

# Nine Months 2018 results

## Key Indicators



Volumes continued to increase throughout the nine-month period, resulting in 6% organic growth of sales and EBITDA. Advanced Formulations generated strong growth, Performance Chemicals proved resilient, and in Advanced Materials, robust growth in the aerospace and automotive markets compensated for the anticipated softness in smart devices toward the end of the period. While attentive to heightened macro-economic volatility, we expect EBITDA growth and free cash flow generation to range within our initial forecast.



Jean-Pierre Clamadieu,  
Chairman of the Executive Committee and CEO



**Sustained volume growth**



**Pricing power**



**Foreign exchange headwinds in H1**

Net Sales   
€7.7bn  
+0.5%


+4% volumes

EBITDA<sup>1</sup>   
€1.7bn  
-0.7%

+6% organically\*

Earnings per share<sup>1</sup>   
€6.91  
+11%

Continuing operations

Free Cash Flow   
€275m  
vs €446m

Continuing operations

Compared to 9m 2017  
<sup>1</sup>Underlying figures

49%

### Advanced materials

Volume growth continued in polymers and composites technologies for aeronautics, automotive and healthcare; Sales dipped in smart devices and fluorinated gases used in insulation, mainly in the third quarter, as anticipated

+3% organic growth\*  
-2% incl. scope and forex

€942m

9M 2017

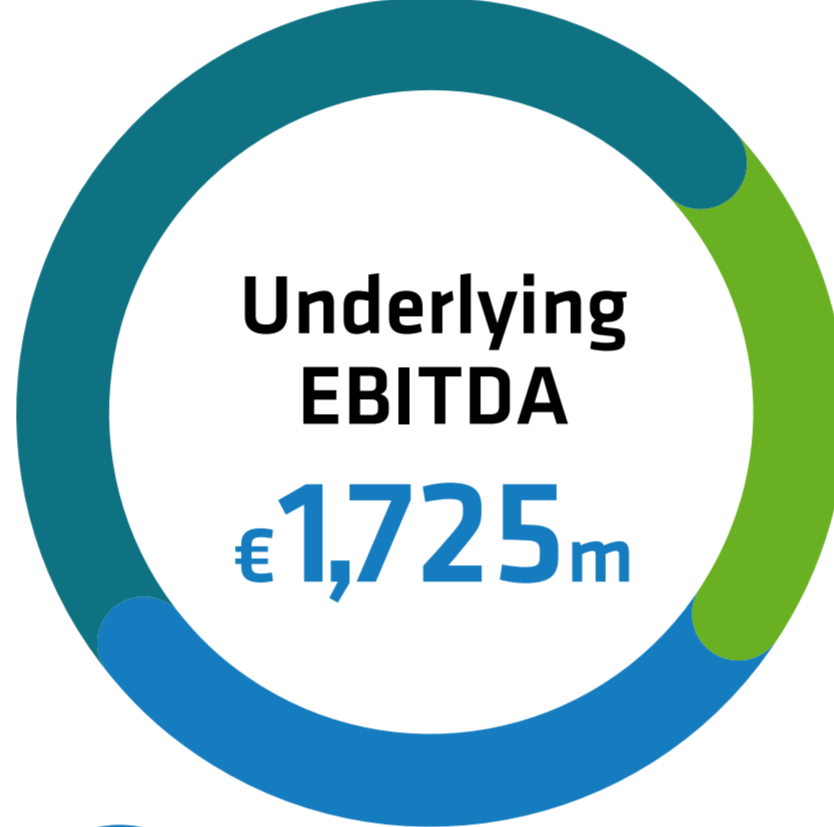
Margin 28%

€922m

9M 2018

Margin 28%

**Organic EBITDA growth\***  
driven by higher volumes  
and pricing power



30%

### Performance Chemicals

Solid demand and improving soda ash prices limited margin erosion; Peroxides volumes and prices rose in tight market conditions

+2% organic growth\*  
-4% incl. scope and forex

€579m

9M 2017

Margin 28%

€557m

9M 2018

Margin 27%

21%

### Advanced Formulations

Volume growth was strong across end-markets, although the growth rate in the North American shale oil & gas market is stabilizing; Pricing power more than compensated for higher raw material prices

+16% organic growth\*  
+4% incl. scope and forex

€386m

9M 2017

Margin 17%

€403m

9M 2018

Margin 18%

 **2018 INTERIM DIVIDEND**

€1.44

gross per share  
payable on January 17, 2019  
**+4.3% vs 2017**



### We announced Solvay's Future CEO

Ilham Kadri will be the future CEO of Solvay effective from March 2019. She will join Solvay in January 2019 and spend two months transitioning with Jean-Pierre Clamadieu, before taking the leadership role and continuing Solvay's transformation.



### We presented our 2019-2021 objectives

Solvay updated investors on its growth potential, with Next Generation Mobility & Resource Efficiency as key markets and levers to enable the Group to deliver superior and sustainable value growth.



### We took a bold step towards fighting climate change

Solvay updated its Greenhouse Gas Emissions approach and commits to reduce GHG by 1 million tonnes by 2025. This way, we ensure that our growth does not come at the expense of the planet, and that places us at the forefront of the chemical industry.



## 2018 outlook

Under current circumstances, Solvay expects:

Underlying EBITDA to grow organically\* at around 5% to 6%, within the range of its initial guidance  
Free cash flow from continuing operations is still expected above the 2017 level



**Organic volume growth\***



**Optimize our organization**



**Sustainable value**



**Earnings and cashflow growth**

\* Excluding scope and forex conversion effects