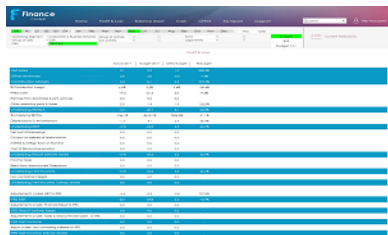


# Profit & Loss



The screenshot shows a financial statement with columns for 'Actual', 'Budget', and 'Restated'. The rows include various financial metrics such as 'Net Sales', 'Cost of Sales', 'Gross Profit', 'Operating Expenses', and 'Net Income'. The data is presented in a structured table format with alternating blue and white rows.

## Process Owner

Corporate Financial Function

## D&PS Expert

Marie-Line Ardito

## General Description

Detailed table containing the Actual and the Restated of various elements of the Profit & Loss from Net Sales to IFRS Net Income Solvay Share.

Possibility to add other phases : Budget or Budget Y+1 (when available) and/or BFR

The restated data are available only per quarter

## Target Users

- Comex
- Controlling
- Finance

## Authorization & Rights

All the accesses must be validated by:

[Corporate Finance - point 1 and 3](#)

[GBU Finance Director + copy to Corporate Finance - point 2](#)

1 .Lead FD Role (specific role)

2 .1 GBU / Legal Entities (of the GBU)

3 .Multi GBUs / Legal Entities

[Access form](#)

## Profit & Loss Indicators

Phases Details

|          |                                                                                                                                                          |
|----------|----------------------------------------------------------------------------------------------------------------------------------------------------------|
| Actual   | Current Year's results                                                                                                                                   |
| Restated | Previous Year's (Y-1) results based on Current Year's structure and rate                                                                                 |
| Budget   | Official forecast for Current Year defined in October Previous Year (Y-1)                                                                                |
| BFR      | 4 re-forecast for Current Year : BFR03/BFR06/BFR09/BFR12 = (Official forecast for Current Year defined in October Previous Year - Total Actual Q1+Q2+Q3) |

Profit & Loss Calculation

| Tab | Name KPI                                               | BFC Description                                                                   | BFC                                                 |
|-----|--------------------------------------------------------|-----------------------------------------------------------------------------------|-----------------------------------------------------|
| P&L | Net Sales                                              | Net sales (published) [F99AJ]                                                     | ST-CA-PM [F99AJ]                                    |
|     | Other revenues                                         | Other products from business [F99AJ]                                              | ST-CA-AA [F99AJ]                                    |
|     | Contribution margin                                    | Contribution Margin - Product Market [F99AJ]                                      | ST-MC-PM [F99AJ]                                    |
|     |                                                        | +                                                                                 |                                                     |
|     |                                                        | Contribution Margin - Other Products from business [F99AJ]                        | ST-MC-AA [F99AJ]                                    |
|     |                                                        | Contribution Margin [F99AJ]                                                       | ST-MC [F99AJ]                                       |
|     |                                                        | /                                                                                 | /                                                   |
|     | %Contribution margin                                   | Net sales & other revenues on activities [F99AJ]                                  | ST-R111 [F99AJ]                                     |
|     |                                                        | Fixed Costs of Sales [F99AJ]                                                      | ST-FFX [F99AJ]                                      |
|     | Earnings from associates & joint ventures              | Net results from associate & JV (equity method) [F99AJ]                           | -R75000 [F99AJ]                                     |
|     | Other operating gains & losses                         | Other operating gains and losses [F99AJ]                                          | ST-APCE [F99AJ]                                     |
|     | Underlying EBITDA                                      | EBITDA [F99AJ]                                                                    | ST-EBITDAR [F99AJ]                                  |
|     |                                                        | EBITDA [F99AJ]                                                                    | ST-EBITDAR [F99AJ]                                  |
|     |                                                        | /                                                                                 | /                                                   |
|     | %Underlying EBITDA                                     | Net sales (published) [F99AJ]                                                     | ST-CA-PM [F99AJ]                                    |
|     |                                                        | Deprec. & amortization                                                            | ST-AM-REC [F99AJ]                                   |
|     | Underlying EBIT                                        | EBIT [F99AJ]                                                                      | ST-ROP [F99AJ]                                      |
|     |                                                        | (Financial result                                                                 | (STC-R730                                           |
|     |                                                        | -                                                                                 | -                                                   |
|     |                                                        | Coupons on perpetual hybrid bonds                                                 | RS3680                                              |
|     |                                                        | -                                                                                 | -                                                   |
|     | Net cost of borrowings                                 | Interest and realized foreign exchange losses on Rusvinyt                         | RS3690                                              |
|     |                                                        | -                                                                                 | -                                                   |
|     |                                                        | Cost of discounting provisions) [F99AJ]                                           | STC-R890 [F99AJ]                                    |
|     | Coupon on perpetual Hybrid bonds                       | Coupons on perpetual hybrid bonds [F99AJ]                                         | RS3680 [F99AJ]                                      |
|     | Interest & foreign exch on RusVinyt                    | Interest and realized foreign exchange losses on Rusvinyt [F99AJ]                 | RS3690 [F99AJ]                                      |
|     | Cost of Discounting provision                          | Cost of discounting provisions [F99AJ]                                            | STC_R890 [F99AJ]                                    |
|     |                                                        | (EBIT                                                                             | (ST-ROP                                             |
|     |                                                        | -                                                                                 | -                                                   |
|     | Underlying Result before taxes                         | Financial result                                                                  | STC_R730                                            |
|     |                                                        | [F99AJ]                                                                           | [F99AJ]                                             |
|     | Income Taxes                                           | Income Tax [F99AJ]                                                                | STOT-R730 [F99AJ]                                   |
|     | Result from discontinued Operations                    | Gain/losses from discontinued operations [F99AJ]                                  | RS5100 [F99AJ]                                      |
|     |                                                        | (EBIT                                                                             | (ST-ROP                                             |
|     |                                                        | -                                                                                 | -                                                   |
|     |                                                        | Income Tax                                                                        | STC_R730                                            |
|     |                                                        | -                                                                                 | -                                                   |
|     | Underlying Net Income                                  | IMPOTS                                                                            | IMPOTS                                              |
|     |                                                        | -                                                                                 | -                                                   |
|     |                                                        | Gain/losses from discontinued operations)                                         | RS5100)                                             |
|     |                                                        | [F99AJ]                                                                           | [F99AJ]                                             |
|     | Non controlling interests                              | Non-controlling interests [F99AJ]                                                 | R76000 [F99AJ]                                      |
|     | Underlying Net Income Solvay share                     | Underlying Net Income Solvay share [F99AJ]                                        | R80000 [F99AJ]                                      |
|     | Adjustments Underlying P&L To IFRS                     |                                                                                   |                                                     |
|     |                                                        | ( Contribution Margin - Variable costs of sales-Profit) [F99EX]                   | ( ST-CONTRIB - RX15400P) [F99EX] ==> Variable Costs |
|     |                                                        | ( EBITDA - Contribution Margin - Net results from associate & JV (equity method)) | [F99EX]                                             |
|     |                                                        | [F99EX] ...                                                                       | ( ST-EBITDAR - ST-CONTRIB - R75000) [F99EX] ...     |
|     |                                                        | (-Administrative expenses (non functions) - REBITDA ADJ Profit                    | (-RX33310P                                          |
|     |                                                        | -                                                                                 | -                                                   |
|     |                                                        | Commercial expenses - REBITDA ADJ Profit                                          | RX33320P                                            |
|     |                                                        | -                                                                                 | -                                                   |
|     |                                                        | Net results from associate & JV (equity method) - REBITDA ADJ Profit              | RX75000P                                            |
|     |                                                        | -                                                                                 | -                                                   |
|     |                                                        | Research & development - Gross - REBITDA ADJ Profit) [F99]                        | RX36100P) [F99] ==> Non Variable Costs [F99EX]      |
|     |                                                        | -                                                                                 | -                                                   |
|     |                                                        | Net results from associate & JV (equity method) [F99EX]                           | R75000 [F99EX]                                      |
|     |                                                        | -                                                                                 | -                                                   |
|     | Adjustments Underl. EBIT to IFRS                       | RESTR_exc_AMOS [F99EX]                                                            | RESTR_exc_AMOS [F99EX]                              |
|     |                                                        | -                                                                                 | -                                                   |
|     |                                                        | ST-APCO [F99EX]                                                                   | ST-APCO [F99EX]                                     |
|     |                                                        | (+PPA depreciation expenses + Recurring amortization excluding PPA) [F99EX]       | (+R38300 +ST-AM-REC) [F99EX] ==> PPA [F99EX]        |
|     |                                                        | (+Non Recurring amortization excluding PPA                                        | (+ST-AM-NREC                                        |
|     |                                                        | -                                                                                 | -                                                   |
|     |                                                        | Restructuring - Impairment of intangible and tangible assets                      | R45500                                              |
|     |                                                        | -                                                                                 | -                                                   |
|     |                                                        | Goodwill impairment) [F99EX]                                                      | R46000 ) [F99EX] ==> Non Recurrent DA [F99EX]       |
|     |                                                        | (+Restructuring - Impairment of intangible and tangible assets                    | (+R45500                                            |
|     |                                                        | -                                                                                 | -                                                   |
|     |                                                        | Goodwill impairment ) [F99EX]                                                     | R46000 ) [F99EX]                                    |
|     | IFRS EBIT                                              | EBIT [F99]                                                                        | ST-ROP [F99]                                        |
|     | Adjustments Underl. Financial Result to IFRS           | Income Tax [F99EX]                                                                | STC-R730 [F99EX]                                    |
|     | IFRS Result before taxes                               | Result before tax [F99]                                                           | STC-R750 [F99]                                      |
|     |                                                        | (IMPOTS                                                                           | (IMPOTS                                             |
|     |                                                        | -                                                                                 | -                                                   |
|     | Adjustments Underl. Taxes & Discontinued Oper. to IFRS | Gain/losses from discontinued operations)                                         | RS5100)                                             |
|     |                                                        | [F99EX]                                                                           | [F99EX]                                             |
|     | IFRS Net Income                                        | Net income [F99]                                                                  | STC-R830 [F99]                                      |
|     | Adjust Underl. Non controlling interests to IFRS       | Non-controlling interests [F99EX]                                                 | R76000 [F99EX]                                      |
|     | IFRS Net Income Solvay Share                           | IFRS Net Income Solvay Share [F99]                                                | R80000 [F99]                                        |

BFC Flows

|        |                                   |
|--------|-----------------------------------|
| F99    | CLOSING BALANCE                   |
| F99AJ  | Adjusted                          |
| FA99EX | Exceptional                       |
| RS99   | Closing RSB                       |
| RS80   | Foreign exchange Gain/Loss        |
| F20    | INCREASE                          |
| F23    | CAPITALIZED INTERESTS             |
| F53    | INTERNALLY GENERATED FIXED ASSETS |

|                                                                                                                                                                                                                         |                            |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------|
| F15                                                                                                                                                                                                                     | VARIATION                  |
| RS100                                                                                                                                                                                                                   | RSB - Dec Tx Current Month |
| F06                                                                                                                                                                                                                     | DIVIDENDS PAID             |
| RS50                                                                                                                                                                                                                    | RECLASSIFICATION           |
| C04                                                                                                                                                                                                                     | NET BOOK VALUE (NBV)       |
| Annualized <ul style="list-style-type: none"> <li>• <math>[01] = 12 \times [01]</math>;</li> <li>• <math>[02] = 6 \times ([01] + [02])</math>;</li> <li>• <math>[03] = 4 \times ([M-2] + [M-1] + [M])</math></li> </ul> |                            |

| Sources      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
|--------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| BFC          | All except below listed managed by Corporate Finance                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| Manual Files | <ul style="list-style-type: none"> <li>• <b>BFR</b> – quarterly basis</li> <li>• <b>WACC Corporate</b> – updated by the Corporate Finance</li> <li>• <b>WACC GBUs</b> – updated by the Corporate Finance</li> <li>• <b>Tax Rate</b> – updated by the Corporate Finance</li> <li>• <b>Maintenance rate</b> – updated by the Corporate Finance</li> <li>• <b>Free cash flow</b> – updated by the Corporate Finance. Actual by month, Historical by quarter, budget of the Year and BFR by month : <ul style="list-style-type: none"> <li>◦ Delta working capital others</li> <li>◦ Tax cash out</li> <li>◦ Provisions cash out</li> <li>◦ Others &amp; Disc. opFree cash flow</li> </ul> </li> </ul> |