## Albemarle Corporation

## **Investor Presentation**

Goldman Sachs

Chemicals Intensity Days Conference

March 9, 2021



## Forward-Looking Statements

Some of the information presented in this presentation, including, without limitation, statements with respect to product development, market trends, price, expected growth and earnings, demand for our products, capital projects, tax rates, stock repurchases, dividends, cash flow generation, economic trends, outlook and all other information relating to matters that are not historical facts may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Actual results could differ materially from the views expressed.

Factors that could cause actual results to differ materially from the outlook expressed or implied in any forward-looking statement include, without limitation: changes in economic and business conditions; changes in financial and operating performance of our major customers and industries and markets served by us; the timing of orders received from customers; the gain or loss of significant customers; competition from other manufacturers; changes in the demand for our products or the end-user markets in which our products are sold; limitations or prohibitions on the manufacture and sale of our products; availability of raw materials; increases in the cost of raw materials and energy, and our ability to pass through such increases to our customers; changes in our markets in general; fluctuations in foreign currencies; changes in laws and government regulation impacting our operations or our products; the occurrence of regulatory proceedings, claims or litigation; the occurrence of cyber-security breaches, terrorist attacks, industrial accidents, natural disasters or climate change; hazards associated with chemicals manufacturing; the inability to maintain current levels of product or premises liability insurance or the denial of such coverage; political unrest affecting the global economy, including adverse effects from terrorism or hostilities; political instability affecting our manufacturing operations or joint ventures; changes in accounting standards; the inability to achieve results from our global manufacturing cost reduction initiatives as well as our ongoing continuous improvement and rationalization programs; changes in the jurisdictional mix of our earnings and changes in tax laws and rates; changes in monetary policies, inflation or interest rates that may impact our ability to raise capital or increase our cost of funds, impact the performance of our pension fund investments and increase our pension expense and funding obligations; volatility and uncertainties in the debt and equity markets; technology or intellectual property infringement, including cyber-security breaches, and other innovation risks; decisions we may make in the future; the ability to successfully execute, operate and integrate acquisitions and divestitures; uncertainties as to the duration and impact of the coronavirus (COVID-19) pandemic; and the other factors detailed from time to time in the reports we file with the SEC, including those described under "Risk Factors" in our Annual Report on Form 10-K and our Quarterly Reports on Form 10-Q. These forward-looking statements speak only as of the date of this presentation. We assume no obligation to provide any revisions to any forward-looking statements should circumstances change, except as otherwise required by securities and other applicable laws.



#### Non-GAAP Financial Measures

It should be noted that Adjusted net income attributable to Albemarle Corporation ("Adjusted earnings"), Adjusted diluted earnings per share attributable to Albemarle Corporation, Adjusted effective income tax rates, segment operating profit, segment income, pro-forma net sales, net sales excluding the impact of foreign exchange translation ("ex FX"), EBITDA, Adj. EBITDA, Adj. EBITDA by operating segment, EBITDA margin, Adj. EBITDA margin, pro-forma Adj. EBITDA margin, Adj. EBITDA excluding the impact of foreign exchange translation ("ex FX"), Adj. EBITDA margin excluding the impact of foreign exchange translation ("ex FX"), net debt to Adj. EBITDA, gross debt to Adj. EBITDA, free cash flow, and Adjusted free cash flow are financial measures that are not required by, or presented in accordance with, accounting principles generally accepted in the United States, or GAAP. These measures are presented here to provide additional useful measurements to review our operations, provide transparency to investors and enable period-to-period comparability of financial performance. The Company's chief operating decision maker uses these measures to assess the ongoing performance of the Company and its segments, as well as for business and enterprise planning purposes.

A description of these and other non-GAAP financial measures that we use to evaluate our operations and financial performance, and reconciliation of these non-GAAP financial measures to the most directly comparable financial measures calculated and reported in accordance with GAAP, can be found in the Appendix to this presentation. The Company does not provide a reconciliation of forward-looking non-GAAP financial measures to the most directly comparable financial measures calculated and reported in accordance with GAAP, as the Company is unable to estimate significant non-recurring or unusual items without unreasonable effort. The amounts and timing of these items are uncertain and could be material to the Company's results calculated in accordance with GAAP.



## Albemarle: Accelerating Growth to Create Value

- 1 Industry leading businesses that power a sustainable future
- 2 Invest in accelerating EV story through proven, integrated lithium player
- Best-in-class resource and diversified asset base, with identified projects to drive growth
- Industry-leading conversion facilities and chemistry expertise to meet needs of evolving innovation
- 5 Capital discipline and strong financial performance delivering growth

## Diversified Portfolio with Above-Market Margin

#### **KEY STATS** 1887 Founded 134 years Global Employees<sup>1</sup> ~5,600 Countries ~75 FINANCIAL HIGHLIGHTS<sup>2</sup> **Net Sales** \$3.1B Net Income<sup>3</sup> \$376M Adj. EBITDA \$819M Adj. EBITDA Margin 26%

#### **BUSINESS OVERVIEW**

Making the World Safe and Sustainable by Powering the Potential of People

Catalysts	<b>Bromine Specialties</b>
26% of Total Revenue	31% of Total Revenue
<b>16%</b> Adj. EBITDA Margin²	<b>34%</b> Adj. EBITDA Margin²
GDP Industry Growth <sup>5</sup>	<b>GDP+</b> Industry Growth⁵
	26% of Total Revenue 16% Adj. EBITDA Margin <sup>2</sup>

#### REVENUE BY GEOGRAPHY

26%	24%	48%	2%
North America	EMEA	Asia (14% in China)	RoW

## Clear Strategy Drives Sustainable Growth

## Grow Profitably

- Pursue profitable growth to align with customer demand
- Build capabilities to accelerate lower capital intensity, higher return projects

#### Maximize Productivity

- Optimize earnings and cash flow generation across all of our businesses
- Drive productivity through operational discipline

## Invest with Discipline

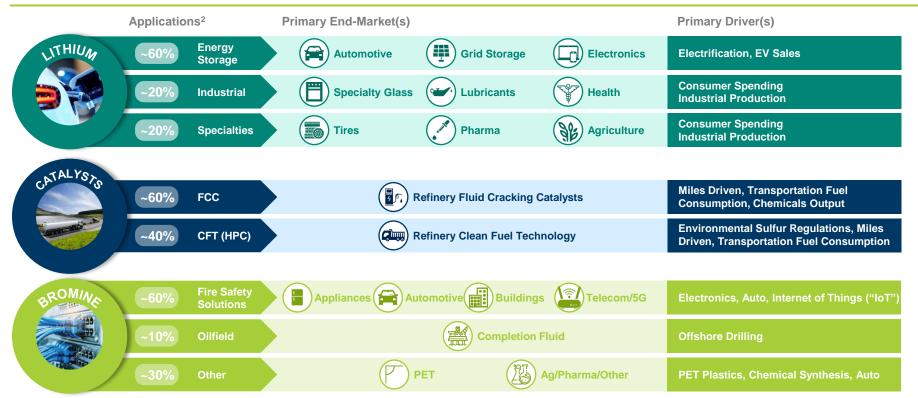
- Focus investment capital on highest-return opportunities
- Generate shareholder value through continual portfolio assessment; buy vs build
- Maintain Investment Grade credit rating and support our dividend

## Advance Sustainability

- Enable our customers sustainability ambitions
- Continue to implement and improve ESG performance across all of our businesses



## >50% of Net Sales from Products that Enable Reduced GHGemissions / Increased Resource Efficiency<sup>1</sup>



#### All Three Segments Driven by Growing Sustainability Measures



## Lithium Snapshot

#### Financials | FY 2020

\$1.1B Net Sales

**\$393M**Adj. EBITDA<sup>1</sup>

**34%**Adj. EBITDA Margin<sup>1</sup>

#### **Segment Characteristics**

- A leader in battery, industrial and specialty grade lithium
- Vertically integrated from natural resource to specialty performance products
- High-quality product portfolio / low-cost position
- Technological differentiation in resource extraction, conversion and derivatization

#### **Business Environment**

- Volume growth driven by energy storage
- Public policy accelerating e-mobility / renewables
- Battery cost declining + performance improving = need for higher-quality lithium and innovation
- Highly dynamic, emerging supply chain
- Security of supply essential to underwrite global auto OEM investment in vehicle electrification

#### Applications<sup>2</sup>



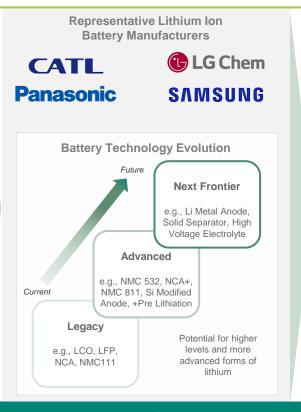
- Energy Storage Automotive, Grid Storage, Electronic
- Industrial Specialty Glass, Lubricants, Health
- Specialties
  Tires, Pharma, Agriculture

#### **Well Positioned to Remain a Leader as Growth Continues**



## Lithium Enables the EV Revolution







#### From Legacy to Next Frontier Technologies, EV Batteries Require Lithium



# Lithium Demand Fundamentals Supported by Regulatory Environment Shifts and Recent OEM Announcements



Vision of 3TWh battery production by 2030

Announced Sep-2020



...will invest \$55bn in electrification...and other green energy and mobility services by 2025... looking to sell 560k EVs annually...by 2025

Announced Dec-2020



...plans to become carbon neutral in its global products and operations by 2040...aspires to eliminate tailpipe emissions from new light-duty vehicles by 2035...

Announced Jan-2021

40% of [GM's] US entries to be BEVs by 2025...announced increase in...financial commitment to EVs and AVs...to \$27B through 2025

Announced Nov-2020

**CATL**FLEX**GEN** 

...[teamed together] to install two 110MWh standalone battery storage projects in Texas...

Announced Jan-2021



...€70 billion...2021-2025 investment plan focusing on electrification and digitization...

Reported Dec-2020



...increasing [Nevada factory] total capacity by some 10% to 38-39 GWh a year by around 2022

Announced Sep-2020



...will invest ~€35bn in BEVs over the next five years, targeting production of ~26mm BEVs by 2030

Announced Nov-2020



...launched the innovative Battery as a Service subscription model and announced the establishment of a supporting JV Battery Asset Company...

Announced Aug-2020

#### Regulatory Environment Measures

Biden's commitment to increase federal procurement by \$400 billion in his first term will be purchasing the key clean energy inputs like batteries and electric vehicles...

Published Juli-2018

Biden to transition the entire US Gov. fleet to EVs...

Announced Jan-202

Source: Company filings, press releases, news articles.

China's organization of auto experts announced its road map for new-energy vehicles...Setting a goal of raising the ratio of hybrids to 75% of all gasoline cars by 2030 and 100% by 2035...

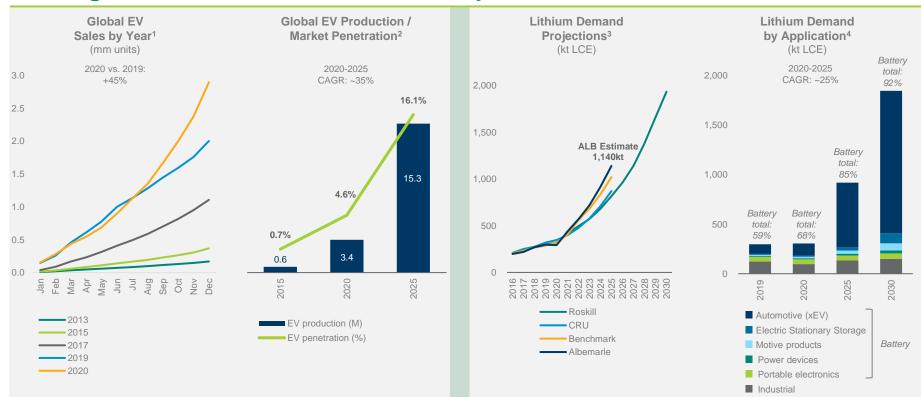
Announced Oct-2020

European Commission seeks...30 million electric vehicles on the region's roads by the end of the decade...requiring the auto industry to massively accelerate its transformation

Reported Dec-2020



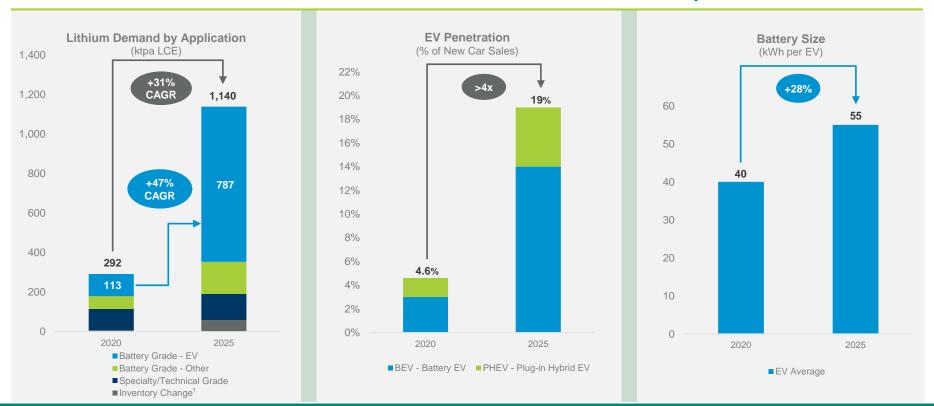
## Strong Lithium Demand Driven by EVs



#### **EV Producers Require Accelerated Lithium Supply Growth**

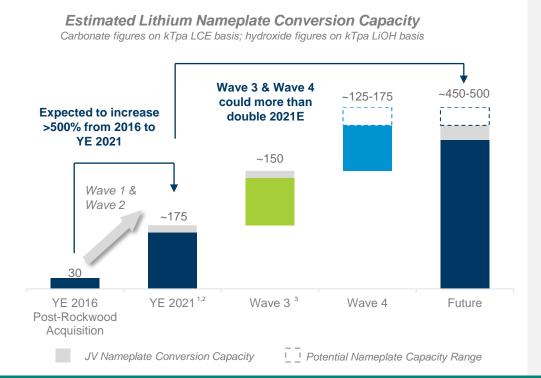


## Albemarle Lithium Demand Forecast Revised Upwards



Albemarle FY 2025 Lithium Demand Forecast Revised Upward +14%

## Investing to Align Capacity with Market Demand



## Wave 3 Potential Projects (3-5 years) ~\$1.5B CapEx

- China (MARBL)
- Silver Peak, Nevada
- China Greenfield
- Kemerton, Australia (III & IV)

## Wave 4 Potential Project Options Funded with Enhanced FCF

- Carbonate to Hydroxide
- Kemerton, Australia (V)
- Opportunities in Asia
- Kings Mountain, NC

#### New Capital Allocation Plan Enables Us to Enhance Utilization of Our Resource Base



# New Investments are Strategically Located and Complementary to Existing Footprint



#### Leading Global Resource Base with Geographic Diversification



## Conversion Facilities on Track for 2021 Completion



- · Conversion of low-cost, high-quality Chilean brine
- 40ktpa nameplate capacity lithium carbonate
- 100% owned and 100% marketed by ALB
- Construction expected to be completed mid-2021, followed by ~6 month commissioning and qualification process

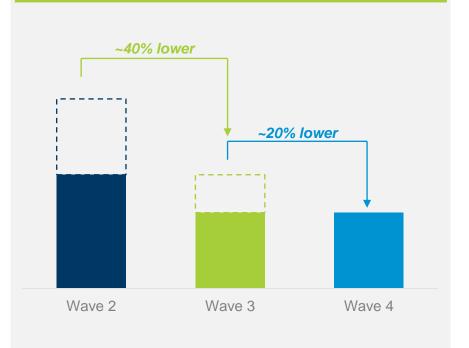


- Conversion of low-cost, high-quality Australian spodumene
- 50ktpa nameplate capacity lithium hydroxide
- 60% owned and 100% marketed by ALB
- Construction expected to be completed late 2021, followed by ~6 month commissioning and qualification process

Wave 2 Projects Add Significant Lithium Sales Beginning 2022

## Reduced Capital Intensity to Achieve Higher Returns

#### Illustrative Lithium Capital Intensity Range (Cost/kg)



#### **Expected Key Drivers of Cost Reduction**

- ✓ Leverage expertise in large-scale project construction
- ✓ Take advantage of brownfield economics
- ✓ Projects in lower-cost jurisdictions (e.g., China)

#### **Investment Focus – Predominantly Lithium**

- Major lithium expansions focused on conversion assets
- US-based Bromine expansion
- Projects expected to generate >2x WACC at mid-cycle pricing; minimum of >1x WACC at trough pricing

**Disciplined Project Execution Driving Strong Investment Returns** 

## Leading the Way for Sustainable Lithium Production

- IRMA is the leading certification standard for assurance of responsible mining
  - Objective, independent third-party verification of industrial-scale mine sites
  - Comprehensive definition of responsible mining
  - Collaborative, multi-stakeholder process
- Albemarle's Salar de Atacama site
  - First lithium mine to complete an IRMA selfassessment
  - First mine in Chile to complete an IRMA selfassessment
- Next steps:
  - IRMA third-party audit and certification at the Salar de Atacama site
  - Self-assessments and third-party audits of additional mining sites globally





#### Collaborative multi-stakeholder process













DAIMLER

Partnering with IRMA to Assure the Sustainability of our Lithium Production

## Well-Positioned to Drive Sustainable Growth

#### **2021 OBJECTIVES**

## Grow Profitably

- Complete LAN III/IV (mid-2021) and Kemerton I/II (late-2021)
- Investment decisions on new expansion projects in Lithium and Bromine

#### Maximize Productivity

- Achieve \$75M productivity improvements versus 2020<sup>1</sup>
- Preserve margins with best-in-class cost discipline and continuous improvements
- Build project execution expertise to accelerate highest return growth projects

## Invest with Discipline

- Align growth with commercial agreements to support economic returns
- Continue to actively evaluate portfolio
- Maintain Investment Grade credit rating and support our dividend

## Advance Sustainability

- Set near-term sustainability targets; explore science-based target options
- Partner with automotive OEMs to enable sustainable supply chains

# Appendix

Non-GAAP Reconciliations



## Adjusted EBITDA – (twelve months ended)

	Twelve Months Ended										
(\$ in thousands)		Dec 31, 2020		Sep 30, 2020		Jun 30, 2020		Mar 31, 2020		Dec 31, 2019	
Net income attributable to Albemarle Corporation	\$	375,764	\$	381,520	\$	438,289	\$	506,863	\$	533,228	
Depreciation and amortization		231,984		226,980		222,788		217,895		213,484	
Non-recurring and other unusual items (excluding items associated with interest expense)		42,781		127,915		124,715		126,793		117,243	
Interest and financing expenses		73,116		76,364		68,245		61,994		57,695	
Income tax expense		54,425		59,421		54,109		69,089		88,161	
Non-operating pension and OPEB items		40,668		20,076		22,426		24,645		26,970	
Adjusted EBITDA	\$	818,738	\$	892,276	\$	930,572	\$	1,007,279	\$	1,036,781	
Net Sales	\$	3,128,909	\$	3,242,326	\$	3,375,205	\$	3,496,208	\$	3,589,427	
Adjusted EBITDA Margin		26 %	)	28 %	)	28 %		29 %	1	29 %	



## Adjusted EBITDA – by Segment (twelve months ended)

		Twelve Months Ended									
(\$ in thousands)		Dec 31, 2020		Sep 30, 2020		Jun 30, 2020		Mar 31, 2020		Dec 31, 2019	
Lithium											
Net income attributable to Albemarle Corporation	\$	277,711	\$	217,538	\$	250,572	\$	301,837	\$	341,766	
Depreciation and amortization		112,854		110,337		106,862		102,729		99,424	
Non-recurring and other unusual items		2,528		83,167		83,278		83,389		83,744	
Adjusted EBITDA	_	393,093		411,042		440,712		487,955		524,934	
Net sales		1,144,778		1,197,326		1,262,066		1,303,102		1,358,170	
Adjusted EBITDA Margin		34 %	Ď	34 %	b	35 %	)	37 %	Ó	39 %	
Bromine Specialties											
Net income attributable to Albemarle Corporation	\$	274,495	\$	266,530	\$	275,206	\$	284.130	\$	279,945	
Depreciation and amortization	•	50,310	Ť	49,176	Ť	48,724	Ť	48,091	•	47,611	
Non-recurring and other unusual items		(1,200)		(241)		901		901		901	
Adjusted EBITDA		323,605		315,465		324,831		333,122		328,457	
Net sales		964,962		945,028		964,102		986,756		1,004,216	
Adjusted EBITDA Margin		34 %	Ó	33 %	ò	34 %	•	34 %	ó	33 %	
Catalysts											
Net income attributable to Albemarle Corporation	\$	80,149	\$	134,128	\$	163,297	\$	206,719	\$	219,686	
Depreciation and amortization		49,985		49,893		49,834		50,510		50,144	
Non-recurring and other unusual items		, <u> </u>		794		794		794		794	
Adjusted EBITDA		130,134		184,815		213,925		258,023		270,624	
Net sales		797,914		884,701		948,128		1,017,376		1,061,817	
Adjusted EBITDA Margin		16 %	Ď	21 %	ò	23 %	·	25 %	ó	25 %	



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