

# 9/23 Hexion: Sharpening Innovation for Growth

Webinar

### CME Webinar Co-Hosts



Steve Barnett
Livingston, NJ
Co-Chair



George Rodriguez
Morristown, NJ
Program Producer



INTRODUCTION

Ksenia Takhistova
East Brunswick, NJ

Co-Chair



Barbra Lawson
Branchburg, NJ
Administration



Owen Jappen
Washington, DC
Secretary



### Thank you STEM Sponsors

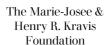














James and Marilyn Simons











































































3









**UPCOMING EVENT** 

### 4<sup>th</sup> CME NASA Symposium

August 23-24, 2021 – Atlanta, Georgia POLY Program at ACS Fall National Meeting



James Green NASA Chief Scientist



Ben Feringa Nobel Laureate Groningen

Recognizing STEM Student & Mentors August 23, 2021

ACS Global Outstanding Student and Mentor Awards in Polymer Science and Engineering

CME is the Award Sponsor

Organized by the PMSE Division of ACS



### 10/21 McKinsey: Reopening the World Under Deep Uncertainty



Moderator
Sam Samdani
McKinsey



Shah Karim SafeRock Columbia Business School

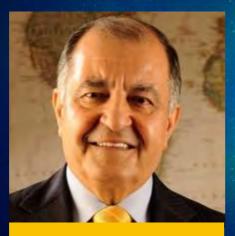


Matt Truppo Johnson & Johnson



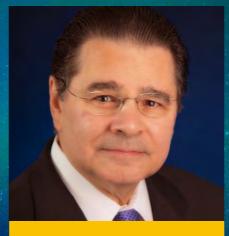






Global Growth

Seifi Ghasemi
Air Products



Lifetime Achievement

Daniel Daniello
The Carlyle Group



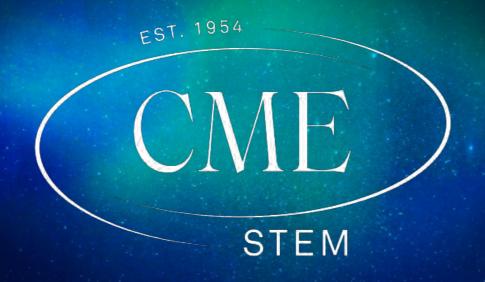
Corporate Reinvention

Ken Frazier Merck & Co.



### CME: Accelerating STEM Leadership

For Sustainable Innovation





### 9/23 Hexion: Sharpening Innovation for Growth



Craig Rogerson
Hexion
Chairman, President & CEO





### Agenda

o1. Introduction

02. Speaker Presentation

03. Open Q&A session





### **Today's Presenter**

### Craig Rogerson Chairman, President & Chief Executive Officer

- Has 40 years of experience in the chemicals industry
- Joined Hexion in July 2017
- Prior to joining Hexion, Craig served as Chairman, President and Chief Executive Officer of Chemtura Corporation from 2008 – 2017
- Has also served as President, Chief Executive Officer and Director of Hercules Incorporated from 2003 – 2008
- Joined Hercules in 1979, serving in a variety of leadership positions until 1997 when he left to become President and CEO of Wacker Silicones Corporate, but re-joined in 2003
- Received a chemical engineering degree from Michigan State University



### **Table of Contents**

- Section 1: Hexion-At-A-Glance
- Section 2: Right Products for the Right Time: Going Green and Going Where our Customers Are Heading
- Section 3: Strategic M&A to Accelerate Profitable Growth
- Section 4: Right People for the Right Time: Culture and Team Agility
- Section 5: Lessons Learned While Focusing on Creating Shareholder Value





Section 1

\_\_\_\_

### **Hexion Overview**

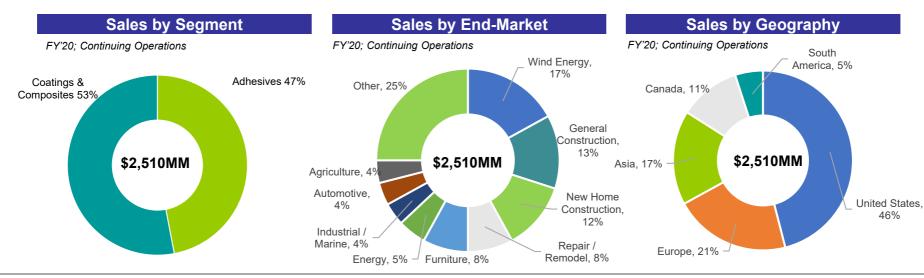
### Global Producer of Adhesives, Coatings, and Composites Materials

#### Over 80% of Sales Being Products Having the #1 or #2 Global Positions

#### **Business Highlights**

- 1 Leading positions in attractive end-markets
- Strategically aligned with end-market growth and megatrends
- 3 Strong and stable free cash flow
- Specialty portfolio aligned with customers and sustainability trends
- Integrated value chain provides competitive advantage
- 6 Experienced management team with impressive track record

Scale and Financial Metrics (LTM 6/30/21)				
Sales from Continuing Operations (\$MM)				
Segment EBITDA <sup>(1)</sup> from Continuing Operations (\$MM) 43				
% Margin				
Free Cash Flow <sup>(2)</sup> from Continuing Operations (\$MM)				
% of Sales	11.4%			
Employees (FY'20)	~2,600			
Production / Manufacturing Facilities (FY'20)				
Countries Where Products are Marketed (FY'20)				
Number of Customers (FY'20)	2,900+			





### Poised to Benefit from COVID Related Recovery Room for Growth in Key End-Markets

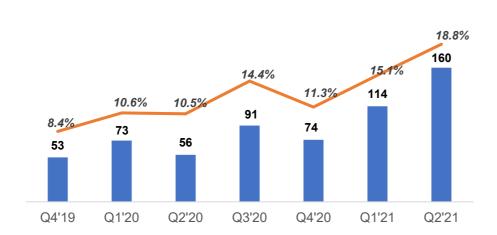




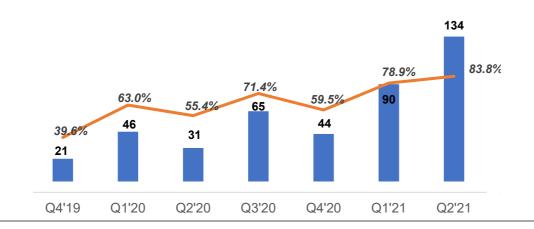
### **Strong Earnings Performance**

#### Structurally Resilient Portfolio and Positive Earnings Momentum in FY'21





#### Free Cash Flow from Continuing Operations and Conversion (2)



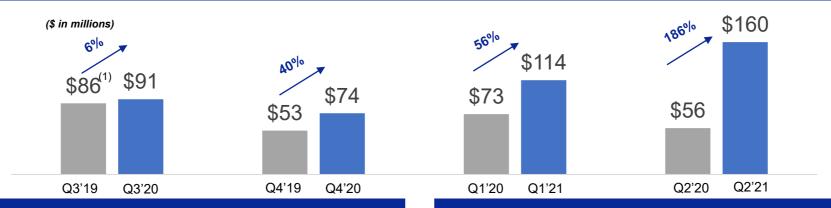
#### **Portfolio With Structural Resilience**

- Benefits of geographic, customer, and product diversity in the portfolio at play:
  - Not overly dependent on any particular end market or geographic region
  - Largest customer represented ~ 3% of sales in FY'20
- Lean Cost Structure
  - Successfully implemented two significant cost reduction initiatives since Q4 '17 and lean cost operations supports increased margins
- Strong Cash Flow Generation
  - FY'20 Free Cash Flow from Continuing Operations of \$186 million
  - Expecting to generate significant Free Cash Flow in FY'21
- Recovery in Action
  - Strong Q2'21 results: Segment EBITDA from Cont. Ops. increased 186% compared to Q2'20 and sequentially by 40% versus Q1'21
- Strong Liquidity Position of \$646MM:
  - \$286MM of unrestricted cash and cash equivalents



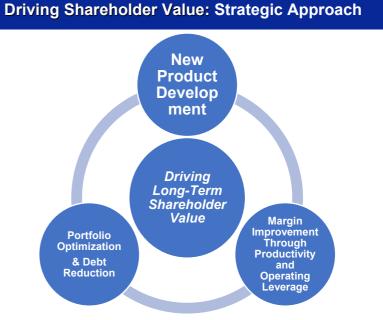
### Focused on Achieving FY'21 Priorities

#### Diversified Portfolio Supports Fourth Consecutive Quarter of Solid YoY Segment EBITDA Increases



#### Strategic Q2'21 Actions

- Strategic CapEx: ArmorBuilt™ and Brimbank, Australia expansions, as well as various "self-help" investments with minimal market risk
- Portfolio Optimization: Executed divestiture on 4/30/21
- Margin improvement: Q2'21 Segment EBITDA margins approaching 19%
- Debt Reduction: Term loan paydown drove LTM Pro forma EBITDA to Net Debt ratio of 3.0x
- Maximize long term shareholder value: Hexion Holdings submitted a draft Form S-1 registration statement on a confidential basis for a proposed public offering of its common stock later this year; the planned registered public offering is part of Hexion's and its Board of Directors' ongoing and continuous strategic review and evaluation of opportunities to enhance shareholder value







Section 2

Right Products for the Right Time: "Going Green" – and Going Where our Customers Are Heading

### **Hexion's Leading Market Positions are Strategically Aligned with Sector Megatrends**

#### **Leading Market Positions in Growing Markets ...**



Specialty Epoxy Resins - Wind Energy (Bonding Paste)



Base Epoxy Resins N. Amer. & EU



Versatic Acids™& **Derivatives** Global



Forest Product Resins Global

#### **Long-Term Blue-Chip Customer Base**



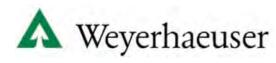
















#### ... Aligned with Sector Megatrends

#### Megatrends

#### Anticipated Growth Areas

#### **New Products**





Urbanization



Climate Change



Industrial / Marine

#### **Building & Construction**

- Housing growth projected as western markets continue to recover from the recession
- Population growth in international economies
- Waterborne coatings
- Ecobind™ resins

#### **Transportation & Automotive**

- New and varied thermoset applications as global auto sales continue to grow
- New light weight composite panels
- Coatings applications across multiple technologies

#### Wind Energy

- Demand driven by appetite for renewable energy in mature and developing markets requiring stronger epoxy-based blade technology
- Specialty epoxy composite resins for turbine blades

#### **Waterborne Coatings**

- System offers coating performance comparable to solvent-borne systems for containers and high speed
- NextGen Epoxy™ Waterborne system



### **Hexion Announces New Greenhouse Gas** (GHG) Emission Goal as part of Sustainability Growth Platform

#### **Strategic GHG Reduction Commitment Announced**

- Hexion announced it has committed to reduce absolute carbon emissions by 20 percent by 2030
- Commitment encompasses "Scope 1" and "Scope 2" emissions, which are direct and indirect greenhouse emissions from operations and consumed energy







#### **Minimizing Climate Change Impact**

Hexion will strive to protect against climate change throughout its business lifecycle by efficiently using natural resources, optimizing existing processes and enhancing products and technologies through continuous innovation.



#### **Enhancing Worker Safety/Well-being**

By 2022, Hexion will offer a voluntary well-being program that addresses associate physical, mental, and financial well-being with the goal of 50% associate participation in the program by 2025. Hexion's Well-being index in the Gallup engagement survey will be in the 50th percentile. Hexion remains committed to "Get Zero, Get Home" and driving to zero associate and contractor recordable injuries.



#### **Reducing Spills & Releases**

Hexion has committed to reduce spill mass and releases by 80 percent by 2025.



#### **Maintaining Product Stewardship**

Hexion remains committed to implementing the Responsible Care Product Safety Code and will continue to be transparent and communicate to key stakeholders regarding its stewardship programs such as risk reviews and reduction of substances of concern.



#### **Developing Innovative Sustainable Products**

Hexion is committed that by 2030, all new products will incorporate sustainable attributes. A sustainable product is one that has one or more of the following attributes within the full value chain: improving energy efficiency, reducing material consumption, increasing use of sustainable raw materials, contributing to the circular economy and/or mitigating climate change, among others.



# Coatings & Composites Segment: Latest Automotive Customer Application Highlights Alignment with Megatrends

### Sustainability



Increasing sustainability requirements and shifting customer preferences towards greener solutions are driving a growing need for lighter, stronger, and higher performance materials

#### "Green" Auto Application



Sustainability trends drive continued adoption of Hexion's epoxy solutions in auto applications

- Hexion's composite materials most recently used in McLaren Carbon Fiber application
- Electric vehicle adoption reinforces long-term demand for innovative composite solutions, such as Hexion's EPIKOTE resin systems
- Lighter automotive components to increase fuel efficiency

#### **Diversified Portfolio**



Hexion's broad product portfolio is focused on addressing our customers' demands for more environmentally preferred solutions

 EPIKOTE™ resin systems and EPIKURE™ curing agents for wind energy applications

Provides strength and fatigue performance for larger and heavier rotor blades

- VeoVa™ Vinyl Esters
   Enhances decorative paints' aesthetics and durability



### **Adhesives Segment: Multiple Avenues of Growth**

#### Positive Demand in Americas



- Strong new residential construction and remodeling demand in N. America continues to drive positive results for forest products resins
- Long-term growth from increasing uses of cross laminated timber (CLT) in commercial building applications
- Improving demand in Brazil in 1H'21
  - Restarted full operations at Montenegro, Brazil site in Q1'21

#### Strategic Capacity Expansions



- Hexion announced additional expansion of its Portland site to support the growing demand for ArmorBuilt™ fire resistant wrap, a new product which greatly improves fire protection when applied to a substrate
- Progress continues on the Company's expansion of its Brimbank, Australia site to develop fire-resistant cladding materials leveraging proprietary phenolic resin technology

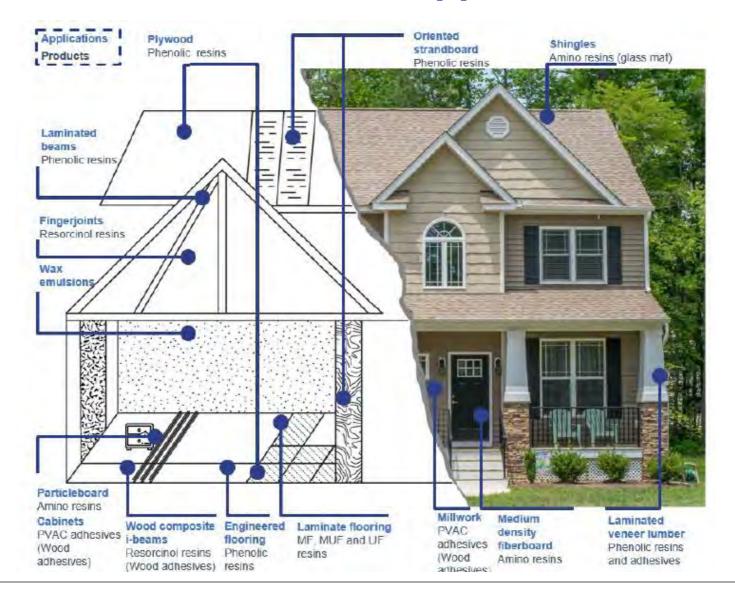
#### **Innovative New Product Trials**



- Extensive conversions underway at several major customers in 2020 for next generation OSB PF technology for board surface applications
- Additional "core" applications slated for 2021 as productivity gains (speed) and further reduction in resin usage positions product favorably compared to pMDI

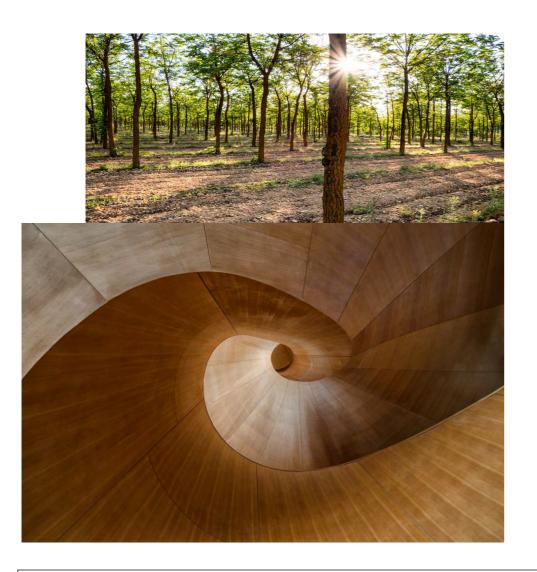


### **Hexion's Residential Construction Applications**





### **Building with Wood for a More Sustainable Future**



- Wood is one of the planet's most renewable resources
  - US forests generate 72 percent more wood annually than is harvested
- Composite wood panels make use of wood fiber left over from other manufacturing processes
- Structurally more stable than solid wood and engineered for specific applications and performance characteristics
  - Engineering for fire, pest or moisture resistance ensures
     a longer useful life, requiring less frequent replacement



### **Building with Wood: The ultimate "GREEN" Story**

- Wood is one of the planet's most renewable resources
  - US forests generate 72 percent more wood annually than is harvested
- Composite wood panels make use of wood fiber left over from other manufacturing processes
- Structurally more stable than solid wood and engineered for specific applications and performance characteristics
  - Engineering for fire, pest or moisture resistance ensures a longer useful life, requiring less frequent replacement





### **Building with Wood for a More Sustainable Future**

- Can be "better than climate neutral" in a lifecycle assessment
  - The wood in engineered wood products acts as a carbon sink, sequestering more carbon than expended in their production, transport and installation
- Rare and endangered wood species are spared by using decorative composite wood panels

 High definition printed and textured decorative surfaces offer the beauty of any wood species, with better design consistency and greater durability in some cases

Wood construction materials help sequester carbon by keeping it out of the atmosphere for the lifetime of the structure—or longer if the wood is reclaimed or reused





### **Building with Wood for a More Sustainable Future**

#### Circular Economy

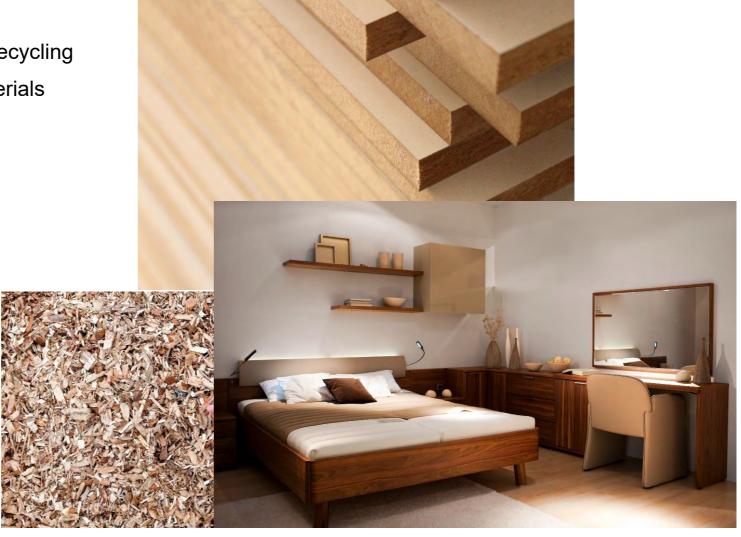
 Formaldehyde-based resins allow for the recycling of millions of tons of waste wood fiber into sustainable furniture and construction materials

#### Resilience

 Reduction of GHG emissions and fossil fuel reliance will facilitate creation of more resilient community

#### Embodied Carbon

 Composite wood panels sequester carbon throughout their life and require less energy to manufacture than other building products



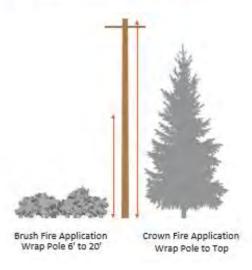


### **Hexion Launching New Fire-Resistant Product**

- Hexion has launched ArmorBuilt™ fire resistant wrap, a new product which greatly improves fire protection when applied to a substrate
- ArmorBuilt wrap is a proprietary intumescent fiberglass backed wrap from Hexion that is affixed to wooden utility poles and can be applied to either new or existing poles
  - Designed to protect the critical utility infrastructure, ArmorBuilt also helps to improve emergency access during evacuation scenarios, where downed utility poles can impede first responders and/or trap evacuees
- ArmorBuilt wrap is currently being produced, while additional automation came online in the first quarter of 2021
  - Announced expansion for a second automated line
  - -Currently being installed in California and applicable for regions with high incidence of wildfires, such as Western United States







**Hexion Remains Focused on New Product Development** 



### **Growth Investments Positions Hexion for Long Term Growth**

#### **Focused on Driving New Product Development**

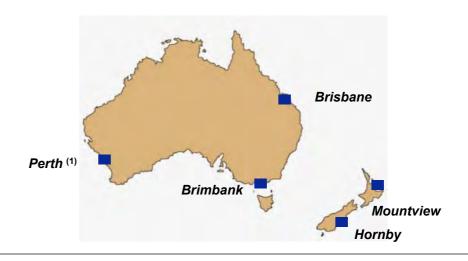
- Hexion has successfully completed construction of its new Application Development Center (ADC) in Shanghai as part of its global efforts to foster further innovation in its specialty portfolio
- Strategic R&D investment will support new product development and customer collaboration to accelerate growth in waterborne coatings and composite applications

#### **Brimbank Site Expansion**

- Hexion announced plans to add phenolic resin capacity as the latest expansion of its adhesives and binders business at its Brimbank, Australia site
- The expansion is intended to meet the growing demand for phenolic resins in a variety of applications including as a component in fire-resistant cladding material for commercial, institutional and residential applications
- Construction of a new reactor and associated infrastructure; expected to come online in mid 2022











Section 3

\_\_\_\_

# Strategic M&A to Accelerate Profitable Growth

### **Ascending the Valuation Summit**



### Commodity Provider Current: ~ 5-7x

- Limited / no product differentiation
- Driven by underlying commodity price trends
- Very high volatility



### Diversified Current: ~ 7-8x

- Combination of commoditized and differentiated products
- Relatively high volatility
- Diversified end-market exposure (construction, industrials, auto)



### Specialty Current: ~ 11-14x

- Diversified end-market exposure (construction, industrials, auto)
- High margin businesses (high teens to lowtwenties EBIDTA margin) with limited impact of raw materials (pass-through over time)
- Limited volatility









### **Hexion Strategic Vision**

#### **Portfolio**

Coatings & Composites

Adhesives

- Leadership in key markets
- Leverage backward RM integration and competence in core chemistries
- Evaluate and divest non-core businesses and products
- Active M&A management to further strategic vision

#### **Financial**

- 15%+ EBITDA Margins
- < 3x Leverage</p>
- NPD as % of Sales: +25%

## Operating Model

- Streamlined and efficient global manufacturing and supply chain organization
- Low cost, state of the art functional model leveraging global business services group
  - Internal / external managed services allows flexible & variable cost base

Portfolio Strategy Seeks to Align Hexion with Specialty Chemical Peers



### **Long-Term Acquisition Process – Screening Criteria**

#### Quantitative and Qualitative Initial Screening

- Rationale, Size and Type of Acquisition
- Financial Fit : (EBITDA %, Sales Growth, Synergies)
- Cultural Fit: (Geographic, Business Model, Safety, Compliance Alignments)
- Hexion Segment Overlap
- Chemistry Alignment with Current Portfolio: (Raw material and End market overlaps, Stream location, NPD, Technology)

Screening Allows Hexion to Focus M&A Resources on Targets that have Highest Potential to Maximize Value



### **Portfolio Optimization & Value Creation Process**

Examples		Strategic Objective		
Hercules •	Betz Dearborn	•	Cash Generation (Deleveraging)	
Chemtura	AO/UV PVC Additives Crop Protection	:	Liability Reduction (Pension) Portfolio Upgrade (Margin Improvement) Cash Generation (Opportunistic Value Creation & Stock Buy Back)	
• Hexion	Divested Phenolic Specialty Resins and European Forest Products Business (April '21)  Hexion Holdings submitted a draft Form S-1 registration statement on a confidential basis for a proposed public offering of its common stock later this year  — The planned registered public offering is part of Hexion's and its Board of Directors' ongoing and continuous strategic review and evaluation of opportunities to enhance shareholder value		Cash Generation (Deleveraging) Portfolio Upgrade (Margin Improvement) Predictable Growth Trajectory (Minimize Earnings Cyclicality) Maximize long-term Shareholder Value	



### **M&A: Lessons Learned**

- Get strategic buy-in
- Assess value vs. certainty trade-off
- Keep emotions in check
- Move quickly but not eagerly
- Don't overestimate synergies
- Win/Win deals a plus

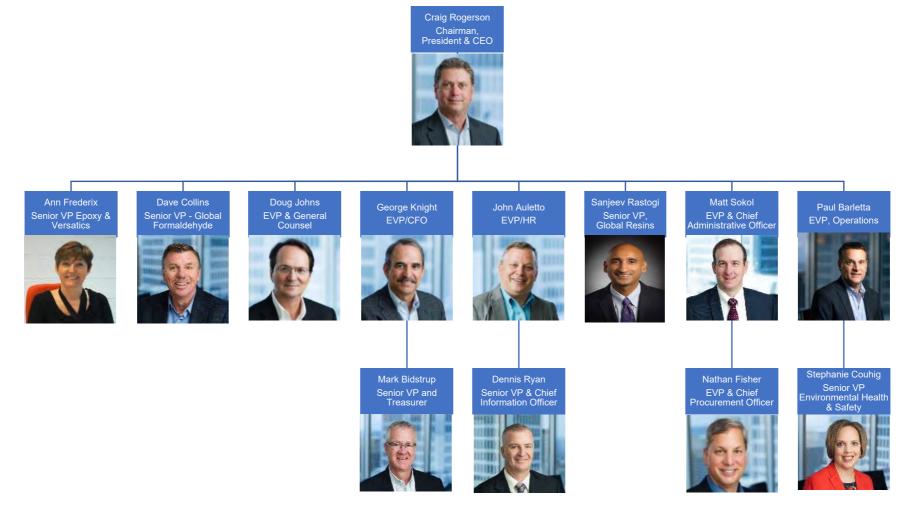




Section 4

Right People for the Right Time: Culture and Team Agility

#### **Hexion Senior Leadership Team**



Seasoned Senior Leadership Team with Proven Track Record of Successfully Operating Through Industry Cycles and Executing Broad Range of Strategic Initiatives (Acquisitions/Divestitures/Refinancings/etc.)



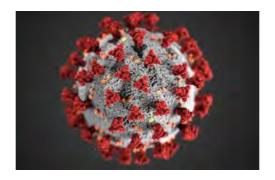
### Recent Recognitions Reflect Strong Corporate Culture

Hexion's Commitment to Sustainability and Responsible Chemistry

## 2021 U.S. EPA Energy Star® Partner of the Year



ACC Responsible Care® Outstanding COVID-19 Response Efforts



Responsible Care® 2020 Facility Safety Awards:

Acme, NC; Alexandria, LA; Argo, IL; Baytown, TX; Deer Park, TX; Diboll, TX; Geismar, LA; Hope, AR; Lakeland, FL; Missoula, MT; Moreau, NY; Portland, OR; and Sheboygan, WI

ACC Responsible Care® Waste Minimization, Reuse and Recycling

Argo, IL: Re-engineered vessel cleaning processes to reduce the amount of cleaning solvent used

## ACC Responsible Care® Energy Efficiency Award

Geismar, LA: boiler feedwater recovery project

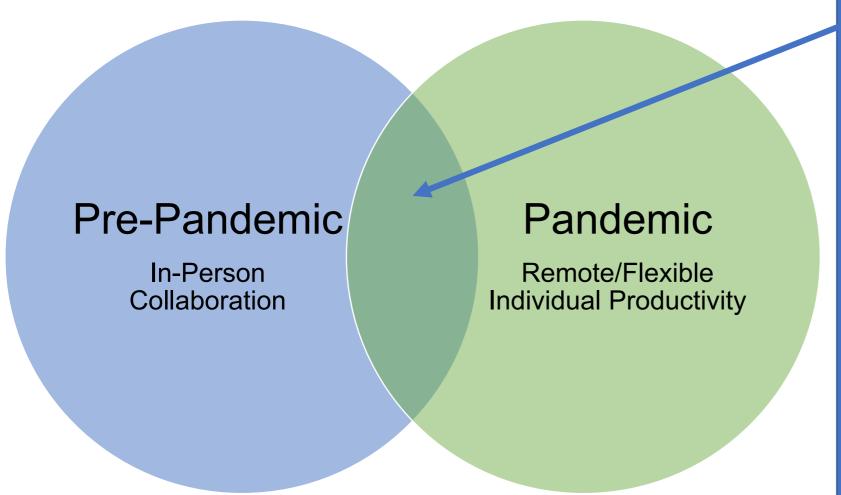
Louisville, KY: improved recovery of waste heat from boilers & catalytic oxidizer; and improvement of cooling water tower efficiency





#### **COVID-19 Allowed Us to Learn About How We Work**

Hybrid Work Model: In-person Collaboration + Remote/Flexible Productivity



Once we move to Level 4:

We will leverage pre-pandemic and pandemic learnings to develop a hybrid work model:

- 1) In general, associates will work both in the office and remotely.
- 2) This will vary by geography, site, nature of work, and even within teams. Leaders will work with teams to determine best solution.
- 3) We will continue to gather and commit to re-evaluating after 12 months.
- 4) Once in Level 4 all associates are welcome to be in office frequently.



### Hybrid Work Model: Locations Offer Different Value

# Office / Work Setting

- 1.) In-person collaboration
  - 2.) Team Bonding / Celebrations
  - 3.) Select Trainings

# Home/Remote Setting

- 1.) "Heads Down" Work
  - 2.) Quiet Zone
- 3.) Individual Contributions

Work-Life Balance and Flexibility
Associate Wellbeing
Reduced Commute





Section 5

# Lessons Learned While Focusing on Creating Shareholder Value

#### Creating Shareholder Value: Lessons Learned

- Culture wins
- Communicate as transparently as possible with various stakeholders, particularly associates
- Leverage portfolio optimization to accelerate value creation opportunities –
   No Sacred Cows
- Optionality multiple paths and multiple outcomes
- Leverage strategic advisors that have delivered in the past
- Focused R&D Investment to create a pipeline of innovation
- Align product portfolio with products with sustainable attributes





180 East Broad Street Columbus, OH 43215-3799

–© 2021 Hexion Inc. All rights reserved. ® and ™ denote trademarks owned or licensed by Hexion Inc.



The information provided herein was believed by Hexion Inc. ("Hexion") to be accurate at the time of preparation or prepared from sources believed to be reliable, but it is the responsibility of the user to investigate and understand other pertinent sources of information, to comply with all laws and procedures applicable to the safe handling and use of the product and to determine the suitability of the product for its intended use. All products supplied by Hexion are subject to Hexion's terms and conditions of sale. HEXION MAKES NO WARRANTY, EXPRESS OR IMPLIED, CONCERNING THE PRODUCT OR THE MERCHANTABILITY OR FITNESS THEREOF FOR ANY PURPOSE OR CONCERNING THE ACCURACY OF ANY INFORMATION PROVIDED BY HEXION, except that the product shall conform to Hexion's specifications. Nothing contained herein constitutes an offer for the sale of any product.

# Open Q&A Use the Chat feature





### 9/23 Hexion: Sharpening Innovation for Growth



Craig Rogerson

Hexion
Chairman, President & CEO





### 10/21 McKinsey: Reopening the World Under Deep Uncertainty



Moderator
Sam Samdani
McKinsey



Shah Karim SafeRock Columbia Business School

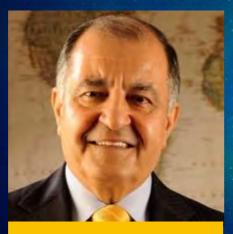


Matt Truppo Johnson & Johnson



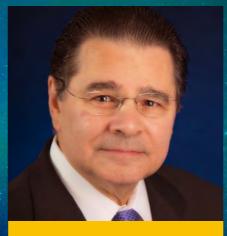






Global Growth

Seifi Ghasemi
Air Products



Lifetime Achievement

Daniel Daniello
The Carlyle Group



Corporate Reinvention

Ken Frazier Merck & Co.





CME: Chemical Marketing & Economics—Advancing STEM Talent. Accelerating Sustainable Innovation

1387 group members - interactive



cme\_stem



Chemical Marketing & Economics (CME)
Official Company page



**CMEIneSTEM** 





# Thank you for Supporting Space Age STEM Programs and Environmental Stewardship

www.cme-stem.org