

CHEMISTRY THAT MATTERS™



SABIC EARNINGS CALL

Q3 2024

4th November 2024



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MACROECONOMIC CONDITIONS UPDATE

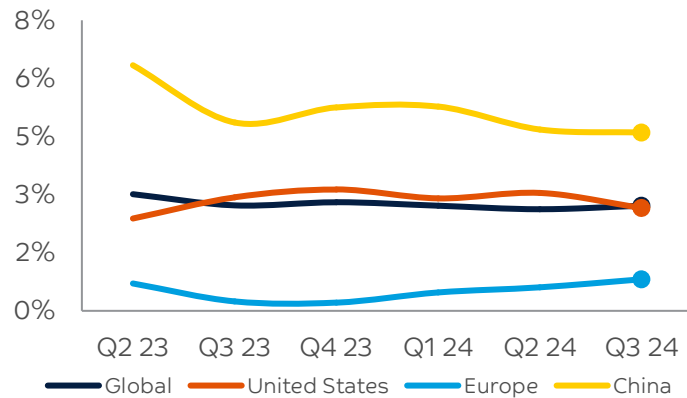


Global GDP growth in Q3 2024 was at 2.7%

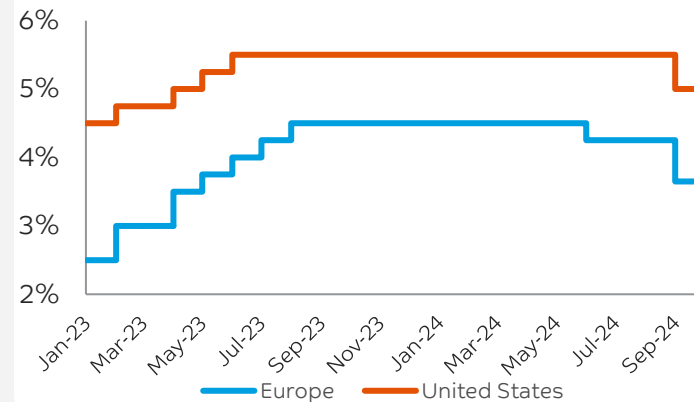


Major central banks are **easing monetary policies** in response to reduced inflation pressures

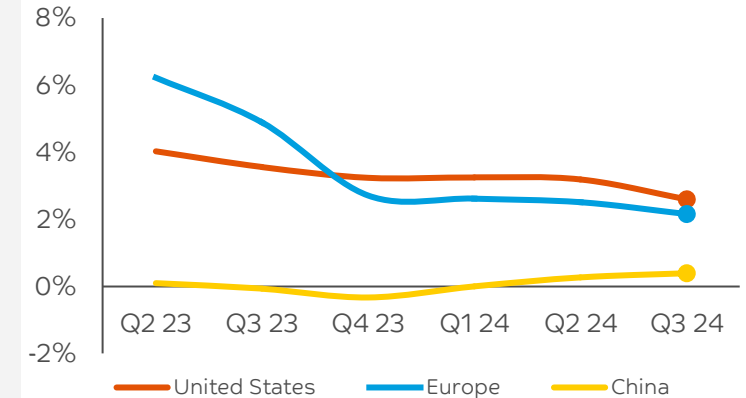
Real GDP Growth (%)



Interest Rates



Inflation



NAVIGATING THROUGH COMPLEXITIES

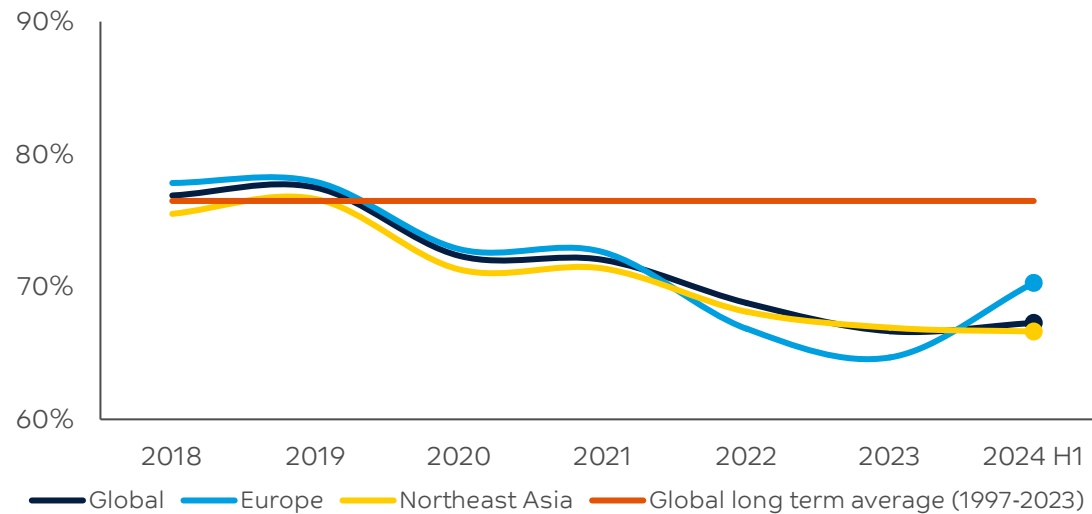


Monetary easing aids **petrochemical industry recovery**, but overcapacity remains a challenge

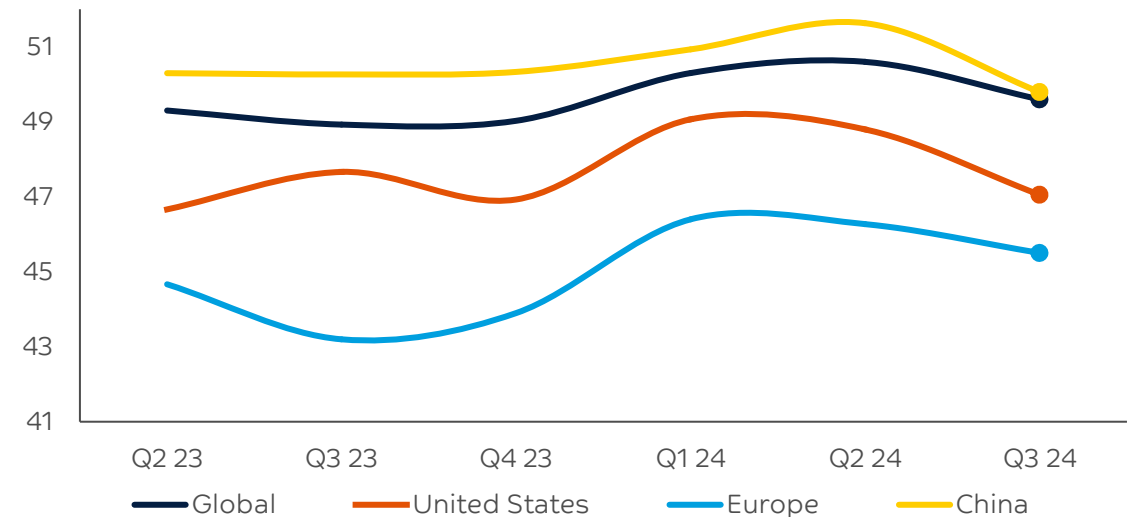


Manufacturing Purchasing Managers Index signals **reduced global activity** and squeezed products margins

Chemicals Capacity Utilization



Manufacturing PMI



KEY MESSAGES



ADVANCING COMMITMENT TO
BEST IN CLASS IN ENVIRONMENT,
HEALTH, SAFETY AND SECURITY
WITH TRIR¹ OF 0.09



SALE OF ALBA SHAREHOLDING
AS PART OF OUR JOURNEY IN
PORTFOLIO OPTIMIZATION



MAINTAINING STABLE EBITDA
MARGIN THROUGH
CHALLENGING CONDITIONS



GROWTH PROJECTS REMAINS
ON TRACK



SUSTAINABILITY CHAMPION
FOR SAUDI PETROCHEMICALS
INDUSTRY



EXPANDING LOW CARBON
SOLUTIONS AND INNOVATION

¹ Total Recordable Incident Rate

INNOVATING FOR SUSTAINABLE VALUE CREATION

ADVANCEMENT TOWARDS EMISSIONS REDUCTION

MECHANICAL COMPLETION OF PYOIL PLANT IN GELEEN, NETHERLANDS



Pilot plant for demonstration of **chemicals recycling technology**

One of our initiatives under **TRUCIRCLE™** portfolio

INAUGURATION OF WORLD'S LARGEST CIRCULAR SOLAR INSTALLATION OF ITS KIND IN GENK, BELGIUM



Half the weight of traditional solar panel with **25% reduction in CO₂ footprint**

100% recyclable solar panels made from **SABIC® products**



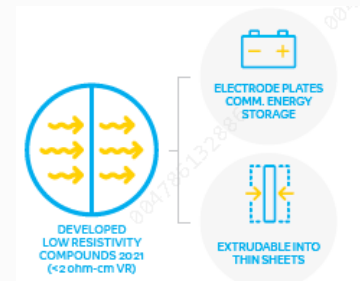
AWARDS & RECOGNITIONS

BEST PROCESS INNOVATION : ICIS INNOVATION AWARDS



World's **1st large-scale electrically heated steam cracking furnace**

WON R&D 100 AWARD IN MECHANICAL/MATERIAL CATEGORY



Cutting **weight & cost** in energy storage

SABIC's LNPT™ STAT-KON™

MARKET CONDITIONS REMAIN DYNAMIC

END INDUSTRY	Q3 24 Demand trend ² (QoQ)	Q4 24 Demand trend ³ (QoQ)
Packaging	●	●
Building & Construction	●	●
Agriculture	●	●
Consumer Goods	●	●
Transportation	●	●
Industrial	●	●
Automotive	●	●
Electrical & Electronics	●	●
Hygiene & Healthcare	●	●

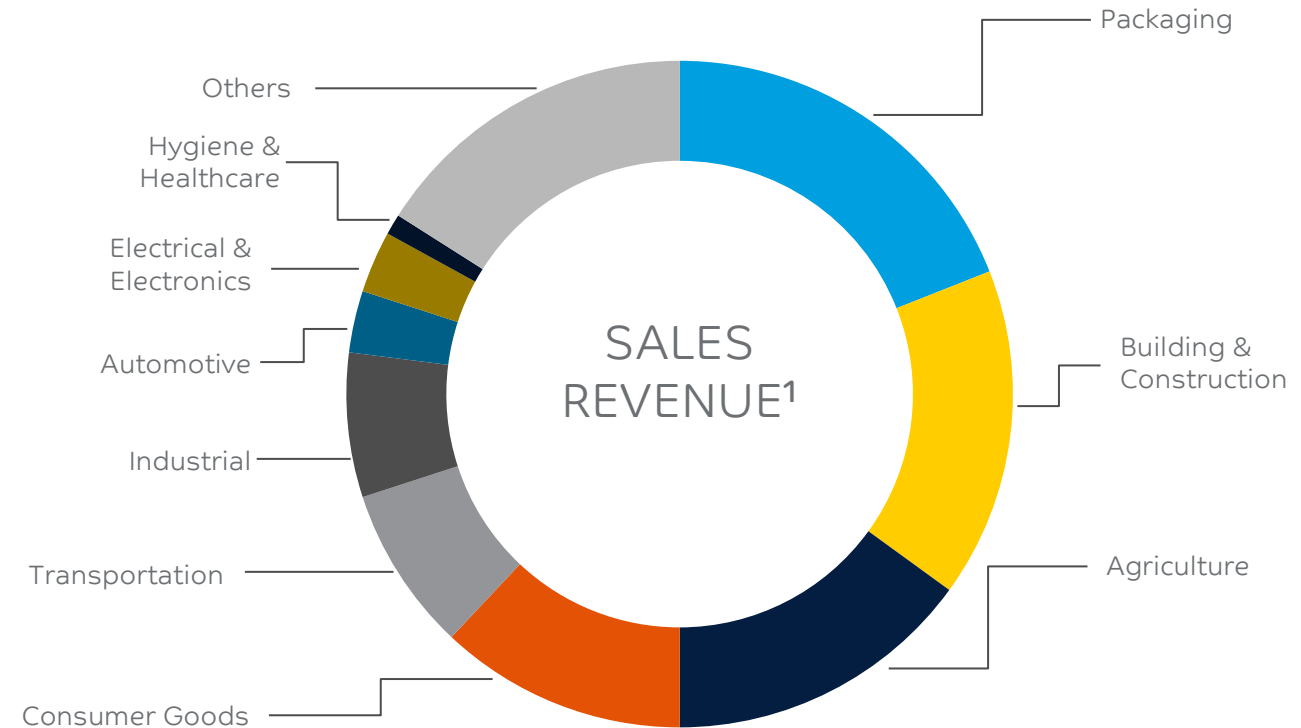
● Improve

> 1% vs. Last quarter

● Stable

● Contract

<-1% vs. Last quarter



FINANCIALS OVERVIEW

Q3 2024
RESULTS

US\$ 9.83 Bn.

REVENUE



3% REVENUE GROWTH YoY DUE TO
HIGHER SALES PRICE

US\$ 1.52 Bn.

EBITDA¹



1% HIGHER EBITDA YOY DESPITE
CHALLENGING MARKET

15.4%

EBITDA MARGIN



Compared with 15.6% in Q3 2023

US\$ 268 Mn.

NET INCOME²



IMPROVED BY US\$ 1,035 Mn. YoY

US\$ 1.75 Bn.

CASH FLOW FROM
OPERATIONS



US\$ 2.51 Bn. YTD cumulative cash
flow from operations

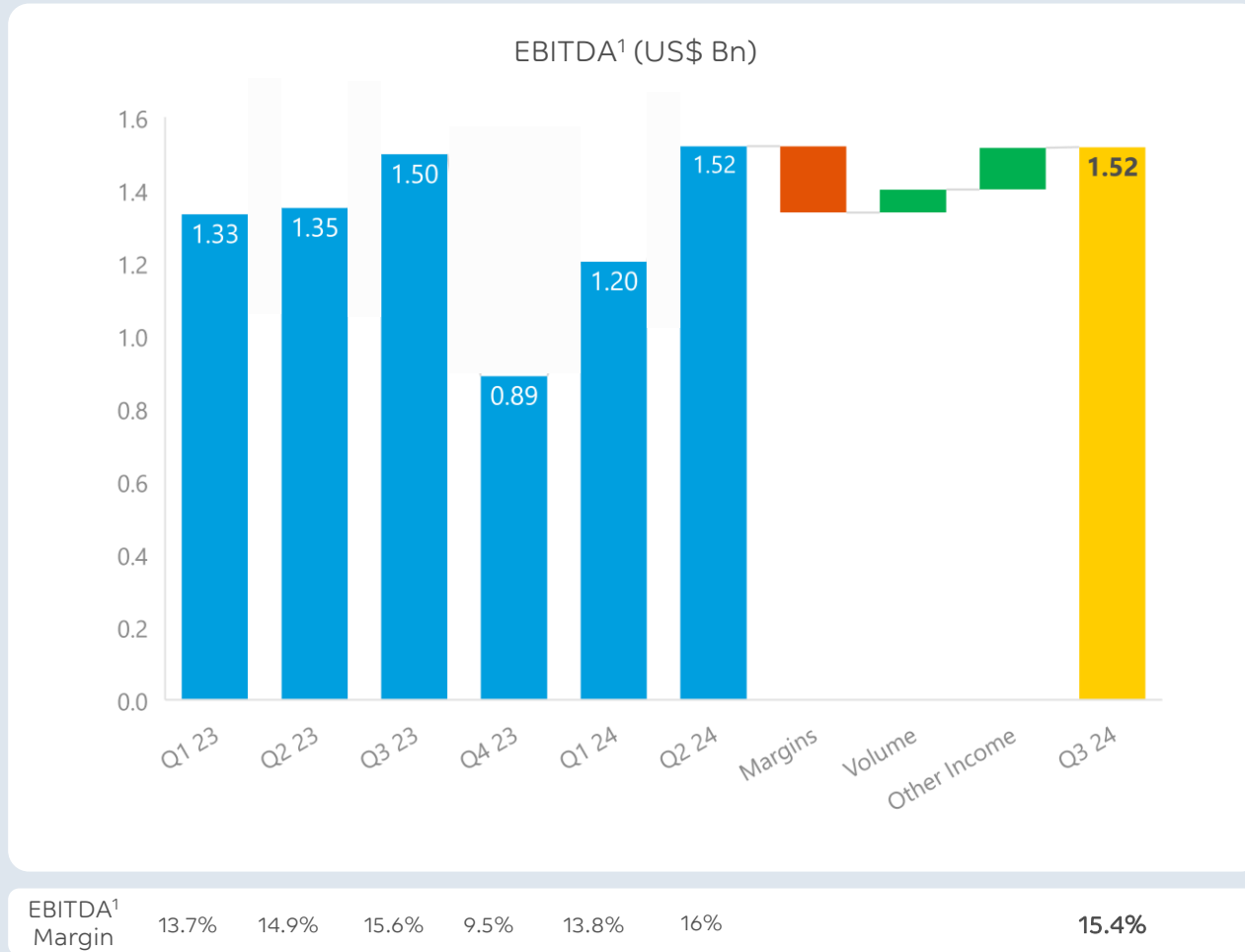
0.02

NET DEBT / EBITDA



ROBUST FINANCIAL STANDING
MAINTAINED A+/A1 STANDALONE
CREDIT RATING

STABILIZING EBITDA THROUGH STRATEGIC USE OF OUR GLOBAL FOOTPRINT



KEY MESSAGES



SALES VOLUME HIGHER BY 4% QoQ



LEVERAGING OUR GLOBAL FOOTPRINT FOR HIGHER SALES



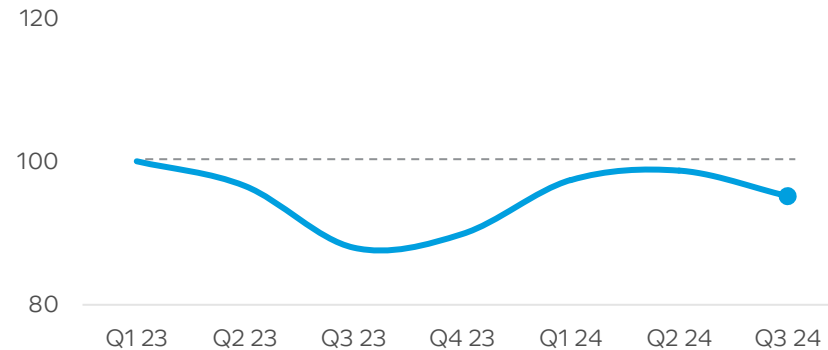
CAPITALIZING ON OUR DIVERSE PRODUCT PORTFOLIO TO SEIZE MARKET OPPORTUNITIES



LOWER SALES PRICES AND HIGHER VARIABLE COST RESULTED IN SQUEEZED MARGINS

PETROCHEMICALS & SPECIALTIES HIGHLIGHTS

Petrochemicals Price Index¹



Specialties

Chemicals

Polymers

SALES
VOLUMES

Sales Drivers

Volumes

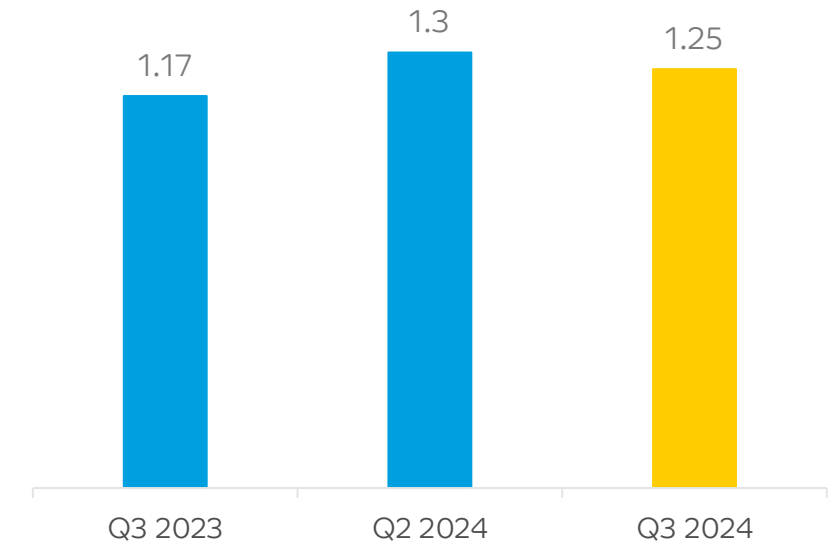
Prices²

Q3 24 vs Q2 24

5% ↑

4% ↓

Petrochemicals EBITDA (US\$ Bn.)



Total Petrochemicals & Specialties sales volume of 10.02 MMT during Q3

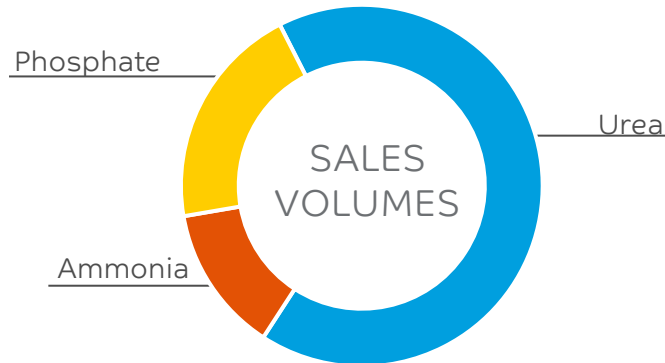
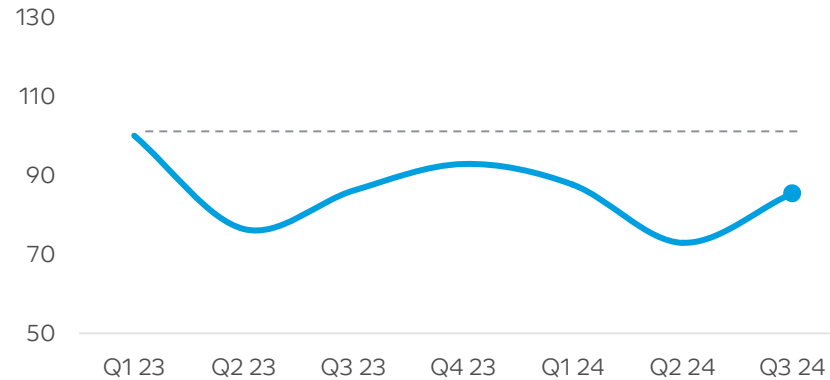


Polymers drove majority of higher sales volume QoQ

¹ Q1 23 rebased to 100. Weighted average price for Petchem major products mix and regions. ² Including FX & other factors.

AGRI-NUTRIENTS HIGHLIGHTS

Agri-Nutrients Price Index¹



Sales Drivers

Q3 24 vs Q2 24

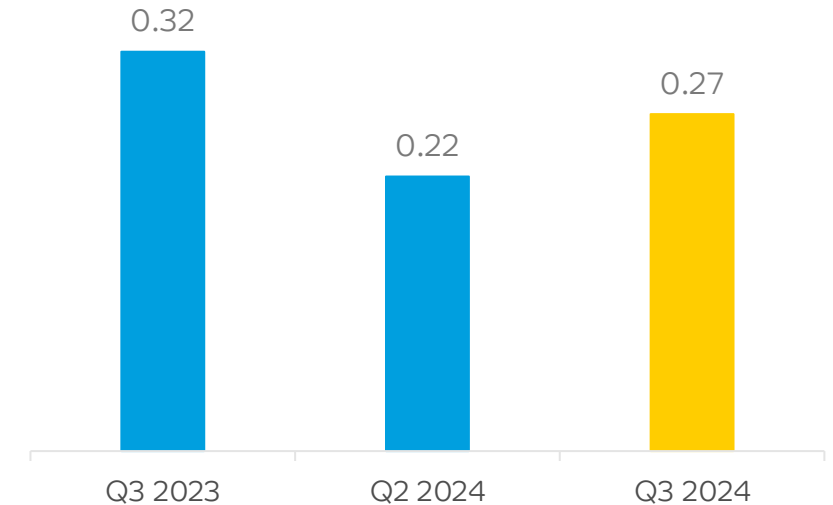
Volumes

1% ↓

Prices²

17% ↑

Agri-Nutrients EBITDA (US\$ Bn.)



Total Agri-Nutrients sales volume of 1.84 MMT during Q3

margins improvement driven by increase in products prices

¹ Q1 23 rebased to 100. Weighted average price for Agri-Nutrients major products mix and regions ² Including FX & other factors.

STRATEGIC PORTFOLIO OPTIMIZATION ACHIEVED MILESTONES



1 DIVESTMENT OF
SAUDI IRON & STEEL
COMPANY (HADEED)



2 SALE OF ALBA
SHAREHOLDING

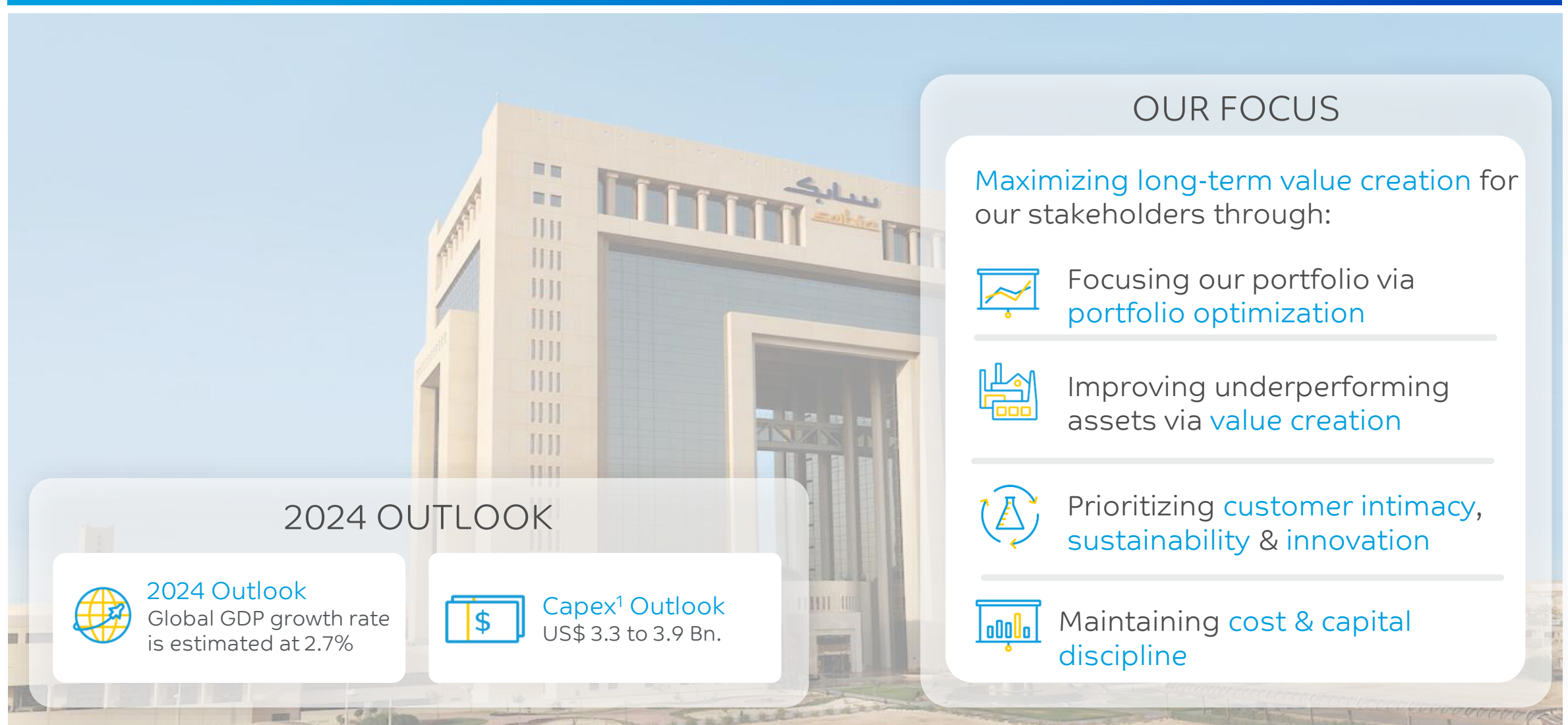


3 DIVESTMENT OF
FUNCTIONAL
FORMS BUSINESS

Continually **optimizing** our
portfolio with a focus on

- Core business to enhance returns
- Reallocating capital to higher-margin opportunities

GOING FORWARD



2024 OUTLOOK



2024 Outlook

Global GDP growth rate is estimated at 2.7%



Capex¹ Outlook

US\$ 3.3 to 3.9 Bn.

OUR FOCUS

Maximizing long-term value creation for our stakeholders through:



Focusing our portfolio via **portfolio optimization**



Improving underperforming assets via **value creation**



Prioritizing **customer intimacy, sustainability & innovation**



Maintaining **cost & capital discipline**

¹ Including growth CAPEX in associate & JVs



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Questions & Answers

SABIC INVESTOR RELATIONS ENGAGEMENT



CONTINUOUS DIALOGUE



INVESTORS

FIND MORE INFORMATION ON:

Website: www.sabic.com/en/investors

E-mail: IR@SABIC.com

Calls & WhatsApp: [+966 530013051](tel:+966530013051)



THANK YOU

APPENDIX

FINANCIAL PERFORMANCE

(US\$ Bn.)	Q3 24	Q2 24	% Var	Q3 23	% Var	9M 24	9M 23	% Var
Revenue	9.83	9.52	3%	9.59	3%	28.08	28.40	-1%
Income from Operations (EBIT)	0.66	0.56	18%	0.45	47%	1.54	1.36	14%
EBITDA ¹	1.52	1.52	0%	1.50	1%	4.24	4.18	1%
Net Income ²	0.27	0.58	-54%	-0.77	-	0.92	-0.28	-
Free Cash Flow ³	1.05	-0.38	-	1.40	-25%	0.57	2.50	-77%

Sales Drivers	Volumes	Prices ⁴	Key Ratios	Q3 24	Q2 24	Q3 23	9M 24	9M 23
Q3 24 vs. Q2 24	4% ↑	1% ↓	EBITDA margin (%)	15.4	16.0	15.6	15.1	14.7
Q3 24 vs. Q3 23	1% ↓	3% ↑	Net Debt / EBITDA (x)	0.02	-0.09	-0.49	0.02	-0.52
9M 24 vs. 9M 23	2% ↓	1% ↑						

¹ EBITDA = Income from operations plus depreciation, amortization and impairment. ² Net Income - Attributable to equity holders to the parent. ³ Free Cash Flow = net cash from operating activities minus capital expenditure. Capital expenditure = Purchase of tangibles and intangibles, net. ⁴ Includes FX & other factors.