# Albemarle Corporation

**Investor Presentation and** 

Non-GAAP Reconciliations

September 2018



## Forward-Looking Statements

Some of the information presented in this presentation, the webcast and discussions that follow, including, without limitation, statements with respect to product development, changes in productivity, market trends, price, expected growth and earnings, input costs, surcharges, tax rates, stock repurchases, dividends, cash flow generation, costs and cost synergies, our portfolio, economic trends, supply and demand outlook, guidance 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; 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 net income from continuing operations, Adjusted diluted earnings per share attributable to Albemarle Corporation, Adjusted diluted earnings per share from continuing operations, 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 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, which is posted in the Investors section of our website at <a href="www.albemarle.com">www.albemarle.com</a>, under "Non-GAAP Reconciliations" under "Financials." 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 Snapshot

Founded	1887	Fina Trailin
Global Employees	~5,400	Net
Countries <sup>1</sup>	~100	Net
Dividend Yield <sup>2</sup>	1.4%	Adj. Adj.
Market Cap <sup>3</sup>	\$10.6B	Net Trail

#### ancial Highlights<sup>4</sup>

ing Twelve Months Ended June 30, 2018

Net Sales	\$3.3B
Net Income <sup>5</sup>	\$335M
Adj. EBITDA <sup>6,7</sup>	\$962M
Adi. EBITDA Margin <sup>7,8</sup>	29%

#### t Sales by Segment<sup>4</sup>

iling Twelve Months Ended June 30, 2018



<sup>■</sup> Lithium 37% 34% ■ Bromine Specialties Catalysts All Other 27%

Based on destinations of FY2017 product sales.

 $<sup>^2</sup>$ \$96.00 closing price as of August 24, 2018; annualized dividend of \$1.34 per share announced July 26, 2018. \$96.00 closing price as of August 24, 2018; 110,659 million diluted shares outstanding as of June 30, 2018.

**M** ALBEMARLE®

Includes financial contribution from Polyolefin Catalysts & components business divested April 3, 2018. <sup>5</sup>Attributable to Albemarle Corporation.

<sup>&</sup>lt;sup>6</sup>Non-GAAP measure. See Appendix for definition and Non-GAAP reconciliations.

<sup>&</sup>lt;sup>8</sup>Non-GAAP measure. Adjusted EBITDA margin calculated by dividing net sales by Adjusted EBITDA.

#### Albemarle Path to Achieve Growth

#### 2016

Diversified specialty chemical company with strong free cash flow<sup>1</sup> to fund growth

Lithium Wave I & II: Expand current resources and BG conversion capacity

**Lithium Wave III: Explore new resources** 

**Bromine Specialties: Strong cash flow** 

Catalysts: Strengthen R&D and technology

Supported by Productivity and Operational Excellence

#### 2021

- 165,000 MT LCE annual capacity
- New Lithium resources in development with goal of 265,000 MT LCE capacity mid-2020s
- Strong free cash flow<sup>1</sup> to reinvest in growth businesses
- Ability to sustain margins in mature businesses
- Stronger overall product portfolio offering in refinery catalyst

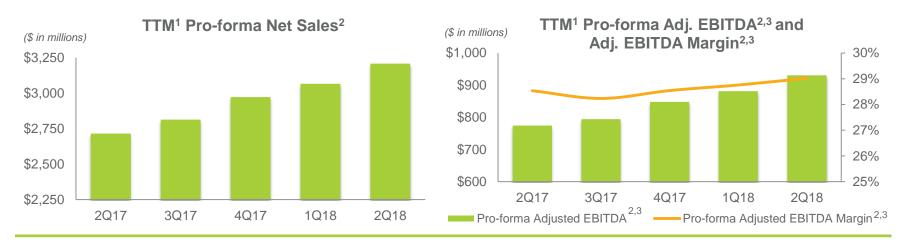
#### **CORPORATE GOALS**

Sales Growth: 7 – 10% annualized Adj. EBITDA Margins<sup>1</sup>: 32 – 35%

Every Part of the Portfolio Contributes to the Strategy



## Segment Quarterly Highlights



Core Business Performance -Second Quarter 2018 Lithium – \$142M Adj. EBITDA<sup>3</sup>, up 23% YoY; 45% Adj. EBITDA<sup>3</sup> margin

Bromine Specialties – \$69M Adj. EBITDA<sup>3</sup>,up 12%; 31% Adj. EBITDA<sup>3</sup> margin

Catalysts – \$75M Adj. EBITDA<sup>3</sup>, up 30%<sup>2</sup>; 26% Adj. EBITDA<sup>3</sup> margin



## Leadership Across Businesses Is Driven By Core Strengths

	Lithium	Bromine Specialties	Catalysts <sup>2</sup>			
Global Ranking	#1	#2	#2			
TTM Adj. EBITDA <sup>1</sup>	\$504M	\$268M	\$290M			
TTM Adj. EBITDA Margin <sup>1</sup>	43%	30%	26%			
Key Competitors	SQM THE WORLDWIDE BURNESS FORMULA	LANXESS ICL	The Chemical Company  LANXESS  Energying Chemistry  Akzonobel			
Advantages	Globally Diversified, Low Cost Resources; Leading Processing and Application Expertise; Customer Relationships	Globally Diversified, Low Cost Resources; Integrated Product Portfolio	Leading Technology and Application Expertise; Product Stewardship; Customer Relationships			



## **Bromine Specialties Snapshot**

#### **TTM Financials**

Twelve Months Ended June 30, 2018

Net Sales \$878M

Adj. EBITDA<sup>1</sup> \$268M

Adj. EBITDA Margin<sup>1</sup> 30%

#### **Applications**



- Flame retardants for electronics and construction materials
- Completion fluids for oilfield
- Industrial water treatment
- Plastic and synthetic rubber
- Ag and pharma synthesis

#### **Characteristics**

- Mineral extraction and processing
- Low-cost position on global cost curve
- Vertically integrated
- Stable and sustainable cash flow

#### **Business Environment**

- Stable flame retardants demand across electronics, construction and automotive
- Current completion fluid weakness due to oil prices, with a favorable and long-term outlook
- Excess bromine capacity is limited to few suppliers

Advantaged Position. Stable End Markets. Strong Sustainable Cash Flow.

<sup>&</sup>lt;sup>1</sup> Non-GAAP measure. See Appendix for definition and Non-GAAP reconciliations of historical measures.



## Catalysts Snapshot

TTM Financials	5	Characteristics					
Twelve Months Ended June 30,	Twelve Months Ended June 30, 2018		ns in FCC and HPC catalysts				
Net Sales	\$1,101M	<ul> <li>Technology and</li> </ul>	applications knowledge				
Adj. EBITDA¹	\$290M	Focused on value creation for refiners					
Adj. EBITDA Margin <sup>1</sup>	26%	<ul><li>High barriers-to</li><li>Strong free cash</li></ul>	aborative customer relationships -entry In flow <sup>1</sup> generation with growth Ind technical service				
Fluid Cracking Catalysts (FCC)	Clean Fuels Ted	chnology (CFT)	Polymer Catalyst Solutions (PCS)				
<ul><li>FCC Catalyst</li><li>Cracks oil feedstock</li><li>Makes gasoline</li><li>Makes propylene</li></ul>	<ul><li>HPC Catalyst</li><li>Removes sulfur</li><li>Makes clean die</li><li>Makes clean oil</li></ul>		<ul><li>PCS</li><li>Polymers</li><li>Pharma Synthesis</li><li>AG Chem Synthesis</li><li>Coatings</li></ul>				

#### **Alkylation & Isomerization Catalyst**

Makes clean high-octane gasoline

Leadership in FCC and HPC catalysts with High Margin Business with High Barriers-to-Entry



## Lithium Snapshot

#### **TTM Financials**

Twelve Months Ended June 30, 2018

Net Sales \$1,174M

Adj. EBITDA<sup>1</sup> \$504M

Adj. EBITDA Margin<sup>1</sup> 43%

#### **Applications**

- Energy storage (Batteries)
- Glasses and Ceramics
- Greases and Lubricants
- Pharmaceutical Synthesis
- Polyolefins and Elastomers



#### **Characteristics**

- Mining and specialty chemicals capability
- Vertically integrated from natural resource to specialty performance products
- Low cost position globally

#### **Business Environment**

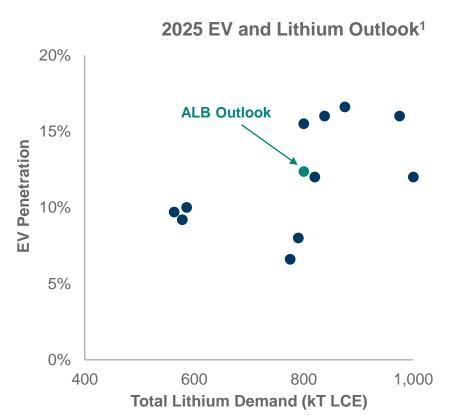
- Volume growth driven by energy storage
- Public policy accelerating e-mobility / renewables
- Battery cost declining / performance improving
- Long-term supply agreements becoming industry standard

#### Best-In-Class Resources Coupled with Derivatives Expertise Are Differentiators

<sup>&</sup>lt;sup>1</sup> Non-GAAP measure. See Appendix for definition and Non-GAAP reconciliations of historical measures.



## Battery Markets Continue to Accelerate Lithium Demand



#### **Demand Buildup by Application**

Applications	2017 Demand	'17 – '25 CAGR	2025 Demand
Transportation	50	35%	550 <
Consumer Electronics <sup>2</sup>	60	8%	110
All Other/Industrial	110	3 – 4%	140
Total	220	~18%	800

2025 Transportation Demand Buildup	% of Light Vehicles Sold	Vehicle Count (million)	Battery Size (KWh per Vehicle)	Lithium Demand (kT LCE)
BEV	6.7%	7.4	51	360
PHEV	5.6%	6.2	13	80
HEV	45%	50	0.6	30
e-buses, e-trucks, & other	N/A	<1	96	80
Total Transportation				550 —

- Lithium Content: 0.85 kg LCE/kWh for cathode; 0.10 kg LCE/kWh electrolyte
- · Penetration figures based on 110 million light vehicles sold in 2025



## Long-term Relationships Required for EV Growth

Recent VW
Announcement



	Lithium Producer	Battery Manufacture	Auto Manufacture			
Volume	140 kT LCE	150 GWh	3 Million EVs			
Expansion Investment	\$2 – \$3 billion	\$9 – \$12 billion	\$20 – \$25 billion			
Standard Customer Commitment	3 – 5 year contracts with cathode manufactures; up to 10 year agreements being discussed	3 – 5 year contracts with auto manufacture	7 – 10 year battery warranty with end consumer			

- Recent announcement from Volkswagen for 2 3 million EVs by 2025 illustrates need for significant investment in value chain
- The desire to base load and secure future lithium requirements with limited number of suppliers incentivizes buyers to partner with capable and proven companies

Investment decisions being made across EV supply chain today for consumer commitments in 2030s



## Albemarle the Partner of Choice in EV Battery Markets

#### Deep relationships

- Leading cathode/battery producers largely based in Asia
- Average ALB supply relationship of 10+ years
- Baseload volume, but not sole supplier

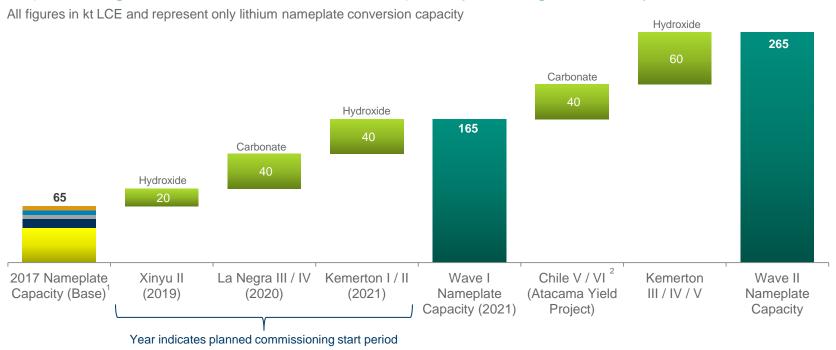
#### **Long-term Contracts**

- Minimum volumes that escalate each year
- Pricing floor with pricing upside opportunities
- Fully committed capacity through 2021
- Contracts provides attractive return on capital for Wave 1 expansion investments

#### Value-added Sale

- Chemical, physical and purity characteristics requiring specialized operating know-how
- Customer specific specifications
- Development of innovative new lithium materials with customers

## Expanding Lithium Conversion Capacity in High Quality Resources



#### Ramping as needed to meet demand of existing customers with ability to reduce spend rate based on 5-year outlook

NOTE: This slide contains the same data that was presented in March 2018 investor presentation with updated project nomenclature as capacity additions are in 20 kT LCE increments. <sup>1</sup>Conversion capacity does not include approximately 10 kt LCE of technical grade spodumene to non-battery applications.

 ${}^2\text{Conversion site for Atacama Yield Project volume will be in Chile but specific city/location not yet determined.}\\$ 



#### Cash Flow and Net Debt

Six Months Ended June 30							
(\$ in millions)	<u>2018</u>	<u>2017</u>					
Net Cash from Operations	\$224	(\$54)					
Less: Capital Expenditures	(281)	(98)					
Add Back: Pension Contributions <sup>1</sup>	7	11					
Free Cash Flow <sup>2</sup>	(\$50)	(\$141)					
Non-recurring and other unusual cash items	40	59					
Cash taxes on repatriation/Chemetall® sale	40	255					
Adjusted Free Cash Flow <sup>2</sup>	\$30	\$173					

Selected Financial Metrics						
(\$ in millions)	(as of 06/30/2018)					
Dividends Paid:	\$72					
Dividend Growth (Y/Y) <sup>3</sup> :	5%					
Cash Balance:	\$908					
Gross Debt <sup>4</sup> :	\$1,615					
Net Debt to Adj. EBITDA <sup>5</sup> :	0.8x					





Initiated second \$250 million accelerated share repurchase program on August 9, 2018 (\$500 million total in 2018), to be completed by year end Expect Net Debt to Adj. EBITDA<sup>5</sup> to end year at ~1.2x



<sup>&</sup>lt;sup>1</sup>2017 amount includes \$5 million related to company employees in the German multiemployer plan and \$6 million related to U.S. defined benefit and other postretirement plans.

<sup>&</sup>lt;sup>2</sup>Non-GAAP measure. See Non-GAAP reconciliations in Appendix.

<sup>&</sup>lt;sup>3</sup>Represents annual increase in dividend per share.

<sup>&</sup>lt;sup>4</sup>Excludes JV debt not guaranteed by Company.

<sup>&</sup>lt;sup>5</sup>Gross Debt to Adj. EBITDA and Net Debt to Adj. EBITDA ratios are based on the bank covenant definition. See appendix for reconciliations.

## Disciplined Capital Allocation Strategy – Our Priorities

# Invest for Growth, Maintain Flexibility and Deliver Shareholder Value

## Invest for Growth in High Return Projects

 Strategically grow Lithium

# Disciplined M&A Strategy

 Must support or accelerate our strategy

## Maintain Investment Grade Rating

- Long-term Net Debt to Adjusted EBITDA<sup>1,2</sup> Target: 2.0x – 2.5x
- Short-term target lower to stay flexible for investment

### Fund Dividend Growth

 Increase dividend annually: 24 consecutive years since going public in 1994

# Repurchase Shares

 When excess balance sheet capability available

<sup>&</sup>lt;sup>1</sup> Non-GAAP measure. See Appendix for definition and Non-GAAP reconciliations of historical measures. <sup>2</sup> Based on the bank covenant definition.

#### Continued Portfolio Assessment to Drive Value

2014 2018

Acquired Rockwood ('15)
Entered high growth
lithium market

Acquired Jiangxi Jiangli New Materials ('16)
Chinese lithium conversion capacity

Divested AOX ('14) and exited Phosphorus ('12) business

Non-core assets

Divested Minerals, Metal Sulfides and Chemetall® Surface Treatment ('16) Used proceeds to reduce debt and strengthen balance sheet Divested Polyolefin Catalysts & Components ('18)

Non-core assets

Committed to evaluating the portfolio



# Albemarle Is Well Positioned to Maximize Long-Term Shareholder Value Creation

- Multi-year journey has resulted in a more focused and growth-oriented portfolio underpinned by energy efficiency macro drivers
- Clear strategy with the people, cash generation and resources necessary to execute the strategy
- Experienced and focused management team with clear deliverables
- 4 Actively managing our portfolio in a disciplined and focused manner to drive shareholder value
- 5 Strong balance sheet and disciplined approach to capital allocation with focus on highest returns (reinvestment, strategic acquisitions and returns to shareholders)



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# Appendix A

Guidance as per Q2 2018 Earnings Released August 7<sup>th</sup>, 2018



## Full Year 2018 Business Guidance vs 2017

Business Unit	Prior Outlook	Updated Outlook	Business Environment
Lithium	•		<ul> <li>FY 2018 Adj. EBITDA¹ expected to increase low-to-mid 20's on % basis vs prior year</li> <li>Expect 1H 2018 to be similar to 2H 2018; Q3 similar to Q1 and Q4 similar to Q2</li> <li>Favorable outlook driven by strong volume and price improvements, primarily in battery grade product portfolio</li> </ul>
Bromine Specialties		1	<ul> <li>FY 2018 Adj. EBITDA¹ expected to be up high single-digit vs prior year</li> <li>Improved outlook driven by solid demand for flame retardants and higher pricing in some derivatives, partially offset by higher raw material and freight costs</li> </ul>
Catalysts <sup>2</sup>	•	<b>1</b>	<ul> <li>FY 2018 Adj. EBITDA¹ expected to increase high single-digit vs prior year on proforma² basis driven by higher volume, favorable product mix and higher pricing in FCC</li> <li>Q4 2018 expected to be stronger than Q3 2018</li> <li>Now expect ~\$5 million (vs \$10 million previously) unfavorable impact to Adj. EBITDA¹ in FY2018 due to raw material shortage in Curatives product line</li> <li>Anticipate favorable benefit of \$5 million from Hurricane Harvey insurance settlements with \$2 million already received in Q2 2018</li> </ul>

Better than 2017 and Prior Outlook

Better than 2017

<sup>&</sup>lt;sup>1</sup>Non-GAAP measure.

<sup>&</sup>lt;sup>2</sup>Catalysts 2017 pro-forma adjusted EBITDA<sup>1</sup> is \$253 million and excludes financial contribution of Polyolefin Catalysts & Components business the final nine months of 2017, which closed April 3, 2018.

#### Full Year 2018 Guidance

	FY 2017	FY 2017 Pro Forma <sup>3</sup>	Prior FY 2018 Guidance⁴		Updated FY 2018 Guidance⁴	Updated 2018 Guidance vs FY 2017 Pro-Forma <sup>3</sup>
Net Sales	\$3.07B	\$3.00B	\$3.2 - \$3.4B	<b>A</b>	\$3.3 - \$3.5B	10% – 17%
Adjusted EBITDA <sup>1</sup>	\$885M	\$859M	\$955 - \$1,005M	<b>A</b>	\$990 - \$1,020M	15% – 19%
Adjusted EBITDA Margin <sup>1</sup>	29%	29%	29% – 30%	=	29% – 30%	
Adjusted Diluted EPS <sup>1</sup>	\$4.59	\$4.40	\$5.10 - \$5.40	<b>A</b>	\$5.30 - \$5.50	20% – 25%
D&A	\$197	\$192	N/A		\$195 - \$205	
Net Cash from Operations <sup>2</sup>	\$304M	\$278M	\$660 - \$730M	=	\$660 - \$730M	
Capital Expenditures	\$318M	\$313M	\$800 - \$900M	=	\$800 - \$900M	
Adjusted Free Cash Flow <sup>2</sup>	\$354M	\$333M	(\$150) – \$50M	=	(\$150) – \$50M	

<sup>&</sup>lt;sup>1</sup>Non-GAAP measure. See Non-GAAP reconciliation in Appendix for 2017 figures.



<sup>&</sup>lt;sup>2</sup>Free Cash Flow is a non-GAAP measure defined as Net Cash from Operations, add back pension and post-retirement contributions and subtract capital expenditures. See slide 15 for details.

<sup>&</sup>lt;sup>3</sup>The FY 2017 Pro Forma calculation excludes the financial contribution from Polyolefin Catalyst & Components for the final nine months of 2017 because Albemarle closed the sale by the end of 1Q 2018. Pro Forma FY 2017 Net Cash from Operations is calculated by subtracting the Adjusted EBITDA associated with the Polyolefin Catalysts & Components. Pro Forma FY 2017 Adjusted Free Cash Flow calculated by subtracting the Adjusted EBITDA and adding back the Capital Expenditures associated with the Polyolefin Catalysts & Components.

<sup>&</sup>lt;sup>4</sup>FY 2018 Guidance includes financial contribution from Polyolefin Catalysts & Components during Q1 2018 only.

# Appendix B

Non-GAAP Reconciliations and Supplemental Information



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

	Twelve Months Ended									
(\$ in thousands)		Jun 30, 2017		Sep 30, 2017		Dec 31, 2017		Mar 31, 2018		Jun 30, 2018
Continuing Operations										
Net income attributable to Albemarle Corporation	\$	884,856	\$	875,306	\$	54,850	\$	135,397	\$	334,525
Depreciation and amortization		191,853		193,774		196,928		202,188		203,540
Non-recurring and other unusual items (excluding items associated with interest expense)		88,866		89,214		102,660		101,914		(113,484)
Interest and financing expenses		117,370		117,216		115,350		60,375		59,093
Income tax expense		82,223		88,324		431,817		440,207		497,179
Income from discontinued operations (net of tax)		(583,159)		(559,974)		_		_		_
Non-operating pension and OPEB items		24,021		23,224		(16,125)		(17,259)		(18,410)
Adjusted EBITDA	\$	806,030	\$	827,084	\$	885,480	\$	922,822	\$	962,443
Pro-forma: Net impact of adjusted EBITDA from divested business		(31,186)		(32,798)		(37,123)		(41,287)		(31,521)
Pro-forma Adjusted EBITDA	\$	774,844	\$	794,286	\$	848,357	\$	881,535	\$	930,922
Net Sales	\$	2,809,986	\$	2,910,842	\$	3,071,976	\$	3,171,542	\$	3,288,158
Pro-forma: Net impact of Net Sales from divested business		(94,545)		(97,595)		(99,491)		(106,013)		(80,282)
Pro-forma Net Sales	\$	2,715,441	\$	2,813,247	\$	2,972,485	\$	3,065,529	\$	3,207,876
Pro-forma Adjusted EBITDA Margin		29%		28%		29%		29%		29%

See above for a reconciliation of adjusted EBITDA and pro-forma adjusted EBITDA, the non-GAAP financial measures, to Net income attributable to Albemarle Corporation, the most directly comparable financial measure calculated and reported in accordance with GAAP. EBITDA is defined as Net income attributable to Albemarle Corporation before interest and financing expenses, income taxes, and depreciation and amortization. Adjusted EBITDA is defined as EBITDA before discontinued operations and the non-recurring, other unusual and non-operating pension and OPEB items as listed below. Proforma adjusted EBITDA is defined as adjusted EBITDA before the net impact of EBITDA from the divested business.

See above for a reconciliation of pro-forma net sales, the non-GAAP financial measure, to net sales, the most directly comparable financial measure calculated and reported in accordance with GAAP. Proforma net sales is defined as net sales before the net impact of net sales from the divested business.



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

(\$ in thousands)	Lithium	Bromine Specialties		Catalysts		Reportable Segments Total		All Other		Corporate		onsolidated Total	
Three months ended June 30, 2018:													
Net income (loss) attributable to Albemarle Corporation	\$ 117,292	\$	59,673	\$ 280,887	\$	457,852	\$	(2,079)	\$	(153,312)	\$	302,461	
Depreciation and amortization	24,325		9,694	12,920		46,939		1,978		1,557		50,474	
Non-recurring and other unusual items	_		_	(218,705)		(218,705)		_		33,126		(185,579)	
Interest and financing expenses	_		_	_		_		_		13,308		13,308	
Income tax expense	_		_	_		_		_		80,102		80,102	
Non-operating pension and OPEB items						_				(2,204)		(2,204)	
Adjusted EBITDA	\$ 141,617	\$	69,367	\$ 75,102	\$	286,086	\$	(101)	\$	(27,423)	\$	258,562	
Three months ended June 30, 2017:													
Net income (loss) attributable to Albemarle Corporation	\$ 81,819	\$	51,739	\$ 53,994	\$	187,552	\$	152	\$	(84,371)	\$	103,333	
Depreciation and amortization	21,460		10,336	13,433		45,229		2,292		1,601		49,122	
Non-recurring and other unusual items	11,921		_	_		11,921		_		17,898		29,819	
Interest and financing expenses	_		_	_		_		_		14,590		14,590	
Income tax expense	_		_	_		_		_		23,130		23,130	
Non-operating pension and OPEB items	_					_				(1,053)		(1,053)	
Adjusted EBITDA	\$ 115,200	\$	62,075	\$ 67,427	\$	244,702	\$	2,444	\$	(28,205)	\$	218,941	
Pro-forma: Net impact of adjusted EBITDA from divested business	_		<u> </u>	(9,766)		(9,766)		_		_		(9,766)	
Pro-forma adjusted EBITDA	\$ 115,200	\$	62,075	\$ 57,661	\$	234,936	\$	2,444	\$	(28,205)	\$	209,175	

See above for a reconciliation of adjusted EBITDA on a segment basis, the non-GAAP financial measure, to Net income attributable to Albemarle Corporation ("earnings"), the most directly comparable financial measure calculated and reporting in accordance with GAAP. EBITDA is defined as earnings before interest and financing expenses, income taxes, and depreciation and amortization. Adjusted EBITDA is defined as EBITDA before the non-recurring, other unusual and non-operating pension and OPEB items as listed above.



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

		Twelve Months Ended										
(\$ in thousands)	J	un 30, 2017		Sep 30, 2017		Dec 31, 2017		Mar 31, 2018		Jun 30, 2018		
Lithium												
Net income attributable to Albemarle Corporation	\$	271,810	\$	314,707	\$	342,992	\$	373,712	\$	409,185		
Depreciation and amortization		85,882		86,409		87,879		92,879		95,744		
Non-recurring and other unusual items		15,094		15,977		15,781		11,223		(698)		
Adjusted EBITDA		372,786		417,093		446,652		477,814		504,231		
Net Sales		834,629		937,461		1,018,885		1,100,688		1,174,430		
Adjusted EBITDA Margin		45%		44%		44%		43%		43%		
Bromine Specialties												
Net income attributable to Albemarle Corporation	\$	189,197	\$	201,336	\$	218,839	\$	219,681	\$	227,615		
Depreciation and amortization		40,122		40,112		40,062		40,701		40,059		
Adjusted EBITDA		229,319		241,448		258,901		260,382		267,674		
Net Sales		812,145		830,572		855,143		861,591		878,160		
Adjusted EBITDA Margin		28%		29%		30%		30%		30%		
Catalysts												
Net income attributable to Albemarle Corporation	\$	243,858	\$	216,405	\$	230,665	\$	229,359	\$	456,252		
Depreciation and amortization		52,105		53,160		54,468		53,855		53,342		
Non-recurring and other unusual items				(1,250)	least .	(1,250)		(1,250)		(219,955)		
Adjusted EBITDA		295,963		268,315		283,883		281,964		289,639		
Pro-forma: Net impact of adjusted EBITDA from divested business		(30,425)		(33,323)		(37,123)		(41,287)		(31,521)		
Pro-forma Adjusted EBITDA		265,538		234,992		246,760		240,677		258,118		
Net Sales		1,039,470		1,019,593		1,067,572		1,074,731		1,101,442		
Pro-forma: Net impact of net sales from divested business		(95,015)		(97,595)		(99,491)		(106,013)		(80,282)		
Pro-forma Net Sales		944,455		921,998		968,081		968,718		1,021,160		
Pro-forma Adjusted EBITDA Margin		28%		25%		25%		25%		25%		

See above for a reconciliation of adjusted EBITDA and pro-forma adjusted EBITDA on a segment basis, the non-GAAP financial measures, to Net income attributable to Albemarle Corporation ("earnings"), the most directly comparable financial measure calculated and reporting in accordance with GAAP. EBITDA is defined as earnings before interest and financing expenses, income taxes, and depreciation and amortization. Adjusted EBITDA before the non-recurring, other unusual and non-operating pension and OPEB items as listed above. Pro-forma adjusted EBITDA is defined as adjusted EBITDA before the net impact of EBITDA from the divested business.

See above for a reconciliation of pro-forma net sales on a segment basis, the non-GAAP financial measure, to net sales, the most directly comparable financial measure calculated and reported in accordance with GAAP. Pro-forma net sales is defined as net sales before the net impact of net sales from the divested business.



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

(\$ in thousands)		elve Months Ended	Three Months Ended									
	J	un 30, 2018	Jun 30, 2018		Mar 31, 2018	_	Dec 31, 2017		Sep 30, 2017			
Adjusted EBITDA	\$	962,443	\$ 258,562	\$	248,718	\$	245,780	\$	209,383			
Net income attributable to noncontrolling interests		38,208	8,225		7,165		11,295		11,523			
Equity in net income of unconsolidated investments (net of tax)		(87,914)	(18,969)		(20,677)		(29,224)		(19,044)			
Dividends received from unconsolidated investments		60,977	4,583		25,462	_	27,486		3,446			
Consolidated EBITDA	\$	973,714	\$ 252,401	\$	260,668	\$	255,337	\$	205,308			
Total Long Term Debt (as reported)	\$	1,615,405										
Off balance sheet obligations and other		61,800										
Consolidated Funded Debt	\$	1,677,205										
Less Cash		908,144										
Consolidated Funded Net Debt	\$	769,061										
Consolidated Funded Debt to Consolidated EBITDA Ratio		1.7										
Consolidated Funded Net Debt to Consolidated EBITDA Ratio		0.8										

<sup>&</sup>lt;sup>1</sup>This supplemental is for net-debt-to-adjusted EBITDA ratio based on the bank covenant definition.

