



# Nine Months 2019 Results HIGHLIGHTS

Organic growth excludes scope and forex conversion effects



Ilham Kadri, CEO



Solvay delivered solid earnings and cash in the first nine months, and particularly in the third quarter, overcoming persistent challenges in the macro-economic environment. This performance benefits from enterprise-wide discipline and focus on costs and cash, which gives us the confidence to overcome the headwinds and reconfirm the guidance.

Today, we also share our strategic roadmap, outlining the path to unleash Solvay's potential to drive growth and improve cash and returns.



Results met our expectations



Resilience thanks to cost discipline

vs 9M 2018

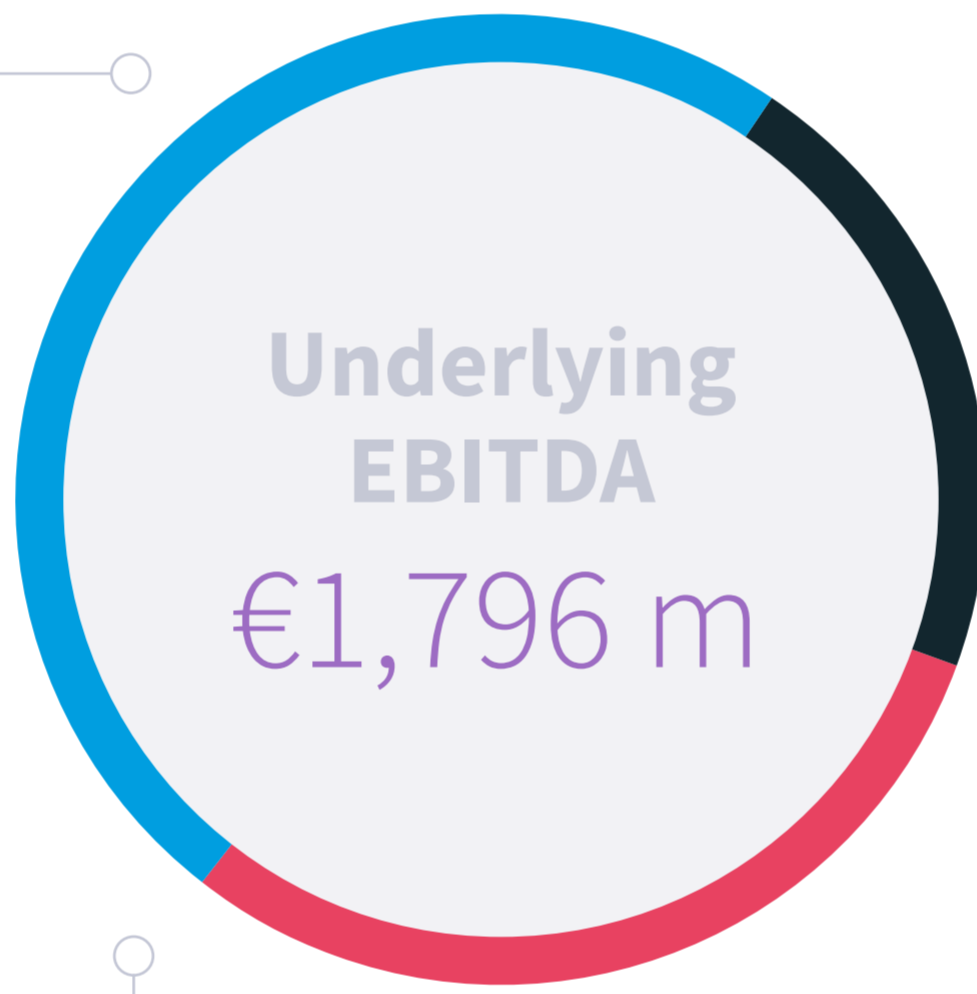
UNDERLYING FIGURES

<p><b>+1.6%</b> Net Sales</p> <p>€7,803 m</p>	<p><b>-0.2%</b> organic growth <b>-2.6%</b> EBITDA</p> <p>€1,796 m</p>	<p><b>-2.7%</b> Earnings per share continuing operations</p> <p>€6.68</p>	<p><b>Free Cash Flow to Shareholders</b> continuing operations</p> <p>€345 m</p>
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**46%**

### Advanced materials

Double-digit volume growth in composites for aircraft continued into Q3, resulting in record performance, ahead of an anticipated slowdown in Q4. The Q3 performance of the Specialty Polymers business was impacted by the continued headwinds in the automotive and electronics markets, and by the reduction of Solvay's inventory levels, which affected costs.



**34%**

### Performance Chemicals

Price increases were maintained, leading to a strong increase of Q3 returns in the soda ash and peroxide businesses, in a stable demand environment. Results further benefited from deepened operational efficiency measures.

**20%**

### Advanced Formulations

Aroma Performance as well as the coatings and care activities in Novocare remained solid in Q3. Order levels in agro and mining were lower, following a strong Q2. Numerous cost actions partly compensated the impact of lower sales on EBITDA. The North American shale oil & gas market continued to decline in Q3 and Solvay's competitive position further deteriorated in the quarter.

## 2019 OUTLOOK

Solvay expects **organic underlying EBITDA growth<sup>[1]</sup> between -2% and -3% year on year** and **free cash flow to Solvay shareholders from continuing operations<sup>[2]</sup> of around €490 million**, in line with previous full year guidance.

At current exchange rates, the expected underlying EBITDA translates into around €2,330 million, broadly flat compared to 2018.

<sup>[1]</sup> Organic growth excludes forex conversion and scope effects, and compares to €2,330 pro forma in 2018, which already includes the €100 million IFRS 16 effect.

<sup>[2]</sup> Free cash flow to Solvay shareholders is free cash flow post financing payments and dividends to non-controlling interests, and compares to €566 million in 2018.

## Latest news



Solvay has just announced its **strategic roadmap G.R.O.W.** For more insights, join the live webcast event today at 2:00pm where Ilham Kadri (CEO) & Karim Hajjar (CFO) will briefly comment Solvay results and also share the newly released strategic roadmap to investors and shareholders. G.R.O.W. outlines our path to unleash our potential to drive profitable growth, cash flows and greater returns for our shareholders.



The Board of Directors approved **an interim dividend for the 2019 fiscal year of €1.50 gross per share, a +4.2% increase vs 2018.** Solvay will pay the interim dividend according to the following timetable in 2020:

- January 20: payment
- January 15: criterion date
- January 16: quotation ex-dividend
- January 17: record date (dematerialized shares)
- January 9: notification of the operations relative to registered shares, at the latest

Find additional information on Solvay dividend webpage.



On the occasion of international climate strikes and the UN's Climate Action Summit, **Solvay's first World Citizen Day** saw employees around the world engaging in environmental actions from September 17-27. Solvay chose the theme of environment preservation for its first-ever World Citizen Day, which aims to offer employees around the world the possibility to act for the environment within their communities. In total, 169 sites participated, representing more than 94% of Group employees across the globe.