

# Borealis and Borouge

**A success story for  
Austria & Abu Dhabi**

**Thomas Gangl, Borealis CEO  
November 2022**



Before we start

What guides us and all our actions is to become ...

**A global leader in  
advanced and  
sustainable chemicals  
and material solutions.**

BOREALIS COMPANY VISION

## Who we are and what makes us us

**120**

Countries. Head Office  
in Vienna, Austria

**6900**

employees  
worldwide



**Production and distribution**  
of polyolefins solutions, base  
chemicals and fertilizers

**Ownership structure:**

**75%**

OMV, Austria



**Our JV's: Bayport Polymers**  
(**Baystar**™) – brings Borstar®  
technology to American polyethylene  
markets



**Our JV's: Borouge** – one of  
the world's largest integrated  
polyolefin complexes (Ruwais,  
UAE)

**25%**

Mubadala, United  
Arab Emirates

**#2**

Among polyolefin  
producers in Europe

**#8**

Among polyolefin  
producers worldwide

**1.4** bnEUR

net profit, total sales 12.3  
bnEUR (2021)

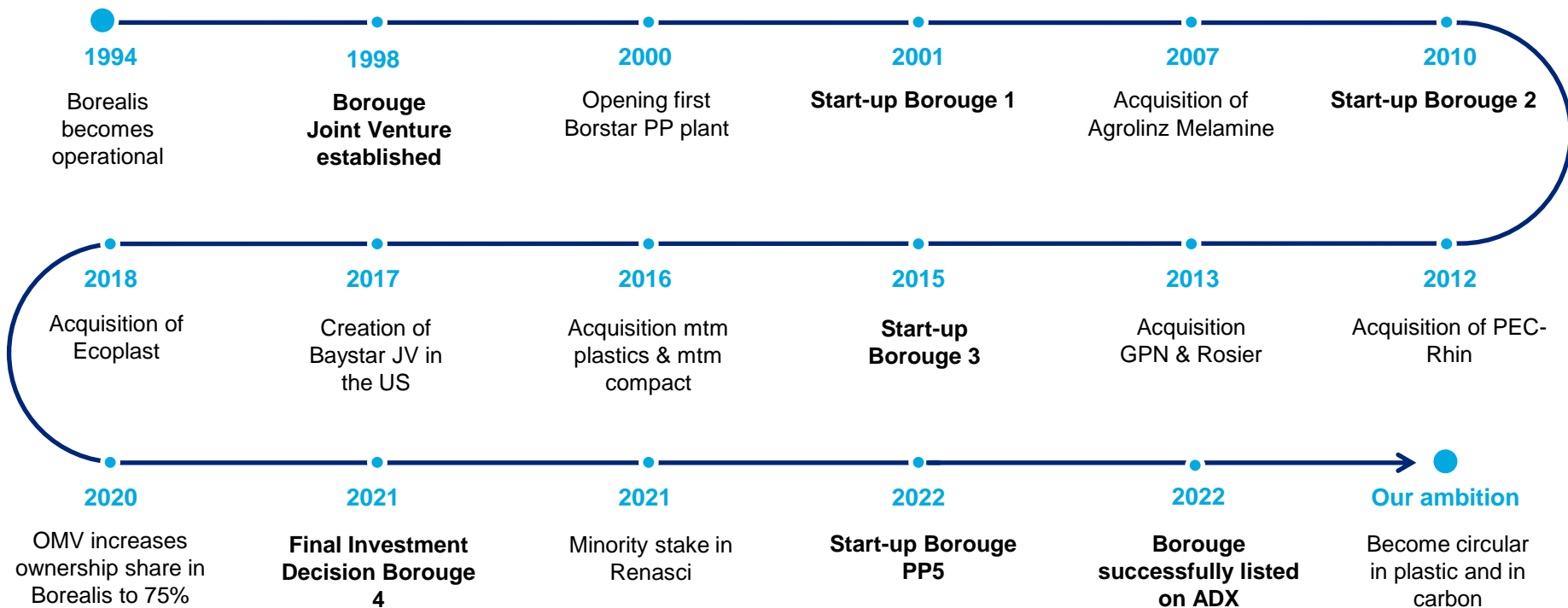
**>100**

Priority patents filed  
in 2021, #1 in Austria

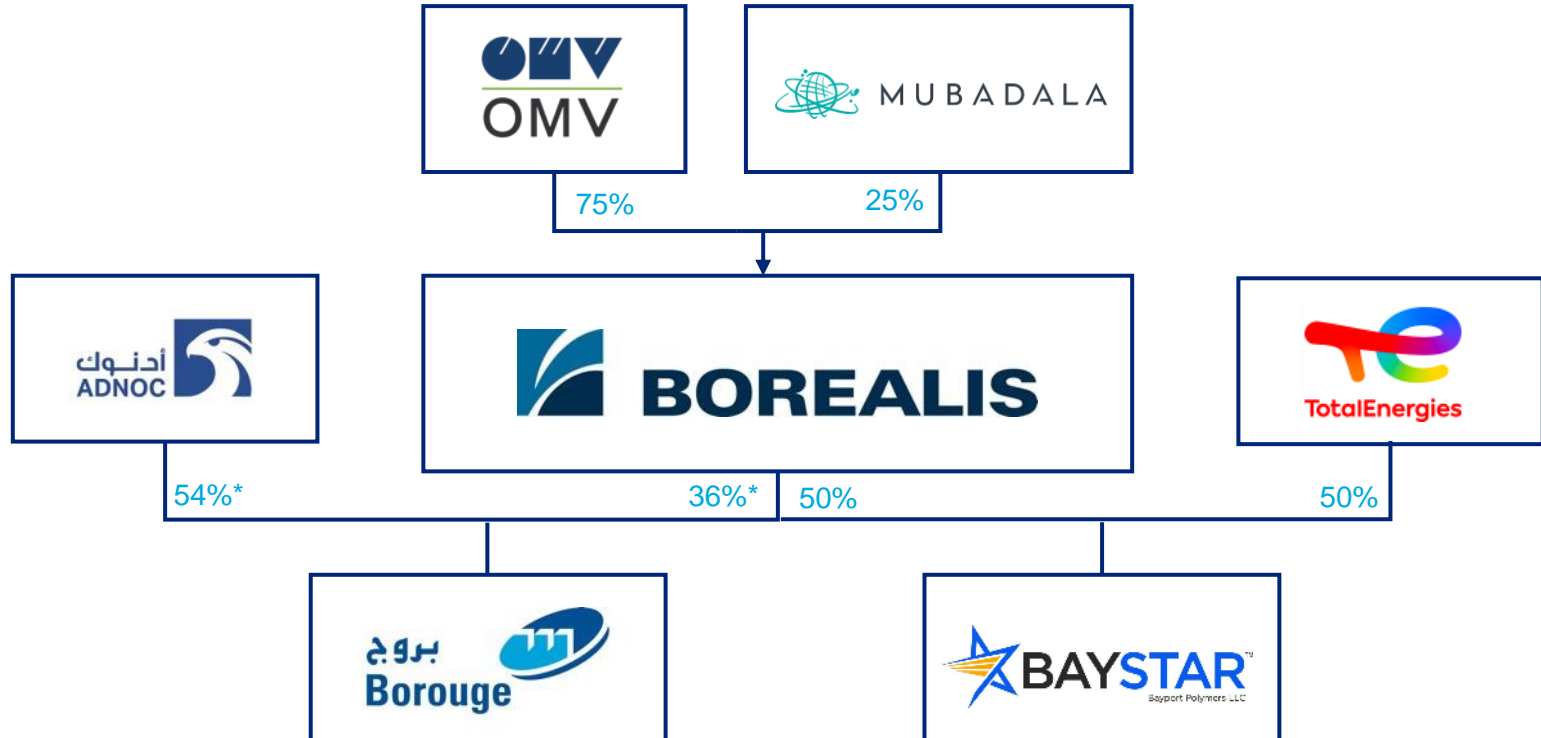
**3**

Polyolefin recycling  
operations in Europe

# We can make the difference thanks our heritage



## We have an alliance of strong partners at our side



Who we are

## Where to find us:

### Borealis Locations

#### Head Office

Borealis AG  
Trabrennstr. 6-8  
A-1020 Vienna, Austria  
Tel. +43 1 22 400 300  
Fax + 43 1 22 400 333  
[www.borealisgroup.com](http://www.borealisgroup.com)  
[info@borealisgroup.com](mailto:info@borealisgroup.com)

### Customer Service Centres

Austria, Belgium, Brazil,  
Finland, France, Hungary,  
Turkey, United States

### Production Plants

Austria, Belgium, Brazil,  
Finland, France, Germany, Italy,  
South Korea, Sweden, The  
Netherlands, United States

### Sales Offices/Representative Office

Argentina, Chile, China, Colombia,  
Czech Republic, Denmark, France,  
Hong Kong, Mexico, Morocco, Poland,  
Russia, South Africa, Spain, Turkey,  
UAE, UK, United States

### Borealis L.A.T Locations

Austria, Bulgaria, Croatia, Czech  
Republic, France, Greece, Hungary,  
Romania, Serbia, Slovakia

### Borealis Rosier Locations\*

Belgium, The Netherlands

### Borouge Locations

#### Head Offices

Singapore, UAE

### Innovation/Application Centres

China, UAE

### Production Plants

China, UAE

### Sales Offices/Representative Offices

China, Egypt, India, Indonesia,  
Japan, Singapore, Thailand,  
UAE, Vietnam

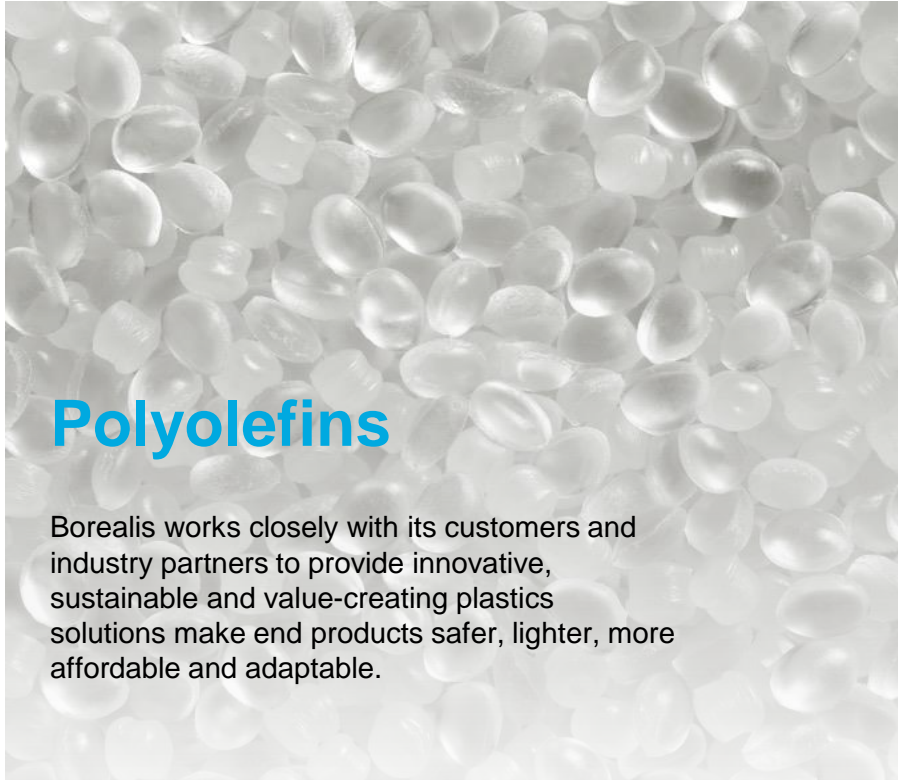
### Logistics Hubs

China, Malaysia, Singapore,  
UAE

The purpose of this visualization is of representational nature only. Though it was prepared with the greatest possible attention to detail, simplified illustrations may have been applied.



## We provide pioneering solutions in two business areas



### Polyolefins

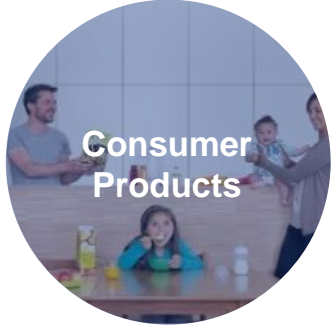
Borealis works closely with its customers and industry partners to provide innovative, sustainable and value-creating plastics solutions make end products safer, lighter, more affordable and adaptable.



### Base Chemicals

Borealis continues to develop its profitable Base Chemicals business building on unique feed-stock technology, logistics and integration strengths.

## We serve advanced polyolefins for virgin and circular economy solutions for these industries







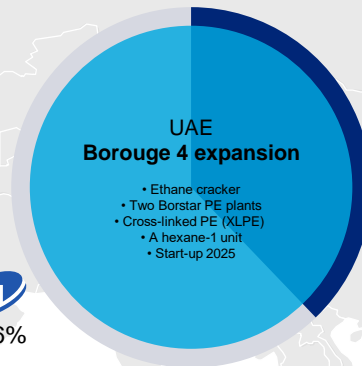
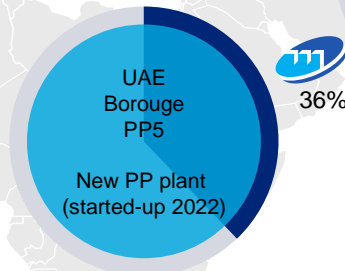
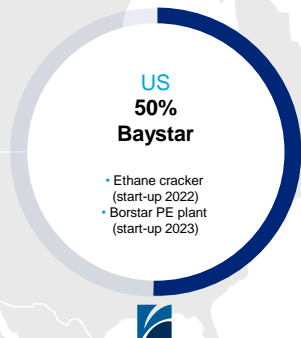
Status quo

**We have to grow to  
meet the rising  
demand of polyolefins**

**Grow beyond**

**What can we build  
from a strong  
foundation?**

# Growth journey continues in Europe and beyond transforming Borealis into a global business partner



Borouge: a strategic partnership with supportive shareholders

## Borouge is well placed to leverage the strengths and competitive advantages of its shareholders



54%



36%



**BOREALIS**

10% free float at ADX

- State-owned **national oil company** of Abu Dhabi
- Manages **~95% of UAE's total oil and gas reserves<sup>(1)</sup>**
- **Fully integrated energy company** including large scale downstream operations such as refining, gas processing and petrochemicals
- Key exporter of crude oil and refined products to high-growth Asian markets
- An **industry leader for carbon capture**

**A leading integrated O&G company, entrusted to manage the world's 6<sup>th</sup> largest proven oil and 7<sup>th</sup> largest gas reserves**

- **Leading** provider of advanced and circular polyolefin solutions **globally (#8)** and **European market leader (#2)** in base chemicals and the mechanical recycling of plastics
- Head office in **Austria** with **~6,900 employees** operating in **120 countries**
- Proprietary **Borstar®** technology and **innovation focused** with **over 11,000 individual patents<sup>(2)</sup>**
- Jointly owned by **OMV (75%)** and **Mubadala (25%)**

**A leading provider of advanced and circular polyolefin solutions globally**



## Continuous investments underpin our leading position in the Middle East & Asia



# Growth project status

## Borouge 4



**Borouge 4 will play a significant role in meeting the projected growth of customers' demand for polyolefins in the Middle East, Africa and Asia**

- Final investment decision for the Borouge 4 expansion taken in November 2021
- One 1.5 mio tons pa ethane cracker
- Two Borstar PE plants, each with a production capacity of 700 kta
- One 100 kto cross-linked PE (XLPE)
- One hexene-1 unit, producing co-monomers for certain PE grades
- In progress: in-depth study for carbon capture unit that would reduce CO2 emissions by 80%



Blockbuster IPO in June 2022

## Borouge successfully lists on ADX in Abu Dhabi's largest-ever IPO

- Borouge ADX listing raised gross proceeds of over \$2.0 billion, marking the largest-ever listing on ADX
- Blockbuster IPO attracted total demand of more than \$83.4 billion and was oversubscribed by almost 42 times in aggregate
- Retail offering was oversubscribed 74 times, with more retail demand than any UAE IPO in almost 20 years



## Highlights third quarter 2022 results



**Revenue growth of 8% y-o-y** in Q3 22 (-10% q-o-q) driven by growing sales volumes, despite weak operating environment



**Sales volumes increased 18% y-o-y** in Q3 22 (+9% q-o-q). PP5 ramping up and B1 turnaround completion



**Premia remain above medium-term guidance** in backdrop of softening prices



**Adjusted EBITDA margin of 35%** in Q3 22 vs. 47% in Q2 22 due to lower average selling prices but only modestly lower costs per tonne



**Strong cashflow generation** supports commitment to pay \$975 million in dividends to shareholders for FY22 (of which \$325 million paid in October)

**\$5,134m**

9M 22 revenue at **14%** y-o-y growth

**\$2,104m**

9M 22 Adjusted EBITDA, margin of **41%**

**\$1,161m**

9M 22 profit for the period, margin of **23%**

**\$1,992m**

9M 22 operating free cashflow, **95%** conversion

**Thank you!**

**Let's collaborate!**

**Thomas Gangl**

Borealis CEO

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