

Q3'22 INVESTOR AND ANALYST FACTSHEET

KEY FINANCIAL DATA

<i>in millions of euros</i>		Q3'22	Q3'21 *	Change	9m'22	9m'21 *	Change
Sales		2,972	2,398	+23.9%	9,043	7,019	+28.8%
Prices		+18.7%			+26.1%		
Volumes		-7.6%			-5.1%		
Currency		+9.0%			+7.5%		
Scope		+3.8%			+0.3%		
EBITDA		495	474	+4.4%	1,819	1,310	+38.9%
Specialty Materials ⁽¹⁾		458	423	+8.3%	1,614	1,152	+40.1%
Intermediates		59	72	-18.1%	282	228	+23.7%
Corporate		-22	-21		-77	-70	
EBITDA margin		16.7%	19.8%		20.1%	18.7%	
Specialty Materials		16.9%	19.7%		19.8%	18.9%	
Intermediates		24.0%	29.5%		33.6%	25.2%	
Recurring depreciation and amortization		-139	-131		-405	-399	
Recurring EBIT		356	343	+3.8%	1,414	911	+55.2%
REBIT margin		12.0%	14.3%		15.6%	13.0%	
PPA depreciation and amortization		-20	-17		-60	-51	
Non-recurring items		-15	1		-85	709	
Equity in income of affiliates		-3	-1		-4	0	
Financial result		-17	-15	+13.3%	-31	-43	-27.9%
Income taxes		-76	-64	+18.8%	-277	-327	-15.3%
Net income - Group share		224	247	-9.3%	954	1,197	-20.3%
Adjusted net income		260	258	+0.8%	1,079	684	+57.7%
Adjusted EPS (€)		3.52	3.44	+2.3%	14.59	9.02	+61.8%
Recurring capital expenditure		-131	-111	+18.0%	-302	-276	+9.4%
Exceptional capital expenditure		-21	-64	-67.2%	-87	-181	-51.9%
Recurring cash flow ⁽²⁾		434	236	+83.9%	695	534	+30.1%
Free cash flow		397	74	+436.5%	585	371	+57.7%
Net debt incl hybrid bonds		2,615	1,255		2,615	1,255	

(*) Integrates reclassification of the upstream of PVDF in the Advanced Materials segment (from Intermediates segment)

(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>		Q3'22	Q3'21	Change	9m'22	9m'21	Change
EBITDA		495	474	+4.4%	1,819	1,310	+38.9%
Current taxes		-76	-60	+26.7%	-294	-177	+66.1%
Cost of debt		-21	-13	+61.5%	-47	-40	+17.5%
Change in working capital and fixed asset payables *		138	-80	-	-490	-320	-
Recurring capital expenditure		-131	-111	+18.0%	-302	-276	+9.4%
Others		29	26	-	9	37	-
Recurring cash flow		434	236	+83.9%	695	534	+30.1%
Exceptional capital expenditure		-21	-64	-67.2%	-87	-181	-51.9%
Non-recurring items		-16	-98	-	-23	18	-
Free cash flow		397	74	+436.5%	585	371	+57.7%
Impact of portfolio management		-121	-10	-	-1,628	886	-
Net cash flow		276	64	-	-1,043	1,257	-

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

PERFORMANCE BY SEGMENT

<i>in millions of euros</i>		Q3'22	Q3'21 *	Change	9m'22	9m'21 *	Change
Sales		2,972	2,398	+23.9%	9,043	7,019	+28.8%
Specialty Materials		2,713	2,147	+26.4%	8,172	6,093	+34.1%
Adhesive Solutions		757	568	+33.3%	2,206	1,698	+29.9%
Advanced Materials		1,131	837	+35.1%	3,319	2,374	+39.8%
Coating Solutions		825	742	+11.2%	2,647	2,021	+31.0%
Intermediates		246	244	+0.8%	839	905	-7.3%
EBITDA		495	474	+4.4%	1,819	1,310	+38.9%
Specialty Materials		458	423	+8.3%	1,614	1,152	+40.1%
Adhesive Solutions		90	79	+13.9%	291	247	+17.8%
Advanced Materials		237	176	+34.7%	793	502	+58.0%
Coating Solutions		131	168	-22.0%	530	403	+31.5%
Intermediates		59	72	-18.1%	282	228	+23.7%
Corporate		-22	-21		-77	-70	
EBITDA margin		16.7%	19.8%		20.1%	18.7%	
Specialty Materials		16.9%	19.7%		19.8%	18.9%	
Adhesive Solutions		11.9%	13.9%		13.2%	14.5%	
Advanced Materials		21.0%	21.0%		23.9%	21.1%	
Coating Solutions		15.9%	22.6%		20.0%	19.9%	
Intermediates		24.0%	29.5%		33.6%	25.2%	
Recurring EBIT		356	343	+3.8%	1,414	911	+55.2%
Specialty Materials		335	307	+9.1%	1,258	811	+55.1%
Adhesive Solutions		69	63	+9.5%	234	199	+17.6%
Advanced Materials		167	106	+57.5%	589	297	+98.3%
Coating Solutions		99	138	-28.3%	435	315	+38.1%
Intermediates		44	58	-24.1%	237	175	+35.4%
Corporate		-23	-22		-81	-75	

SALES BY BUSINESS LINE

<i>in millions of euros</i>		Q3'22	Q3'21 *	Change	9m'22	9m'21 *	Change
Sales Adhesive Solutions		757	568	+33.3%	2,206	1,698	+29.9%
Construction & Consumer		335	304	+10.2%	1,039	922	+12.7%
Industrial Assembly		422	264	+59.8%	1,167	776	+50.4%
Sales Advanced Materials		1,131	837	+35.1%	3,319	2,374	+39.8%
High Performance Polymers		498	351	+41.9%	1,513	953	+58.8%
Performance Additives		633	486	+30.2%	1,806	1,421	+27.1%
Sales Coating Solutions		825	742	+11.2%	2,647	2,021	+31.0%
Coating Resins		602	550	+9.5%	1,924	1,484	+29.6%
Coating Additives		223	192	+16.1%	723	537	+34.6%
Sales Intermediates		246	244	+0.8%	839	905	-7.3%

SALES DEVELOPMENT

	Q3'22 *				9m'22 *			
	Price	Volume	Fx	Scope	Price	Volume	Fx	Scope
Total Group	+18.7%	-7.6%	+9.0%	+3.8%	+26.1%	-5.1%	+7.5%	+0.3%
Specialty Materials	+20.8%	-7.9%	+8.8%	+4.7%	+27.2%	-4.2%	+7.4%	+3.7%
Adhesive Solutions	+14.8%	-8.6%	+7.9%	+19.2%	+16.0%	-6.5%	+5.9%	+14.5%
Advanced Materials	+32.6%	-4.9%	+8.8%	-1.4%	+36.6%	-3.7%	+7.8%	-0.9%
Coating Solutions	+12.1%	-10.6%	+9.3%	+0.4%	+25.6%	-2.9%	+8.1%	+0.2%
Intermediates	+0.4%	-7.0%	+10.7%	-3.3%	+19.1%	-12.2%	+8.4%	-22.6%

(*) Integrates the reclassification of the upstream of PVDF in Advanced Materials (High Performance Polymers) from Intermediates

RESTATED 2021 DATA

integrating the reclassification of the upstream of PVDF from the Intermediates segment to the Advanced Materials segment (High Performance Polymers Business Line)

Advanced Materials

<i>in millions of euros</i>	Q1'21	Q2'21	Q3'21	Q4'21	FY'21
Sales	752	785	837	933	3,307
High Performance Polymers	300	302	351	406	1,359
Performance Additives	452	483	486	527	1,948
EBITDA	142	184	176	169	671
EBITDA margin	18.9%	23.4%	21.0%	18.1%	20.3%
Recurring depreciation and amortization	-67	-68	-70	-78	-283
Recurring operating income (REBIT)	75	116	106	91	388
REBIT margin	10.0%	14.8%	12.7%	9.8%	11.7%
Depreciation and amortization related to PPA allocation	-4	-3	-4	-4	-15
Other income and expenses	-8	-134	-1	-66	-209
Operating income	63	-21	101	21	164

Intermediates

<i>in millions of euros</i>	Q1'21	Q2'21	Q3'21	Q4'21	FY'21
Sales	346	315	244	253	1,158
EBITDA	75	81	72	79	307
EBITDA margin	21.7%	25.7%	29.5%	31.2%	26.5%
Recurring depreciation and amortization	-22	-17	-14	-15	-68
Recurring operating income (REBIT)	53	64	58	64	239
REBIT margin	15.3%	20.3%	23.8%	25.3%	20.6%
Depreciation and amortization related to PPA allocation	-	-	-	-	-
Other income and expenses	0	904	4	-5	903
Operating income	53	968	62	59	1,142

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 2022 reviewed by Arkema's Board of Directors on 9 November 2022. 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 85,5 % of Group sales in 2021, 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 €9.5 billion in 2021, and operates in some 55 countries with 20,200 employees worldwide.

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