

Aerospace & Defense webinar

February 28, 2023



Progress beyond





With
you today



Ilham Kadri

CEO and President of the Executive Leadership
Team of Solvay



Carmelo Lo Faro

President, Materials Segment

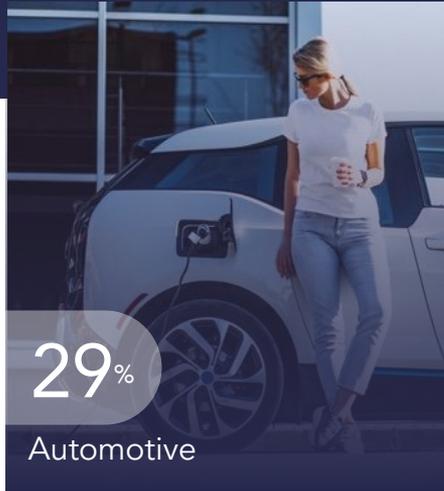
Our highly attractive Materials business is part of SpecialtyCo



Aerospace & Defense represents a key market



MATERIALS



% of net sales



Materials
FY 2022

Net sales
~€4.1bn

Organic sales growth
('22-'26F)
~10%

EBITDA margin
>30%

We are an advanced material provider to OEMs and suppliers



Design, manufacture & assemble aircrafts

OEMs



Provide advanced materials to produce parts

ADVANCED MATERIAL SUPPLIERS



Provide finished parts & systems to OEMs

Tier 3, 2 & 1 suppliers



Solvay is 1 of 3 qualified carbon fiber composites suppliers globally





Advanced materials

SOLVE

the industry's most critical performance and sustainability challenges

30% weight reduction vs aluminum ✓

5 times stronger vs aluminum & superior properties¹ ✓

Improved aerodynamics ✓

Superior manufacturing & design flexibility ✓



Up to 25%



Increased fuel efficiency

&



Reduced greenhouse gas emissions²

(1) Superior corrosion, fatigue & thermal resistance
(2) Mainly CO₂, NO_x

Aerospace & Defense is a key market within our Materials business



AEROSPACE & DEFENSE



~60%

Commercial aviation
Narrow and wide body, engines, business jets, civil rotorcraft



~30%

Defense
Fixed wing defense, military rotorcraft



~10%

Space & Launch
Space, missiles & launch systems

% of net sales



Aerospace & Defense
FY 2022

Net sales
~€0.95bn

'21-'22 Sales growth
~30%

Organic volume growth ('22-'26F)
~10%

Aerospace & Defense key takeaways



Double digit market growth outlook, supported by post COVID rebound



Attractive business with broad portfolio and high barriers to entry affording stable growth



Actively pursuing next-gen solutions leveraging our unique innovation capabilities





With
you today



Carmelo Lo Faro

President, Materials Segment



Double digit market
growth outlook,
supported by post
COVID rebound

Attractive market growth outlook

Aero industry recovery is underway following a period of decline



COMPOSITE AEROSTRUCTURES MARKET VALUE (INDEXED TO 2016)



Key market drivers



Market growth driven by higher build rates and introduction of new programs

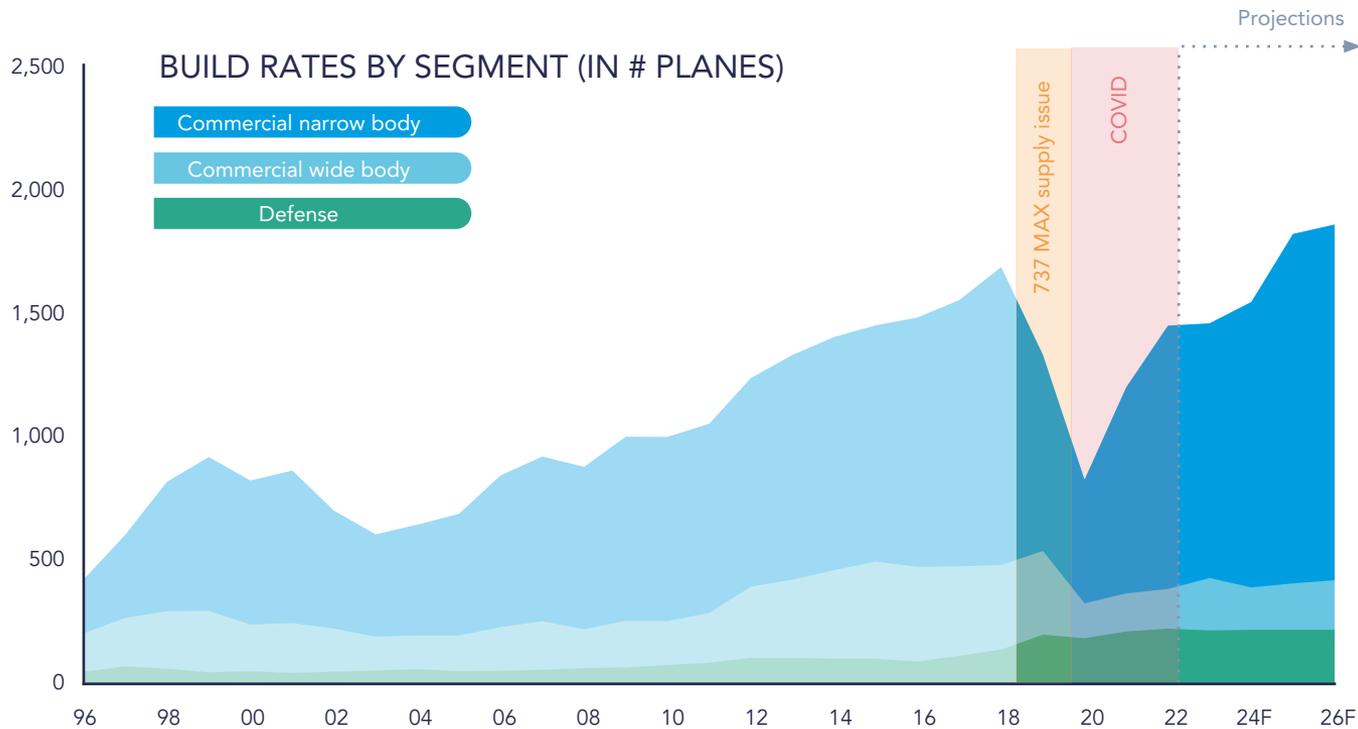
Decrease due to narrow body build rate slowdown (*i.e.*, 737MAX) followed by COVID crisis

Increasing build rates, supported by a COVID recovery, and increasing advanced material penetration

Source: External market reports

Build rates

Strong outlook, supported by post COVID rebound and mainly driven by narrow-body airplanes



Commercial narrow body
Long-term high single digit growth
6-7% p.a.



Commercial wide body
Long-term low single digit growth
1-2% p.a.



Defense
Highly resilient long-term mid-single
digit growth, 4-5% p.a.

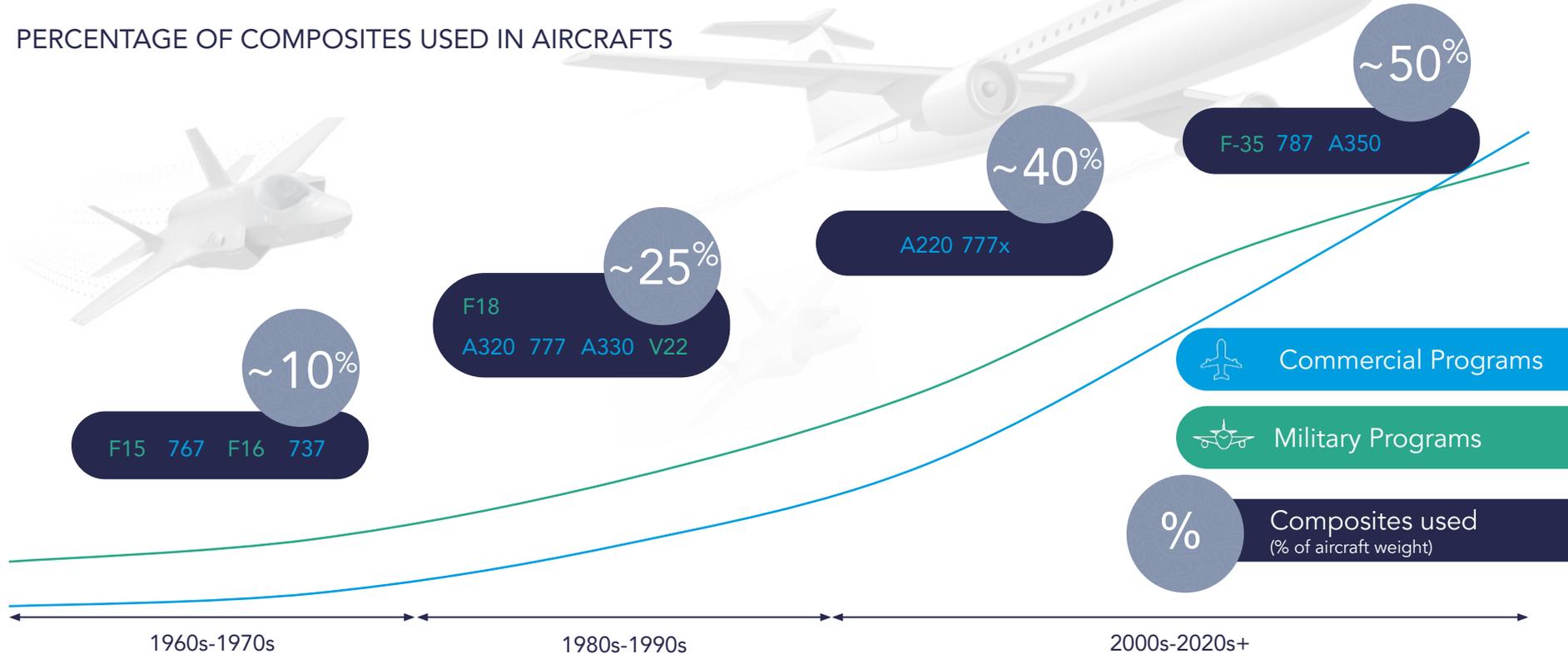


Advanced material penetration

Continued increase across airplane programs over time

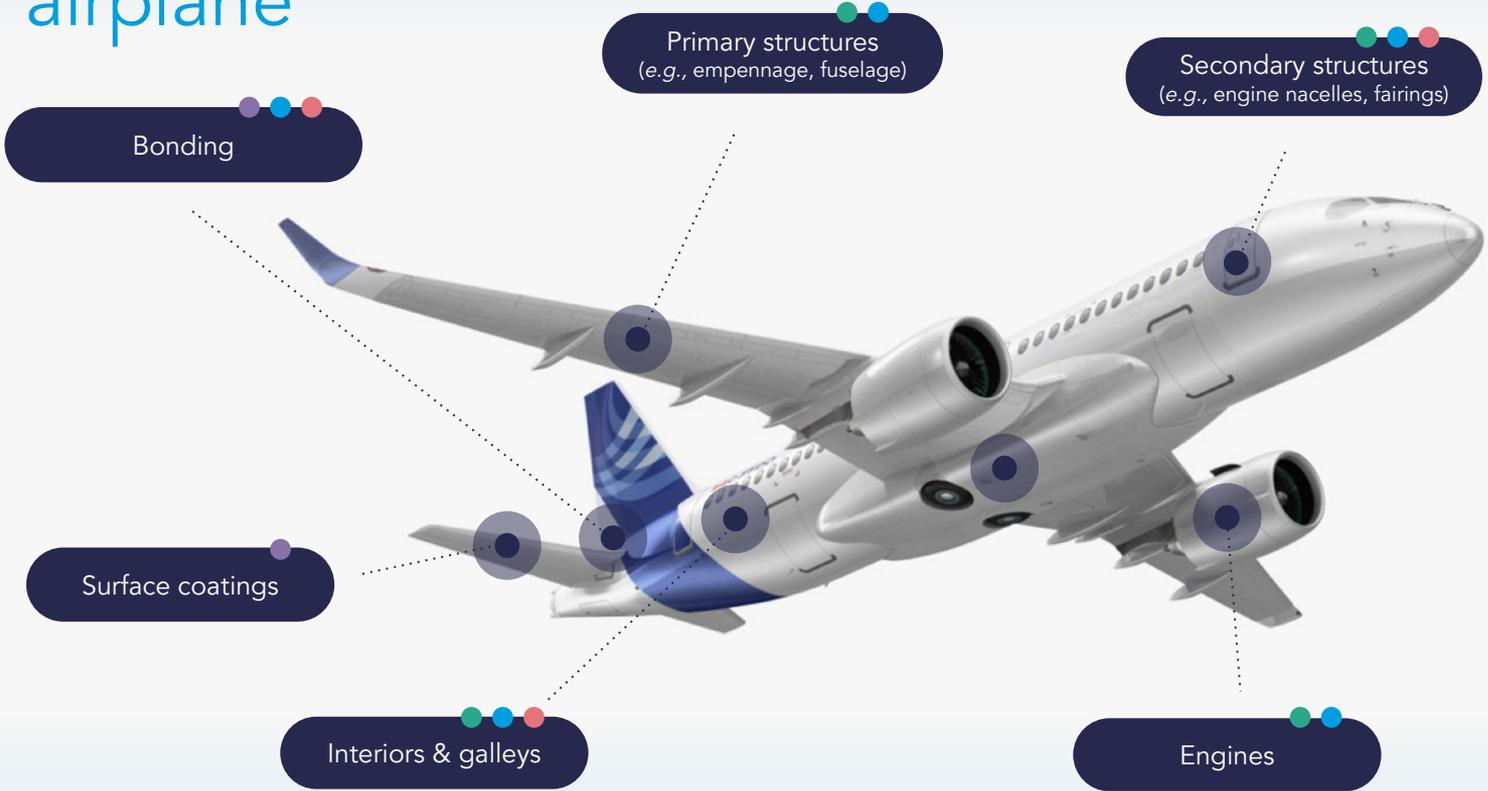


PERCENTAGE OF COMPOSITES USED IN AIRCRAFTS



Note: Programs shown are examples only
Source: Solvay internal data

Our technology is integral to many parts of an airplane



OUR PRODUCTS



Thermoset composites



Thermoplastic composites



Adhesives & surfacing



Specialty polymers



Attractive business with
broad portfolio and high
barriers to entry
affording stable growth

Solvay maintains leadership in this attractive market with double-digit growth expected in the mid-term



Solvay
11% p.a.

Market
5-7% p.a.



Solvay
-9% p.a.

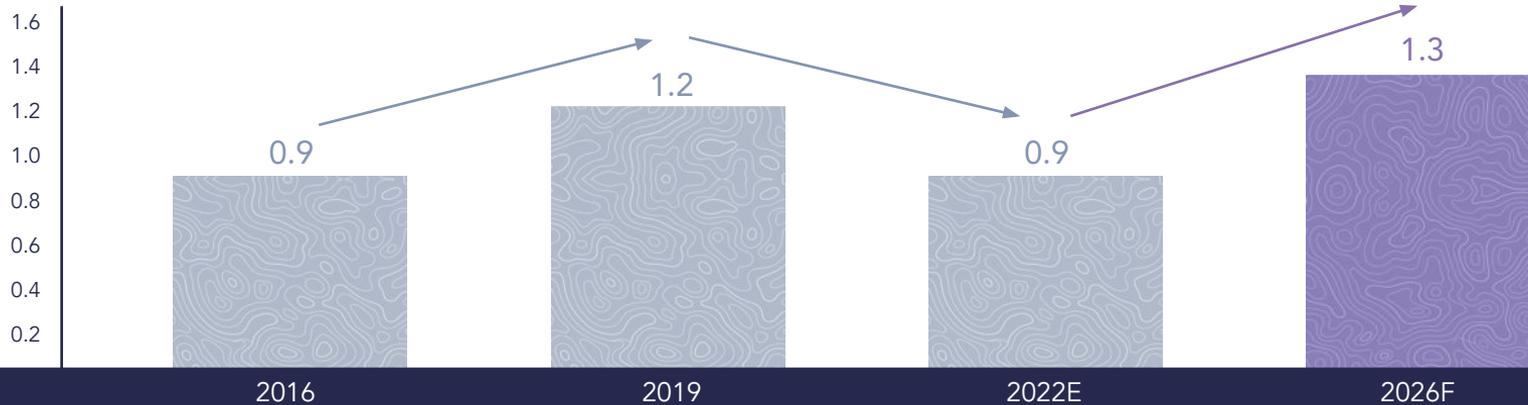
Market
-11-13% p.a.



Solvay
~10% p.a.

Market
9-11% p.a.

Solvay A&D net sales (€ bn)



Protected by
High barriers to entry

Broad Portfolio

Specified on all
major programs

Long-standing
customer
relationships

Certified
Global Assets

Commercial Aviation

Solvay is specified in all main airplane programs



KEY EXAMPLES

SPECIFIED IN KEY AIRPLANE & ENGINE PROGRAMS

Solvay value per shipset

>\$1m

\$0.5-\$1m

<\$0.5m

Key airplane programs : Order backlog (Dec '22)

BOEING 777x	~440
COMAC C919	~100
BOEING 787	~575
AIRBUS A220	~550
BOEING 737	~4,200
AIRBUS A350	~410
BOEING 767	~120
AIRBUS A330	~200
AIRBUS A320	~6,100



Major supplier of primary & secondary structures for A220



Primary and secondary structures for Biz Jets



Secondary structures, structural adhesives and surfacing films for A350 and 787 family



Trusted long-term advanced material supplier of Safran for engine & nacelle programs

Strong visibility on long-term orderbook of our main customers, worth ~€5bn



Defense

Long-standing partnerships with key OEMs

LEADING POSITION IN THE U.S. DEFENSE MARKET

- ✓ **Leading position** with strong heritage and over 50 years of industry experience
- ✓ Supplying **hundreds of products** across all main defense programs (e.g., Black Hawk, Osprey, Apache, F-35, F-18, F-16, A400M)
- ✓ Offering **customized high performance material solutions**, with strong focus on heat exposed parts
- ✓ **Access to main OEMs & tier 1 suppliers** (e.g., >30 year-long partnership with Lockheed Martin)



EXAMPLE
PRIMARY SUPPLIER FOR F-35



Unique
portfolio of
>50
products
supplied

SUPPLYING THE HIGHEST COMPOSITE
DEFENSE PROGRAM BY TOTAL VALUE

Strong customer co-development across the entire lifecycle of the aircraft programs



One-team approach to customers

SOLVAY INNOVATION CENTERS

5 AMERICAS 6 EMEA 3 ASIA

>100 Researchers

BOEING
Co-development case example

CYCOM® EP2750
>3 years of closed collaboration to develop a next generation composite material

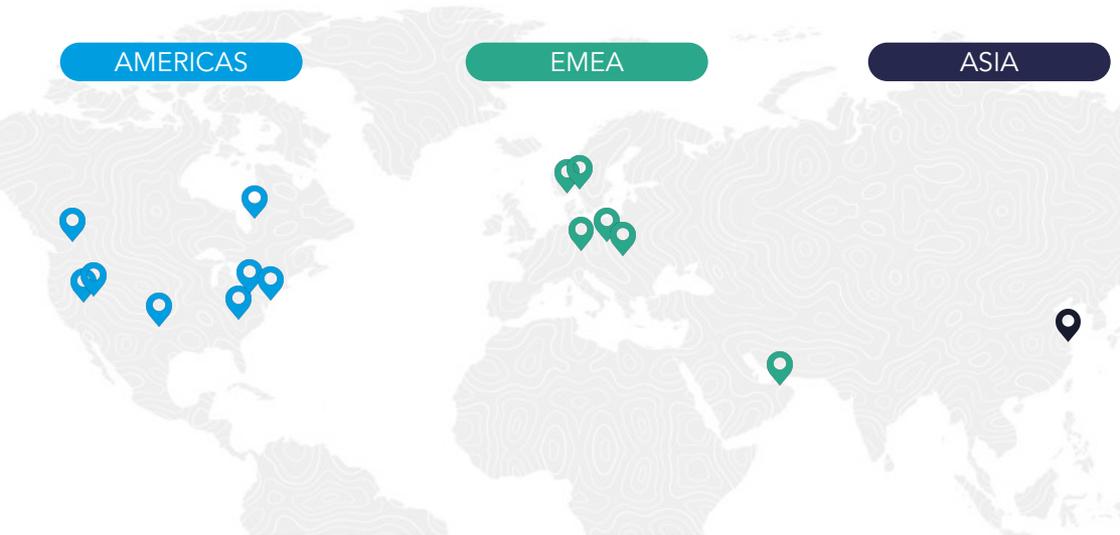
- Allows 10-20x increased manufacturing rate on the back of reduced curing time
- Reduced production cost, making composite parts cost competitive with metals



Agile and evolving footprint



STRONG AEROSPACE & DEFENSE FOOTPRINT*
CLOSE TO OUR MAIN CUSTOMERS



AGILE & EVOLVING FOOTPRINT



Footprint optimization program
launched before COVID

Accelerated through COVID
(3 sites closed) to adapt cost
structure in line with market needs
(annual cost reduction of ~€70M)

Continuous optimization of agile
footprint





Actively pursuing
next-gen solutions
leveraging our unique
innovation capabilities

Deep industry expertise and understanding of our customers' needs



Industrialization and Productivity



Greener transportation



New and more demanding applications

Need for faster and lower-cost production

Reduction of emissions and increasing importance of sustainability

Focus on primary structures and new market segments

Enabling the next generation of aircrafts



Resin Infusion
Bonding technology
Multi-functionality
Thermoplastic composites

Innovation themes

Fiberglass based composites
Thermoset prepregs

Carbon fiber based composites
Adhesives & Sealants

Resin infusion technologies
Out-Of-Autoclave technologies

R&D timing: '50s-'70s

'70s-'00s

'00s-'20s

2020+

Target markets

Initial adoption in space & launch and expansion into tertiary parts in airplanes (e.g., interior parts)



Adoption in secondary airplane structures (e.g., spoilers, rudders, ailerons, flaps)



Adoption in primary airplane structures (e.g., fuselage, wings)



Next-gen of space & launch
Advanced air mobility





KEY MARKET DRIVERS

- ✓ Lighter weight and lower emissions
- ✓ Greater productivity efficiencies
- ✓ Sustainability and circularity

Driving innovation for the future of Commercial Aviation

Developing the innovations required for next-generation aircraft with breadth and depth of technical expertise and a legacy of innovation

Continue to drive adoption of composite materials by replacing metal in primary structures

Meet customers needs for faster, more cost-effective production processes with lighter-weight materials that do even more

Innovation Themes



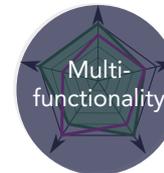
- Increased production efficiency
- Improved quality control
- Lower cost
- Lower energy consumption



- Improved reliability & performance
- Light weighting
- Faster assembly
- Increased design freedom



- Structural integration & performance
- Manufacturing flexibility: compatible with in/out of autoclave curing
- Lower recurring manufacturing costs



- Next level of materials performance providing:
- Electrical conductivity
 - Vibration/noise dampening
 - Embedded sensors
 - Antimicrobial surfaces



- Next generation composite materials providing:
- Faster and simpler production processes
 - Similar/superior mechanical performance
 - Potentially recyclable

~€3bn

Addressable market¹ by 2040



KEY MARKET DRIVERS

- ✓ Commercialization of space
- ✓ More small launch vehicles for growing satellite network
- ✓ Focus on reusability of launch vehicles

Actively accelerating technology for Space market

.....
 Solution provider for innovative and high performance **lightweight materials** for space applications (e.g., composite fairings, nozzle ablatives, adhesives)

.....
 Innovation via **new manufacturing techniques, to lower cost** of launch vehicles (e.g., Out-Of-Autoclave, Automated Fiber Placement)

Strong track record with >50 years of experience



Gemini

1965



NASA Space Shuttle SRB

1970s - 2011



Long-term agreement for Vega programs

2021



Apollo 11



Arianespace rocket - James Webb telescope

€1bn¹
 Addressable market by 2040



Proud supplier of ablative materials for use in the Artemis mission's solid rocket motor (SRM) nozzles, **successfully launched** on 16th November 2022



Pioneer in developing Advanced Air Mobility market

KEY MARKET DRIVERS

- ✓ Concentration of population in urban areas
- ✓ Need for sustainable transportation solutions
- ✓ Mobility as a Service (MaaS) acceleration

.....
Ideal material supplier for AAM with a comprehensive portfolio and strong legacy, able to assist with technical challenges through all stages of the process

.....
Scale AAM vehicle production through innovative composite technologies

.....
Solving the AAM industry's most critical challenge: light weighting

MULTIPLE RELATIONSHIPS ESTABLISHED



Electric air-taxi program
VX4



Hybrid water landing aircraft
Seagull



Indoor inspection drone
ASIO

~€6bn
Addressable market by 2040

Thermoplastic Composites Platform

Potential to reinvent how to produce and recycle composite resins



Up to
5x faster
manufacturing¹



30-50%
reduced
weight²



Up to 40%
more
cost-effective²



Recyclability
&
circularity

Addressable market by 2035

>€1bn³, thereof ~€400m Aero&Def

Note:

- (1) Compared to thermoset composites
- (2) Compared to metal components
- (3) High temperature Thermoplastic composites total market

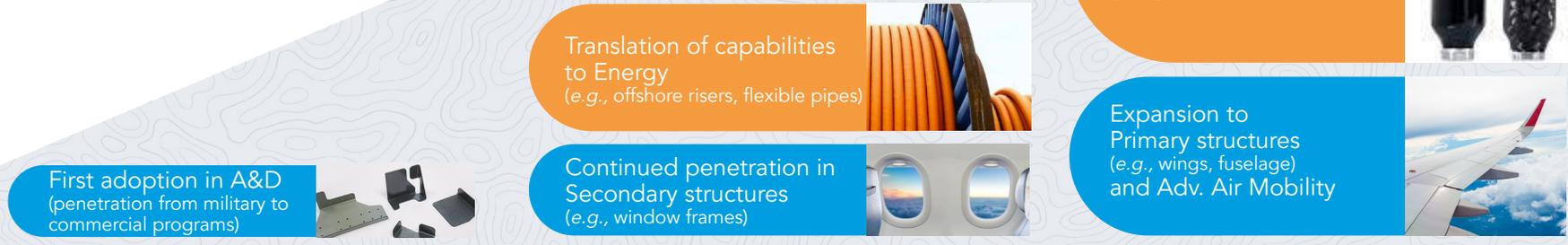
Ongoing TPC adoption across industries drives the experience curve



1980 →

2020 →

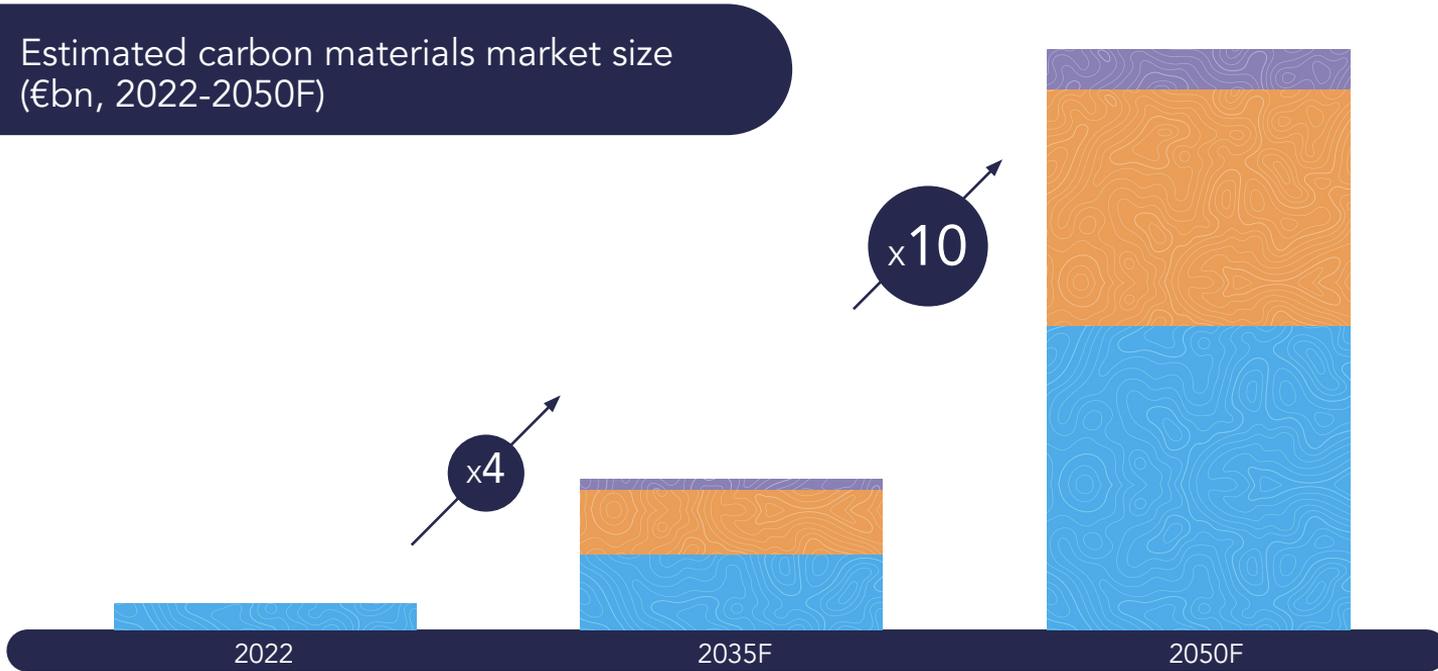
2030+ →



A&D Energy Automotive Electronics & Other

High-end composite materials market expected to grow 4x by 2035, and >10x by 2050

Estimated carbon materials market size (€bn, 2022-2050F)



Automotive



Energy



A&D

Recap: Aerospace & Defense key takeaways



Double digit market growth outlook, supported by post COVID rebound

- Growth driven by higher build rates in commercial narrow body
- Increasing advanced material penetration across all segments

Attractive business with broad portfolio and high barriers to entry affording stable growth

- Broadest product portfolio to meet all customer needs
- Specified into all main commercial & defense programs
- Visibility on €5bn customer order book backlog
- Long-standing customer relationships with a high degree of co-development

Actively pursuing next-gen solutions leveraging our unique innovation capabilities

- Market maker posture to drive innovation and focus on supporting the industry in solving its main challenges
- Actively supporting the development of new market segments: commercial launch and advanced air mobility



Q&A