# Albemarle Corporation

**Investor Presentation and** 

Non-GAAP Reconciliations

September 2020



# 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.



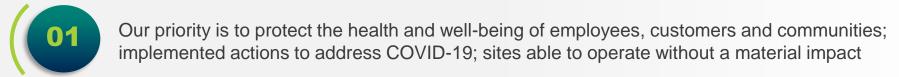
### Non-GAAP Financial Measures

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 by operating segment, EBITDA margin, Adj. EBITDA margin, pro-forma Adj. EBITDA, pro-forma 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.



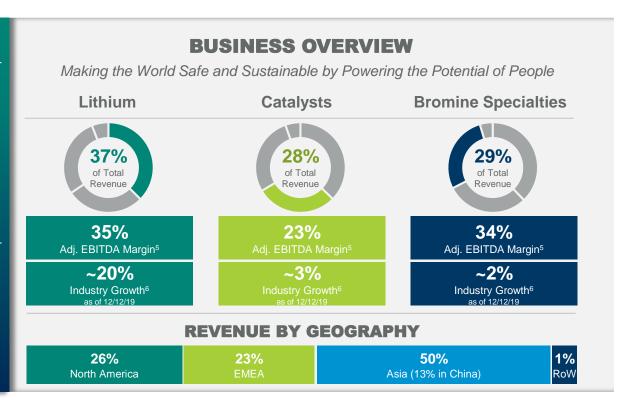
### Taking Action to Position Albemarle for the Present and the Future



- Q2 2020 net income of \$86 million or \$0.80 per diluted share; adjusted EBITDA of \$185 million
- Capital allocation priorities are to maintain investment grade rating and our quarterly dividend while preserving our long-term growth profile
- Sustainable cost reduction program on track to deliver \$50 \$70 million savings in 2020; short-term cash management program on track to deliver \$25 \$40 million savings per quarter
- Our long-term strategy remains largely the same: to invest in Lithium growth using cash flows from our other businesses; adapting to current environment requires increased focus on operational discipline

### Diversified Portfolio with Above-Market Margin

KEY STATS	
Founded	<b>1887</b> 132 years
Global Employees <sup>1</sup>	~5,600
Countries	~75
Dividend Payout Ratio <sup>2</sup>	34%
FINANCIAL HIGHL	IGHTS <sup>3</sup>
FINANCIAL HIGHL Net Sales	<b>IGHTS</b> <sup>3</sup> \$3.4B
Net Sales	\$3.4B



# Our Strategy Has Not Changed, But The Focus Is Different

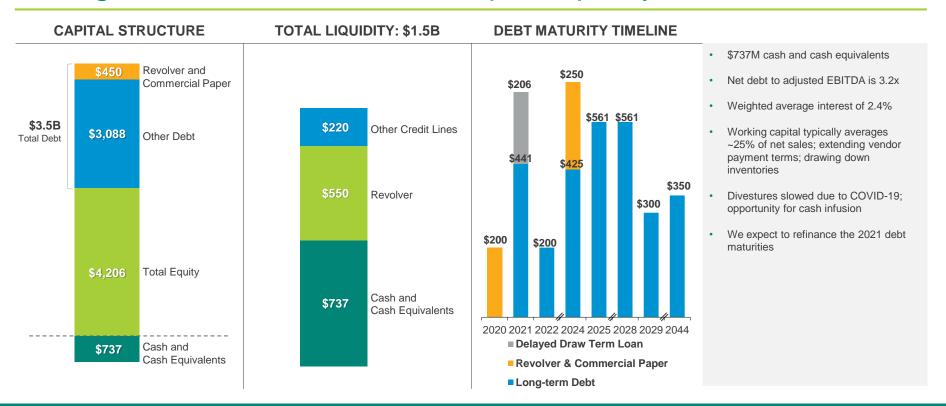
	Grow	Invest in growth and be a leader in the lithium industry  Become best in class in the deployment of lithium conversion capital	<ul> <li>Lithium demand has been pushed out by COVID approximately one year; long term outlook unchanged</li> <li>Deploy capital for lithium conversion as market grows; match capacity to demand</li> </ul>
Sustainable Approach	Maximize	Optimize the earnings and cash of Bromine and Catalysts  Build an excellence agenda across the enterprise and optimize the cost structure	<ul> <li>Generate cash, maintain margins, invest in high-return projects to improve productivity and sustainability</li> <li>Leverage best in class digital platform for the operational agenda</li> <li>Focus on operational discipline to drive productivity in the business: manufacturing excellence, business excellence, project excellence</li> </ul>
Sustair	Assess	Actively and continuously assess our portfolio	<ul> <li>Continue to refine the portfolio</li> <li>Divestures of PCS and FCS are progressing</li> </ul>
	Invest	Maintain a disciplined approach to capital allocation while preserving financial flexibility	<ul> <li>Disciplined approach to capital investment</li> <li>Maintain Investment Grade credit rating and support the dividend</li> </ul>

# **Capital Allocation Priorities**

		Current Environment
01	<ul> <li>Fund the Dividend</li> <li>26<sup>th</sup> year of consecutive dividend increases</li> <li>Targeting long-term median specialty chemical payout ratio</li> </ul>	Committed to shareholder returns
02	<ul> <li>Maintain Financial Flexibility</li> <li>Maintain investment grade rating</li> <li>Long-term net debt to adj. EBITDA target: 2.0x - 2.5x</li> </ul>	Committed to investment grade credit rating
03	Invest to Grow Profitably  • Strategically grow lithium capacity  • Accelerate productivity projects  • Build or buy conversion	Delaying capital expenditures; 2020E capital expenditures of \$850-\$950M
04	Growth via M&A and / or JVs  Improved capital efficiency Low-cost resources and operations	Disciplined approach to investment opportunities
05	Repurchase Shares  Return excess cash to shareholders  Board authorization up to 7M additional shares	Authorization remains in place; no near-term planned buybacks



### Strong Financial Position and Ample Liquidity (As of 6/30/20, \$M)

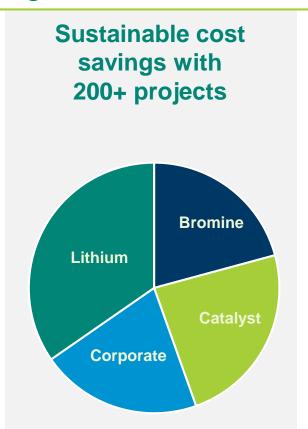


### Committed to Maintaining Investment Grade Credit Rating



## Sustainable Cost Savings Initiatives Remain on Track

- Executing sustainable cost savings initiative
- Projects identified in 2019 totaling a \$100M+ run rate by YE 2021
- On track to achieve \$50-\$70M savings in year one



### **Project Case Studies:**

Lithium: Operational excellence and supply chain optimization

**Project Savings ~ \$11M/year** 

Catalysts: Direct material cost savings

**Project Savings ~ \$5M/year** 

Corporate: Reducing IT cost and increasing productivity

**Project Savings ~ \$4M/year** 

Bromine: Direct material cost savings

**Project Savings ~ \$2M/year** 



### Executing Our Downturn Playbook for Short-Term Cash Management

		Status
Variable Costs	<ul> <li>Aggressively pursue lower raw material pricing</li> <li>Continue travel restrictions</li> <li>Limit professional services</li> <li>Pursue economic incentives (e.g., stimulus plans/tax deferrals)</li> <li>Reduced metric-based incentives and annual bonus plan</li> </ul>	✓ Activated
Fixed Costs	<ul> <li>Strict limits on hiring, overtime, contractors</li> <li>Reduced capital expenditures</li> <li>C-Suite and Board compensation reductions</li> </ul>	✓ Activated
Production	<ul> <li>Idle production sites as market demands dictate</li> <li>Restructure supply chain</li> </ul>	✓ Activated, as needed
Working Capital	<ul><li>Reduce inventory</li><li>Seek vendor payment extensions</li><li>Accelerate collection of receivables</li></ul>	✓ Activated

Short-term cash management actions save ~\$25-\$40M per quarter; FY 2020 capex spending down ~\$150M from initial plan

Statue

### Q3 2020 Outlook and Assumptions

	Q3 2020 Outlook
Net sales	\$700 - \$775 million
Adjusted EBITDA	\$140 - \$190 million

#### Lithium

- Q3 2020 adjusted EBITDA expected to be down 10-20% sequentially
- Impact of low OEM automotive production to be felt more acutely in Q3 2020; lower market prices and higher inventory in the battery channel
- Continued weakness in technical grade (TG) orders, mainly glass and ceramics, compared to pre-COVID levels

### Bromine Specialties

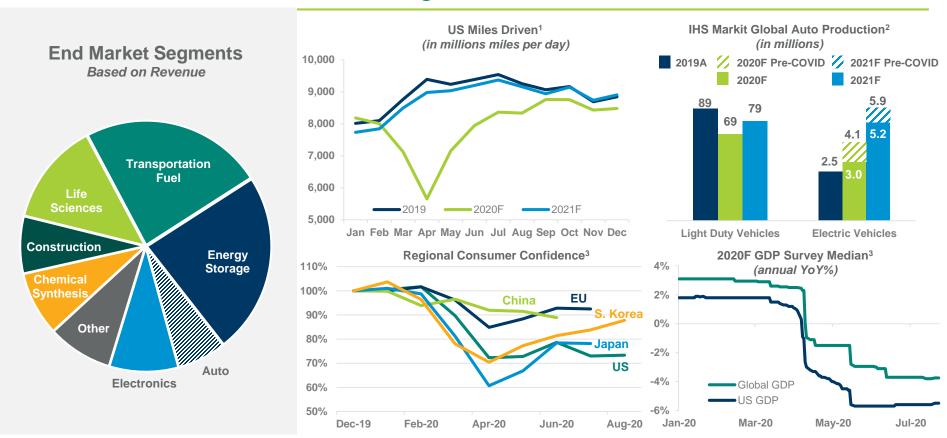
- Q3 2020 adjusted EBITDA expected to be flat sequentially
- · Strong demand for surfactants and stabilization in building and construction offset weakness in other markets

#### **Catalysts**

- Q3 2020 adjusted EBITDA is expected to be down ~50-60% YoY
- Fluid catalytic cracking (FCC) recovering as transportation fuel consumption begins to improve
- Hydroprocessing Catalysts (HPC) orders pushed out into 2021 and 2022



### Some End Markets Rebounding, All Remain Below Pre-COVID Levels



### Our Sustainability Framework

#### Sustainable Business Model

Foster a sustainable business model that creates long-term value for all stakeholders

# **Community Engagement**

Actively collaborate and engage in the communities in which we work and live



# Our People & Workplace

Promote an inclusive and diverse workplace for all employees with a focus on safety, mutual respect, development and wellbeing

### Natural Resource Management

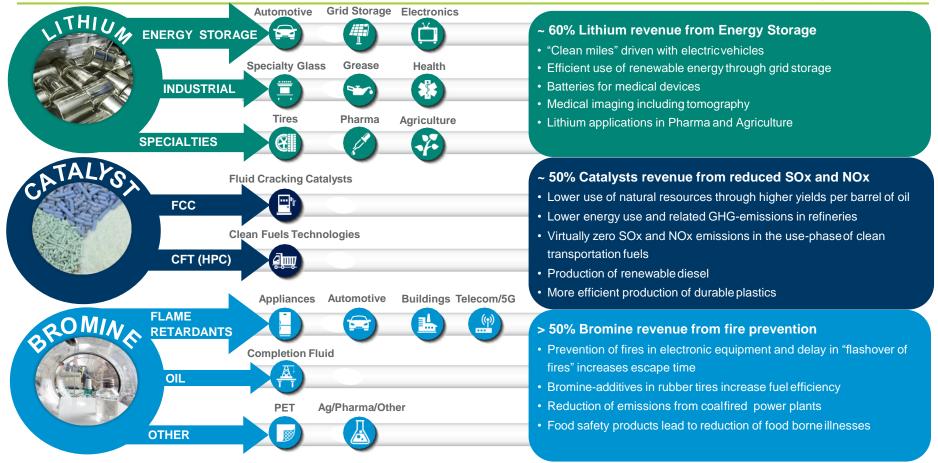
Responsibly manage our use of resources and materials



## Our Products Contribute to Sustainability and Create Value



Sustainable Business Model



### Diverse and Dedicated Leadership Team





Kent Masters Chairman & CEO

Experience: 30+ years



Scott Tozier EVP & CFO

Experience: 30+ years



Karen Narwold

Experience: 30+ years



**Eric Norris**President, Lithium

Experience: 29 years



Netha Johnson President, Bromine

Experience: 28 years



Raphael Crawford President, Catalysts

Experience: 23 years



**DeeAnne Marlow**Chief Human
Resources Officer

Experience: 30+ years



Jac Fourie
VP, Engineering &
Project Execution

**Experience:** 22 years

Focused on Delivering
Shareholder Value



### Engaged, Diverse, and Accountable Board of Directors



Our People & Workplace



**Kent Masters** Chairman



Laurie Brlas Former EVP & CFO. **Newmont Mining** 



Luke Kissam FormerCEO. Albemarle



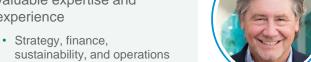
Glenda Minor

CEO & Principal, Silket Advisory Services Former SVP & CFO.





Directors bring targeted and valuable expertise and experience



James O'Brien Director • | C• | ★

Former Chairman & CEO, Ashland Inc. Lead Independent



Diarmuid O'Connell

Former VP.Corporate & Business Development, Tesla Motors











· Automotive, electric grid, and chemical operations

Mining and natural resources



**Gerald Steiner** 

CEO, CoverCress Inc. Former EVP, Sustainability & Corporate Affairs. Monsanto Co.







Chairman of the Board

Holly Van Deursen

Former Group President. Petrochemicals, BP







Aleiandro Wolff

Former U.S. Ambassador to Chile









**Executive Compensation Committee** 

Nominating & Governance



Health, Safety & Environment Committee

Lead Independent C Committee Chairperson



# Director Capabilities and Experience Support Our Long-term Vision



Global / Emerging Markets Experience		100%
Relevant Industry Experience	90%	
P&L Experience	90%	
R&D / Innovation Experience	90%	<5 yrs.
Manufacturing / Operations Experience	80%	Average Tenure  8 of 10
Supply Chain / Logistics Experience	50%	Independence
Public Company CEO or COO	50%	5 of 10 Diversity

## Inclusion and Diversity in Our Workplace











30%

- Have a current or previous disability
- Veterans
- Women
- Racial/Ethnic Minority



Members of Albemarle's Black Employees (BE) Connect

#### New 2020 Action Plan

- Hiring an inclusion and diversity leader to accelerate our inclusion and diversity roadmap
- Corporate leaders participating in conscious inclusion/unconscious bias training
- Online module on inclusion to be added to new employee onboarding curriculum

#### **Improving our Recruitment Process**

- In 2019 we implemented diverse candidate slates; slates must include at least two individuals from gender or racial minority groups
- Actively engaged with national recruiting conference in the US, such as National Society of Black Engineers, Society of Hispanic Professional Engineers, and the Society of Women Engineers

#### **Fostering Inclusivity through Connections**

- Established to unify Albemarle's employee groups and promote an atmosphere of inclusion and encouragement in which every employee's voice is heard
- Albemarle employees developed new Connect groups: LatinX Connect, Veterans Connect, Faith Connect, Black Employees Connect, and Women's Connect
- New "At Home Together" online community to support parents, caregivers, and allies working from home

#### **Reviewing & Regulating Fair Pay Practices**

 Actively identifying and eliminating pay gaps between individuals who work in the same role at the same location using our annual pay review process and other tools





#### **Online Learning**

- In 2019, employees averaged 30 hours of online training through Albemarle University, our internal learning management system
- Course work included core values, code of conduct, IT security, and SAP skills

#### **Leadership Development**

- LAUNCH is a two-year rotational development program for recent graduates
- We Connect Leadership Development Program is a three-year program designed to educate, inspire and encourage women as they progress toward meeting their individual goals

#### **Performance Management**

 In 2019, we introduced a global standardized performance management template to improve reporting accuracy and transparency





We Connect Leadership Development Participants

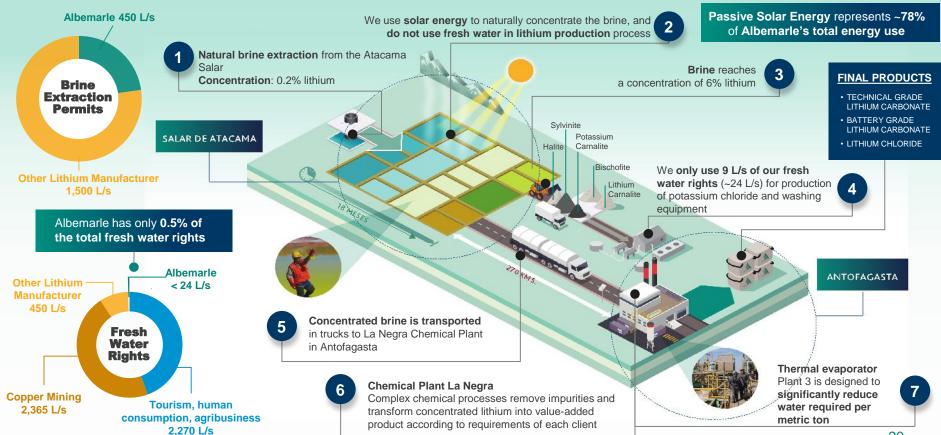


**LAUNCH Participants** 



# Responsible Users of Water in Water-Scarce Areas Case Study: Salar de Atacama Fresh Water Rights





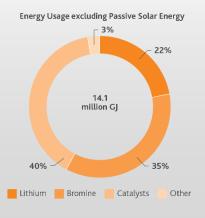
# Improving Operational Efficiency to Reduce Energy Usage and Greenhouse Gases (GHG)

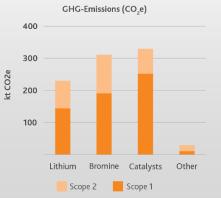


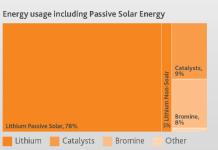
**Natural Resource Management** 

 Passive solar energy is environmentally responsible as it avoids the use of fossil fuels and related GHG-emission and is used in Salar de Atacama (Chile) and Silver Peak (Nevada, USA) to concentrate lithium-containing brine

- Progress to improve operational efficiency
  - Xinyu Lithium hydroxide plant in China was converted from coal to natural gas in 2017
  - Jordan Bromine Company Limited (JBC) JV completed a deal with a natural gas firm,
     Nobel Energy, to significantly reduce GHG and SOx emissions
  - Bayport facility in Texas improved the slurry feed systems controls allowing for more efficient operation reducing energy usage by 2% annually for the site









# Foster Development of Local Communities and Jointly Promote Environmental Stewardship; Case Study: Salar de Atacama, Chile,



#### **Joint Commitments for Sustainability**

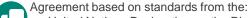
- Atacameño People's Council (CPA), represents 18 indigenous communities within the Salar basin
- Peine, closest indigenous community
- Municipality San Pedro of Atacama
- Municipality of Antofagasta

#### Leader in Community Engagement

- · Jointly monitor the brine and water levels with indigenous communities
- Share a percentage of sales with indigenous communities



#### Voluntary Cooperation Agreement with Atacameño People's Council signed in 2016, More comprehensive than an indigenous consultation



- United Nations Declaration on the Rights of Indigenous Peoples
- ILO Convention 169 on Indigenous and Tribal Peoples in Independent Countries.

Mechanism for community to benefit from Company's operation

3.5% of Chilean sales contributed annually to indigenous communities to increase access to water, electricity, and support other infrastructure projects and scholarships



Monthly Permanent Working Roundtable with representatives of the CPA and ALB to administer agreement and financial support



Promote environmental stewardship

- Cooperation in the promotion of the territory's sustainability and the protection of the Salar's ecosystems, particularly water resources
- Community hired professional staff supported by Albemarle funding, providing expertise in environmental, legal, and communications

More than 35% employees at the Salar Plant are indigenous



# Focused on Growing the Good through our Albemarle Foundation







- Created the foundation in 2007 with a mission to make a positive, sustainable difference in the communities where we live and operate
- Since inception, we have granted over \$39.5 million into our communities







### **IN CHINA:**

- Employees in Shanghai participated in a "Pick in Red" event to help cleanup Shanghai's coast
- Total of 908.5 kilograms of dry garbage, 80.6 kilograms of recyclable waste and 653 pieces of hazardous waste were removed during the event





#### IN GERMANY:

 Employees in Langelsheim collaborated to raise money for more than 18 local organizations and associations that benefit youth

Our Priorities are Education, Health and Social Services, and Cultural Initiatives

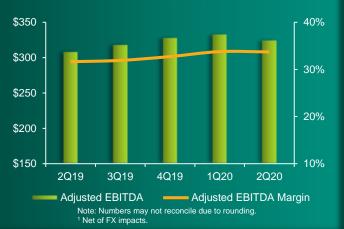


### Q2 2020 Overview: Bromine Specialties

#### **Q2 2020 PERFORMANCE**

(\$M)	Q2 2020	ΔQ2 2019
Net Sales	\$233	-9%
Net Sales ex FX¹	\$235	-8%
Adj. EBITDA	\$73	-10%
Adj. EBITDA ex FX¹	\$74	-10%
Adj. EBITDA Margin	31%	(46) bps
Adj. EBITDA Margin ex FX¹	31%	(48) bps

#### HISTORICAL TREND (TTM)



#### **YoY Q2 Performance Drivers**

- Net sales down 9% (volume -8%, price -1%) and adjusted EBITDA down 10%
- Revenue and adjusted EBITDA decrease mainly driven by lower volume predominantly due to the COVID-19 pandemic
- · Offset by cost savings initiatives

#### **Outlook**

- Q3 2020 adjusted EBITDA expected to be flat sequentially
- Continued reduced demand driven by COVID-19 impacting Q3 2020
- Strong demand for surfactants and stabilization in building and construction offset weakness in other markets

#### **Drivers/Sensitivities**

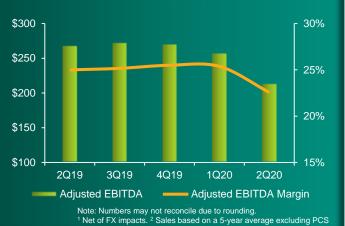
- GDP driven business electronics, automotive, construction, appliances
- Flame retardants (~ 50% of sales): Primary driver consumer spending / GDP
  - Driven in part by consumer markets
- Oilfield (< 20% of sales): Primary driver oil price
  - Deep water and off-shore drilling
- ~1 to 3 quarter lag in supply chain; typically rebounds quickly post-recession

## Q2 2020 Overview: Catalysts

#### **Q2 2020 PERFORMANCE**

(\$M)	Q2 2020	ΔQ2 2019
Net Sales	\$197	-26%
Net Sales ex FX¹	\$198	-26%
Adj. EBITDA	\$23	-66%
Adj. EBITDA ex FX¹	\$23	-66%
Adj. EBITDA Margin	12%	(1,355) bps
Adj. EBITDA Margin ex FX¹	12%	(1,345) bps

#### **HISTORICAL TREND (TTM)**



#### **YoY Q2 Performance Drivers**

- Net sales down 26% (volume -22%, price -4%) and adjusted EBITDA down 66%
- FCC volume down from lower transportation fuel consumption as a result of stay-at-home orders and travel restrictions
- HPC volumes down due to normal lumpiness, some softness related to lower oil prices and reduced fuel demand
- EBITDA reduced by net \$12M out-of-period adjustment related to inventory valuation and freight costs (primarily from Q1 2020); offset by cost savings initiatives

#### **Outlook**

- Q3 2020 adjusted EBITDA is expected to be down ~50-60% YoY
- FCC recovering but still below seasonal and pre-COVID levels
- HPC continued pressure in H2 2020; some refineries pushing out turnarounds into 2021 and 2022

#### **Drivers/Sensitivities**

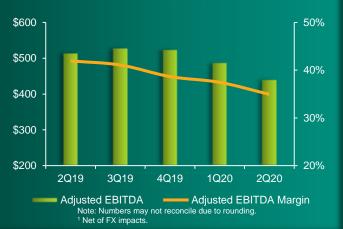
- FCC (~ 60% of sales²): Primary drivers miles driven/transportation fuel consumption
  - Very little lag time with changes in fuel consumption
- HPC (~ 40% of sales²): Primary driver environmental sulfur regulations and customer turnarounds
  - 1 to 2 quarter lag into the downturn as refineries push out turnarounds, similar lag in the upturn
- · HPC business is lumpy due to customer turnaround timing

### Q2 2020 Overview: Lithium

#### **Q2 2020 PERFORMANCE**

(\$M)	Q2 2020	ΔQ2 2019
Net Sales	\$284	-13%
Net Sales ex FX¹	\$287	-12%
Adj. EBITDA	\$95	-33%
Adj. EBITDA ex FX¹	\$91	-36%
Adj. EBITDA Margin	33%	(1,034) bps
Adj. EBITDA Margin ex FX¹	32%	(1,183) Bps

#### HISTORICAL TREND (TTM)



#### **YoY Q2 Performance Drivers**

- Net sales down 13% (price -14%, volume +1%) and adjusted EBITDA down 33%
- Lower pricing reflects previously agreed contract price adjustments, lower market prices
- Adjusted EBITDA unfavorably impacted by lower Talison equity income, partially offset by cost savings initiatives

#### **Outlook**

- Q3 2020 adjusted EBITDA expected to be down 10-20% sequentially
- Impact of low OEM automotive production to be felt more acutely in Q3 2020; lower market prices and higher inventory in the battery channel
- Continued weakness in technical grade (TG) orders, mainly glass and ceramics
- Temporarily idling select battery grade production to respond to weakness in demand and higher lithium inventory in battery channel

#### **Drivers/Sensitivities**

- Energy storage (~60% of Li sales): Primary driver EV sales in Europe and China
  - Potentially 1 to 2 quarter lag behind EV production; high inventory of lithium levels are prolonging the lag
- Specialties and TG (~40% of Li sales): Primary driver consumer spending and industrial production
  - Less than 1 quarter lag

### Portfolio Comprises World-class Resources



SALAR DE ATACAMA, CHILE



MAGNOLIA, AR, USA



KINGS MOUNTAIN, NC, USA

ALBEMARLE®



GREENBUSHES, AUSTRALIA



SILVER PEAK, NV, USA



ANTOFALLA, ARGENTINA



JBC, JORDAN



WODGINA, AUSTRALIA

- ✓ Geographically Diverse
- High Quality
- ✓ Large Scale
- ✓ Low Cost



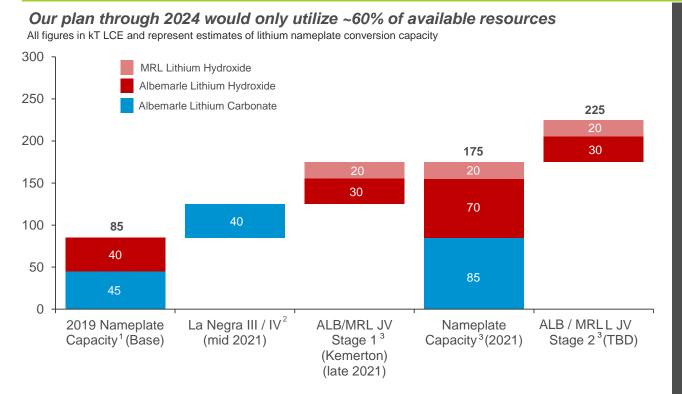
# Managing Resources Responsibly to Support Growth in a Sustainable Manner

Albemarle Resource	2019 Operating Capacity (kTa LCE)	Available Resource Capability (kTa LCE)	% Utilization
Atacama CORFO Lease	40	100	40%
50% Greenbushes Interest <sup>1</sup>	40	120	33%
Wodgina <sup>2</sup>	0	100	0%
Silver Peak	5	10	50%
Kings Mountain	-	50	0%
Antofalla	-	TBD	0%
Total <sup>3</sup>	85	> 380	< 25%



### Sufficient Resources to Meet the Growth Targets of Our Customers

### Disciplined and Measured Plan to Expanding Conversion Capacity



### **Reducing Capital Intensity**

- Deploying standard process flow and equipment in each expansion
- Process technology to gain 10-20% capacity increase (debottleneck) in existing plants
- Technology improvement at existing plants becomes the standard for new plants
- China-focused expansion at significantly lower Capex/MT
- Potential acquisition of Chinese converters vs. Greenfield expansion

Conversion Capacity that is Built to Customer Commitments with Lower Capital Intensity

### **Upcoming Investor Events**

Date	Event – All Virtual
September 9 <sup>th</sup>	UBS Global Chemicals
September 15 <sup>th</sup>	RBC Capital Markets
Early October	ESG-focused Non-Deal Roadshows

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# Appendix A

Non-GAAP Reconciliations and Supplemental Information



### **Definitions of Non-GAAP Measures**

NON-GAAP MEASURE	DESCRIPTION
Adjusted Net Income	Net income attributable to Albemarle Corporation before non-recurring, other unusual and non-operating pension and OPEB.
Pro-forma Adjusted Net Income	Net income attributable to Albemarle Corporation before non-recurring, other unusual and non-operating pension and OPEB items, and the net impact of the divested business.
Adjusted Diluted EPS	Diluted EPS before non-recurring, other unusual and non-operating pension and OPEB.
Pro-forma Adjusted Diluted EPS	Diluted EPS before non-recurring, other unusual and non-operating pension and OPEB items, and the net impact of the divested business.
EBITDA	Net income attributable to Albemarle Corporation before interest and financing expenses, income taxes, and depreciation and amortization.
Adjusted EBITDA	EBITDA before non-recurring, other unusual and non-operating pension and OPEB.
Pro-forma Adjusted EBITDA	Adjusted EBITDA before the net impact of EBITDA of the divested business.
Pro-forma Net Sales	Net Sales before the impact of Net Sales from the divested business.
Adjusted Effective Income Tax Rate	Reported effective income tax rate before the tax impact of non-recurring, other unusual and non-operating pension and OPEB items.



### **Adjusted Net Income**

	Three Mo Jur	nths ie 30	
(\$ in thousands)	2020		2019
Net income attributable to Albemarle Corporation	\$ 85,624	\$	154,198
Add back:			
Non-operating pension and OPEB items (net of tax)	(2,299)		(693)
Non-recurring and other unusual items (net of tax)	 7,907		10,754
Adjusted net income attributable to Albemarle Corporation	\$ 91,232	\$	164,259
Adjusted diluted earnings per share	\$ 0.86	\$	1.55
Weighted-average common shares outstanding – diluted	106,535		106,316

### **EBITDA** and Adjusted **EBITDA**

	Three Mo	Three Months Ended					
	Jui	ne 30	,				
(\$ in thousands)	2020		2019				
Net income attributable to Albemarle Corporation	\$ 85,624	\$	154,198				
Add back:							
Interest and financing expenses	17,852		11,601				
Income tax expense	15,431		30,411				
Depreciation and amortization	57,841		52,948				
EBITDA	176,748		249,158				
Non-operating pension and OPEB items	(2,895)		(676)				
Non-recurring and other unusual items	11,340		13,418				
Adjusted EBITDA	185,193		261,900				
Net sales	\$ 764,049	\$	885,052				
EBITDA margin	23.1 %	,	28.2 %				
Adjusted EBITDA margin	24.2 %	,	29.6 %				

### Adjusted EBITDA - by Segment (three months ended June 30)

(\$ in thousands)	 Lithium	Bromine pecialties	Catalysts	Reportable Segments Total	All Other	Corporate	Co	onsolidated Total
Three months ended June 30, 2020								
Net income (loss) attributable to Albemarle Corporation	\$ 66,038	\$ 60,692	\$ 10,702	\$ 137,432	\$ 16,425	\$ (68,233)	\$	85,624
Depreciation and amortization	28,498	12,349	12,075	52,922	2,173	2,746		57,841
Non-recurring and other unusual items	_	_	_	_	_	11,340		11,340
Interest and financing expenses	_	_	_	_	_	17,852		17,852
Income tax expense	_	_	_	_	_	15,431		15,431
Non-operating pension and OPEB items	_	_	_	_	_	(2,895)		(2,895)
Adjusted EBITDA	\$ 94,536	\$ 73,041	\$ 22,777	\$ 190,354	\$ 18,598	\$ (23,759)	\$	185,193
Three months ended June 30, 2019								
Net income (loss) attributable to Albemarle Corporation	\$ 117,303	\$ 69,616	\$ 54,124	\$ 241,043	\$ 9,118	\$ (95,963)	\$	154,198
Depreciation and amortization	24,365	11,716	12,751	48,832	2,122	1,994		52,948
Non-recurring and other unusual items	111	_	_	111	_	13,307		13,418
Interest and financing expenses	_	_	_	_	_	11,601		11,601
Income tax expense	_	_	_	_	_	30,411		30,411
Non-operating pension and OPEB items	_	_	_	_	_	(676)		(676)
Adjusted EBITDA	\$ 141,779	\$ 81,332	\$ 66,875	\$ 289,986	\$ 11,240	\$ (39,326)	\$	261,900

### Adjusted EBITDA - Margin by Segment (three months ended June 30)

(\$ in thousands)	Lithium	Bromine Specialties	Catalysts	s	Reportable egments Total	All Other	(	Consolidated Total
Three months ended June 30, 2020								
Net sales	\$ 283,722	\$ 232,779	\$ 197,053	\$	713,554	\$ 50,495	\$	764,049
Net income (loss) attributable to Albemarle Corporation	23.3 %	26.1 %	5.4 %		19.3 %	32.5 %		11.2 %
Depreciation and amortization	10.0 %	5.3 %	6.1 %		7.4 %	4.3 %		7.6 %
Non-recurring and other unusual items	— %	— %	— %		— %	— %		1.5 %
Interest and financing expenses	— %	— %	— %		— %	— %		2.3 %
Income tax expense	— %	— %	— %		— %	— %		2.0 %
Non-operating pension and OPEB items	— %	— %	— %		— %	— %		(0.4)%
Adjusted EBITDA Margin	33.3 %	31.4 %	11.6 %		26.7 %	36.8 %		24.2 %
Three months ended June 30, 2019								
Net sales	\$ 324,758	\$ 255,433	\$ 266,301	\$	846,492	\$ 38,560	\$	885,052
Net income (loss) attributable to Albemarle Corporation	36.1 %	27.3 %	20.3 %		28.5 %	23.6 %		17.4 %
Depreciation and amortization	7.5 %	4.6 %	4.8 %		5.8 %	5.5 %		6.0 %
Non-recurring and other unusual items	— %	— %	— %		— %	— %		1.5 %
Interest and financing expenses	— %	— %	— %		— %	— %		1.3 %
Income tax expense	<b>-</b> %	— %	— %		— %	— %		3.4 %
Non-operating pension and OPEB items	— %	<b>—</b> %	— %		— %	— %		(0.1)%
Adjusted EBITDA Margin	43.7 %	31.8 %	25.1 %		34.3 %	29.1 %		29.6 %

### Adjusted EBITDA - Continuing Operations (twelve months ended)

	Twelve Months Ended											
(\$ in thousands)	,	Jun 30, 2019	5	Sep 30, 2019	ı	Dec 31, 2019	ı	Mar 31, 2020		lun 30, 2020		
Net income attributable to Albemarle Corporation	\$	547,108	\$	572,433	\$	533,228	\$	506,863	\$	438,289		
Depreciation and amortization		202,125		206,905		213,484		217,895		222,788		
Non-recurring and other unusual items (excluding items associated with interest expense)		67,457		64,683		117,243		126,793		124,715		
Interest and financing expenses		49,746		47,866		57,695		61,994		68,245		
Income tax expense		112,288		104,462		88,161		69,089		54,109		
Non-operating pension and OPEB items		8,427		10,071		26,970		24,645		22,426		
Adjusted EBITDA	\$	987,151	\$	1,006,420	\$	1,036,781	\$	1,007,279	\$	930,572		
Net Sales	\$	3,416,563	\$	3,518,562	\$	3,589,427	\$	3,496,208	\$	3,375,205		
Adjusted EBITDA Margin		29 %		29 %		29 %		29 %	)	28 %		

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

	Twelve Months Ended													
(\$ in thousands)		Jun 30, 2019		Sep 30, 2019	[	Dec 31, 2019	Mar 31, 2020			Jun 30, 2020				
Lithium														
Net income attributable to Albemarle Corporation	\$	413,058	\$	424,881	\$	341,766	\$	301,837	\$	250,572				
Depreciation and amortization		93,260		95,102		99,424		102,729		106,862				
Non-recurring and other unusual items		9,219		9,384		83,744		83,389		83,278				
Adjusted EBITDA		515,537		529,367		524,934		487,955		440,712				
Net Sales		1,229,220		1,288,678		1,358,170		1,303,102		1,262,066				
Adjusted EBITDA Margin		42 %	6	41 %	, D	39 %		37 %	ó	35 %				
Bromine Specialties														
Net income attributable to Albemarle Corporation	\$	264,396	\$	271,653	\$	279,945	\$	284,130	\$	275,206				
Depreciation and amortization		44,313		46,143		47,611		48,091		48,724				
Non-recurring and other unusual items		_		1,142		901		901		901				
Adjusted EBITDA		308,709		318,938		328,457		333,122		324,831				
Net Sales		976,212		999,863		1,004,216		986,756		964,102				
Adjusted EBITDA Margin		32 %	6	32 %	, D	33 %		34 %	ó	34 %				
Catalysts														
Net income attributable to Albemarle Corporation	\$	211,040	\$	214,894	\$	219,686	\$	206,719	\$	163,297				
Depreciation and amortization		49,004		49,492		50,144		50,510		49,834				
Non-recurring and other unusual items		8,277		8,277		794		794		794				
Adjusted EBITDA		268,321		272,663		270,624		258,023		213,925				
Net Sales		1,073,820		1,084,027		1,061,817		1,017,376		948,128				
Adjusted EBITDA Margin		25 %	6	25 %		25 %		25 %	23 %					

## Adjusted EBITDA supplemental<sup>1</sup>

(\$ in thousands)	M	Twelve onths Ended				Three Mo	nthe	Endod		
(\$ III tilousalius)		un 30, 2020	Ju	ın 30, 2020	М	ar 31, 2020		ec 31, 2019	S	ep 30, 2019
Adjusted EBITDA	\$	930,572	\$	185,193	\$	196,365	\$	294,663	\$	254,351
Net income attributable to noncontrolling interests		66,965		18,134		16,431		15,852		16,548
Equity in net income of unconsolidated investments (net of tax)		(113,795)		(31,114)		(26,604)		(22,841)		(33,236)
Dividends received from unconsolidated investments		24,439		12,984				8,764		2,691
Consolidated EBITDA	\$	908,181	\$	185,197	\$	186,192	\$	296,438	\$	240,354
Total Long Term Debt (as reported)	\$	3,538,392								
Off balance sheet obligations and other		89,800								
Consolidated Funded Debt	\$	3,628,192								
Less Cash		736,696								
Consolidated Funded Net Debt	\$	2,891,496								
Consolidated Funded Debt to Consolidated EBITDA Ratio		4.0								
Consolidated Funded Net Debt to Consolidated EBITDA Ratio		3.2								

### **Diluted EPS**

	Three Months Ended					
	June 30,					
		2020		2019		
Diluted earnings per share attributable to Albemarle Corporation	\$	0.80	\$	1.45		
Add back:						
Non-operating pension and OPEB items (net of tax)		(0.02)		(0.01)		
Non-recurring and other unusual items (net of tax)						
Restructuring and other		0.04		0.04		
Acquisition and integration related costs		0.04		0.04		
Other		(0.01)		0.03		
Discrete tax items		_		(0.01)		
Total non-recurring and other unusual items		0.07		0.10		
Adjusted diluted earnings per share <sup>1</sup>	\$	0.86	\$	1.55		

### **Effective Tax Rate**

(\$ in thousands)	inco equity of ur	come before ome taxes and y in net income nconsolidated ovestments	Incom	ne tax expense	Effective income tax rate
Three months ended June 30, 2020					
As reported	\$	88,075	\$	15,431	17.5 %
Non-recurring, other unusual and non-operating pension and OPEB items		8,445		2,837	
As adjusted	\$	96,520	\$	18,268	18.9 %
Three months ended June 30, 2019					
As reported	\$	167,071	\$	30,411	18.2 %
Non-recurring, other unusual and non-operating pension and OPEB items		12,742		2,681	
As adjusted	\$	179,813	\$	33,092	18.4 %

### **Equity Income and Noncontrolling Interest**

	Three Months Ended June 30,													
		20	20		2019									
(\$ in thousands)	Equity Income			oncontrolling Interest	Eq	uity Income	No	oncontrolling Interest						
Lithium	\$	12,628	\$	_	\$	32,203	\$	_						
Bromine Specialties		_		(18,146)		_		(20,775)						
Catalysts		7,007		_		6,107		_						
Corporate		11,479		12		_		3						
Total Company	\$	31,114	\$	(18,134)	\$	38,310	\$	(20,772)						



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