



Celanese Q4 2014 Earnings

Thursday, January 22, 2015

Conference Call / Webcast

Friday, January 23, 2015 10:00 a.m. ET

Mark Rohr, Chairman and Chief Executive Officer

Chris Jensen, Senior Vice President, Finance

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Results Unaudited

The results in this presentation, together with the adjustments made to present the results on a comparable basis, have not been audited and are based on internal financial data furnished to management. Quarterly results should not be taken as an indication of the results of operations to be reported for any subsequent period or for the full fiscal year.

Non-GAAP Financial Measures and Change in Accounting Policy

This presentation, and statements made in connection with this presentation, contain references to non-GAAP financial measures. For more information on the non-GAAP financial measures used by the company and referenced in this presentation, including definitions and reconciliations with comparable GAAP financial measures, as well as prior period information, please refer to the Non-US GAAP Financial Measures and Supplemental Information document available under Investor Relations/Financial Information/Non-GAAP Financial Measures on our website, www.celanese.com. The website materials also describe a change in accounting policy regarding pension and other postretirement benefits effective January 1, 2013.

Mark Rohr
Chairman and Chief Executive Officer

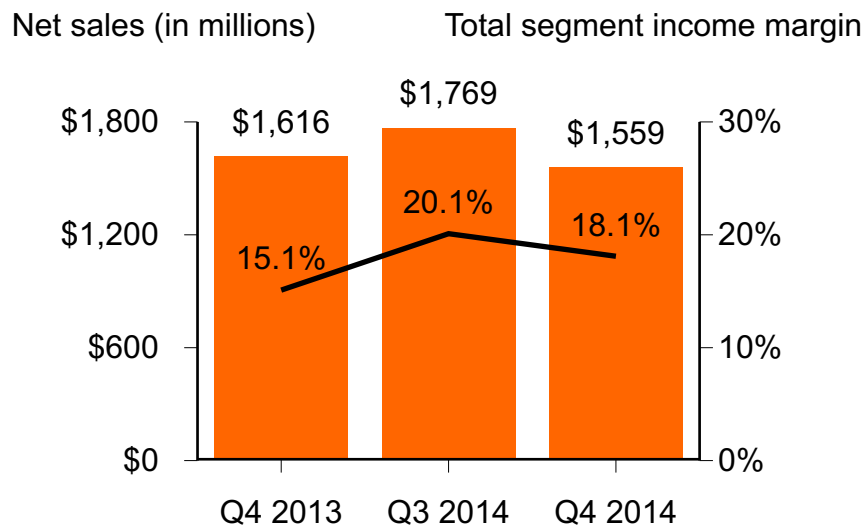
- Received The American Composites Manufacturers Association's Award for carbon fiber strands used in overhead conductors
- Introduced low-friction and low-wear thermoplastics for medical devices that enables the device to operate smoothly
- Opened a new sales center in Istanbul, Turkey to support customer growth in Turkey and the greater European region
- Announced formation of a Commercial and Technology Center in Mexico
- Signed a letter of intent with Setsunan to compound Celanese engineered polymers in Setsunan's Japanese facilities
- Increased share repurchase authorization to \$500 million; \$451 million remaining at December 31, 2014



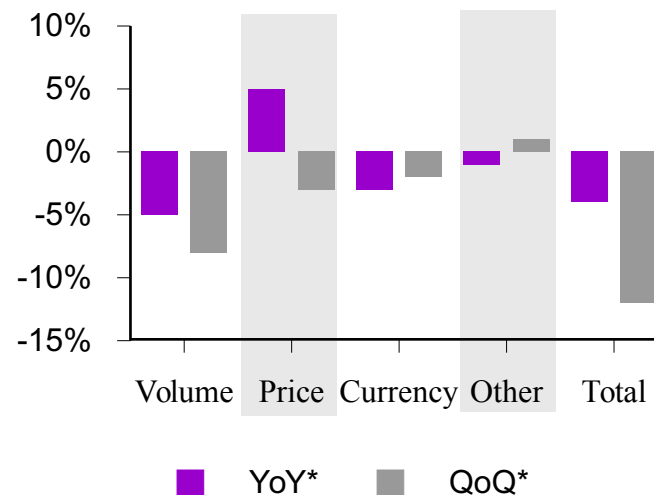
Low-friction and low-wear thermoplastics for medical devices

Celanese Corporation Q4 2014 Highlights

Q4 Performance



Factors Affecting Net Sales Changes



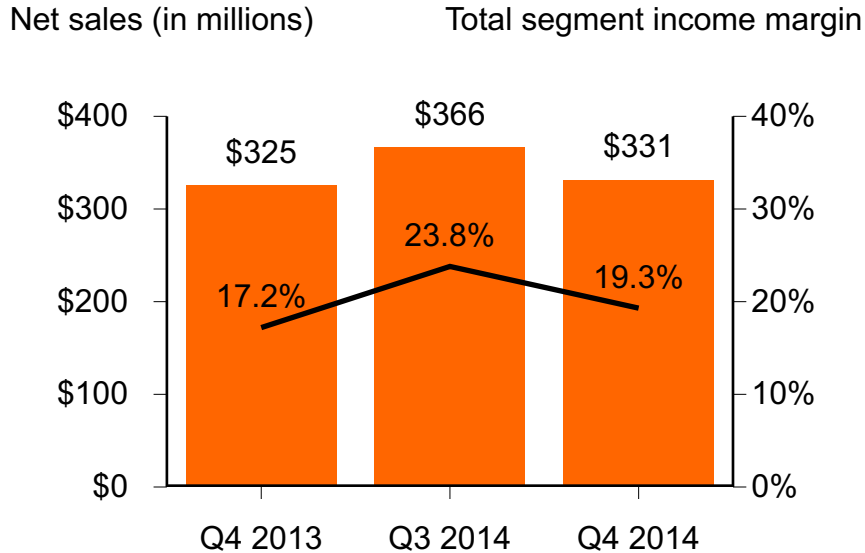
Adjusted EPS

Q4 2014	\$1.28
Q3 2014	\$1.61
Q4 2013	\$1.04

- Record fourth quarter adjusted EPS and segment income margin driven by increased flexibility and the impact of productivity initiatives in Acetyl Chain**
- Deployed \$49 million to repurchase ~820 thousand shares

*QoQ represents Q4 2014 as compared to Q3 2014; YoY represents Q4 2014 compared to Q4 2013. **Acetyl Chain includes Acetyl Intermediates and Industrial Specialties segments

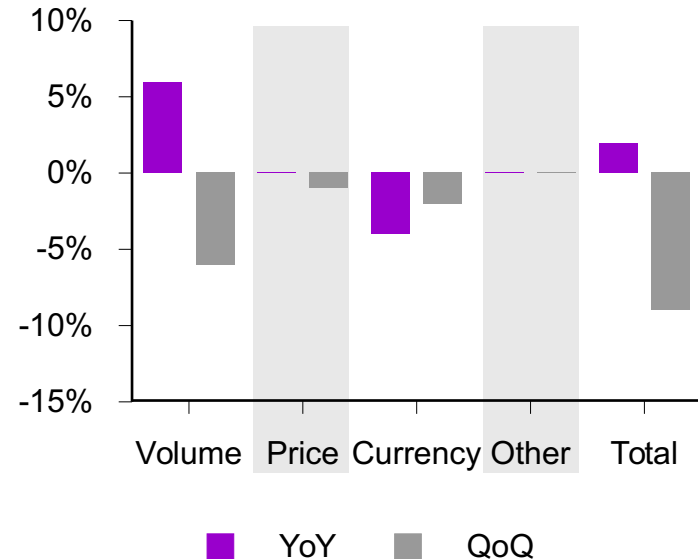
Q4 Performance



QoQ Segment income highlights

- Volume decline reflects typical seasonal trends in North America and Europe across end use markets
- Auto penetration consistent with prior quarters at ~2kg per vehicle
- Pricing decline due to product and regional mix

Factors Affecting Net Sales Changes

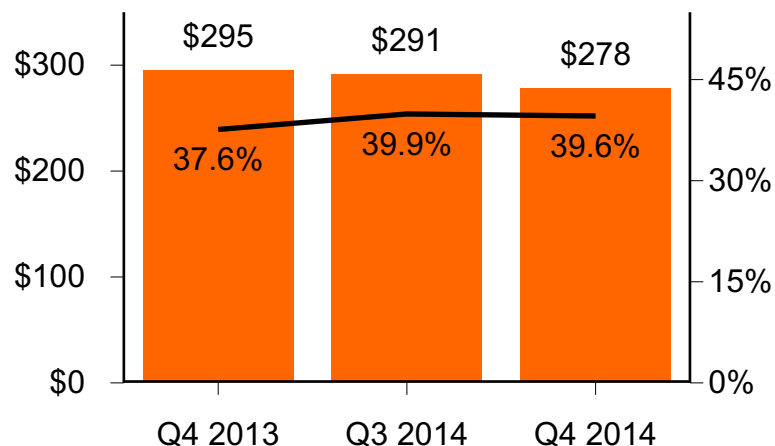


YoY Segment income highlights

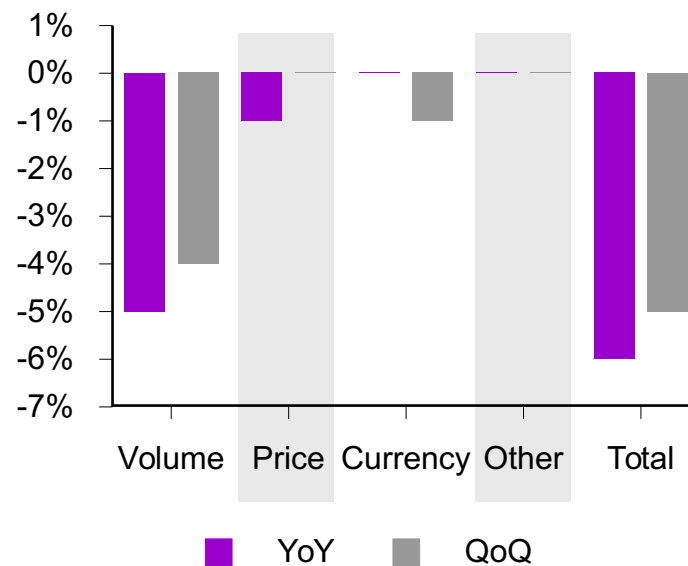
- Volume increase driven by growth in Europe and Asia
- Impacted by timing of turnaround activity
- Affiliate earnings increased by \$7 million due to fewer turnarounds in fourth quarter 2014

Q4 Performance

Net sales (in millions) Total segment income margin



Factors Affecting Net Sales Changes



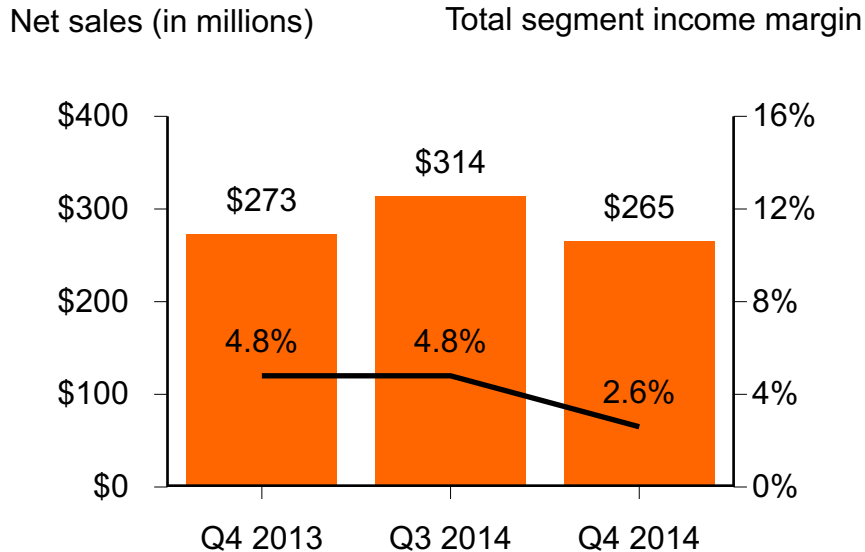
QoQ Segment income highlights

- Volume decline due to seasonality
- Pricing consistent with prior quarter

YoY Segment income highlights

- Higher pricing of acetate tow offset by legacy contract in acetate flake
- Lower cost driven by productivity initiatives
- Lower volume due to high customer tow inventory
- Dividends from cellulose derivatives ventures were \$5 million higher

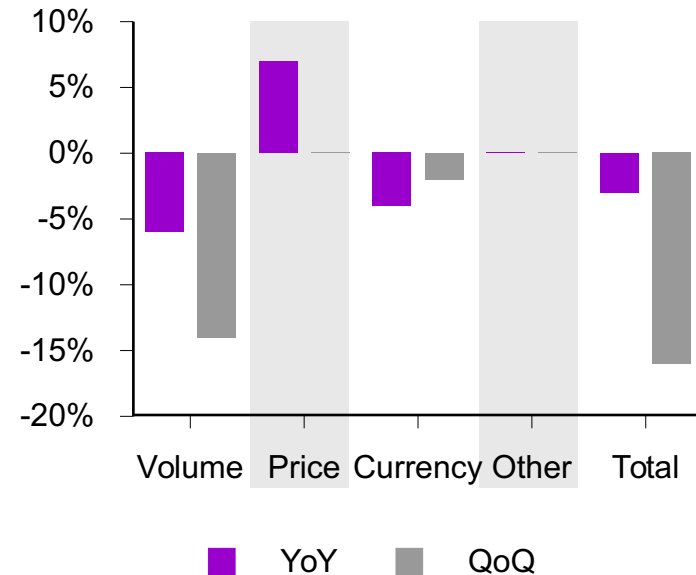
Q4 Performance



QoQ Segment income highlights

- Volume decline mainly due to normal fourth quarter seasonality in emulsion polymers
- Pricing consistent as product mix in EVA polymers offset slightly lower pricing in emulsion polymers on lower raw material costs

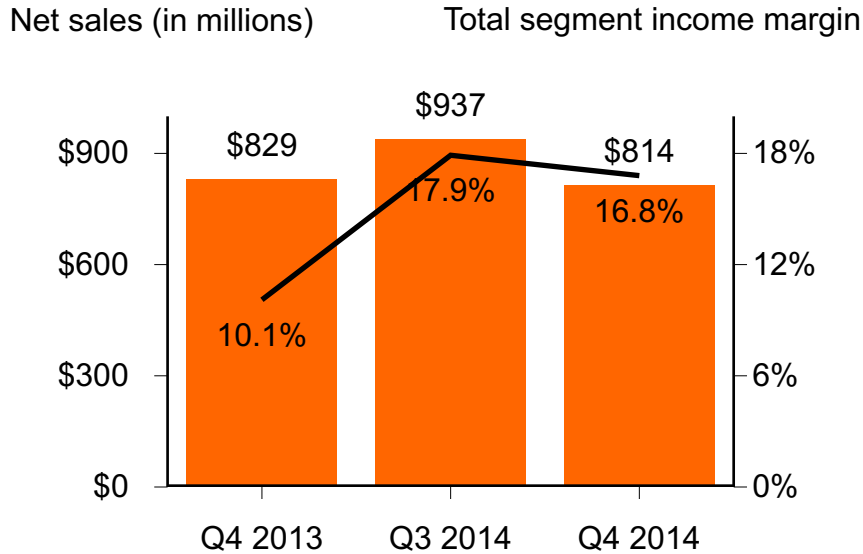
Factors Affecting Net Sales Changes



YoY Segment income highlights

- Pricing increase driven primarily by higher raw material costs, mainly VAM, in emulsion polymers
- Higher pricing did not completely offset higher raw material costs
- Volume decline due to softer demand and focused geographic strategy in EVA polymers

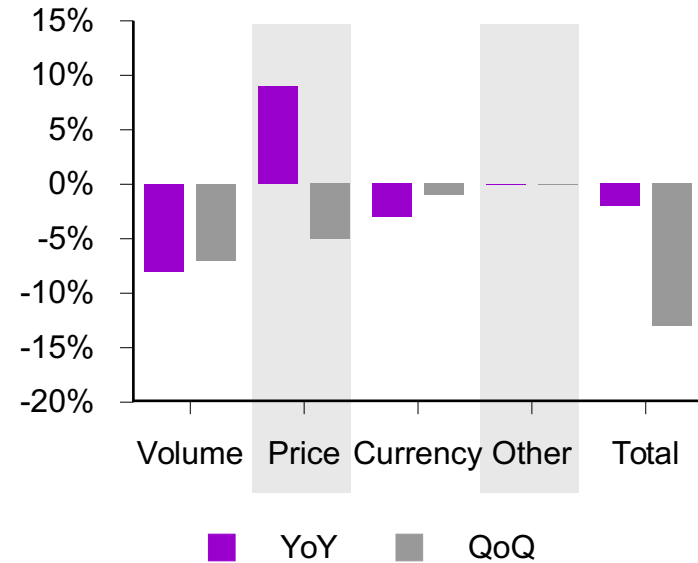
Q4 Performance



QoQ Segment income highlights

- Volume and pricing decline primarily driven by fewer industry outages in VAM
- Lower margin reflects lower volume and pricing

Factors Affecting Net Sales Changes



YoY Segment income highlights

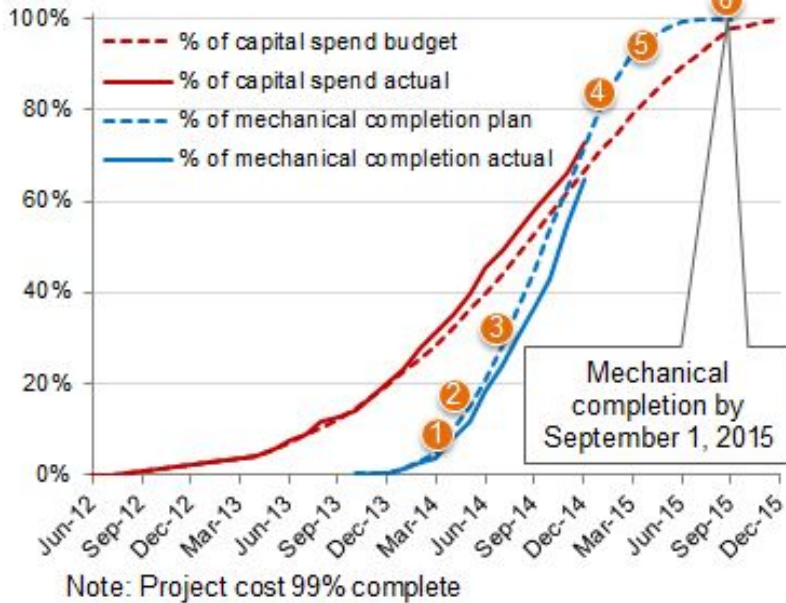
- VAM pricing increased due to productivity initiatives and unplanned industry outages
- Lower volume reflects increased flexibility in our business

Fairway: Clear Lake methanol project update, expected start-up October 1, 2015



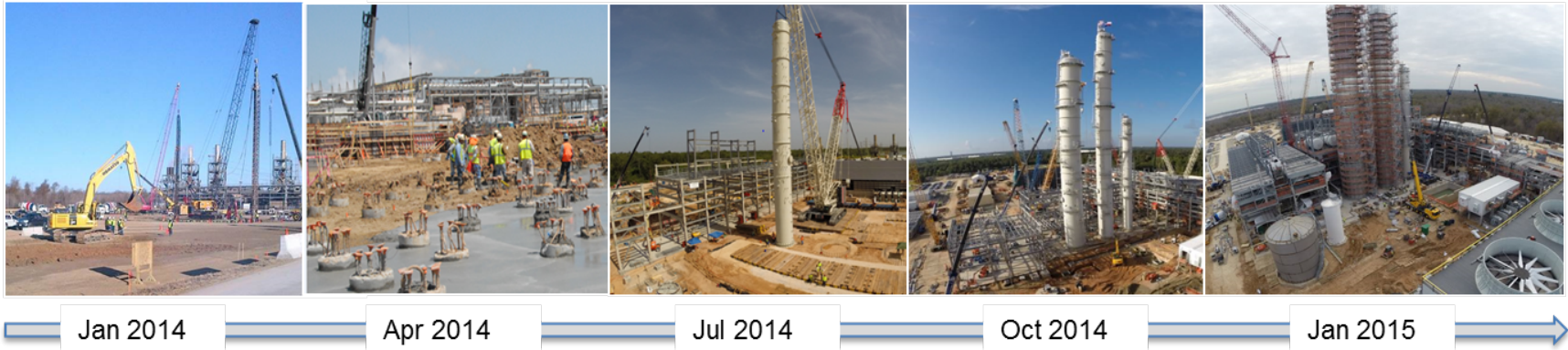
Status Update

- Working to pull project schedule forward
- All major equipment set
- Civil ~100% complete
- Steel ~70% complete
- Piping ~25% complete
- Electrical & Instrumentation ~30% complete



Milestone	Completion
① Start Steel Erection	On time
② Electrical & Instrumentation Contract	On time
③ Erect First Tower	On time
④ Control Building Complete	Q1 2015
⑤ Reformer Installation Complete	Q2 2015
⑥ Mechanical Completion	Q3 2015

Clear Lake Methanol Unit Progress



2015 Outlook: Expect adjusted EPS in the range of \$5.00 to \$5.50



Headwinds

Methanol

- Impact of ~\$0.40 to \$0.60 of adjusted EPS
- At current methanol and energy costs expect to be at the lower end of the range

Other

- Sharp decline in global oil pricing
 - Pressuring global GDP growth
 - Lower raw material costs
 - Trade flow changes
 - Lower global demand for bulk chemicals
- Sharp decline in euro: Adjusted EPS impact of ~\$0.03-\$0.04 per euro cent; Potential to offset a portion with second order effects
- Reduced tow purchases in 1H of 2015 due to excess tow inventory held by customers; ~\$0.30 adjusted EPS impact in 2015

Offsets

- Excess cash deployment ~\$0.15 adjusted EPS impact
- Pan-European operating structure ~\$0.20 of adjusted EPS impact
- Productivity initiatives ~\$0.15 adjusted EPS impact
- Strong growth in Engineered Materials (auto & medical)
- Unlock value in Acetyl Chain
- Emulsion polymers benefit from declining raw material costs
- Improved plant operations

Chris Jensen
Senior Vice President, Finance

Debt reduction

- Expect lower annual interest expense by \$30 million. Reduced total debt by \$200 million
 - Issued €300 million senior unsecured notes maturing in 2019 with an interest rate of 3.250%
 - Proceeds from the Euro 3.250% notes plus cash on hand used to redeem \$600 million 6.625% senior unsecured notes

Extended maturity

- Extended maturity of 96% of term loans and entire revolving credit facility to October 2018; also increased size of the revolving credit facility to \$900 million

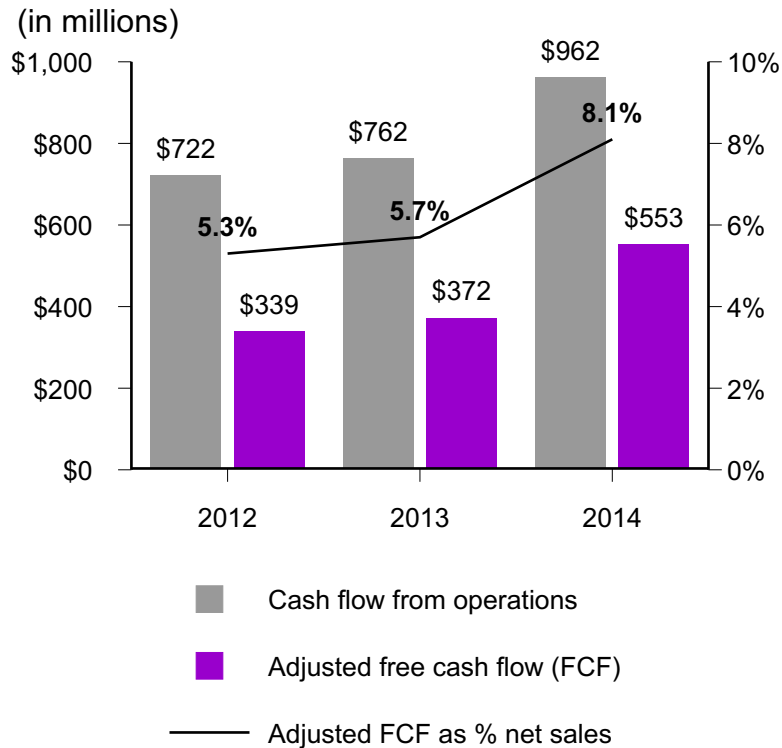
Pension

- Incremental contribution of \$100 million to US pension plan

Strong Cash Flow Generation



Adjusted Free Cash Flow

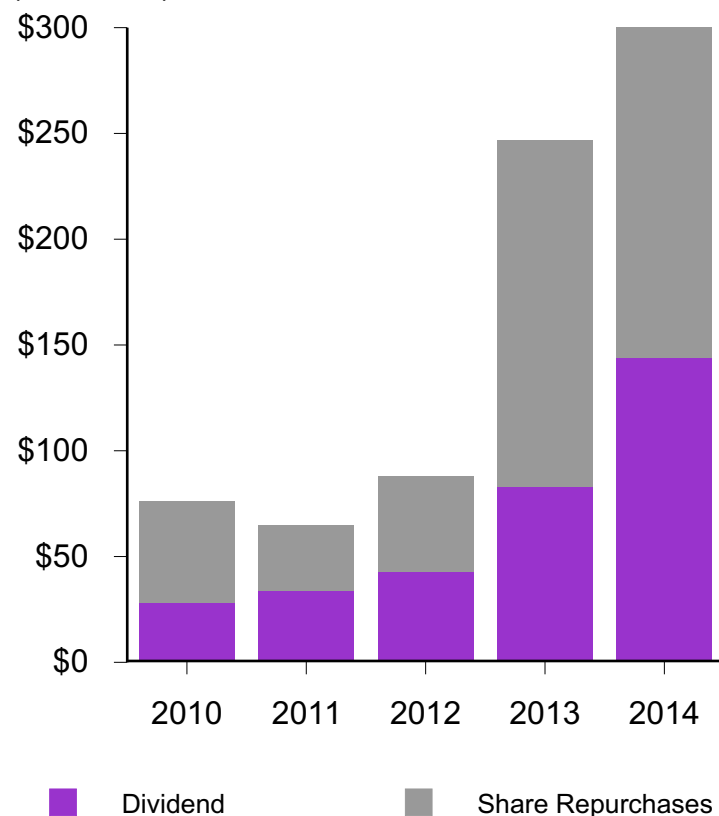


- Record operating cash flow and adjusted free cash flow, primarily driven by strong earnings
- Ended the year with ~\$800 million of cash
- Net capex of \$414 million in 2014

Continue to create value through our balance sheet

Dividend* Payout and Share Repurchases

(in millions)



Share Repurchases

- Deployed \$250 million to repurchase ~4.3 million shares in 2014
- Remaining share repurchase authorization of \$451 million
- Will continue to repurchase shares opportunistically

Dividend

- Paid \$144 million in dividends in 2014, a 73% increase compared to 2013
- Expect consistent pay out ratio

\$1.8 billion returned to shareholders since 2007 via dividends and share repurchases

*Based on dividends paid on common stock