

Profit & Loss

	Budget	Actual	Restated
Net Sales	100.00	100.00	100.00
Cost of Sales	(40.00)	(40.00)	(40.00)
Gross Profit	60.00	60.00	60.00
Operating Expenses	(20.00)	(20.00)	(20.00)
Operating Income	40.00	40.00	40.00
Non-Operating Income	10.00	10.00	10.00
Income Before Taxes	50.00	50.00	50.00
Income Tax Expense	(10.00)	(10.00)	(10.00)
Net Income	40.00	40.00	40.00

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	Recurring amortization excluding PPA [F99AJ]	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			
P&L		(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]
		(-Administrative expenses (non functions) - REBITDA ADJ Profit	(ST-EBITDAR - ST-CONTRIB - R75000) [F99EX] ...
		-	(-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]
		-	-
		RESTR_exc_AMOS [F99EX]	RESTR_exc_AMOS [F99EX]
		-	-
P&L	Adjustments Underl. EBIT to IFRS	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
		-	-
P&L	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 • $[01] = 12 \times [01]$; • $[02] = 6 \times ([01] + [02])$; • $[03] = 4 \times ([M-2] + [M-1] + [M])$	

Sources	
BFC	All except below listed managed by Corporate Finance
Manual Files	• BFR – quarterly basis • WACC Corporate – updated by the Corporate Finance • WACC GBUs – updated by the Corporate Finance • Tax Rate – updated by the Corporate Finance • Maintenance rate – updated by the Corporate Finance • Free cash flow – updated by the Corporate Finance. Actual by month, Historical by quarter, budget of the Year and BFR by month : ◦ Delta working capital others ◦ Tax cash out ◦ Provisions cash out ◦ Others & Disc. opFree cash flow