



#### Dr. Ilham Kadri

SOLVAY

CEO and President of the Executive Leadership Team of Solvay

# First quarter 2022 Results





May 4, 2022

## Forenote

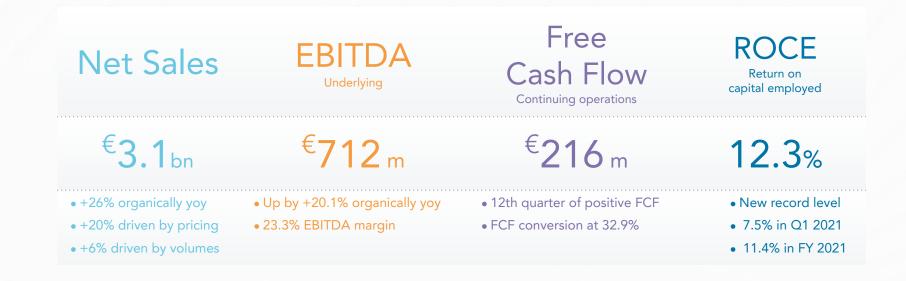


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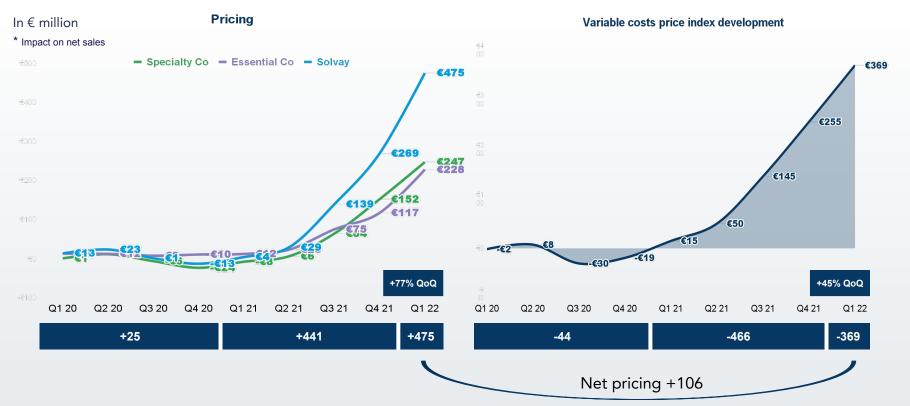
## First quarter 2022 performance +26% sales growth driven by pricing leads to record EBITDA



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## Acceleration of strong pricing into 2022 €475m in price overcame €369m of inflationary costs





## Materials Q1 2022 performance





Net sales	YoY reported	YoY organic
Specialty Polymers	+31%	+26%
Composite Materials	+17%	+16%
Materials	+28%	+24%

#### Highlights

- Specialty Polymers sales increased significantly to a new record, reflecting continued strong demand in all markets, and most notably automotive, batteries, medical devices, and electronics.
- Aerospace continues its recovery, driven by higher production of single-aisle aircrafts, yet continues to face supply chain challenges.
- Q1 2022 EBITDA margin at 29.4% supported by higher volumes and successful price actions

## Chemicals Q1 2022 performance





Net sales	YoY reported	YoY organic
Soda Ash & Deriv.	+32%	+29%
Peroxides	+17%	+21%
Coatis	+42%	+33%
Silica	+34%	+30%
Chemicals	+32%	+29%

#### Highlights

- Higher sales in Soda Ash & Derivatives driven by strong demand and price actions, fully offsetting rising raw material and energy costs
- Peroxides sales driven by strong demand in the pulp & paper market in North America and supported by price actions
- Solid demand and volumes in Silica and Coatis, while price increases not yet fully offset rising costs.
- Q1 2022 EBITDA margin at 26.9%, 350 basis points lower versus last year as Coatis and Silica businesses have not yet fully offset rising inflationary costs.

## Solutions Q1 2022 performance

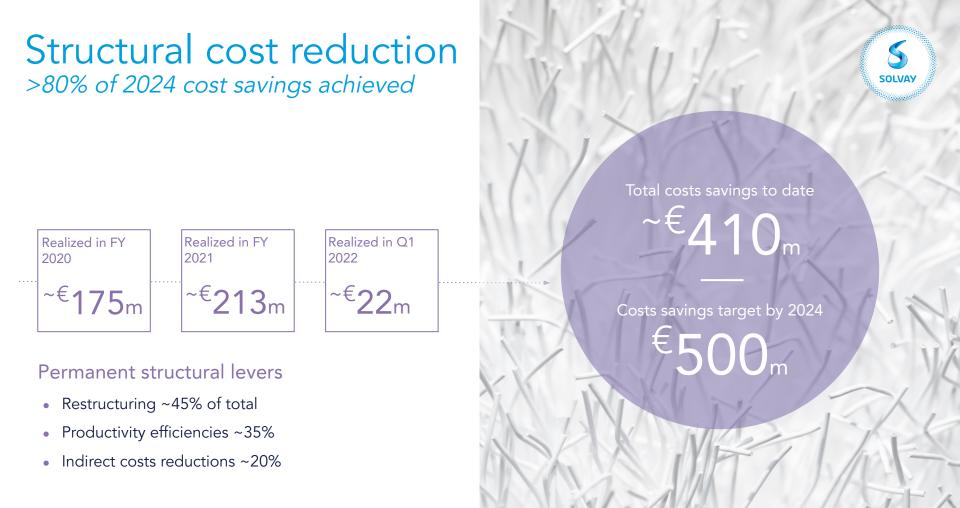




Net sales	YoY reported	YoY organic
Novecare	+28%	+28%
Special Chem	+15%	+18%
Techn. Solutions	+14%	+7%
Aroma Performance	+29%	+23%
Oil & Gas	+78%	+67%
Solutions	+27%	+26%

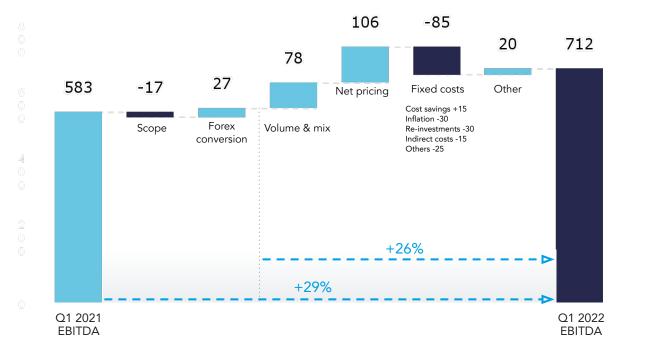
#### Highlights

- Novecare increased significantly driven by pricing and volume growth in agriculture, coatings, and home & personal care
- Special Chem saw higher sales in electronics that were partially offset by lower auto sales due to the chip shortages
- Growth at Technology Solutions was driven by higher volumes to the mining industry and increased prices, offsetting inflationary costs
- Aroma Performance sales set a new record driven by significant price increases and good demand in food, flavors and fragrance
- Oil & Gas grew significantly driven by higher prices
- Q1 2022 EBITDA margin in the segment was up +1.5pp to 20.9%, further reflecting our price actions, cost reduction efforts, and portfolio



First Quarter 2022 Earnings

# Double-digit profit growth



€**712m** in Q1 2022 vs. €583m in 2021

#### Main drivers

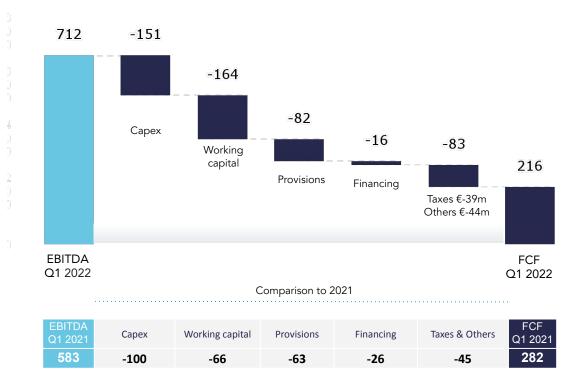
 Pricing actions more than offsetting variable costs inflation

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- Sustained momentum in key end-markets supporting volume
- Higher fixed costs on inflation, strong activity and investments

EBITDA reached a new quarterly record, exceeding Q1 2019 level by +24.5%

## Strong free cash flow generation Driven by profit, working capital discipline and reinvestments





### € **216m** in Q1 2022

vs. <sup>€</sup> 282m in 2021

#### Main drivers

- Higher profits
- Investments in growth
- Lower pensions and financing

# Key enabler to a **FCF conversion of 32.9%**

# 2022 Full Year Outlook Upgraded



EBITDA Underlying

#### Mid-to-high single digit growth\*

(previously mid-single digit growth)

\* based on organic growth

Free cash flow Continuing operations

> to exceed €650m (unchanged)







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# Annexes



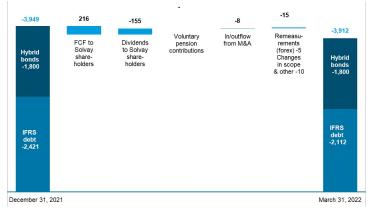
# Key figures & Segment review



Underlying, in € million	Q1 2022	Q1 2021	% уоу
Net sales	3,055	2,373	+28.8%
EBITDA	712	583	+22.1%
EBITDA margin	23.3%	24.6%	-1.3pp
EBIT	526	382	+37.8%
Net financial charges	-49	-63	+21.6%
Income tax expenses	-96	-70	-36.9%
Tax rate	22.3%	23.7%	-1.3pp
Profit from discontinued operations	1	1	-52.6%
(Profit) / loss attributable to non-controlling interests	-12	-9	+25.1%
Profit / (loss) attributable to Solvay shareholders	369	240	+53.7%
Basic earnings per share (in €)	3.56	2.33	+53.0%
of which from continuing operations	3.56	2.33	+53.0%
Capex in continuing operations	151	100	+50.7%
FCF to Solvay shareholders from continuing operations	216	282	-23.6%
FCF to Solvay shareholders	216	282	-23.6%
FCF conversion ratio (LTM)	32.9%	54.8%	-21.9pp
Net financial debt	3,912		
Underlying leverage ratio	1.6		

Underlying, in € million	Q1 2022	Q1 2021	% уоу	% organic
Net sales	3,055	2,373	+28.8%	+26.1%
Materials	879	689	+27.6%	+23.7%
Specialty Polymers	671	511	+31.4%	-
Composite Materials	208	178	+16.7%	-
Chemicals	1,039	791	+31.5%	+28.5%
Soda Ash & Derivatives	485	367	+32.0%	-
Peroxides	179	152	+17.3%	-
Coatis	223	157	+42.1%	-
Silica	153	114	+34.0%	-
Solutions	1,135	891	+27.4%	+25.8%
Novecare [1]	452	354	+27.6%	-
Special Chem	243	211	+15.1%	-
Technology Solutions [1]	151	133	+13.9%	-
Aroma Performance	142	110	+28.6%	-
Oil & Gas [1]	147	83	+78.2%	-
Corporate & Business Services	2	3	-13.3%	+5.8%
EBITDA	712	583	+22.1%	+20.1%
Materials	259	206	+25.6%	+20.9%
Chemicals	279	240	+16.4%	+15.0%
Solutions	238	173	+37.2%	+35.2%
Corporate & Business Services	-64	-36	-76.8%	-
EBITDA margin	23.3%	24.6%	-1.3pp	-
Materials	29.4%	29.9%	-0.5pp	-
Chemicals	26.9%	30.4%	-3.5pp	-
Solutions	20.9%	19.4%	+1.5pp	-

## Strengthening our balance sheet Reduction in net debt and provisions continue



#### Net debt in million € vs end of 2021

#### Underlying net debt down stable at $\in$ 3.9 billion

- Higher free cash flow generation in 2021
- Offsetting the interim dividend payment

Leverage ratio decreased to a recent record of 1.6x versus 1.7x at the end of 2021

#### 316 -186 -2.60083 -23 -28 -2 -2.440Other Asset return Unwinding Payments Net new Other Remeasu-Changes provisions of provisions rements in scope Environ-& other ment Environ -648 ment -660 Employee benefits Employe -1.574 benefits -1.436 December 31, 2021 March 31, 2022

Provisions in million € vs end of 2021

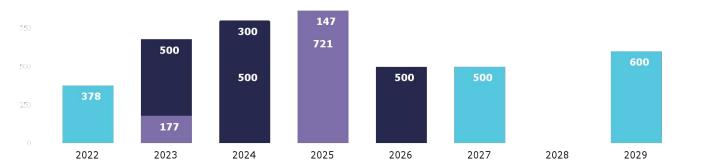
#### Provisions decreased by ~€160 million to €2.4 billion

• Higher discount rates

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## Balanced maturities Deleveraging and reduced of cost of debt

#### Financial debt [1] in million € and \$



Period	31 December 2021		31 March 2022			Variation over the period			
Bond type	Face value	Avg. maturity	Avg. cost	Face value	Avg. maturity	Avg. cost	Face value	Avg. maturity	Avg. cost
EUR Bonds [1]	1,478	5.4	1.55%	1,478	5.2	1.55%	0	-0.3	0.00%
EUR Perpetual Hybrid Bonds [2]	1,800	2.7	4.54%	1,800	2.4	4.54%	0	-0.3	0.00%
US Bonds [3]	1,023	3.4	4.22%	1,044	3.2	4.22%	21	-0.3	0.00%
Total	4,301	3.8	3.44%	4,321	3.6	3.44%	21	-0.3	0.00%
	in € million	in years	in %	in € million	in years	in %	in € million	in years	in %

S&P stable outlook BBB MOODY'S stable outlook

NET DEBT Leverage ratio

**1.6x** 

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Baa2

Major debt only, excluding cost of currency swaps

[1] C378m outstanding out of the initial C750m bond (maturity 2022) after the successful tender offer in Nov 2021

[2] At first call date

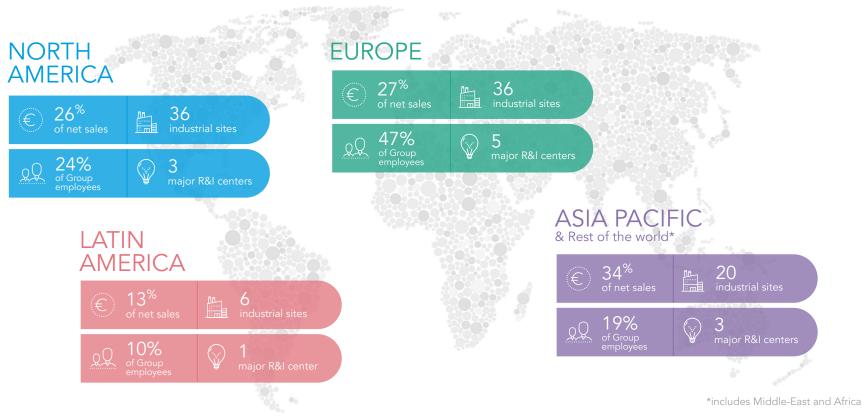
[3] US\$ 1,160 m



# A balanced presence to better serve our customers



2021 figures

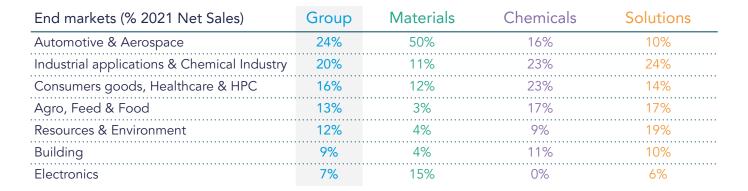


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# Market segment & region annual figures



Region (% 2021 Net Sales)	Group	Materials	Chemicals	Solutions
Europe	27%	31%	32%	21%
North America	26%	31%	18%	29%
Latin America	13%	2%	25%	10%
Asia and rest of the world	34%	36%	25%	40%







53% Net sales generated by sustainable solutions

# Three agile business segments to G.R.O.W. with our customers

G

#### MATERIALS

#### 34% of Group EBITDA<sup>1</sup>

Our unique portfolio of highperformance polymers & composite technologies is primarily used in sustainable mobility applications to reduce weight, improving CO<sub>2</sub> efficiency. Our advanced materials also serve Healthcare and Electronics.

#### **GBU:** Materials

CHEMICALS

#### 39% of Group EBITDA<sup>1</sup>

Our businesses are world-leaders in essential chemicals to daily life. These chemical intermediates are used in a broad range of applications, serving end-markets like Food, Healthcare, Personal & Home care, Environment, Building and Industry.

R

GBUs: Soda Ash & Derivatives, Peroxides, Silica, Coatis

Resource efficiency, Expanding Healthcare

#### SOLUTIONS



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#### 27% of Group EBITDA<sup>1</sup>

Thanks to our unique formulation and application expertise, we provide customized specialty formulations that minimize environmental impact, serving end-markets like Agro, Food, Consumer goods, Mining and Electronics.

GBUs: Novecare, Technology Solutions, Aroma Performance, Oil & Gas

IoT/Digitalization, Resource efficiency, Eco-friendly solutions



1: excluding the contribution from corporate and business services

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# Reinventing Solvay to unleash our full potential



# 2030 Solvay One Planet goals

10 ambitious objectives to reduce our global impact



Align greenhouse gas emissions with Paris Agreement & SBTi\* Reach Carbon neutrality\*\* by 2040 excl. soda ash, by 2050 incl. soda ash Reduce by 30% 2021: 11Mt Co<sup>2</sup> eq. (-14%, -11% structural)

Phase out coal (for energy production wherever renewable alternatives exist) Achieve 100% 2021: 27pj (-18%)

2021 results (Baseline 2018)

> Reduce pressure on biodiversitv<sup>1</sup>

Reduce by 30% 2021: -13% (-24%)



climate crisis

Embed circular business



Increase sustainable solutions % of Group sales

Achieve 65% vs 50% 2021: 53%

Increase circular  $economv^2$ % of Group sales

More than double 2021: 5%

Inclusion & (<sup>(</sup>)) (<sup>(</sup>)

& senior management

Achieve 50% by 2030 2021: 25%

Diversity Parity in mid

Gender equality Extend maternity leave

> 16 weeks for all coparents since January 2021

Reduce non-

recoverable

industrial waste

Reduce by 30%

2021: 58kt (-34%)



 $(\checkmark)$ 

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\* SBTi: Science Based Targets initiative

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**Reduce** intake of freshwater

Reduce by 25% 2021: 315Mm<sup>3</sup> (-5%)

#### BETTER LIFE

Improve quality of life



Safety (RIIR<sup>3</sup> indicator)

> Aim for zero 2021: 0.43 (-16%)

# Making meaningful progress on the climate



	Target	2021	Comment	Progress versus 2018	2030 targets
Ш	Align GHG emissions with Paris Agreement and SBTi (a)	11Mt	Achieved 11% in aggregate versus 6.6% Paris Agreement	-14% -11% structural	Reduce by 30% (-2.5%/yr)
CLIMAT	Phase out coal wherever renewable alternatives exist	27 (1 plant exiting coal)	Exit announced at Rheinberg in 2020, at Dombasle in 2021, first step at Devnya in 2022	-18% (petajoule)	Achieve 100%
	Reduce negative pressure on Biodiversity	-13%	Volume growth more than offset by improved eco-profile accuracy	-24%	Reduce by 30%
S	Increase sustainable solutions, % of Group sales	53% (b)	Improved eco-profile and increased number of sustainable solutions	+3pp	Achieve 65%
URCE	Increase circular economy, % of Group sales	5%	Long term projects with expected results as from 2023	+1pp	More than double
RESOURCES	Reduce non-recoverable industrial waste (a)	58 kt	Projects initiated in 2020 starting to deliver	-34%	Reduce by 30%
	Reduce intake of freshwater	315 Mm <sup>3</sup>	Volume growth compensated by greater efficiency	-5%	Reduce by 25%
	Safety with a zero accident policy (MTAR indicator) (a)	0.43	Reversal consistent with industry trends, action plan on globalizing near misses	-16%	Aim for zero
	Accelerate DEI, parity in mid & senior management	25%	Launched Solvay One Dignity 9 goals	+1.3pp	Achieve 50% by 2030
	Extend paternity leave time		16 weeks policy open to all co-parents regardless of orientation since January 2021	implemented	16 weeks by 2021

(a) Restated due to change in methodology/scope

(b) Effective 2022, the CO<sub>2</sub> price was increased from €75 to €100 per metric ton CO2 eq.

as a consequence, the level for 2021 will be restated to 50%.

# ESG credentials widely recognized

MSCI ESG RATINGS

AA rating on a scale from AAA-CCC

#### ISS ESG ▷

B rating Prime company

#### ecovadis

Top 1%

#### SUSTAINALYTICS

"Medium risk"

## vigequiris

#5 in the sector

## CDP

A- CDP Climate Change



Recognition on Biodiversity



FTSE4Good

Member of FTSE4Good



# Why invest?

We aim to reshape the global chemical industry by delivering solutions that meet the world's sustainability challenges and provide critical solutions in fast-growth markets.

We focus on creating long-term value and we do so efficiently, which results in steady annual revenue and cash generation, a strong track record of continued shareholders distribution with a stable dividend, and one of the highest margins among our competitors. And above all, sustainable value creation is at the core of the way we conduct business.



Future growth potential fuelled by megatrends

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Global scale, diversity of products and end-markets, reliable infrastructure



Key leadership positions

Customer partnerships

drive innovation

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Proven resilience through Crises



Bold ESG Ambition with Solvay ONE Planet

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First Quarter 2022 Earnings

# Thank you.



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