

Q4'22 & FY'22 INVESTOR AND ANALYST FACTSHEET

KEY FINANCIAL DATA

<i>in millions of euros</i>	Q4'22	Q4'21 *	Change	2022	2021 *	Change
Sales	2,507	2,500	+0.3%	11,550	9,519	+21.3%
Prices	+8.2%			+21.4%		
Volumes	-15.4%			-7.8%		
Currency	+3.8%			+6.5%		
Scope	+3.6%			+1.2%		
EBITDA	291	417	-30.2%	2,110	1,727	+22.2%
Specialty Materials ⁽¹⁾	286	360	-20.6%	1,900	1,512	+25.7%
Intermediates	24	79	-69.6%	306	307	-0.3%
Corporate	-19	-22		-96	-92	
EBITDA margin	11.6%	16.7%		18.3%	18.1%	
Specialty Materials	12.3%	16.1%		18.1%	18.1%	
Intermediates	13.3%	31.2%		30.0%	26.5%	
Recurring depreciation and amortization	-145	-144		-550	-543	
Recurring EBIT	146	273	-46.5%	1,560	1,184	+31.8%
REBIT margin	5.8%	10.9%		13.5%	12.4%	
PPA depreciation and amortization	-58	-17		-118	-68	
Non-recurring items	-70	-92		-155	617	
Equity in income of affiliates	-2	-1		-6	-1	
Financial result	-30	-13	+130.8%	-61	-56	+8.9%
Income taxes	23	-42	-154.8%	-254	-369	-31.2%
Net income - Group share	11	112	-90.2%	965	1,309	-26.3%
Adjusted net income	88	212	-58.5%	1,167	896	+30.2%
Adjusted EPS (€)	1.16	2.86	-59.4%	15.75	11.88	+32.6%
Recurring capital expenditure	-282	-230	+22.6%	-584	-506	+15.4%
Exceptional capital expenditure	-36	-71	-49.3%	-123	-252	-51.2%
Recurring cash flow ⁽²⁾	238	222	+7.2%	933	756	+23.4%
Free cash flow	199	108	+84.3%	784	479	+63.7%
Net debt incl hybrid bonds	2,366	1,177		2,366	1,177	

(*) 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>	Q4'22	Q4'21	Change	2022	2021	Change
EBITDA	291	417	-30.2%	2,110	1,727	+22.2%
Current taxes	-32	-56	-42.9%	-326	-233	+39.9%
Cost of debt	-24	-12	+100.0%	-71	-52	+36.5%
Change in working capital and fixed asset payables *	314	82	-	-176	-238	-
Recurring capital expenditure	-282	-230	+22.6%	-584	-506	+15.4%
Others	-29	21	-	-20	58	-
Recurring cash flow	238	222	+7.2%	933	756	+23.4%
Exceptional capital expenditure	-36	-71	-49.3%	-123	-252	-51.2%
Non-recurring items	-3	-43	-	-26	-25	-
Free cash flow	199	108	+84.3%	784	479	+63.7%
Impact of portfolio management	-1	23	-	-1,629	909	-
Net cash flow	198	131	-	-845	1,388	-

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

PERFORMANCE BY SEGMENT

in millions of euros

	Q4'22	Q4'21 *	Change	2022	2021 *	Change
Sales	2,507	2,500	+0.3%	11,550	9,519	+21.3%
Specialty Materials	2,317	2,238	+3.5%	10,489	8,331	+25.9%
Adhesive Solutions	692	580	+19.3%	2,898	2,278	+27.2%
Advanced Materials	1,022	933	+9.5%	4,341	3,307	+31.3%
Coating Solutions	603	725	-16.8%	3,250	2,746	+18.4%
Intermediates	181	253	-28.5%	1,020	1,158	-11.9%
EBITDA	291	417	-30.2%	2,110	1,727	+22.2%
Specialty Materials	286	360	-20.6%	1,900	1,512	+25.7%
Adhesive Solutions	75	69	+8.7%	366	316	+15.8%
Advanced Materials	148	169	-12.4%	941	671	+40.2%
Coating Solutions	63	122	-48.4%	593	525	+13.0%
Intermediates	24	79	-69.6%	306	307	-0.3%
Corporate	-19	-22		-96	-92	
EBITDA margin	11.6%	16.7%		18.3%	18.1%	
Specialty Materials	12.3%	16.1%		18.1%	18.1%	
Adhesive Solutions	10.8%	11.9%		12.6%	13.9%	
Advanced Materials	14.5%	18.1%		21.7%	20.3%	
Coating Solutions	10.4%	16.8%		18.2%	19.1%	
Intermediates	13.3%	31.2%		30.0%	26.5%	
Recurring EBIT	146	273	-46.5%	1,560	1,184	+31.8%
Specialty Materials	159	234	-32.1%	1,417	1,045	+35.6%
Adhesive Solutions	54	51	+5.9%	288	250	+15.2%
Advanced Materials	74	91	-18.7%	663	388	+70.9%
Coating Solutions	31	92	-66.3%	466	407	+14.5%
Intermediates	8	64	-87.5%	245	239	+2.5%
Corporate	-21	-25		-102	-100	

SALES BY BUSINESS LINE

in millions of euros

	Q4'22	Q4'21 *	Change	2022	2021 *	Change
Sales Adhesive Solutions	692	580	+19.3%	2,898	2,278	+27.2%
Construction & Consumer	310	303	+2.3%	1,349	1,225	+10.1%
Industrial Assembly	382	277	+37.9%	1,549	1,053	+47.1%
Sales Advanced Materials	1,022	933	+9.5%	4,341	3,307	+31.3%
High Performance Polymers	413	406	+1.7%	1,926	1,359	+41.7%
Performance Additives	609	527	+15.6%	2,415	1,948	+24.0%
Sales Coating Solutions	603	725	-16.8%	3,250	2,746	+18.4%
Coating Resins	434	521	-16.7%	2,358	2,005	+17.6%
Coating Additives	169	204	-17.2%	892	741	+20.4%
Sales Intermediates	181	253	-28.5%	1,020	1,158	-11.9%

SALES DEVELOPMENT

	Q4'22 *				2022 *			
	Price	Volume	Fx	Scope	Price	Volume	Fx	Scope
Total Group	+8.2%	-15.4%	+3.8%	+3.6%	+21.4%	-7.8%	+6.5%	+1.2%
Specialty Materials	+10.3%	-14.8%	+3.9%	+4.1%	+22.7%	-7.0%	+6.4%	+3.8%
Adhesive Solutions	+11.2%	-11.7%	+3.8%	+16.0%	+14.8%	-7.8%	+5.3%	+14.9%
Advanced Materials	+16.9%	-9.8%	+3.4%	-1.0%	+31.1%	-5.5%	+6.6%	-0.9%
Coating Solutions	+1.0%	-23.6%	+4.6%	+1.2%	+19.1%	-8.3%	+7.2%	+0.4%
Intermediates	-9.9%	-20.6%	+2.8%	-0.8%	+12.8%	-14.0%	+7.2%	-17.9%

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

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 statement at 31 December 2022 as approved by Arkema's Board of Directors on 22 February 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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