

# GOLDMAN SACHS INDUSTRIALS AND MATERIALS CONFERENCE

May 10, 2023



**Ken Lane**

EVP, Global  
Olefins & Polyolefins



# 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 cyclicity 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; benefits and synergies of any proposed transactions and our ability to align our assets with our core; 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 successful shut down and closure of the Houston Refinery, including within the expected timeframe; our ability to successfully implement initiatives identified pursuant to our value enhancement program and generate anticipated earnings; 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, 2022, which can be found at [www.LyondellBasell.com](http://www.LyondellBasell.com) on the Investor Relations page and on the Securities and Exchange Commission’s website at [www.sec.gov](http://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 release is unaudited and is subject to change. We undertake no obligation to update the information presented herein except as required by law.

See APPENDIX for a discussion of the Company’s use of non-GAAP financial measures and reconciliations of these measures to the nearest comparable GAAP measures.

# PERFORMANCE SNAPSHOT

RESILIENT PORTFOLIO DELIVERING VALUE IN DYNAMIC MARKETS

**\$3.0 B**

NET INCOME  
1Q23 LTM

**\$6.0 B**

EBITDA  
ex. Identified Items  
1Q23 LTM

**\$5.8 B**

LIQUIDITY  
MARCH 31, 2023

**12%**

RETURN ON  
INVESTED CAPITAL  
1Q23 LTM

## REPORTING SEGMENTS

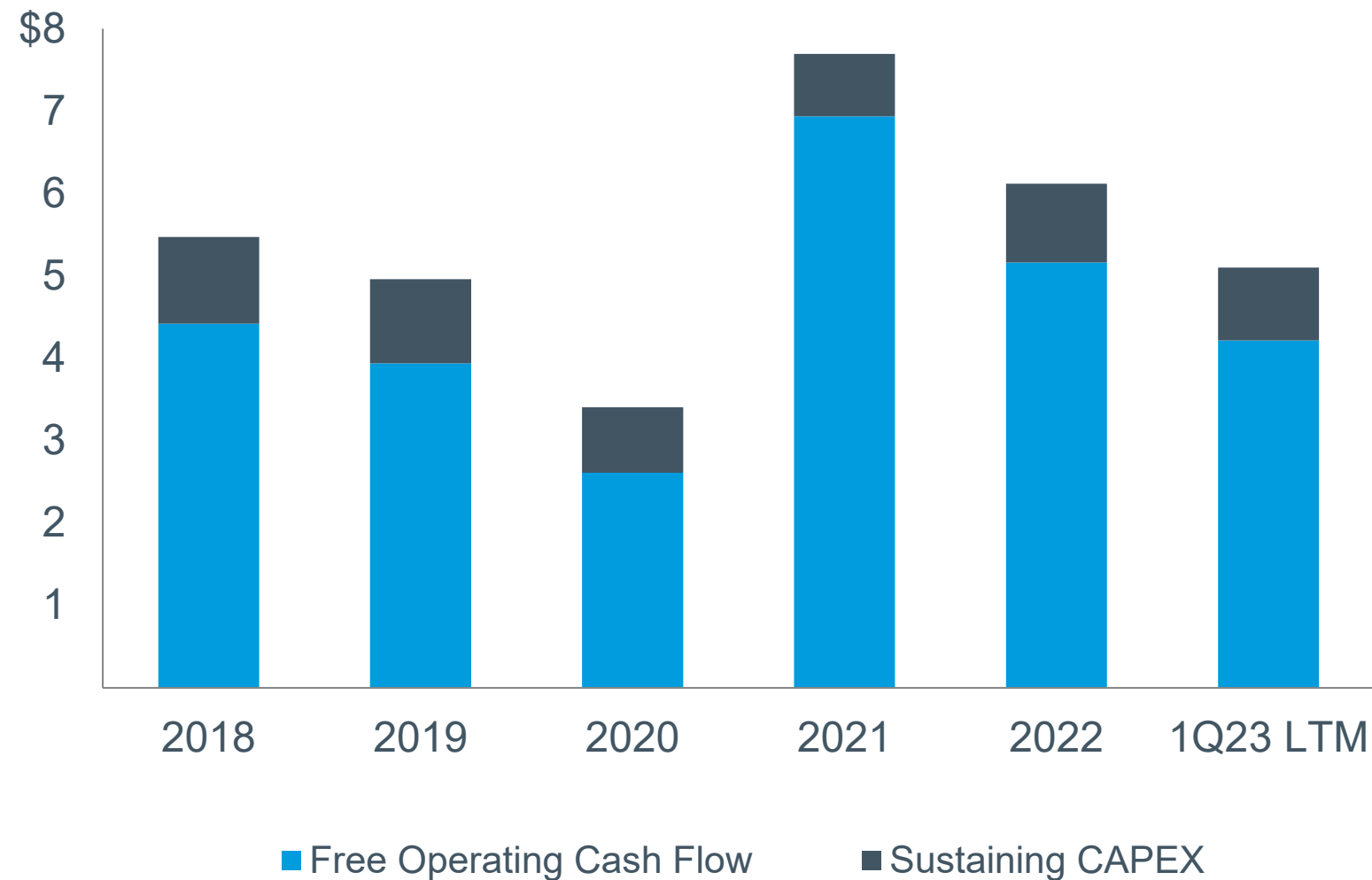
1Q23 LTM

	EBITDA	EBITDA ex. Identified Items
Olefins & Polyolefins – Americas	\$2,467 MM	\$2,467 MM
Olefins & Polyolefins – EAI	\$41 MM	\$110 MM
Intermediates & Derivatives	\$1,752 MM	\$1,752 MM
Advanced Polymer Solutions	\$(182) MM	\$70 MM
Refining	\$1,019 MM	\$1,245 MM
Technology	\$336 MM	\$336 MM

# EXCELLENT CASH GENERATION

OUTSTANDING CASH GENERATION SUPPORTING STRONG BALANCE SHEET AND SHAREHOLDER RETURNS

Cash from Operating Activities  
USD, billions



**\$5.1 B**

CASH FROM OPERATING ACTIVITIES  
1Q23 LTM



**\$1.8 B**

CASH AND CASH EQUIVALENTS  
Balance as of March 31, 2023



**1.7x**

NET DEBT TO EBITDA  
March 31, 2023



**89%**

CASH CONVERSION  
1Q23 LTM



**\$3.5 B**

RETURNED TO SHAREHOLDERS IN  
DIVIDENDS AND SHARE REPURCHASES  
1Q23 LTM

Note: Free operating cash flow is cash from operating activities minus sustaining (maintenance and HSE) capital expenditures. Net debt to EBITDA is total debt, net of cash and cash equivalents, restricted cash and short-term investments divided by EBITDA excluding LCM and impairment. Cash conversion equals net cash provided by operating activities divided by EBITDA excluding LCM and impairment.



# ADVANCING OUR STRATEGY

FOCUSED AND SYNERGETIC MOVES THAT DELIVER A MORE PROFITABLE AND SUSTAINABLE GROWTH ENGINE

## GROW & UPGRADE THE CORE

- Launched value enhancement program to unlock additional production
- Started up world's largest propylene oxide plant
- Strategic decision to exit refining business and evaluating options to transform the facility to support growth of our Circular & Low Carbon Solutions business
- Divested Australian polypropylene business and announced strategic review of EO&D

## BUILD A PROFITABLE CIRCULAR & LOW CARBON SOLUTIONS BUSINESS

- Created new Circular & Low Carbon Solutions business
- Established multiple arrangements and partnerships to advance circularity
- Increased GHG emission reduction targets to align with science-based guidance
- Achieved 70% of our target to procure at least half of global electricity from renewable sources by 2030
- Published 2022 Sustainability Report

## STEP UP PERFORMANCE & CULTURE

- Launched value enhancement program to expand margins and capture long-term value
- Realigned management to drive accountability and improve line of sight
- Launched customer and commercial excellence initiatives
- Embarked on Advanced Polymer Solutions transformation



# GROW & UPGRADE THE CORE: OLEFINS AND POLYOLEFINS

## CORE CRITERIA

- 1** **Leading** market positions
- 2** **Growing** end markets
- 3** **Attractive returns** above our cost of capital
- 4** Access to **advantaged feedstocks** and, increasingly, **circular and renewable feedstocks**
- 5** Strategic focus on **Circular & Low Carbon Solutions**

## HOW THIS APPLIES TO O&P



**Evaluating**  
and optimizing  
global asset  
portfolio



**Enabling**  
Circular &  
Low carbon  
Solutions growth  
of \$1 B+  
incremental  
EBITDA<sup>1</sup> by 2030



**Upgrading**  
our Core and  
driving EBITDA  
and margin  
growth

1. Incremental to LyondellBasell's fossil-based O&P Americas and O&P EAI annual EBITDA. Please see Appendix for additional information on CLCS incremental EBITDA.



# ENABLING A SUSTAINABLE FUTURE

## EMPOWERING GROWTH OF CIRCULAR & LOW CARBON SOLUTIONS BUSINESS UNIT

- **Providing** access to markets to build relationships with key brand owners
- **Enabling** access to cost-advantaged plastic feedstock
- **Producing** ISCC+ certified circular and renewable products at flagship sites
- **Reducing** GHG emissions of our asset base

## UTILIZING EXISTING O&P FOOTPRINT to produce circular and renewable products



### Cologne, Germany Hub

- Capacity to process up to 2 MM tons per year of renewable or plastic waste-based feedstock
- Engineering an advanced recycling plant using our proprietary *MoReTec* technology

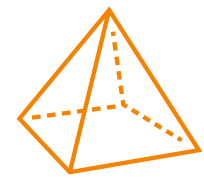


### Houston, Texas Hub

- Capacity to process up to 3.6 MM tons per year of renewable or plastic waste-based feedstock
- Reducing greenhouse gas emissions from fuels by partially replacing natural gas with hydrogen
- Pipeline connections to Houston Refinery provide optionality

# NEW STRATEGY DRIVING FOCUS, DIFFERENTIAL GROWTH AND VALUE CREATION

POSITIONING LYONDELLBASELL TO DELIVER SUSTAINABLE AND PROFITABLE LONG-TERM GROWTH



**Grow &  
Upgrade  
the Core**

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

**\$1.8 B**

Incremental  
Normalized EBITDA<sup>1</sup>  
by 2027



**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

**\$0.5 B**

Incremental  
Normalized EBITDA<sup>1</sup>  
by 2027



**Step Up  
Performance  
& Culture**

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

**\$0.7 B**

Incremental  
Normalized EBITDA<sup>1</sup>  
by 2027



# PRIMED TO GROW AND IMPROVE, GUIDED BY OUR FOCUSED STRATEGY

CONTINUED DELIVERY OF FREE CASH FLOW AND INVESTOR RETURNS WHILE GROWING AND UPGRADING THE PORTFOLIO

	2022	2025 Normalized EBITDA <sup>1</sup>	2027 Normalized EBITDA <sup>1</sup>
<b>EBITDA</b>	<b>\$6.3 B</b>	<b>\$9 B</b>	<b>\$10 B</b>
<b>Cash Conversion<sup>2</sup></b>	<b>96%</b>	<b>80%</b>	<b>80%</b>
<b>Diluted EPS<sup>3</sup></b>	<b>\$11.81</b>	<b>\$19</b>	<b>\$23</b>

## CREATING A FOCUSED PORTFOLIO POISED TO GENERATE HIGHER RETURNS

- Build on lasting competitive advantages
- Focus on areas where we have leadership positions
- Cement our position as our customer's preferred supplier
- Establish a profitable and rapidly growing leadership position in Circular & Low Carbon Solutions

1. 2025 and 2027 Normalized EBITDA reflects a 2022 year-end asset portfolio with 2013-2022 historical average margins and operating rates and the Company's strategic initiatives. Please see Appendix for additional information on Normalized EBITDA.  
 2. 2022 cash conversion equals net cash provided by operating activities divided by EBITDA excluding LCM and impairment. 2025 and 2027 cash conversion rates are targets based on average 2013-2022 cash conversion.  
 3. 2025 and 2027 diluted EPS are derived from estimated net income assuming a 20% tax rate and 70% of free cash flow allocated to share repurchases and a progressively growing quarterly dividend. Free cash flow is net cash provided by operating activities minus capital expenditures.

# ADVANCING OUR STRATEGY

DELIVERING A MORE PROFITABLE AND SUSTAINABLE GROWTH ENGINE

## RESILIENT RESULTS

Exceptional safety performance

Moderately improving market environment

Continued strength in oxyfuels and refining margins

Focused on cash generation, capital discipline and high returns for shareholders

## MARKET OUTLOOK

Modest seasonal demand improvements

Delays in North American polyethylene capacity additions

Aligning our operating rates to match market demand

Watchful for improving economic activity in China during 2H23

## ADVANCING SUSTAINABILITY

Signed contract with Nexus Circular for advanced recycled feedstock

Signed letter of intent with EEW Energy from Waste to collect and sort plastic waste

Signed 5 additional renewable power purchase agreements

Signed agreement to acquire Mepol, a manufacturer of recycled high-performance compounds

## STRATEGY EXECUTION

Growing and upgrading our core to leverage strengths, support growth, increase resiliency and drive higher returns

Building a profitable Circular & Low Carbon Solutions business at scale to meet rapidly growing demand for sustainable solutions

Unlocking significant value across the portfolio by stepping up performance and culture



# 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, such as EBITDA and EBITDA exclusive of identified items provide useful supplemental information to investors regarding the underlying business trends and performance of the company's ongoing operations and are useful for period-over-period comparisons of such operations. 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. We calculate EBITDA as income from continuing operations plus interest expense (net), provision for (benefit from) income taxes, and depreciation and amortization. We also present EBITDA exclusive of identified items. Identified items include adjustments for “lower of cost or market” (“LCM”), impairment and refinery exit costs. LCM is an accounting rule consistent with GAAP related to the valuation of inventory. Our inventories are stated at the lower of cost or market. Cost is determined using the last-in, first-out (“LIFO”) inventory valuation methodology, which means that the most recently incurred costs are charged to cost of sales and inventories are valued at the earliest acquisition costs. 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. 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 is below its carrying amount. If it is determined that the carrying value of the reporting unit including goodwill exceeds its fair value, an impairment charge is recognized. In April 2022 we announced our decision to cease operation of our Houston Refinery no later than the end of 2023. In connection with exiting the refinery business, we began to incur costs primarily consisting of accelerated lease amortization costs, personnel related costs, accretion of asset retirement obligations and depreciation of asset retirement cost.

Normalized EBITDA is EBITDA assuming portfolio normalizations including benefits associated with the following strategic initiatives: Grow & Upgrade the Core, Build a Profitable Circular & Low Carbon Solutions (“CLCS”) Business and Step Up Performance & Culture. Portfolio normalizations reflect a 2022 year end asset portfolio with 2013-2022 historical average margins and operating rates.

Incremental normalized EBITDA and incremental normalized EBITDA related to CLCS cannot be reconciled to net income due to the inherent difficulty in quantifying certain amounts that are necessary for such reconciliation at the strategic initiative and business unit level, including adjustments that could be made for interest expense (net), provision for (benefit from) income taxes and depreciation & amortization, the amounts of which, based on historical experience, could be significant.

Free operating cash flow, net debt to EBITDA and cash conversion are measures commonly used by investors to evaluate liquidity. For purposes of this presentation, free operating cash flow means net cash provided by operating activities minus sustaining (maintenance and health, safety and environment) capital expenditures. Net debt to EBITDA means total debt minus cash and cash equivalents, restricted cash and short-term investments divided by EBITDA excluding LCM and impairment. Cash conversion means net cash provided by operating activities divided by EBITDA excluding LCM and impairment.

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.



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

	Year Ended	Three Months Ended		Last Twelve
	December 31, 2022	March 31, 2022	March 31, 2023	Months March 31, 2023
<b>Millions of dollars</b>				
Net income	\$ 3,889	\$ 1,320	\$ 474	\$ 3,043
Loss from discontinued operations, net of tax	5	1	1	5
Income from continuing operations	3,894	1,321	475	3,048
Provision for income taxes	882	316	167	733
Depreciation and amortization <sup>(a)</sup>	1,267	311	396	1,352
Interest expense, net	258	72	93	279
add: Identified items				
Impairments <sup>(b)</sup>	69	-	252	321
Refinery exit costs <sup>(c)</sup>	157	-	69	226
EBITDA excluding identified items	6,527	2,020	1,452	5,959
less: Identified items				
Impairments <sup>(b)</sup>	(69)	-	(252)	(321)
Refinery exit costs <sup>(c)</sup>	(157)	-	(69)	(226)
EBITDA	<u>\$ 6,301</u>	<u>\$ 2,020</u>	<u>\$ 1,131</u>	<u>\$ 5,412</u>

(a) Depreciation and amortization includes depreciation of asset retirement costs of \$30 million and \$55 million, expensed during the year ended December 31, 2022 and the three months ended March 31, 2023, respectively, in connection with exiting the Refining business.

(b) The year ended December 31, 2022 reflects impairment charges related to the sale of our polypropylene manufacturing facility in Australia. The first quarter of 2023 reflects a non-cash goodwill impairment charge in our Advanced Polymers Solutions segment.

(c) Refinery exit costs, include accelerated lease amortization costs of \$91 million and \$51 million, personnel related costs of \$64 million and \$16 million, and accretion of asset retirement obligations of \$2 million and \$2 million, during the year ended December 31, 2022 and the three months ended March 31, 2023, respectively.

Note: Last twelve months March 31, 2023 is calculated as year ended December 31, 2022 plus three months ended March 31, 2023, minus three months ended March 31, 2022.

**Reconciliation of EBITDA to EBITDA Excluding Identified Items by Segment (unaudited)**

	Year Ended	Three Months Ended		Last Twelve
	December 31, 2022	March 31, 2022	March 31, 2023	Months March 31, 2023
<b>Millions of dollars</b>				
<b>EBITDA:</b>				
Olefins & Polyolefins - Americas	\$ 2,865	\$ 939	\$ 541	\$ 2,467
Olefins & Polyolefins - EAI	178	214	77	41
Intermediates & Derivatives	1,872	546	426	1,752
Advanced Polymer Solutions	115	71	(226)	(182)
Refining	921	148	246	1,019
Technology	366	103	73	336
Other	(16)	(1)	(6)	(21)
EBITDA	<u>\$ 6,301</u>	<u>\$ 2,020</u>	<u>\$ 1,131</u>	<u>\$ 5,412</u>
<b>Add: Identified items</b>				
<b>Impairments:</b>				
Olefins & Polyolefins - EAI	\$ 69	\$ -	\$ -	\$ 69
Advanced Polymer Solutions	-	-	252	252
<b>Refinery exit costs:</b>				
Refining	157	-	69	226
Total Identified items	<u>\$ 226</u>	<u>\$ -</u>	<u>\$ 321</u>	<u>\$ 547</u>
<b>EBITDA excluding Identified items:</b>				
Olefins & Polyolefins - Americas	\$ 2,865	\$ 939	\$ 541	\$ 2,467
Olefins & Polyolefins - EAI	247	214	77	110
Intermediates & Derivatives	1,872	546	426	1,752
Advanced Polymer Solutions	115	71	26	70
Refining	1,078	148	315	1,245
Technology	366	103	73	336
Other	(16)	(1)	(6)	(21)
EBITDA excluding Identified items	<u>\$ 6,527</u>	<u>\$ 2,020</u>	<u>\$ 1,452</u>	<u>\$ 5,959</u>

Note: Effective January 1, 2023, our Catalloy and polybutene-1 products were moved from the Advanced Polymer Solutions segment and reintegrated into the Olefins and Polyolefins-Americas and Olefins and Polyolefins-Europe, Asia, International segments. The segment information presented above gives effect to this change for all periods presented. Last twelve months March 31, 2023 is calculated as year ended December 31, 2022 plus three months ended March 31, 2023, minus three months ended March 31, 2022. □



## Components of Cash and Liquid Investments and Total Liquidity

<u>Millions of dollars</u>	<u>March 31, 2023</u>
Cash and cash equivalents and restricted cash	\$ 1,804
Short-term investments	-
Cash and liquid investments	<u>\$ 1,804</u>
Availability under Senior Revolving Credit Facility	3,050
Availability under U.S. Receivables Facility	900
Total liquidity	<u><u>\$ 5,754</u></u>

## Return on Invested Capital

<u>Millions of Dollars</u>	<u>Three Months Ended</u>				<u>Last Twelve Months</u>	
	<u>March 31, 2022</u>	<u>June 30, 2022</u>	<u>September 30, 2022</u>	<u>December 31, 2022</u>	<u>March 31, 2023</u>	<u>March 31, 2023</u>
Income from continuing operations		\$ 1,645	\$ 573	\$ 355	\$ 475	\$ 3,048
Divided by:						
Average invested capital						
Shareholders' equity	\$ 12,698				\$ 12,721	
Long-term debt	11,175				10,601	
Long-term operating lease liabilities	1,610				1,507	
Current operating lease liabilities	334				350	
Current debt:						
Current maturities of long-term debt	8				432	
Short-term debt	141				343	
Invested capital	<u>\$ 25,966</u>				<u>\$ 25,954</u>	
2-Yr average invested capital						<u>\$ 25,960</u>
Return on average invested capital <sup>(a)</sup>						<u>12 %</u>

(a) Effective beginning the first quarter of 2023, we revised our calculation of return on invested capital. Return on invested capital is income from continuing operations divided by a two-year average of invested capital. We previously calculated Return on invested capital as income from continuing operations, adjusted for interest expense, net of tax and items affecting comparability between periods divided by a two-year average of invested capital adjusted for items affecting comparability. The change was made to streamline reporting around this metric.

Note: Last twelve months March 31, 2023 is calculated as the sum of the quarters ended June 30, 2022, September 30, 2022, December 31, 2022 and March 31, 2023.

**Reconciliation of Net Cash Provided by Operating Activities for Free Operating Cash Flow**

	Year Ended December 31,					Three Months Ended		Last Twelve
	2018	2019	2020	2021	2022	March 31, 2022	March 31, 2023	Months March 31, 2023
<b>Millions of dollars</b>								
Net cash provided by operating activities	\$ 5,471	\$ 4,961	\$ 3,404	\$ 7,695	\$ 6,119	\$ 1,502	\$ 482	\$ 5,099
Less:								
Sustaining (maintenance and HSE) capital expenditures	1,052	1,024	793	758	959	259	187	887
Free operating cash flow	<u>\$ 4,419</u>	<u>\$ 3,937</u>	<u>\$ 2,611</u>	<u>\$ 6,937</u>	<u>\$ 5,160</u>	<u>\$ 1,243</u>	<u>\$ 295</u>	<u>\$ 4,212</u>

Note: Last twelve months March 31, 2023 is calculated as year ended December 31, 2022 plus three months ended March 31, 2023, minus three months ended March 31, 2022.



**Reconciliation of Net Cash Provided by Operating Activities to EBITDA Including and Excluding LCM and Impairment**

Millions of dollars	Year Ended December 31,										Three Months Ended		Last Twelve
	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	March 31, 2022	March 31, 2023	March 31, 2023
Net cash provided by operating activities	\$ 4,835	\$ 6,048	\$ 5,842	\$ 5,606	\$ 5,206	\$ 5,471	\$ 4,961	\$ 3,404	\$ 7,695	\$ 6,119	\$ 1,502	\$ 482	\$ 5,099
Adjustments:													
Depreciation and amortization	(1,021)	(1,019)	(1,047)	(1,064)	(1,174)	(1,241)	(1,312)	(1,385)	(1,393)	(1,267)	(311)	(396)	(1,352)
Impairments <sup>(a)</sup>	—	—	—	—	—	—	—	(582)	(624)	(69)	—	(252)	(321)
Amortization of debt-related costs	(21)	(20)	(16)	(16)	(15)	(14)	(11)	(21)	(35)	(14)	(4)	(3)	(13)
Charges related to repayment of debt	—	—	—	—	(49)	—	—	—	—	—	—	—	—
Share-based compensation	—	—	(53)	(38)	(55)	(39)	(48)	(55)	(66)	(70)	(18)	(24)	(76)
Inventory valuation charges	—	(760)	(548)	(29)	—	—	(33)	(16)	—	—	—	—	—
Equity loss, net of distributions of earnings	17	101	54	(18)	12	(18)	(22)	97	146	(344)	(5)	(5)	(344)
Deferred income tax provision	46	(177)	(181)	(357)	587	(260)	(209)	(331)	198	(369)	(137)	(6)	(238)
Gain on sale of business and equity method investments	—	—	—	84	108	36	—	—	—	—	—	—	—
Changes in assets and liabilities that used (provided) cash:													
Accounts receivable	64	(358)	(780)	383	521	(433)	(367)	246	1,519	(1,005)	629	279	(1,355)
Inventories	151	205	240	(123)	237	141	129	(340)	742	91	117	319	293
Accounts payable	(275)	378	786	(383)	(165)	199	251	(217)	(1,301)	464	(724)	(40)	1,148
Other, net	57	(230)	177	(208)	(336)	848	58	627	(1,264)	353	271	120	202
Net income	3,853	4,168	4,474	3,837	4,877	4,690	3,397	1,427	5,617	3,889	1,320	474	3,043
Loss from discontinued operations, net of tax	7	4	5	10	18	8	7	2	6	5	1	1	5
Income from continuing operations	3,860	4,172	4,479	3,847	4,895	4,698	3,404	1,429	5,623	3,894	1,321	475	3,048
Provision for (benefit from) income taxes	1,136	1,540	1,730	1,386	598	613	648	(43)	1,163	882	316	167	733
Depreciation and amortization	1,021	1,019	1,047	1,064	1,174	1,241	1,312	1,385	1,393	1,267	311	396	1,352
Interest expense, net	294	319	277	305	467	315	328	514	510	258	72	93	279
add: LCM charges	—	760	548	29	—	—	33	16	—	—	—	—	—
add: Impairments <sup>(a)</sup>	—	—	—	—	—	—	—	582	624	69	—	252	321
EBITDA excluding LCM and impairment	6,311	7,810	8,081	6,631	7,134	6,867	5,725	3,883	9,313	6,370	2,020	1,383	5,733
less: LCM charges	—	(760)	(548)	(29)	—	—	(33)	(16)	—	—	—	—	—
less: Impairments <sup>(a)</sup>	—	—	—	—	—	—	—	(582)	(624)	(69)	—	(252)	(321)
EBITDA	\$ 6,311	\$ 7,050	\$ 7,533	\$ 6,602	\$ 7,134	\$ 6,867	\$ 5,692	\$ 3,285	\$ 8,689	\$ 6,301	\$ 2,020	\$ 1,131	\$ 5,412

(a) Reflects impairment charges related to the sale of our polypropylene manufacturing facility in Australia, recognized in 2022 and a non-cash goodwill impairment charge in our Advanced Polymers Solutions segment, recognized in the first quarter of 2023.

Note: Last twelve months March 31, 2023 is calculated as year ended December 31, 2022 plus three months ended March 31, 2023, minus three months ended March 31, 2022.

## Reconciliation of Total Debt to Net Debt and Calculation of LTM Net Debt to EBITDA excluding LCM and Impairment

<u>Millions of dollars</u>	<u>March 31, 2023</u>
Current maturities of long-term debt	\$ 432
Short-term debt	343
Long-term debt	<u>10,601</u>
Total debt	11,376
Less:	
Cash and cash equivalents	1,790
Restricted cash	14
Short-term investments	<u>-</u>
Net debt	\$ 9,572
Divided by:	
LTM EBITDA excluding LCM and impairment <sup>(a)</sup>	<u>\$ 5,733</u>
LTM Net Debt to EBITDA excluding LCM and impairment <sup>(a)</sup>	<u>1.7</u>

(a) See Reconciliation of net cash provided by operating activities to EBITDA including and excluding LCM and impairment.

## Calculation of LTM Cash Conversion

<u>Millions of dollars</u>	<u>Year Ended December 31,</u>										<u>Three Months Ended</u>		<u>Last Twelve</u>
	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>March 31, 2022</u>	<u>March 31, 2023</u>	<u>Months March 31, 2023</u>
Net cash provided by operating activities <sup>(a)</sup>	\$ 4,835	\$ 6,048	\$ 5,842	\$ 5,606	\$ 5,206	\$ 5,471	\$ 4,961	\$ 3,404	\$ 7,695	\$ 6,119	\$ 1,502	\$ 482	\$ 5,099
Divided by:													
EBITDA excluding LCM and impairment <sup>(a)</sup>	\$ 6,311	\$ 7,810	\$ 8,081	\$ 6,631	\$ 7,134	\$ 6,867	\$ 5,725	\$ 3,883	\$ 9,313	\$ 6,370	\$ 2,020	\$ 1,383	\$ 5,733
Cash conversion <sup>(b)</sup>	<u>77 %</u>	<u>77 %</u>	<u>72 %</u>	<u>85 %</u>	<u>73 %</u>	<u>80 %</u>	<u>87 %</u>	<u>88 %</u>	<u>83 %</u>	<u>96 %</u>	<u>74 %</u>	<u>35 %</u>	<u>89 %</u>
Average cash conversion <sup>(c)</sup>										<u>81 %</u>			

(a) See Reconciliation of net cash provided by operating activities to EBITDA including and excluding LCM and impairment.

(b) Cash conversion is the ratio of net cash provided by operating activities to EBITDA excluding LCM and impairment.

(c) Average cash conversion based on average 2013-2022 cash conversion.

Note: Last twelve months March 31, 2023 is calculated as year ended December 31, 2022 plus three months ended March 31, 2023, minus three months ended March 31, 2022.

## Calculation of LTM Dividends and Share Repurchases

<u>Millions of dollars</u>	<u>Year Ended</u>	<u>Three Months Ended</u>		<u>Last Twelve</u>
	<u>December 31,</u>	<u>March 31,</u>	<u>March 31,</u>	<u>Months</u>
	<u>2022</u>	<u>2022</u>	<u>2023</u>	<u>March 31,</u>
				<u>2023</u>
Dividends - common stock	\$ 1,542	\$ 371	\$ 389	\$ 1,560
Special dividends - common stock	1,704	-	-	1,704
Repurchases of Company ordinary shares	420	217	70	273
Dividends and share repurchases	<u>\$ 3,666</u>	<u>\$ 588</u>	<u>\$ 459</u>	<u>\$ 3,537</u>

Note: Last twelve months March 31, 2023 is calculated as year ended December 31, 2022 plus three months ended March 31, 2023, minus three months ended March 31, 2022.

## Reconciliation of Net Income to Normalized EBITDA

<u>Millions of dollars</u>	<u>2025</u>	<u>2027</u>
Net income	\$ 5,550	\$ 6,260
Provision for income taxes	1,390	1,565
Depreciation and amortization	1,475	1,650
Interest expense, net	585	525
Normalized EBITDA <sup>(a)</sup>	<u>\$ 9,000</u>	<u>\$ 10,000</u>

(a) Reflects a 2022 year-end asset portfolio with 2013-2022 historical average margins and operating rates and the Company's strategic initiatives.