

# Solvay Q3 2022 Highlights

### **Q3 2022 Performance Highlights**

**Net Sales** 

€3.6<sub>bn</sub>

+29.5% vs. Q3 2021

Underlying EBITDA

€917<sub>m</sub>

+39.8% vs. Q3 2021

Free cash flow

**€452**<sub>m</sub>

14th quarter of positive FCF

ROCE (return on capital employed)

15.4%

vs 11.4% at the end of 2021

### Sustained strong pricing in Q3



In Q3 €836m in price overcame €485 of inflationary costs



Materials Q3 2022 pe	erformance
Net sales y/y organic	<sup>+</sup> 37 <sup>%</sup>
<b>EBITDA</b> y/y organic	<b>43</b> %
<b>EBITDA</b> margin	<sup>+</sup> 34.6 <sup>%</sup>

Chemicals	
Q3 2022 per	formance
Net sales y/y organic	<sup>+</sup> 34 <sup>%</sup>
<b>EBITDA</b> y/y organic	<b>*22</b> %
<b>EBITDA</b> margin	<sup>†</sup> 25.2 <sup>%</sup>

QO ZOZZ Periormanec	
Net sales y/y organic	<b>†20</b> %
EBITDA y/y organic	<b>†21</b> <sup>%</sup>
<b>EBITDA</b> margin	<sup>†</sup> 19.1 <sup>%</sup>

O3 2022 performance

**Solutions** 

## **Structural Cost Reduction and Sustained Cash Flow Generation Driving Debt Reduction**







of our €500 million cost reduction commitment by 2024 already delivered.

14th consecutive quarter of positive free cash flow

#### 2022 Outlook Increased

On October 24, the company upgraded its full year 2022 EBITDA estimate to grow organically by around 28%. On Nov 3, the company also upgraded Free Cash Flow estimate to around €1 billion for the year, including capital investments which may reach €1 billion.

**EBITDA** (underlying)

Around 28% organic growth

(previously 14% to 18% growth)

Free cash flow (continuing operations)

### Around <sup>€</sup>1bn

CapEx est to reach €1bn (previously FCF around €750m)



I am so incredibly proud of our people for delivering another quarter of outstanding performance. We again set new records in Sales, EBITDA, and ROCE, which is a clear demonstration of the hard work by our teams and real transformation that has occurred in the past three and a half years. We remain focused on bringing new innovations to the market that deliver measurable value to our customers, and we are prioritizing investments in strategic growth areas. Today's announcement is another example of our commitment to serve the growing electrification trend by expanding manufacturing of high performance polymers for batteries in North America. I could not be more pleased with these accomplishments and excited about our bright future as we progress with our plan to separate into two independent, strong companies.