

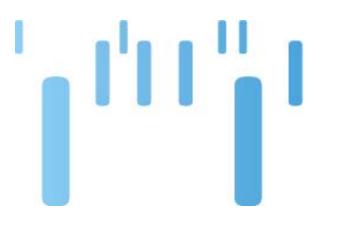
# **LyondellBasell Technology Business: Creating Value Through Innovation**

Steve Davis
Business Development Manager - Licensing Americas
Equistar Chemicals, LP

SPE International Polyolefins Conference Houston, February 27<sup>th</sup>, 2017







- I Introduction to LyondellBasell
- II Megatrends Shaping our Industry
- III Innovation in LyondellBasell
- IV Achieving Differential Performance
- V Conclusions

# LyondellBasell at a Glance

- One of the world's largest plastics, chemical and refining companies
- Annual revenues of \$ 32.7 billion in 2015
- 13,000 employees worldwide
- A global leader in polyolefins technology, production and marketing
- Global reach addresses worldwide customer needs
- Sales in more than 100 countries
- 55 manufacturing sites and 6 technology centers in 18 countries

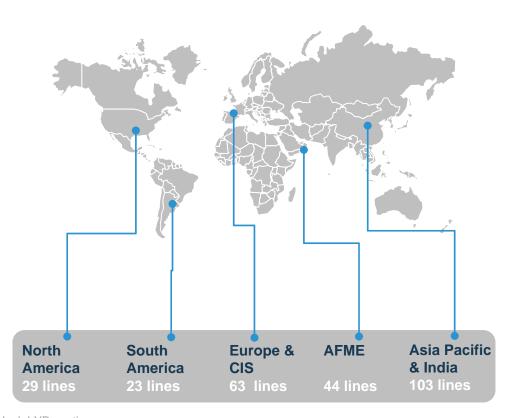


## **Growth Driven by Innovation**

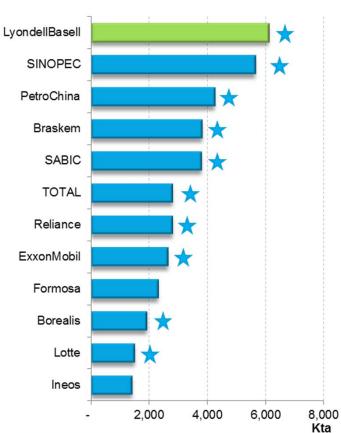
## The LyondellBasell Technology Footprint

Over 250 polyolefin lines licensed with a total capacity in excess of 50 MM t/a

9 of the top 10 PP producers operate LyondellBasell licensed processes







Source: 2014 Industry consultant data / LYB analysis

 Capacity ranking includes LyondellBasell wholly owned capacity and 100% of JV capacity as of December 31, 2014.

- Introduction to LyondellBasell
- II Megatrends Shaping our Industry
- III Innovation in LyondellBasell
- IV Achieving Differential Performance
- V Conclusions

# **Megatrends that Shape Consumer Behaviour**

#### Society

Population increase, access to water, food availability & preservation, health, urbanisation



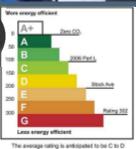
#### **Economy**

Infrastructure, communication, transportation, globalisation, competitive intensity



#### Sustainability

Climate change, resource efficiency, process and product safety

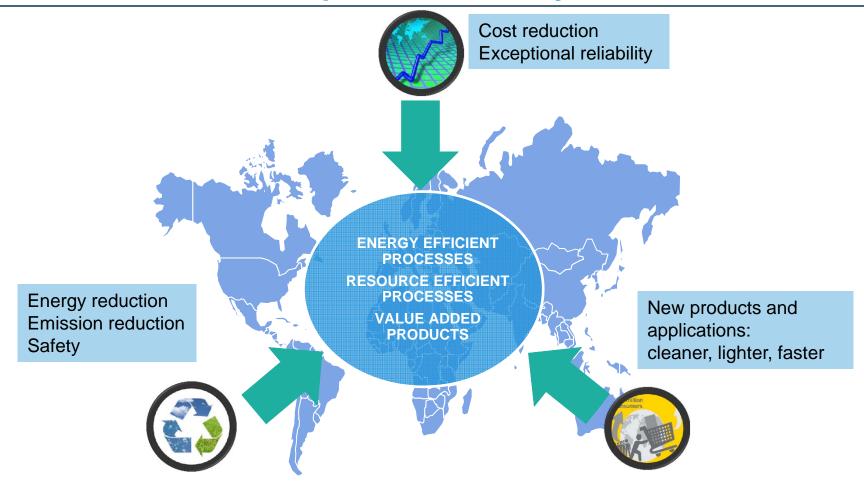






Society is challenged with population increases and climate and economic changes, creating unprecedented pressure on resource management

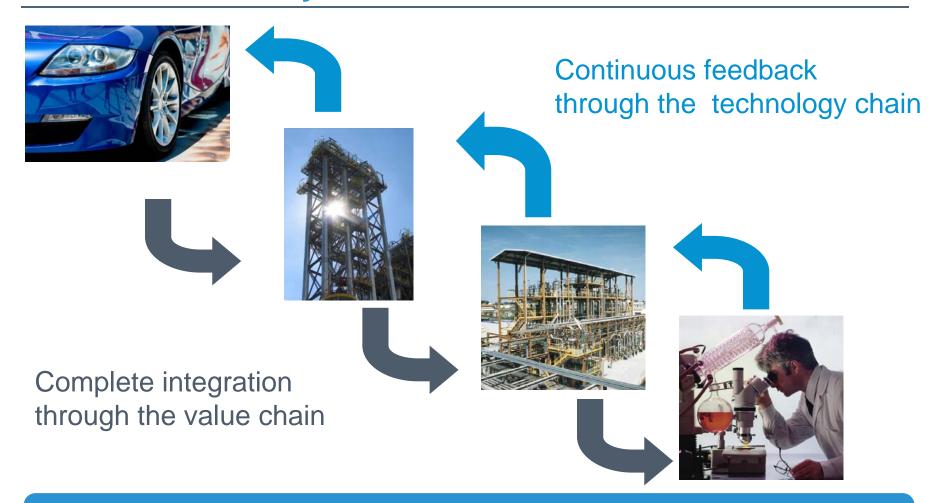
# **Market Demand Shapes our Industry**



Innovation is key to success in this constantly changing environment

- Introduction to LyondellBasell
- Megatrends Shaping our Industry
- III Innovation in LyondellBasell
- Achieving Differential Performance
- V Conclusions

## **The Innovation Cycle**



With polyolefins expertise at every stage, LYB is uniquely positioned to develop the right solutions to meet our customers needs

- Introduction to LyondellBasell
- II Megatrends Shaping our Industry
- III Innovation in LyondellBasell
- IV Achieving Differential Performance
- V Conclusions

## **Achieving Differential Performance**

Drivers of success



LyondellBasell PP Technology Portfolio



**Economy & Efficiency** 





Spheripol
Benchmark PP process



Spherizone
Differentiated PP process

- Maximising feedstock yields
- Low operating costs
- World scale plants, low capital costs
- Versatility: adaptation to fastchanging market requirements

- Unique product families
- Novel grades suitable for inter-material replacement
- Differentiation of quality and mix
- Benchmark grades

Operational Excellence

Unique technology offering matching customer needs

# **Spheripol** Benchmark PP technology



**Advantaged Economics** 

Best class monomer efficiency

12% Lower electricity consumption

**Benchmark Products** 



1st installed capacity

**World Scale** 

600 kta Largest single line capacity



**Operational Excellence** 

**14 MM** hours without incident

>100 **Production** lines in operation

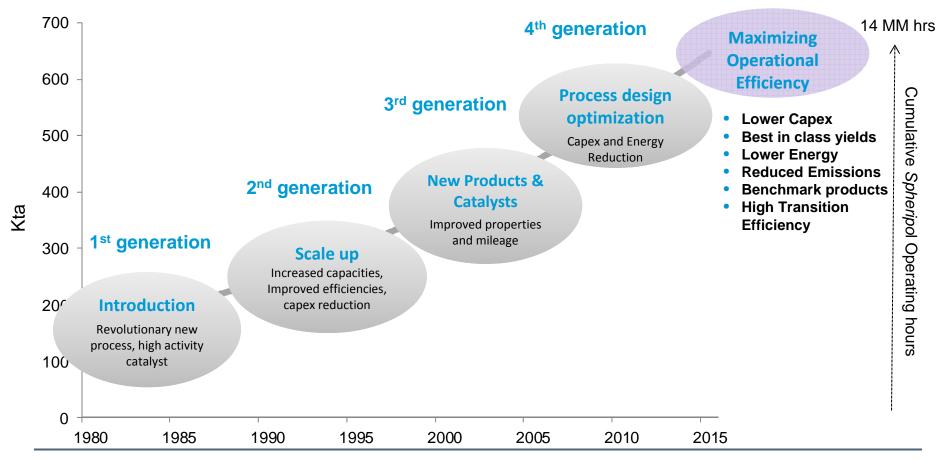
Source: 2014 Industry consultant data / LYB analysis. Calculation vs. average

## **Spheripol** Technology Evolution

### Maintaining leadership through continuous improvement

#### **Leadership Through Five Generations – Optimized for the Future**

5<sup>th</sup> generation



# **Spherizone**

# PP breakthrough technology



**Unique Platform** 



2 in 1 Multizone Circulating reactor

**Added Value Portfolio** 

3 Unique families Homo-Raco, dual-Raco, Soft HeCo



**Performance Products** 



45% **Weight Reduction** for novel Pipe grades

**Operational Excellence** 

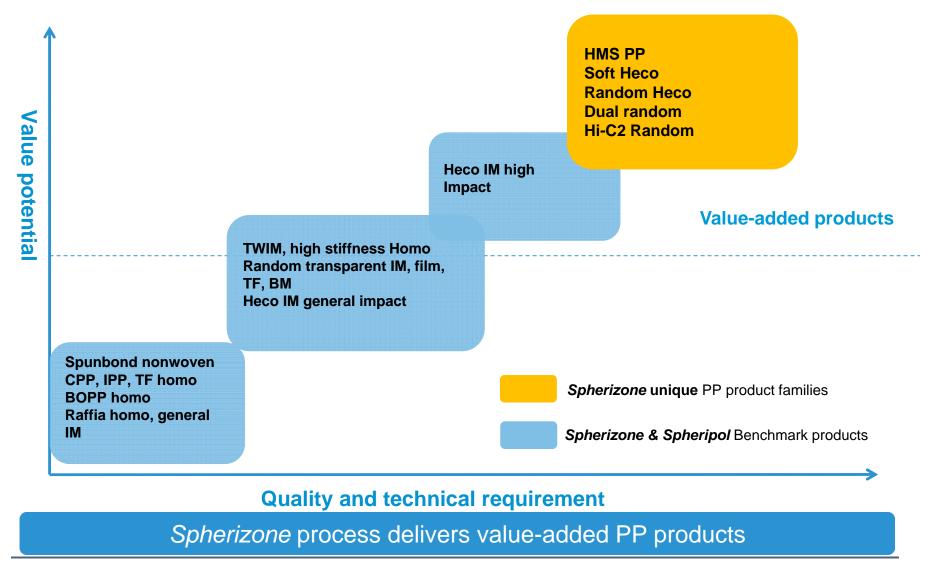
97% **Average Prime** 

>200 average transitions a year

Source: 2014 Industry consultant data / LYB analysis

# Polypropylene – Products and Application

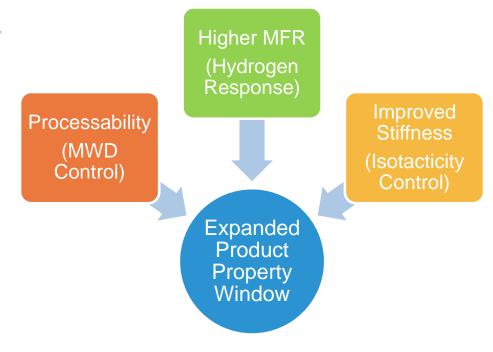
Spherizone process delivering unique PP product families



# **LyondellBasell 5th Generation Catalysts:**

#### Growing strongly by enabling product differentiation

- Phthalate (4<sup>th</sup> generation) catalysts continue to be main type used for global PP production.
- LyondellBasell 5<sup>th</sup> generation catalysts are well proven and have significantly higher annual growth rates versus phthalate and earlier generations.
- 5<sup>th</sup> generation catalysts have been selected in all regions and across various technologies.
  - Diether
  - Succinate
  - Mixed diether-succinate



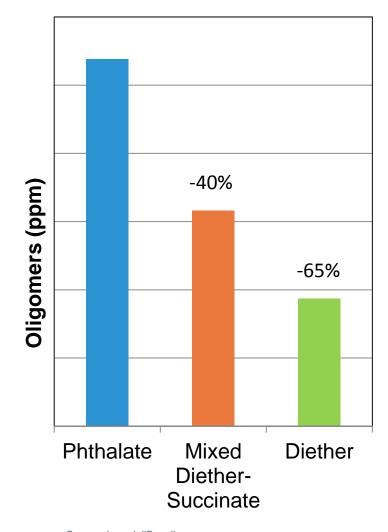
Growth in 5<sup>th</sup> generation catalysts has been driven by end-product improvements and differentiation.

Source: LyondellBasell

# **LyondellBasell 5th Generation Catalysts:**

#### Enabling cleaner, higher value products

- Oligomers and volatile organic compounds (VOC) reduced by 40-65% with use of 5th generation catalyst
  - Example of as-polymerized impact copolymer 50 MFR, 18% rubber
- Higher MFR targets without need for peroxides deliver improved organoleptics
  - Improved hydrogen response of 5th generation catalysts as enabler
  - Higher stiffness maintained
- High catalyst yields for reduced ash content and efficient production
  - Enabling additive optimization



Source: LyondellBasell

- Introduction to LyondellBasell
- II Megatrends Shaping our Industry
- III Innovation in LyondellBasell
- Achieving Differential Performance
- V Conclusions

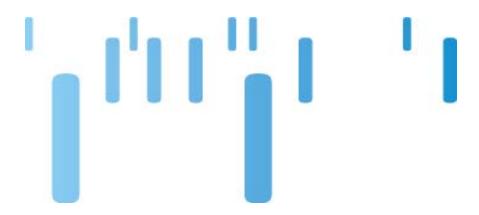
#### **Conclusions**

- Global megatrends place ever changing and more stringent demands on polyolefin technologies and products
- Technology selection is key to meet these demands over the lifetime of an investment
- LYB innovation focus has developed a complete portfolio of highly energy and resource efficient technologies, capable of pushing the boundaries in product performance
- Technology portfolio is supported by LYB industry expertise and operational excellence strategy
- LYB is uniquely positioned to support licensees in achieving differential performance, essential for long term success

LYB drives growth through innovation and differential performance

# lyondellbasell

Thank you for your attention



#### **Disclaimer**

All information ("Information") contained herein is provided without compensation and is intended to be general in nature. You should not rely on it in making any decision. LyondellBasell accepts no responsibility for results obtained by the application of this Information, and disclaims liability for all damages, including without limitation, direct, indirect, incidental, consequential, special, exemplary or punitive damages, alleged to have been caused by or in connection with the use of this Information. LyondellBasell disclaims all warranties, including, but not limited to, the implied warranties of merchantability and fitness for a particular purpose, that might arise in connection with this information.

Spheripol and Spherizone, are trademarks owned and/or used by the LyondellBasell family of companies.

Spheripol and Spherizone are registered in the U.S. Patent and Trademark Office.

This presentation includes industry data that we obtained from third party consultants. We have made no independent verification of, and we make no representations regarding, the accuracy of these data.

This presentation makes reference to certain non-GAAP financial measures, as defined in Regulation G of the U.S. Securities Exchange Act of 1934, as amended. We report our financial results in accordance with U.S. generally accepted accounting principles but believe that certain non-GAAP financial measures provide useful supplemental information to investors regarding the underlying business trends and performance of the company's ongoing operations and are useful for period-over-period comparisons of such operations. These 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.

Reconciliations of non-GAAP measures to their nearest GAAP financial measures are provided at the end of this presentation.

This presentation contains time sensitive information that is accurate only as of the time hereof. Information contained in this presentation is unaudited and is subject to change. We undertake no obligation to update the information presented herein except to the extent required by law.

Before using a product sold by a company of the LyondellBasell family of companies, users should make their own independent determination that the product is suitable for the intended use and can be used safely and legally. LYONDELLBASELL MAKES NO WARRANTY; EXPRESS OR IMPLIED (INCLUDING ANY WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE OR ANY WARRANTY) OTHER THAN AS SEPARATELY AGREED TO BY THE PARTIES IN A CONTRACT.

#### **Information Related to Financial Measures**

- We have included EBITDA in this presentation, which is a non-GAAP measure, as we believe that EBITDA is a measure commonly used by investors. However, EBITDA, as presented herein, may not be comparable to a similarly titled measure reported by other companies due to differences in the way the measure is calculated. For purposes of this presentation, EBITDA means income from continuing operations plus interest expense (net), provision for (benefit from) income taxes, and depreciation & amortization. EBITDA should not be considered an alternative to profit or operating profit for any period as an indicator of our performance, or as an alternative to operating cash flows as a measure of our liquidity. See slide # 18 for reconciliations of EBITDA to net income.
- While we also believe that free cash flow (FCF) is a measure commonly used by investors, free cash flow, as presented herein, may not be comparable to a similarly titled measure reported by other companies due to differences in the way the measure is calculated. For purposes of this presentation, free cash flow means net cash provided by operating activities minus capital expenditures.