

SOLVAY

Third quarter 2024 results

Earnings call

November 6th, 2024



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CEO



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SOLVAY

Forenote

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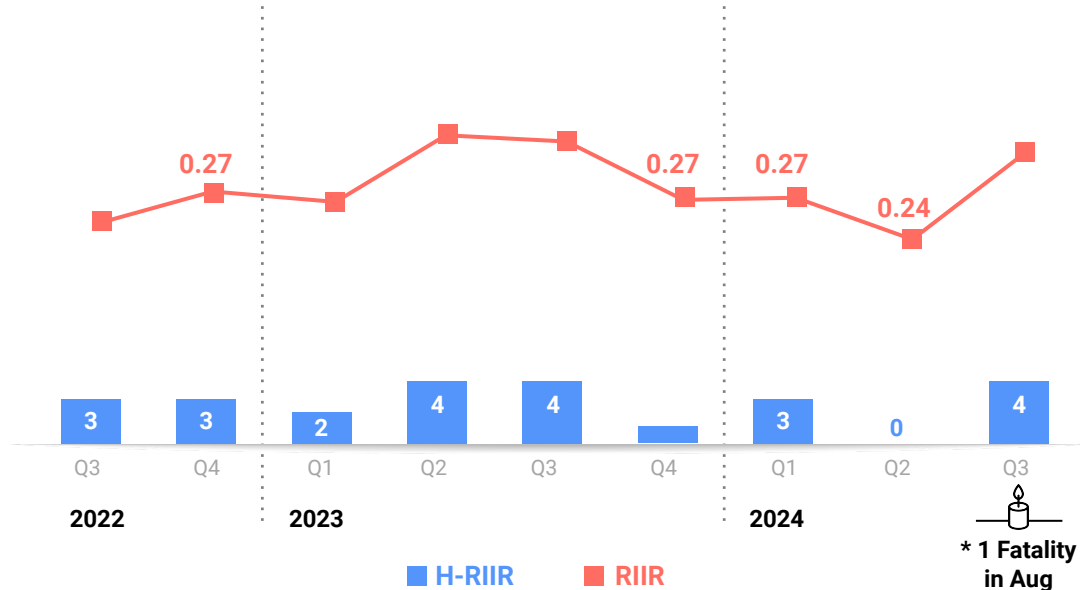


Introduction

Philippe Kehren

Safety at the heart of our operations

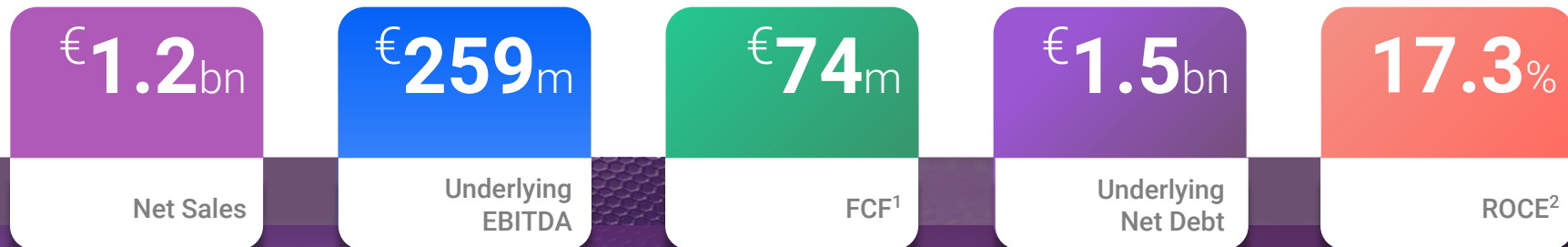
RIIR = Reportable Injuries and Illness per 200,000 work hours



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Q3 2024 results

Year-on-year higher sales and stable EBITDA organically, continued strong FCF delivery



+4% organic

flat organically
22.4% EBITDA margin

1.5x leverage²

last 12 months

YTD
→



-5% organic

-11% organic

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1. To Solvay shareholders from continuing operations
2. From continuing operations

Advancing on sustainable growth

Focus on Green River, WY, USA

- Solvay's **largest GHG reduction project**: completion of plant transformation, **phasing out coal** and deploying **regenerative thermal oxidation (RTO) technology**.
- Expansion of soda ash production by **600 kilotons** by early 2025, strengthening Green River as a U.S. benchmark for sustainable soda ash.
- Overall, expected 4% reduction in Solvay's total GHG emissions by 2025 (RTO & expansion).





Financials

Alexandre Blum

vs

€1,156m in Q3 2024

€1,120m in Q3 2023

€92m volumes up

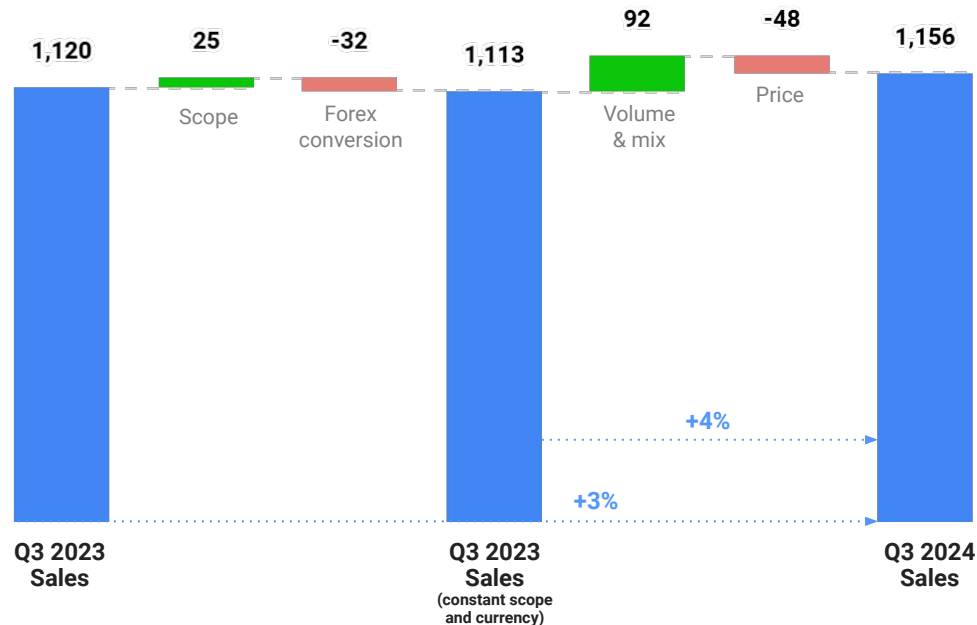
benefitting from a more favorable
comparable basis

slightly lower pricing

from soda ash

Q3 Sales bridge

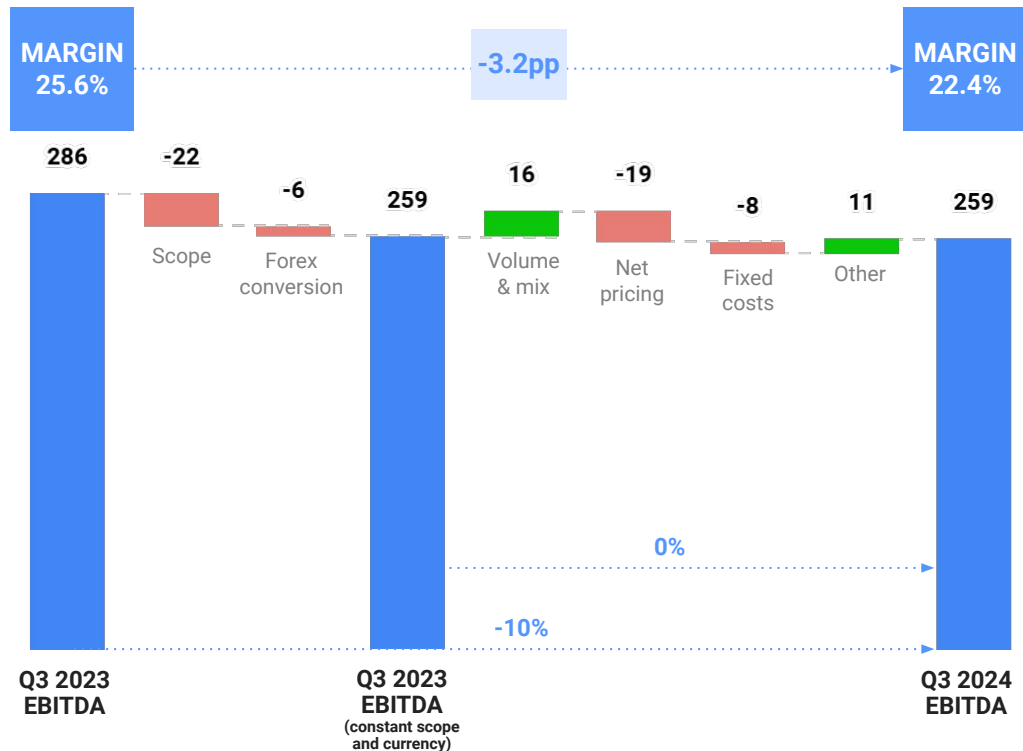
Positive volume for 3rd quarter in a row, more than offsetting lower price effect



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Q3 EBITDA bridge

Stable year-on-year organically



€259m in Q3 2024

VS

€286m in Q3 2023

**Slight volume growth
in all businesses yoy**

Lower Net pricing

from soda ash, as expected
resilient in other businesses

Fixed costs

savings initiatives offsetting inflation

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Basic Chemicals results

	Q3 2024 (€m)	% YoY	% YoY organic
Soda Ash & Deriv.	471	-2%	-2%
Peroxides	235	+33%	+9%
Net Sales	706	+8%	+1%
EBITDA	181	-23%	-22%
EBITDA Margin	25.7%		

Q3 Highlights

- Soda Ash & Derivatives : Higher volumes on Soda Ash (seaborne offsetting lower demand in EU container glass) though prices down, as expected. Higher Bicarbonate from feed and flue gas treatments
- Peroxides : Volumes are up in all markets, merchant, HPPO and electronics

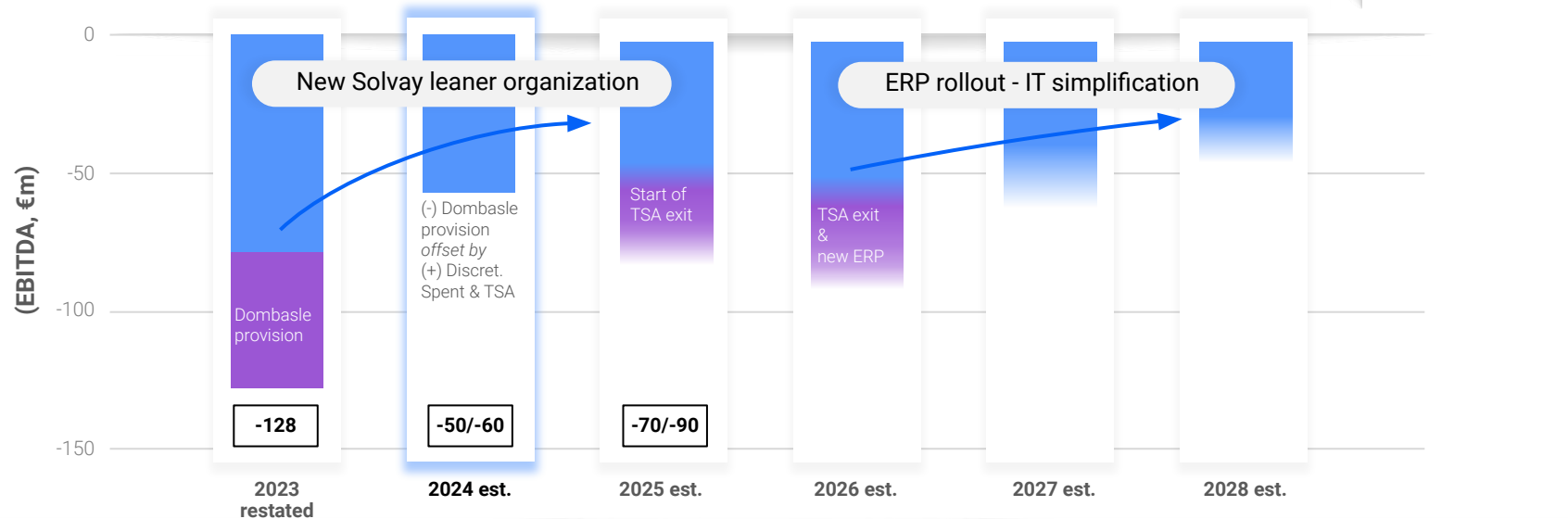
Performance Chemicals results

	Q3 2024 (€m)	% YoY	% YoY organic
Silica	127	-5%	-4%
Coatis	164	+12%	+29%
Special Chem	157	-16%	+2%
Net Sales	448	-4%	+9%
EBITDA	79	-2%	+26%
EBITDA Margin	17.6%		

Q3 Highlights

- Silica : Higher volumes yoy though lower sequentially on tire market. Lower prices with indexations
- Coatis : Improved volumes and pricing in both solvents and polyamide chain
- Special Chem : in Rare earth, lower volumes in autocatalysis but higher in electronics; higher volumes in Fluorine. Sequentially less favorable product mix vs Q2.

Corporate segment results

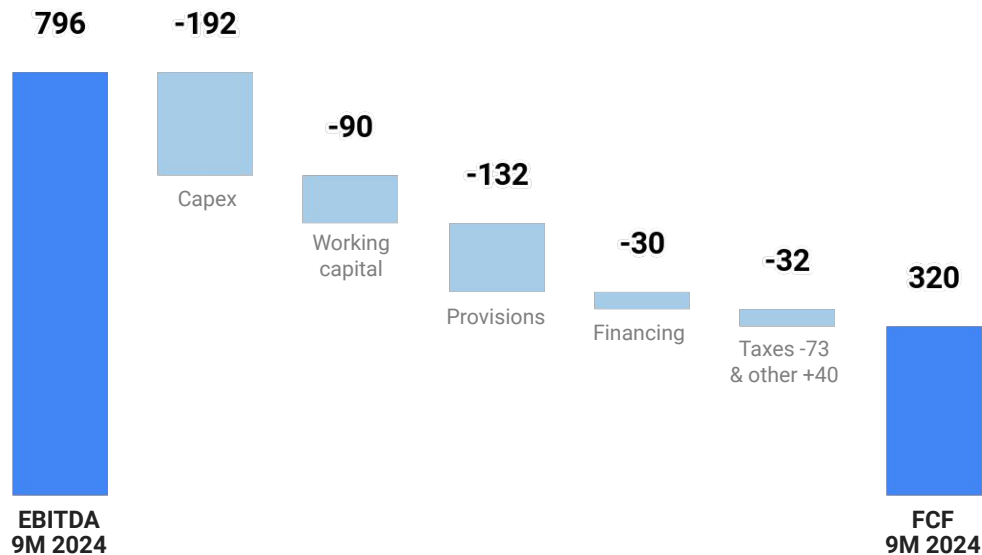


Corporate EBITDA Highlights

- **2024:** Low discretionary expenses and Transition Service Agreement offset provision on Dombasle energy transition project
- **2025-2026:** Temporary negative impact from the TSA exit and the new ERP implementation
- **2028:** Target Operating Model fully in place, generating new wave of savings

Solid FCF generation : €320m YTD

Supported by resilient EBITDA while Capex ramped up



VS

€74m in Q3 2024

€120m in Q2 2024

**Resilient EBITDA
Performance**

Capex ramp up

€84m in Q3

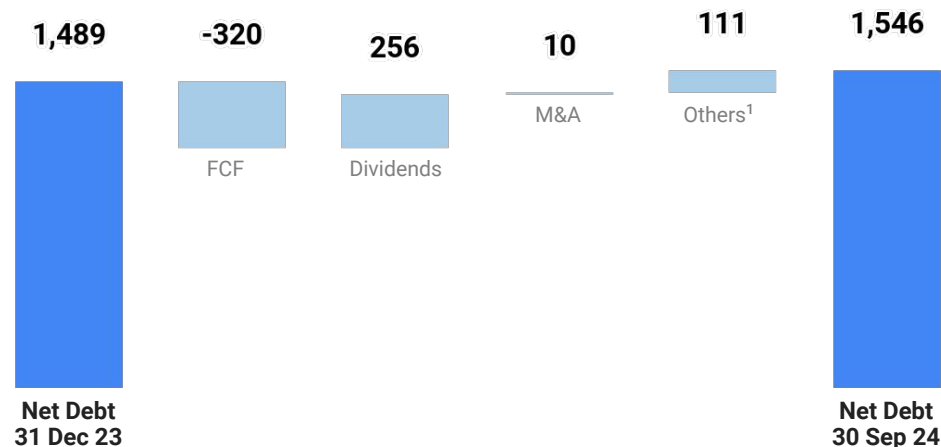
Higher provisions

mainly from pre-split restructuring

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Capital structure

Adequate debt level



S&P RATING: BBB-

Stable outlook

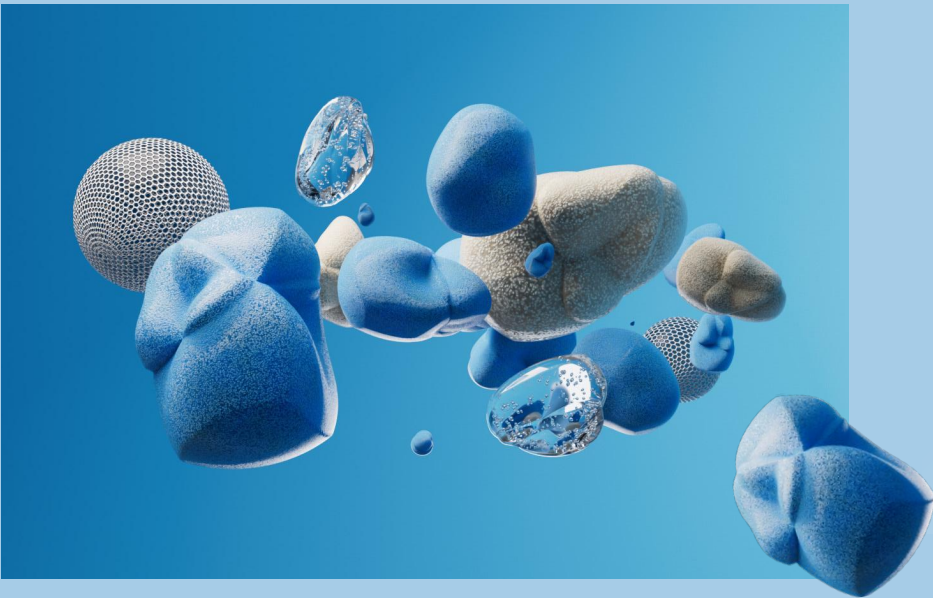
Net debt: €1.5 Bn

Net pension liabilities: €0.75 Bn

Environmental liabilities: €0.5 Bn

Leverage ratio: 1.5x

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Outlook

Philippe Kehren

Outlook

Expectations for full year 2024



Underlying EBITDA organic growth expected **at the high end** of the **-10% to -15%** guidance



Free Cash Flow¹ higher than **€300 million**

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A large, stylized graphic of the letters 'Q&A' in a light blue color, serving as a background for the text.

Q&A

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