



# Third Quarter 2021 Results

Media presentation  
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With you today



Ilham Kadri  
Chief Executive Officer



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Chief Financial Officer

# 2021 Citizen day on Biodiversity

Employees worldwide engaged in a variety of voluntary actions to help safeguard biodiversity



## DID YOU KNOW?

Biodiversity is 1 of our Solvay One Planet targets

-30% Pressure on biodiversity by 2030

490 actions in 116 sites

13,000+ employees

5,500+ participants

from NGOs or local communities

€20,000 funds raised

for a selection of associations acting for biodiversity

# Q3 2021 Performance

## Double-digit sales and EBITDA growth



Net sales

€ 2.6 bn

+25% organically yoy;  
Above 2019 levels in most  
markets

Underlying  
EBITDA

€ 599 m

+31% organically yoy;  
23.3% EBITDA margin

Free cash flow  
continuing operations

€ 276 m

Reflecting higher EBITDA;  
9M 2021 at €692 m

Q3 2021 Sales and EBITDA exceeded Q3 2019 level by 6%  
on comparable FX & scope basis

# Strong Q3 Sales & EBITDA growth offsetting costs headwinds



## Materials +52% organic

- +26% sales growth driven by strong demand in automotive (+46%), batteries sales for hybrid and electric vehicles (+47%), electronics and consumer goods ; aerospace is slightly improving
- Record sales in Specialty Polymers more than offset higher raw materials and energy prices, led to record EBITDA margin at 33% (+6.1pp yoy)



## Chemicals +19% organic

- +20% sales growth driven by increased volumes across all businesses: bicarbonate (record sales in the US), soda ash, peroxides growth underpinned by HPPO demand, silica growth related to demand for replacement tires and innovation, another record performance at Coatis with higher volumes and prices
- Higher volumes and prices more than offset inflationary costs, led to EBITDA margin of 27.3%

## Solutions +28% organic

- +28% sales growth driven by broad based volume growth and pricing across businesses: mining, agro, coatings, home and personal care markets all supportive of growth ; strong demand in semiconductors, automotive applications slightly impacted by ongoing chip shortages ; continued demand in food, flavors and fragrances markets
- Volume growth outweighed rising raw materials, energy and logistics costs, leading to EBITDA margin of 18.3%

# 2021 Full Year Outlook: EBITDA confirmed, FCF upgraded



Structural  
cost savings

€200 m

EBITDA  
in a range between

€2.2 - €2.3 bn

Confirmed

Free cash flow  
continuing operations

€800 m

Upgraded from €750 m

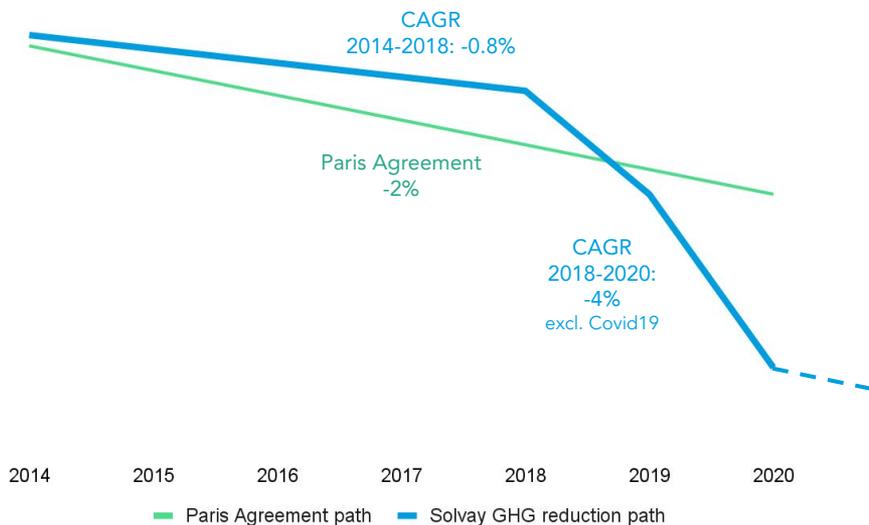
Barring additional deterioration related to another wave of Covid-19 in the fourth quarter  
Includes around €400m of expected raw materials/energy/logistics inflation (from previous €200-250m)  
Reported 2019 FY EBITDA was €2.3bn, equivalent to €2.1bn on constant FX and scope



# Targeting carbon neutrality before 2050

- All businesses other than soda ash to achieve carbon neutrality by 2040 with an investment up to €1 billion
- Soda ash to complete carbon neutrality before 2050 with identified investments of approximately €1 billion by 2040
- Upgrading GHG emissions reduction target to -30% by 2030 (-26% initially)

GHG Reduction at constant scope



## Our commitments

Paris  
Accord

Feb  
2020



Science-based  
targets initiative

Sep  
2020



Carbon  
neutrality

(scope 1 and 2 GHG emissions)

Oct  
2021

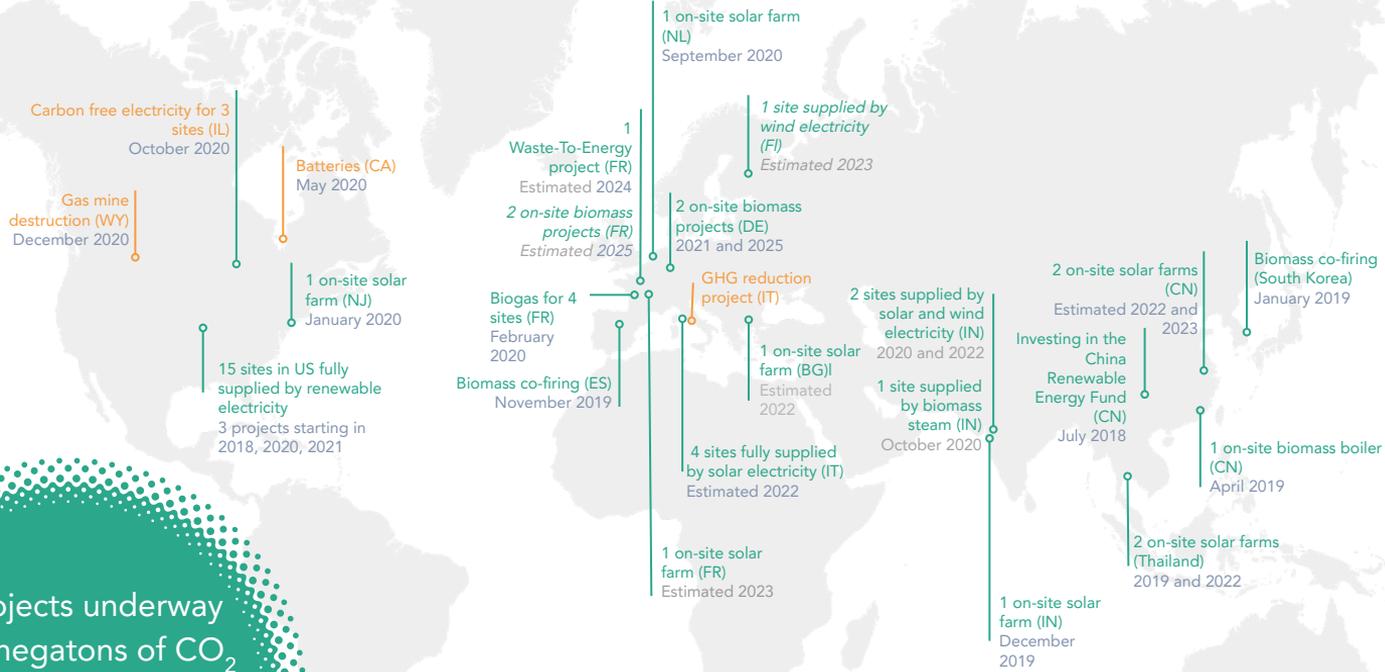


# From 28 to 36 emissions reduction projects to drive climate progress



**RENEWABLE ENERGY**  
solar, biomass, wind & biogas

**OTHER**  
energy mix, industrial emissions



36 projects underway = 2.4 megatons of CO<sub>2</sub> equivalent to cutting emissions of 1.3 million carbon fuel vehicles



# Reinvesting in clean mobility



## Investing for growth

- Expanding thermoplastics composite capacity in the US to answer growing demand in energy, aerospace, and automotive
- Answering booming Taiwan semiconductor demand with the creation of a new JV with Shinkong Synthetic Fibers Corporation



## Innovating sustainably

- Advancing our innovation power in the EU electric vehicle market with the next-generation of solid-state electrolytes for batteries
- Growing demand for our clean mobility solutions for the marine industry (SOLVAir® for gas treatment on land and vessels) and for our lithium extraction solution for EV batteries



## Q&A



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Follow up

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