

CHEMISTRY THAT MATTERS™



SABIC SPECIALTIES BUSINESS AREAS ADDRESSED IN THE PRESS RELEASE

APPENDIX TO ANNOUNCEMENT: SABIC AND CLARIANT SIGN MOU

18 September 2018



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SELECTED APPLICATION AREAS

ULTEM™ resins

- Well positioned to respond to new application / customer needs
- More than 50% of future growth expected to come from APAC in existing and emerging applications
- Main applications include: 5G telecom infrastructure, miniaturization, automation, smart devices

NORYL™ resins

- Driven by megatrends of Electric Mobility & Renewable Energy and application development in Fluid Engineering
- Strategic positions in Americas and Europe and growing position in selected segments in APAC
- Opening of production facilities in Europe will strengthen position in the PPE industry

LNPTM compounds & copolymers

- Expand position in the high heat thermoplastics business, particularly using semi-crystalline resins processed through strategic alliances
- Become strategic supplier in APAC for compounded high performance products and new application development
- History of new copolymer development to create new market spaces. Emerging trends in chemical and telecommunications

Automotive Sensors



Smart Devices



Fiber Optics



Aerospace Applications



Electric Mobility



External Body Panels



Photovoltaic Junction Boxes



Fluid Engineering



Insulin Pens



Under the Hood Gear



Mobile Phones



Circuit Solutions



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Highly differentiated products with proprietary technology	<ul style="list-style-type: none"> • ULTEM™, NORYL™ and LNP™ functional compounds and Copolymer resins are highly differentiated products that offer a distinct set of physical properties • Differentiation allows for sustainable value-based pricing
Strong positions in attractive end-applications	<ul style="list-style-type: none"> • The Specialties offerings serve highly attractive niche end-applications, e.g. battery pack materials for electric vehicles, surgical instruments in healthcare, and cabin interior in aerospace • Attractive, high growth end-applications such as consumer electronics and e-mobility
Unique selling proposition	<ul style="list-style-type: none"> • SABIC's Specialties business is a key supplier of ULTEM™ and NORYL™ resins, and one of the major technical compounders, able to produce differentiated specialty grades • The high differentiation of the physical properties of these materials is a unique selling proposition • Specialties offerings have the ability to drive application development in specific high value applications
Attractive pipeline	<ul style="list-style-type: none"> • New businesses include additive manufacturing, advanced thermoplastic composites and resin conversion • Incubation businesses have successfully demonstrated customer and market pull, product or prototype capability, and value chain development

APPLICATION EXAMPLES



Consumer Electronics
(EMI Shielding)



Consumer and Industrial
(Fluid Engineering)



Automotive
(Sensors and Connectors, Battery Pack Materials)



Healthcare
(Patient Testing, Surgical Instruments)



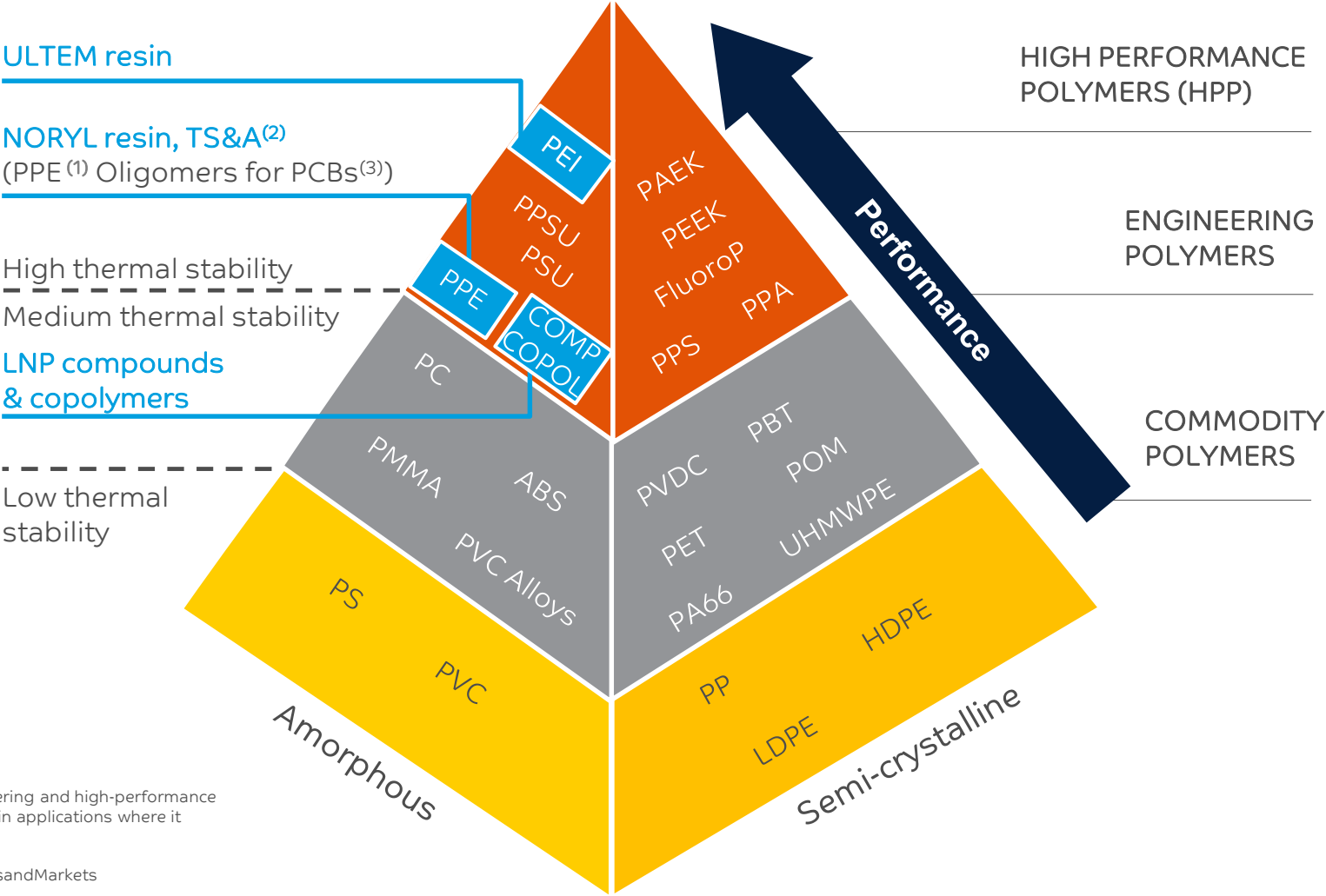
Aerospace
(Cabin Interior)

SABIC SPECIALTIES BUSINESS AREAS ADDRESSED IN THE PRESS RELEASE

ULTEM™ resin is a high performance thermoplastic resin (PEI), which provides high thermal, high strength, flame resistant properties

NORYL™ resin is a specialty engineering polymer (PPE⁽¹⁾), which combines the benefits of PPE with excellent dimensional stability, good processability and low specific gravity

LNP™ compounds and copolymers consist of unique combinations of resin system, fillers, additives and flame retardants



Note:
(1) PPE is a specialty engineering polymer and can be categorized in-between engineering and high-performance polymers according to industry experts; PPE has a range of high value and high margin applications where it competes with high-performance polymers.
(2) TS&A: Thermosets & Additives business line
Source: Credit Suisse Business Description, IHS Chemicals, expert interviews, MarketsandMarkets
(3) PCB = Printed Circuit Boards

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