



AVIENT CORPORATION

THIRD QUARTER 2023 RESULTS

(NYSE: AVNT)

NOVEMBER 2, 2023



DISCLAIMER

Forward-Looking Statements

Certain statements contained in or incorporated by reference into this presentation constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements give current expectations or forecasts of future events and are not guarantees of future performance. They are based on management’s expectations that involve a number of business risks and uncertainties, any of which could cause actual results to differ materially from those expressed in or implied by the forward-looking statements. You can identify these statements by the fact that they do not relate strictly to historic or current facts. They use words such as “will,” “anticipate,” “estimate,” “expect,” “project,” “intend,” “plan,” “believe” and other words and terms of similar meaning in connection with any discussion of future operating or financial condition, performance and/or sales. In particular, these include statements relating to future actions; prospective changes in raw material costs, product pricing or product demand; future performance; estimated capital expenditures; results of current and anticipated market conditions and market strategies; sales efforts; expenses; the outcome of contingencies such as legal proceedings and environmental liabilities; and financial results.

Factors that could cause actual results to differ materially from those implied by these forward-looking statements include, but are not limited to:

- Disruptions, uncertainty or volatility in the credit markets that could adversely impact the availability of credit already arranged and the availability and cost of credit in the future;
- The effect on foreign operations of currency fluctuations, tariffs and other political, economic and regulatory risks;
- Changes in laws and regulations regarding plastics in jurisdictions where we conduct business;
- Fluctuations in raw material prices, quality and supply, and in energy prices and supply;
- Production outages or material costs associated with scheduled or unscheduled maintenance programs;
- Unanticipated developments that could occur with respect to contingencies such as litigation and environmental matters;
- Our ability to achieve strategic objectives and successfully integrate acquisitions, including Avient Protective Materials (APM);
- An inability to raise or sustain prices for products or services;
- Our ability to pay regular quarterly cash dividends and the amounts and timing of any future dividends;
- Information systems failures and cyberattacks;
- Amounts for cash and non-cash charges related to restructuring plans that may differ from original estimates, including because of timing changes associated with the underlying actions; and
- Other factors affecting our business beyond our control, including without limitation, changes in the general economy, changes in interest rates, changes in the rate of inflation, any recessionary conditions, and terrorism or hostilities

Use of Non-GAAP Measures

This presentation includes the use of both GAAP (generally accepted accounting principles) and non-GAAP financial measures. The non-GAAP financial measures include: Adjusted Earnings Per Share, Adjusted EBITDA and Adjusted EBITDA Margin.

Avient’s chief operating decision maker uses these financial measures to monitor and evaluate the ongoing performance of Avient and each business segment and to allocate resources.

A reconciliation of each historical non-GAAP financial measure with the most directly comparable GAAP financial measure is attached to this presentation which is posted on our website at www.avient.com.

When showing constant dollar figures on GAAP and non-GAAP financial measures, the foreign exchange impact is calculated by using current foreign exchange rates and applying them to the prior period results.

Avient does not provide reconciliations of forward-looking non-GAAP financial measures, such as outlook for Adjusted EBITDA, Adjusted Earnings Per Share and Free Cash Flow to the most comparable GAAP financial measures on a forward-looking basis because Avient is unable to provide a meaningful or accurate calculation or estimation of reconciling items and the information is not available without unreasonable effort. This is due to the inherent difficulty of forecasting the timing and amount of certain items, such as, but not limited to, mark-to-market adjustments associated with benefit plans, environmental remediation costs, acquisition-related costs, and other non-routine costs. Each of such adjustments has not yet occurred, are out of Avient’s control and/or cannot be reasonably predicted. For the same reasons, Avient is unable to address the probable significance of the unavailable information.

Pro Forma Financial Information

The Company acquired Avient Protective Materials (“Dyneema”) on September 1, 2022 (the “Acquisition Date”) and sold the Distribution segment on November 1, 2022. To provide comparable results, the company references “pro forma” financial metrics, which include the business results of Avient Protective Materials for periods prior to the Acquisition Date, as if the transaction occurred on January 1, 2021 and reflect Distribution as a discontinued operation. Management believes this provides comparability of the performance of the combined businesses.

Unless otherwise stated, Adjusted EBITDA figures included in this presentation exclude the impact of special items as defined in our quarterly earnings releases. Additionally, Adjusted EPS excludes the impact of special items and amortization expense associated with intangible assets.

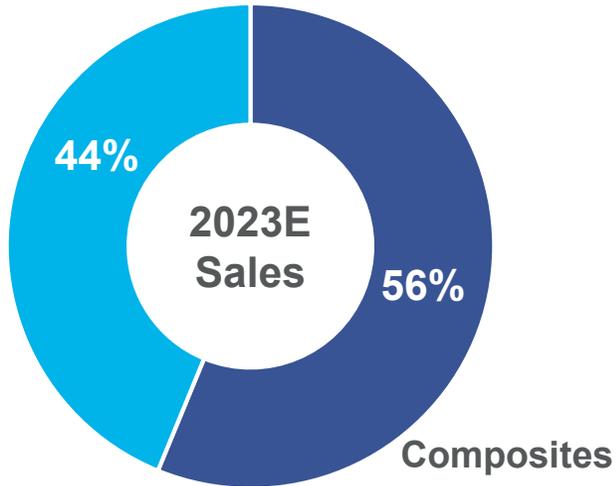
The background features a large, stylized white 'X' shape that divides the page into four quadrants. Each quadrant contains a different type of financial chart: the top-left shows a candlestick chart with a white upward-pointing triangle; the top-right shows a candlestick chart with a white downward-pointing triangle; the bottom-left shows a bar chart with white bars; and the bottom-right shows a candlestick chart with a white upward-pointing triangle. The charts are rendered in white and light blue lines on a dark blue background.

OPENING REMARKS

BOB PATTERSON
CHAIRMAN, PRESIDENT AND CEO

AVIENT PROTECTIVE MATERIALS FIRST YEAR

Composites as a % of SEM



Composites comprises over half of Specialty Engineered Materials, compared to 9% in 2016

Proven history of success in areas such as outdoor high performance, defense and sustainable solutions

Collaboration & Innovation



Complementary technologies and customer relationships offer opportunity to advance commercial strategy

Dyneema[®], the world's strongest fiber[™], to accelerate growth of sustainable, ultralight and high performance applications

People & Culture



Talented, passionate, and creative associates drive continued integration success and allow two cultures to come together as one Avient

AVIENT PROTECTIVE MATERIALS

CROSS SELLING OPPORTUNITIES



Lightweight Protective Laminates:
PROJECTILE PROTECTION
Dyneema® Fiber Solutions

Strength + Durability + Light-Weighting:
SOLID MOUNTING BRACKETS
Nymax™ Bergamid™ Complēt™ Engineered Materials

Color Consistency and Weatherability
CUSTOMIZED SPECIFICATIONS
Avient Color and Additive Solutions

Cushioning + Fit + Comfort:
LONG-TERM WEAR
reSound™ Versaflex™ Thermoplastic Elastomers

Antennae Performance
FAST, RELIABLE CONNECTIONS
PREPERM™ Low-Loss Dielectric Thermoplastics

Durability + Lubricity:
HELMET LATCHES
Lubri-One™ Internally Lubricated Polymers

Wired Connections
CONSTANT COMMUNICATION
Syncure™ Cross-linkable Wire & Cable Formulations

AVIENT PROTECTIVE MATERIALS

CROSS SELLING OPPORTUNITIES

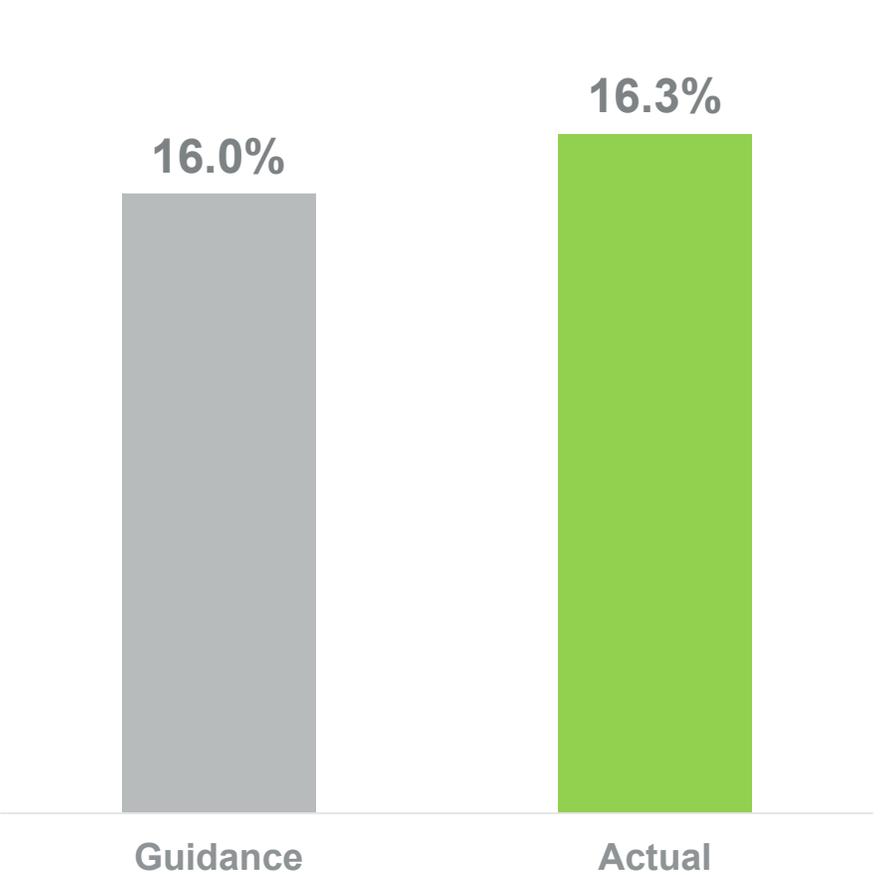




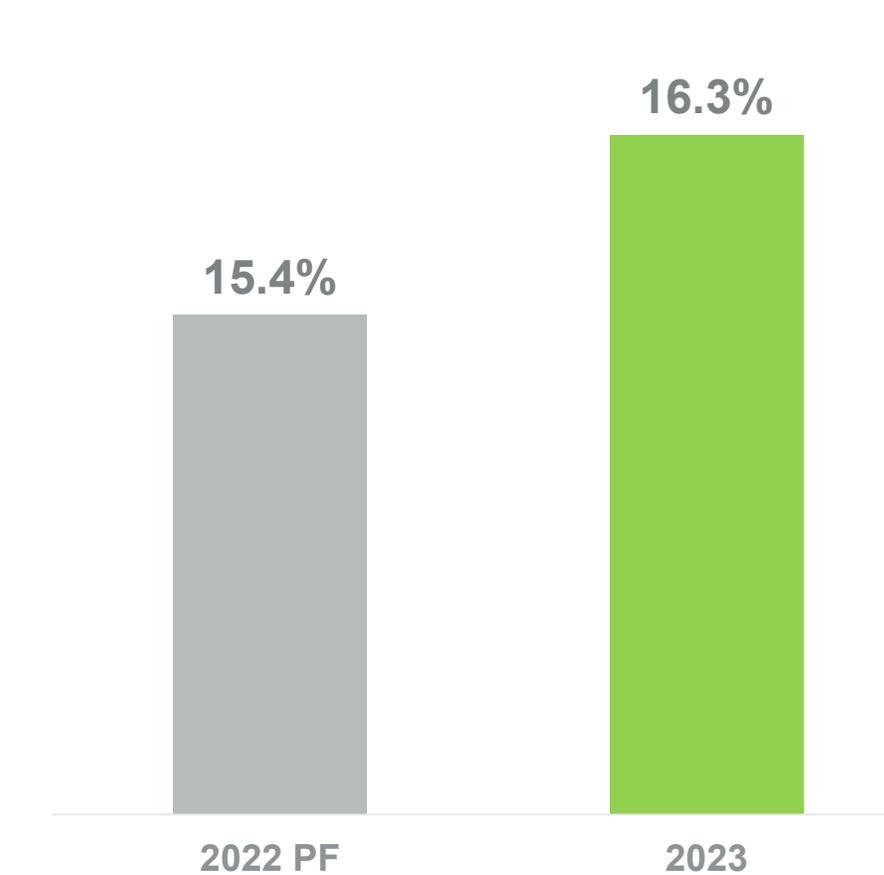
Q3 PERFORMANCE

Q3 2023 ADJ. EBITDA MARGIN PERFORMANCE

Results vs. Guidance

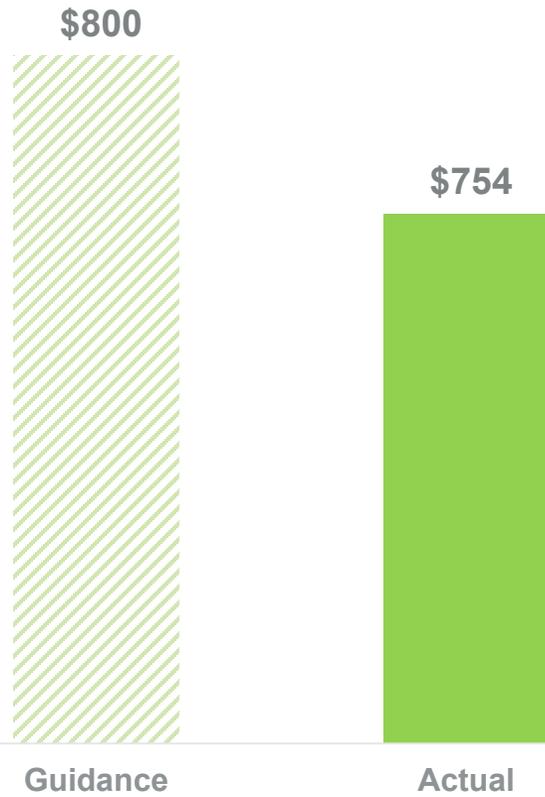


Results vs. Prior Year



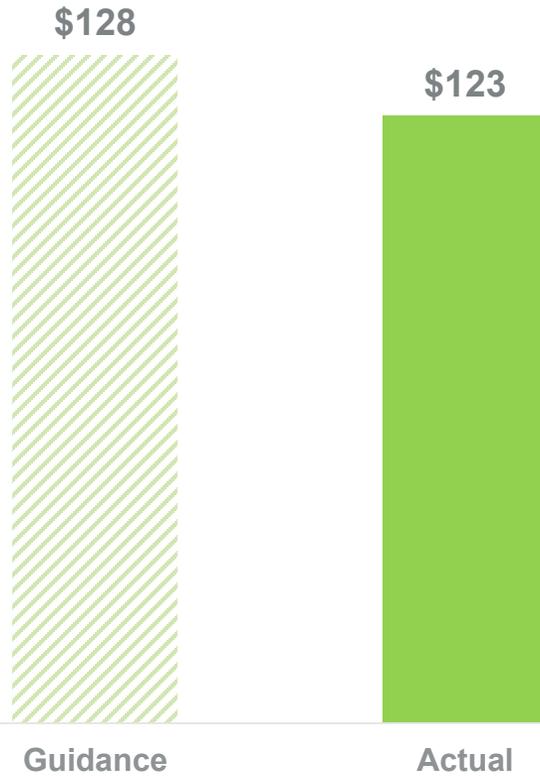
Q3 2023 PERFORMANCE VS. GUIDANCE

Sales



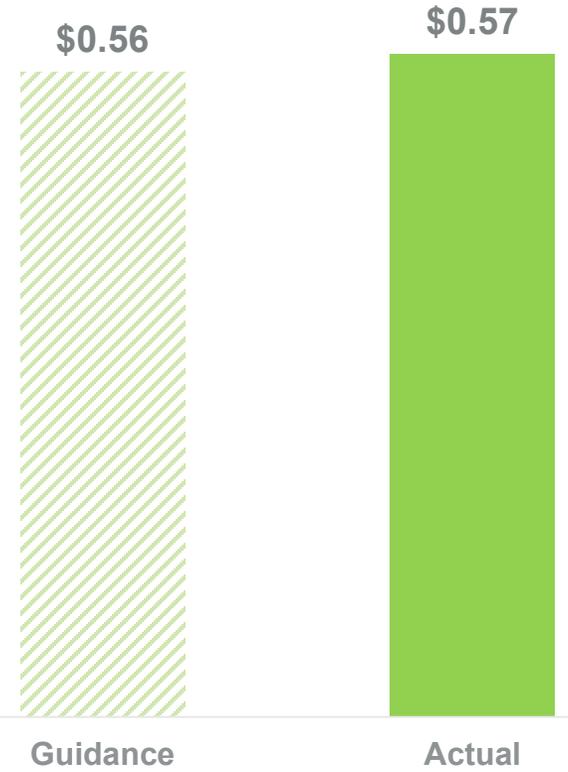
(in millions)

Adjusted EBITDA



(in millions)

Adjusted EPS



Q3 EBITDA BRIDGE

(\$ millions)	Adjusted EBITDA
Q3 2022 Pro Forma	\$ 137
Demand	(49)
<u>CAI:</u>	
Price / Mix	-
Deflation	22
<u>SEM:</u>	
Price / Mix	(6)
Deflation	13
Net Price Benefit	29
Cost Reductions	13
Wage Inflation	(8)
FX	1
Q3 2023 Actual	\$ 123

- Demand impacted by destocking and cautious customer sentiment
- Positive net price benefit:
 - CAI - Pricing flat and raw material deflation
 - SEM - Pricing flat with unfavorable mix related to healthcare, more than offset with raw material deflation
- Cost reductions driven by Clariant synergies and reduced administrative costs



2023 GUIDANCE

Q4 2023 GUIDANCE VS. PRIOR YEAR

Sales



Adjusted EBITDA

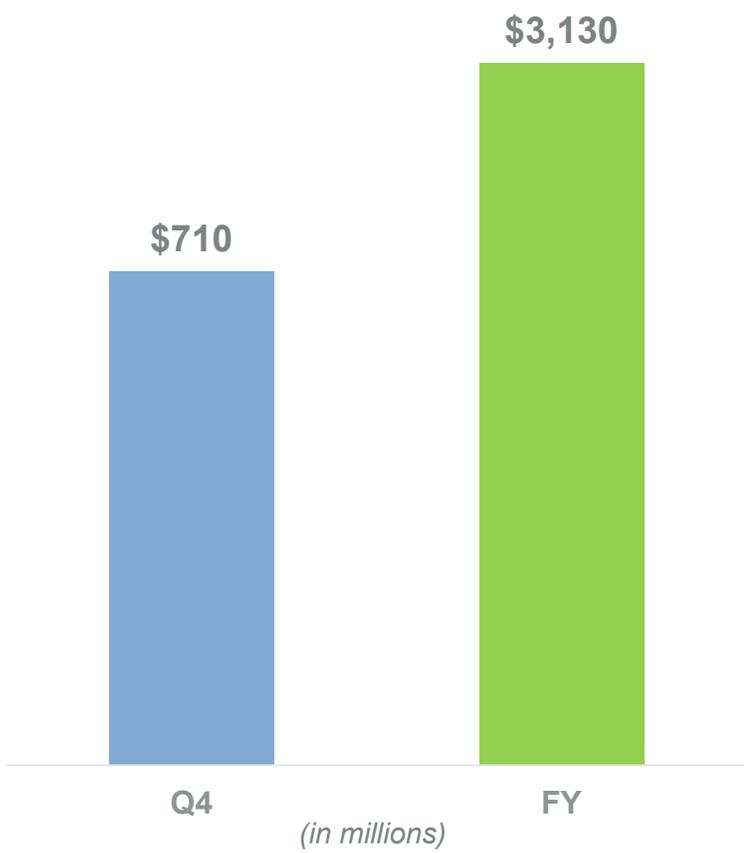


Adjusted EPS



Q4 AND FULL YEAR 2023 GUIDANCE

Sales



Adjusted EBITDA



Adjusted EPS

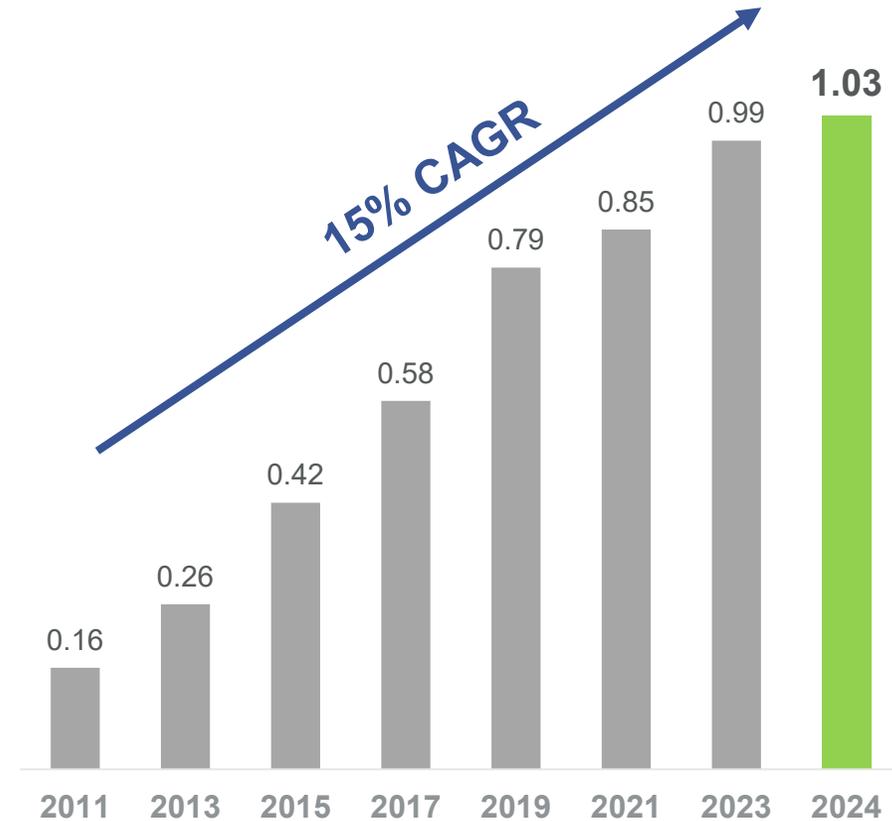


FREE CASH FLOW & INCREASED DIVIDEND

Guidance: Free Cash Flow



13th Consecutive Dividend Increase





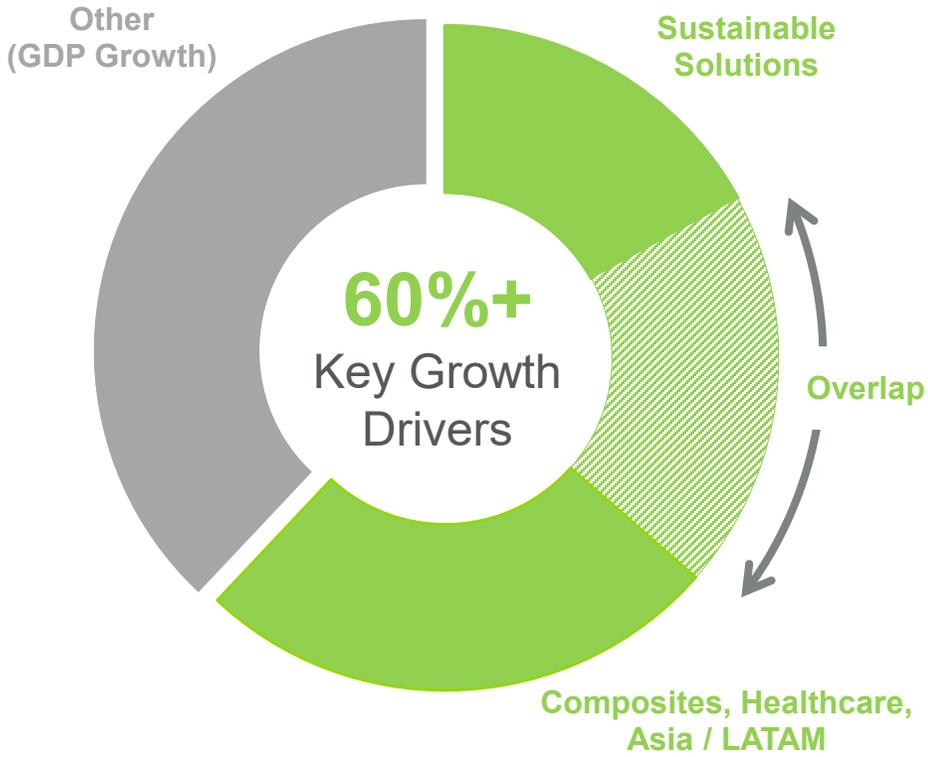
AVIENT™

SUSTAINABILITY DAY RECAP



LONG-TERM REVENUE GROWTH DRIVERS

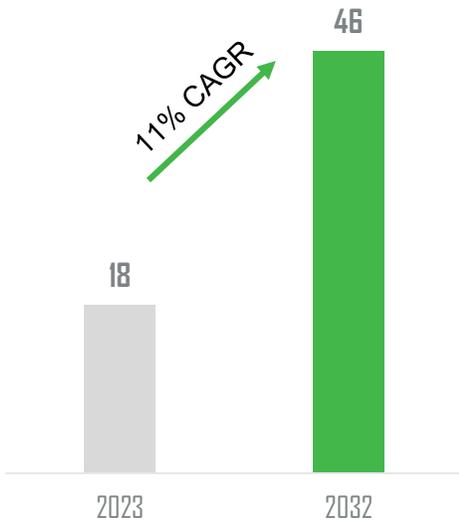
Total Company Revenue



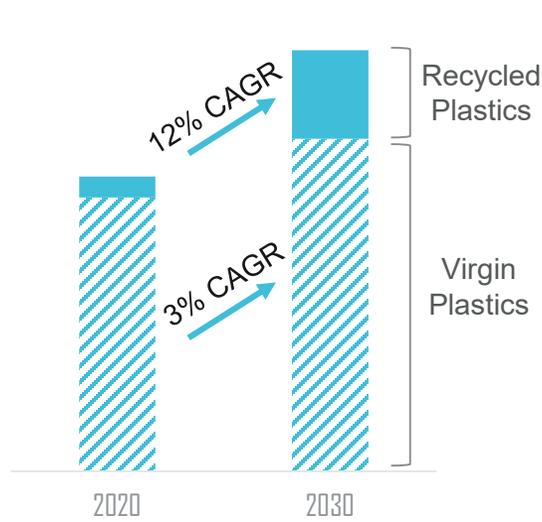
Growth Drivers	Long-Term Growth Rate
Sustainable Solutions	8–12%
Composites	8–10%
Healthcare	8–10%
Asia / LATAM	5%
Other (GDP growth)	0–2%
Avient	6%

SUSTAINABILITY TRENDS DRIVE LONG-TERM GROWTH

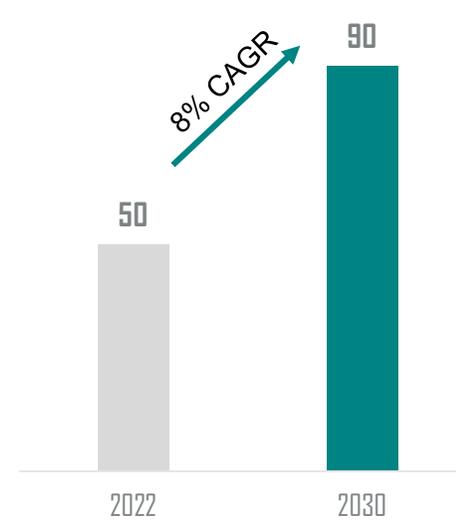
Global Offshore Annual Wind Installations
(in Gigawatts)



Growing Demand for Recycled Content



Medical Plastics Market Size
(in \$Billions)

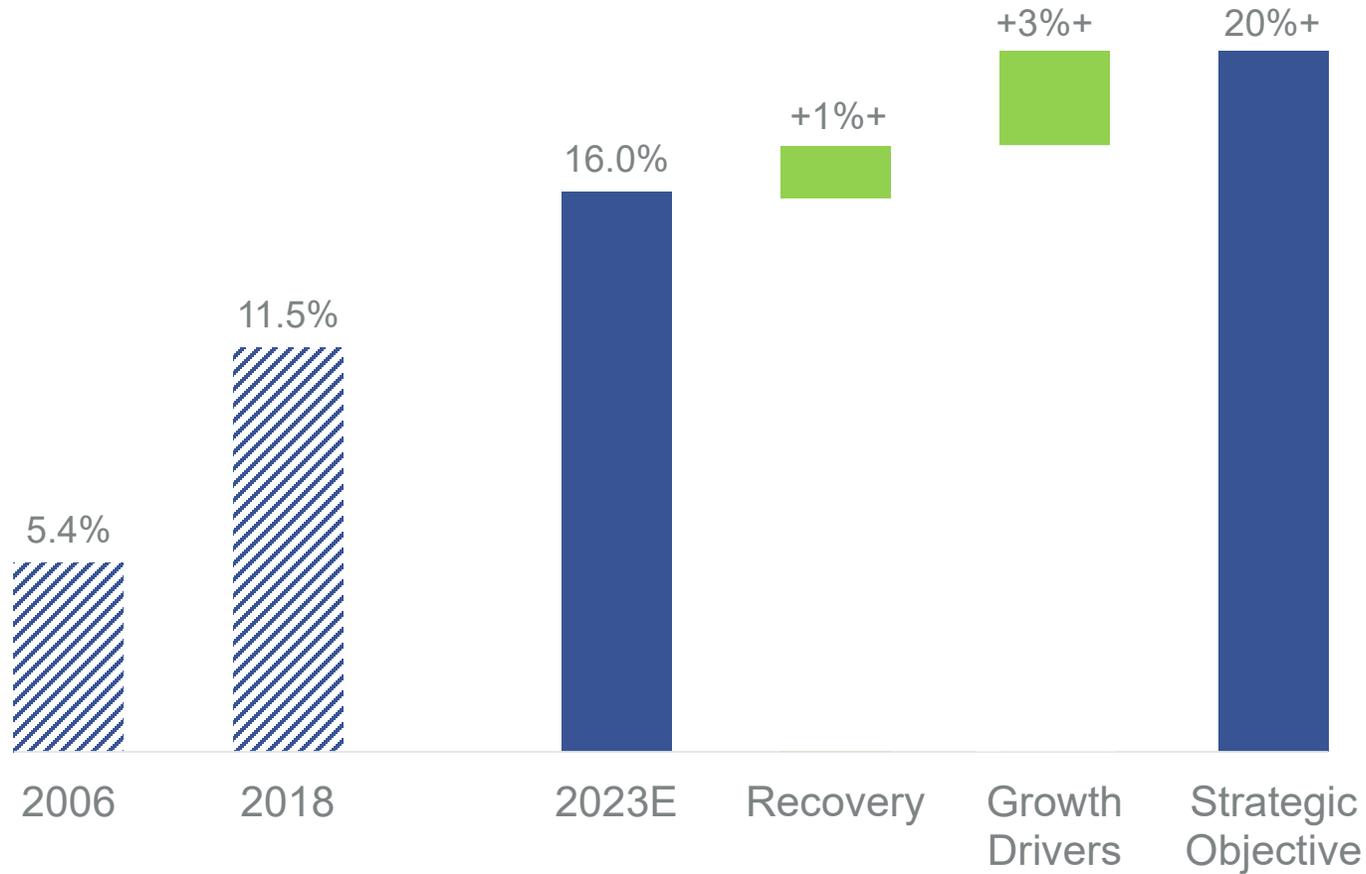


Avient Sustainable Solutions

8-12%
Long Term Growth



ADJUSTED EBITDA MARGIN EXPANSION



- Transformative acquisitions combined with divestitures of more cyclical businesses have improved margins over 400 bps since 2018
- 20% long-term margin goal to be driven by key growth drivers, with sustainable solutions playing a meaningful role

CREATING A WORLD-CLASS SUSTAINABLE ORGANIZATION

- **6% annualized long-term sales growth** leveraging sustainable solutions, composites, healthcare, and emerging regions
- Expand **EBITDA margins to 20%**
- Deliver **annual EBITDA** and **EPS growth** of **10%** and **15%**
- Maintain **asset-light**, 80% free cash flow conversion profile and be valued as a **specialty formulator**
- Continue fostering our **Great Place to Work®** culture





AVIENT™

**Reconciliation of Non-GAAP Financial Measures
(Unaudited)**

(Dollars in millions, except for per share data)

Senior management uses comparisons of adjusted net income from continuing operations attributable to Avient shareholders and diluted adjusted earnings per share (EPS) from continuing operations attributable to Avient shareholders, excluding special items, to assess performance and facilitate comparability of results. Senior management also uses operating income before special items to assess performance and allocate resources because senior management believes that these measures are useful in understanding current profitability levels and how it may serve as a basis for future performance. In addition, operating income before the effect of special items is a component of Avient's annual incentive plans and is used in debt covenant computations. We also monitor earnings (defined as net income from continuing operations) before interest, taxes, depreciation and amortization (EBITDA) and adjusted EBITDA (EBITDA before the impact of special items) as a supplement to our GAAP measures. EBITDA and Adjusted EBITDA are non-GAAP financial measures that management uses in evaluating operating performance. Further, as a result of Avient's portfolio shift to a pure play specialty formulator, it has completed several acquisitions and divestitures which have resulted in a significant amount of intangible asset amortization. Management excludes intangible asset amortization from adjusted EPS as it believes excluding acquired intangible asset amortization is a useful measure of current period earnings per share.

Senior management believes the measures described above are useful to investors because they allow for comparison to Avient's performance in prior periods without the effect of items that, by their nature, tend to obscure Avient's operating results due to the potential variability across periods based on timing, frequency and magnitude. The presentation of these non-GAAP measures is not intended to be considered in isolation from, as a substitute for, or as superior to, the financial information prepared and presented in accordance with U.S. GAAP. Non-GAAP financial measures have limitations as analytical tools and should not be considered in isolation from, or solely as alternatives to, financial measures prepared in accordance with GAAP. The presentation of these measures may be different from non-GAAP financial measures used by other companies.

A reconciliation of these measures to their most directly comparable GAAP measures is provided in the tables below.

Reconciliation to Condensed Consolidated Statements of Income:	Three Months Ended September 30, 2023		Three Months Ended September 30, 2022	
	\$	EPS	\$	EPS
Net income (loss) from continuing operations attributable to Avient shareholders	\$ 5.1	\$ 0.06	\$ (27.4)	\$ (0.30)
Special items, after tax	32.0	0.35	68.3	0.75
Amortization expense, after-tax	15.2	0.16	\$ 13.4	\$ 0.14
Adjusted net income / EPS	<u>\$ 52.3</u>	<u>\$ 0.57</u>	<u>\$ 54.3</u>	<u>\$ 0.59</u>

Reconciliation to EBITDA and Adjusted EBITDA:	Three Months Ended September 30,	
	2023	2022
Sales - GAAP	\$ 753.7	\$ 823.3
Pro Forma APM adjustments	—	60.7
Pro forma adjusted sales	<u>\$ 753.7</u>	<u>\$ 884.0</u>
Net income from continuing operations – GAAP	\$ 5.1	\$ (27.8)
Income tax (benefit) expense	(0.1)	(1.2)
Interest expense, net	30.3	37.3
Depreciation and amortization	46.4	39.8
EBITDA from continuing operations	<u>\$ 81.7</u>	<u>\$ 48.1</u>
Special items, before tax	43.2	82.0
Interest expense included in special items	(2.2)	(10.0)
Depreciation and amortization included in special items	—	(0.8)
Adjusted EBITDA	<u>\$ 122.7</u>	<u>\$ 119.3</u>
Pro forma APM adjustments	—	17.2
Pro forma adjusted EBITDA	<u>\$ 122.7</u>	<u>\$ 136.5</u>
Pro forma adjusted EBITDA as a % of sales	16.3 %	15.4 %

Reconciliation to EBITDA and Adjusted EBITDA:	Year Ended December 31,	
	2006	2018
Sales	\$ 2,622.4	\$ 3,533.4
Net income from continuing operations – GAAP	\$ 133.5	\$ 160.8
Income tax expense	29.7	36.4
Interest expense, net	63.1	62.8
Depreciation and amortization	57.1	91.5
EBITDA from continuing operations	\$ 283.4	\$ 351.5
Special items, before tax	(34.0)	59.5
Depreciation and amortization included in special items	—	(3.0)
JV - equity income	(107.0)	—
Adjusted EBITDA	\$ 142.4	\$ 408.0
Adjusted EBITDA as a % of sales	5.4 %	11.5 %

Reconciliation to EBITDA and Adjusted EBITDA:	Three Months Ended December 31, 2022
Net loss from continuing operations – GAAP	\$ (16.6)
Income tax benefit	(60.8)
Interest expense, net	49.4
Depreciation and amortization	48.6
EBITDA from continuing operations	\$ 20.6
Special items, before tax	104.3
Interest expense included in special items	(16.0)
Depreciation and amortization included in special items	(1.5)
Adjusted EBITDA	\$ 107.4

Reconciliation of Pro Forma Adjusted Earnings per Share:	Three Months Ended December 31, 2022
Net loss from continuing operations attributable to Avient shareholders	\$ (17.0)
Special items, after tax	38.3
Amortization expense, after-tax	14.6
Adjusted net income from continuing operations excluding special items	35.9
Pro forma adjustments*	2.5
Pro forma adjusted net income from continuing operations attributable to Avient shareholders	\$ 38.4
Weighted average diluted shares	91.7
Pro forma adjusted EPS - excluding special items pro forma for APM acquisition	\$ 0.42

* Pro forma adjustment to reflect APM results for the period before Avient ownership including the impacts of debt financing and paydown of debt with net proceeds from the Distribution sale.