

# THIRD QUARTER 2016 RESULTS

November 8 2016

### SAFE HARBOR

This presentation may contain forward-looking information. Forwardlooking statements describe expectations, plans, strategies, goals, future events or intentions. The achievement of forwardlooking 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.

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This document does not constitute an offer to sell, or the solicitation of an offer to subscribe for or buy, any securities.



## FORENOTE

The results of former Cytec are consolidated in the Group's income and cash flow statements since January 1, 2016. Comparative information for the third quarter and first nine months of 2015 is presented on an unaudited pro forma basis as if the acquisition of Cytec had taken place on January 1, 2015.

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.

The comments on the results are made on an underlying basis unless otherwise stated.



## OVERVIEW

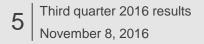
- Transformation delivery
- Financial highlights
- Priorities and outlook
  - Annexes



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## **EXECUTING OUR PLAN**







## THIRD QUARTER RESULTS RECORD MARGIN & SOLID CASH GENERATION

## EBITDA 6% 7

- Pricing power 7
  - Sustained for 11 quarters
- Lower fixed costs
  - Benefiting from synergies and excellence
- Volume 凶
  - Soft market demand in smart devices, oil & gas & other specific markets
  - Offsetting growth elsewhere

## Record EBITDA margin at 23%

## Free Cash Flow [1] 14% 7

- Resulting from
  - Higher EBITDA
  - Lower CapEx
  - Working capital discipline
- Underlying net debt reduced to € 6.5 bn
  - Leverage  $2.9x \rightarrow 2.7x$

# Higher cash conversion at 64%



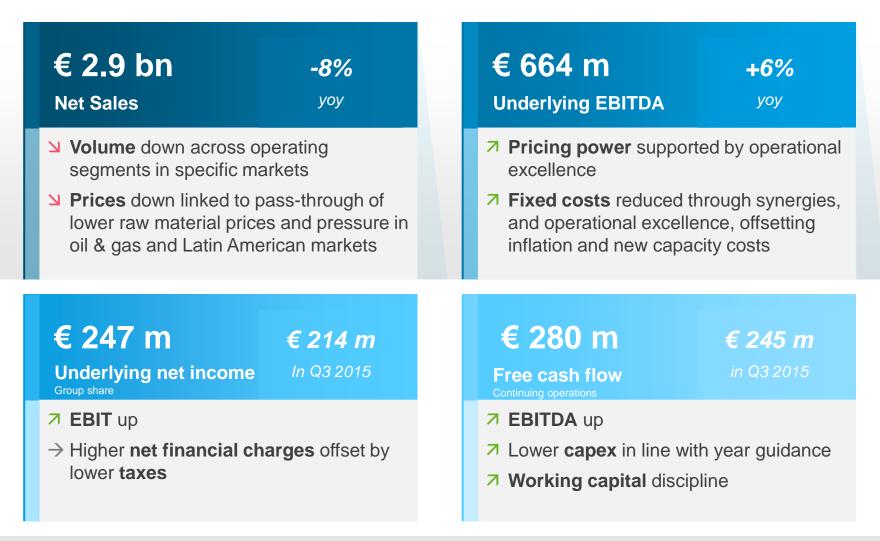
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## SOLID RESULTS FINANCIAL HIGHLIGHTS Q3 2016

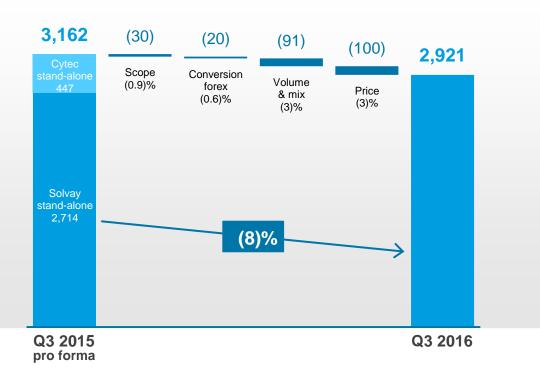




## SALES DOWN WITH SOFTER DEMAND IN CERTAIN MARKETS

#### Net sales

in € m



#### ↘ Volumes lower

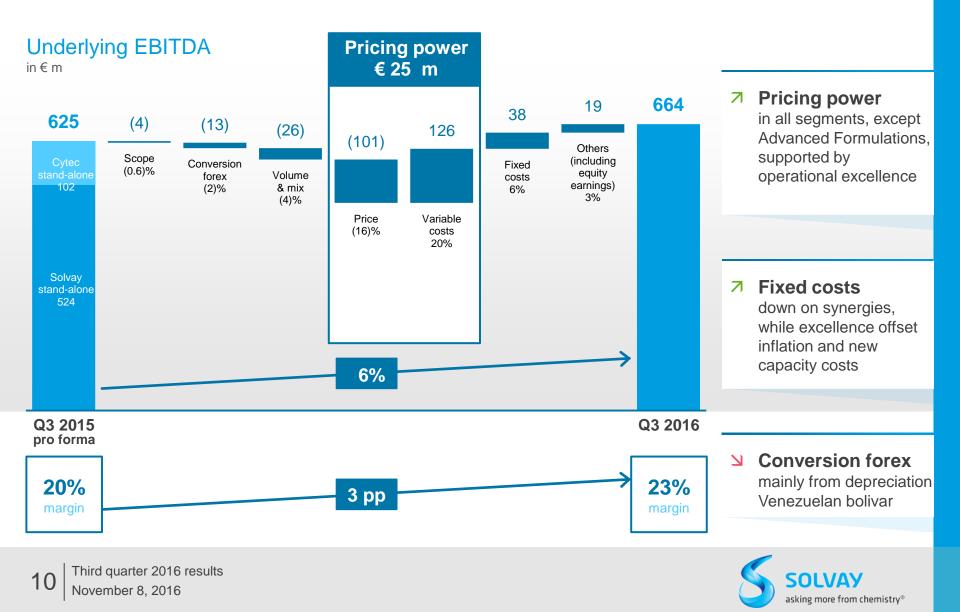
- Slower demand ramp-up for smart devices
- Soft demand in composites
- Contraction in oil & gas market
- Temporary production stops at Peroxides and chlorovinyls
- Offsetting growth in other businesses, e.g. automotive

#### **Lower prices**

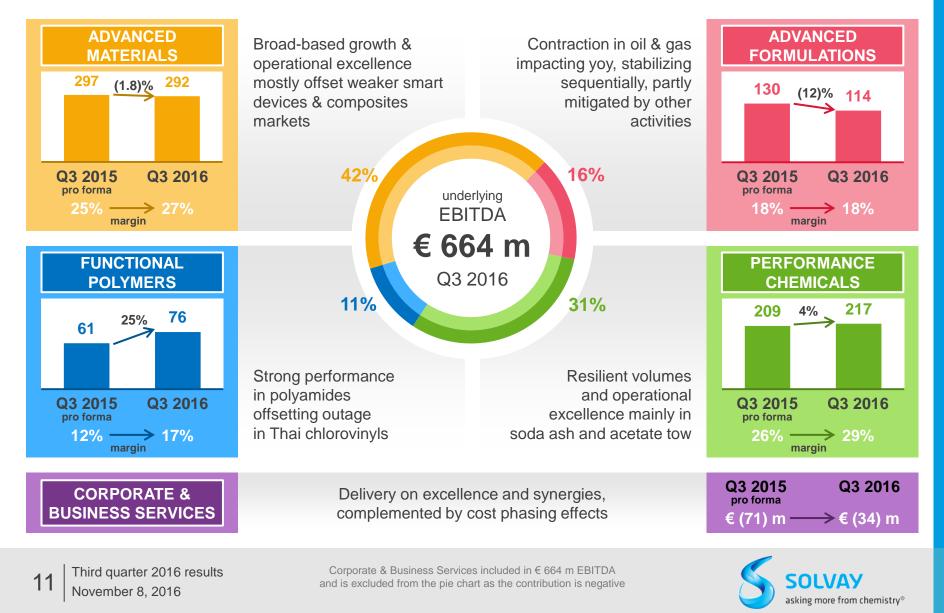
- Partial pass-through of lower raw material costs in deflationary market
- Pressure in Latin American and O&G markets



### RECORD EBITDA MARGIN UNDERPINNED BY EXCELLENCE AND SYNERGIES



### RESILIENCE THROUGH MULTI-SPECIALTY PORTFOLIO MARGINS FLAT TO IMPROVED OVER SEGMENTS



## UNDERLYING NET INCOME REFLECTING HIGHER OPERATING PROFIT

Underlying P&L in € m	Q3 2016	Q3 2015 pro forma	% уоу
Net sales	2,921	3,162	(8)%
EBITDA	664	625	6%
EBITDA margin	23%	20%	Зрр
Depreciation & amortization	(198)	(196)	(1)%
EBIT	466	429	9%
Net financial charges	(119)	(109)	(9)%
Income taxes	(86)	(95)	9%
Tax rate (ytd)	28%	31%	(3)pp
Non-controlling interests	(14)	(13)	(11)%
Net income, Solvay share	247	214	16%
PPA impact	(72)	(71)	
Portfolio management	(20)	(16)	
Remediation & litigation	(10)	(9)	
(Financial adjustments)	37	38	
(Tax adjustments)	53	47	
Discontinued operations	(56)	(4)	
(Other adjustments)	(4)	(36)	
Net income, Solvay share, IFRS	176	163	8%

## Underlying net income (Solvay share) up 16%

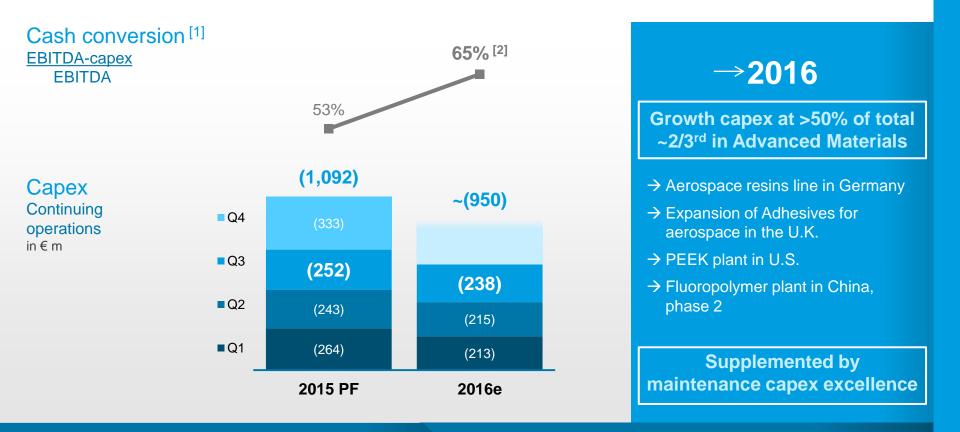
- ↘ Net financial charges up due to forex impact on currency swaps
- Underlying tax rate at 28% ytd vs 31% ytd in 2015, due to change in geographical mix

#### IFRS net income (Solvay share) up 8%

Discontinued operations reflecting fair value adjustment on anticipated Indupa sale



## 66% CASH CONVERSION YEAR TO DATE DRIVEN BY HIGHER EBITDA AND LOWER CAPEX



#### Profit growth Improved cash conversion

# Sustainable improvement in free cash flow

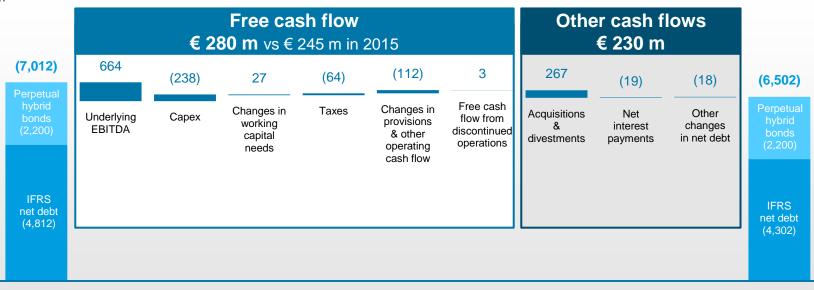
Based on capex of continuing operations and underlying EBITDA
 Calculation based on 9M figures



### NET DEBT REDUCED WITH FOCUS ON CASH SUPPLEMENTED BY PORTFOLIO

#### Underlying net debt<sup>[1]</sup> evolution

in € m



30/06/2016

30/09/2016

## Free cash flow of € 280 m, up 14%

- ↗ Profit growth
- ↗ Lower capex
- Working capital discipline maintained

## M&A inflow reducing net debt

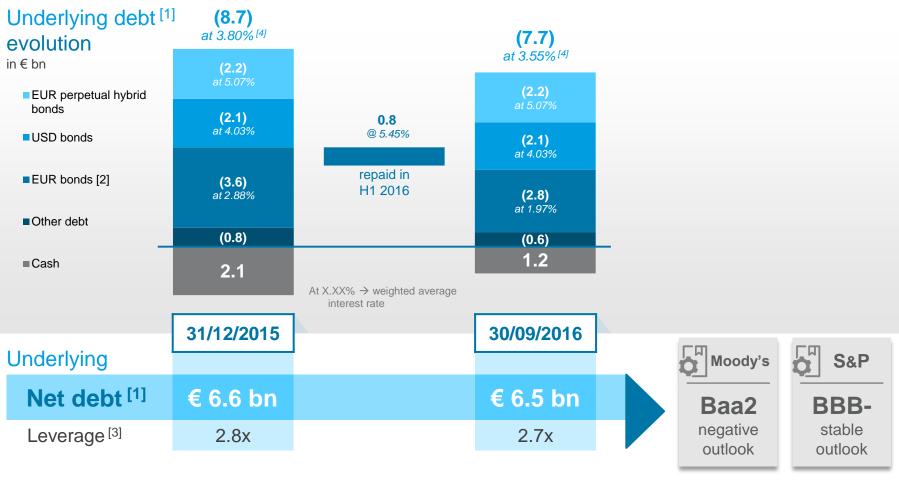
- Accelerated exit payment on Inovyn
- → Other M&A outflows including Primester, …

## Financial payments seasonally lower in Q3

- → No dividends to Solvay or minorities
- Accruals included in "Other changes in net debt"



## EFFECTIVE TREASURY MANAGEMENT LEADING TO REDUCED COST OF DEBT



#### INVESTMENT GRADE



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- [1] Underlying debt includes perpetual hybrid bonds (considered as equity under IFRS)
- [2] Including 2016 EIB loan, paid back in January, and subordinated 2104 hybrid bond
- [3] Net debt / underlying EBITDA of last 12 months (pro forma)

[4] Weighted average interest rate of major debt, excluding other debt

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### OUTLOOK FOR FY 2016 CONFIRMED



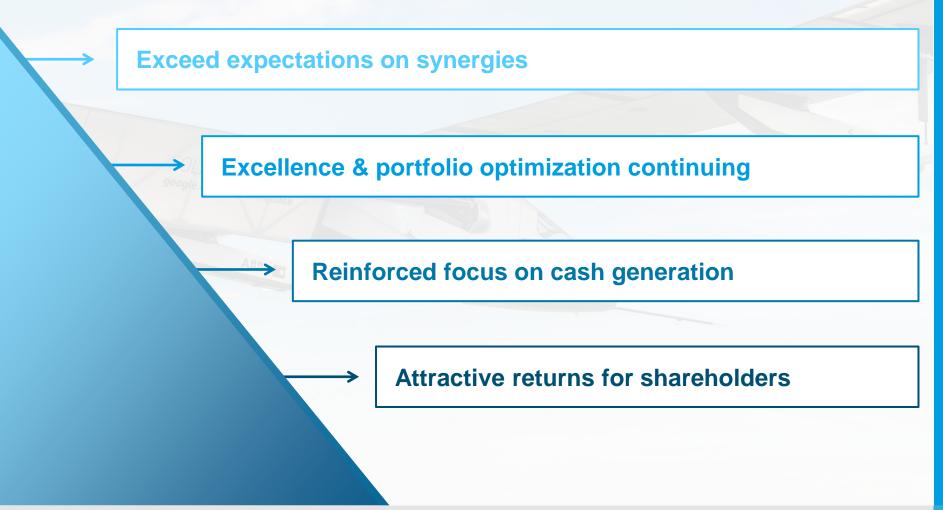
EBITDA to grow approximately 7% - 8%

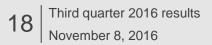
Free cash flow to exceed € 700 m



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### OUR COMMITMENT







## **INVESTOR RELATIONS CONTACTS**



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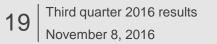
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January 18	February 24	May 3	May 9	August 1
2017	2017	2017	2017	2017
Interim dividend payment	Q4 & FY 2016 results	Q1 2017 results	Annual general meeting	Q2 & H1 2017 results





## ANNEXES

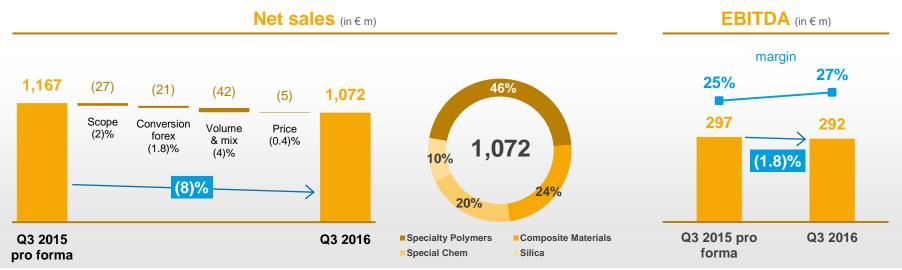
- Additional Q3 2016 financial data
- Forex sensitivity & other financial considerations for 2016
- Solvay general information





Third quarter 2016 results November 8, 2016

#### ADVANCED MATERIALS Q3 2016 HEADWINDS SMART DEVICES & COMPOSITES OFFSETTING OTHER MARKET GROWTH



## Specialty Polymers' sales slightly down

- Double-digit growth in batteries, healthcare, and consumer goods markets offset by smart devices.
- Smart devices sales improved sequentially but not against tough Q3 2015 comparable

## Composite Materials facing soft demand

- Growth new aircraft programs not yet offsetting demand declines in wide-body civil aircrafts, business jets & rotorcraft
- Industrial composites sales lower

#### Special Chem strong volumes

- Growth from automotive catalysts continues
- Growth in high-purity H<sub>2</sub>O<sub>2</sub> for use in semiconductor industry
- Negative scope effect from sale of PCC business in 2015

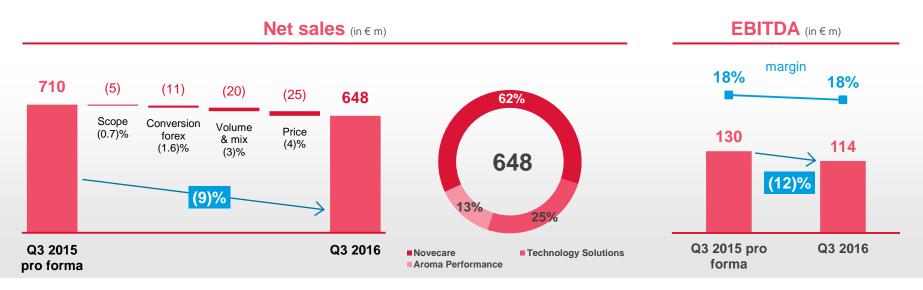
## Silica intrinsically stable

- Volume growth in tire market and other niche segments offset by unfavorable mix
- Forex impact from devaluation of Venezuelan bolivar



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#### ADVANCED FORMULATIONS Q3 2016 OIL & GAS NOT YET OFFSET BY OTHER MARKET GROWTH



#### Oil & gas continued to weigh on Novecare

- Sales down (14)% yoy due to oil & gas, but market stabilizing sequentially
- Growth in other markets including Agro and industrial applications partly offset oil & gas declines
- Operational excellence measures and synergies
  helped sustain margins

#### Modest sales growth in **Technology Solutions** despite mining industry challenges

- Growth in phosphorous and phosphine chemicals
- Lower Cu & AI prices driving curtailments at existing mines; new mine projects are delayed

#### Aroma Performance continues to face price pressure

- Volume growth in vanillin formulations
- Competitive price
  pressure remains



#### PERFORMANCE CHEMICALS Q3 2016 EBITDA GROWTH ATTRIBUTABLE TO SODA ASH & DERIVATIVES



#### Soda Ash & Derivatives driven by excellence

- Slightly lower volumes in Europe & seaborne markets
- Double-digit volume growth in bicarbonate as result of Thailand plant ramp up
- Strong excellence delivery

## **Peroxides** sales down on lower production rates

- Impact from temporary shutdown of HPPO facilities
- Growth in traditional wood pulp & paper market offset by reduced sales in fish-farming

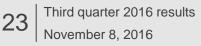
## Acetow business stable

- Sustained recovery in market continues (with the exception of China)
- Volumes essentially flat versus prior year quarter

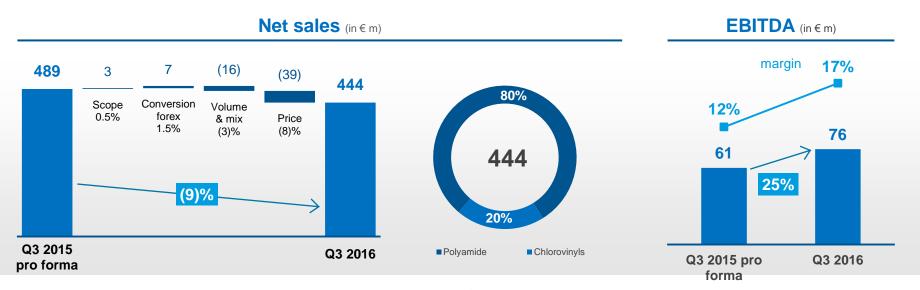
## Coatis remains challenged

 Conditions in Latin America affecting volumes and prices





#### FUNCTIONAL POLYMERS Q3 2016 EXCELLENCE-DRIVEN PROFIT GROWTH



#### Polyamide growth driven by volume and excellence

- Demand satisfactory with volume increases offset by price
- Significant improvement in EBITDA as a result of operational excellence programs

#### Chlorovinyls largely stable

- Solid contribution from RusVinyl JV (Russian operations), operating at close to full capacity
- Challenges with production in Thai operations as a result of electricity outage



#### CORPORATE & BUSINESS SERVICES Q3 2016 BENEFITING FROM COST DISCIPLINE

#### **EBITDA** (in € m)

Q3 2015 pro forma	Q3 2016	in € m	Q3 2015 pro forma	Q3 2016	
		Energy Services	(8)	5	
_	<mark>53%</mark>	of which one-offs	(7)	-	CER write-off
539		excluding one-offs	(1)	5	
	(34)	Other C&BS	(63)	(39)	
	Corporate & Business Services	(71)	(34)		
	of which one-offs	(7)	-	CER write-off	
(71)		excluding one-offs	(64)	(34)	

#### Energy Services well up

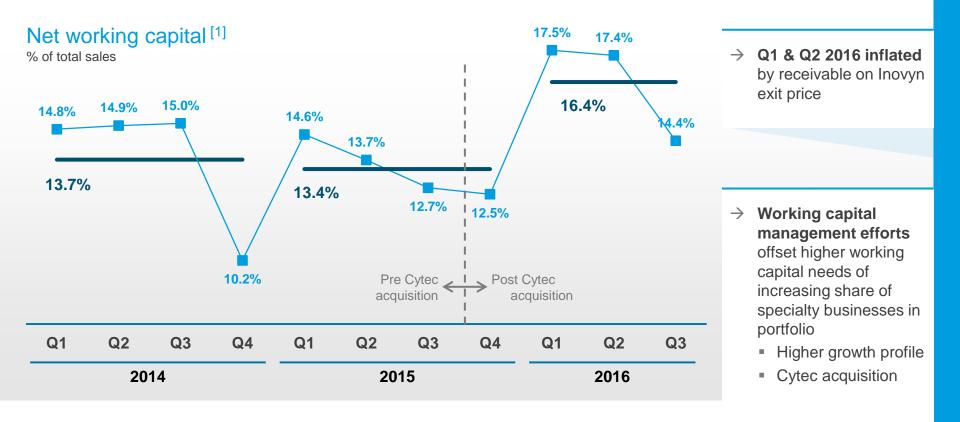
- Improved business conditions
- Restructuring in renewable energy assets
- Compares with € (7) m write off for Carbon Emission Rights in Q3 2015

## Significant cost reduction in Other Corporate & Business Services

- Synergy benefits
- Delivery on excellence programs
- Cost phasing effects



### WORKING CAPITAL MANAGEMENT COMPENSATES FOR HIGHER NEEDS OF SPECIALTY BUSINESSES



### Committed to further optimization

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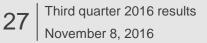
[1] Quarter end net working capital / annualized quarterly total sales
 Net working capital = inventories + trade and other current receivables
 – trade payables & other current liabilities



### DEBT PROFILE BALANCED MATURITIES ALLOWING FLEXIBILITY



Major debt <sup>[1]</sup>	31/12/2015			30/09/2016			
	Face value	Average duration	Average cost	Face value	Average maturity	Average cost	
EUR bonds <sup>[2]</sup>	3,550	4.1	2.88%	2,750	4.5	1.97%	
EUR perpetual hybrid bonds <sup>[3]</sup>	2,200	6.1	5.07%	2,200	5.3	5.07%	
USD bonds	2,142 <sup>[3]</sup>	7.5	4.03%	2,090 [4]	6.7	4.03%	
Total major debt	7,892	5.6	3.80%	7,040	5.4	3.55%	
	in € m	in years		in € m	in years		

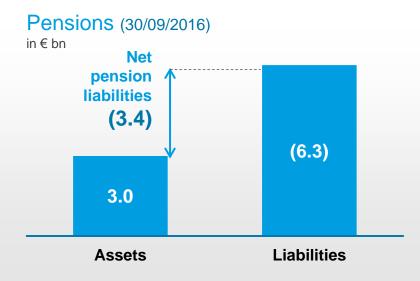


[1] Major debt only, excluding cost of currency swaps

[2] Including 2016 EIB loan, paid back in January, and subordinated 2104 hybrid bond
 [3] At 1<sup>st</sup> call date
 [4] USD 2,332 m



## NET PENSION LIABILITIES<sup>[1]</sup> UP ON LOWER DISCOUNT RATES

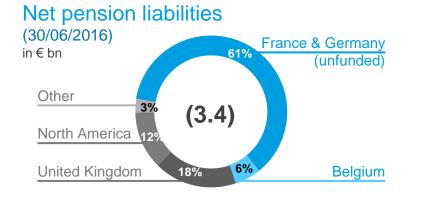


#### Net pension liabilities increase by € 0.2 bn

- → Pension liabilities up to € (6.3) bn following discount rates drop
- → Pension assets largely stable at  $\in$  3.0 bn

#### Cash contribution of € (46) m in Q3

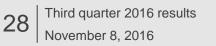
- → vs € (43) m in Q3 2015 excluding Cytec
- → YTD outflow of  $\in$  (139) m



#### Discount rate evolution<sup>[2]</sup>

Currency	30/09/2016	30/06/2016	Change
EUR	1.00%	1.25%	(0.25) pp
GBP	2.25%	2.75%	(0.50) pp
USD	3.50%	3.75%	(0.25) pp
Average	2.09%	2.40%	(0.31) pp

All presented figures are for continuing operations only



[1] Continuing operations only

Average discount rate on post employment benefit related liabilities applicable to high quality corporate bonds in EUR, GBP and USD zones



## ANNEXES

- Additional Q3 2016 financial data
- Forex sensitivity & other financial considerations for 2016
  - Solvay general information



## UNDERLYING EBIT(DA) CONSIDERATIONS FOR 2016

#### Scope effects

- Acquisitions in 2015
  - Cytec full consolidation as of January 1, 2016
    Pro forma 2015 restated for acquisition
  - Small acquisition in 2015: EPIC
- Divestments in 2015
  - Refrigerants (Special Chem, Advanced Materials) in May 2015: net sales of ~€ 50 m in 2014
  - PCC (Special Chem, Advanced Materials) in November 2015: net sales of ~€ 60 m in 2014

#### **Depreciation & amortization**

- > Underlying D&A of ~€ (800) m
  - Excludes PPA amortization
- PPA amortization of ~€ (370) m
  - Includes PPA impacts from Rhodia, Cytec and other smaller acquisitions (e.g. Chemlogics, Ryton)

#### **Forex sensitivity**

- Immediate impact on conversion exposure
- Deferred transactional impact due to hedging (6-12 month rolling basis)
- Mainly linked to USD
  - Sensitivity in 2016:
    ~ € 120 m REBITDA per (0.10) \$/€
  - ~60% conversion, ~40% transactional
- Other forex exposures
  - JPY, CNY, THB, BRL, KRW, RUB
- Total conversion impact on underlying EBITDA of € (39) m in 1<sup>st</sup> 9M 2016.
- Evolution of main currencies Solvay is exposed to:

Average / €	USD	JPY	GBP	RUB	BRL	CAD	CNY	KRW	THB
9M 2016	1.12	121	0.80	76.18	3.96	1.47	7.35	1296	39.33
9M 2015	1.11	135	0.73	66.60	3.53	1.40	6.96	1253	37.62
YoY change vs €	0%	11%	-9%	-13%	-11%	-5%	-5%	-3%	-4%



### UNDERLYING FINANCIAL & TAX & CASH CONSIDERATIONS FOR 2016

#### **Cost of borrowings**

Total underlying financial charges expected at ~€ (370) m (incl. perpetual hybrid bonds)

- Financial charges from major senior debt (excl. perpetual hybrid bonds)
  - 2016 charges expected at ~€ (150) m
  - At end Q3'16, average cost 2016 is 2.9% (2015: 5.2%) vs 3.3% before reimbursement of EIB loan of € 300 m reimbursed in January and € 500 m hybrid bond in June 2016.
- Coupons from perpetual hybrid bonds (considered as dividend & equity under IFRS)
  - 2016 cash out of € (84) m: Q2 € (57) m / Q4 € (27) m
  - From 2017 onwards € (112) m: Q2 € (84) m / Q4 € (27) m
  - Average cost : 5.1%
- > Other elements ~€ (100-120) m
  - Currency swaps & other debt in consolidated subsidiaries
  - Financial charges RusVinyI<sup>[2]</sup>: ~€ (25) m

#### **Discounting of pensions and HSE**

- P&L: ~€ (110) m (¾ pensions, ¼ HSE)
- Sensitivity to change in discount rates<sup>[1]</sup>:
  ~€ (370) m / 50bp
  - Pensions (in OCI):
    €zone ~€ (150) m; UK ~€ (140) m; USA ~€ (80)m
  - HSE (in P&L): ~€ (5) m

#### **Tax rate**

Underlying tax rate (adjusted for PPA and other factors) expected stable in the low ~30s

#### **Cash flow elements**

- Cash expenses for pensions expected in € (180) m - € (200) m range
- Capital expenditure expected at ~€ (950) m

31 Third quarter 2016 results November 8, 2016  Average discount rate on environmental provisions based on 10-year government bonds in EUR, GBP, USD and BRL zones
 Equity accounting ,reclassified under underlying accounts as financial interests



## **OTHER CONSIDERATIONS FOR 2016**

#### **Discontinued operations**

- Indupa chlorovinyls business in Latin America
  - Agreement reached on 02/05/2016 to sell to Brazilian chemical group Unipar Carbocloro for EV of US\$ 202 m, subject to closing conditions
  - ~€ (50) m CTA to be recycled through P&L at exit

#### Inovyn JV

- Beginning of July 2016, Solvay has completed the divestment of its shareholding in Inovyn, bringing to an end its chlorovinyls joint venture with Ineos.
- Solvay received exit cash proceeds amounting to €335 million.
- Solvay to pay price adjustment of ~€ (80) m in 2017.

#### Underlying adjustments to IFRS figures

- To improve comparability of results over periods
- Exclusion of
  - Amortization of PPA and inventory step-up from acquisitions
  - Impact of portfolio management and reassessments
  - Legacy remediation and major litigations
  - Exceptional financial elements, such as hyperinflation
  - Impact of change in rates on discounting charges
  - Tax impacts related to previous periods
  - Valuation impacts of discontinued operations
- Reclassification of
  - Coupons of perpetual hybrid bonds as net financial charges (considered as equity under IFRS)
  - Financial charges RusVinyl as net financial charges (only realized gains/losses)
- Impact of the above on tax and share of noncontrolling interests

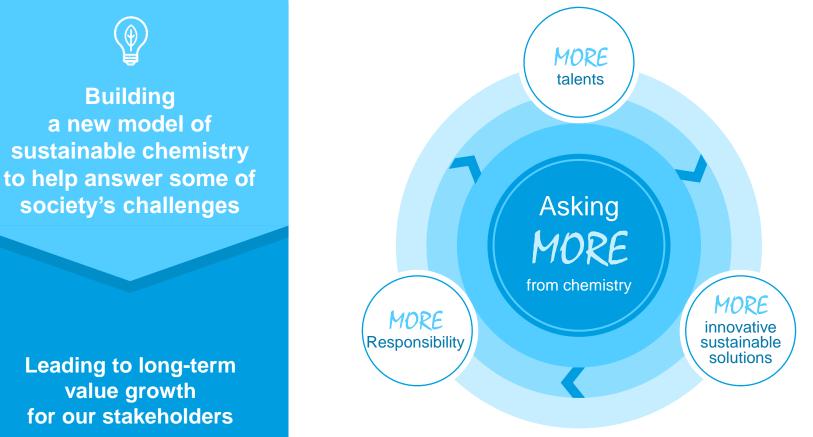


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## OUR VISION CREATING A FUTURE WITH MORE POTENTIAL

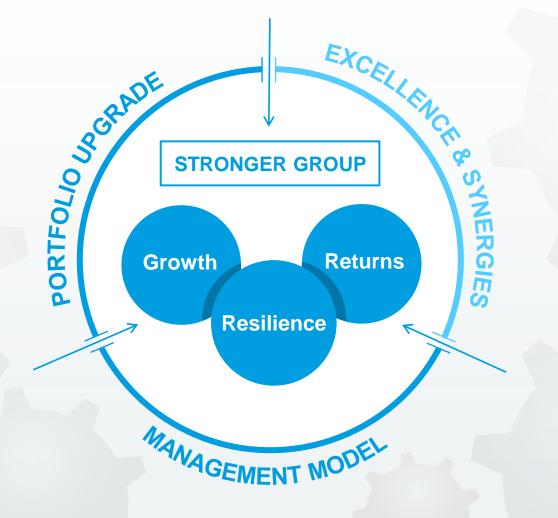


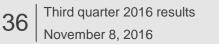


for our stakehold

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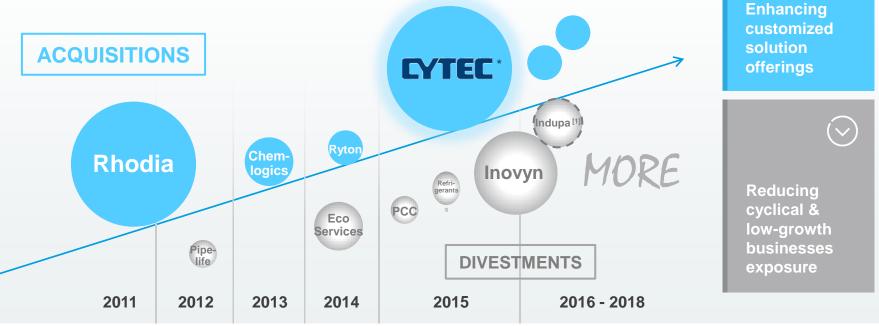
## EXECUTING OUR STRATEGY IN-DEPTH TRANSFORMATION

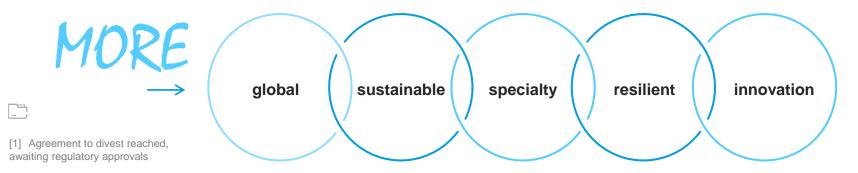




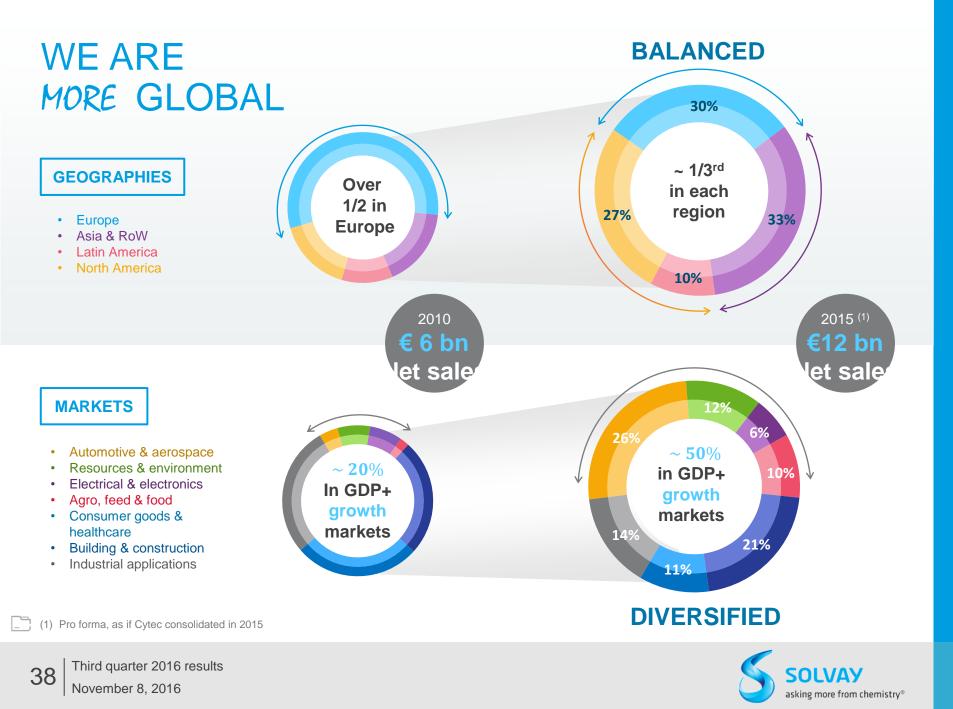


## UPGRADING OUR BUSINES PROFILE ACTIVE PORTFOLIO MANAGEMENT

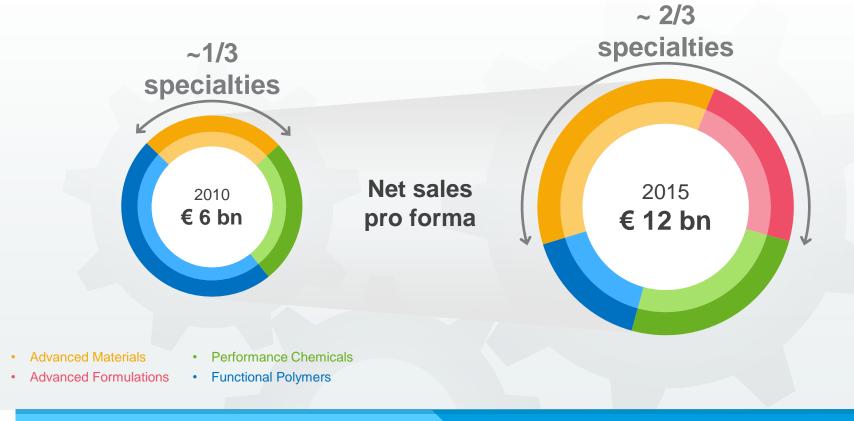








### WE ARE MORE SPECIALTY



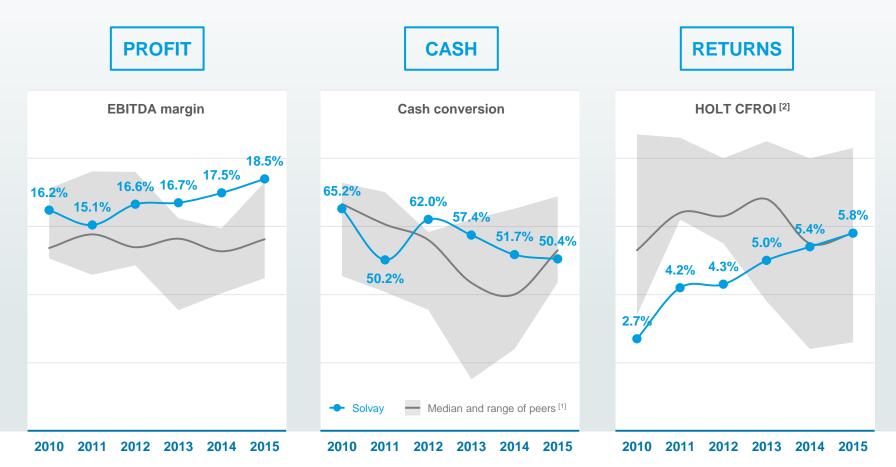
### **Diversified chemicals**

### Innovation-driven Specialty



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## **RESULTING IN VALUE DELIVERY IMPROVED VS BENCHMARKS**



 Akzo Nobel, Arkema, BASF, Clariant, DSM, Evonik, Lanxess (metrics as could be deducted from reporting)

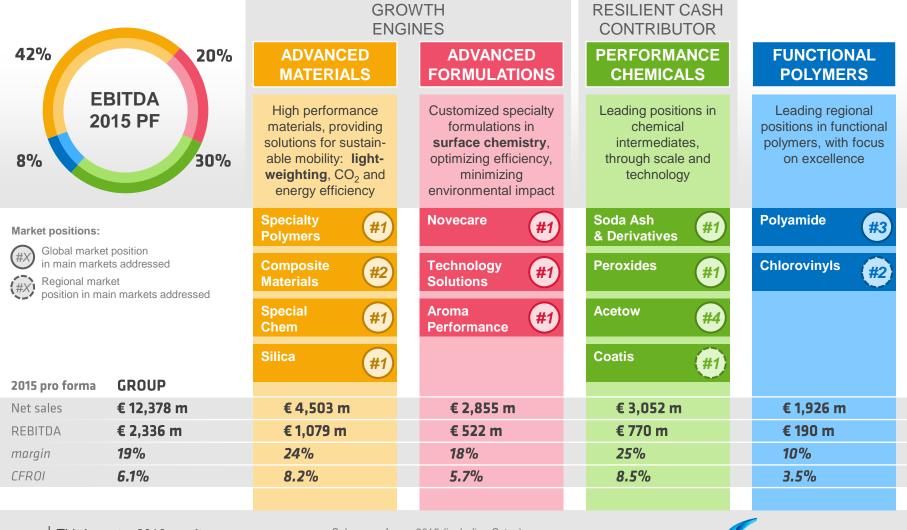
Third quarter 2016 results

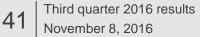
November 8, 2016

[2] HOLT CFROI is a proprietary cash flow return on investment metric of Credit Suisse calculated as an IRR taking into account i) the cash flow generated by a company In the past and prospectively and ii) the amount and estimated lifespan of its operating assets. The metric does not include goodwill and is expressed in real terms (i.e. real returns and not nominal ones).



### ALIGNED BUSINESS SEGMENTS STRATEGICALLY COHERENT TO DRIVE RESULTS

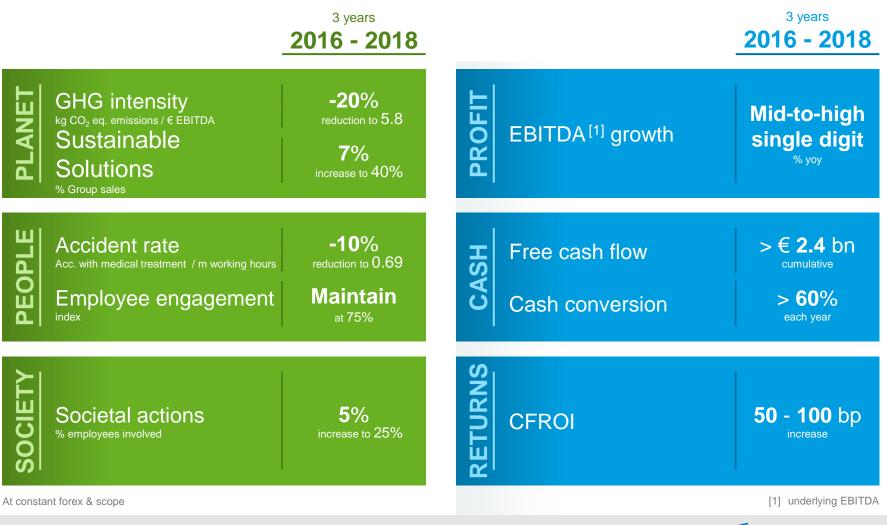




Solvay pro forma 2015 (including Cytec)



### MORE VALUE THAT STANDS THE TEST OF TIME

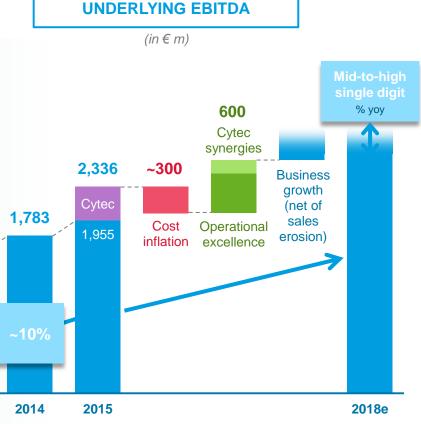






# MID-TO-HIGH SINGLE DIGIT PROFIT GROWTH





At constant forex & scope, based on slow to moderate markets growth



### MORE CASH FCF > € 2.4 bn OVER 3 YEARS TO 2018

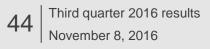






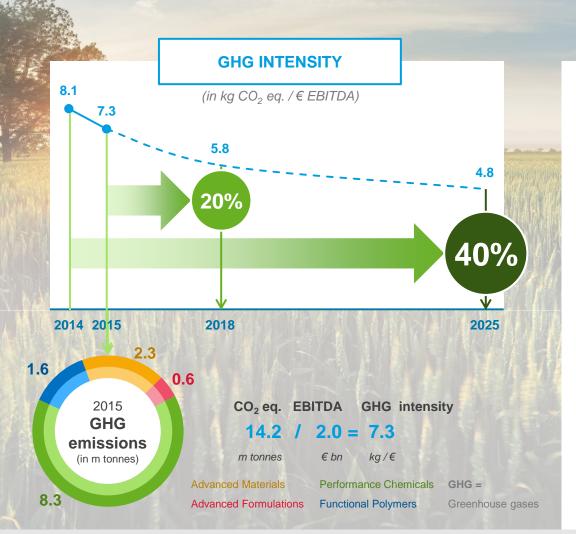
[1] Primarily and on average

- ~ 50% annual cash-outs for pensions & other personnel benefits (excl. service costs in EBITDA)
- ~ 50% of portfolio management and reassessments (including restructuring) and legacy HSE remediation and major litigations





### REDUCING GREENHOUSE GAS EMISSIONS TO REDUCE CLIMATE CHANGE IMPACT





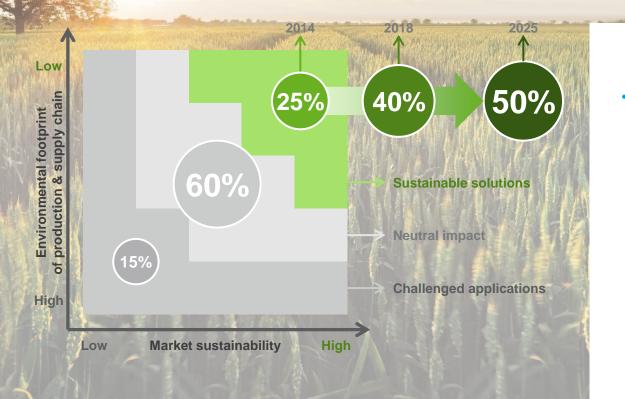
- -> Portfolio
- → SolWatt excellence
  - Energy efficiency
  - Energy mix
- → Capex challenge
  - Internal carbon price
    € 25 / tonne CO<sub>2</sub>



### BUILDING AN UPGRADED PORTFOLIO WITH MORE SUSTAINABLE SOLUTIONS

#### SUSTAINABLE PORTFOLIO MANAGEMENT

(in % of net sales)





- -> Portfolio
- Capex
- → R&I priorities



### MOVING TOWARDS MULTI-SPECIALTY



#### ADVANCED MATERIALS

Providing solutions for sustainable mobility lightweighting,  $C0_2$  and energy efficiency



#### ADVANCED FORMULATIONS

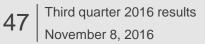
Customized specialty formulations in surface chemistry and liquid behaviour, maximizing yield & efficiency, minimizing eco impact



#### PERFORMANCE CHEMICALS & FUNCTIONAL POLYMERS

Leading positions in chemical intermediates through scale and technology, developing innovative application and industrial innovation for optimized costs

### MORE Growth, Returns & Resilience





# DRIVING SUSTAINABLE MOBILITY ON THE ROAD

### New Industry Paradigm:

- Sustainability
- Shared Mobility
- Connectivity

- Regulations driving CO<sub>2</sub> emissions reductions
- Car sharing services and self-driving cars
- Safety: Zero casualties

### **SOLVAY ENABLING SOLUTIONS**

•







### DRIVING SUSTAINABLE MOBILITY IN THE AIR Fundamental Value of Composites

#### Lightweighting

Aerodynamics

**Fatigue life** 

**Corrosion resistance** 

Lean manufacturing lower part cost

Increased passenger comfort

Life-of-program maintenance costs

### SOLVAY ENABLING SOLUTIONS

1. s

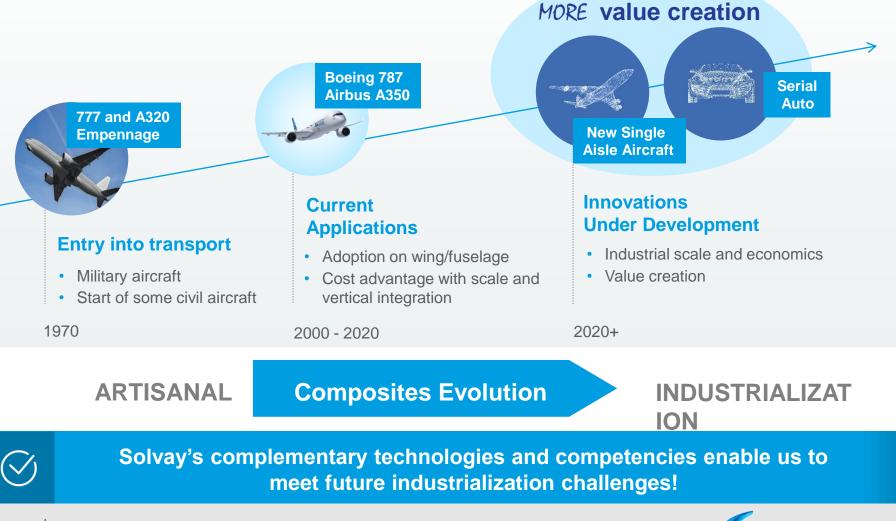
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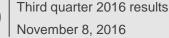
Third quarter 2016 results November 8, 2016

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# DRIVING SUSTAINABLE MOBILITY BEYOND TODAY



asking more from chemistry®



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### Solvay's ADR program

# Convenience of investing in American Depositary Receipts (ADRs) through a sponsored Level 1 program

ADR Symbol	SOLVY
Platform	OTC
CUSIP	834437303
DR ISIN	US834437305
Underlying ISIN	BE0003470755
SEDOL	BD87R68
Depositary bank	Citi
ADR ratio	1 ORD : 10 ADR

Benefits of ADRs:

- 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

For questions about creating Solvay ADRs, please contact Citi:

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