



Full Year 2018 Results

### **FORENOTE**



Following the announcement in September 2017 of plans to divest the Polyamide business, these have been reclassified as discontinued operations and as assets held for sale. For comparative purposes, the first quarter of the 2017 income statement has been restated. 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.





## 2018 RESULTS



## STRONG VOLUME GROWTH AND SUSTAINED MARGINS

+ 5.3%

organic growth

**EBITDA** 

€2.2 bn

→ 3% higher volumes across segments

→ Net pricing maintained despite higher raw materials and energy prices

→ Higher fixed costs reflect investments to support growth

22%

**EBITDA** margin

+6%

continuing operations

**Free Cash Flow** 

€830 m

→ Lower financing payments on continued deleveraging

→ Capex discipline maintained

→ Working capital phasing

€ 725 m

Free Cash Flow
to Solvay shareholders[1]

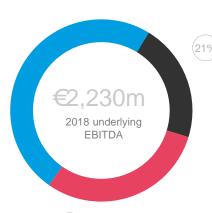
€353 m Operational deleveraging

### ORGANIC EBITDA GROWTH DRIVEN BY HIGHER VOLUMES

Organic growth: +3.1%

#### **Advanced Materials**

- Volume growth across main end-markets: automotive, aerospace, healthcare
- Impact from anticipated volume decrease in smart devices, automotive diesel catalysts and insulation



Organic growth: +8.1%

#### **Advanced Formulations**

- Strong volume growth in oil & gas in first half followed by significant decline in fourth quarter
- Pricing power and increased volumes supported full-year growth

30%

Organic growth: +1.6%

49%

#### **Performance Chemicals**

- Strong performance in peroxides and favorable market conditions in Brazil, supporting volumes and pricing.
- Solid demand and improving soda ash prices limited margin erosion

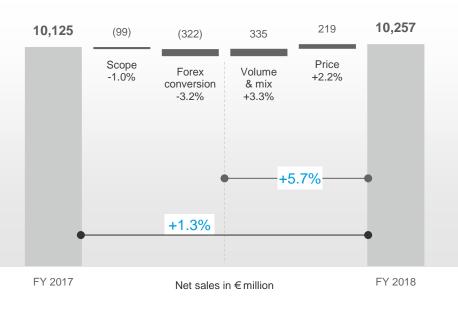




# FINANCIAL HIGHLIGHTS



### STRONG ORGANIC GROWTH IMPACTED BY FOREX & SCOPE



#### Volume growth

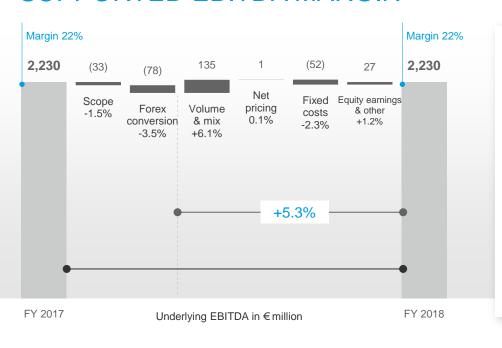
- Advanced Materials → strong growth from polymers and composites for aeronautics, automotive and healthcare tempered by lower demand in smart devices, diesel catalysts and insulation
- Advanced Formulations → volume growth led by oil & gas market followed by a sharp decline in the fourth quarter; other markets supportive
- Perfomance Chemicals → strong performance in peroxides and in Latin America, more than offsetting soda ash

#### △ Adverse forex & scope [1]

- US dollar depreciation impact on conversion
- Scope reduction from smaller divestments<sup>[1]</sup>



## STRONG VOLUME GROWTH AND STABLE PRICING SUPPORTED EBITDA MARGIN



#### → Volume & mix

Strong growth in core markets including auto, aero, oil & gas and mining; certain market headwinds in smart devices and insulation tempered results

#### Net pricing

Stable overall, showing pricing power amid higher raw materials and energy prices

#### Fixed costs

Mainly due to investments in composites to support continued growth



## STRONG UNDERLYING PROFIT FROM CONTINUING OPERATIONS SUPPORTED BY LOWER FINANCIAL CHARGES

in € million	2018	2017	% yoy
Net sales	10,257	10,125	+1%
EBITDA	2,230	2,230	-
EBITDA margin	21.7%	22.0%	-
Depreciation & amortization	(684)	(704)	+3%
EBIT	1,546	1,527	+1%
EBIT margin	15.1%	15.1%	-
Net financial charges	(326)	(394)	+17%
Income tax expenses	(305)	(299)	-2%
Tax rate (ytd)	26.1%	27.5%	-1pp
Profit, continuing operations	915	834	+10%
Discontinued operations	216	159	+36%
Non-controlling interests (-)	(40)	(54)	+26%
Profit, Solvay share	1,092	939	+16%
EPS	10.57	9.08	+16%
EPS, continuing operations	8.48	7.59	+12%

#### Underlying profit from continuing operations up 10%

- Lower net financial charges reflect ongoing deleveraging and optimization of the debt structure
- Lower tax rate of 26%

#### Underlying profit (Solvay share) up 16%

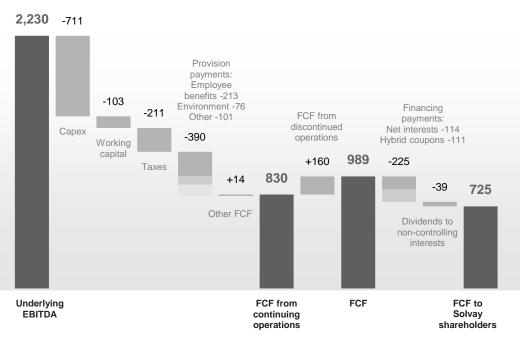
- Lower payments to non-controlling interests
- Higher contribution form discontinued operations (good performance of the polyamide activities to be sold to BASF)

#### Earnings per share up 16%, 12% from continuing operations

- Strong contribution from discontinued operations
- Supported by lower financial charges and tax rate



## FOCUS ON CASH MAINTAINED AMID HIGHER WORKING CAPITAL NEEDS



#### FCF from continuing operations at €830 m

- Working capital phasing
- → Higher cash variable remuneration for strong 2017
- Capex discipline maintained

#### FCF to Solvay shareholders up 56% at €725 m

- Lower financing payments on continued deleveraging
- Strong contribution from discontinued operations at € 160 m

Cash generation 2018 in € million



## PROVISIONS: GRADUAL OPERATIONAL DELEVERAGING IN 2018

#### **Movements in provisions** in € million

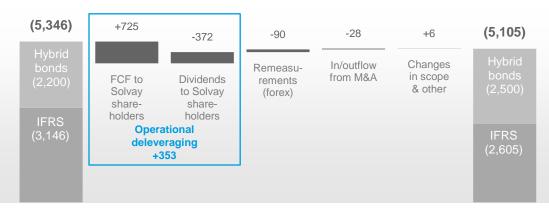


		31/12/2017	Payments	Net new provisions	Discounting costs	Remeasure -ments <sup>[1]</sup>	Changes in scope & other	31/12/2018
Employee	benefits	(2,816)	218	-52	-54	26	7	(2,671)
Envi	ronment	(702)	76	-46	-22	3	0	(702)
	Other	(372)	101	-217	-1	1	14	(474)
	Total	(3,890)	395	-315	-78	30	22	(3,836)



## **NET DEBT: STRONG OPERATIONAL DELEVERAGING IN 2018**

#### Movements in net debt in € million



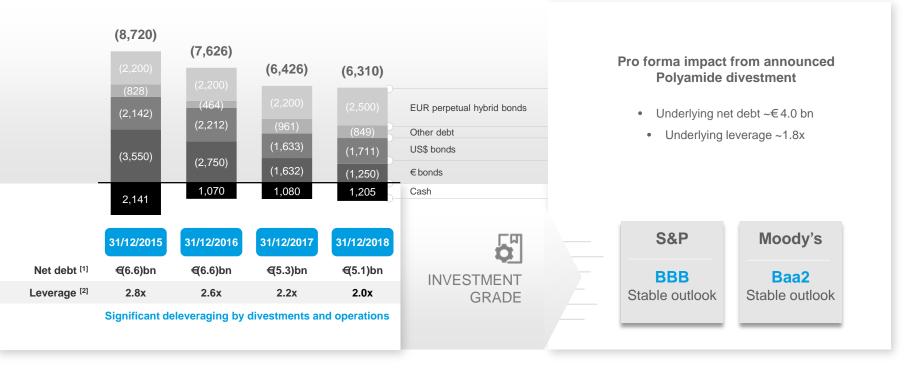
31/12/2017 31/12/2018

- → Strong operational Free cash flow to Solvay shareholders
- → More then covering dividend pay-out
- → Leading to strong operational deleveraging
- → Negative impact from appreciation of US\$ on net debt



## EFFICIENT CAPITAL STRUCTURE LEADING TO REDUCED COST OF DEBT

Underlying financial debt [1] evolution in € billion





## DEBT PROFILE: BALANCED MATURITIES ALLOWING FLEXIBILITY





	December 31, 2017				December 31, 2018	
	Face value	Avg maturity	Average cost	Face value	Avg maturity	Average cost
EUR bonds	1,632	5.5	2.67%	1,250	6.0	2.08%
EUR perpetual hybrid bonds[2]	2,200	4.1	5.07%	2,500	3.3	4.97%
USD bonds	1,634[3]	5.7	3.88%	1,714 <sup>[3]</sup>	4.6	3.88%
Total major debt	5,465	5.0	4.00%	5,464	4.3	3.97%
	in € million	in vears		in € million	in vears	

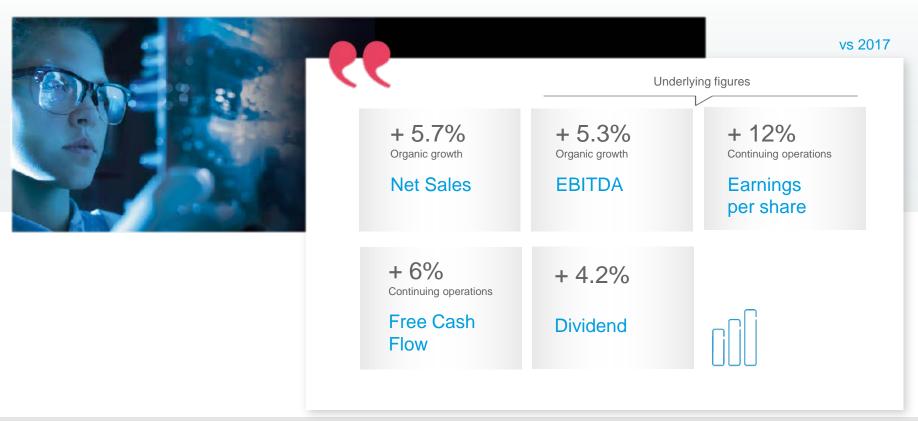
<sup>[1]</sup> Major debt only, excluding cost of currency swaps



<sup>[2]</sup> At first call date

<sup>[3]</sup> USD 1,960 million

## **DELIVERED SOLID ORGANIC GROWTH IN 2018**





## NOT AT THE EXPENSE OF THE PLANET

vs 2015



What is beneficial for business must also be beneficial for our planet

-24% intensity

GHG emissions

76%

Employee engagement

50%

Sustainable solutions

33%

Employees involved in

Societal actions



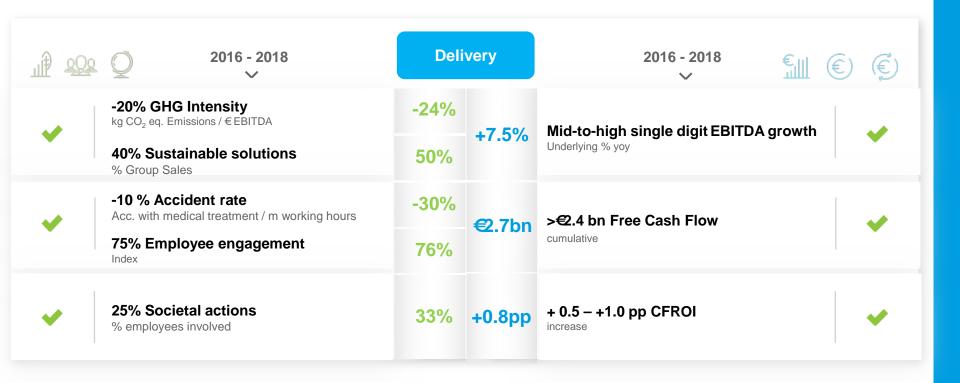
-30%

Occupational

accidents



## CONSTANTLY FOCUSED TO RESPECT OUR COMMITMENTS





## WHILE CREATING VALUE FOR SOLVAY'S SHAREHOLDERS





**+70%** CAGR

**+4.4%** CAGR



## **2019 OUTLOOK**



Underlying at constant scope and forex

- Modest EBITDA growth in FY 2019<sup>[1]</sup>
- Q1 broadly flat versus Q1 2018<sup>[2]</sup>

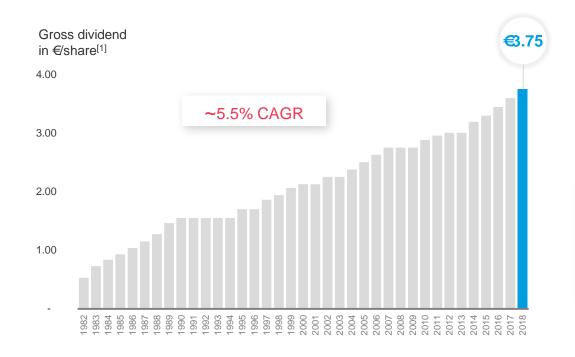


# Free Cash Flow

 Solid FCF, expected to continue to deleverage the balance sheet



## STRONG TRACK RECORD OF CONTINUED SHAREHOLDERS' DISTRIBUTION



2018 gross dividend per share							
Interim	€1.44	Payment Jan. 17 2019					
Final <sup>[1]</sup>	€2.31	Payment May 23 2019					
Total <sup>[1]</sup>	€3.75	+ 4.2 %					
Committed to stable / growing dividend							

Dividend recommendation subject to approval of next AGM



## **DISCLAIMER**



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

Consequently, actual results or future events may differ materially from those expressed or implied by such forward-looking statements. Should known or unknown risks or uncertainties materialize, or should our assumptions prove inaccurate, actual results could vary materially from those anticipated. The Company undertakes no obligation to publicly update or revise any forward-looking statements

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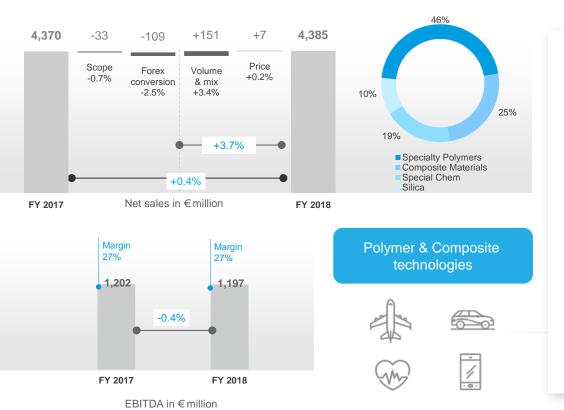




# ADDITIONAL INFORMATION



### **ADVANCED MATERIALS FULL-YEAR 2018**



#### **Specialty Polymers**

- Superior growth from sustainable mobility and healthcare
- Lower demand for smart devices as anticipated

#### **Composite Materials**

- High single-digit rate throughout the year driven by military and newer commercial aircrafts
- Higher fixed costs related to productivity initiatives

#### **Silica**

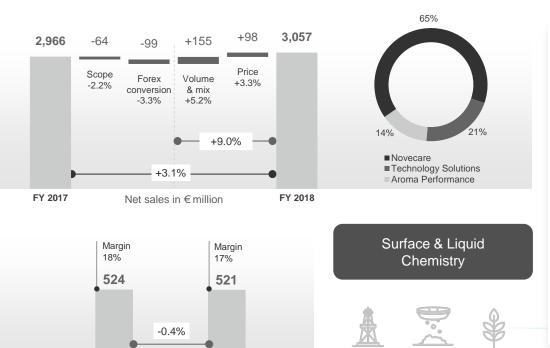
 Growth for fuel-efficient tires underpinned by supportive prices, compensating for higher energy costs

#### **Special Chem**

 Robust demand from electronics offset by the tougher than foreseen phase-out of fluorinated insulation blowing agents and the shift from diesel to gasoline in automotive catalyst



### **ADVANCED FORMULATIONS FULL-YEAR 2018**



EBITDA in € million

FY 2018

#### **Novecare**

- Volume and price growth driven by oil and gas in the first half were reduced significantly in the fourth quarter
- Coatings, agro and home & personal care supported growth

#### **Technology Solutions**

 Solid volume growth supported by new mine wins and strong demand in phosphorus specialties and polymer additives

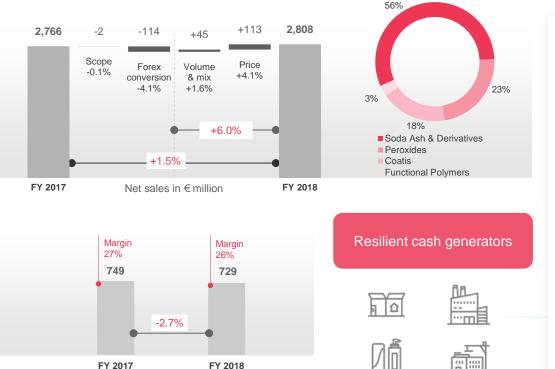
#### **Aroma Performance**

- Significant volume and price growth in vanillin ingredients and polymerization inhibitors
- Benefited from the launch of new natural vanillin products



FY 2017

### PERFORMANCE CHEMICALS FULL-YEAR 2018



#### Soda Ash & Derivatives

- Sustained strong demand for soda ash and bicarbonate
- Soda ash prices were slightly lower as expected, but improved in the second half. Bicarbonate volumes grew, mainly for flue gas treatment in the US

#### Peroxides

- Strong volume growth across regions, complemented by higher prices
- Contribution from the HPPO plants supported the growth

#### **Coatis**

- Double-digit growth driven by higher volumes and prices
- Domestic and export market demand continued improving on Brazilian real depreciation

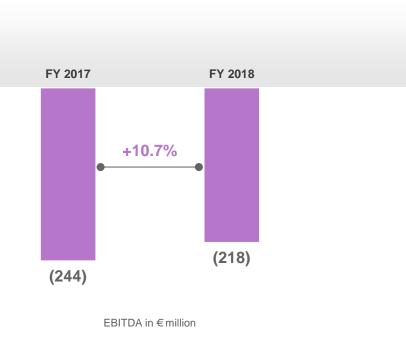
#### **Functional Polymers**

- Stable environment, both in the Latin American polyamide textile business
- Higher contribution from the RusVinyl PVC JV on volume ramp-up



EBITDA in € million

## **CORPORATE & BUSINESS SERVICES FULL-YEAR 2018**



#### Other Corporate & Business Services

- Costs were substantially lower versus last year
- Productivity programs and low insurance claims helped to lower fixed costs, offsetting inflation

#### **Energy Services**

• Stable contribution versus last year



**Continued cost discipline** 



### 2019 P&L CONSIDERATIONS

#### **Underlying EBITDA**

EBITDA to grow modestly on an organic basis and to be back-ended compared to €2,330 million pro forma in 2018

- Except for discontinued operations, business scope effects are expected to be small in 2019.
- One-time gains in 2018 consisted mainly of €23 million synergies on Cytec post-retirement benefits, booked in Q2 2018 (mostly in Advanced Materials).
- Organic growth in the first quarter is expected broadly flat, relative to the strong 2018 performance of €558 million pro forma.

#### Free cash flow to Solvay shareholders

Deleveraging of the balance sheet with continued solid operational free cash flow delivery

- Capex discipline maintained, close to depreciation;
- Cash-out for provisions are expected temporarily higher than the €400 million run rate, with higher restructuring cash-out as the simplification plan unfolds. Provisions cash-out includes continued deleveraging of pension liabilities;
- Tax cash-out expected to increase, linked to phasing;
- Cash financial expenses expected largely flat:
- Working capital needs will depend on demand conditions at year end 2019, compared to a softer market conditions at year end 2018;

#### **Forex sensitivity**

Mostly exposed to the U.S. dollar, with the main sensitivities per US\$/€0.10 change:

- EBITDA sensitivity of ~€(120) million based on average 2018 rate in 2018 of US\$/€1.18
  - ~2/3 on conversion
  - ~1/3 on transaction, the latter being mostly hedged.
- Net debt sensitivity of ~€120 million based on the end 2018 rate of US\$/€1.15



## IFRS 16 TO AFFECT EBITDA, P&L & DEBT

- IFRS 16 implementation
  - → Capitalizes leases, previously considered as operating leases
  - → Taking effect for 2019 accounts
  - → Solvay is opting for a modified retrospective implementation of 2018, instead of a full restatement
- Previous year figures to be presented proforma
  - → EBITDA, depreciation, financial charges, capex and net financial debt increase
  - → Profit for the period decreases slightly
  - → Free cash flow to Solvay shareholders remains unchanged

2018 key figures (in € m)	As published	IFRS 16 ilmpact	Pro forma
EBITDA	2,230	+100	2,330
Advanced Materials	1,197	+28	1,225
Advanced Formulations	521	+12	533
Performance Chemicals	729	+32	761
Corporate & Business Services	(218)	+29	(189)
EBITDA margin	22%		23%
Depreciation, amortization & impairments	(684)	-92	(777)
Net financial charges	(326)	-16	(342)
Profit for the period before taxes	1,220	-8	1,212
Income taxes	(305)	+2	(303)
Profit for the period from continuing operations	915	-6	909
Basic earnings per share (in €)	10.57		10.51
Capex from continuing operations	(711)	-83	(794)
Free cash flow from continuing operations	830	+16	846
Free cash flow to Solvay shareholders from continuing operations	566	-	566
Net working capital	1,550	+7	1,557
Net financial debt	(5,105)	-433	(5,538)
Leverage ratio	2.0		2.4
CFROI	6.9%		6.8%





## SOLVAY PROFILE



## **SOLVAY ID**



Created by Ernest Solvay in 1863, Solvay is today all about advanced materials and specialty chemicals





Advanced Materials
Advanced Formulations
Performance Chemicals



Automotive & aerospace
Electrical & electronics
Resources & environment
Agro, feed & food
Consumer goods & healthcare
Building & construction

Industrial applications



Europe North America Latin America Asia & RoW



€10.3 bn

net sales

50% sustainable solutions

Top 3

market position<sup>1</sup>

27,000 people 125 ind. sites 21 R&I sites 62 countries

ncluding discontinued operations



30

<sup>[1]</sup> Applicable to ~90% of portfolio

<sup>[2]</sup> Planned divestment of Polyamides

## SOLVAY, PLATFORM FOR STRONG ORGANIC GROWTH



Established leader in materials and formulation platforms



Innovation aligned with key secular trends



New culture being developed

Strong volume growth & cash generation



Leading to compelling shareholder returns



### A UNIQUE PORTFOLIO TO ADDRESS MEGATRENDS

#### ADVANCED MATERIALS



#### **ADVANCED FORMULATIONS**



#### PERFORMANCE CHEMICALS









Oil & Gas Mining Agro

Resource efficiency



Next gen mobility

~50% of Group sales



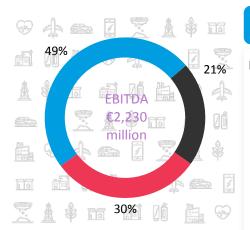








## **GROWTH ENGINES DELIVER 70% OF EBITDA**



#### **Advanced Materials**

Providing solutions for **sustainable mobility**, light weighting, CO<sub>2</sub> and energy efficiency

**Specialty Polymers** 

**Composite Materials** 

**Special Chem** 

Silica

#### **Advanced Formulations**

Customized specialty
formulations for surface chemistry
& liquid behavior, maximizing
yield & efficiency & minimizing
eco-impact

Novecare

**Technology Solutions** 

Aroma Performance

#### **Performance Chemicals**

Lead in chemical intermediates through scale & technology, developing applications & industrial innovation for optimized costs

Soda Ash & Derivatives

Peroxides

Coatis

**Functional Polymers** 

Net Sales	€10,257m	€4,385m	€3,057m	€2,808m
Underlying EBITDA	€2,230m	€1,197m	€521m	€729m
Organic EBITDA growth	+5.3%	+3.1%	+8.1%	+1.6%
EBITDA margin	22%	27%	17%	26%
CFROI [1]	6.9%	10%	6.9%	8.3%
Cash conversion	68%	70%	72%	80%
R&I intensity	3.4%	3.9%	3.2%	1.0%



## INTEGRATING SUSTAINABILITY INTO DECISION-MAKING DRIVES SUPERIOR FINANCIAL VALUE GROWTH





M&A







## INNOVATION AT OUR CORE STRONG CONNECTIONS TO ADVANCE SCIENCE



## **Research Intensity**

R&I Spend / Sales

2012

2018

**Progress** 

2.4%

3.4%



Strengthening our R&I capabilities to support strong pipeline of growth opportunities

A worldwide
network
of researchers
connected
to academic
partners











Establishing world class R&I centers







## BROADEST PORTFOLIO OF ADVANCED MATERIALS DIFFERENTIATING SOLVAY FROM COMPETITION

		Arom	atics			Fluc	ropolyn	ners			Hig	h Perf (	Composit	es	
	НРРА	PPS	PAEK	PSU	PTFE	PVDF	PFA	FKM	PFPE	Carbon Fiber	Thermoset Prepreg	Resin Infusion	Adhesives & Surfacing films	Thermo- plastic prepreg	Out-of- Autoclave prepreg
SOLVAY seed from the records	<b>√</b>	<b>√</b>	<b>✓</b>	<b>✓</b>	<b>✓</b>	<b>✓</b>	<b>✓</b>	<b>√</b>	<b>√</b>	<b>✓</b>	<b>√</b>	<b>√</b>	<b>✓</b>	<b>√</b>	<b>✓</b>
ARKEMA	<b>V</b>		( > )			<b>V</b>									
■ - BASF We create chemistry	<b>V</b>			<b>V</b>											
Celanese		<b>V</b>												<b>V</b>	
DAIKIN					<b>V</b>	<b>V</b>	<b>V</b>	<b>V</b>							
<b>DSM</b>	<b>V</b>														
dyneon					<b>V</b>	<b>V</b>	<b>V</b>	<b>V</b>	<b>V</b>						
O PIND	<b>V</b>				<b>V</b>		<b>✓</b>	<b>V</b>	<b>V</b>						
<b>E</b> MS	<b>V</b>														
@ EVONIK	<b>V</b>		<b>V</b>												
HEXCEL										<b>V</b>	<b>V</b>				<b>V</b>
KUREHA		<b>V</b>				<b>V</b>									
'TORAY'		<b>V</b>								<b>V</b>	<b>V</b>			<b>V</b>	<b>V</b>
victrex			<b>V</b>												



## AIRCRAFT FUNDAMENTALS SUPPORT HIGHER GROWTH IN COMPOSITES





4.5%

Annual growth in passenger traffic

>8,000

Record high order backlog

**50**%

Weight of composites on new aircrafts vs <15% on legacy

**2X** 

Number of aircrafts expected to double in 20 years

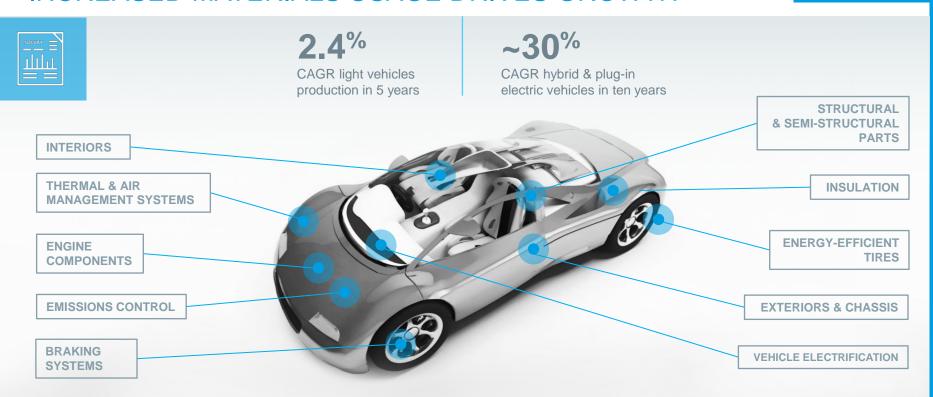




## WE MAKE CARS LIGHTER & MORE EFFICIENT INCREASED MATERIALS USAGE DRIVES GROWTH



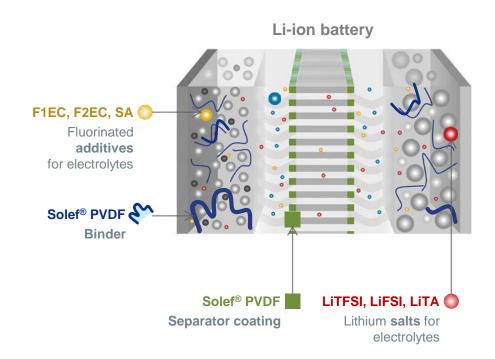
**AUTO** 





## WE ARE A TECHNOLOGY LEADER FOR MISSION CRITICAL BATTERY MATERIALS





# Solvay technologies enable key functionalities of the Li-ion battery

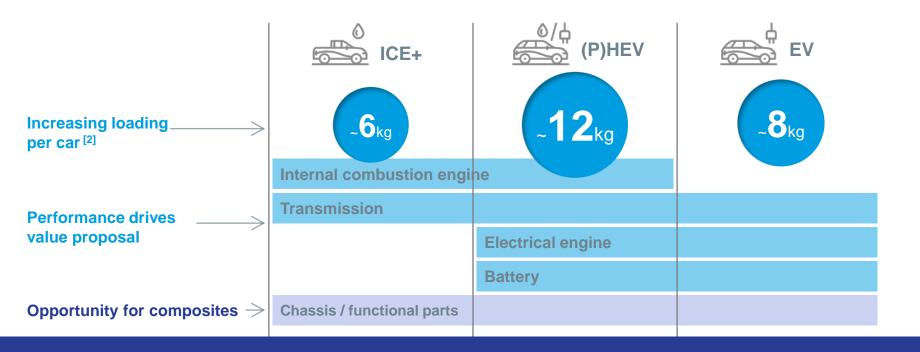
- → Safer
- → Better energy density
- → Better power
- → Lower cost



## SOLVAY POSITIONED IN ALL AUTO PLATFORMS OUTPACING THE INDUSTRY GROWTH BY 3X [1]



**AUTO** 



**Technology shift** 

**Big opportunity for Solvay** 





## RESOURCE CONSTRAINTS REQUIRE MORE EFFICIENT SOLUTIONS







Doing more with less

**MINING** 

OIL & GAS

**AGRO** 



Higher throughput and yield of metals & minerals

Maximize cost performance and fracturing efficiency

Targeted use of ingredients for seeds & crops



Reduce impact to employees and environment

Less clean water usage

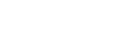
Reduce environmental impact

42% of Advanced Formulations sales





## SOLVAY SHARE





### **SOLVAY SHARE**

Share data	Solvay (BRU)
Market capitalization	€9.2 bn
Listing	Euronext Brussels & Paris
Ticker	SOLB.BE
Currency	EUR
ISIN code	BE0003470755

ADR program for US investors					
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 ADR's



- 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

#### Contact CITI to create Solvay ADRs



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London Mike Woods michael.woods@citi.com +44 207 500 2030



## **INVESTOR RELATIONS**



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February 27,2019
Brussels Belgium

Solvay Full Year 2018
Earnings

May 7,2019
Brussels Belgium

Solvay First Quarter 2019 Earnings May 14,2019

Solvay 2019 Annual Shareholders' Meeting



Solvay First Half Year 2019 Earnings



Solvay First Nine Months 2019 Earnings





Dividend



Solvay links the cost of €2 bn revolving credit facility to its ambitious greenhouse gas reduction commitments Press releases
EU Commission clears

Solvay's Polyamides divestment to BASF

Jan 18, 2019

Jan 22, 2019



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