

The consensus is the median of analyst estimates which are compiled and calculated by Vara Research. It is based on the projections made by analysts covering Solvay. Any opinions, estimates or forecasts regarding Solvay's performance made by these analysts and therefore also the consensus figures are theirs alone and do not represent opinions or forecasts of Solvay or its Management. By making this consensus information of its results available on a quarterly basis, Solvay does not mean or otherwise imply to endorse such information.

Target price (median)	€ 108.5	BUY	50%
Nb. participants	15	HOLD	43%
Consensus date	22/01/20	SELL	7%

	PRO FORMA 2018 actuals ⁽⁶⁾					2019 actuals			Estimates include the impact of IFRS16 Current segmentation until 31 Dec 2019 New segmentation since 1 Jan 2020 ⁽¹⁾							
	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020	Q2 2020	H2 2020	FY 2020	FY 2021	FY 2022
	Automatic	Pls. fill in	Pls. fill in	Pls. fill in	Automatic	Pls. fill in	Pls. fill in	Pls. fill in	Automatic	Pls. fill in	Pls. fill in	Pls. fill in	Pls. fill in	Pls. fill in	Pls. fill in	Pls. fill in
€ million																
Net sales⁽¹⁾ (business segmentation until December 31, 2019)	2,492	2,600	2,591	2,574	10,257	2,571	2,654	2,578	2,525	10,328						
Advanced Materials, sales	1,087	1,123	1,082	1,093	4,385	1,124	1,178	1,141	1,099	4,542						
Advanced Formulations, sales	730	775	788	764	3,057	728	751	704	705	2,888						
Performance Chemicals, sales	671	701	720	716	2,808	718	723	731	721	2,893						
Corporate and Business Services, sales	4	1	1	1	7	2	1	2	2	7						
Net sales⁽¹⁾ (business segmentation starting January 1, 2020)					10,257	2,571	2,654	2,578			2,572	2,653	5,174	10,385	10,727	11,081
MATERIALS, sales					3,091	801	833	818			815	845	1,648	3,318	3,475	3,643
CHEMICALS, sales					3,250	831	836	845			841	857	1,721	3,405	3,483	3,551
SOLUTIONS, sales					3,908	938	984	912			896	938	1,896	3,764	3,858	4,039
Corporate and Business Services, sales					7	2	1	2			1	1	3	6	6	6
Underlying EBITDA (excluding non-recurring elements & M&A effects)⁽¹⁾ (business segmentation until December 31, 2019)	558	643	599	531	2,330	571	624	601	525	2,321						
Advanced Materials, EBITDA	295	349	299	282	1,225	290	300	301	271	1,162						
Advanced Formulations, EBITDA	121	147	143	122	533	126	138	123	108	495						
Performance Chemicals, EBITDA	185	195	200	180	761	206	224	216	192	838						
Corporate and Business Services, EBITDA	-44	-49	-44	-53	-189	-51	-39	-39	-51	-180						
Underlying EBITDA (excluding non-recurring elements & M&A effects)⁽¹⁾ (business segmentation starting January 1, 2020)					2,230	571	624	601			578	614	1,140	2,325	2,440	2,528
MATERIALS, EBITDA					978	236	235	233								
CHEMICALS, EBITDA					546	226	245	241								
SOLUTIONS, EBITDA					695	161	184	168								
Corporate and Business Services, EBITDA					-189	-52	-40	-40								
Depreciation & amortization (excluding PPA ⁽³⁾)	-186	-193	-192	-206	-777	-195	-199	-205	-202	-801	-202	-202	-391	-803	-811	-804
EBIT (excluding non-recurring elements & M&A effects)	372	450	407	325	1,554	376	425	397	322	1,519	375	412	743	1,532	1,625	1,720
Net financial charges (including coupons of perpetual hybrid bonds)	-89	-81	-88	-82	-341	-89	-80	-80	-80	-329	-77	-72	-145	-296	-298	-268
Income taxes	-67	-87	-76	-73	-203	-72	-98	-61	-62	-293	-77	-87	-155	-315	-335	-377
Profit from discontinuing operations	41	65	63	47	216	82	81	59	29	250	0	0	0	0	0	0
Profit attributable to non-controlling interests	-10	-10	-11	-10	-40	-9	-10	-11	-10	-40	-10	-10	-21	-41	-41	-43
Profit attributable to Solvay shareholder	246	337	295	208	1,085	289	318	304	193	1,104	213	237	420	870	972	1,059
EBIT, IFRS	146	300	311	236	994	278	328	-492	248	363	310	340	600	1,229	1,350	1,506
Profit attributable to Solvay shareholder, IFRS	107	223	275	246	852	228	269	-387	171	281	193	202	364	726	823	903
Gross DPS (€) ⁽⁴⁾					3.75	-	-	-	-	3.85	-	-	-	3.95	4.05	4.20
Capex (continuing operations)	-180	-184	-187	-243	-794	-179	-177	-215	-229	-800				-785	-805	-850
Free cash flow to Solvay shareholder (continuing operations)	100	-118	146	438	566	-91	123	313	197	534				623	632	
Free cash flow to Solvay shareholder (total) ⁽⁵⁾	141	-65	195	454	725	-32	224	335	124	651				652	635	
Underlying net debt (including perpetual hybrid bonds)					5,538	5,797	5,809	5,570		5,395				4,417	4,297	3,493
ROCE ⁽⁷⁾					8.3%					8.9%				8.8%	9.6%	10.3%
FCF conversion ⁽⁸⁾					26.0%											

Items not contributed by more than 5 analysts will not be displayed as not sufficiently representative

(1) Until 31 Dec 2019, Advanced Materials are: Specialty Polymers, Composite Materials, Silica, Special Chem; Advanced formulations are: Novicare, Technology Solutions, Aroma Performance; Performance Chemicals are: Soda Ash, Peroxide, Functional Polymers (in dscops since Sep'17), Coatis
From 1 Jan 2020, Materials are: Specialty Polymers, Composite Materials; Chemicals are: Soda Ash, Peroxides and Silica, and its Coatis and Rusvinyt; Solutions are: Novicare, Technology Solutions, Aroma and Special Chem

(2) For full disclosure and definition of Underlying alternative metrics on a proforma basis, please refer to appropriate press releases issued by Solvay on Feb 25 and March 17, 2016.

(3) Purchase Price Allocation.

(4) 2019 Dividend Per Share pending for approval at the General Shareholder meeting

(5) Cash flow from continuing operations (including dividends from associates and joint ventures) + cash flow from investing activities (excluding acquisitions and sales of subsidiaries and other investments) and excluding loans to associates and non-consolidated companies.

(6) Unaudited 2018 pro forma financial information concerning the adoption of IFRS 16 "Leases". The Group adopted IFRS 16, using a modified retrospective approach, as of January 1, 2019, i.e. without restating prior reporting periods presented. The pro forma information presents the impact on the Group's financial reporting as if the adoption of IFRS 16 had taken place on January 1, 2018. This pro forma financial information only pertains to leases that were classified as operating leases in accordance with IAS 17.

(7) ROCE: Return on Capital employed, calculated as the ratio between underlying EBIT (before adjustment for the amortization of PPA) and capital employed. Capital employed consists of net working capital, tangible and intangible assets, goodwill, rights-of-use assets, investments in associates & joint ventures and other investments, and is taken as the average of the situation at the start and the end of the period.

(8) FCF Conversion: FCF to Solvay shareholders (before netting of dividends paid to Non Consolidated Interests) divided by the EBITDA