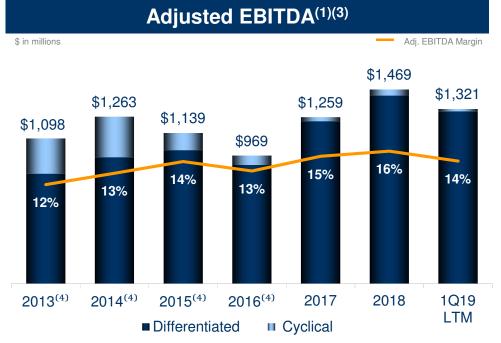






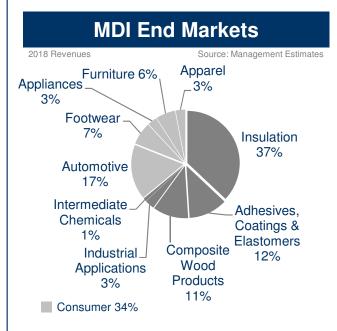


(4) Excludes European surfactants business, which was sold to Innospec on December 30, 2016.





# **Polyurethanes**





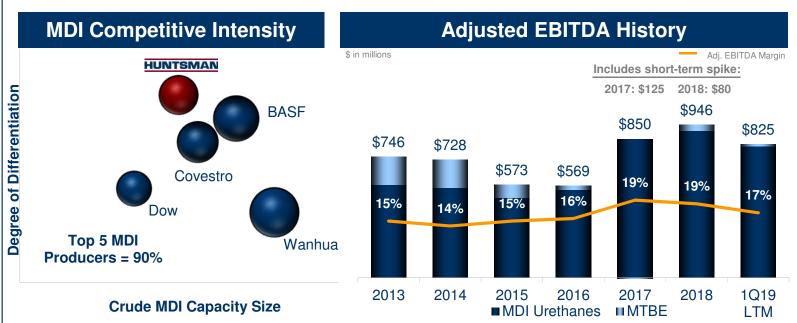










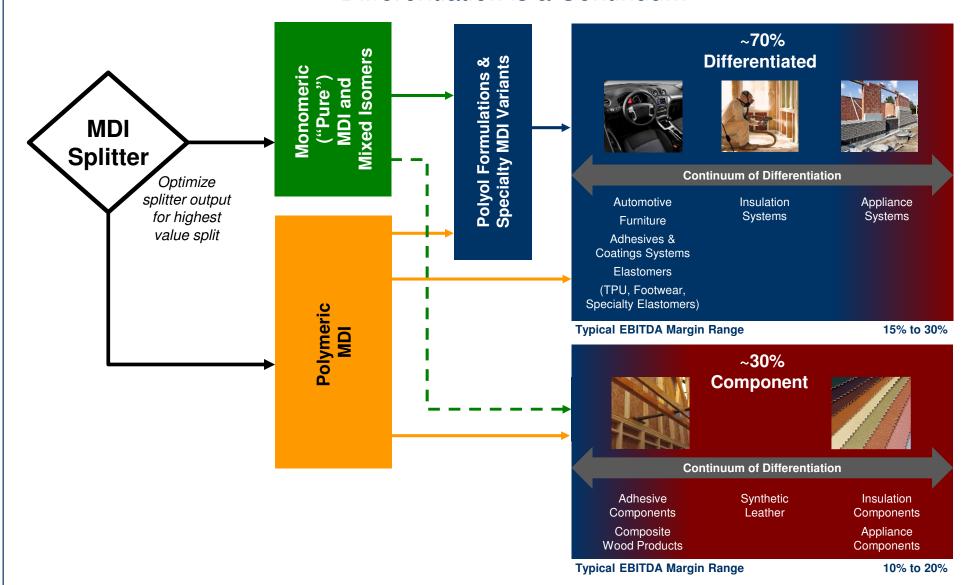




Source: Management Estimates

# **Huntsman Polyurethanes**

Differentiation is a Continuum



Huntsman is focused on moving downstream while developing long-term relationships with stable margins in Component MDI.



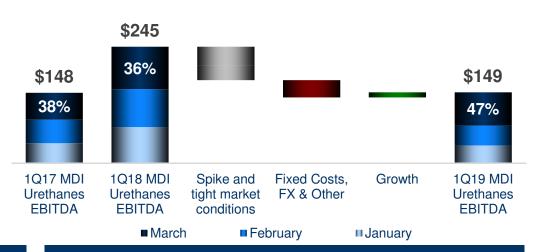
## **Huntsman MDI Overview**

### **Industry Status**

- Current global effective operating rates in mid-80's
- Differentiated margins stable
- Exposure to component pricing largely contained to subset of China and Europe
- Component MDI pricing (Y/Y):
  - China declined by ~45%
  - Europe declined by ~50%
  - U.S. exposure minimal

### Margin Spike Gone, But Downstream Core Stable

**Proportionally larger March in 1Q19 reflecting recovery** 



### **Huntsman Q1 Performance by Region (Y/Y)**

### Americas

- Growth attributable to Demilec acquisition and adhesives and elastomers
- Partially offset by soft construction and automotive markets

### Europe

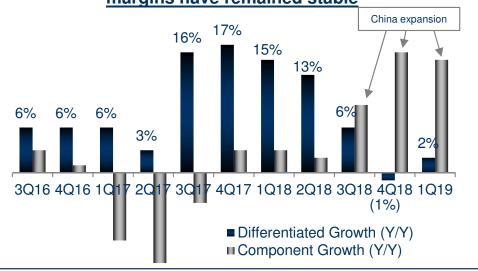
 Volume declines due primarily to weak construction and automotive markets

### Asia

Growth was driven by capacity expansion at our Caojing JV

### **Focus on Differentiated Volumes**

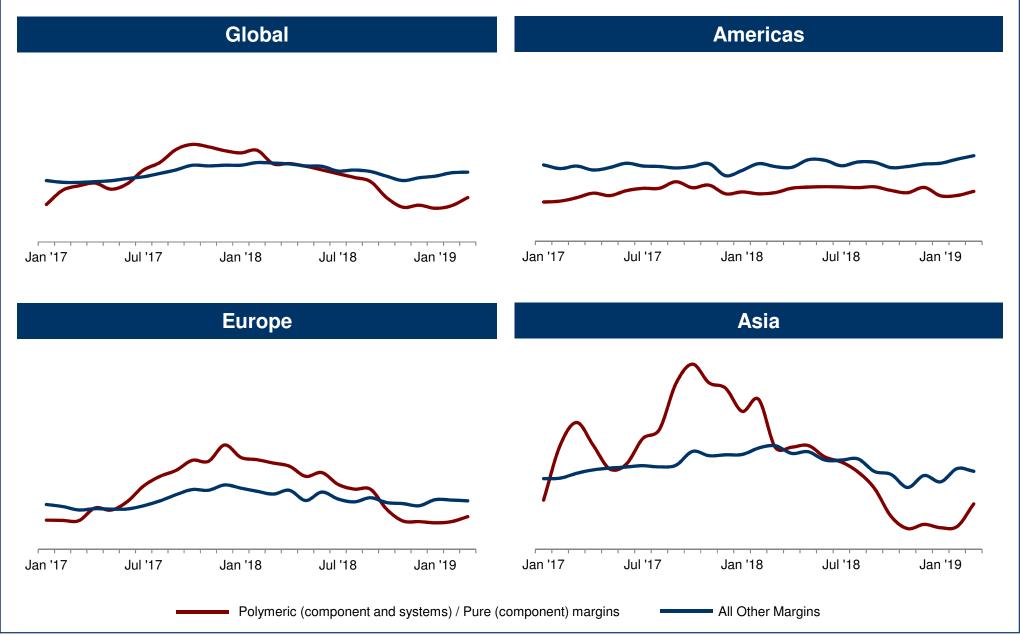
<u>Differentiated volumes returned to growth in 1Q19;</u> margins have remained stable





# Strategic Core Differentiated Margins Remain Stable

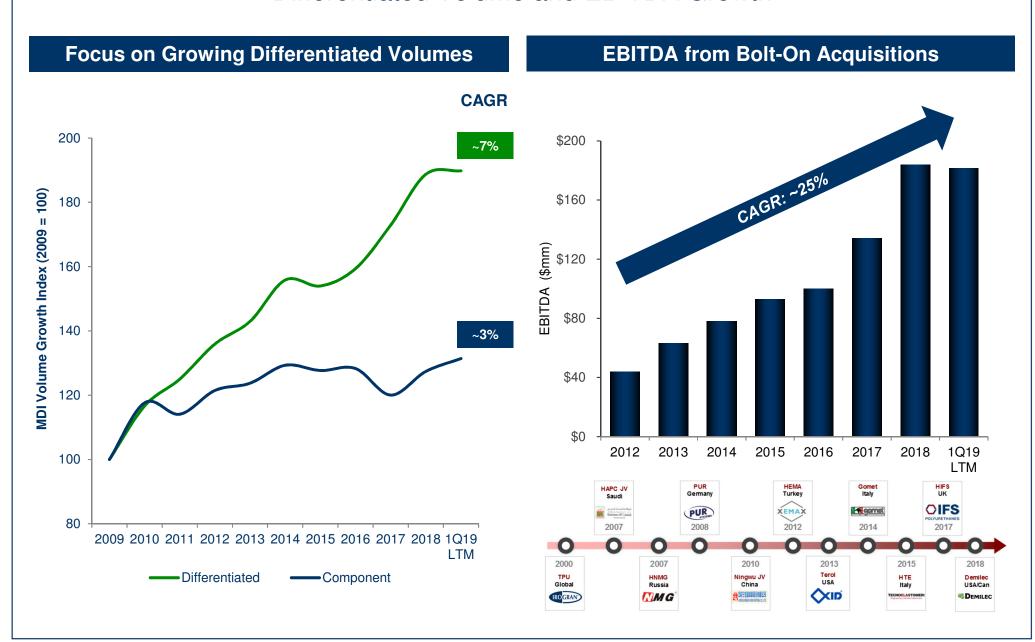
Polymeric / Pure vs. All Other Margins





# **Downstream Strategy Progress**

Differentiated Volume and EBITDA Growth





# **Huntsman Polyurethanes**

New Crude MDI Splitter in Geismar, LA

### **Overview**

- Announced plan to construct new state-of-the-art MDI splitter in Geismar, LA to increase total splitting capacity
- Will increase flexibility for splitting higher margin MDI in Americas, similar split ratio to existing Europe and China facilities
- Investment of ~\$125mm; IRR substantially higher than 20% hurdle rate
- Operational in 2021

### **Replicating Global Success**

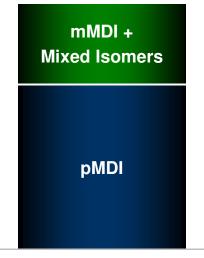
- Leverages learning from successful projects in Rotterdam & Caojing
- Modular build and design approach
- Site location minimizes interference with existing operations



**Rotterdam** 

### **Investment Will Accelerate Differentiation**

Geismar, LA
Indicative product split
with new splitter







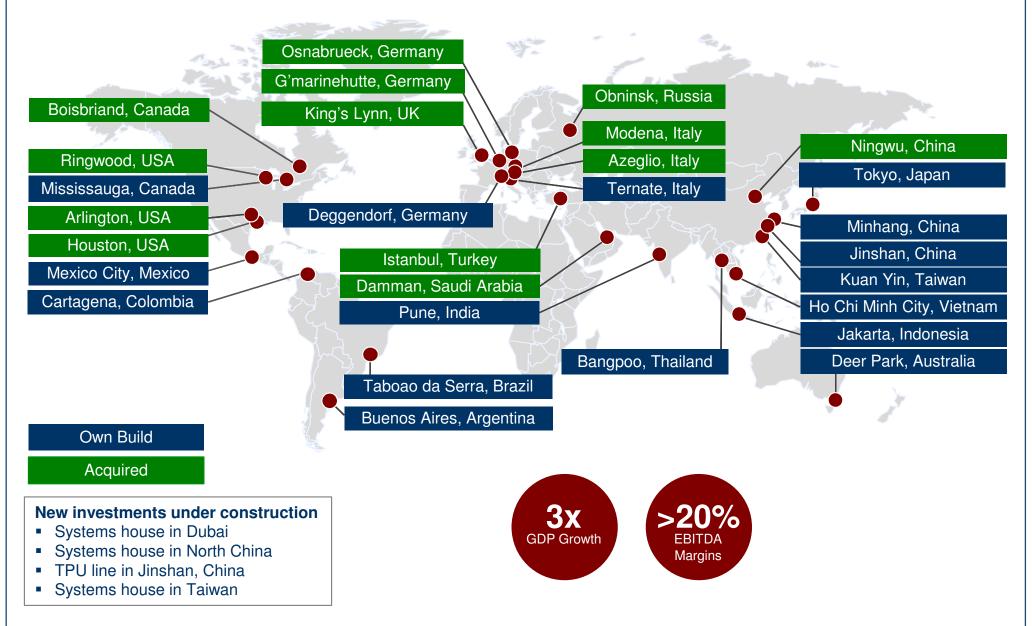
**Product Offerings** 

Higher Value

Remaining pMDI sold into Component markets

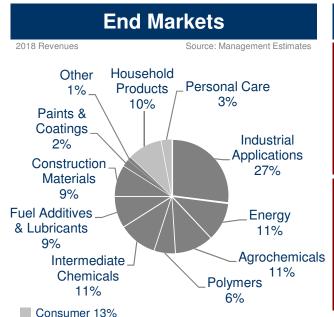
# **Downstream Footprint**

Significant Expansion Program





### **Performance Products**











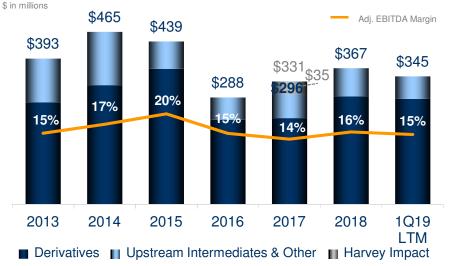




### **Huntsman Market Share**

Product	Market Share	Peers						
Amines								
Polyetheramines (Global)	>60%	BASF						
Ethyleneamines (Global)	45%	Dow, Tosoh, Delamine						
Ethanolamines (Americas)	20%	Dow, Ineos, Oxiteno						
Morpholine/DGA (Americas & EMEA)	50%	BASF						
Specialty PU Catalysts (Global)	40%	BASF, Evonik, Momentive						
Maleic Anhydride (Americas & EMEA)	40%	Lanxess, INEOS, Polynt, Bartek						

### Adjusted EBITDA History<sup>(1)</sup>



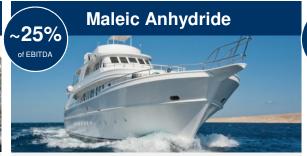
(1) Excludes European surfactants business, which was sold to Innospec in 2016



# Performance Products Derivatives (~80% of Division EBITDA)

Sustainable Growth Underpinned by Macro Trends, Leading Market- and Low Cost Positions







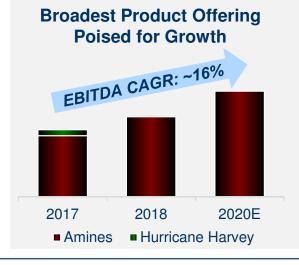
### Strategic Strengths

- Amines growth well supported by macro trends in light-weighting, clean air and energy efficiency
- Broadest product offering and largest global marketer of amines
- Global manufacturing footprint
- · Available capacity for growth

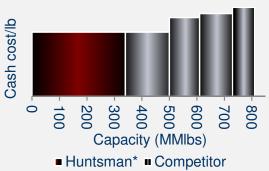
- World's largest maleic producer and merchant seller; 12% global market share, >40% in North America and EU
- Global technology leader, licensor and catalyst provider
- Low-cost producer in North America and EU
- Free cash flow conversion of ~75%

- Specialty Surfactants growth underpinned by fracking, food production and clean fuels
- Integrated to ethylene and EO in US
- Highest feedstock flexibility in alcohols gives lowest cost throughout cycle
- Ample EO capacity to support strong growth in specialty markets

Focus on Growth and Stable, High Margins



# Stable, High-Margin Business with Low Cost Position



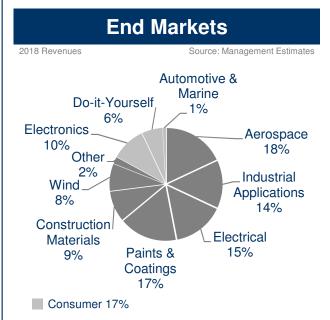
\* Total capacity and average cost of two US plants Source: Management Estimates

# In Recovery, with Focus on Downstream Growth EBITDA CAGR: ~7%

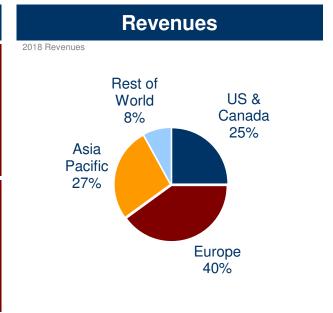
2017 2018 2020E
■ Surfactants ■ Hurricane Harvey



### **Advanced Materials**















### **Competitive Landscape**

Primary Market	Select Competitors
Aerospace, Transportation & Industrial	Henkel, Sumitomo
Electrical & Electronic	Elantas, 3M, Xiongrun
Coatings & Construction Additives	Evonik, Allnex, BASF

### **Adjusted EBITDA History**





# **Advanced Materials Market Positioning**

High Value Formulations Business

**Large Epoxy Players** 

### **HUNTSMAN**

**Huntsman's Position** 

**Increasing Product Differentiation in Value Chain** 

### **Raw Materials**

- Allyl Chloride
- **Epichlorohydrin**
- Phenol
- Acetone
  - **Bisphenol A**

### **Basic Resins**

- Basic Liquid Resin
- **Solid Resin**
- **Solutions**

### **Specialty Components**

- Modified Resins
- Multifunctional Resins

Other chemistries

- Cvanate Esters
- Benzoxazines
- Curatives

**Formulated Systems** (tailored material solutions)

### **Huntsman's Value Proposition**

**Excellent Product Performance** 

**Innovation Focus** 

**Effect Formulation Expertise** 

**Superior Productivity** In Use

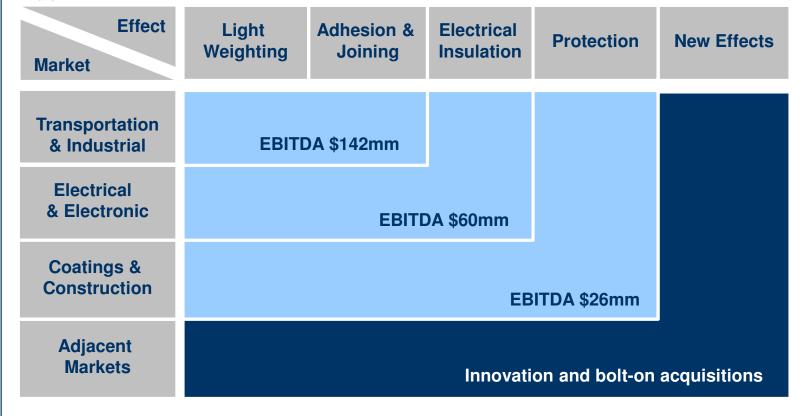
**Exceptional** Supply Reliability

Focus on Customer **Service** 

# **Platform for Specialty Growth**

Benefit by Leveraging Innovation and Acquisitions

2018 EBITDA







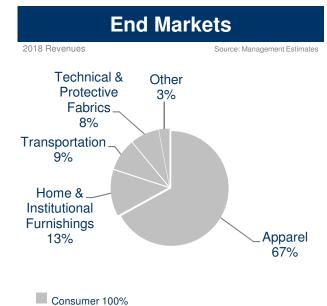




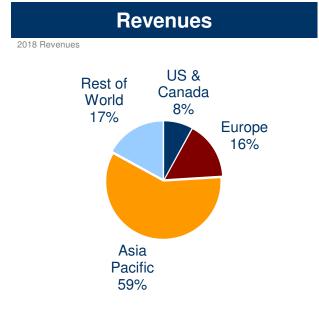




### **Textile Effects**

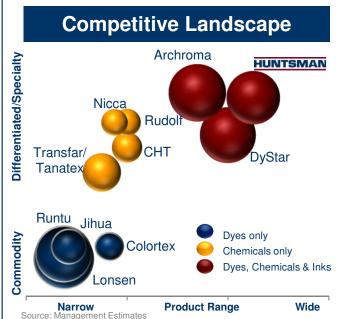


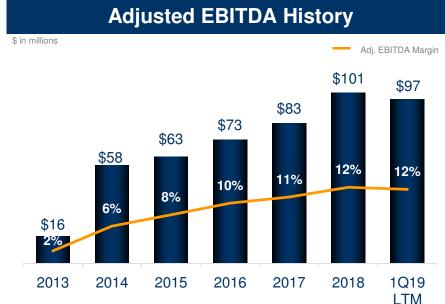


















# **Huntsman Textile Effects Positioning**

Technologies Aligned with Macro Trends

Indicative Huntsman Products

Brand Partners

Volume Growth 2015-2018

Water and Energy Conservation



Award winning new generation specialty solutions for water and energy savings



2015 2016 2017 2018

**Cleaner Chemistries** 



Leading the transition to specialty non-fluorochemical solutions





Zero Discharge



Pioneer and leader in digital inks





**Macro Trends** 

New Product Pipeline

+

~2x GDP

+

**Expanded Margins** 

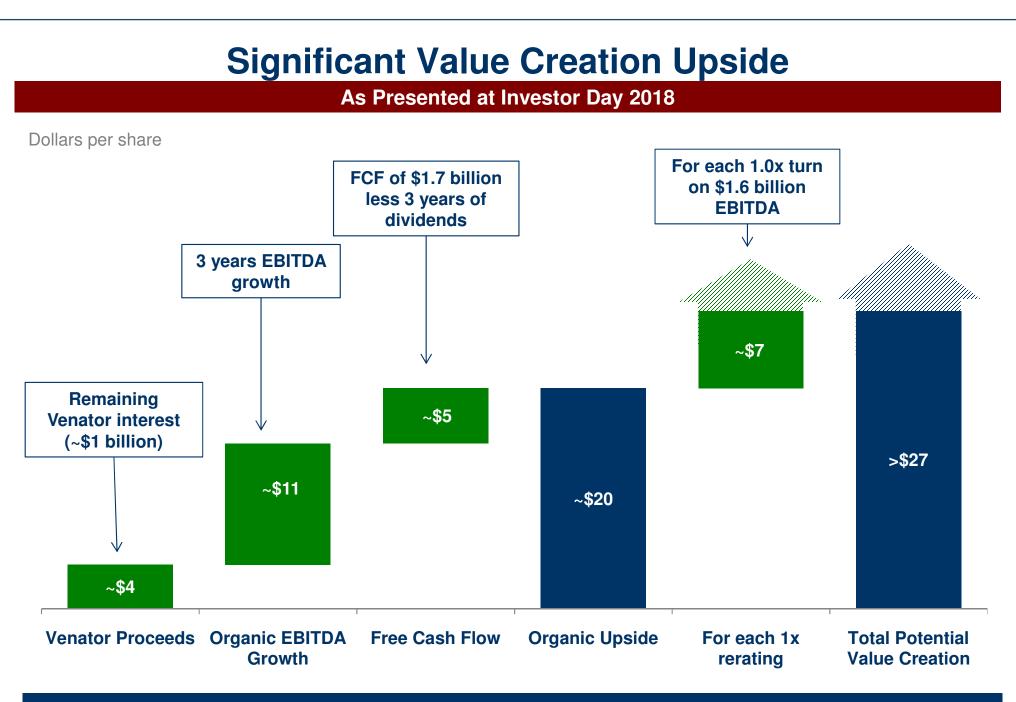
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Mid-Teen EBITDA Margin 2020





# **Appendix**

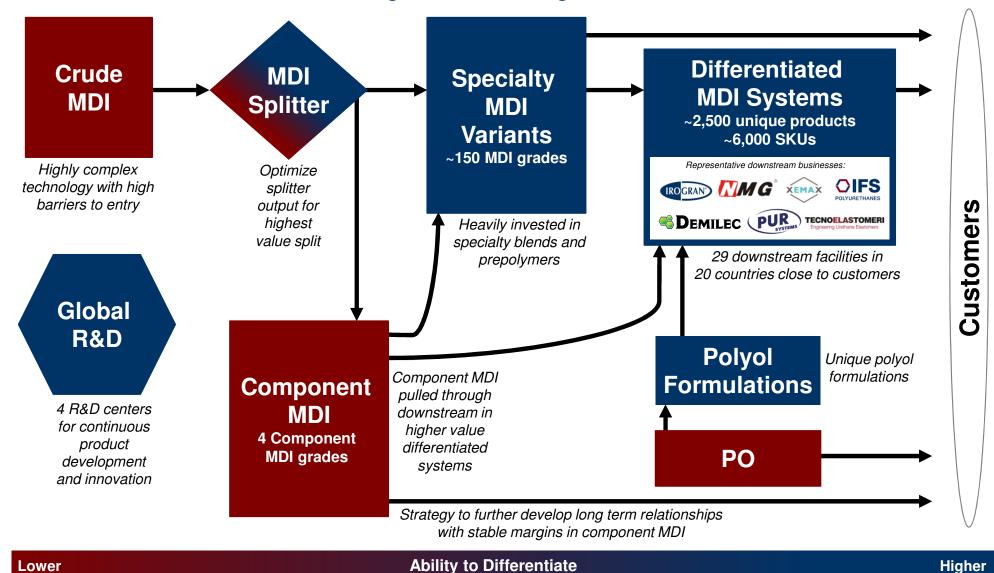


# >\$27 per Share in Potential Value Creation



# **Huntsman Polyurethanes**

Differentiating Factors Along the Value Chain

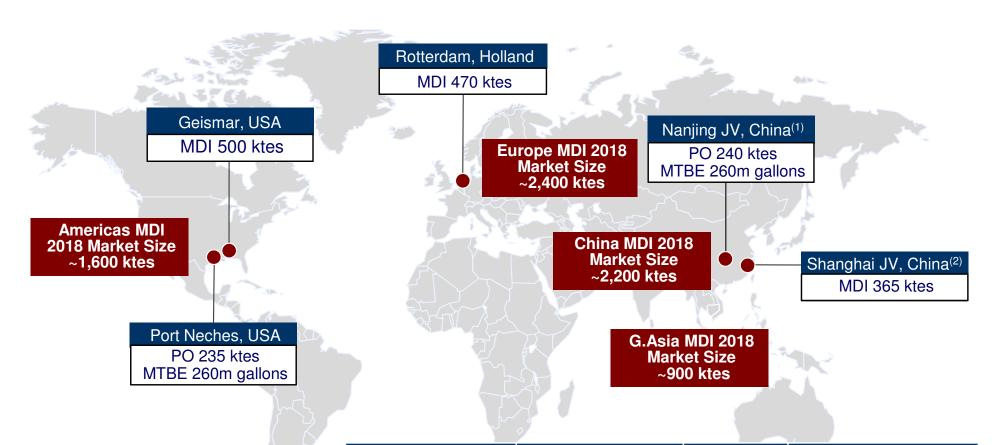


Global footprint of integrated MDI facilities, R&D and downstream systems businesses in higher growth end markets.



# **Upstream Footprint**

### Partner Upstream And Stretch Existing Assets



Capacity Additions	Туре	Amount	Comments
Rotterdam	MDI Debottleneck	+60 ktes	Complete
Nanjing	PO Joint Venture	+120 ktes	Complete
Caojing	MDI Expansion	+200 ktes	Ramp up 2018-2020

<sup>(1)</sup> Huntsman receives 49% equity income from its unconsolidated joint venture with a Sinopec subsidiary.

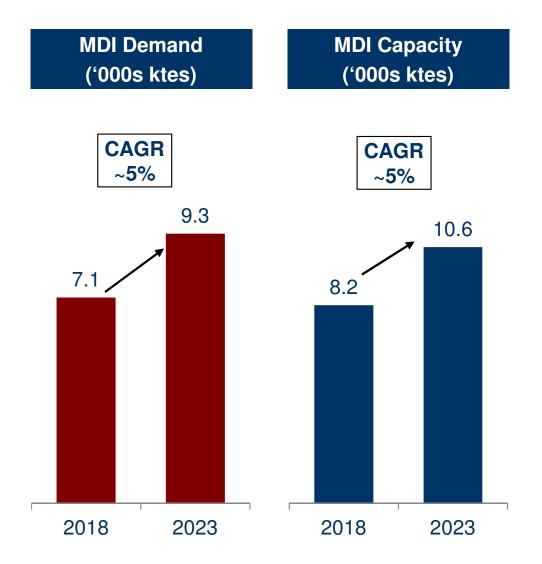
Note: Market Size, Source Nexant, Management



<sup>2)</sup> Represents Huntsman's share of capacity from SLIC.

# **MDI Industry Capacity Utilization**

Over the Next 5 Years the Industry Will Remain Balanced



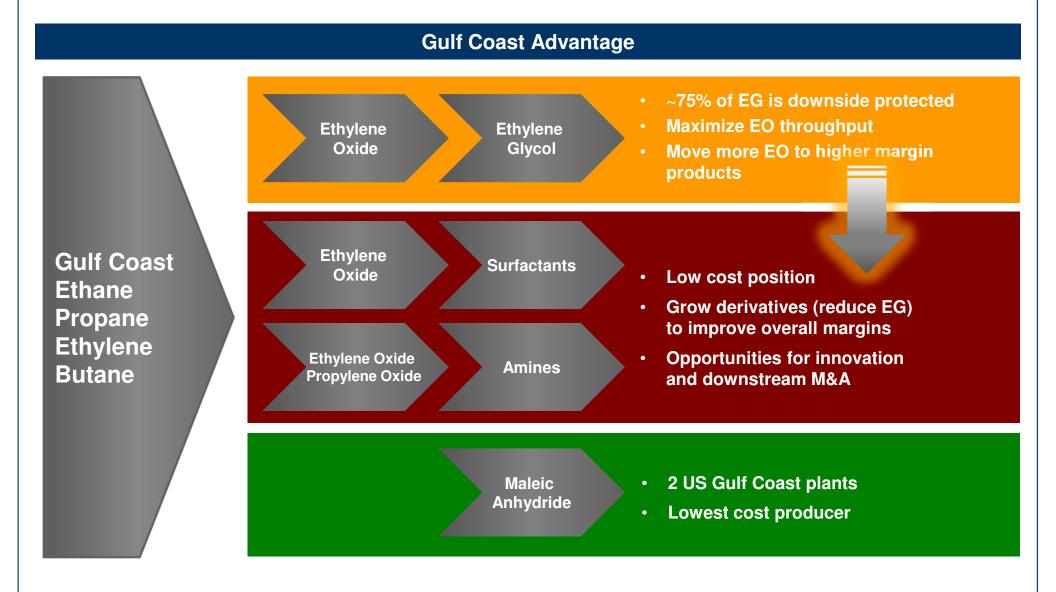
New In	vestments 20°	19-2023
Company	Country	ktes
Wanhua	China	+800
Wanhua	US	+400
BASF	US	+300
Connell	China	+200
Covestro	Germany	+200
Covestro	China	+100
Covestro	Spain	+50

Note: 2023 capacity bar charts assumes full run rate of pre 2019 investments (Sadara, BASF Chongging, SLIC, Kumho Mitsui)

Note: \* Operating capacity Source: Management estimates



# **Performance Products Competitively Integrated Value Chain**



Two-thirds of global revenue from products produced in Gulf Coast Region

# **Adjusted EBITDA Reconciliation**

Net Income (loss)	\$ 92	\$ 183	\$ 179	\$ 287	\$ 350	\$ 623	\$ (8)	\$ (315)	\$ 131
Net income attributable to noncontrolling interests	(16)	(16)	(32)	(41)	(76)	(209)	(3)	(25)	(12)
Net income (loss) attributable to Huntsman Corporation	\$ 76	\$ 167	\$ 147	\$ 246	\$ 274	\$ 414	\$ (11)	\$ (340)	\$ 119
Interest expense, net	48	47	39	31	27	29	30	29	30
Income tax expense (benefit)	19	24	35	(14)	53	4	27	13	52
Depreciation and amortization	76	79	80	84	82	83	85	93	90
Interest, income taxes, depreciation and amortization in discontinued operations	33	50	34	37	29	95	(42)	(12)	(2)
Acquisition and integration expenses, purchase accounting adjustments	3	4	10	2	29 1	7	(42)	(12)	(2)
EBITDA from discontinued operations	(26)	(95)	(97)	(94)	(143)	(429)	279	418	1
Noncontrolling interest of discontinued operations	3	3	12	31	55	188	(21)	10	· .
U.S. tax reform impact on noncontrolling interest	-	-	-	(6)	-	-	(21)	-	-
(Gain) loss on disposition of businesses/assets	_	(8)	_	(1)				_	_
Fair value adjustments to Venator Investment		(0)	_	(1)				62	(76)
Loss on early extinguishment of debt	_	1	35	18		3		- 02	23
Certain legal and other settlements and related expenses (income)	_	1	-	(12)	7	1	1	(3)	-
Plant incident remediation costs	_	-	13	3	-			1	-
Expenses associated with merger	-	6	12	10	-	1	1	-	-
Amortization of pension and postretirement actuarial losses	19	17	19	18	17	18	18	18	18
Restructuring, impairment, plant closing and transition costs (credits)	9	3	1	7	3	1	5	(13)	1
Adjusted EBITDA	260	299	340	360	405	415	374	275	257
	•						-		
	2013	2014	2015	2016	2017	2018	1Q19 LTM		
Net Income	\$ 149	\$ 345	\$ 126	\$ 357	\$ 741	\$ 650	\$ 431		
Net income attributable to noncontrolling interests	(21)	(22)	(33)	(31)	(105)	(313)	(249)		
Net income attributable to Huntsman Corporation	\$ 128	\$ 323	\$ 93	\$ 326	\$ 636	\$ 337	\$ 182		
•		,	•	*	,	•			
Interest expense, net	190	205	205	203	165	115	118		
Income tax expense	109	59	60	109	64	97	96		
Depreciation and amortization	364	358	298	318	319	343	351		
Interest, income taxes, depreciation and amortization in discontinued operations	98	77	85	89	154	70	39		
Acquisition and integration expenses, purchase accounting adjustments	11	7	9	12	19	9	9		
EBITDA from discontinued operations	(78)	63	217	(81)	(312)	125	269		
Noncontrolling interest of discontinued operations	-	1	7	11	49	232	177		
U.S. tax reform impact on noncontrolling interest	-	-	-	-	(6)	-	-		
(Gain) loss on disposition of businesses/assets	-	(2)	1	(97)	(9)	-	-		
Fair value adjustments to Venator Investment	-	-	-	-	-	62	(14)		
Loss on early extinguishment of debt	51	28	31	3	54	3	26		
Certain legal and other settlements and related expenses (income)	4	-	1	1	(11)	6	(1)		
Plant incident remediation costs	-	-	-	-	16	1	1		
Purchase accounting inventory adjustments	1	2	-	-	-	-	-		
Expenses associated with merger	-	-	-	-	28	2	2	(1	) Pro forma adjusted to
Amortization of pension and postretirement actuarial losses	64	41	66	55	73	71	72	in	clude the Polyurethanes
Restructuring, impairment, plant closing and transition costs (credits)	160	102	87	48	20	(4)	(6)		ystem house acquired from
Adjusted EBITDA	1,102	1,264	1,160	997	1,259	1,469	1,321		lockwood in October 2014.  2) Pro forma adjusted for the
					,===	,			ale of the European
Acquisition of PU Systems house from Rockwood <sup>(1)</sup>	6	7	-	-	-	-	-	S	urfactants business on
Sale of European differentiated surfactants business <sup>(2)</sup>	(10)	(8)	(21)	(28)				D	ecember 30, 2016.
Proforma adjusted EBITDA	\$1,098	\$1,263	\$1,139	\$ 969	\$1,259	\$1,469	\$1,321		



(\$ in millions)

# Revenue, Adjusted EBITDA & Margin by Segment

(\$ in millions)  Revenue	•			orma <sup>(2)</sup>	3	3Q17		4Q17		1Q18		2Q18		3Q18		4Q18		1Q19
Polyurethanes	\$	953	\$	1,022	\$	1,197	\$		\$	1.222	\$	1,313	\$	1,355	\$	1,204	\$	1,067
Performance Products	φ	533	φ	561	Φ	501	Φ	514	Φ	603	Φ	593	φ	599	Φ	560	φ	540
Advanced Materials		259		260		263		258		279		292		279		266		272
Textile Effects		188		205		193		190		200		227		204		193		189
Corporate, LIFO and other		(1)		6		15		14		(9)		(21)		7		13		(34)
Total	\$	1,932	\$	2,054	\$	2,169	\$	2,203	\$	2,295	\$	2,404	\$	2,444	\$	2,236	\$	2,034
Total	Ψ	1,952	Ψ	2,034	Ψ	2,109	Ψ	2,203	Ψ	2,295	Ψ	2,404	Ψ	2,444	Ψ	2,230	Ψ	2,004
		orma <sup>(2)(3)</sup>		orma <sup>(2)(3)</sup>		orma <sup>(2)(3)</sup>	Р	ro Forma <sup>(2)(3)</sup>	Р	ro Forma <sup>(2)</sup>								
Revenue	2	013		014		015		2016		2017		2018		19 LTM				
Polyurethanes	\$	4,991	\$	5,053	\$	3,811	\$	3,667	\$	4,399	\$	5,094	\$	4,939				
Performance Products		2,566		2,695		2,251		1,885		2,109		2,355		2,292				
Advanced Materials		1,267		1,248		1,103		1,020		1,040		1,116		1,109				
Textile Effects		811		896		804		751		776		824		813				
Corporate, LIFO and other		(251)		(219)		(80)		(46)		34		(10)		(35)				
Total	\$	9,384	\$	9,673	\$	7,889	\$	7,277	\$	8,358	\$	9,379	\$	9,118				
\$ in millions)	Pro I	Forma <sup>(2)</sup>	Pro F	orma <sup>(2)</sup>														
Adjusted EBITDA <sup>(1)</sup>		Q17		Q17	3	Q17		4Q17		1Q18		2Q18	;	3Q18		4Q18		1Q19
Polyurethanes	\$	144	\$	167	\$	245	\$	294	\$	261	\$	269	\$	247	\$	169	\$	140
Performance Products	Ψ	84	Ψ	102	Ψ	63	Ψ	47	Ψ	102	Ψ	94	Ψ	93	Ψ	78	Ψ	80
Advanced Materials		54		56		56		53		59		62		56		48		53
Textile Effects		21		24		19		19		26		29		25		21		22
Corporate, LIFO and other		(43)		(50)		(43)		(53)		(43)		(39)		(47)		(41)		(38)
Total	Φ.		Ф.		Ф.		\$		Ф.		Ф.		\$	374	\$		Ф.	
otai	\$	260	\$	299	\$	340	Ф	360	\$	405	\$	415	Ъ	3/4	ф	275	\$	257
	Pro F	orma <sup>(2)(3)</sup>	Pro Fo	orma <sup>(2)(3)</sup>	Pro F	orma <sup>(2)(3)</sup>	Р	ro Forma <sup>(2)(3)</sup>	Р	ro Forma <sup>(2)</sup>								
Adjusted EBITDA <sup>(1)</sup>	2	013	20	014	2	015		2016		2017		2018	1Q	19 LTM				
Polyurethanes	\$	746	\$	728	\$	573	\$	569	\$	850	\$	946	\$	825				
Performance Products	*	393	*	465	*	439	*	288	*	296	*	367	*	345				
Advanced Materials		131		199		220		223		219		225		219				
Textile Effects		16		58		63		73		83		101		97				
Corporate, LIFO and other		(188)		(187)		(156)		(184)		(189)		(170)		(165)				
Total	\$	1,098	\$	1,263	\$	1,139	\$	969	\$	1,259	\$	1,469	\$	1,321				
rotai	Ψ	1,000	Ψ	1,200	Ψ	1,100	Ψ	303	Ψ	1,200	Ψ	1,400	Ψ	1,021				
		orma <sup>(2)</sup>		orma <sup>(2)</sup>		_								_				
Adj. EBITDA Margin	1	Q17	20	Q17	3	Q17		4Q17		1Q18		2Q18	;	3Q18		4Q18		1Q19
Polyurethanes		15%		16%		20%		24%		21%		20%		18%		14%		13%
Performance Products		16%		18%		13%		9%		17%		16%		16%		14%		15%
Advanced Materials		21%		22%		21%		21%		21%		21%		20%		18%		19%
Textile Effects		11%		12%		10%		10%		13%		13%		12%		11%		12%
Total		13%		15%		16%	_	16%		18%		17%		15%	_	12%		13%
	Pro F	orma <sup>(2)(3)</sup>	Pro Fo	orma <sup>(2)(3)</sup>	Pro F	orma <sup>(2)(3)</sup>	Р	ro Forma <sup>(2)(3)</sup>	Р	ro Forma <sup>(2)</sup>								
Adj. EBITDA Margin		013		014		015		2016		2017		2018	10	19 LTM		(1) Fo	or a re	econciliation see previ
Polyurethanes		15%		14%		15%		16%		19%		19%		17%		(2) Pi	ro fori	ma adjusted to exclude
Performance Products		15%		17%		20%		15%		14%		16%		15%				& Additives business (
Advanced Materials		10%		16%		20%		22%		21%		20%		20%				eated as discontinued
nuvariotu iviaiti idis																		ma adjusted for the sa
Toytilo Effocts		20/		£0/		00/		100/		110/				100/		F		Curfootonte busines
Textile Effects Total		2% 12%		6% 13%		8% 14%		10% 13%		11% 15%		12% 16%		12% 14%				Surfactants business of 30, 2016.

