

Q3'23 AND 9M'23 INVESTOR AND ANALYST FACTSHEET

KEY FINANCIAL DATA

<i>in millions of euros</i>	Q3'23	Q3'22	Change	9m'23	9m'22	Change
Sales	2,326	2,972	-21.7%	7,292	9,043	-19.4%
Prices	-10.6%			-4.9%		
Volumes	-6.6%			-13.4%		
Currency	-4.5%			-1.9%		
Scope	-			+0.8%		
EBITDA	386	495	-22.0%	1,170	1,819	-35.7%
Specialty Materials ⁽¹⁾	346	458	-24.5%	1,061	1,614	-34.3%
Intermediates	55	59	-6.8%	173	282	-38.7%
Corporate	-15	-22		-64	-77	
EBITDA margin	16.6%	16.7%		16.0%	20.1%	
Specialty Materials	16.4%	16.9%		16.0%	19.8%	
Intermediates	26.7%	24.0%		27.2%	33.6%	
Recurring depreciation and amortization	-140	-139		-405	-405	
Recurring EBIT	246	356	-30.9%	765	1,414	-45.9%
REBIT margin	10.6%	12.0%		10.5%	15.6%	
PPA depreciation and amortization	-32	-20		-95	-60	
Non-recurring items	-32	-15		-71	-85	
Equity in income of affiliates	-2	-3		-7	-4	
Financial result	-9	-17		-44	-31	
Income taxes	-54	-76		-146	-277	
Net income - Group share	114	224	-49.1%	398	954	-58.3%
Adjusted net income	177	260	-31.9%	546	1,079	-49.4%
Adjusted EPS (€)	2.38	3.52	-32.4%	7.32	14.59	-49.8%
Recurring capital expenditure	-137	-131	+4.6%	-349	-302	+15.6%
Exceptional capital expenditure	-5	-21	-76.2%	-17	-87	-80.5%
Recurring cash flow ⁽²⁾	312	434	-28.1%	436	695	-37.3%
Free cash flow	273	397	-31.2%	342	585	-41.5%
Net debt incl hybrid bonds	2,419	2,615		2,419	2,615	

(1) Specialty Materials include the three following segments: Adhesive Solutions, Advanced Materials and Coating Solutions

(2) Recurring cash flow corresponds to the free cash flow before exceptional items. It excludes non-recurring cash flows and exceptional capital expenditure

SIMPLIFIED CASH FLOW

<i>in millions of euros</i>	Q3'23	Q3'22	Change	9m'23	9m'22	Change
EBITDA	386	495	-22.0%	1,170	1,819	-35.7%
Current taxes	-69	-76	-9.2%	-181	-294	-38.4%
Cost of debt	-8	-21	-61.9%	-36	-47	-23.4%
Change in working capital and fixed asset payables *	131	138		-155	-490	
Recurring capital expenditure	-137	-131	+4.6%	-349	-302	+15.6%
Others	9	29		-13	9	
Recurring cash flow	312	434	-28.1%	436	695	-37.3%
Exceptional capital expenditure	-5	-21	-76.2%	-17	-87	-80.5%
Non-recurring items	-34	-16		-77	-23	
Free cash flow	273	397	-31.2%	342	585	-41.5%
Impact of portfolio management	-5	-121		-44	-1,628	
Net cash flow	268	276	-2.9%	298	-1,043	

(*) Excluding non-recurring items and impact of portfolio management

PERFORMANCE BY SEGMENT

in millions of euros

	Q3'23	Q3'22	Change	9m'23	9m'22	Change
Sales	2,326	2,972	-21.7%	7,292	9,043	-19.4%
Specialty Materials	2,110	2,713	-22.2%	6,627	8,172	-18.9%
Adhesive Solutions	682	757	-9.9%	2,072	2,206	-6.1%
Advanced Materials	856	1,131	-24.3%	2,705	3,319	-18.5%
Coating Solutions	572	825	-30.7%	1,850	2,647	-30.1%
Intermediates	206	246	-16.3%	636	839	-24.2%
EBITDA	386	495	-22.0%	1,170	1,819	-35.7%
Specialty Materials	346	458	-24.5%	1,061	1,614	-34.3%
Adhesive Solutions	98	90	+8.9%	286	291	-1.7%
Advanced Materials	172	237	-27.4%	517	793	-34.8%
Coating Solutions	76	131	-42.0%	258	530	-51.3%
Intermediates	55	59	-6.8%	173	282	-38.7%
Corporate	-15	-22		-64	-77	
EBITDA margin	16.6%	16.7%		16.0%	20.1%	
Specialty Materials	16.4%	16.9%		16.0%	19.8%	
Adhesive Solutions	14.4%	11.9%		13.8%	13.2%	
Advanced Materials	20.1%	21.0%		19.1%	23.9%	
Coating Solutions	13.3%	15.9%		13.9%	20.0%	
Intermediates	26.7%	24.0%		27.2%	33.6%	
Recurring EBIT	246	356	-30.9%	765	1,414	-45.9%
Specialty Materials	220	335	-34.3%	698	1,258	-44.5%
Adhesive Solutions	77	69	+11.6%	224	234	-4.3%
Advanced Materials	100	167	-40.1%	310	589	-47.4%
Coating Solutions	43	99	-56.6%	164	435	-62.3%
Intermediates	42	44	-4.5%	135	237	-43.0%
Corporate	-16	-23		-68	-81	

SALES BY BUSINESS LINE

in millions of euros

	Q3'23	Q3'22	Change	9m'23	9m'22	Change
Sales Adhesive Solutions	682	757	-9.9%	2,072	2,206	-6.1%
Construction & Consumer	317	335	-5.4%	961	1,039	-7.5%
Industrial Assembly	365	422	-13.5%	1,111	1,167	-4.8%
Sales Advanced Materials	856	1,131	-24.3%	2,705	3,319	-18.5%
High Performance Polymers	342	498	-31.3%	1,099	1,513	-27.4%
Performance Additives	514	633	-18.8%	1,606	1,806	-11.1%
Sales Coating Solutions	572	825	-30.7%	1,850	2,647	-30.1%
Coating Resins	414	602	-31.2%	1,346	1,924	-30.0%
Coating Additives	158	223	-29.1%	504	723	-30.3%
Sales Intermediates	206	246	-16.3%	636	839	-24.2%

SALES DEVELOPMENT

	Q3'23				9m'23			
	Price	Volume	Fx	Scope	Price	Volume	Fx	Scope
Total Group	-10.6%	-6.6%	-4.5%	-	-4.9%	-13.4%	-1.9%	+0.8%
Specialty Materials	-11.9%	-6.1%	-4.2%	-	-5.2%	-12.9%	-1.7%	+0.9%
Adhesive Solutions	-1.8%	-3.4%	-5.2%	+0.5%	+2.2%	-9.5%	-2.7%	+3.9%
Advanced Materials	-13.9%	-5.3%	-4.1%	-1.0%	-4.6%	-11.1%	-1.8%	-1.0%
Coating Solutions	-18.4%	-9.5%	-3.5%	+0.7%	-12.1%	-18.0%	-0.9%	+0.9%
Intermediates	+3.7%	-12.6%	-7.4%	-	-3.0%	-18.2%	-3.0%	-

DISCLAIMER

Balance sheet, income statement and cash flow statement data, as well as information by segment included in this document are extracted from the consolidated financial information at 30 September 2023 as reviewed by Arkema's Board of Directors on 8 November 2023. Quarterly financial information is not audited.

Information by segment is presented in accordance with Arkema's internal reporting system used by management.

Details of the main alternative performance indicators used by the Group are provided in the tables appended to this press release. For the purpose of analyzing its results and defining its targets, the Group also uses EBITDA margin, which corresponds to EBITDA expressed as a percentage of sales, EBITDA equaling recurring operating income (REBIT) plus recurring depreciation and amortization of tangible and intangible assets, as well as REBIT margin, which corresponds to recurring operating income (REBIT) expressed as a percentage of sales.

For the purpose of tracking changes in its results, and particularly its sales figures, the Group analyzes the following effects (unaudited analyses):

- **scope effect:** the impact of changes in the Group's scope of consolidation, which arise from acquisitions and divestments of entire businesses or as a result of the first-time consolidation or deconsolidation of entities. Increases or reductions in capacity are not included in the scope effect;
- **currency effect:** the mechanical impact of consolidating accounts denominated in currencies other than the euro at different exchange rates from one period to another. The currency effect is calculated by applying the foreign exchange rates of the prior period to the figures for the period under review;
- **price effect:** the impact of changes in average selling prices is estimated by comparing the weighted average net unit selling price of a range of related products in the period under review with their weighted average net unit selling price in the prior period, multiplied, in both cases, by the volumes sold in the period under review;
- **volume effect:** the impact of changes in volumes is estimated by comparing the quantities delivered in the period under review with the quantities delivered in the prior period, multiplied, in both cases, by the weighted average net unit selling price in the prior period.

Building on its unique set of expertise in materials science, **Arkema** offers a portfolio of first-class technologies to address ever-growing demand for new and sustainable materials. With the ambition to become in 2024 a pure player in Specialty Materials, the Group is structured into 3 complementary, resilient and highly innovative segments dedicated to Specialty Materials -Adhesive solutions, Advanced Materials, and Coating Solutions- accounting for some 91 % of Group sales in 2022, and a well-positioned and competitive Intermediates segment. Arkema offers cutting-edge technological solutions to meet the challenges of, among other things, new energies, access to water, recycling, urbanization and mobility, and fosters a permanent dialogue with all its stakeholders. The Group reported sales of around €11.5 billion in 2022 and operates in some 55 countries with 21,100 employees worldwide.

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