



## First Quarter 2019 Results

May 7, 2019 Investor relations

## Forenote

**"** 

IFRS 16 has been implemented in the Group's financial statements since January 1, 2019. Comparative information for the first quarter of 2018 in the business review is presented on an unaudited pro forma basis as if the implementation had taken place on January 1, 2018. This information is labelled "pro forma" or "PF". The balance sheet evolution is compared with January 1, 2019, which includes the IFRS 16 impact versus December 31, 2018.

Besides IFRS accounts, Solvay also presents underlying Income Statement performance indicators to provide a more consistent and comparable indication of the Group's financial performance. The underlying performance indicators adjust IFRS figures for the non-cash Purchase Price Allocation (PPA) accounting impacts related to acquisitions, for the coupons of perpetual hybrid bonds, classified as equity under IFRS but treated as debt in the underlying statements, and for other elements that would distort the analysis of the Group's underlying performance.



## Realigned executive committee Built on extensive experience and business leadership



### New Executive Committee

- → Simplified to 4 business leaders and the CEO
- → Human Resources Officer (to be hired)

#### New accountabilities & responsibilities

- → Portfolio P&L responsibility
- → Strategic transversal growth platforms

#### Value creation

- → Customer is the center of everything we do
- → Disciplined resource allocation for the enterprise
- → Innovation focused





Specialty Polymers. Composite Materials and Thermoplastic Composites



Vincent **De Cuvper** 

Soda Ash & Derivatives. Aroma Performance and Peroxides



Special Chem, Silica, Novecare, Coatis and Technology Solutions



Karim Hajjar

Hua Du





# Results in line with expectations Amid challenging macro conditions

EBITDA underlying largely stable organic growth -0.6%	Margin EBITDA / net sales maintained at 22%	EPS underlying from cont. ops. largely stable +1.0%	FCF to Solvay shareholders™ from cont. ops. €(91)m
<ul> <li>→ Volumes impacted by here electronics and oil &amp; gard destocking</li> <li>→ Positive net pricing destoration energy prices</li> </ul>	is, exacerbated by customer	<ul> <li>Positive effect of forex conversion</li> <li>Total EPS up +18%, including strong contribution from discontinued operations</li> </ul>	<ul> <li>→ Working capital needs up due to phasing and higher inventories in subdued market conditions</li> <li>→ Net debt / EBITDA leverage ratio maintained at 2.1x</li> </ul>





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Q1 2019 RESULTS

# FINANCIAL HIGHLIGHTS



# Advanced Materials Exposed to markets with different dynamics

## Market drivers

### → Automotive market down

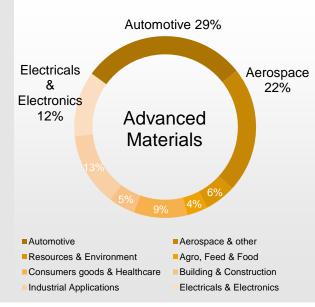
-5.3%<sup>(1)</sup> global production decline in 1Q19

### → Electronics market

Lower demand in smart devices and semiconductors

### → Aerospace market growth

Build rate increases across commercial and military aircrafts



## Our delivery

## Organic sales growth -0.1%

Polymer & Composite

**Technologies** 

- → Volume and mix impact -1.4%
- → Pricing impact +1.3%

## Organic EBITDA growth **-5.7%** EBITDA margin **26%**

Pie-chart represents 2018 net sales per end-market



(1) Based on LMC data as of end of March 2019



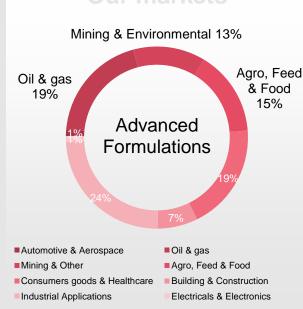
# Advanced Formulations Lower volumes mitigated by higher prices

## Market drivers

→Oil and gas

Lower volume in North America (shale oil & gas stimulation activity)

→ Mining Stable demand environment



## **Our delivery**

### Organic sales growth -4.4%

Surface & Liquid

Chemistry

- $\rightarrow$  Volume and mix impact -7.9%
- → Pricing impact +3.3%

## Organic EBITDA growth **-1.7%**

EBITDA margin **17%** 

Pie-chart represents 2018 net sales per end-market



First Quarter Results May 7, 2019

## Performance Chemicals Solid demand and higher pricing

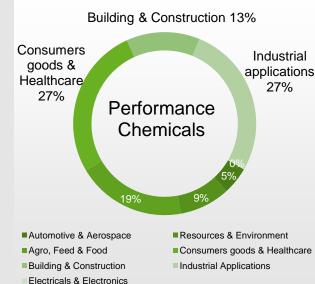
## **Market drivers**

→Solid demand

Good demand in soda ash and peroxides markets

### →Positive pricing

Pricing well up in soda ash this year; Peroxides prices also supportive



## Our delivery

### Organic sales growth +7.4%

Soda ash & Peroxide

chemicals

- $\rightarrow$  Volume and mix impact +1.1%
- → Pricing impact +6.3%

### Organic EBITDA growth +9.9%

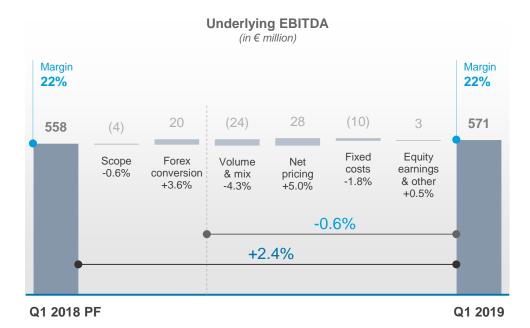
EBITDA margin 29%

Pie-chart represents 2018 net sales per end-market



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## Positive net pricing offsets volume decline Leading to sustained EBITDA margin



#### Underlying EBITDA largely stable organically

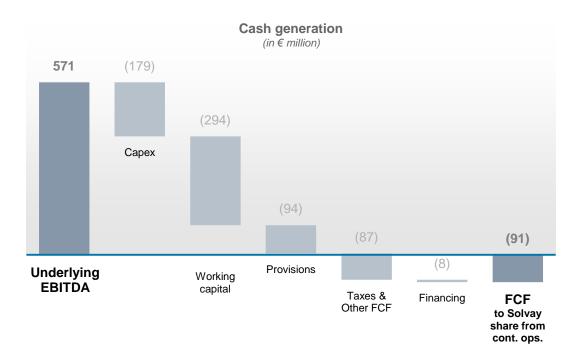
- → Lower volume in core markets including automotive, electronics and oil & gas; strong performance in aerospace
- → Positive net pricing offsets higher raw material and energy prices
- → Fixed costs reflecting wage inflation and the expanded production capabilities in Composite Materials

# Underlying EPS +1% from continuing operations

- → Positive effect of forex conversion
- → Total EPS up +18%, including strong contribution from discontinued operations



# Working capital and inventory weighed on free cash flow generation



# FCF to Solvay shareholders from continuing operations at € (91) million

- $\rightarrow$  Working capital phasing
- → Higher inventories due to slowdown in automotive, electronics and oil & gas markets
- → Capex discipline maintained

# Total FCF to Solvay shareholders at € (32) million

→ Including strong contribution from discontinued operations of €58 million

# Underlying leverage ratio maintained at 2.1x

→ Net financial debt at €(5.8) billion



## 2019 outlook adjusted to current market context

# **EBITDA** growth

Underlying excluding scope and forex conversion

- Organic growth<sup>[1]</sup>
   flat to modest decline
- Q2 down versus 2018

Free Cash Flow

to Solvay shareholders from continuing operations

- €490 million <sup>[2]</sup> exceeding dividend pay-out
- Allowing for debt deleveraging of ~€100 million

Organic growth, excluding scope & forex conversion effects and IFRS 16 effect, compared to 2018 pro forma of €2,330 million
 vs 2018 pro forma of €566 million, already including IFRS 16 effect

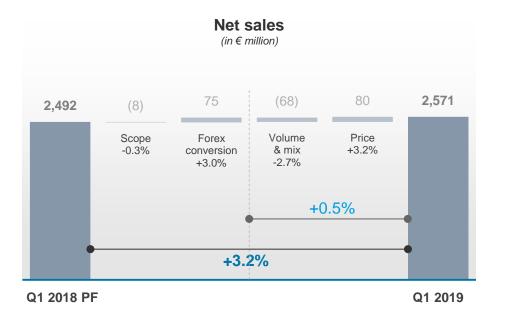


Q1 2019 RESULTS

# ADDITIONAL INFORMATION



## Organic sales flat with lower volumes offset by higher prices



#### Volume growth

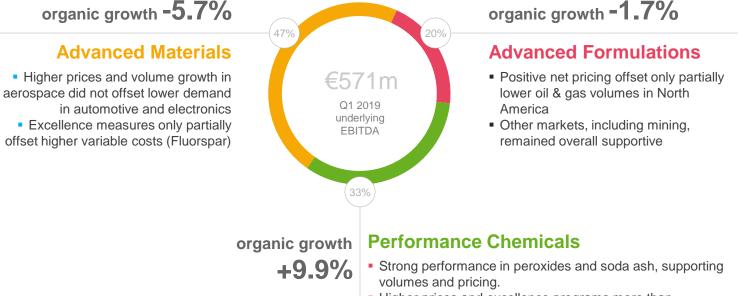
- Advanced Materials → strong decline in demand from automotive and electronics as well as some destocking, partially offset by double-digit growth in aerospace
- Advanced Formulations → volume decline led by North American oil & gas market
- **Perfomance Chemicals** → slightly higher volumes thanks to solid demand for soda ash and peroxides

#### Forex & scope effects [1]

- Supportive forex conversion on stronger US dollar mainly
- Minor negative effect from scope reduction <sup>[1]</sup>



## Underlying EBITDA Positive net pricing offsets volume headwinds



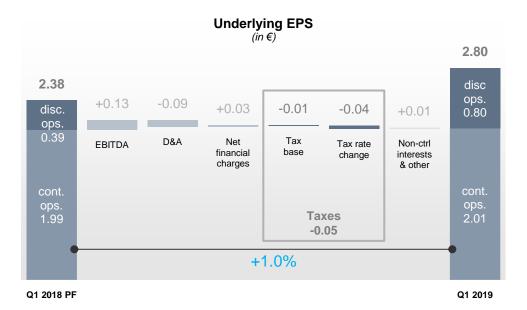
 Higher prices and excellence programs more than compensated higher raw material and energy costs



Corporate & Business Services included in EBITDA and excluded from the pie chart as the contribution is negative



# EPS supported by higher contribution from discontinued operations



#### Underlying EPS from continuing operations up 1%

- Positive impact from forex conversion on EBITDA
- Higher tax rate offset by lower net financial charges

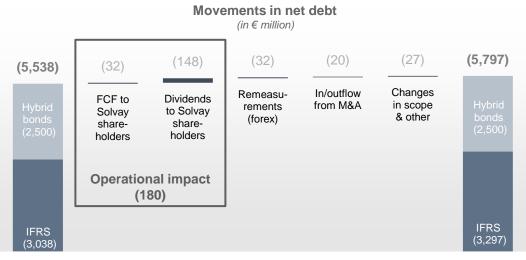
#### Underlying EPS up 18%

 Higher contribution form discontinued operations (good performance of the polyamide activities to be sold to BASF

#### IFRS EPS at €2.21



## Net debt seasonally up



January 1, 2019

March 31, 2019

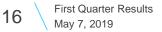


WC phasing limiting FCF delivery

Interim dividend payments in Q1

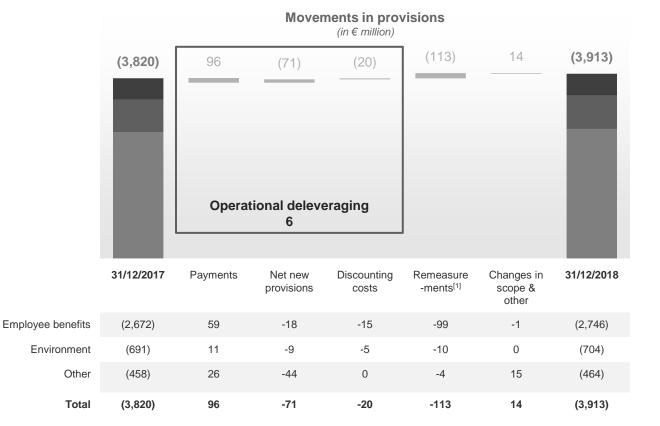
Negative impact from appreciation of US\$ on net debt

Leverage ratio remains flat at 2.1x





## Provisions slightly up with actuarial assumptions (31/12/2018)

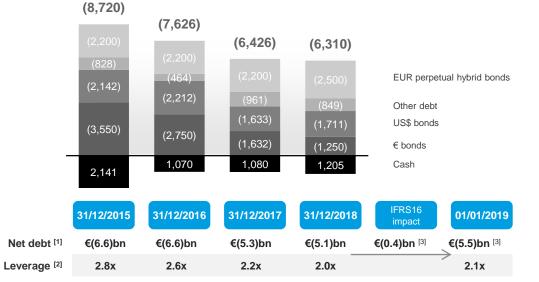




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# Efficient capital structure leading to reduced cost of debt

Underlying financial debt [1] evolution in € billion



Significant deleveraging by divestments and operations

#### **DELEVERAGING CONTINUES**

**INVESTMENT GRADE** 





Underlying debt includes perpetual hybrid bonds (considered as equity under IFRS)

[2] Net debt / underlying EBITDA of last 12 months

[3] Impact from IFRS16 implementation

## Debt profile: Balanced maturities allowing flexibility





[1] Major debt only, excluding cost of currency swaps

[2] At first call date

3] USD 1,960 million

[4] Solvay to exercise the first call option on the €700 million hybrid bond on May 12, 2019



## 2019 P&L Considerations



EBITDA to be flat to modestly down organically and to be back-ended compared to €2,330 million pro forma in 2018

- Except for discontinued operations, business scope effects are expected to be small in 2019.
- One-time gains in 2018 consisted mainly of €23 million synergies on Cytec postretirement benefits, booked in Q2 2018 (mostly in Advanced Materials).
- Organic growth in the second quarter is expected down versus €643 million pro forma in Q2 2018.

### € FCF TO SOLVAY SHAREHOLDERS

Deleveraging of the balance sheet with continued solid operational free cash flow delivery

- Capex discipline maintained, close to depreciation;
- Cash-out for provisions are expected temporarily higher than the €400 million run rate, with higher restructuring cash-out as the simplification plan unfolds. Provisions cash-out includes continued deleveraging of pension liabilities;
- Tax cash-out expected to increase, linked to phasing;
- Cash financial expenses expected largely flat;
- Working capital needs will depend on demand conditions at year end 2019, compared to a softer market conditions at year end 2018.

#### 

Mostly exposed to the U.S. dollar, with the main sensitivities per US\$/€0.10 change:

- EBITDA sensitivity of ~€(120) million based on average 2018 rate in 2018 of US\$/€1.18
  - ~2/3 on conversion
  - ~1/3 on transaction, the latter being mostly hedged.
- Net debt sensitivity of ~€120 million based on the end 2018 rate of US\$/€1.15



# IFRS 16 to affect EBITDA, P&L & debt

#### **IFRS 16 implementation** •

- → Capitalizes leases, previously considered as operating leases
- → Taking effect for 2019 accounts
- → Solvay is opting for a modified retrospective implementation of 2018, instead of a full restatement
- Previous year figures to be presented pro forma
  - $\rightarrow$  EBITDA, depreciation, financial charges, capex and net financial debt increase
  - → Profit for the period decreases slightly
  - → Free cash flow to Solvay shareholders remains unchanged

<b>2018 key figures</b> ( <i>in</i> € <i>m</i> )	published	IFRS 16	pro forma
EBITDA	2,230	+100	2,330
Advanced Materials	1,197	+28	1,225
Advanced Formulations	521	+12	533
Performance Chemicals	729	+32	761
Corporate & Business Services	(218)	+29	(189)
EBITDA margin	22%		23%
Depreciation, amortization & impairments	(684)	-92	(777)
Net financial charges	(326)	-16	(342)
Profit for the period before taxes	1,220	-8	1,212
Income taxes	(305)	+2	(303)
Profit for the period from continuing operations	915	-6	909
Basic earnings per share (in €)	10.57		10.51
Capex from continuing operations	(711)	-83	(794)
Free cash flow from continuing operations	830	+16	846
Free cash flow to Solvay shareholders from continuing operations	566	-	566
Net working capital	1,550	+7	1,557
Net financial debt	(5,105)	-433	(5,538)
Leverage ratio	2.0		2.4
CFROI	6.9%		6.8%

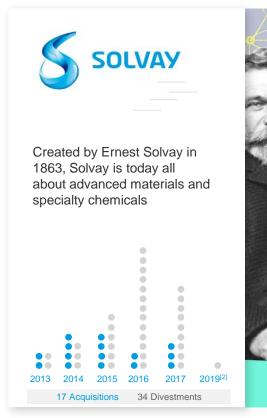


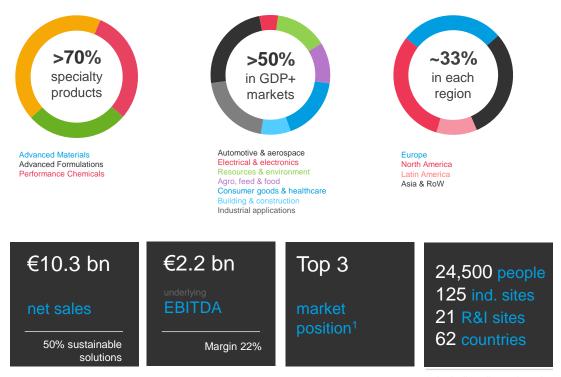
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# SOLVAY PROFILE



## Solvay ID







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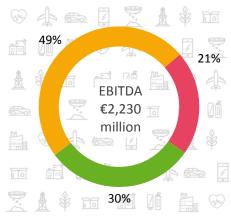
[1] Applicable to ~90% of portfolio

[2] Planned divestment of Polvamides

Headcounts and number of sites include Polyamide business, accounted for in discontinued operations

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## Growth engines deliver 70% of EBITDA



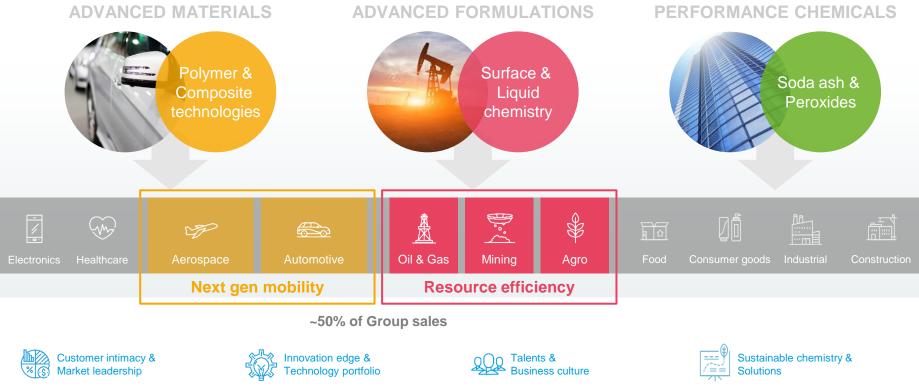
~		Advanced Materials	Advanced Formulations	Performance Chemicals		
49% ▲ 49% EBITDA EBITDA €2,230	21% 21%	Providing solutions for <b>sustainable</b> <b>mobility</b> , light weighting, CO <sub>2</sub> and energy efficiency <b>k</b> liquid behavior, <b>maximizing</b> <b>yield &amp; efficiency &amp; minimizing</b> <b>eco-impact</b>		Lead in chemical intermediates through <b>scale &amp; technology</b> , developing applications & industrial innovation for optimized costs		
million		Specialty Polymers		Soda Ash & Derivatives		
		Composite Materials	Novecare	Peroxides		
		Special Chem	Technology Solutions	Coatis		
<u> </u>		Silica	Aroma Performance	Functional Polymers		
Net Sales	€10,257m	€4,385m	€3,057m	€2,808m		
Underlying EBITDA	€2,230m	€1,197m	€521m	€729m		
Organic EBITDA growth	+5.3%	+3.1%	+8.1%	+1.6%		
EBITDA margin	22%	27%	17%	26%		
CFROI <sup>[1]</sup>	6.9%	10%	6.9%	8.3%		
Cash conversion	68%	70%	72%	80%		
R&I intensity	3.4%	3.9%	3.2%	1.0%		



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[1] Cash Flow Return On Investment measures the cash returns of Solvay's business activities. Movements in CFROI levels are relevant indicators for showing whether economic value is being added, though First Quarter Resulta is accepted that this measure cannot be benchmarked or compared with industry peers. The definition uses a reasonable estimate of the replacement cost of assets and avoids accounting distortions, e.g. for impairments. It is calculated as the ratio between recurring cash flow and invested capital, where: Recurring cash flow = Underlying EBITDA + Dividends from associates and JVs - Earnings from associates and JVs + Recurring capex + Recurring income taxes ; Invested capital = Replacement value of goodwill & fixed assets + Net working capital + Carrying amount of associates and JVs ; Recurring capex is normalized at 2% of the replacement value of fixed assets net of goodwill values : Recurring income tax is normalized at 30% of (Underlying EBIT - Earnings from associates and JVs)

# A unique portfolio to answer megatrends



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## Because our planet requires more sustainable mobility

Doing <b>more</b>			
with <b>less</b>	AUTOMOTIVE	AEROSPACE	BATTERIES
	Cleaner and more energy-efficient <b>mobility</b>	Enhanced lightweighting & fuel efficiency	Higher performance and energy storage
↓ LESS	Reduce impact to environment	Reduce CO <sub>2</sub> emissions	<b>Reduce cost</b> per kWh
	~5	0% of Advanced Materials sa	les





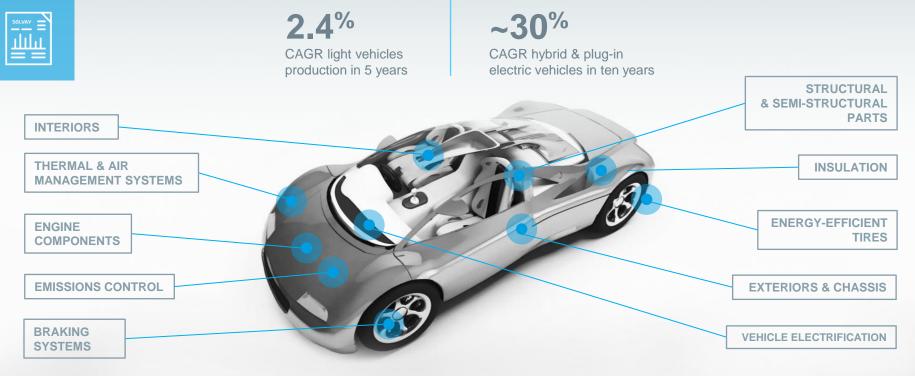
# Aircraft fundamentals support higher growth in composites





**AERO** 

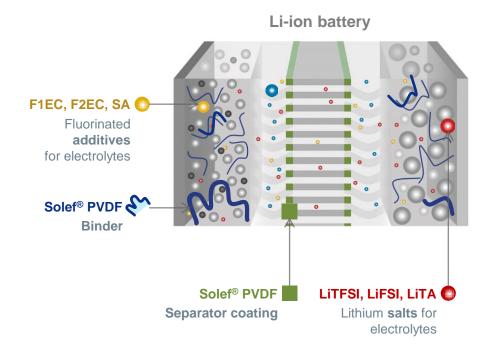
## We make cars lighter & more efficient Increased materials usage drives growth





**AUTO** 

# We are a technology leader for mission critical battery materials





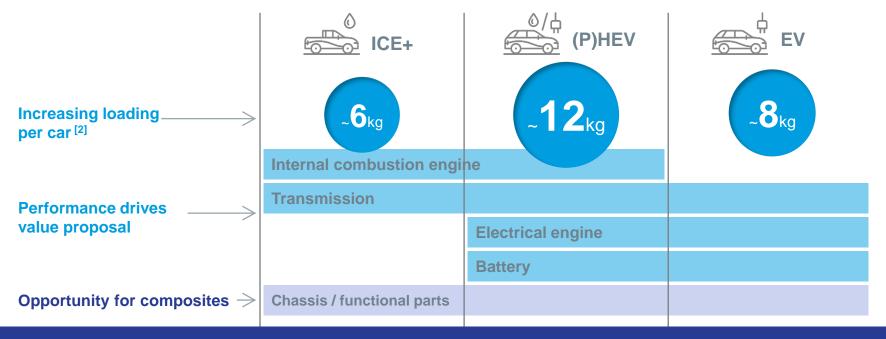
Solvay technologies enable key functionalities of the Li-ion battery

- $\rightarrow$  Safer
- ightarrow Better energy density
- $\rightarrow$  Better power
- $\rightarrow$  Lower cost



# Solvay positioned in all auto platforms outpacing the industry growth by 3X <sup>[1]</sup>





### **Technology shift**

## **Big opportunity for Solvay**



[1] For Solvay's polymer & composite technologies

2] Accessible market for Solvay polymer and composite technologies (excluding chassis / functional parts)



# Broadest portfolio of advanced materials differentiating Solvay from competition

		Arom	atics			Fluc	propolyn	ners			Hig	h Pert (	Composi	tes	
	HPPA	PPS	PAEK	PSU	PTFE	PVDF	PFA	FKM	PFPE	Carbon Fiber	Thermoset Prepreg	Resin Infusion	Adhesives & Surfacing films	Thermo- plastic prepreg	Out-of- Autoclave prepreg
SOLVAY asking more from chemistry*	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$										
	$\checkmark$		(\scale)			$\checkmark$									
T = BASF We create chemistry	$\checkmark$			$\checkmark$											
🌀 Celanese		$\checkmark$												$\checkmark$	
DAIKIN					$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$							
	$\checkmark$														
dyneon					$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$						
Dow OUPIND	$\checkmark$				$\checkmark$		$\checkmark$	$\checkmark$	$\checkmark$						
EMS	$\checkmark$														
	$\checkmark$		$\checkmark$												
HEXCEL										$\checkmark$	$\checkmark$				$\checkmark$
KUREHA 7		$\checkmark$				$\checkmark$									
<b>TORAY</b> Innovation by Chemistry		$\checkmark$								$\checkmark$	$\checkmark$			$\checkmark$	$\checkmark$
victrex'			$\checkmark$												



High Dorf Compositor

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## Because resource constraints require more efficient solutions

Doing more			
vith <b>less</b>	MINING	OIL & GAS	AGRO
↑ MORE	Higher throughput and yield of metals & minerals	Maximize cost performance and fracturing efficiency	Targeted use of ingredients for seeds & crops
↓ LESS	Reduce impact to employees and environment	Less clean water usage	Reduce environmental impact
	~50	% of Advanced Materials sale	es



W

# Innovation at our core with strong connections to advance science

ULB

Stanford

University



CINIS

ESPCI 🖲 PARIS

EDUCATION SCIENCE INNOVATION

#### Steering open innovation & collaboration

€352 m effort

2.200 talents

3.4% R&I intensity +100bp vs 2012

264 patent applications 21 R&I sites

Establishing world class R&I centers

#### Yearly investing €80 m in funds and start ups





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connected

partners

to academic

\* Standing left to right: Goldschmidt, Planck, Rubens, Sommerfeld, Lindemann, de Broglie, Knudsen, Hasenöhrl, Hostelet, Herzen, Jeans, Rutherford, Onnes, Einstein, Langevin Seated left to right: Nernst, Brillouin, Solvay, Lorentz, Warburg, Perrin, Wien, Curie, Poincaré

## ... in a sustainable way







- Higher volume growth on average, higher social and environmental contribution to customer performance
- > Lower environmental impact in its production phase



- Raising our ambition in absolute value to foster climate-friendly growth
- > Proactive engagement with key customers
- > Forefront of the chemical industry



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## Integrating sustainability into decision-making drives superior financial value growth



- Fully embedded into our decision-making
- Good for our customers. our planet and our











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Note: "Challenged" or "Sustainable" solutions are already assessed. "Neutral" solutions include the 12% of "Not evaluated" yet

# In 2019, we open a new chapter in Solvay's history led by a new CEO

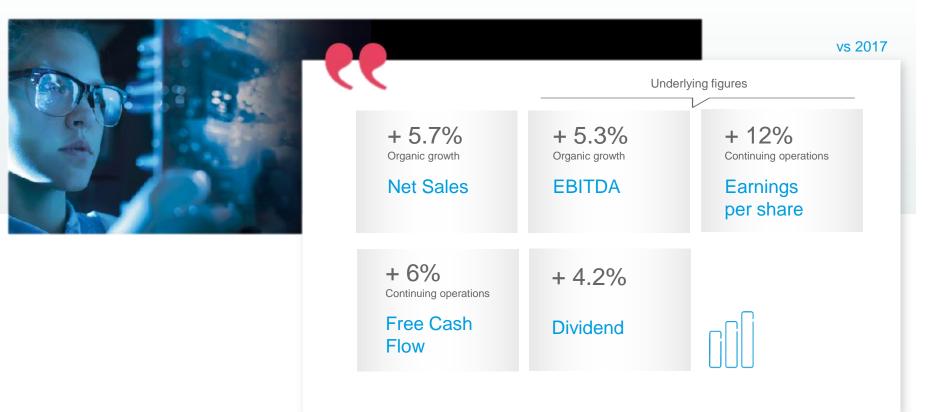






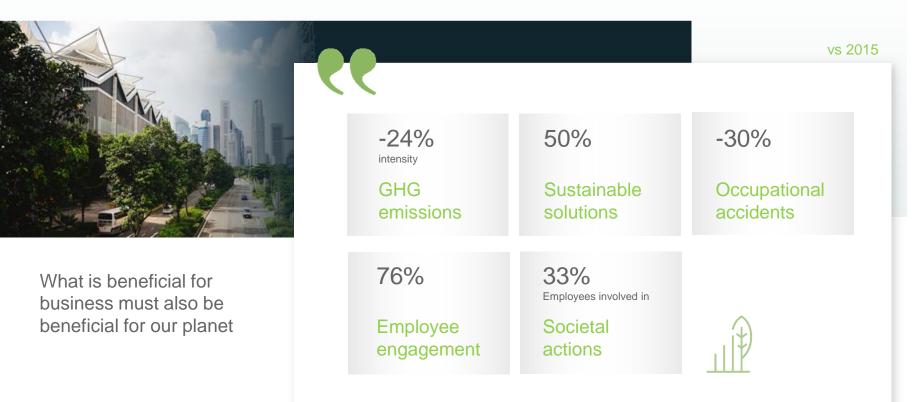


## Delivered solid organic growth in 2018



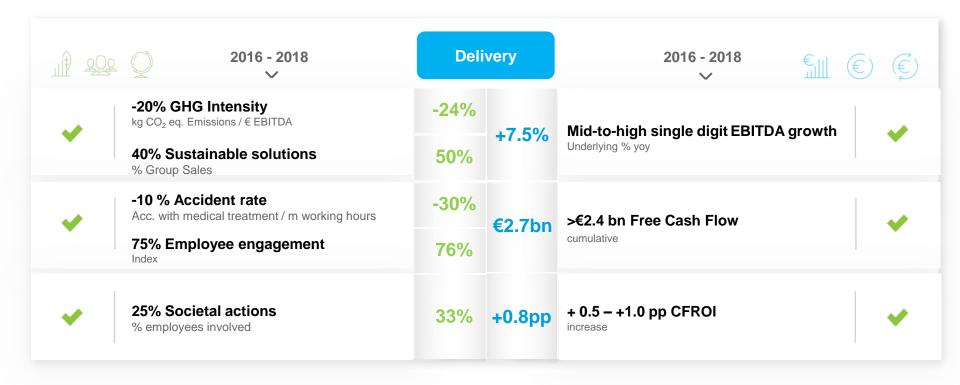


## Not at the expense of the planet





## Constantly focused to respect our commitments





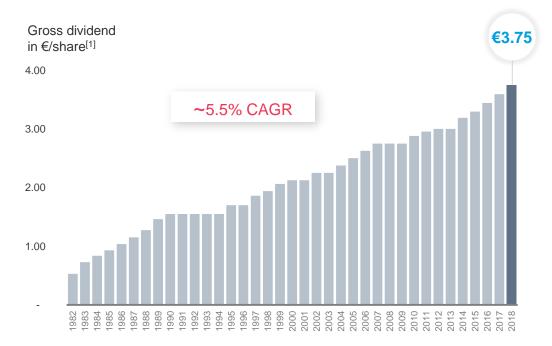
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## WHILE CREATING VALUE FOR SOLVAY'S SHAREHOLDERS



asking more from chemistry®

# Strong track record of continued shareholders' distribution



Committed to stable / growing dividend

201	8 gross di	vidend per share
Interim	€1.44	Payment Jan. 17 2019
Final <sup>[1]</sup>	€2.31	Payment May 23 2019
Total <sup>[1]</sup>	€3.75	+ 4.2 %

[1] Dividend recommendation subject to approval of next AGM





## Why invest in solvay?



#### Leading Advanced Materials and Specialty Chemicals company

Top-notch chemistry that addresses sustainable mobility and improves resource efficiency, creating financial value & value for society at large.



#### Innovative and sustainable solutions to the market of the future

Innovation towards impactful circular economy ; collaboration with game-changers to spark the impact of cleaner and sustainable solutions globally.



Customer obsession

Answers to fast-pacing demand: rapid technological innovation, top-tier talent, personalized service and faster response times.

₩ 👍 📾 🗵 😴



Solid Financial Performance

One of the highest EBITDA margins within diversified chemical companies: propelled by volumes, underpinned by efficiency.



#### Consistent Shareholders Reward

Dividend Increase for 35 years 2018 dividend: €3.75 ~5.5% CAGR since 1982.



# SOLVAY SHARE



## Solvay share

Share data	Solvay (BRU)
Market capitalization	€ 9 bn
Listing	Euronext Brussels & Paris
Ticker	SOLB.BE
Currency	EUR
ISIN code	BE0003470755

ADR program for US investors			
ADR symbol	SOLVY		
Platform	OTC		
CUSIP	834437303		
DR ISIN	US834437305		
Underlying ISIN	BE0003470755		
SEDOL	BD87R68		
Depositary bank	Citi		
ADR ratio	1 ORD : 10 ADR		





- Clear and settle according to US standards
- Convenience of stock quotes and dividend payments in US dollars
- Purchase in the same way as other US stocks via a US broker
- Cost effective means of building an international portfolio

Contact CITI to create Solvay ADRs

<u>202</u>

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May 7,2019 Brussels Belgium Solvay First Quarter 2019 Earnings	لات May 14,2019 Brussels Belgium Solvay 2019 Annual Shareholders' Meeting
رفاتی	رفت
July 31,2019	November 7,2019
Brussels Belgium	Brussels Belgium
Solvay First Half Year 2019	Solvay First Nine Months 2019
Earnings	Earnings



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Solvay to hold Ordinary General Shareholder Meeting on Tuesday May 14, 2019...



Corporate Solvay publishes Annual Integrated Report and Report on Payment to Governmen...

Apr 12, 2019

Apr 03, 2019





## Disclaimer



This presentation may contain forward-looking information. Forward-looking statements describe expectations, plans, strategies, goals, future events or intentions. The achievement of forward-looking statements contained in this presentation is subject to risks and uncertainties relating to a number of factors, including general economic factors, interest rate and foreign currency exchange rate fluctuations, changing market conditions, product competition, the nature of product development, impact of acquisitions and divestitures, restructurings, products withdrawals, regulatory approval processes, all-in scenario of R&D projects and other unusual items.

Consequently, actual results or future events may differ materially from those expressed or implied by such forward-looking statements. Should known or unknown risks or uncertainties materialize, or should our assumptions prove inaccurate, actual results could vary materially from those anticipated. The Company undertakes no obligation to publicly update or revise any forward-looking statements This document does not constitute an offer to sell, or the solicitation of an offer to subscribe for or buy, any securities.





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#### **QUESTIONS?**

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