



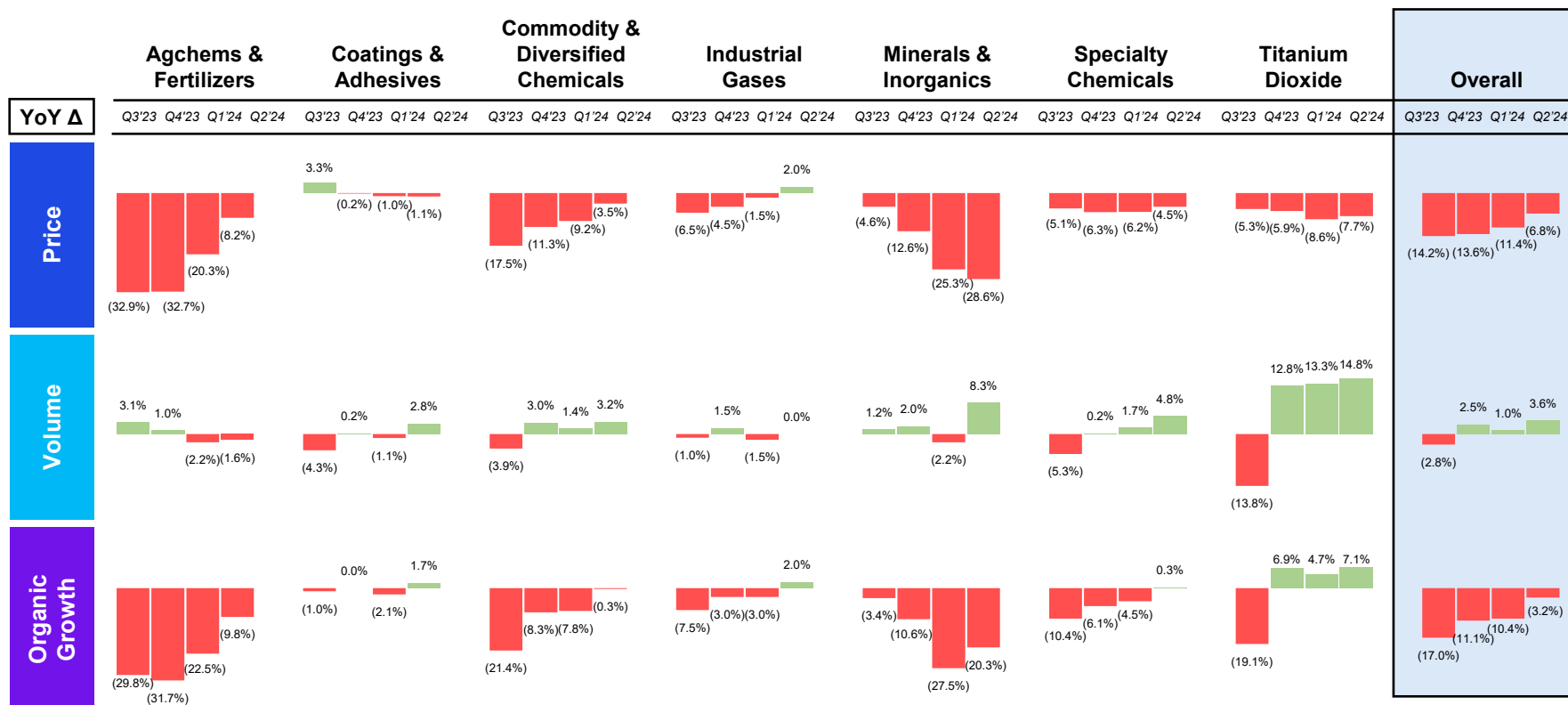
Chemicals & Specialty Materials

Q2 2024 Price & Volume Trends by Sub-sector



Chemicals & Specialty Materials Q2 2024 Earnings Summary

- Q2 2024 organic sales declined (3.2%) from Q2 2023
- This makes 6 straight quarters of declining year-over-year sales
- The pricing environment remains weak, although the rate of declines has moderated – a (6.8%) decline vs double digit price declines in the prior 3 quarters
- Volumes paint a more encouraging picture – up 3.6% – with every sub-sector showing improvement with the exception of Agchems & Fertilizers



Sources: Capital IQ, Company filings



Agchems & Fertilizers

- The Agchem & Fertilizer sub-sector continued to show weakness with organic sales declining by (9.8%) year-over-year
- Although prices decreased by (8.2%) over the prior year's comparable period, it was an improvement from the (20.3%) decline seen during Q1 2024
 - Natural gas curtailments in Egypt from late May to early July resulted in tightened global nitrogen supply-demand balance that helped push prices up when compared to the prior three quarters
 - Robust U.S. corn planting spurred strong urea and UAN demand, significantly absorbing imports
- Despite a (1.6%) decline in overall volumes, a resurgence in volume growth was observed in specific companies, including Corteva, FMC, Nutrien and Scotts Miracle-Gro
 - This growth, following a full year of destocking, was characterized by a rise in smaller orders to meet immediate demands, reflecting continued active inventory management by customers

Corn prices have been declining due to anticipated high production of corn in the United States and Brazil this year. As a result, the outlook for farm economics is softer compared to recent years. We have begun to see this ripple through different parts of the agricultural value chain. We don't expect to see a major impact for nitrogen given the non-discretionary nature of our products, but we may see changes in buyer behavior.

- Bert Frost, Executive Vice President of Sales, Market Development & Supply Chain, CF Industries

Geopolitical risk continues to represent a wildcard for the nitrogen fertilizer industry given the significant fertilizer production capacity residing in countries across the Middle East, North Africa and Russia. We continue to monitor developments in the Middle East that could impact energy and fertilizer markets, and we expect the remainder of 2024 and 2025 will likely be periods of higher than historical volatility of the business.

- Mark Pytosh, CEO, President & Director, CVR Partners

Sources: Capital IQ, Company filings



Agchems & Fertilizers (cont'd)

Company Name	Q3 2023 (YoY)			Q4 2023 (YoY)			Q1 2024 (YoY)			Q2 2024 (YoY)		
	Price	Volume	Total	Price	Volume	Total	Price	Volume	Total	Price	Volume	Total
CF Industries Holdings	(51.9%)	7.8%	(44.1%)	(50.6%)	10.9%	(39.7%)	(29.3%)	2.5%	(26.8%)	(10.2%)	(1.3%)	(11.5%)
Ammonia	(74.5%)	18.8%	(55.7%)	(58.7%)	20.3%	(38.4%)	(45.9%)	40.8%	(5.1%)	(15.1%)	(7.0%)	(22.1%)
Granular Urea	(31.9%)	(15.8%)	(47.7%)	(35.7%)	0.5%	(35.2%)	(15.9%)	(17.5%)	(33.4%)	(9.8%)	9.1%	(0.7%)
Urea Ammonium Nitrate (UAN)	(59.7%)	18.9%	(40.8%)	(57.7%)	7.2%	(50.5%)	(33.1%)	(3.1%)	(36.2%)	(9.9%)	(3.4%)	(13.3%)
Ammonium Nitrate (AN)	(50.8%)	14.1%	(36.7%)	(49.3%)	12.8%	(36.5%)	(32.6%)	4.3%	(28.3%)	2.0%	(7.9%)	(5.9%)
Diesel Exhaust Fluid, Urea Liquor and Nitric Acid	(41.4%)	11.1%	(30.3%)	(30.5%)	19.2%	(11.3%)	(17.0%)	(2.1%)	(19.1%)	(2.8%)	(0.5%)	(3.3%)
Corteva	1.6%	(14.8%)	(13.2%)	0.7%	(8.9%)	(8.2%)	2.0%	(8.6%)	(6.6%)	2.1%	0.4%	2.5%
Seed	14.0%	(12.0%)	2.0%	7.0%	(10.0%)	(3.0%)	6.0%	(1.0%)	5.0%	5.0%	(2.0%)	3.0%
Crop Protection	(4.0%)	(16.0%)	(20.0%)	(4.0%)	(8.0%)	(12.0%)	(3.0%)	(18.0%)	(21.0%)	(5.0%)	6.0%	1.0%
CVR Partners	(78.0%)	54.9%	(23.2%)	(61.1%)	24.4%	(36.7%)	(39.3%)	(4.7%)	(44.0%)	(14.9%)	(15.7%)	(30.6%)
Ammonia	(129.5%)	129.6%	0.1%	(66.6%)	27.3%	(39.3%)	(67.6%)	66.7%	(0.9%)	(14.4%)	(45.6%)	(60.0%)
Urea Ammonium Nitrate (UAN)	(68.3%)	40.7%	(27.6%)	(57.7%)	22.6%	(35.1%)	(32.9%)	(20.9%)	(53.8%)	(15.2%)	0.3%	(14.9%)
FMC Corporation	(3.0%)	(26.0%)	(29.0%)	(5.0%)	(25.0%)	(30.0%)	(4.0%)	(27.0%)	(31.0%)	(10.0%)	14.0%	4.0%
LSB Industries	(52.1%)	15.4%	(36.7%)	(48.0%)	2.7%	(45.3%)	(32.5%)	9.6%	(22.9%)	(4.2%)	(9.3%)	(13.5%)
Ammonium Nitrate (AN) & Nitric Acid	(23.7%)	(4.1%)	(27.8%)	(31.0%)	(21.0%)	(52.0%)	(23.0%)	5.0%	(18.0%)	(7.0%)	(8.9%)	(15.9%)
Urea Ammonium Nitrate (UAN)	(46.8%)	2.3%	(44.5%)	(52.0%)	22.0%	(30.0%)	(30.0%)	19.0%	(11.0%)	(4.7%)	9.1%	4.4%
Ammonia	(108.9%)	57.7%	(51.2%)	(62.0%)	13.0%	(49.0%)	(43.0%)	7.0%	(36.0%)	1.1%	(29.1%)	(28.0%)
Nutrien	(29.9%)	3.9%	(26.0%)	(55.7%)	18.4%	(37.3%)	(38.0%)	16.3%	(21.7%)	(16.3%)	0.2%	(16.1%)
Potash	(74.4%)	23.0%	(51.4%)	(69.8%)	26.2%	(43.6%)	(48.4%)	29.5%	(18.9%)	(30.4%)	5.3%	(25.1%)
Retail	Decrease	Increase	(12.3%)	Decrease	Increase	(14.3%)			(3.3%)			(11.5%)
Phosphate	(36.4%)	3.8%	(32.6%)	(31.6%)	41.8%	10.2%	(17.4%)	13.1%	(4.3%)	(7.6%)	(0.3%)	(7.9%)
Nitrogen	(46.5%)	(10.9%)	(57.4%)	(50.0%)	5.3%	(44.7%)	(37.0%)	6.4%	(30.6%)	(8.3%)	(4.0%)	(12.3%)
The Mosaic Company	(47.8%)	6.5%	(41.3%)	(39.1%)	4.2%	(34.9%)	(19.6%)	(7.0%)	(26.6%)	(12.5%)	(7.3%)	(19.8%)
Phosphates	(34.2%)	0.0%	(34.2%)	(23.5%)	0.0%	(23.5%)	(7.4%)	(9.2%)	(16.6%)	5.4%	(16.9%)	(11.5%)
Mosaic Fertilizantes	(43.5%)	10.7%	(32.8%)	(25.2%)	(12.0%)	(37.2%)	(16.5%)	(17.6%)	(34.1%)	(18.1%)	(7.9%)	(26.0%)
Potash	(62.9%)	4.8%	(58.1%)	(79.6%)	36.8%	(42.8%)	(42.9%)	11.7%	(31.2%)	(30.1%)	8.5%	(21.6%)
The Scotts Miracle-Gro Company	(2.0%)	(23.0%)	(25.0%)	(3.0%)	(19.0%)	(22.0%)	(1.9%)	1.5%	(0.4%)	0.8%	6.7%	7.5%
U.S. Consumer	(3.0%)	(30.0%)	(33.0%)	(4.0%)	(13.0%)	(17.0%)	(2.0%)	4.0%	2.0%	0.6%	10.4%	11.0%
Hawthorne	(1.0%)	(13.0%)	(14.0%)	(2.0%)	(38.0%)	(40.0%)	(4.0%)	(24.0%)	(28.0%)	2.7%	(30.1%)	(27.4%)
Agchems & Fertilizers Average	(32.9%)	3.1%	(29.8%)	(32.7%)	1.0%	(31.7%)	(20.3%)	(2.2%)	(22.5%)	(8.2%)	(1.6%)	(9.8%)

Note: Total organic revenue growth may reflect KPMG estimates based on availability of data

Sources: Capital IQ, Company filings



Coatings & Adhesives

- Another quarter where the Coatings & Adhesives sub-sector showed the least volatility and returned to modest organic revenue growth with sales up **1.7%**
 - The sub-sector reported an average decrease of **(1.1%)** in prices and an increase of **2.8%** in volumes
- The decline in prices was mainly driven by a **(3.4%)** decrease in the average selling price for H.B. Fuller Company
 - H.B. Fuller's index-based pricing agreements, affected by fluctuating raw material costs, led to lower pricing this quarter, negatively impacting revenue
- On volumes, Axalta showed strong improvement, driven by increased volume in North American building products, which signals a potential recovery in market activity for the industrial coatings sector

Company Name	Q3 2023 (YoY)			Q4 2023 (YoY)			Q1 2024 (YoY)			Q2 2024 (YoY)		
	Price	Volume	Total	Price	Volume	Total	Price	Volume	Total	Price	Volume	Total
Axalta Coating Systems	6.3%	(2.8%)	3.5%	0.9%	1.7%	2.6%	0.4%	(0.3%)	0.1%	0.1%	5.1%	5.2%
Performance Coatings	6.3%	(6.6%)	(0.3%)	3.2%	(1.8%)	1.4%	1.1%	(1.6%)	(0.5%)	0.3%	4.0%	4.3%
Mobility Coatings	6.2%	5.1%	11.3%	(3.6%)	8.7%	5.1%	(1.0%)	2.3%	1.3%	(0.1%)	7.2%	7.1%
H.B. Fuller Company	0.6%	(8.0%)	(7.4%)	(3.4%)	(0.1%)	(3.5%)	(3.3%)	(0.9%)	(4.2%)	(3.4%)	3.3%	(0.1%)
PPG Industries	3.0%	(2.0%)	1.0%	2.0%	(1.0%)	1.0%	0.0%	(2.0%)	(2.0%)	0.0%	0.0%	0.0%
Performance Coatings	3.0%	0.0%	3.0%	3.0%	(1.0%)	2.0%	1.0%	(3.0%)	(2.0%)	2.0%	0.0%	2.0%
Industrial Coatings	2.0%	(4.0%)	(2.0%)	0.0%	0.0%	0.0%	(2.0%)	(1.0%)	(3.0%)	(3.0%)	0.0%	(3.0%)
The Sherwin-Williams Company	+LSD%	-LSD%	Flat	Flat	Flat	Flat						
Paint Stores	+LSD%	Flat	+LSD%	Flat	+LSD%	+LSD%	+LSD%	Flat	Flat	+LSD%	+LSD%	+LSD%
Consumer Brands	+MSD%	-MSD%	-LSD%	Flat	-MSD%	-MSD%		-MSD%	-HSD%	+LSD%	-MSD%	Decrease
Performance Coatings	+LSD%	-HSD%	-MSD%	Flat	Decrease	Decrease	-LSD%	-LSD%	Decrease	-LSD%	+LSD%	
Coatings & Adhesives Average	3.3%	(4.3%)	(1.0%)	(0.2%)	0.2%	0.0%	(1.0%)	(1.1%)	(2.1%)	(1.1%)	2.8%	1.7%



If I look at Q3, I would say what we're seeing is a market that is a little bit more stable or soft. We see a little bit of softness in Europe, more a stable market in North America.

North America has been driven by some distributor consolidation, as I've said. In Europe, we see a little bit of destocking. But all in all, we still believe that we're going to have continued growth even in Q3 because all the elements of the plan are driving what we see as low single-digit growth in – even in Q3 with the softer market.

- Chrisan Villavarayan, President & CEO, Axalta Coating Systems

Note: Total organic revenue growth may reflect KPMG estimates based on availability of data
Sources: Capital IQ, Company filings



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Commodity & Diversified Chemicals

- In Q2 2024, Commodity & Diversified Chemicals organic sales were essentially flat compared to the prior year
 - The sub-sector reported an average (3.5%) decline in prices, which was mitigated by a 3.2% increase in volumes
- The pricing environment remains weak primarily due to oversupply, soft demand, global uncertainties, inventory adjustments and raw material cost volatility
- Volumes have increased due to encouraging rebound in demand for strategic, high-value applications like automotive and semiconductors, which have returned to more normalized levels and reconnected with underlying demand following an extended destocking cycle

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As we look ahead to the remainder of the year, we remain cautiously optimistic, and we will continue to manage our production and inventory levels to customer demand. While our order books remain solid, unusually wet and hot weather conditions in many parts of North America, combined with a recent slowdown in U.S. housing start and remodeling activity, could have an impact on our sales volume in the second half of 2024.

- James Chao, Executive Chairman of the Board, Westlake Corporation

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In the near term, we expect macro-dynamics to remain largely unchanged. While global manufacturing PMI has been positive since February 2024, the pace of the global economic recovery has decelerated slightly. This is primarily led by China, where economic growth in the second quarter was lower than the market expected. Overall, we continue to keep a close eye on the weight of inflation on the U.S. consumer, global interest rates and geopolitical tensions.

- Jeffrey Tate, CFO, Dow Inc.

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Sources: Capital IQ, Company filings



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Commodity & Diversified Chemicals (cont'd)

Company Name	Q3 2023 (YoY)			Q4 2023 (YoY)			Q1 2024 (YoY)			Q2 2024 (YoY)		
	Price	Volume	Total	Price	Volume	Total	Price	Volume	Total	Price	Volume	Total
AdvanSix	(32.0%)	(1.0%)	(33.0%)	(21.0%)	16.0%	(5.0%)	(9.0%)	(6.7%)	(15.7%)	0.5%	5.5%	6.0%
Cabot Corporation		Decrease	Decrease	(5.2%)	3.8%	(1.4%)	(6.1%)	5.1%	(1.0%)		6.0%	6.0%
Performance Chemicals	Decrease	Decrease	Decrease	(7.7%)	6.6%	(1.1%)	(7.7%)	3.1%	(4.6%)		10.1%	10.1%
Reinforcement Materials	Increase	(2.0%)	Increase	(4.2%)	2.5%	(1.7%)	(5.4%)	6.1%	0.7%	2.2%	4.0%	6.2%
Celanese Corporation	(16.0%)	1.7%	(14.3%)	(3.0%)	(3.0%)	(6.0%)	(5.0%)	(2.0%)	(7.0%)	(5.0%)	1.0%	(4.0%)
Engineered Materials	(12.0%)	(0.2%)	(12.2%)	(3.0%)	(5.0%)	(8.0%)	(2.0%)	(12.0%)	(14.0%)	(4.0%)	(2.0%)	(6.0%)
Acetyl Chain	(18.0%)	4.0%	(14.0%)	(3.0%)	0.0%	(3.0%)	(10.0%)	11.0%	1.0%	(6.0%)	4.0%	(2.0%)
Dow	(18.0%)	(6.0%)	(24.0%)	(13.0%)	2.0%	(11.0%)	(10.0%)	1.0%	(9.0%)	(4.0%)	1.0%	(3.0%)
Performance Materials & Coatings	(17.0%)	(3.0%)	(20.0%)	(12.0%)	3.0%	(9.0%)	(9.0%)	4.0%	(5.0%)	(4.0%)	7.0%	3.0%
Packaging & Specialty Plastics	(20.0%)	(7.0%)	(27.0%)	(11.0%)	3.0%	(8.0%)	(8.0%)	(3.0%)	(11.0%)	(4.0%)	(3.0%)	(7.0%)
Industrial Intermediates & Infrastructure	(17.0%)	(7.0%)	(24.0%)	(17.0%)	(2.0%)	(19.0%)	(14.0%)	4.0%	(10.0%)	(7.0%)	1.0%	(6.0%)
Eastman Chemical Company	(4.8%)	(11.9%)	(16.7%)	(5.0%)	(2.0%)	(7.0%)	(7.0%)	3.0%	(4.0%)	(4.0%)	6.0%	2.0%
Advanced Materials	1.0%	(17.0%)	(16.0%)	1.0%	(5.0%)	(4.0%)	(3.0%)	4.0%	1.0%	(4.0%)	12.0%	8.0%
Additives & Functional Products	(9.0%)	(18.0%)	(27.0%)	(10.0%)	(6.0%)	(16.0%)	(8.0%)	(1.0%)	(9.0%)	(4.0%)	0.0%	(4.0%)
Chemical Intermediates	(19.0%)	(2.0%)	(21.0%)	(16.0%)	7.0%	(9.0%)	(13.0%)	2.0%	(11.0%)	(6.0%)	6.0%	0.0%
Fibers	28.0%	2.0%	30.0%	13.0%	(4.0%)	9.0%	2.0%	7.0%	9.0%	1.0%	1.0%	2.0%
Huntsman Corporation	(11.6%)	(11.0%)	(22.6%)	(13.5%)	(1.7%)	(15.2%)	(14.4%)	5.6%	(8.8%)	(9.6%)	8.8%	(0.8%)
Polyurethanes	(14.0%)	(4.0%)	(18.0%)	(15.0%)	(1.0%)	(16.0%)	(16.0%)	9.0%	(7.0%)	(9.0%)	9.0%	0.0%
Performance Products	(12.0%)	(26.0%)	(38.0%)	(17.0%)	(1.0%)	(18.0%)	(17.0%)	4.0%	(13.0%)	(11.0%)	8.0%	(3.0%)
Advanced Materials	(2.0%)	(18.0%)	(20.0%)	(4.0%)	(5.0%)	(9.0%)	(6.0%)	(4.0%)	(10.0%)	(10.0%)	9.0%	(1.0%)
Methanex Corporation	(19.9%)	1.6%	(18.3%)	(14.8%)	8.1%	(6.7%)	(7.2%)	(4.8%)	(12.0%)	3.9%	(6.1%)	(2.2%)
Olin Corporation	Decrease	Decrease	Decrease	Decrease	Decrease	Decrease	Decrease		Decrease			Decrease
Chlor Alkali Products and Vinyls	Decrease	Decrease	Decrease	Decrease	Decrease	Decrease	Decrease	Decrease	Decrease	Decrease	Increase	Decrease
Epoxy	(23.4%)	(27.3%)	(50.7%)	Decrease	Decrease	Decrease	Decrease	Increase	Decrease	Decrease	Increase	Decrease
Winchester	Decrease	Decrease	Decrease	Decrease	Increase	Increase	Decrease	Increase	Increase	Decrease	Increase	Increase
Orion Engineered Carbons	(14.9%)	0.8%	(14.1%)	(5.4%)	6.7%	1.3%	(7.6%)	8.0%	0.4%	(0.3%)	4.3%	4.0%
Rubber Carbon Black	(12.5%)	(3.0%)	(15.5%)	(0.6%)	1.7%	1.1%	(4.5%)	2.5%	(2.0%)	2.7%	(2.0%)	0.7%
Specialty	(25.9%)	14.5%	(11.4%)	(15.9%)	17.6%	1.7%	(13.9%)	19.4%	5.5%	(6.6%)	17.4%	10.8%
Trinseo	(20.0%)	(8.0%)	(28.0%)	(10.0%)	(7.0%)	(17.0%)	(7.0%)	(3.0%)	(10.0%)	1.0%	(6.0%)	(5.0%)
Westlake Corporation	(20.2%)	(1.0%)	(21.2%)	(21.7%)	7.4%	(14.3%)	(19.0%)	8.0%	(11.0%)	(14.0%)	12.0%	(2.0%)
Performance and Essential Materials	(25.9%)	(1.4%)	(27.3%)	(26.5%)	6.1%	(20.4%)	(23.0%)	5.0%	(18.0%)	(16.0%)	11.0%	(5.0%)
Housing and Infrastructure Products	(7.9%)	(0.2%)	(8.1%)	(9.7%)	10.6%	0.9%	(10.0%)	14.0%	4.0%	(9.0%)	16.0%	7.0%
Commodity & Diversified Chemicals Average	(17.5%)	(3.9%)	(21.4%)	(11.3%)	3.0%	(8.3%)	(9.2%)	1.4%	(7.8%)	(3.5%)	3.2%	(0.3%)

Note: Total organic revenue growth may reflect KPMG estimates based on availability of data

Sources: Capital IQ, Company filings



Industrial Gases

- In Q2 2024, the Industrial Gases sub-sector experienced an average organic revenue increase of 2.0% year-over-year
- The sub-sector saw an average increase of 2.0% in prices while volumes remained flat
- Air Products' volumes were unchanged from a year ago – lower demand for merchant products was partly offset by strong demand for hydrogen
 - The company did see a 1.0% improvement in overall price, driven by lower power costs, particularly in the Americas
- Similarly, Linde's volumes were unchanged year-over-year, but the company did see sequential volume growth in certain regions
 - Price increase across product lines was largely in response to inflationary pressures and cost increases

Company Name	Q3 2023 (YoY)			Q4 2023 (YoY)			Q1 2024 (YoY)			Q2 2024 (YoY)		
	Price	Volume	Total	Price	Volume	Total	Price	Volume	Total	Price	Volume	Total
Air Products and Chemicals	(12.0%)	0.0%	(12.0%)	(10.0%)	3.0%	(7.0%)	(5.0%)	(2.0%)	(7.0%)	1.0%	0.0%	1.0%
Linde	(1.0%)	(2.0%)	(3.0%)	1.0%	0.0%	1.0%	2.0%	(1.0%)	1.0%	3.0%	0.0%	3.0%
Industrial Gases Average	(6.5%)	(1.0%)	(7.5%)	(4.5%)	1.5%	(3.0%)	(1.5%)	(1.5%)	(3.0%)	2.0%	0.0%	2.0%



On a macro basis, I'm always an optimist, and I'm generally optimistic. I think the U.S. economy has proven everybody wrong. It is moving stronger than quite honestly, we expected. Our on-site volumes, especially hydrogen is very strong in the U.S. and the merchant business is doing fine. So, for the U.S., I feel very comfortable going into 2025, unless something significantly unexpected happens with the interest rates.

And with the election, we all know what you expect. It's either one or the other. So, I don't think that will change things that much. Then with respect to Europe, Europe is holding up relatively well. We have been successful in holding on to the price increases that is making sure that we have good margins there.

- Seifollah Ghasemi, Chairman, President & CEO, Linde



Note: Total organic revenue growth may reflect KPMG estimates based on availability of data
Sources: Capital IQ, Company filings



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Minerals & Inorganics

- In Q2 2024, the Minerals & Inorganics sub-sector experienced an average organic sales decline of **(20.3%)**
 - The sub-sector reported an average decline of **(28.6%)** in prices while volumes increased by **8.3%**
- Decline in prices was largely attributed to a **(69.1%)** downturn experienced by Albemarle Corporation across its various business segments
 - Lithium prices have fallen due to oversupply, exacerbated by increased production, particularly in China, where non-integrated producers are struggling against lower-cost integrated producers
- Albemarle Corporation also contributed significantly to an overall increase in volumes across the sub-sector, with its various business segments reporting an average volume increase of **(30.3%)**
 - The energy storage segment witnessed a notable **(37.0%)** year-over-year increase, driven by the ramp-up of projects and heightened demand for energy storage solutions

Company Name	Q3 2023 (YoY)			Q4 2023 (YoY)			Q1 2024 (YoY)			Q2 2024 (YoY)		
	Price	Volume	Total	Price	Volume	Total	Price	Volume	Total	Price	Volume	Total
Albemarle Corporation	(13.6%)	25.8%	12.2%	(39.5%)	29.5%	(10.0%)	(70.0%)	23.2%	(46.8%)	(69.1%)	30.3%	(38.8%)
Energy Storage	(17.5%)	40.3%	22.8%	(50.0%)	35.0%	(15.0%)	(89.0%)	31.0%	(58.0%)	(89.0%)	37.0%	(52.0%)
Specialties	(13.2%)	(7.3%)	(20.5%)	(15.0%)	(2.0%)	(17.0%)	(19.0%)	(6.0%)	(25.0%)	(18.0%)	9.0%	(9.0%)
Ketjen	8.4%	1.0%	9.4%	7.0%	37.0%	44.0%	2.0%	10.0%	12.0%	(1.0%)	14.0%	13.0%
Compass Minerals International	1.4%	(11.4%)	(10.0%)	5.3%	(8.7%)	(3.4%)	6.2%	(15.9%)	(9.7%)	Yet to report		
Plant Nutrition	(21.1%)	(17.7%)	(38.8%)	(29.0%)	67.0%	38.0%	(15.0%)	23.0%	8.0%	Yet to report		
Salt	8.3%	(9.4%)	(1.1%)	10.0%	(19.0%)	(9.0%)	9.0%	(21.0%)	(12.0%)	Yet to report		
Minerals Technologies	+LSD%	Decrease	Flat	+LSD%	Increase	3.0%			(2.0%)	Increase	Decrease	
U.S. Silica Holdings	(1.5%)	(10.9%)	(12.4%)	(3.7%)	(14.9%)	(18.6%)	(12.3%)	(14.0%)	(26.3%)	(16.6%)	(5.4%)	(22.0%)
Oil & Gas Proppants	(2.7%)	(10.7%)	(13.4%)	(8.2%)	(18.5%)	(26.7%)	(16.5%)	(22.4%)	(38.9%)	(21.4%)	(15.2%)	(36.6%)
Industrial & Specialty Products	0.8%	(11.3%)	(10.5%)	5.0%	(7.7%)	(2.7%)	(3.3%)	3.7%	0.4%	(7.8%)	12.5%	4.7%
Minerals & Inorganics Average	(4.6%)	1.2%	(3.4%)	(12.6%)	2.0%	(10.6%)	(25.3%)	(2.2%)	(27.5%)	(28.6%)	8.3%	(20.3%)

On the demand side, EV registrations are up more than 20% year-to-date through June, led by strong growth in China. However, the pace of growth in Europe and the U.S. has moderated substantially versus the industry's expectations. Across the value chain, we are seeing meaningful mix shifts. First, stronger growth in plug-in hybrid sales, which has translated to smaller batteries with less lithium per vehicle. And second, we see a continuation in the trend towards more carbonate-based batteries. Both of these developments are still positive for overall long-term lithium demand, however, they highlight the shifting nature of this value chain as it develops and matures.

- Kent Masters, CEO, Albemarle Corporation

Note: Total organic revenue growth may reflect KPMG estimates based on availability of data

Sources: Capital IQ, Company filings



Specialty Chemicals

- Overall organic sales in the Specialty Chemicals sub-sector were flat year-over-year
 - As in other sub-sectors, pricing remains weak, down (4.5%) while volumes increased by 4.8%
- Market softness, competitive pressures, raw material cost fluctuations and sector-specific demand challenges influenced pricing strategies, leading to price adjustments across companies
- While average price decreased for almost all of the companies in the sub-sector, the uptick in average volume was more pronounced for some
 - Volumes for Innospec improved on account of strong demand from end-markets, while Ecovyst witnessed strong demand across all business units

Company Name	Q3 2023 (YoY)			Q4 2023 (YoY)			Q1 2024 (YoY)			Q2 2024 (YoY)		
	Price	Volume	Total	Price	Volume	Total	Price	Volume	Total	Price	Volume	Total
Ashland	Increase	Decrease	Decrease	Flat	Decrease	(10.0%)	Decrease	Increase	Decrease	Decrease	Increase	Decrease
DuPont de Nemours	0.0%	(10.0%)	(10.0%)	(1.0%)	(9.0%)	(10.0%)	(1.0%)	(5.0%)	(6.0%)	(2.0%)	2.0%	0.0%
Electronics & Industrial	(1.0%)	(12.0%)	(13.0%)	(2.0%)	(5.0%)	(7.0%)	(1.0%)	(1.0%)	(2.0%)	(2.0%)	10.0%	8.0%
Water & Protection	1.0%	(9.0%)	(8.0%)	0.0%	(15.0%)	(15.0%)	0.0%	(10.0%)	(10.0%)	(2.0%)	(4.0%)	(6.0%)
Ecolab	7.0%	0.0%	7.0%	5.0%	1.0%	6.0%	3.0%	2.0%	5.0%	3.0%	1.0%	4.0%
Ecovyst	(16.1%)	(9.7%)	(25.8%)	(11.3%)	5.5%	(5.8%)	(10.0%)	9.8%	(0.2%)	(9.1%)	8.4%	(0.7%)
Ecoservices	(19.8%)	(4.8%)	(24.6%)	(16.6%)	5.1%	(11.5%)	(12.0%)	14.8%	2.8%	(10.8%)	8.1%	(2.7%)
Advanced Silicas	4.1%	(36.1%)	(32.0%)	26.1%	7.8%	33.9%	0.7%	(18.9%)	(18.2%)	0.8%	10.4%	11.2%
Innospec	(7.3%)	0.8%	(6.5%)	(5.4%)	1.7%	(3.7%)	(6.4%)	3.1%	(3.3%)	(6.8%)	14.1%	7.3%
Performance Chemicals	(19.0%)	7.0%	(12.0%)	(14.0%)	6.0%	(8.0%)	(14.0%)	13.0%	(1.0%)	(11.0%)	29.0%	18.0%
Fuel Specialties	(4.0%)	(4.0%)	(8.0%)	(4.0%)	0.0%	(4.0%)	(6.0%)	(2.0%)	(8.0%)	(12.0%)	20.0%	8.0%
Oilfield Services									(3.0%)			(45.0%)
Quaker Chemical Corporation	2.0%	(4.0%)	(2.0%)	(4.0%)	(1.0%)	(5.0%)	(5.0%)	(1.0%)	(6.0%)	(4.0%)	(1.0%)	(5.0%)
Stepan Company	(16.0%)	(9.0%)	(25.0%)	(21.0%)	3.0%	(18.0%)	(18.0%)	1.0%	(17.0%)	(8.0%)	4.0%	(4.0%)
Polymers	(12.0%)	(12.0%)	(24.0%)	(15.0%)	10.0%	(5.0%)	(14.0%)	1.0%	(13.0%)	(6.0%)	2.0%	(4.0%)
Surfactants	(17.0%)	(7.0%)	(24.0%)	(22.0%)	1.0%	(21.0%)	(18.0%)	0.0%	(18.0%)	(8.0%)	5.0%	(3.0%)
Specialty Products	(8.0%)	(28.0%)	(36.0%)	(10.0%)	(27.0%)	(37.0%)		11.0%	(33.0%)	(27.0%)	(2.0%)	(29.0%)
Specialty Chemicals Average	(5.1%)	(5.3%)	(10.4%)	(6.3%)	0.2%	(6.1%)	(6.2%)	1.7%	(4.5%)	(4.5%)	4.8%	0.3%

We are seeing North America and Europe were a little bit – we expected it to be a little bit stronger. It has not materialized. It's growing, but not to the degree we thought of a market recovery. That could change depending on what happens with interest rates and the residential housing and those kinds of trends.

- Guillermo Novo, Chairman and CEO, Ashland Inc.

Note: Total organic revenue growth may reflect KPMG estimates based on availability of data

Sources: Capital IQ, Company filings



Titanium Dioxide

- The TiO2 sub-sector continued to show signs of recovery with average organic sales up **7.1%** year-over-year
- Mirroring the previous three quarters, prices in the sector continued to face downward pressure, declining by **(7.7%)** year-over-year
 - The price decline was primarily influenced by soft market dynamics
- Once again, TiO2 volumes more than made up for the price declines – rising by **14.8%**
 - The surge in TiO2 volumes was driven by robust demand across all key markets

Company Name	Q3 2023 (YoY)			Q4 2023 (YoY)			Q1 2024 (YoY)			Q2 2024 (YoY)		
	Price	Volume	Total	Price	Volume	Total	Price	Volume	Total	Price	Volume	Total
The Chemours Company	(1.2%)	(14.6%)	(15.8%)	(0.7%)	2.7%	2.0%	(4.9%)	(6.6%)	(11.4%)	(6.0%)	1.0%	(5.0%)
Titanium Technologies	(3.0%)	(18.0%)	(21.0%)	(6.0%)	12.0%	6.0%	(7.0%)	0.0%	(7.0%)	(7.0%)	3.0%	(4.0%)
Thermal & Specialized Solutions	(1.0%)	5.0%	4.0%	6.0%	10.0%	16.0%	(2.0%)	(6.0%)	(8.0%)	(4.0%)	2.0%	(2.0%)
Advanced Performance Materials	2.0%	(26.0%)	(24.0%)	2.0%	(18.0%)	(16.0%)	(5.0%)	(18.0%)	(23.0%)	(7.0%)	(4.0%)	(11.0%)
Kronos Worldwide	(8.0%)	(6.0%)	(14.0%)	(11.0%)	29.0%	18.0%	(11.0%)	28.0%	17.0%	(8.0%)	29.0%	21.0%
Tronox Holdings	(6.6%)	(20.8%)	(27.4%)	(6.0%)	6.7%	0.7%	(10.0%)	18.6%	8.6%	(8.9%)	14.4%	5.5%
TiO2	(5.0%)	(14.0%)	(19.0%)	(6.0%)	14.0%	8.0%	(10.0%)	18.0%	8.0%	(8.0%)	16.0%	8.0%
Zircon	(3.0%)	(71.0%)	(74.0%)	(11.0%)	(26.0%)	(37.0%)	(21.0%)	43.0%	22.0%	(15.0%)	4.0%	(11.0%)
Titanium Dioxide Average	(5.3%)	(13.8%)	(19.1%)	(5.9%)	12.8%	6.9%	(8.6%)	13.3%	4.7%	(7.7%)	14.8%	7.1%



...what I would say is we see stable demand. And actually, going into the third quarter, we could have sold more. And we believe we could have sold similar sales as we did in the third quarter of '23. We definitely see – the bottom is here. We have confidence with the potential for a Fed interest rate cut in September, and we think that's going to bring some real confidence to consumers as we end the year.

We don't see a major catalyst right now. But as I said, the potential interest rate drop, also the tariffs in Europe are also going to help us as well. There is a lot of inventory that was imported ahead of those, but we definitely see as we end the year, we're going to start seeing some momentum in Europe as well.

- Denise Dignam, President, CEO & Director, The Chemours Company



Note: Total organic revenue growth may reflect KPMG estimates based on availability of data
Sources: Capital IQ, Company filings



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Summary

- Depressingly, we have just seen another quarter (the 6th in a row) of negative year-over-year organic sales growth
- Clearly, the pricing environment remains weak across the board, however, volume momentum paints a more encouraging picture with a lot more "green" in the volume column than we've been used to of late
 - Six of the seven sub-sectors in our study saw volumes that were flat to modestly higher than a year ago
- Industry executives, in their public and private comments, express cautious optimism about the rest of 2024 and beyond
 - While there's no identified catalyst for a return to significant growth, there is hope that improving consumer confidence and a potential round of interest rate cuts, could go a long way to improving demand
- While this recovery / return to growth has taken far longer than anticipated, we are increasingly confident that the worst is behind us



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A note on our methodology:

1) *Organic Growth = Δ in Volume (%) + Δ in Price (%)*

2) *The total change in price and volume for a company is determined by calculating the weighted average of these changes across all company segments to ensure that the overall impact is proportionately reflected, considering the sales contribution of each segment*

3) *Most companies in the study report sales growth by a price and volume effect while others also include FX and / or M&A impacts as well. For our study, we have ignored the impact of FX and / or M&A*



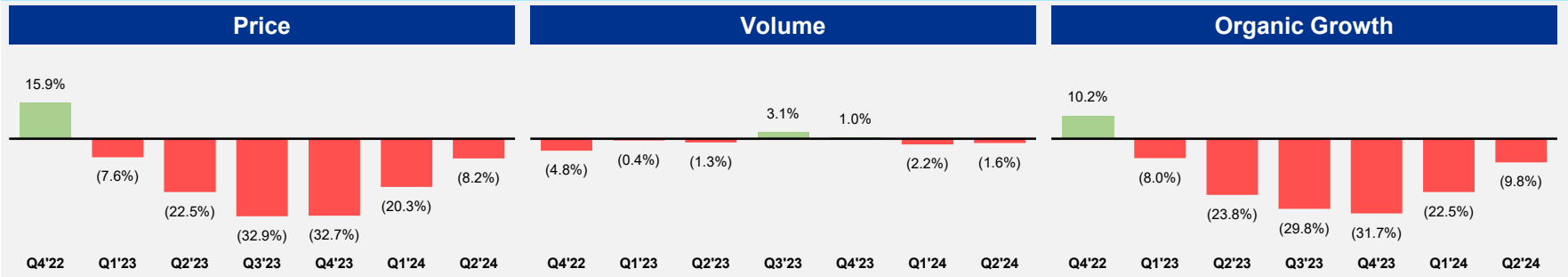
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Appendix

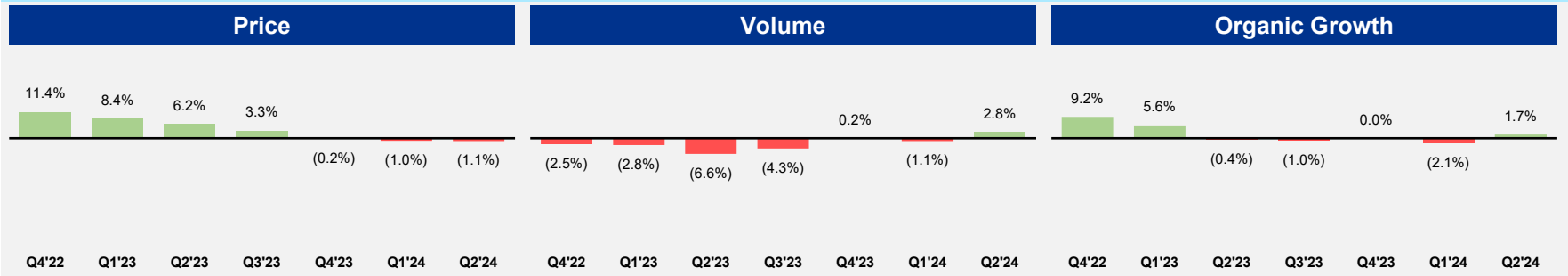


Historical Data

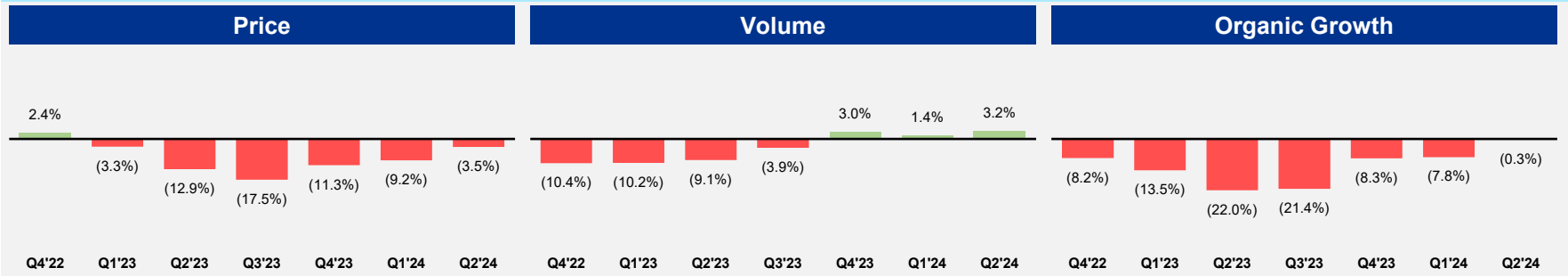
Agchems & Fertilizers



Coatings & Adhesives

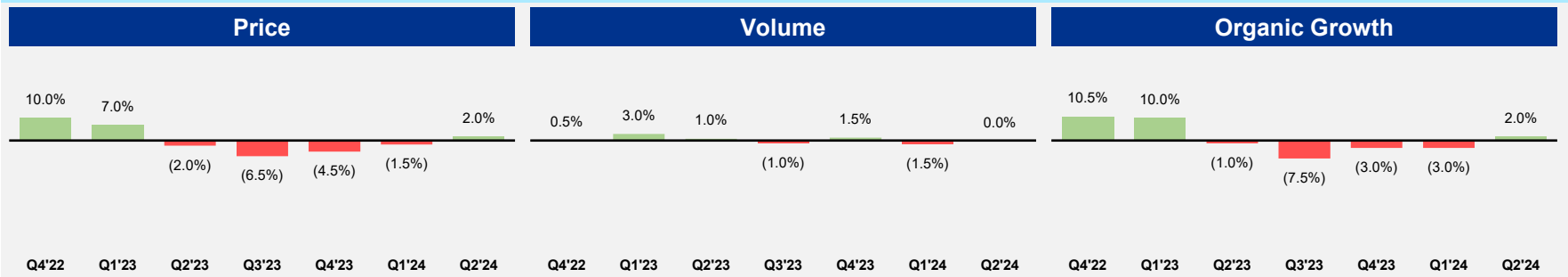


Commodity & Diversified Chemicals

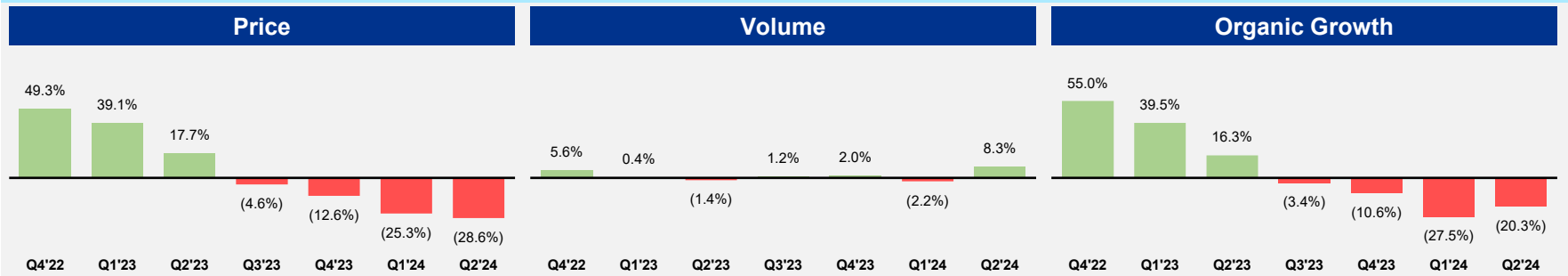


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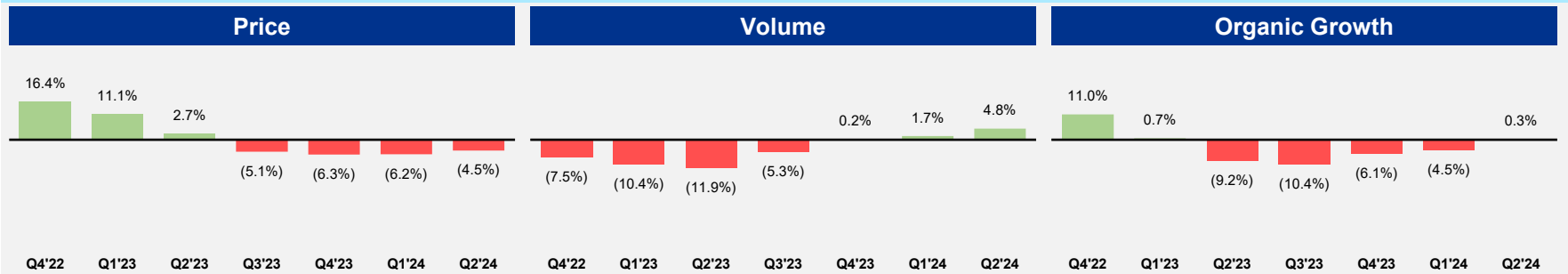
Industrial Gases



Minerals & Inorganics

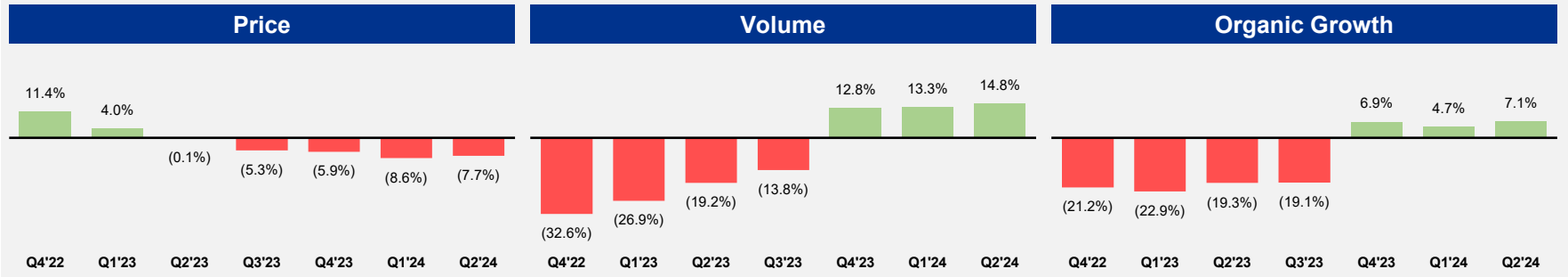


Specialty Chemicals

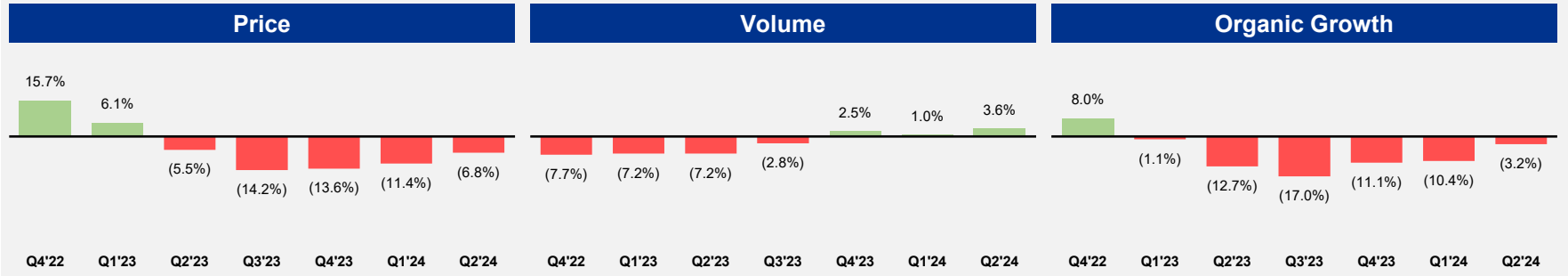


Historical Data

Titanium Dioxide



Overall





Important notice

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