

Q3'24 AND 9M'24 INVESTOR AND ANALYST FACTSHEET

KEY FINANCIAL DATA

<i>in millions of euros</i>	Q3'24	Q3'23	Change	9m'24	9m'23	Change
Sales	2,394	2,326	+2.9%	7,271	7,292	-0.3%
Prices	-0.2%			-3.3%		
Volumes	+2.2%			+2.2%		
Currency	-1.4%			-1.3%		
Scope	+2.3%			+2.1%		
EBITDA	407	386	+5.4%	1,208	1,170	+3.2%
EBITDA margin	17.0%	16.6%		16.6%	16.0%	
Recurring depreciation and amortization	-161	-140		-458	-405	
Recurring EBIT	246	246	-	750	765	-2.0%
REBIT margin	10.3%	10.6%		10.3%	10.5%	
PPA depreciation and amortization	-38	-32		-113	-95	
Non-recurring items	-24	-32		-101	-71	
Equity in income of affiliates	-2	-2		-4	-7	
Financial result	-20	-9	+122.2%	-53	-44	+20.5%
Income taxes	-42	-54	-22.2%	-130	-146	-11.0%
Net income - Group share	118	114	+3.5%	342	398	-14.1%
Adjusted net income	168	177	-5.1%	520	546	-4.8%
Adjusted EPS (€)	2.25	2.38	-5.5%	6.96	7.32	-4.9%
Recurring capital expenditure	-167	-137	+21.9%	-436	-349	+24.9%
Exceptional capital expenditure	0	-5		0	-17	
Recurring cash flow ⁽¹⁾	190	312	-39.1%	262	436	-39.9%
Free cash flow	175	273	-35.9%	210	342	-38.6%
Net debt incl hybrid bonds	3,111	2,419		3,111	2,419	

(1) 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>	Q3'24	Q3'23	Change	9m'24	9m'23	Change
EBITDA	407	386	+5.4%	1,208	1,170	+3.2%
Current taxes	-52	-69	-24.6%	-145	-181	-19.9%
Cost of debt	-15	-8	+87.5%	-41	-36	+13.9%
Change in working capital and fixed asset payables ⁽¹⁾	-6	131		-337	-154 ^(*)	
Others	23	9		13	-14 ^(*)	
Operating cash flow	357	449	-20.5%	698	785	-11.1%
Recurring capital expenditure	-167	-137	+21.9%	-436	-349	+24.9%
Recurring cash flow	190	312	-39.1%	262	436	-39.9%
Exceptional capital expenditure	0	-5		0	-17	
Non-recurring items	-15	-34	-55.9%	-52	-77	-32.5%
Free cash flow	175	273	-35.9%	210	342	-38.6%
Impact of portfolio management	-1	-5		-42	-44	
Net cash flow	174	268		168	298	

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

(*) Includes a correction related to 9m'23 data (reclassification of €1m from "Others" to "Change in working capital and fixed assets payables")

PERFORMANCE BY SEGMENT

<i>in millions of euros</i>	Q3'24	Q3'23	Change	9m'24	9m'23	Change
Sales	2,394	2,326	+2.9%	7,271	7,292	-0.3%
Specialty Materials	2,194	2,110	+4.0%	6,639	6,627	+0.2%
Adhesive Solutions	682	682	-	2,068	2,072	-0.2%
Advanced Materials	885	856	+3.4%	2,681	2,705	-0.9%
Coating Solutions	627	572	+9.6%	1,890	1,850	+2.2%
Intermediates	191	206	-7.3%	603	636	-5.2%
EBITDA	407	386	+5.4%	1,208	1,170	+3.2%
Specialty Materials	377	346	+9.0%	1,109	1,061	+4.5%
Adhesive Solutions	107	98	+9.2%	321	286	+12.2%
Advanced Materials	189	172	+9.9%	541	517	+4.6%
Coating Solutions	81	76	+6.6%	247	258	-4.3%
Intermediates	51	55	-7.3%	174	173	+0.6%
Corporate	-21	-15	-	-75	-64	-
EBITDA margin	17.0%	16.6%		16.6%	16.0%	
Specialty Materials	17.2%	16.4%		16.7%	16.0%	
Adhesive Solutions	15.7%	14.4%		15.5%	13.8%	
Advanced Materials	21.4%	20.1%		20.2%	19.1%	
Coating Solutions	12.9%	13.3%		13.1%	13.9%	
Intermediates	26.7%	26.7%		28.9%	27.2%	
Recurring EBIT	246	246	-	750	765	-2.0%
Specialty Materials	230	220	+4.5%	688	698	-1.4%
Adhesive Solutions	86	77	+11.7%	256	224	+14.3%
Advanced Materials	95	100	-5.0%	278	310	-10.3%
Coating Solutions	49	43	+14.0%	154	164	-6.1%
Intermediates	39	42	-7.1%	142	135	+5.2%
Corporate	-23	-16	-	-80	-68	-

SALES BY BUSINESS LINE

<i>in millions of euros</i>	Q3'24	Q3'23	Change	9m'24	9m'23	Change
Sales Adhesive Solutions	682	682	-	2,068	2,072	-0.2%
Construction & Consumer	319	317	+0.6%	953	961	-0.8%
Industrial Assembly	363	365	-0.5%	1,115	1,111	+0.4%
Sales Advanced Materials	885	856	+3.4%	2,681	2,705	-0.9%
High Performance Polymers	391	342	+14.3%	1,176	1,099	+7.0%
Performance Additives	494	514	-3.9%	1,505	1,606	-6.3%
Sales Coating Solutions	627	572	+9.6%	1,890	1,850	+2.2%
Coating Resins	460	414	+11.1%	1,363	1,346	+1.3%
Coating Additives	167	158	+5.7%	527	504	+4.6%
Sales Intermediates	191	206	-7.3%	603	636	-5.2%

SALES DEVELOPMENT

	Q3'24				9m'24			
	Price	Volume	Fx	Scope	Price	Volume	Fx	Scope
Total Group	-0.2%	+2.2%	-1.4%	+2.3%	-3.3%	+2.2%	-1.3%	+2.1%
Specialty Materials	-0.7%	+3.8%	-1.6%	+2.5%	-4.4%	+3.5%	-1.3%	+2.4%
Adhesive Solutions	-1.0%	+1.9%	-1.5%	+0.6%	-2.6%	+2.9%	-1.3%	+0.8%
Advanced Materials	-2.3%	+2.0%	-2.0%	+5.7%	-5.1%	+0.9%	-1.8%	+5.1%
Coating Solutions	+2.1%	+8.7%	-1.2%	-	-5.4%	+8.1%	-0.5%	-
Intermediates	+4.8%	-12.1%	-0.0%	-	+7.2%	-11.2%	-1.2%	-

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 2024, as reviewed by Arkema's Board of Directors on 5 November 2024. 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 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 92% of Group sales in 2023, 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 2023 and operates in some 55 countries with 21,100 employees worldwide.

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