

CHEMISTRY THAT MATTERS™



THIRD QUARTER 2020 EARNINGS PRESENTATION

25 October 2020



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THIRD QUARTER EARNINGS HIGHLIGHTS

KEY MESSAGES



OPERATIONAL PERFORMANCE REMAINED RESILIENT
MITIGATED CHALLENGES FROM COVID-19



HIGHER PRODUCT PRICES BENEFITED FROM BETTER
MACROECONOMICS AND INCREASE IN OIL PRICE



FINANCIAL STRENGTH REFLECTED IN SUCCESSFUL
BOND ISSUANCE



SUSTAINABILITY AND INNOVATION – COMMITTED
TO RENEWABLE ENERGY AND CIRCULAR ECONOMY

Q3 2020 PERFORMANCE (In USD Bn)



OPERATIONAL AND FINANCIAL STRENGTH THROUGH COVID-19 PANDEMIC



Protect people and communities



Commitment to operate as an essential industry

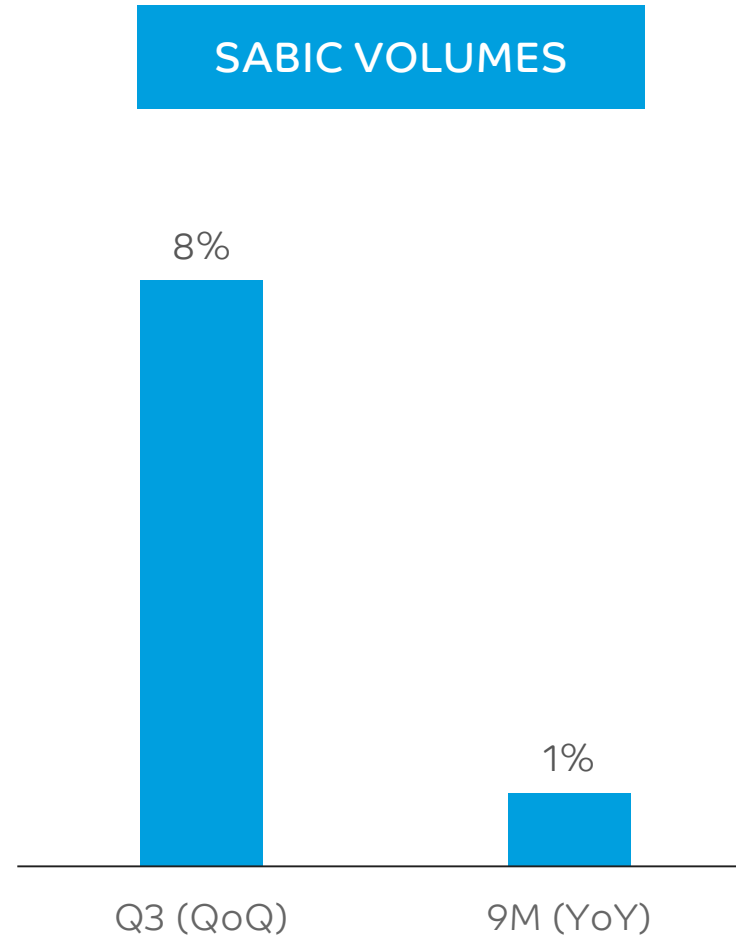


Secure supply of basic & critical goods

Safe & Healthy Employees **13%**
Employees working from home

Seamless Operations **0**
Lockdowns due to pandemic

SABIC VOLUMES



BOND ISSUANCE SUCCESS STORY

- The success of the issuance demonstrated the strength of the SABIC brand and strong interest by a diverse group of global investors.
- First ever dual listing from a Saudi entity: listed in both Ireland and Taiwan stock exchanges.

RATING REAFFIRMED IN 2020

Standalone Basis

MOODY'S

A1/A+/A+
Standalone Credit Rating

S&P Global Ratings

FitchRatings

SUSTAINABILITY AND INNOVATION



RENEWABLE ENERGY

WORLD'S FIRST CHEMICAL PLANT TO GO 100% RENEWABLE

- 100MW PV Solar plant, to be fully operational in 2024.
- 25 year deal with Iberdrola, one of the world's biggest electricity utility companies to invest EUR 70 million in 263.000 panels.
- Providing polycarbonate solutions produced with 100% renewable power.



CIRCULAR ECONOMY & LOW-CARBON TECHNOLOGY

WORLD'S FIRST BLUE AMMONIA SHIPMENT

- A significant step towards a sustainable hydrogen usage and a circular carbon economy.
- 40 tons of high-grade blue ammonia already dispatched for use in a zero-carbon power generation, a successful demonstration of the supply network from Saudi Arabia to Japan.



FINANCIAL PERFORMANCE

RESILIENT OPERATIONAL PERFORMANCE

(USD Bn)	Q3 20	Q2 20	% Var	Q3 19 ¹	% Var	M9 20 ¹	M9 19 ¹	M9 20 ¹ vs M9 19 ¹
Sales	7.81	6.57	19%	8.75	-11%	22.43	27.66	-19%
EBITDA	1.51	0.93	62%	2.03	-26%	3.60	6.36	-43%
Income from Operations	0.56	-0.34	267%	1.01	-44%	0.21	3.46	-94%
Net Income	0.29	-0.59	149%	0.20	48%	-0.58	1.62	-136%
Free Cash Flow ²	0.74	0.23	225%	0.97	-25%	1.44	2.80	-48%

SALES DRIVERS

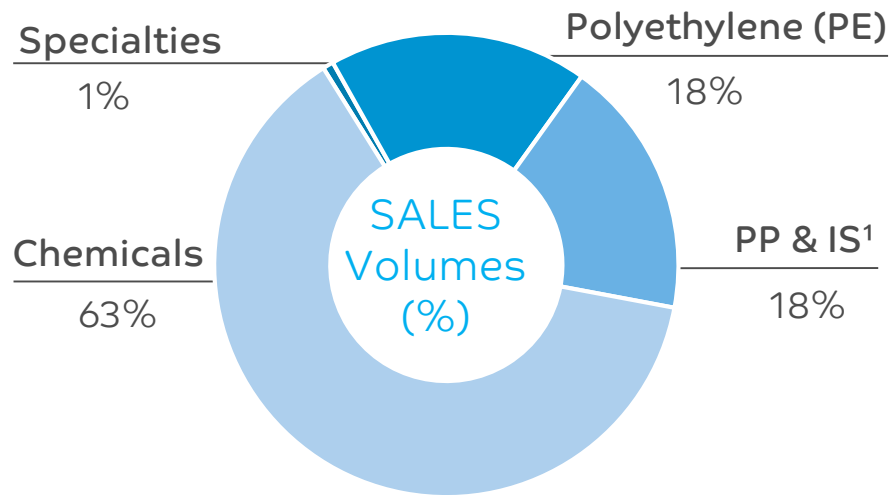
	Volumes	Prices ³
Q3 20 vs. Q2 20	↑ 8%	↑ 11%
Q3 20 vs. Q3 19 ¹	↑ 8%	↓ 19%

KEY RATIOS

	Q3 20	Q2 20	Q3 19 ¹	M9 20 ¹	2019 ¹
EBITDA margin (%)	19%	14%	23%	16%	22%
Net Debt / EBITDA (x)	0.4	0.5	0.2	0.5	0.1

PETROCHEMICALS AND SPECIALTIES

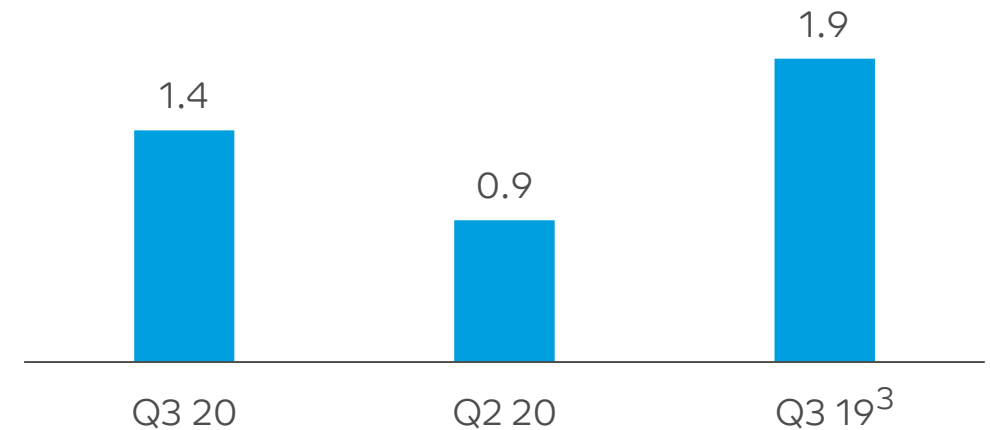
HIGHER PRODUCT PRICES AND SALES VOLUMES



SALES DRIVERS

	Volumes	Prices ²
Q3 20 vs. Q2 20	↑ 7%	↑ 13%
Q3 20 vs. Q3 19 ³	↑ 6%	↓ 17%

EBITDA (USD Bn)



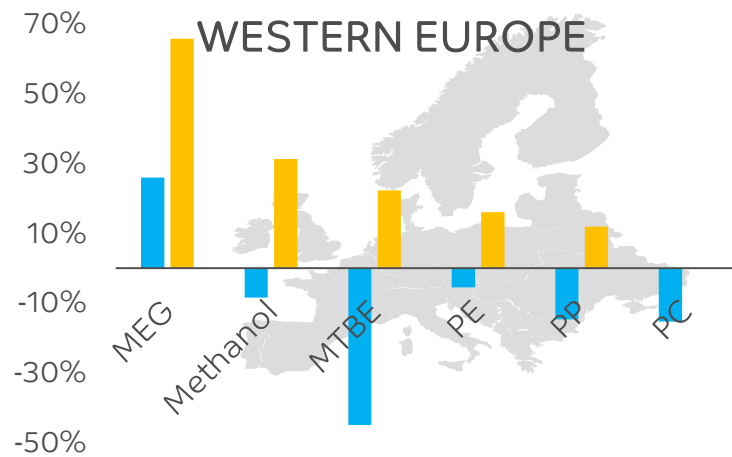
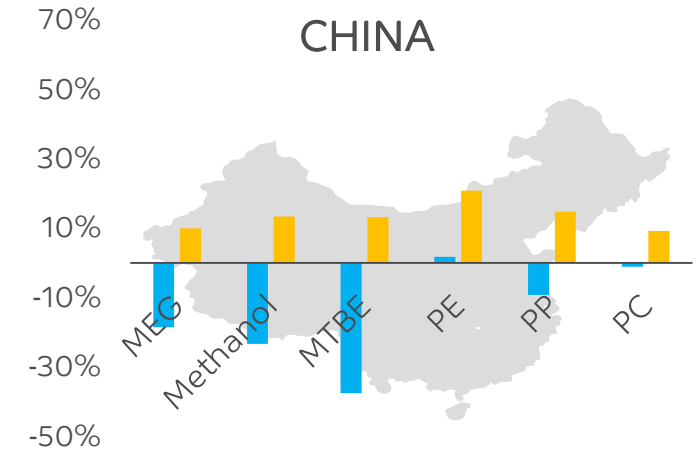
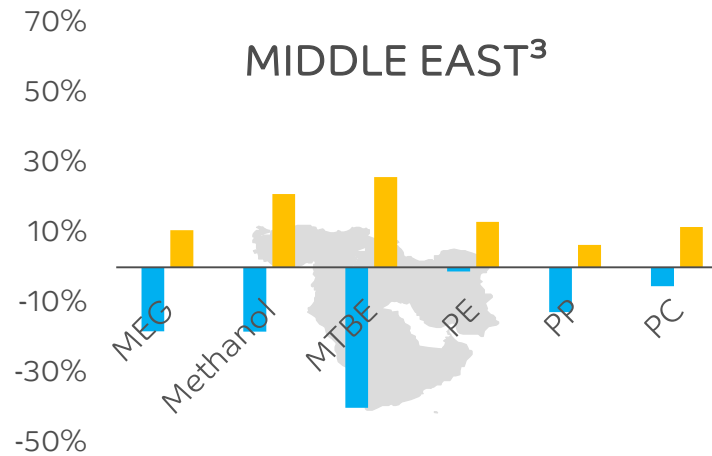
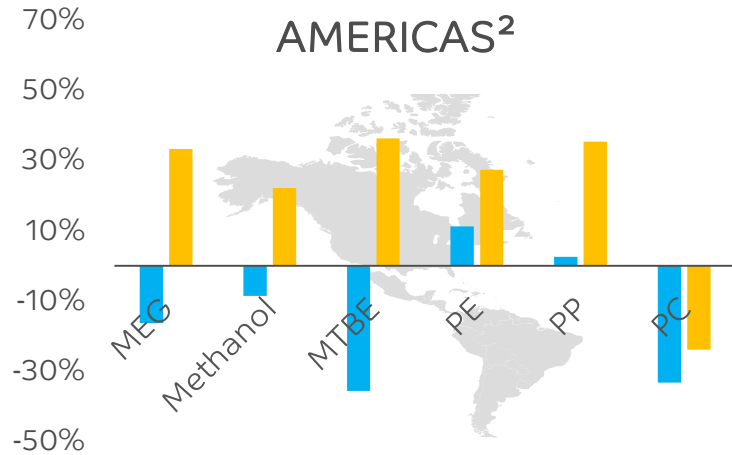
HIGHLIGHTS

- **Chemicals** – Benefited from economic recovery in Q3 20
- **PE** – Steady demand from essential industries
- **PP & IS¹**– Healthier demand from essential industries and improvement from other end markets (e.g. autos)

¹Performance Polymers and Industrial Solutions. ² Including FX & other factors. ³ Restated figures due to change in accounting treatment as announced in Q2 20.

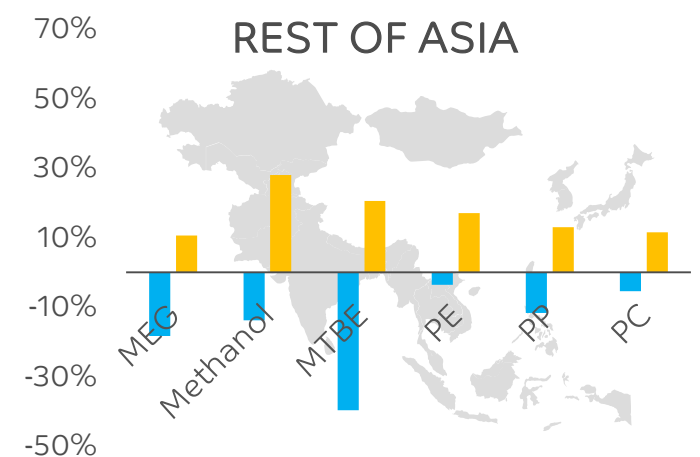
MAJOR PETROCHEMICALS PRICES¹ CHANGES ACROSS THE KEY REGIONS IN Q3 20

% change Q3 20 vs Q3 19
% change Q3 20 vs Q2 20



Region Sales Volume /Global Sales for SABIC

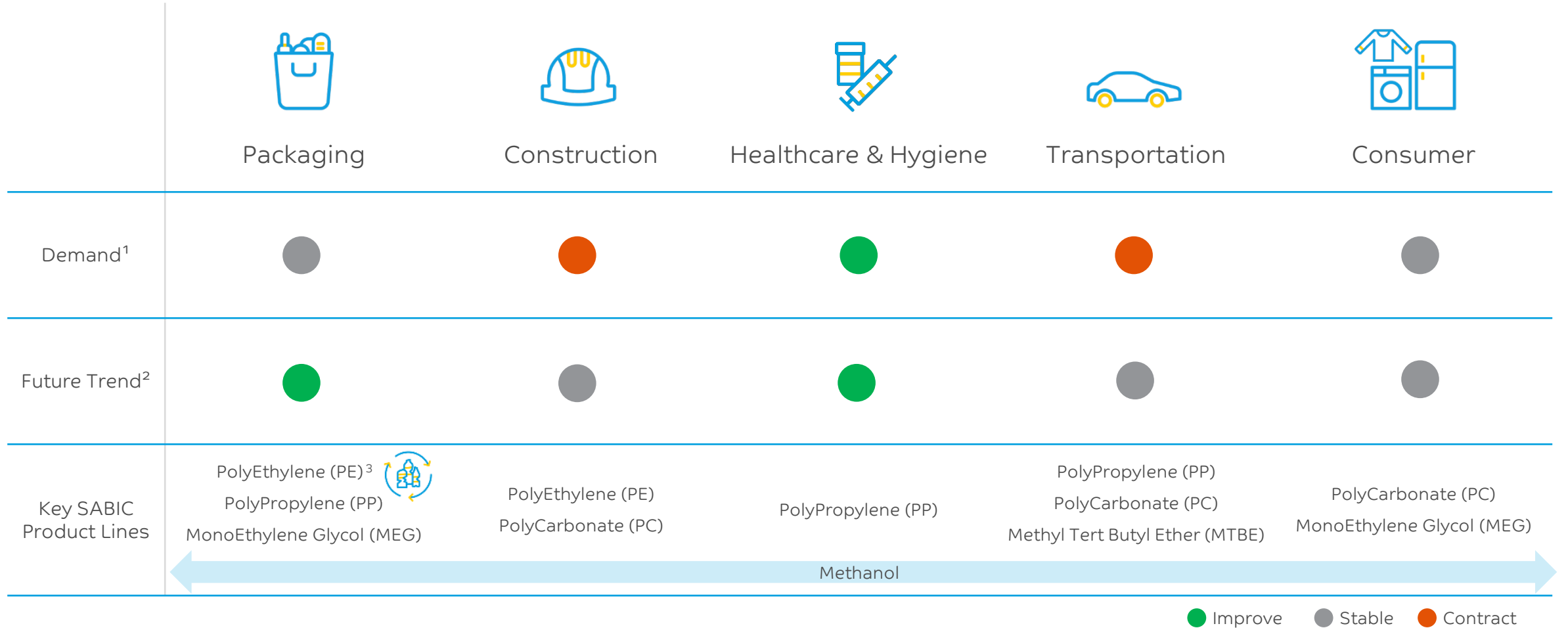
	Americas	Europe	MEAF	China	Rest of Asia
MEG	<15%	15%-50%	>50%	>50%	>50%
Methanol	<15%	15%-50%	>50%	>50%	>50%
MTBE	<15%	15%-50%	>50%	>50%	>50%
PE	<15%	15%-50%	>50%	>50%	>50%
PP	<15%	15%-50%	>50%	>50%	>50%
PC	<15%	15%-50%	>50%	>50%	>50%



¹Prices Reference CFR/ FOB/CIF from ICIS, S&P Global Platts ©2020 by S&P Global Inc. and Wood Mackenzie. MEG: Mono Ethylene Glycol; MTBE: Methyl Tertiary Butyl Ether; PE: Polyethylene; PP: Polypropylene; PC: Polycarbonate. ²Indicative prices aligned to USA region. ³ MEG, Methanol & PC price aligned to Asia, MTBE price =average of W. Europe & Asia (ex-China).

TRENDS IN THE KEY BUSINESS SEGMENTS

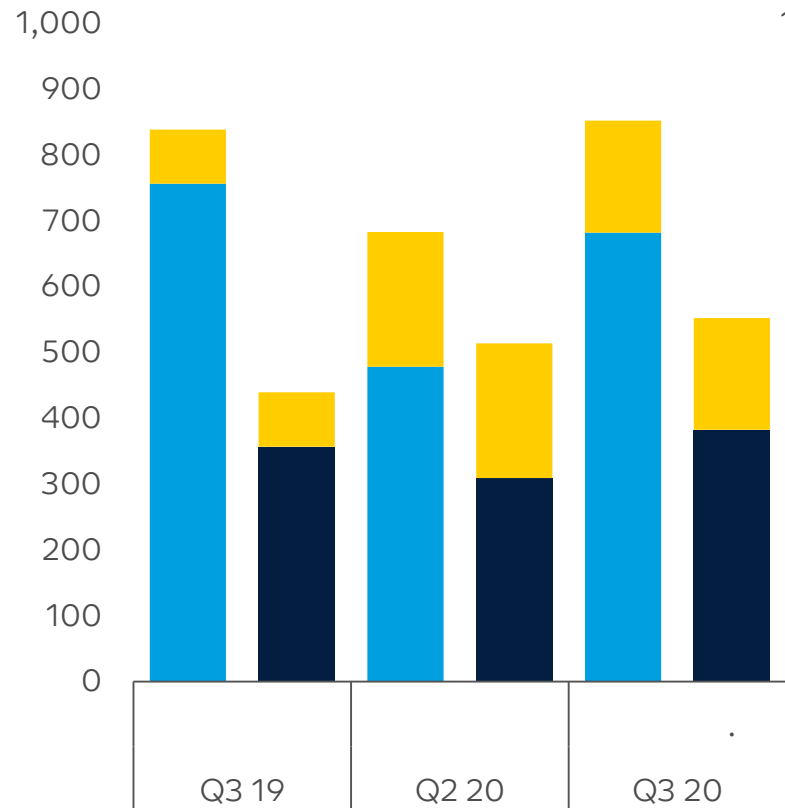
KEY SEGMENTS WE SERVE



SPREADS¹ FOR KEY PRODUCTS

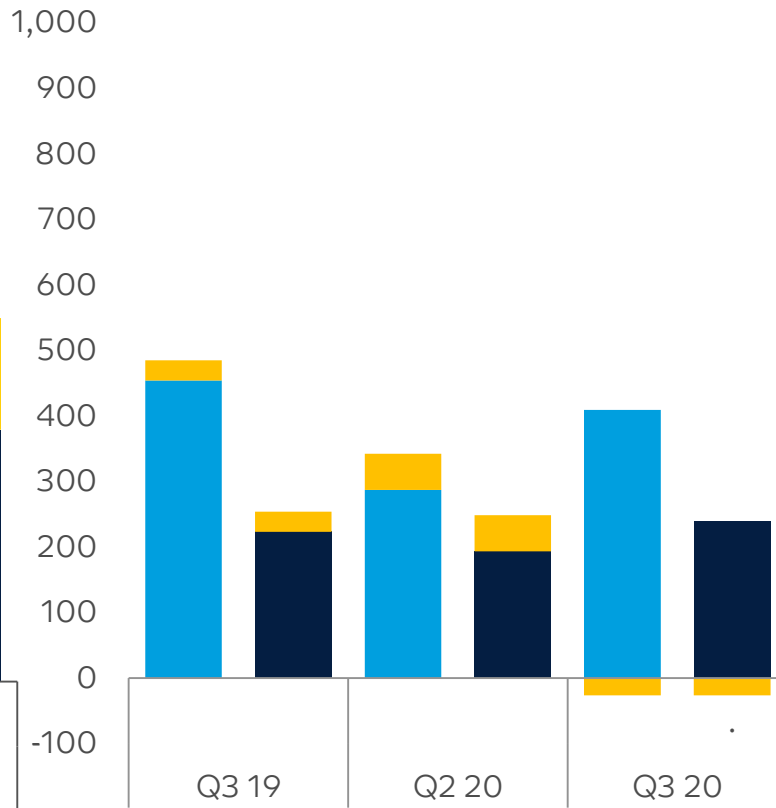
PE² Spread (USD/Ton)

■ Ethylene/Ethane ■ Ethylene/Naphtha ■ PE/Ethylene



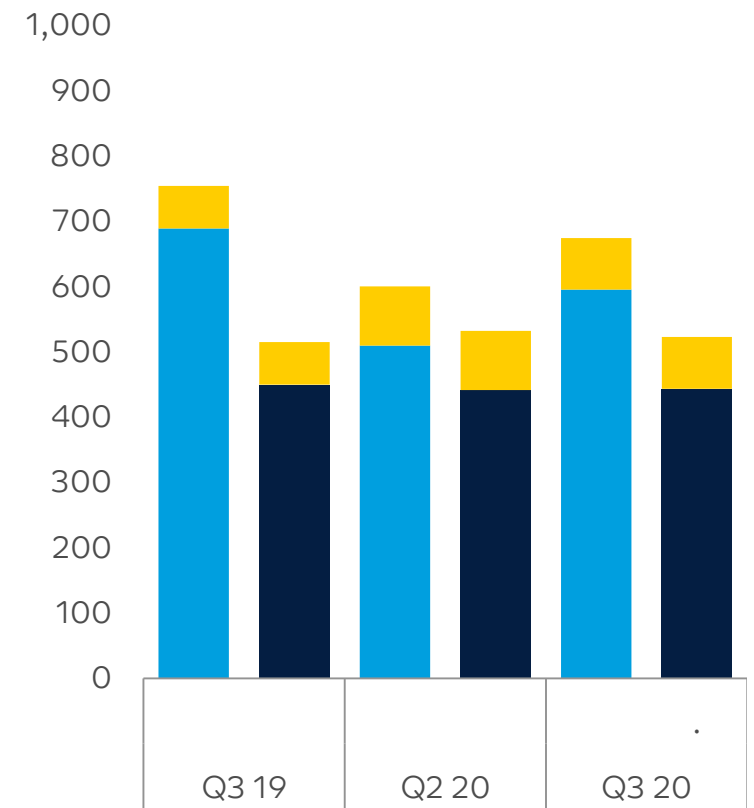
MEG² Spread (USD/Ton)

■ Ethylene/Ethane ■ Ethylene/Naphtha ■ MEG/Ethylene



PP² Spread (USD/Ton)

■ Propylene/Propane ■ Propylene/Naphtha ■ PP/Propylene

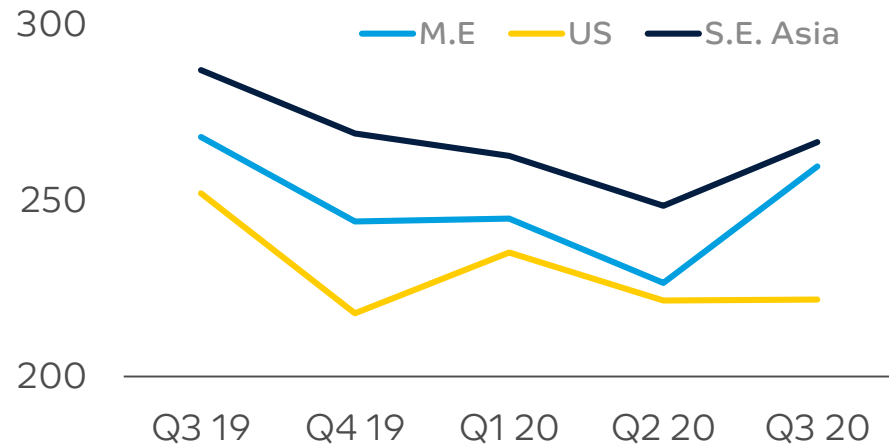


¹Spread = Product price (PE, MEG, PP) minus feedstock price (ethane, propane, naphtha). For ethane and propane, prices are aligned to prices in KSA. Naphtha prices are aligned to prices in Asia. ²PE, MEG and PP prices are aligned to prices in China. Ethylene and propylene prices are aligned to prices in N.E. Asia. Sources of prices are ICIS, S&P Global Platts ©2020 by S&P Global

AGRI-NUTRIENTS

INCREASE IN EBITDA

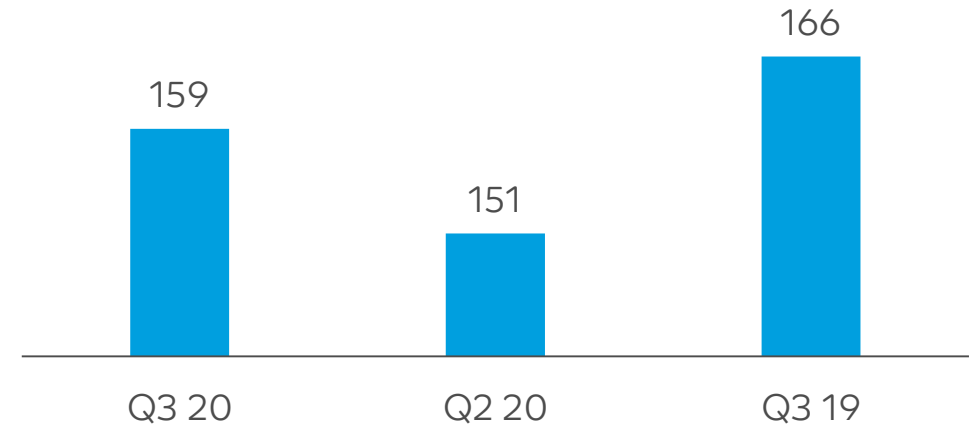
UREA PRICE¹ (USD/T)



SALES DRIVERS

	Volumes	Prices ²
Q3 20 vs. Q2 20	↓ 5%	↑ 4%
Q3 20 vs. Q3 19	↑ 16%	↓ 23%

EBITDA (USD Mn)



HIGHLIGHTS

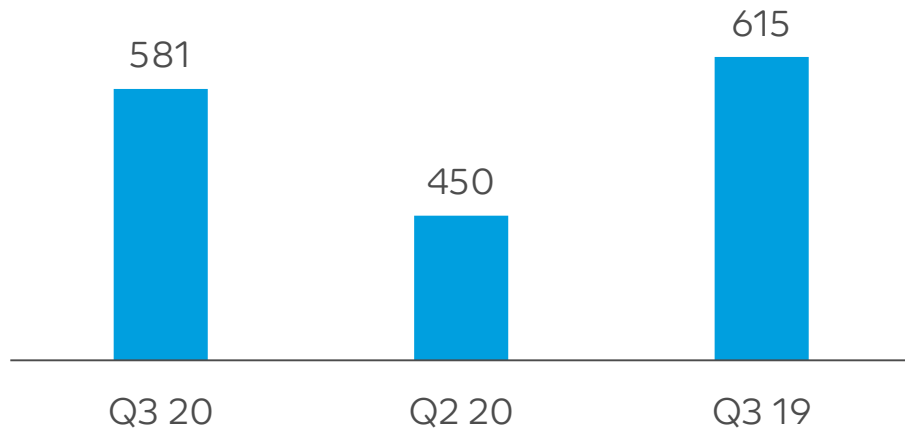
- Increase in urea price driven by a tightness in supply / demand balance and favorable farm conditions.
- Urea demand improved in India, South East Asia and South America

¹ Pricing reference CFR / FOB from CRU Group. ² Including FX and other effects.

HADEED

INCREASE IN SALES VOLUMES

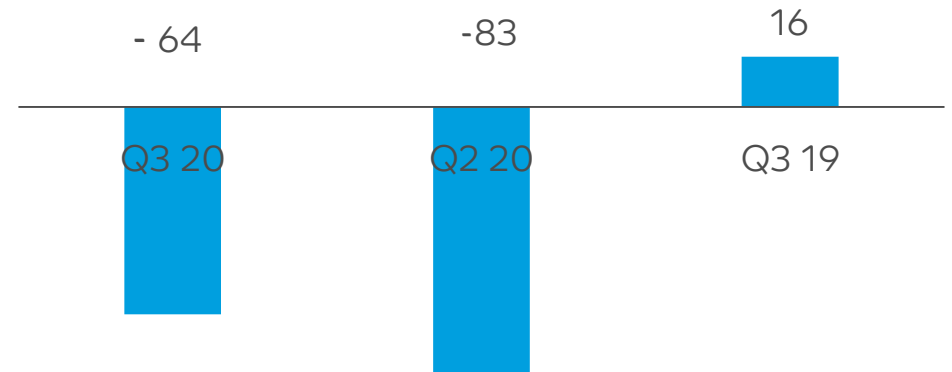
SALES (USD Mn)



SALES DRIVERS

	Volumes	Prices ¹
Q3 20 vs. Q2 20	↑ 36%	↓ 7%
Q3 20 vs. Q3 19	↑ 20%	↓ 25%

EBITDA (USD Mn)



HIGHLIGHTS

- Improvement in EBITDA driven by higher sales volumes with an easing in lockdowns

¹ Including FX and other factors.

3RD QUARTER SUMMARY AND OUTLOOK

SUMMARY



0.1
Earnings
per share¹



0.7
Free cash
flow



A+/A1
Strong
Standalone
Credit Ratings²

FINANCIAL PERFORMANCE



(Amounts in USD Bn)

OUTLOOK



Maintain 2020 Outlook - The Projected Global GDP Growth Rate is Expected to Contract This Year, Before Rebounding



An oversupply in Our Key Products is Likely to Keep Product Prices and Margins Under Pressure.



THANK YOU

