## EBITDA reached US\$909 million in 3Q18, increasing 5\% from 3Q17 and 4\% from 2Q18

## 3Q18 HIGHLIGHTS:

Braskem - Consolidated:

- EBITDA in 3Q18 was US\$909 million, up 4\% from 2Q18, due to sales recovery in Brazil following the end of the truck drivers' strike and by the higher sales volume in the United States and Mexico, that were affected by lower production volume in 2Q18. These effects offset lower spreads for resins in Brazil, for PP in Europe and for PE in North America. Compared to 3Q17, EBITDA in U.S. dollars grew 5\%, due to the positive effect of Brazilian real depreciation of costs and expenses pegged to the currency.
- Net income came at R\$1,344 million, growing $146 \%$ and $68 \%$ compared to 2Q18 and 3Q17, respectively.
- Strong cash generation in this period supported the reduction of financial leverage measured by the ratio of net debt to EBITDA ${ }^{1}$ in U.S. dollar from 1.90x in 2Q18 to 1.81 x this quarter.
- In September, the Company partially redeemed US\$200 million in perpetual bonds, in line with its strategy to reduce the cost of debt.
- Free cash flow in the quarter was R $\$ 1.5$ billion.
- The recordable and lost-time injury frequency rate per million hours worked was 1.25.
- As per the Material Fact notice dated September 24, Braskem was informed by Odebrecht, its controlling shareholder, that the shareholders' agreement dated February 8, 2010 was amended to include the preferred shares held by Petrobras in the tag-along rights provision set forth in Clause 7.12 of the agreement.
- Consistent with best practices of corporate governance, two new independent directors were elected to the Board of Directors. As a result, eight of the 11 directors are now independent.
- In November, Braskem announced its positioning on Circular Economy and defined 9 key global initiatives: (i) partnerships with Clients to develop products and applications that facilitate the recycling and reuse of plastic packaging; (ii) investments in new resins derived from renewable resources; (iii) developing and supporting new technologies for recycling; (iv) recycling and conscientious consumerism programs; (v) studies of life cycle assessments and the environmental impact of plastics; (vi) support for measuring and reporting recycling rates for plastic packaging; (vii) partnerships for understanding, preventing and solving the problem of marine debris ; and (viii) encouraging science-based policies to understand the origin and prevent the disposal of debris in the oceans, especially plastic.

| Main Financial Highlights R\$ million | 3Q17 <br> (A) | 2 Q18 <br> (B) | 3Q18 <br> (C) | Chg. $\text { (C) } /(B)$ | Chg. $\text { (C) } /(\mathrm{A})$ | 9 M17 <br> (D) | 9 M18 <br> (E) | Chg. (E)/(D) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Revenue | 12,162 | 13,786 | 16,348 | 19\% | 34\% | 36,632 | 43,163 | 18\% |
| EBITDA | 2,746 | 3,177 | 3,580 | 13\% | 30\% | 9,382 | 9,408 | 0\% |
| Net Profit (Loss)* | 799 | 547 | 1,344 | 146\% | 68\% | 3,697 | 2,945 | -20\% |
| Free Cash Flow Generation** | 1,068 | 3,321 | 1,543 | -54\% | 45\% | 2,503 | 6,630 | 165\% |
| Net Revenue (US\$ million) | 3,845 | 3,818 | 4,138 | 8\% | 8\% | 11,550 | 11,974 | 4\% |
| EBITDA (US\$ million) | 868 | 877 | 909 | 4\% | 5\% | 2,960 | 2,604 | -12\% |

* Net Profit (Loss) Attributable to Company's Shareholders
** Free Cash Flow Generation relates to the Net Cash provided by operating activities excluding (i) the payment of the leniency agreement; (ii) the redemption of investments in time deposit; and (iii) the effects of reclassifications between the lines of Financial investments held for trading and Cash and Cash Equivalents; subtracted by the line of Cash used in Investing Activities.

[^0]
## PETROCHEMICAL INDUSTRY 3Q18:

| Petrochemical Spreads* US\$/ton | 3Q17 <br> (A) | 2Q18 <br> (B) | 3Q18 <br> (C) | $\begin{aligned} & \text { Chg. } \\ & \text { (C) } / \text { (B) } \end{aligned}$ | Chg. (C) $/(A)$ | 9 M17 <br> (D) | 9 M18 <br> (E) | Chg. $(E) /(D)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Brazil |  |  |  |  |  |  |  |  |
| Chemicals | 362 | 390 | 404 | 3\% | 12\% | 434 | 394 | -9\% |
| Polyolefins | 681 | 653 | 537 | -18\% | -21\% | 690 | 642 | -7\% |
| Vinyls | 723 | 652 | 621 | -5\% | -14\% | 722 | 657 | -9\% |
| United States | 584 | 669 | 683 | 2\% | 17\% | 577 | 656 | 14\% |
| Europe | 544 | 388 | 318 | -18\% | -42\% | 500 | 393 | -22\% |
| North America PE | 951 | 1,087 | 874 | -20\% | -8\% | 978 | 1,034 | 6\% |

* Source: IHS
- Spreads of key chemicals ${ }^{2}$ produced by Braskem, US\$404/ton, were up $3 \%$ and $12 \%$ from 2 Q18 and 3 Q17 respectively, mainly due to higher butadiene prices, driven by strong demand from construction, automotive and electronics sectors.
- Average international spread of the polyolefins ${ }^{3}$ produced by Braskem in Brazil, US\$537/ton, was down 18\% and $21 \%$ from 2Q18 and 3Q17 respectively, due to increased supply of PE in the United States, with the startup of the new ethane-based capacity, and to lower resin demand in Asia due to the trade war between the United States and China.
- International spread for Vinyls ${ }^{4}$, US\$621/ton, was down 5\% and 14\% from 2Q18 and 3Q17 respectively, reflecting higher naphtha price, and lower caustic soda price due to lower demand, after one of the world's leading alumina producers cut production in the quarter.
- PP spread in United States ${ }^{5}$, US\$683/ton, increased 2\% and 17\% compared to 2Q18 and 3Q17, supported by strong demand, especially from automotive and household appliance sectors, and by the unscheduled shutdowns of PP plants.
- PP spread in Europe ${ }^{6}$, US\$318/ton, was down $18 \%$ and $42 \%$ from 2 Q18 and $3 Q 17$, due to higher propylene prices, and by weaker demand for resins.
- PE spread in North America', US\$874/ton, was down 20\% and 8\% from 2 Q18 and 3Q17, due to higher ethane prices driven by strong demand from recently started crackers in the United States, combined with the tightness of midstream infrastructure (pipelines and fractionation plants).

[^1]
## 1. BRAZIL

| BRAZIL | 3Q17 (A) | $\begin{gathered} \text { 2Q18 } \\ \text { (B) } \end{gathered}$ | 3Q18 (C) | $\begin{aligned} & \text { Chg. } \\ & \text { (C)/(B) } \end{aligned}$ | Chg. <br> (C) $/($ A $)$ | $9 \mathrm{M} 17$ (D) | 9 M18 <br> (E) | $\begin{aligned} & \text { Chg. } \\ & \text { (E)/(D) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Overview (ton) |  |  |  |  |  |  |  |  |
| Production |  |  |  |  |  |  |  |  |
| Ethylene | 865,570 | 841,720 | 901,635 | 7\% | 4\% | 2,615,886 | 2,576,242 | -2\% |
| Utilization Rate* | 92\% | 90\% | 95\% | 5 p.p. | 3 p.p. | 93\% | 92\% | -1 p.p. |
| Resins |  |  |  |  |  |  |  |  |
| Resins demand in the Brazilian market | 1,326,978 | 1,253,220 | 1,370,334 | 9\% | 3\% | 3,796,634 | 3,929,251 | 3\% |
| Resins sales in the Brazilian Market | 914,814 | 821,330 | 916,574 | 12\% | 0\% | 2,593,629 | 2,624,320 | 1\% |
| Market Share | 69\% | 66\% | 67\% | 1 p.p. | -2 p.p. | 68\% | 67\% | -1 p.p. |
| Exports- Resins | 396,245 | 319,768 | 358,029 | 12\% | -10\% | 1,181,751 | 997,512 | -16\% |
| Main Chemicals** |  |  |  |  |  |  |  |  |
| Sales - Brazilian Market | 727,748 | 690,058 | 757,715 | 10\% | 4\% | 2,110,663 | 2,155,511 | 2\% |
| Exports | 200,127 | 90,124 | 147,269 | 63\% | -26\% | 623,757 | 355,277 | -43\% |
| Financial Overview (US\$ million)*** |  |  |  |  |  |  |  |  |
| Net Revenue | 2,834 | 2,715 | 3,063 | 13\% | 8\% | 8,606 | 8,611 | 0\% |
| COGS | $(2,159)$ | $(2,168)$ | $(2,444)$ | 13\% | 13\% | $(6,496)$ | $(6,952)$ | 7\% |
| Gross Profit | 675 | 547 | 619 | 13\% | -8\% | 2,110 | 1,659 | -21\% |
| Gross Margin | 24\% | 20\% | 20\% | 0 p.p. | -4 p.p. | 25\% | 19\% | -6 p.p. |
| SG\&A | (198) | (150) | (169) | 13\% | -15\% | (479) | (480) | 0\% |
| Other Operating Income (Expenses) | (59) | (32) | (7) | -77\% | -88\% | (29) | (64) | 119\% |
| EBITDA | 583 | 495 | 560 | 13\% | -4\% | 2,062 | 1,506 | -27\% |
| EBIIDA Margin | 21\% | 18\% | 18\% | 1 p.p. | -1 p.p. | 24\% | 17\% | -6 p.p. |
| Net Revenue (R\$ million) | 8,968 | 9,788 | 12,125 | 24\% | 35\% | 27,302 | 31,104 | 14\% |
| EBITDA (R\$ million) | 1,846 | 1,784 | 2,218 | 24\% | 20\% | 6,543 | 5,465 | -16\% |

*It is considered: 92 days of operation for 3Q17 and 3Q18; 91 days for 2Q18
**In 2017, ethylene, propylene, cumene, gasoline, benzene, toluene and paraxylene accounted for approximately $80 \%$ of net revenue in the Chemicals segment, for which reason they are considered key chemical products.
***9M17 EBITDA was restated because the operating result from Germany was also considered in Brazil

- In 3Q18, the crackers operated at an average capacity utilization rate of 95\%, 5 p.p. higher than in 2Q18, due to the normalization of production after the end of logistics constraints arising from the truck drivers' strike. Compared to 3Q17, the average capacity utilization rate increased 3 p.p., as that quarter was adversely impacted by the scheduled shutdown of the cracker in Rio de Janeiro.
- Resin demand in the Brazilian market (PE, PP and PVC) was 1.4 million tons in 3Q18, up 9\% from 2Q18, with the elimination of the logistics constraints arising from the truck drivers' strike and also influenced by seasonality. Compared to $3 Q 17$, resin demand increased by $3 \%$. In the year to date, demand for resins grew $3 \%$ in relation to 9 M 17 , driven by stronger economic activity, especially in the packaging, consumer goods, agribusiness and automotive industries.
- Braskem resin sales amounted to 917 kton, increasing 12\% from 2Q18 to outperform the overall market in this period. Compared to 3Q17, sales volume was stable. In 9M18, Braskem's resin sales in Brazil grew $1 \%$ to 2,624 kton relative to 9M17.
- In 3Q18, the Company exported 358 kton of resins, $12 \%$ higher than in 2Q18, due to higher product supply, and was $10 \%$ lower than in 3Q17.
- In Brazil, sales of chemicals increased compared to 2Q18, influenced by the higher supply of products for sale due to the normalization of production.
- Exports of chemicals grew compared to 2Q18, reflecting higher supply of products, led by exports of paraxylene to Asia, where prices reached record highs on strong demand for the product to make polyesters. Compared to 3 Q17, exports of chemicals decreased $26 \%$.
- In 3Q18, COGS in Brazil was adversely affected by (i) higher ARA naphtha price reference due to higher crude oil prices driven by concerns regarding the possible impacts of sanctions imposed by the United States on Iran; (ii) the higher price of ethane in the United States, and (iii) the higher propane price in the United States,
which was influenced by higher oil prices, low inventories in this period and the continued strong demand for the propane exports from the United States.
- In 3Q18, the units in Brazil posted EBITDA of R\$2,218 million, accounting for 64\% of the Company's consolidated EBITDA from all segments.
- In early October, the petrochemical industry special regime (REIQ) was not passed into law, which kept the PIS/COFINS taxes levied on the acquisition of domestic and imported raw materials unchanged at $5.65 \%$.

2. UNITED STATES AND EUROPE ${ }^{8}$

| USA and EUROPE | 3Q17 <br> (A) | 2Q18 <br> (B) | 3Q18 <br> (C) | $\begin{aligned} & \text { Chg. } \\ & \text { (C)/(B) } \end{aligned}$ | $\begin{aligned} & \text { Chg. } \\ & \text { (C)/(A) } \end{aligned}$ | $9 M 17$ (D) | $9 \mathrm{M18}$ (E) | Chg. (E)/(D) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Overview (ton) |  |  |  |  |  |  |  |  |
| Production |  |  |  |  |  |  |  |  |
| PP USA | 363,696 | 313,788 | 355,028 | 13\% | -2\% | 1,116,918 | 1,027,093 | -8\% |
| Utilization Rate* | 92\% | 79\% | 89\% | 10 p.p. | -3 p.p. | 95\% | 87\% | -8 p.p. |
| PP EUR | 158,050 | 147,985 | 127,003 | -14\% | -20\% | 450,488 | 416,157 | -8\% |
| Utilization Rate* | 100\% | 95\% | 81\% | -14 p.p. | -19 p.p. | 102\% | 89\% | -13 p.p. |
| Total | 521,746 | 461,773 | 482,031 | 4\% | -8\% | 1,567,406 | 1,443,250 | -8\% |
| Utilization Rate | 94\% | 84\% | 87\% | 3 p.p. | -7 p.p. | 97\% | 87\% | -10 p.p. |
| Sales |  |  |  |  |  |  |  |  |
| PP USA | 395,124 | 347,947 | 352,323 | 1\% | -11\% | 1,151,191 | 1,064,301 | -8\% |
| PP EUR | 153,106 | 147,965 | 125,042 | -15\% | -18\% | 447,046 | 415,452 | -7\% |
| Total | 548,231 | 495,912 | 477,365 | -4\% | -13\% | 1,598,237 | 1,479,753 | -7\% |
| Financial Overview (US\$ million) |  |  |  |  |  |  |  |  |
| Net Revenue | 774 | 812 | 852 | 5\% | 10\% | 2,265 | 2,488 | 10\% |
| COGS | (585) | (610) | (658) | 8\% | 13\% | $(1,713)$ | $(1,892)$ | 10\% |
| Gross Profit | 190 | 202 | 194 | -4\% | 2\% | 552 | 596 | 8\% |
| Gross Margin | 25\% | 25\% | 23\% | -2 p.p. | -2 p.p. | 24\% | 24\% | 0 p.p. |
| SG\&A | (40) | (41) | (42) | 2\% | 4\% | (133) | (122) | -9\% |
| Other Operating Income (Expenses) | (4) | (5) | 17 | -411\% | -540\% | (2) | 9 | - |
| EBITDA | 164 | 170 | 182 | 7\% | 11\% | 472 | 527 | 12\% |
| EBIIDA Margin | 21\% | 21\% | 21\% | 0 p.p. | 0 p.p. | 21\% | 21\% | 0 p.p. |
| Net Revenue ( R \$ million) | 2,449 | 2,933 | 3,370 | 15\% | 38\% | 7,184 | 8,975 | 25\% |
| EBITDA (R\$ million) | 519 | 615 | 716 | 16\% | 38\% | 1,496 | 1,899 | 27\% |

*It is considered: 92 days of operation for 3 Q 17 and 3Q18; 91 days for 2Q18

- In $3 Q 18$, the capacity utilization rate was $87 \%$, up 3 p.p. from 2Q18, reflecting lower downtimes caused by unscheduled shutdowns. Compared to 3Q17, the capacity utilization rate fell 7 p.p., due to (i) the scheduled Turnaround of the Wesseling Unit in Germany; (ii) logistics constraints on propylene shipments to the plants in Europe due to low river levels; and (iii) operating issues in the United States.
- In the United States, PP demand contracted in relation to 2Q18 after the resin reached very high price levels. In Europe, the market contracted in line with the region's economic performance.
- In the quarter, PP sales amounted to 477 kton, down in relation to both 2 Q18 and 3Q17, due to the lower supply of products for sale and the weaker market in Europe.
- The increase in COGS compared to both 2Q18 and 3Q17 is explained by the higher propylene price, which accompanied the hike in crude oil prices in the period.
- In 3Q18, the unit posted EBITDA of R\$716 million (US $\$ 182$ million), accounting for $20 \%$ of the Company's consolidated EBITDA from all segments.

[^2]
## 3018 EARNINGS RELEASE

- Construction of the new PP plant in the United States reached 32.8\% completion, with US\$341 million in investments already made.

3. MEXICO (Braskem Idesa) ${ }^{9}$

| MEXICO | 3Q17 <br> (A) | 2 Q18 <br> (B) | 3Q18 <br> (C) | $\begin{aligned} & \text { Chg. } \\ & \text { (C)/(B) } \end{aligned}$ | Chg. (C)/(A) | 9 M17 <br> (D) | 9 M18 <br> (E) | $\begin{aligned} & \text { Chg. } \\ & \text { (E)/(D) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Overview (ton) |  |  |  |  |  |  |  |  |
| Production |  |  |  |  |  |  |  |  |
| PE | 229,504 | 187,349 | 205,990 | 10\% | -10\% | 696,803 | 614,632 | -12\% |
| Utilization Rate* | 87\% | 72\% | 78\% | 6 p.p. | -9 p.p. | 89\% | 79\% | -10 p.p. |
| Sales |  |  |  |  |  |  |  |  |
| Mexican Market | 153,149 | 134,505 | 136,323 | 1\% | -11\% | 407,056 | 416,450 | 2\% |
| Exports | 82,357 | 61,938 | 66,399 | 7\% | -19\% | 331,533 | 186,319 | -44\% |
| Total | 235,506 | 196,443 | 202,721 | 3\% | -14\% | 738,589 | 602,769 | -18\% |
| Financial Overview (US\$ million) |  |  |  |  |  |  |  |  |
| Net Revenue | 267 | 267 | 261 | -2\% | -2\% | 840 | 796 | -5\% |
| COGS | (166) | (152) | (164) | 7\% | -1\% | (497) | (463) | -7\% |
| Gross Profit | 101 | 115 | 97 | -15\% | -4\% | 343 | 333 | -3\% |
| Gross Margin | 38\% | 43\% | 37\% | -6 p.p. | -1 p.p. | 41\% | 42\% | 1 p.p. |
| SG\&A | (25) | (20) | (21) | 6\% | -15\% | (67) | (60) | -10\% |
| Other Operating Income (Expenses) | 3 | 10 | 10 | -3\% | 268\% | 4 | 29 | 585\% |
| EBIIDA | 136 | 161 | 141 | -12\% | 4\% | 448 | 467 | 4\% |
| EBITDA Margin | 51\% | 60\% | 54\% | -6 p.p. | 3 p.p. | 53\% | 59\% | 6 p.p. |
| Net Revenue (R\$ million) | 843 | 962 | 1,032 | 7\% | 22\% | 2,664 | 2,864 | 7\% |
| EBПDA (R\$ million) | 429 | 582 | 559 | -4\% | 30\% | 1,421 | 1,677 | 18\% |

- In 3Q18, the PE plants operated at a capacity utilization rate of $78 \%, 6$ p.p. higher than in 2Q18, when capacity utilization was adversely affected by the scheduled shutdown in May. Compared to 3Q17, the capacity utilization declined 9 p.p. due to the lower supply of ethane.
- In the quarter, PE sales in the Mexican market amounted to 136 kton, up $1 \%$ from 2 Q18 and down $11 \%$ from 3Q17, representing $67 \%$ of the total sales.
- Exports were stable in relation to 2Q17 and down in comparison with 3Q17, reflecting the strategy to prioritize sales to domestic markets in Mexico.
- The increase in COGS compared to 2 Q18 is due to the higher ethane prices in the United States, as explained previously.
- The other operating income in 3Q18 included income of US $\$ 16.5$ million related to the deliver-or-pay established in the ethane supply agreement.
- In 3Q18, the Mexico complex posted EBITDA of R\$559 million (R\$141 million) to account for $16 \%$ of the Company's consolidated EBITDA.

[^3]4. CONSOLIDATED RESULTS ${ }^{10}$

| CONSOLIDATED | $\begin{gathered} \text { 3Q17 } \\ (A) \end{gathered}$ | $\begin{gathered} 2 Q 18 \\ (B) \end{gathered}$ | $\begin{gathered} \text { 3Q18 } \\ \text { (C) } \end{gathered}$ | $\begin{aligned} & \text { Chg. } \\ & \text { (C)/(B) } \end{aligned}$ | $\begin{aligned} & \text { Chg. } \\ & \text { (C) } /(\mathbf{A}) \end{aligned}$ | $\begin{aligned} & \text { 9M17 } \\ & \text { (D) } \end{aligned}$ | $\begin{aligned} & \text { 9M18 } \\ & \text { (E) } \end{aligned}$ | $\begin{aligned} & \text { Chg. } \\ & \text { (E)/(D) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial Overview (R\$ million) |  |  |  |  |  |  |  |  |
| Net Revenue | 12,162 | 13,786 | 16,348 | 19\% | 34\% | 36,632 | 43,163 | 18\% |
| COGS | $(9,162)$ | $(10,504)$ | $(12,714)$ | 21\% | 39\% | $(27,144)$ | $(33,545)$ | 24\% |
| Gross Profit | 3,000 | 3,283 | 3,634 | 11\% | 21\% | 9,488 | 9,618 | 1\% |
| Gross Margin | 25\% | 24\% | 22\% | -2 p.p. | -3 p.p. | 26\% | 22\% | -4 p.p. |
| SG\&A | (792) | (727) | (912) | 25\% | 15\% | $(2,191)$ | $(2,355)$ | 7\% |
| Other Operating Income (Expenses) | (283) | (118) | 68 | n.a. | n.a. | (175) | (122) | -30\% |
| Investment in Subsidiary and Associated Companies | 6 | (2) | 1 | n.a. | -84\% | 29 | (0) | -101\% |
| Operating Profit | 1,932 | 2,437 | 2,790 | 15\% | 44\% | 7,151 | 7,141 | 0\% |
| Net Financial Result | (940) | $(2,142)$ | (931) | -57\% | -1\% | $(2,003)$ | $(3,560)$ | 78\% |
| Profit before Income Tax and Social Contribution | 991 | 295 | 1,859 | 530\% | 88\% | 5,148 | 3,581 | -30\% |
| Income Tax / Social Contribution | (228) | 198 | (417) | -311\% | 83\% | $(1,337)$ | (495) | -63\% |
| Discontinued operations result | - | - | - | 0\% | n.a. | 9 | - | n.a. |
| Net Profit (Loss) | 764 | 493 | 1,442 | 193\% | 89\% | 3,820 | 3,086 | -19\% |
| Attributable to |  |  |  |  |  |  |  |  |
| Company's shareholders | 799 | 547 | 1,344 | 146\% | 68\% | 3,697 | 2,945 | -20\% |
| Non-controlling interest in Braskem Idesa | (36) | (55) | 98 | n.a. | n.a. | 124 | 141 | 14\% |

## EBITDA




NET FINANCIAL RESULT

| Financial Result (R\$ million) Consolidated | 3Q17 <br> (A) | 2Q18 <br> (B) | $\begin{gathered} \text { 3Q18 } \\ \text { (C) } \end{gathered}$ | Chg. $(\mathrm{C}) /(\mathrm{B})$ | Chg. $(C) /(A)$ | 9 M17 <br> (D) | $9 \mathrm{M18}$ <br> (E) | Chg. (E)/(D) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial Expenses | (808) | (757) | (803) | 6\% | -1\% | $(2,464)$ | $(2,231)$ | -9\% |
| Interest Expenses | (552) | (552) | (541) | -2\% | -2\% | $(1,700)$ | $(1,570)$ | -8\% |
| Others | (256) | (205) | (262) | 28\% | 2\% | (764) | (661) | -14\% |
| Financial Revenue | 156 | 152 | 210 | 38\% | 35\% | 472 | 466 | -1\% |
| Interest | 125 | 123 | 182 | 47\% | 46\% | 411 | 392 | -5\% |
| Others | 31 | 28 | 28 | 0\% | -9\% | 62 | 74 | 19\% |
| Net Foreign Exchange Variation | (288) | $(1,536)$ | (339) | -78\% | 18\% | (11) | $(1,795)$ | n.a. |
| Foreign Exchange Variation (Expense) | 68 | $(2,676)$ | (226) | n.a. | n.a. | 136 | $(2,859)$ | n.a. |
| Foreign Exchange Variation (Revenue) | (356) | 1,139 | (112) | n.a. | n.a. | (147) | 1,064 | n.a. |
| Net Financial Result | (940) | $(2,142)$ | (931) | -57\% | -1\% | $(2,003)$ | $(3,560)$ | 78\% |
| Net Financial Result, w/out foreign exchange variation, net | (652) | (605) | (593) | -2\% | -9\% | $(1,992)$ | $(1,765)$ | -11\% |
| Final Exchange Rate (Dollar - Real) | 3.17 | 3.86 | 4.00 | 3.8\% | 26.4\% | 3.17 | 4.00 | -20.9\% |
| Final Exchange Rate (Dollar - Mexican Peso) | 18.14 | 19.65 | 19.00 | -3.3\% | 4.7\% | 18.14 | 19.00 | -4.5\% |

[^4]Financial expenses: impacted by the effects from local-currency depreciation on interest expenses, as well as by costs associated with the prepayment of more expensive debt.

Financial income: increase in relation to 2Q18 due to the higher interest income on financial investments in Brazilian real.
Net exchange variation: impacted by exchange variation (net exposure of the financial result not designated for hedge accounting) and by the effects from the appreciation in the Mexican peso against the U.S. dollar on the outstanding balance of the loan of Braskem Idesa in the amount of US $\$ 2,083$ million on September 30, 2018.
Net exchange variations also were affected by the expenses with the transition to export hedge accounting, which is recorded under shareholders' equity, in the amounts of $\mathrm{R} \$ 252$ million at Braskem and $\mathrm{R} \$ 61$ million at Braskem Idesa.

## 5. LIQUIDITY AND CAPITAL RESOURCES

| Debt <br> US\$ million | sep/17 <br> (A) |  | jun/18 <br> (B) |  | sep/18 <br> (C) |  | Chg. <br> (C) $/$ (B) | Chg. $\text { (C) } /(\mathrm{A})$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated Gross Debt | 10,238 |  | 9,520 |  | 9,077 |  | -5\% | -11\% |
| in R\$ | 1,361 | 13\% | 324 | 3\% | 270 | 3\% | -17\% | -80\% |
| in US\$ | 8,877 | 87\% | 9,196 | 97\% | 8,807 | 97\% | -4\% | -1\% |
| (-) Debt - Braskem Idesa | 2,979 |  | 2,847 |  | 2,775 |  | -3\% | -7\% |
| in US\$ | 2,979 | 100\% | 2,847 | 100\% | 2,775 | 100\% | -3\% | -7\% |
| (+) Leniency Agreement* | 501 |  | 405 |  | 414 |  | 2\% | -17\% |
| in R\$ | 435 | 87\% | 311 | 77\% | 307 | 74\% | -1\% | -29\% |
| in US\$ | 66 | 13\% | 94 | 23\% | 107 | 26\% | 14\% | 61\% |
| (=) Gross Debt (Ex-Braskem Idesa) | 7,759 |  | 7,077 |  | 6,716 |  | -5\% | -13\% |
| in R\$ | 1,795 | 23\% | 635 | 9\% | 577 | 9\% | -9\% | -68\% |
| in US\$ | 5,964 | 77\% | 6,442 | 91\% | 6,139 | 91\% | -5\% | 3\% |
| (-) Cash and Cash Equivalents (Ex-Braskem Idesa) | 2,219 |  | 1,681 |  | 1,525 |  | -9\% | -31\% |
| in R\$ | 1,584 | 71\% | 1,065 | 63\% | 984 | 65\% | -8\% | -38\% |
| in US\$ | 635 | 29\% | 616 | 37\% | 541 | 35\% | -12\% | -15\% |
| (=) Net Debt (Ex-Braskem Idesa) | 5,541 |  | 5,396 |  | 5,191 |  | -4\% | -6\% |
| in R\$ | 212 | 4\% | (430) | -8\% | (407) | -8\% | -5\% | -292\% |
| in US\$ | 5,329 | 96\% | 5,826 | 108\% | 5,598 | 108\% | -4\% | 5\% |
| EBITDA (LTM) | 3,052 |  | 2,841 |  | 2,873 |  | 1\% | -6\% |
| Net Debt/EBITDA | 1.82x |  | 1.90x |  | 1.81x |  | -5\% | 0\% |

Includes US $\$ 45$ million related to the SWAP from IPCA to dollar
On September 30, 2018, the average debt term was approximately 15 years, while the average weighted cost of the Company's debt was equivalent to exchange variation $+5.63 \%$.
Braskem's liquidity position of US $\$ 1,525$ million is sufficient to cover the payment of all obligations maturing over the next 30 months. Considering the international revolving credit facility in the amount of US\$1 billion and undrawn, the coverage is 51 months.
Supported by strong cash generation, Braskem partially redeemed US\$200 million of its $7.375 \%$ perpetual bonds at par value in September, as a strategy to reduce the debt interest expenses.

## 3018 EARNINGS RELEASE



## Risk-rating agencies:

Braskem maintained investment grade ratings at Standard \& Poor's (BBB-) and Fitch Ratings (BBB-); above Brazil's sovereign risk, with stable outlook at the three main agencies. The reports are available on the Investor Relations website (http://www.braskem-ri.com.br/).

## 6. INVESTMENTS AND VALUE CREATION ${ }^{11}$

| Investments | 3 Q18 |  |  |  | $9 \mathrm{M18}$ |  |  |  | 2018e |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | R\$ MM |  | US\$ MM |  | R\$ MM |  | US\$ MM |  | R\$ MM |  | US\$ MM |  |
| Corporates (ex-Braskem Idesa) |  |  |  |  |  |  |  |  |  |  |  |  |
| Brazil | 386 | 57\% | 97 | 57\% | 1,168 | 61\% | 324 | 62\% | 1,824 | 64\% | 556 | 64\% |
| Operating | 378 | 56\% | 96 | 56\% | 1,144 | 60\% | 317 | 60\% | 1,804 | 63\% | 550 | 63\% |
| Strategic | 7 | 1\% | 2 | 1\% | 24 | 1\% | 7 | 1\% | 20 | 1\% | 6 | 1\% |
| USA and Europe | 290 | 43\% | 73 | 43\% | 738 | 39\% | 202 | 38\% | 1,047 | 36\% | 320 | 36\% |
| Operating | 48 | 7\% | 12 | 7\% | 106 | 6\% | 29 | 5\% | 183 | 6\% | 56 | 6\% |
| Strategic (i) | 243 | 36\% | 61 | 36\% | 632 | 33\% | 173 | 33\% | 865 | 30\% | 264 | 30\% |
| Total | 676 | 100\% | 171 | 100\% | 1,906 | 100\% | 526 | 100\% | 2,872 | 100\% | 876 | 100\% |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating | 426 | 55\% | 108 | 50\% | 1,250 | 160\% | 346 | 160\% | 1,987 | 69\% | 606 | 69\% |
| Strategic | 250 | 32\% | 63 | 29\% | 655 | 84\% | 180 | 83\% | 885 | 31\% | 270 | 31\% |
| Total | 676 | 87\% | 171 | 79\% | 1,906 | 244\% | 526 | 243\% | 2,872 | 100\% | 876 | 100\% |

(i) Includes mainly the investment in the construction of the new PP plant in the US

| Investments | 3Q18 |  |  |  | $9 \mathrm{M18}$ |  |  |  | 2018e |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | R\$ MM |  | US\$ MM |  | R\$ MM |  | US\$ MM |  | R\$ MM |  | US\$ MM |  |
| Non-Corporates (Braskem Idesa) |  |  |  |  |  |  |  |  |  |  |  |  |
| Mexico |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating | 14 | 100\% | 3 | 100\% | 20 | 100\% | 5 | 100\% | 137 | 100\% | 42 | 100\% |
| Total | 14 |  | 3 |  | 20 |  | 5 |  | 137 |  | 42 |  |

[^5]
## 3Q18 EARNINGS RELEASE

## - New PP plant in the United States

At the end of 3Q18, Braskem already had invested US\$341 million and construction had reached 32.8\% of completion, as follows:

- Engineering Detailing: 96.5\% completed.
- Equipment and Material Acquisitions: $86.5 \%$ completed.
- Construction: $24.3 \%$ completed.


## 7. FREE CASH FLOW ${ }^{12}$

In 3Q18, Braskem recorded free cash flow of R\$1,543 million, down 54\% from 2Q18, due primarily to the larger balance of accounts receivable and inventories due to the higher petrochemicals prices, and the depreciation of the Brazilian real against the U.S. dollar, with these factors partially offset by the positive impact from the larger balance of trade payables due to higher feedstock prices and by the weaker Brazilian real. Compared to 3Q17, cash generation increased $45 \%$, due to the positive effects from Brazilian real depreciation on the Company's operating cash flow. In the year to date, free cash flow was $\mathrm{R} \$ 6,630$ million.

| Free Cash Fow Generation R\$ millon | 3Q17 <br> (A) | 2Q18 <br> (B) | 3Q18 <br> (C) | Chg. $(\mathrm{C}) /(\mathrm{B})$ | Chg. <br> (C) $/(A)$ | $9 \mathrm{M17}$ <br> (D) | 9M18 <br> (E) | Chg. (E)/(D) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Cash provided by operating activities | 1,472 | 4,327 | 2,114 | -51\% | 44\% | 1,132 | 8,242 | n.a. |
| (-) Acquisitions of property, plant and equipment and intangible assets | 760 | 741 | 660 | -11\% | -13\% | 1,515 | 1,805 | 19\% |
| (+) Proceeds from the sale of fixed assets and investments | 0 | 81 | 80 | -2\% | n.a. | 452 | 162 | -64\% |
| (+) Leniency Agreement | 736 | 62 | - | n.a. | n.a. | 1,344 | 330 | -75\% |
| (+) Reclassification of cash and cash equivalents | (378) | 46 | 9 | -81\% | n.a | 1,103 | 155 | -86\% |
| (+) Redemption of time deposit investments* | - | 455 | - | n.a. | n.a. | - | 455 | 0\% |
| (-) Others** | 3 | 0 | - | n.a. | n.a. | 12 | (0) | n.a. |
| (=) Free Cash Fow Generation | 1,068 | 3,321 | 1,543 | -54\% | 45\% | 2,503 | 6,630 | 165\% |

* Redemption of time deposit investment in the amount of US\$133 million which was given as guarantee to cover Braskem's obligation related to the constitution of a reserve account for the project finance of the subsidiary Braskem Idesa;
**Includes:(i) Premuim in the dollar put option; (ii) Funds received in the investments' capital reduction; and (iii) Financial assets held to maturity


## 8. SUSTAINABLE DEVELOPMENT

## - Positioning Circular Economy

In November, Braskem announced its global positioning for the Circular Economy. Braskem recognizes that adequate management of the disposal of post-consumer plastic waste is a growing global concern. For society to leverage the benefits that plastics offer, it is essential that the material be recovered properly to avoid causing harm to the environment. Plastics must be used responsibly, reused, recycled or recovered. Accordingly, the Company defined eight key initiatives:
i. Building partnerships to develop new products and applications to improve efficiency and promote recycling and reuse (circular design), especially for single-use packaging;
ii. Investing in the development of new renewable products to support the circular economy at the beginning of the value chain;

[^6]iii. Supporting and developing new technologies, business models and systems for collecting, picking, recycling and recovering materials, considering the best balance of economic, social and environmental impacts;
iv. Engaging consumers in recycling and recovery programs, especially through educational programs on responsible consumerism to further knowledge on the value of plastic waste to the economy;
v. Supporting and using life cycle assessment tools to select the most sustainable option, considering the economic, social and environmental impacts of plastic;
vi. Supporting the measurement and communication of recycling and recovery indicators for plastic packaging materials;
vii. Building partnerships to understand, prevent and solve the problem of debris in the oceans, with support from the scientific community and researchers;
viii. Supporting comprehensive science-based policies to understand the origins of and prevent debris in the oceans and to improve the management of solid waste, especially plastics.

## - Sustainable Development

Braskem continues to focus on strengthening its contribution to sustainable development, mitigating risks and seeking shared value creation. In this context, the highlights in 3 Q18 were:

- Braskem and the United Nations: Braskem was recognized by the UN for its engagement with the commitments to sustainable development of the UN Global Compact and was considered a Global Compact LEAD company, joining a select group of only 34 companies. The Company's case study on water management was presented during a meeting organized by the Brazil Network of the Global Compact in New York, in side events to the UN General Assembly.
- Human Rights: based on two studies conducted in partnership and, with the sponsorship of Braskem, the Childhood Foundation, a Brazilian organization of the World Childhood Foundation, held a regional meeting in the region near the Camaçari Complex, in which it presented a project to combat and prevent sexual violence against children and teens. The project should be launched in January 2019.
- Diversity: Braskem signed, in partnership with another 31 large corporations, a letter sent to the presidential candidates in the 2018 elections to request that they recognize the importance of diversity and inclusion in the workplace. The letter is part of the initiative of the NGOs Grupo Dignidade and Aliança Nacional LGBTI and of the organization Out \& Equal Workplace Advocates.
- Plastics Recycling: Braskem forged a long-term partnership with the U.S. football team Philadelphia Eagles. A new plastics recycling program will be implemented in the team's stadium, along with an online educational platform for 30 public schools in the region. The partnership emphasizes the Company's commitment to environmental and community development.
- Green PE: Braskem partnered with Peel Plastics Products, specialized in flexible packaging in the United States, to develop a new packaging for the household fertilizers products sold by Scotts Canada, a world leader in products for gardening and hydroponic agriculture.
- Sustainable Agribusiness: Braskem participated in the $20^{\text {th }}$ edition of the ETHOS 360 Conference in São Paulo on the sustainable agribusiness and plastic demand panel, seeking to promote dialogue on growing demand for plastics applications and more sustainable agribusiness techniques.


## - Recognition by the Media

For its green plastic, which is made from sugarcane, is $100 \%$ recyclable and helps to reduce greenhouse gas emissions in the air, Braskem figured for the first time in the Change the World list compiled by Fortune, one of world's most traditional business periodicals. The ranking lists companies that, through their actions, most promote
positive social impacts. Braskem was also recognized in three important awards in the Brazilian media: (i) Best Company in the Chemical and Petrochemical Industry by "Valor 1000," the yearbook published by the newspaper Valor Econômico. (ii) highlight of the Chemical and Petrochemical segment in the Best of Dinheiro Awards 2018, sponsored by the magazine IstoÉ Dinheiro; (iii) best Company in Brazil in the Chemical and Petrochemical industry by the yearbook "Empresas Mais" published by the newspaper O Estado de S. Paulo.

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## DISCLAIMER

This release contains forward-looking statements. These forward-looking statements are not solely historical data, but rather reflect the targets and expectations of Braskem's management. Words such as "anticipate," "wish," "expect," "foresee," "intend," "plan," "predict," "project," "aim" and similar terms seek to identify statements that necessarily involve known and unknown risks. Braskem does not undertake any liability for transactions or investment decisions based on the information contained in this document.

## APPENDIX I

## Consolidated Statement of Operations

| Income Statement (R\$ million) CONSOLIDATED | 3Q17 <br> (A) | 2Q18 <br> (B) | 3Q18 <br> (C) | Change $\text { (C) } /(\mathrm{B})$ | Change $(\mathrm{C}) /(\mathrm{A})$ | 9 M17 <br> (A) | 9 M18 <br> (B) | Change $\text { (B) } /(\mathrm{A})$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Revenue | 14,440 | 16,304 | 19,318 | 18\% | 34\% | 43,223 | 51,183 | 18\% |
| Net Revenue | 12,162 | 13,786 | 16,348 | 19\% | 34\% | 36,632 | 43,163 | 18\% |
| Cost of Good Sold | $(9,162)$ | $(10,504)$ | $(12,714)$ | 21\% | 39\% | $(27,144)$ | $(33,545)$ | 24\% |
| Gross Profit | 3,000 | 3,283 | 3,634 | 11\% | 21\% | 9,488 | 9,618 | 1\% |
| Selling and Distribution Expenses | (381) | (299) | (433) | 45\% | 14\% | $(1,085)$ | $(1,100)$ | 1\% |
| General and Administrative Expenses | (372) | (382) | (426) | 12\% | 14\% | (995) | $(1,116)$ | 12\% |
| Expenses with Research and Technology | (39) | (47) | (53) | 14\% | 37\% | (111) | (139) | 25\% |
| Investment in Subsidiary and Associated Companies | 6 | (2) | 1 | n.a. | n.a. | 29 | (0) | п.a. |
| Other Net Income (expenses) | (283) | (118) | 68 | -158\% | -124\% | (175) | (122) | n.a. |
| Operating Profit Before Financial Result | 1,932 | 2,437 | 2,790 | 15\% | 44\% | 7,151 | 7,141 | 0\% |
| Net Financial Result | (940) | $(2,142)$ | (931) | -57\% | -1\% | $(2,003)$ | $(3,560)$ | 78\% |
| Financial Expenses | (808) | (757) | (803) | 6\% | -1\% | $(2,464)$ | $(2,231)$ | -9\% |
| Financial Revenues | 156 | 152 | 210 | 38\% | 35\% | 472 | 466 | -1\% |
| Foreign Exchange Variation, net | (288) | $(1,536)$ | (339) | n.a. | -15\% | (11) | $(1,795)$ | n.a. |
| Profit Before Tax and Social Contribution | 991 | 295 | 1,859 | 530\% | 88\% | 5,148 | 3,581 | -30\% |
| Income Tax / Social Contribution | (228) | 198 | (417) | п.a. | n.a. | $(1,337)$ | (495) | -63\% |
| Discontinued operations result | - | - | - | п.a. | п.a. | 9 | - | -100\% |
| Net Profit (Loss) | 764 | 493 | 1,442 | 193\% | 89\% | 3,820 | 3,086 | -19\% |
| Attributable to |  |  |  |  |  |  |  |  |
| Company's shareholders | 799 | 547 | 1,344 | 146\% | 68\% | 3,697 | 2,945 | -20\% |
| Non-controlling interest in Braskem Idesa | (36) | (55) | 98 | п.a. | п.a. | 124 | 141 | 14\% |
| Net Profit (Loss) per share |  |  |  |  |  |  |  |  |
| Common Shares | 1.00 | 0.69 | 1.69 | 146\% | 68\% | 4.64 | 3.70 | -20\% |
| Class 'A' Preferred Shares | 1.00 | 0.69 | 1.69 | 146\% | 68\% | 4.64 | 3.70 | -20\% |
| Class 'B' Preferred Shares | - | 0.03 | 0.01 | -64\% | n.a. | 0.61 | 0.59 | -3\% |

## APPENDIX II

Calculation of Consolidated EBITDA

| EBIIDA Statement (R\$ million) CONSOLIDATED | 3Q17 <br> (A) | 2Q18 <br> (B) | $\begin{gathered} \text { 3Q18 } \\ (C) \end{gathered}$ | Change $(C) /(B)$ | Change $(\mathrm{C}) /(\mathrm{A})$ | 9 M17 <br> (A) | 9 M18 <br> (B) | Change $(B) /(A)$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Profit | 764 | 493 | 1,442 | 193\% | 89\% | 3,820 | 3,086 | -19\% |
| Income Tax / Social Contribution | 228 | (198) | 417 | -311\% | 83\% | 1,337 | 495 | -63\% |
| Financial Result | 940 | 2,142 | 931 | -57\% | -1\% | 2,003 | 3,560 | 78\% |
| Depreciation, amortization and depletion | 745 | 721 | 788 | 9\% | 6\% | 2,169 | 2,249 | 4\% |
| Cost | 697 | 666 | 734 | 10\% | 5\% | 2,048 | 2,099 | 2\% |
| Expenses | 47 | 55 | 54 | -1\% | 14\% | 121 | 150 | 24\% |
| Basic EBITDA | 2,677 | 3,157 | 3,578 | 13\% | 34\% | 9,329 | 9,390 | 1\% |
| Provisions for the impairment of long-lived assets (i) | 75 | 18 | 2 | -88\% | -97\% | 82 | 18 | -78\% |
| Results from equity investments (ii) | (6) | 2 | (1) | -170\% | -84\% | (29) | 0 | -101\% |
| Adjusted EBITDA | 2,746 | 3,177 | 3,580 | 13\% | 30\% | 9,382 | 9,408 | 0\% |
| EBITDA Margin | 23\% | 23\% | 22\% | -1 p.p. | -1 p.p. | 26.0\% | 22.0\% | -4 p.p. |
| Adjusted EBTTDA US\$ million | 868 | 877 | 909 | 4\% | 5\% | 2,960 | 2,604 | -12\% |

(i) Represents the accrual and reversal of provisions for the impairment of long-lived assets (investments, property, plant and equipment and intangible assets) that were adjusted to form EBITDA, since there is no expectation of their financial realization and if in fact realized they would be duly recorded on the statement of operations.
(ii) Corresponds to results from equity investments in associated companies and joint ventures.

APPENDIX III
Consolidated Balance Sheet - Assets

| ASSETS (R\$ million) | dec/17 <br> (A) | sep/18 <br> (B) | Change $(A) /(B)$ |
| :---: | :---: | :---: | :---: |
| Current | 17,992 | 21,948 | 22\% |
| Cash and Cash Equivalents | 3,775 | 4,891 | 30\% |
| Marketable Securities/Held for Trading | 2,303 | 2,081 | -10\% |
| Accounts Receivable | 3,281 | 4,496 | 37\% |
| Inventories | 6,847 | 8,945 | 31\% |
| Recoverable Taxes | 1,349 | 1,147 | -15\% |
| Dividends and Interest on Equity | 11 | 0 | -100\% |
| Prepaid Expenses | 134 | 112 | -17\% |
| Related parties | 0 | 0 | n.a. |
| Derivatives operations | 4 | 22 | 477\% |
| Other Assets | 288 | 254 | -12\% |
| Non Current | 35,349 | 38,843 | 10\% |
| Marketable Securities/ Held-to-Maturity | 10 | 10 | -1\% |
| Accounts Receivable | 37 | 29 | -22\% |
| Advances to suppliers | 46 | 35 | -24\% |
| Taxes Recoverable | 1,024 | 973 | -5\% |
| Deferred Income Tax and Social Contribution | 1,166 | 1,606 | 38\% |
| Compulsory Deposits and Escrow Accounts | 290 | 254 | -12\% |
| Related parties | 0 | 0 | n.a. |
| Insurance claims | 40 | 58 | 45\% |
| Derivatives operations | 33 | 107 | 228\% |
| Other Assets | 113 | 206 | 82\% |
| Investments | 101 | 69 | -31\% |
| Property, Plant and Equipament | 29,762 | 32,747 | 10\% |
| Intangible Assets | 2,727 | 2,748 | 1\% |
| Total Assets | 53,342 | 60,791 | 14\% |

Consolidated Balance Sheet - Liabilities

| LIABILITIES AND SHAREHOLDERS' EQUITY (R\$ million) | dec/17 <br> (A) | sep/18 <br> (B) | Change $(A) /(B)$ |
| :---: | :---: | :---: | :---: |
| Current | 19,138 | 24,288 | 27\% |
| Suppliers | 5,266 | 9,383 | 78\% |
| Financing* | 1,185 | 945 | -20\% |
| Braskem Idesa Financing* | 9,691 | 11,111 | 15\% |
| Debentures | 27 | 28 | 2\% |
| Derivatives operations | 7 | 158 | 2200\% |
| Salary and Payroll Charges | 631 | 605 | -4\% |
| Taxes Payable | 1,261 | 943 | -25\% |
| Dividends | 4 | 5 | 30\% |
| Advances from Customers | 353 | 187 | -47\% |
| Leniency Agreement | 257 | 286 | 11\% |
| Sundry Provisions | 179 | 116 | -35\% |
| Accounts payable to related parties | 0 | 0 | n.a. |
| Other payables | 277 | 521 | 88\% |
| Non Current | 28,513 | 30,091 | 6\% |
| Suppliers | 260 | 245 | -6\% |
| Financing* | 22,177 | 23,988 | 8\% |
| Debentures | 286 | 272 | -5\% |
| Derivatives operations | 0 | 257 | п.a. |
| Taxes Payable | 53 | 79 | 49\% |
| Accounts payable to related parties | 0 | 0 | n.a. |
| Loan to non-controlling shareholders of Braskem Idesa | 1,757 | 2,231 | 27\% |
| Deferred Income Tax and Social Contribution | 940 | 293 | -69\% |
| Post-employment Benefit | 194 | 198 | 2\% |
| Provision for losses on subsidiaries | 0 | 0 | п.a. |
| Advances from Customers | 0 | 2 | n.a. |
| Contingencies | 1,093 | 988 | -10\% |
| Leniency Agreement | 1,372 | 1,141 | -17\% |
| Sundry Provisions | 235 | 239 | 2\% |
| Other payables | 148 | 159 | 7\% |
| Shareholders' Equity | 5,690 | 6,412 | 13\% |
| Capital | 8,043 | 8,043 | 0\% |
| Capital Reserve | 232 | 232 | 0\% |
| Profit Reserves | 3,946 | 2,446 | -38\% |
| Equity Valuation Adjustments** | -5,654 | -6,465 | 14\% |
| Treasury Shares | -50 | -50 | 0\% |
| Retained Earnings | 0 | 2,966 | п.a. |
| Company's Shareholders | 6,518 | 7,173 | 10\% |
| Non Controlling Interest on Braskem Idesa | -828 | -761 | -8\% |
| Total Liabilities and Shareholders' Equity | 53,342 | 60,791 | 14\% |

[^7]
## EXHIBIT IV

## Consolidated Cash Flow

| Consolidated Cash Flow R\$ million | 3Q17 <br> (A) | 2Q18 <br> (B) | $\begin{gathered} \text { 3Q18 } \\ \text { (C) } \end{gathered}$ | Change $(\mathrm{C}) /(\mathrm{B})$ | Change $(\mathrm{C}) /(\mathrm{A})$ | 9 M17 <br> (D) | 9 M18 <br> (E) | Change <br> (E)/(D) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Profit (Loss) Before Income Tax and Social Contribution and the result of discontinued operations | 991 | 295 | 1,859 | 530\% | 88\% | 5,148 | 3,581 | -30\% |
| Adjust for Net Income Restatement |  |  |  |  | n.a. | 0 | 0 | n.a. |
| Depreciation, Amortization and Depletion | 745 | 721 | 788 | 9\% | 6\% | 2,169 | 2,249 | 4\% |
| Equity Result | (6) | 2 | (1) | n.a. | -84\% | (29) | 0 | -101\% |
| Interest, Monetary and Exchange Variation, Net | 281 | 3,631 | 1,423 | -61\% | 406\% | 1,574 | 5,555 | 253\% |
| Provision for losses and write-offs of long-lived assets | 90 | 46 | 4 | -92\% | -96\% | 116 | 54 | -53\% |
| Cash Generation before Working Capital | 2,102 | 4,694 | 4,073 | -13\% | 94\% | 8,701 | 11,440 | 31\% |
| Operating Working Capital Variation | (501) | 2 | $(1,114)$ | n.a. | 122\% | $(4,383)$ | $(1,245)$ | -72\% |
| Account Receivable from Clients | (285) | 17 | $(1,262)$ | n.a. | 343\% | $(1,105)$ | $(1,289)$ | 17\% |
| Inventories | 170 | $(1,396)$ | (817) | n.a. | -581\% | (494) | $(2,030)$ | 311\% |
| Recoverable Taxes | 74 | 218 | 89 | -59\% | 21\% | 258 | 1,055 | 309\% |
| Advanced Expenses | 15 | (19) | 29 | n.a. | 96\% | (88) | 23 | -126\% |
| Other Account Receivables | 63 | (52) | 39 | -175\% | -38\% | 17 | (99) | -694\% |
| Suppliers | (122) | 916 | 674 | -26\% | -652\% | $(1,468)$ | 1,945 | -232\% |
| Taxes Payable | 168 | (143) | (94) | -34\% | -156\% | (9) | (912) | 10118\% |
| Advances from Customers | 69 | (23) | (13) | -45\% | -118\% | (2) | (165) | 7224\% |
| Leniency Agreement | (736) | (62) | - | -100\% | -100\% | $(1,344)$ | (330) | -75\% |
| Other Provisions | 51 | (89) | (37) | -59\% | -172\% | 49 | (164) | -437\% |
| Other Account Payables | 32 | 636 | 278 | -56\% | 772\% | (195) | 721 | -469\% |
| Operating Cash Fow | 1,601 | 4,696 | 2,960 | -37\% | 85\% | 4,318 | 10,194 | 136\% |
| Financial investments (includs LFT's and LF's | 413 | 435 | 10 | -98\% | -98\% | $(1,017)$ | 342 | -134\% |
| Operating Cash How and | 2,014 | 5,132 | 2,969 | -42\% | 47\% | 3,301 | 10,536 | 219\% |
| Interest Paid | (468) | (425) | (613) | 44\% | 31\% | $(1,493)$ | $(1,491)$ | 0\% |
| Income Tax and Social Contribution | (74) | (379) | (242) | -36\% | 225\% | (677) | (803) | 19\% |
| Net Cash provided by operating activities | 1,472 | 4,327 | 2,114 | -51\% | 44\% | 1,132 | 8,242 | 628\% |
| Proceeds from the sale of fixed assets | 0 | 0 | 80 | 38431\% | 47948\% | 2 | 81 | 4854\% |
| Proceeds from the sale of investments | - | 81 | - | -100\% | п.a. | 450 | 81 | -82\% |
| Proceeds from the capital reduction of investments | - | - | - | n.a. | п.a. | - | - | п.a. |
| Additions to investment in subsidiaries | - | - | - | п.a. | n.a. | - | 2 | n.a. |
| Additions to Fixed and Intangible Assets | (760) | (741) | (660) | -11\% | -13\% | $(1,515)$ | $(1,805)$ | 19\% |
| Option Premium in the US dollar sale | (3) | (0) | - | -100\% | -100\% | (12) | (2) | -83\% |
| Cash used in Investing Activities | (763) | (660) | (580) | -12\% | -24\% | $(1,076)$ | $(1,643)$ | 53\% |
| Short-Term and Long-Term Debt |  |  |  |  | n.a. |  |  | ก.a. |
| Obtained Borrowings | 982 | 1,658 | 890 | -46\% | -9\% | 2,469 | 3,193 | 29\% |
| Payment of Borrowings | $(1,795)$ | $(1,631)$ | $(2,274)$ | 39\% | 27\% | $(3,309)$ | $(6,111)$ | 85\% |
| Derivative Transactions- payment | - | - | - | п.a. | п.a. | - | - | п.a. |
| Braskem Idesa Debt |  |  |  |  | п.a. |  |  | п.a. |
| Obtained Borrowings | - | - | - | n.a. | п.a. | 188 | - | -100\% |
| Payment of Borrowings | (262) | (197) | (226) | 14\% | -14\% | (711) | (597) | -16\% |
| Dividends | (0) | $(1,500)$ | (0) | n.a. | 11300\% | (0) | $(1,500)$ | 3571067\% |
| Cash used in Financing Activities | $(1,075)$ | $(1,670)$ | $(1,610)$ | -4\% | 50\% | $(1,362)$ | $(5,015)$ | 268\% |
| Exchange Variation on Cash of Foreign Subsidiaries and Jointly Controlled Companies | 107 | (260) | (183) | -30\% | -270\% | 57 | (468) | -917\% |
| Cash and Cash Equivalents Generation (Aplication) | (259) | 1,737 | (259) | -115\% | 0\% | $(1,249)$ | 1,116 | -189\% |
| Represented by |  |  |  |  | n.a. |  |  | n.a. |
| Cash and Cash Equivalents at The Beginning of The Period | 5,711 | 3,413 | 5,150 | 51\% | -10\% | 6,702 | 3,775 | -44\% |
| Cash and Cash Equivalents at The End of The Period | 5,452 | 5,150 | 4,891 | -5\% | -10\% | 5,452 | 4,891 | -10\% |
| Increase (Decrease) in Cash and Cash Equivalents | (259) | 1,737 | (259) | -115\% | 0\% | $(1,249)$ | 1,116 | -189\% |

## 3018 EARNINGS RELEASE

## EXHIBIT V

## Statement of Operations - Deconsolidation Braskem Idesa

| Income Statement (R\$ million) | Consolidated Ex Braskem Idesa |  | Braskem Idesa Consolidated |  | Eliminations |  | Consolidated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 9 M17 | $9 \mathrm{M18}$ | 9 M 17 | $9 \mathrm{M18}$ | $9 \mathrm{M17}$ | $9 \mathrm{M18}$ | $9 \mathrm{M17}$ | $9 \mathrm{M18}$ |
| Net Revenue | 34,314 | 40,783 | 2,707 | 2,828 | (389) | (447) | 36,632 | 43,163 |
| Cost of Good Sold | $(25,975)$ | $(32,378)$ | $(1,570)$ | $(1,653)$ | 401 | 486 | $(27,144)$ | $(33,545)$ |
| Gross Profit | 8,339 | 8,405 | 1,138 | 1,175 | 12 | 38 | 9,488 | 9,618 |
| Selling and Distribution Expenses | (955) | (960) | (130) | (139) | - | - | $(1,085)$ | $(1,100)$ |
| General and Administrative Expenses | (917) | $(1,039)$ | (99) | (75) | 21 | (2) | (995) | $(1,116)$ |
| Research and Development Expenses | (111) | (139) | - | - | - | - | (111) | (139) |
| Other Net Income (expenses) | 400 | 388 | - | - | (371) | (389) | 29 | (0) |
| Investment in Subsidiary and Associated Companies | (163) | (230) | (12) | 108 | - | - | (175) | (122) |
| Operating Profit Before Financial Result | 6,593 | 6,425 | 897 | 1,068 | (338) | (352) | 7,151 | 7,141 |
| Net Financial Result | $(1,932)$ | $(2,922)$ | (76) | (655) | 4 | 17 | $(2,003)$ | $(3,560)$ |
| Financial Expenses | $(1,932)$ | $(1,652)$ | (733) | (806) | 201 | 227 | $(2,464)$ | $(2,231)$ |
| Financial Revenues | 662 | 673 | 11 | 20 | (201) | (227) | 472 | 466 |
| Exchange Variation, net | (662) | $(1,943)$ | 646 | 131 | 4 | 17 | (11) | $(1,795)$ |
| Profit Before Tax and Social Contribution | 4,661 | 3,503 | 821 | 413 | (334) | (335) | 5,148 | 3,581 |
| Income Tax / Social Contribution | (973) | (547) | (363) | 51 | - | - | $(1,337)$ | (495) |
| Discontinued operations result | 9 | - | - | - | - | - | 9 | - |
| Net Profit (Loss) | 3,697 | 2,956 | 458 | 465 | (334) | (335) | 3,820 | 3,086 |

## EXHIBIT VI

Balance Sheet - Deconsolidation Braskem Idesa

| ASSEIS (R\$ million) | ConsolidatedEx Braskem Idesa |  | Braskem IdesaConsolidated |  | Eliminations |  | Consolidated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | dec/17 | sep/18 | dec/17 | sep/18 | dec/17 | sep/18 | dec/17 | sep/18 |
| Current | 16,667 | 19,827 | 1,424 | 2,380 | (148) | (209) | 17,943 | 21,998 |
| Cash and Cash Equivalents | 3,480 | 4,015 | 295 | 876 |  |  | 3,775 | 4,891 |
| Marketable Securities/Held for Trading | 2,303 | 2,081 |  |  |  |  | 2,303 | 2,081 |
| Accounts Receivable | 2,809 | 3,921 | 621 | 784 | (148) | (209) | 3,281 | 4,496 |
| Inventories | 6,500 | 8,321 | 347 | 624 |  |  | 6,847 | 8,945 |
| Recoverable Taxes | 1,286 | 1,096 | 63 | 51 |  |  | 1,349 | 1,147 |
| Other receivables | 289 | 393 | 99 | 45 |  |  | 388 | 437 |
| Non Current | 28,598 | 30,887 | 12,450 | 14,993 | $(5,699)$ | $(7,037)$ | 35,349 | 38,843 |
| Taxes Recoverable | 1,024 | 973 | 0 | 0 |  |  | 1,024 | 973 |
| Deferred Income Tax and Social Contribution | 129 | 518 | 1,036 | 1,087 |  |  | 1,166 | 1,606 |
| Related parties | 5,052 | 6,255 |  |  | $(5,052)$ | $(6,255)$ |  |  |
| Other receivables | 638 | 661 | 33 | 108 |  |  | 671 | 769 |
| Property, Plant and Equipament | 19,180 | 19,925 | 11,228 | 13,604 | (647) | (782) | 29,762 | 32,747 |
| Intangible Assets | 2,576 | 2,554 | 152 | 194 |  |  | 2,727 | 2,748 |
| Total Assets | 45,265 | 50,714 | 13,874 | 17,374 | $(5,847)$ | $(7,247)$ | 53,292 | 60,841 |
| LIABILIIIES AND SHAREHOLDERS' EQUITY (R\$ million) |  | dated Idesa sep/18 | Braskem Consol $\mathrm{dec} / 17$ | Idesa dated sep/18 | $\begin{aligned} & \text { Elimina } \\ & \text { dec/17 } \end{aligned}$ | tions sep/18 | $\begin{aligned} & \text { Consol } \\ & \text { dec/17 } \end{aligned}$ | dated <br> sep/18 |
| Current | 12,694 | 14,018 | 12,217 | 11,550 | 2,036 | (209) | 19,182 | 24,244 |
| Suppliers | 5,254 | 9,336 | 160 | 256 | (148) | (209) | 5,266 | 9,383 |
| Financing | 1,185 | 945 |  |  |  |  | 1,185 | 945 |
| Braskem Idesa Financing |  |  | 9,691 | 11,111 |  |  | 9,691 | 11,111 |
| Debentures | 27 | 28 |  |  |  |  | 27 | 28 |
| Operações com derivativos |  | 158 | 7 |  |  |  | 7 | 158 |
| Salary and Payroll Charges | 610 | 579 | 21 | 27 |  |  | 631 | 605 |
| Taxes Payable | 1,248 | 928 | 13 | 15 |  |  | 1,261 | 943 |
| Other payables | 4,369 | 2,044 | 2,326 | 141 | 2,185 |  | 1,115 | 1,070 |
| Non Current | 30,361 | 29,439 | 8,537 | 6,830 | $(8,806)$ | $(7,756)$ | 30,091 | 28,513 |
| Financing | 23,988 | 22,177 |  |  |  |  | 23,988 | 22,177 |
| Debenture | 272 | 286 |  |  |  |  |  |  |
| Accounts payable to related parties |  |  | 6,289 | 5,066 | $(6,289)$ | $(5,066)$ |  |  |
| Loan to non-controlling shareholders of Braskem Idesa |  |  | 2,231 | 1,757 |  |  | 2,231 | 1,757 |
| Provision for losses on subsidiaries | 2,517 | 2,690 |  |  | $(2,517)$ | $(2,690)$ |  |  |
| Other payables | 3,584 | 4,286 | 16 | 8 |  |  | 3,872 | 4,580 |
| Shareholders' Equity | 7,251 | 6,587 | $(2,608)$ | $(2,954)$ | 1,769 | 2,057 | 6,412 | 5,690 |
| Attributable to Company's Shareholders | 7,173 | 6,518 | $(2,608)$ | $(2,954)$ | 2,608 | 2,954 | 7,173 | 6,518 |
| Non Controlling Interest on Braskem Idesa | 77 | 69 |  |  | (839) | (897) | (761) | (828) |
| Total Liabilities and Shareholders' Equity | 50,305 | 50,044 | 18,147 | 15,427 | $(5,001)$ | $(5,908)$ | 55,685 | 58,447 |

## EXHIBIT VII

Cash Flow - Deconsolidation Braskem Idesa

| Consolidated Cash Fow (R\$ million) | $\begin{gathered} \text { Consolidated } \\ \text { Ex Braskem Idesa } \end{gathered}$ |  | Braskem Idesa Consolidated |  | Eliminations |  | Consolidated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $9 \mathrm{M17}$ | $9 \mathrm{M18}$ | $9 \mathrm{M17}$ | $9 \mathrm{M18}$ | $9 \mathrm{M17}$ | $9 \mathrm{M18}$ | $9 \mathrm{M17}$ | $9 \mathrm{M18}$ |
| Profit (Loss) Before Income Tax and Social Contribution and the result of discontinued operations | 4,661 | 3,503 | 821 | 413 | (334) | (335) | 5,148 | 3,581 |
| Adjust for Net Income (Loss) Restatement | 2,803 | 6,014 | 692 | 1,510 | 334 | 335 | 3,553 | 7,859 |
| Depreciation, Amortization and Depletion | 1,685 | 1,684 | 517 | 602 | (33) | (37) | 2,169 | 2,249 |
| Equity Result | (400) | (388) | - | - | 371 | 389 | (29) | 0 |
| Interest, Monetary and Exchange Variation, Net | 1,403 | 4,667 | 175 | 905 | (4) | (17) | 1,574 | 5,555 |
| Provision for losses and write-offs of long-lived assets | 116 | 52 | 0 | 3 | - | - | 116 | 54 |
| Operating Working Capital Variation | $(3,969)$ | $(1,179)$ | (414) | (66) | - | - | $(4,383)$ | $(1,245)$ |
| Time deposit investments | - | - | - | - | - | - | - | - |
| Account Receivable from Clients | (864) | $(1,186)$ | (262) | (164) | 21 | 61 | $(1,105)$ | $(1,289)$ |
| Inventories | (543) | $(1,781)$ | 49 | (249) | - | - | (494) | $(2,030)$ |
| Recoverable Taxes | 204 | 1,043 | 53 | 12 | - | - | 258 | 1,055 |
| Advanced Expenses | (70) | 16 | (18) | 7 | - | - | (88) | 23 |
| Other Account Receivables | 51 | (58) | (34) | (41) | - | - | 17 | (99) |
| Suppliers | $(1,346)$ | 1,909 | (102) | 96 | (21) | (61) | $(1,468)$ | 1,945 |
| Taxes Payable | 107 | (683) | (116) | (230) | - | - | (9) | (912) |
| Advances from Customers | 6 | (193) | (8) | 28 | - | - | (2) | (165) |
| Leniency Agreement | $(1,344)$ | (330) | - | - | - | - | $(1,344)$ | (330) |
| Other Account Payables | (171) | 83 | 24 | 474 | - | - | (147) | 557 |
| Operating Cash Fow | 3,219 | 8,337 | 1,099 | 1,857 | - | - | 4,318 | 10,194 |
| Financial investments (includs LFT's and LF's | $(1,017)$ | 342 | - | - | - | - | $(1,017)$ | 342 |
| Operating Cash How and handling of financial investments | 2,202 | 8,679 | 1,099 | 1,857 | - | - | 3,301 | 10,536 |
| Interest Paid | $(1,119)$ | $(1,059)$ | (374) | (432) | - | - | $(1,493)$ | $(1,491)$ |
| Income Tax and Social Contribution | (675) | (803) | (1) | (0) | - | - | (677) | (803) |
| Net Cash provided by operating activities | 408 | 6,817 | 724 | 1,425 | - | - | 1,132 | 8,242 |
| Proceeds from the sale of fixed assets | 2 | 81 | - | - | - | - | 2 | 81 |
| Proceeds from the sale of investments | 450 | 81 | - | - | - | - | 450 | 81 |
| Additions to investment in subsidiaries | - | 2 | - | - | - | - | - | 2 |
| Additions to Fixed and Intangible Assets | $(1,439)$ | $(1,781)$ | (76) | (24) | - | - | $(1,515)$ | $(1,805)$ |
| Other investments | (12) | (2) | - | - | - | - | (12) | (2) |
| Cash used in Investing Activities | $(1,000)$ | $(1,619)$ | (76) | (24) | - | - | $(1,076)$ | $(1,643)$ |
| Financing |  |  |  |  |  |  |  |  |
| Obtained Borrowings | 2,469 | 3,193 | - | - | - | - | 2,469 | 3,193 |
| Payment of Borrowings | $(3,309)$ | $(6,111)$ | - | - | - | - | $(3,309)$ | $(6,111)$ |
| Project finance | - | - | - | - | - | - | - | - |
| Obtained Borrowings | - | - | 188 | - | - | - | 188 | - |
| Payment of Borrowings | - | - | (711) | (597) | - | - | (711) | (597) |
| Related Parties | - | - | (11) | ( | - | - | (11) | - |
| Obtained (Payment of) Borrowings | 21 | 73 | (21) | (73) | - | - | - | - |
| Dividends Paid | (0) | $(1,500)$ | - | - | - | - | (0) | $(1,500)$ |
| Cash used in Financing Activities | (819) | $(4,345)$ | (543) | (670) | - | - | $(1,362)$ | $(5,015)$ |
| Exchange Variation on Cash of Foreign Subsidiaries and Jointly Controlled Companies | 77 | (318) | (20) | (150) | - | - | 57 | (468) |
| Cash and Cash Equivalents Generation (Aplication) | $(1,334)$ | 535 | 84 | 581 | - | - | $(1,249)$ | 1,116 |
| Represented by |  |  |  |  |  |  |  |  |
| Cash and Cash Equivalents at The Beginning of The Period | 6,500 | 3,480 | 202 | 295 | - | - | 6,702 | 3,775 |
| Cash and Cash Equivalents at The End of The Period | 5,166 | 4,015 | 286 | 876 | - | - | 5,452 | 4,891 |
| Increase (Decrease) in Cash and Cash Equivalents | $(1,334)$ | 535 | 84 | 581 | - | - | $(1,249)$ | 1,116 |

## EXHIBIT VIII

Financial Results Braskem Idesa

| $\begin{gathered} \text { Financial Result (R\$ million) } \\ \text { BRASKEM IDESA } \end{gathered}$ | $\begin{gathered} \text { 3Q17 } \\ \text { (A) } \end{gathered}$ | $\begin{gathered} \text { 2Q18 } \\ \text { (B) } \end{gathered}$ | $\begin{gathered} \text { 3Q18 } \\ \text { (C) } \end{gathered}$ | $\begin{aligned} & \text { Chg. } \\ & \text { (C)/(B) } \end{aligned}$ | $\begin{aligned} & \text { Chg. } \\ & \text { (C)/(A) } \end{aligned}$ | $\begin{aligned} & \text { 9M17 } \\ & \text { (D) } \end{aligned}$ | $\begin{gathered} 9 M 18 \\ \text { (E) } \end{gathered}$ | $\begin{aligned} & \text { Chg. } \\ & \text { (E)/(D) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Financial Expenses | (238) | (262) | (298) | 14\% | 25\% | (733) | (806) | 10\% |
| Interest Expenses | (218) | (256) | (274) | 7\% | 26\% | (639) | (741) | 16\% |
| Others | (21) | (6) | (24) | 297\% | 16\% | (94) | (64) | -32\% |
| Financial Revenue | 8 | 16 | 1 | -94\% | -88\% | 11 | 20 | 88\% |
| Interest | 2 | 5 | 8 | 63\% | 405\% | 4 | 17 | 299\% |
| Others | 6 | 11 | (8) | n.a. | n.a. | 6 | 3 | n.a. |
| Foreign Exchange Variation, net | (132) | (563) | 321 | n.a | n.a | 646 | 131 | -80\% |
| Foreign Exchange Variation (Expense) | (146) | (654) | 391 | n.a | n.a | 728 | 184 | n.a. |
| Foreign Exchange Variation (Revenue) | 14 | 91 | (70) | n.a | n.a | (82) | (53) | n.a. |
| Net Financial Result | (363) | (809) | 23 | n.a. | n.a. | (76) | (655) | n.a. |
| Net Financial Result, w/out foreign exchange variation, net | (231) | (246) | (298) | 21\% | 29\% | (722) | (786) | 9\% |

EXHIBIT IX

## Operating Tables by Segment

## CHEMICALS

| CHEMICALS | 3Q17 <br> (A) | 2Q18 <br> (B) | 3Q18 <br> (C) | Chg. $\text { (C) } /(\mathrm{B})$ | Chg. $\text { (C) } /(\mathrm{A})$ | 9 M17 <br> (D) | 9 M18 <br> (E) | Chg. <br> (E)/(D) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Overview (ton) |  |  |  |  |  |  |  |  |
| Production |  |  |  |  |  |  |  |  |
| Ethylene | 865,570 | 841,720 | 901,635 | 7\% | 4\% | 2,615,886 | 2,576,242 | -2\% |
| Utilization Rate* | 92\% | 90\% | 95\% | 5 p.p. | 3 p.p. | 93\% | 92\% | -1 p.p. |
| Propylene | 367,016 | 320,628 | 351,158 | 10\% | -4\% | 1,084,903 | 994,100 | -8\% |
| Cumene | 52,714 | 53,453 | 64,678 | 21\% | 23\% | 145,385 | 175,999 | 21\% |
| Butadiene | 107,782 | 95,434 | 109,986 | 15\% | 2\% | 321,456 | 294,507 | -8\% |
| Gasoline | 262,085 | 227,856 | 257,587 | 13\% | -2\% | 762,907 | 726,564 | -5\% |
| BTX** | 257,576 | 203,185 | 218,263 | 7\% | -15\% | 744,090 | 609,824 | -18\% |
| Others | 273,264 | 291,734 | 299,513 | 3\% | 10\% | 804,631 | 858,352 | 7\% |
| Total | 2,186,008 | 2,034,011 | 2,202,821 | 8\% | 1\% | 6,479,259 | 6,235,589 | -4\% |
| Sales - Brazilian Market (Main Chemicals***) |  |  |  |  |  |  |  |  |
| Ethylene | 133,786 | 125,680 | 140,294 | 12\% | 5\% | 393,006 | 383,585 | -2\% |
| Propylene | 104,778 | 90,066 | 92,655 | 3\% | -12\% | 265,747 | 266,602 | 0\% |
| Cumene | 52,409 | 52,036 | 66,176 | 27\% | 26\% | 146,623 | 176,239 | 20\% |
| Butadiene | 48,520 | 47,543 | 48,531 | 2\% | 0\% | 139,248 | 145,849 | 5\% |
| Gasoline | 224,513 | 219,846 | 228,211 | 4\% | 2\% | 693,095 | 686,387 | -1\% |
| BTX** | 163,741 | 154,886 | 181,848 | 17\% | 11\% | 472,944 | 496,849 | 5\% |
| Total | 727,748 | 690,058 | 757,715 | 10\% | 4\% | 2,110,663 | 2,155,511 | 2\% |
| Exports (Main Chemicals***) |  |  |  |  |  |  |  |  |
| Ethylene | 18,397 | 6,507 | 29,154 | 348\% | 58\% | 64,844 | 65,917 | 2\% |
| Propylene | 9,210 | - | - | 0\% | -100\% | 38,527 | - | -100\% |
| Gasoline | 25,508 | 4,200 | 15,353 | 266\% | -40\% | 63,772 | 38,092 | -40\% |
| Butadiene | 57,278 | 43,505 | 57,354 | 32\% | 0\% | 175,757 | 141,527 | -19\% |
| BTX** | 89,734 | 35,912 | 45,408 | 26\% | -49\% | 280,858 | 109,741 | -61\% |
| Total | 200,127 | 90,124 | 147,269 | 63\% | -26\% | 623,757 | 355,277 | -43\% |
| Financial Overview (US\$ million) |  |  |  |  |  |  |  |  |
| Net Revenue | 1,884 | 1,995 | 2,317 | 16\% | 23\% | 5,826 | 6,385 | 10\% |
| COGS | $(1,541)$ | $(1,685)$ | $(1,995)$ | 18\% | 29\% | $(4,754)$ | $(5,473)$ | 15\% |
| Gross Profit | 342 | 310 | 322 | 4\% | -6\% | 1,072 | 911 | -15\% |
| Gross Margin | 18\% | 16\% | 14\% | -2 p.p. | -4 p.p. | 18\% | 14\% | -4 p.p. |
| SG\&A | (69) | (34) | (57) | 66\% | -18\% | (192) | (145) | -24\% |
| Other Operating Income (Expenses) | (13) | (6) | (0) | -99\% | -99\% | (22) | (15) | -32\% |
| EBITDA | 353 | 350 | 344 | -2\% | -3\% | 1,122 | 997 | -11\% |
| EBITDA Margin | 19\% | 18\% | 15\% | -3 p.p. | -4 p.p. | 19\% | 16\% | -3 p.p. |
| Net Revenue ( R \$ million) | 5,958 | 7,209 | 9,158 | 27\% | 54\% | 18,473 | 23,087 | 25\% |
| EBITDA (R\$ million) | 1,117 | 1,268 | 1,351 | 7\% | 21\% | 3,554 | 3,604 | 1\% |
| *It is considered: 92 days of operation for $3 Q 17$ and $3 Q 18$; 91 days for 2 Q 18 **BTX - Benzene, Toluene and Paraxylene |  |  |  |  |  |  |  |  |
| ***In 2017, ethylene, propylene, cumene, key chemical products. | paraxylene acco | ed for approxi | $80 \%$ of net | revenue in th | Chemicals se | ment, for which | son they are | idered |

## International References (IHS):

| Chemicals International References* (US\$/ton) | $\begin{gathered} \text { 3Q17 } \\ \text { (A) } \end{gathered}$ | $\begin{gathered} \text { 2Q18 } \\ (B) \end{gathered}$ | $\begin{gathered} \text { 3Q18 } \\ (C) \end{gathered}$ | $\begin{aligned} & \text { Chg. } \\ & \text { (C)/(B) } \end{aligned}$ | $\begin{aligned} & \text { Chg. } \\ & \text { (C) } /(A) \end{aligned}$ | $\begin{gathered} \text { 9M17 } \\ \text { (D) } \end{gathered}$ | $\begin{aligned} & \text { 9M18 } \\ & \text { (E) } \end{aligned}$ | $\begin{aligned} & \text { Chg. } \\ & \text { (E)/(D) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ethylene Europe | 1,145 | 1,312 | 1,320 | 1\% | 15\% | 1,124 | 1,313 | 17\% |
| Butadiene USA | 930 | 1,487 | 1,581 | 6\% | 70\% | 1,497 | 1,378 | -8\% |
| Propylene Polymer Grade USA | 919 | 1,146 | 1,323 | 15\% | 44\% | 954 | 1,213 | 27\% |
| Cumene USA | 784 | 940 | 983 | 5\% | 25\% | 841 | 954 | 13\% |
| Benzene USA | 763 | 889 | 868 | -2\% | 14\% | 833 | 898 | 8\% |
| Paraxylene Asia | 847 | 1,031 | 1,185 | 15\% | 40\% | 878 | 1,072 | 22\% |
| Ortoxylene USA | 852 | 941 | 985 | 5\% | 16\% | 859 | 935 | 9\% |
| Mixed Xylene USA | 693 | 842 | 816 | -3\% | 18\% | 677 | 796 | 18\% |
| MTBE Europe | 684 | 787 | 822 | 4\% | 20\% | 670 | 780 | 16\% |
| Gasoline USA | 648 | 830 | 804 | -3\% | 24\% | 626 | 784 | 25\% |
| Toluene USA | 640 | 800 | 800 | 0\% | 25\% | 641 | 780 | 22\% |
| Average Price** - Main Chemicals (1) | 825 | 1,026 | 1,057 | 3\% | 28\% | 895 | 1,015 | 13\% |
| Naphtha (2) | 463 | 636 | 653 | 3\% | 41\% | 461 | 621 | 35\% |
| Ethane | 193 | 214 | 316 | 48\% | 64\% | 183 | 239 | 30\% |
| Propane | 401 | 456 | 518 | 14\% | 29\% | 367 | 473 | 29\% |
| Average Price*** - Raw Material | 448 | 609 | 632 | 4\% | 41\% | 444 | 597 | 34\% |
| Main Chemicals Spread - Naphtha (1-2) | 362 | 390 | 404 | 3\% | 12\% | 434 | 394 | -9\% |

*Source: IHS (Spot Price)
**Ethylene (15\%), Butadiene (10\%), Propylene (10\%), Cumene (5\%), Benzene (20\%), Paraxylene (5\%), Ortoxylene (2.5\%), Mixed Xylene (2.5\%), MTBE (5\%), Gasoline (20\%) and Toluene (5\%)
${ }^{* * *}$ Naphtha (91\%), Ethane (4.5\%) and Propane (4.5\%)

## POLYOLEFINS

| POLYOLEFINS | $\begin{gathered} \text { 3Q17 } \\ (A) \end{gathered}$ | $\begin{gathered} \text { 2Q18 } \\ \text { (B) } \end{gathered}$ | $\begin{gathered} \text { 3Q18 } \\ \text { (C) } \end{gathered}$ | $\begin{aligned} & \text { Chg. } \\ & \text { (C)/(B) } \end{aligned}$ | $\begin{aligned} & \text { Chg. } \\ & \text { (C)/(A) } \end{aligned}$ | $9 \mathrm{M} 17$ (D) | 9 M18 <br> (E) | $\begin{aligned} & \text { Chg. } \\ & \text { (E)/(D) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Overview (ton) |  |  |  |  |  |  |  |  |
| Production |  |  |  |  |  |  |  |  |
| PE | 670,673 | 659,783 | 698,510 | 6\% | 4\% | 2,021,927 | 2,050,523 | 1\% |
| Utilization Rate* | 88\% | 87\% | 91\% | 4 p.p. | 4 p.p. | 89\% | 90\% | 1 p.p. |
| PP | 430,534 | 389,442 | 432,378 | 11\% | 0\% | 1,284,988 | 1,233,246 | -4\% |
| Utilization Rate* | 92\% | 84\% | 93\% | 8 p.p. | 0 p.p. | 93\% | 89\% | -4 p.p. |
| Total | 1,101,207 | 1,049,225 | 1,130,888 | 8\% | -3\% | 3,306,915 | 3,283,768 | -1\% |
| Sales - Brazilian Market |  |  |  |  |  |  |  |  |
| PE | 477,676 | 418,330 | 470,767 | 13\% | -1\% | 1,339,889 | 1,370,273 | 2\% |
| PP | 309,945 | 291,274 | 304,556 | 5\% | -2\% | 875,267 | 887,173 | 1\% |
| Market Share | 73\% | 70\% | 72\% | 2 p.p. | -1 p.p. | 72\% | 72\% | 0 p.p. |
| Total | 787,621 | 709,604 | 775,323 | 9\% | -2\% | 2,215,156 | 2,257,445 | 2\% |
| Exports |  |  |  |  |  |  |  |  |
| PE | 222,992 | 197,780 | 224,026 | 13\% | 0\% | 702,212 | 631,879 | -10\% |
| PP | 136,175 | 111,043 | 107,344 | -3\% | -21\% | 405,983 | 325,455 | -20\% |
| Total | 359,168 | 308,823 | 331,370 | 7\% | -8\% | 1,108,195 | 957,334 | -14\% |
| Financial Overview (US\$ million) |  |  |  |  |  |  |  |  |
| Net Revenue | 1,569 | 1,479 | 1,620 | 9\% | 3\% | 4,621 | 4,724 | 2\% |
| COGS | $(1,255)$ | $(1,232)$ | $(1,367)$ | 11\% | 9\% | $(3,651)$ | $(3,971)$ | 9\% |
| Gross Profit | 314 | 247 | 252 | 2\% | -20\% | 970 | 753 | -22\% |
| Gross Margin | 20\% | 17\% | 16\% | -1 p.p. | -4 p.p. | 21\% | 16\% | -5 p.p. |
| SG\&A | (110) | (87) | (83) | -5\% | -24\% | (312) | (265) | -15\% |
| Other Operating Income (Expenses) | (13) | (3) | (5) | 100\% | -60\% | (27) | (16) | -41\% |
| EBIIDA | 223 | 187 | 194 | 3\% | -13\% | 731 | 567 | -22\% |
| EBITDA Margin | 14\% | 13\% | 12\% | -1 p.p. | -2 p.p. | 16\% | 12\% | -4 p.p. |
| Net Revenue ( $\mathrm{R} \$$ million) | 4,961 | 5,349 | 6,408 | 20\% | 29\% | 14,666 | 17,029 | 16\% |
| EBCDA (R\$ million) | 704 | 676 | 763 | 13\% | 8\% | 2,317 | 2,043 | -12\% |

## International References (IHS):

| Polyolefins International References* (US\$/ton) | 3Q17 <br> (A) | 2Q18 <br> (B) | 3Q18 <br> (C) | Chg. (C)/(B) | Chg. $(C) /(A)$ | 9 M17 <br> (D) | 9 M18 <br> (E) | $\begin{aligned} & \text { Chg. } \\ & \text { (E)/(D) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PE US | 1,157 | 1,272 | 1,138 | -11\% | -2\% | 1,180 | 1,245 | 6\% |
| PP Asia | 1,083 | 1,245 | 1,219 | -2\% | 13\% | 1,059 | 1,228 | 16\% |
| Average Price** - Polyolefins (2) | 1,129 | 1,262 | 1,169 | -7\% | 4\% | 1,134 | 1,239 | 9\% |
| Naphtha | 463 | 636 | 653 | 3\% | 41\% | 461 | 621 | 35\% |
| Ethane | 193 | 214 | 316 | 48\% | 64\% | 183 | 239 | 30\% |
| Propane | 401 | 456 | 518 | 14\% | 29\% | 367 | 473 | 29\% |
| Average Price*** - Raw Material (2) | 448 | 609 | 632 | 4\% | 41\% | 444 | 597 | 34\% |
| Average Spread Polyolefins (1-2) | 681 | 653 | 537 | -18\% | -21\% | 690 | 642 | -7\% |

*Source: IHS (Spot Price)
** PE USA (62\%) and PP Asia (38\%)
***Naphtha (91\%), Ethane (4.5\%) and Propane (4.5\%)

## VINYLS

| VINYLS | 3Q17 <br> (A) | $\begin{gathered} \text { 2Q18 } \\ \text { (B) } \end{gathered}$ | $\begin{gathered} \text { 3Q18 } \\ \text { (C) } \end{gathered}$ | Chg. $(C) /(B)$ | Chg. $(\mathrm{C}) /(\mathrm{A})$ | 9 M17 <br> (D) | 9 M18 <br> (E) | Chg. (E)/(D) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Overview (ton) |  |  |  |  |  |  |  |  |
| Production |  |  |  |  |  |  |  |  |
| PVC | 157,052 | 134,213 | 152,362 | 14\% | -3\% | 453,888 | 391,326 | -14\% |
| Utilization Rate* | 88\% | 76\% | 85\% | 9 p.p. | -3 p.p. | 86\% | 75\% | -11 p.p. |
| Caustic Soda | 108,807 | 101,045 | 97,382 | -4\% | -11\% | 299,081 | 219,932 | -26\% |
| Utilization Rate* | 80\% | 75\% | 72\% | -4 p.p. | -8 p.p. | 75\% | 68\% | -7 p.p. |
| Total | 265,859 | 235,258 | 249,744 | 6\% | -6\% | 752,970 | 611,258 | -19\% |
| Sales - Brazilian Market |  |  |  |  |  |  |  |  |
| PVC | 127,193 | 111,726 | 141,251 | 26\% | 11\% | 378,473 | 366,874 | -3\% |
| Market Share | 51\% | 47\% | 50\% | 3 p.p. | -2 p.p. | 51\% | 48\% | -4 p.p. |
| Caustic Soda | 105,748 | 85,596 | 92,757 | 8\% | -12\% | 305,838 | 259,434 | -15\% |
| Total | 232,942 | 197,322 | 234,008 | 19\% | 0\% | 684,310 | 626,309 | -8\% |
| Exports |  |  |  |  |  |  |  |  |
| PVC | 37,078 | 10,945 | 26,659 | 144\% | -28\% | 73,556 | 40,178 | -45\% |
| Financial Overview (US\$ million) |  |  |  |  |  |  |  |  |
| Net Revenue | 253 | 205 | 259 | 26\% | 2\% | 713 | 666 | -7\% |
| COGS | (216) | (184) | (216) | 17\% | 0\% | (611) | (614) | 0\% |
| Gross Profit | 37 | 20 | 43 | 112\% | 17\% | 102 | 52 | -48\% |
| Gross Margin | 15\% | 10\% | 17\% | 7 p.p. | 2 p.p. | 14\% | 8\% | -6 p.p. |
| SG\&A | (11) | (11) | (11) | 6\% | -3\% | (35) | (35) | -1\% |
| Other Operating Income (Expenses) | (6) | (2) | (0) | -85\% | -96\% | (22) | (5) | -75\% |
| EBITDA | 46 | 26 | 54 | 105\% | 16\% | 121 | 79 | -35\% |
| EBIIDA Margin | 18\% | 13\% | 21\% | 8 p.p. | 3 p.p. | 17\% | 12\% | -5 p.p. |
| Net Revenue (R\$ million) | 800 | 740 | 1,022 | 38\% | 28\% | 2,257 | 2,420 | 7\% |
| EВITDA (R\$ million) | 146 | 97 | 212 | 119\% | 45\% | 382 | 305 | -20\% |

## International References (IHS):

| Vinyls International References* <br> (US\$/ton) | $\mathbf{3 Q 1 7}$ <br> (A) | $\mathbf{2 Q 1 8}$ <br> (B) | 3Q18 <br> (C) | Chg. <br> (C)/(B) | Chg. <br> (C)/(A) | 9M17 <br> (D) | 9M18 <br> (E) | Chg. <br> (E)/(D) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| PVC Asia | 883 | 937 | 948 | $1 \%$ | $\mathbf{7 \%}$ | 897 | 931 | $\mathbf{4 \%}$ |
| PVC Average Price (2) | $\mathbf{8 8 3}$ | $\mathbf{9 3 7}$ | $\mathbf{9 4 8}$ | $\mathbf{1 \%}$ | $\mathbf{7 \%}$ | $\mathbf{8 9 7}$ | $\mathbf{9 3 1}$ | $\mathbf{4 \%}$ |
| Naphtha ARA | 463 | 636 | 653 | $3 \%$ | $41 \%$ | 461 | 621 | $35 \%$ |
| Electric Energy** | 53 | 76 | 76 | $1 \%$ | $43 \%$ | 53 | 73 | $39 \%$ |
| Asia Caustic Soda | 520 | 623 | 587 | $-6 \%$ | $13 \%$ | 496 | 613 | $\mathbf{2 4 \%}$ |
| Average Price*** - Raw Material (2) | $\mathbf{1 6 0}$ | $\mathbf{2 8 5}$ | $\mathbf{3 2 8}$ | $\mathbf{1 5 \%}$ | $\mathbf{1 0 5 \%}$ | $\mathbf{1 7 4}$ | $\mathbf{2 7 4}$ | $\mathbf{5 7 \%}$ |
| Vinyls Spread (1-2) | $\mathbf{7 2 3}$ | $\mathbf{6 5 2}$ | $\mathbf{6 2 1}$ | $\mathbf{- 5 \%}$ | $\mathbf{- 1 4 \%}$ | $\mathbf{7 2 2}$ | $\mathbf{6 5 7}$ | $\mathbf{- 9 \%}$ |

*Source: IHS (Spot Price)
**Eletric Energy $=($ Brent $(\$ /$ bbl)/1.725)*1.75
***(Naphtha ARA)+ (Eletric Energy) - (Caustic Soda Asia x 0,685)

## UNITED STATES AND EUROPE

## International References (IHS):

| United States and Europe International References* (US\$/t | $\begin{gathered} \text { 3Q17 } \\ (A) \end{gathered}$ | $\begin{gathered} \text { 2Q18 } \\ (B) \end{gathered}$ | $\begin{gathered} \text { 3Q18 } \\ (\mathrm{C}) \end{gathered}$ | $\begin{aligned} & \text { Chg. } \\ & \text { (C)/(B) } \end{aligned}$ | $\begin{aligned} & \text { Chg. } \\ & (\mathrm{C}) /(\mathrm{A}) \end{aligned}$ | $\begin{aligned} & \text { 9M17 } \\ & \text { (D) } \end{aligned}$ | $\begin{gathered} \text { 9M18 } \\ \text { (E) } \end{gathered}$ | $\begin{aligned} & \text { Chg. } \\ & \text { (E)/(D) } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PP US | 1,503 | 1,815 | 2,006 | 11\% | 33\% | 1,531 | 1,869 | 22\% |
| PP Europe | 1,488 | 1,544 | 1,528 | -1\% | 3\% | 1,422 | 1,559 | 10\% |
| Average Price** US and Europe (1) | 1,499 | 1,739 | 1,872 | 8\% | 25\% | 1,501 | 1,782 | 19\% |
| Propylene Polymer Grade US | 919 | 1,146 | 1,323 | 15\% | 44\% | 954 | 1,213 | 27\% |
| Propylene Polymer Grade Europe | 944 | 1,156 | 1,210 | 5\% | 28\% | 922 | 1,167 | 27\% |
| Average Price*** - Raw Material (2) | 926 | 1,149 | 1,291 | 12\% | 39\% | 945 | 1,200 | 27\% |
| PP US Spread | 584 | 669 | 683 | 2\% | 17\% | 577 | 656 | 14\% |
| Europe PP Spread | 544 | 388 | 318 | -18\% | -42\% | 500 | 393 | -22\% |
| PP US and Europe - Average Spread (1-2) | 573 | 590 | 581 | -2\% | 1\% | 555 | 583 | 5\% |

source. IHS (Spot Price)
**Propylene USA ( $72 \%$ ) and Propylene Europe (28\%)

## MEXICO

## International References (IHS):

| Mexico International References* (US\$/ton) | 3Q17 <br> (A) | 2Q18 <br> (B) | 3Q18 <br> (C) | Chg. (C)/(B) | Chg. (C) $/(A)$ | 9 M17 <br> (D) | 9 M18 <br> (E) | Chg. (E)/(D) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PE US (1) | 1,144 | 1,301 | 1,190 | -9\% | 4\% | 1,161 | 1,273 | 10\% |
| Ethane US (2) | 193 | 214 | 316 | 48\% | 64\% | 183 | 239 | 30\% |
| PE US - Spread (1-2) | 951 | 1,087 | 874 | -20\% | -8\% | 978 | 1,034 | 6\% |

[^8]
## 3 Q18 EARNINGS RELEASE

## CONSOLIDATED

| Financial Overview (R\$ million) CONSOLIDATED 3Q18 | Net Revenue | COCS | Gross Profit | SG\&A | Other Revenues and Expenses | Operating Profit | EBIIDA |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Brazil | 12,125 | $(9,675)$ | 2,450 | (669) | (29) | 1,752 | 2,218 |
| Chemicals | 9,158 | $(7,892)$ | 1,266 | (224) | (1) | 1,041 | 1,351 |
| Polyolefins | 6,408 | $(5,413)$ | 995 | (329) | (21) | 645 | 763 |
| Vinyls | 1,022 | (851) | 171 | (44) | (1) | 126 | 212 |
| Eliminations and Reclassifications | $(4,463)$ | 4,481 | 18 | (71) | (6) | (59) | (108) |
| U.S. and Europe | 3,370 | $(2,604)$ | 766 | (165) | 64 | 666 | 716 |
| Mexico | 1,032 | (649) | 383 | (83) | 41 | 341 | 559 |
| Segments Total | 16,527 | $(12,928)$ | 3,600 | (917) | 76 | 2,759 | 3,492 |
| Other Segments | 39 | (10) | 30 | (6) | 1 | 26 | 34 |
| Eliminations and Reclassifications | (219) | 223 | 4 | 10 | (9) | 5 | 53 |
| Braskem Total | 16,348 | $(12,714)$ | 3,634 | (912) | 68 | 2,790 | 3,580 |


| Financial Overview (R\$ million) CONSOLIDATED 9 M18 | Net Revenue | COCS | Gross Profit | SG\&A | Other Revenues and Expenses | Operating Profit | EBIIDA |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Brazil | 31,104 | $(25,081)$ | 6,023 | $(1,730)$ | (223) | 4,069 | 5,465 |
| Chemicals | 23,087 | $(19,793)$ | 3,294 | (520) | (51) | 2,723 | 3,604 |
| Polyolefins | 17,029 | $(14,316)$ | 2,713 | (951) | (55) | 1,706 | 2,043 |
| Vinyls | 2,420 | $(2,210)$ | 209 | (125) | (17) | 67 | 305 |
| Eliminations and Reclassifications | $(11,431)$ | 11,238 | (193) | (133) | (100) | (426) | (487) |
| U.S. and Europe | 8,975 | $(6,830)$ | 2,145 | (440) | 36 | 1,741 | 1,899 |
| Mexico | 2,864 | $(1,676)$ | 1,188 | (217) | 109 | 1,080 | 1,677 |
| Segments Total | 42,942 | $(33,587)$ | 9,355 | $(2,387)$ | (78) | 6,890 | 9,041 |
| Other Segments | 216 | (24) | 193 | (21) | 1 | 172 | 211 |
| Eliminations and Reclassifications | 5 | 65 | 70 | 53 | (45) | 78 | 156 |
| Braskem Total | 43,163 | $(33,545)$ | 9,618 | $(2,355)$ | (122) | 7,141 | 9,408 |

## NET REVENUE




OTHER CONSOLIDATED INDICATORS

| Indicators US\$ million | 3Q17 <br> (A) | 2Q18 <br> (B) | $3 Q 18$ <br> (C) | $\begin{aligned} & \text { Chg. } \\ & \text { (C)/(B) } \end{aligned}$ | Chg. (C) $/(\mathrm{A})$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating |  |  |  |  |  |
| EВITDA | 868 | 3,177 | 3,580 | 13\% | 312\% |
| EBITDA Margin (\%) | 23\% | 23\% | 22\% | -1 p.p. | -1 p.p. |
| SG\&A/Net Revenue (\%) | 6.5\% | 5.3\% | 5.6\% | Op.p. | -1 p.p. |
| Financial |  |  |  |  |  |
| Net Debt* | 5,541 | 5,396 | 5,191 | -4\% | -6\% |
| Net Debt/EBITDA LTM* | 1.82x | 1.90x | 1.81x | -5\% | 0\% |
| EBITDA/Interest Paid LTM | 5.93 | 5.70 | 5.69 | 0\% | -4\% |
| Company Valuation |  |  |  |  |  |
| Share Price (Final) | 12.5 | 13.2 | 14.6 | 11\% | 17\% |
| Shares Outstanding (Million)** | 796 | 796 | 796 | 0\% | 0\% |
| Market Cap | 9,937 | 10,479 | 11,618 | 11\% | 17\% |
| Net Debt | 7,620 | 7,389 | 7,108 | -4\% | -7\% |
| Braskem | 5,541 | 5,396 | 5,191 | -4\% | -6\% |
| Braskem Idesa (75\%)*** | 2,080 | 1,993 | 1,917 | -4\% | -8\% |
| Enterprise Value (EV) | 17,557 | 17,867 | 18,726 | 5\% | 7\% |
| EBITDA LTM | 3,463 | 3,316 | 3,355 | 1\% | -3\% |
| Braskem | 3,052 | 2,841 | 2,873 | 1\% | -6\% |
| Braskem Idesa (75\%) | 410 | 475 | 482 | 2\% | 17\% |
| EV/EBIIDA | 5.1x | 5.4x | 5.6x | 4\% | 10\% |
| EPS | 0.5x | 1.1 x | 1.2 x | 10\% | 135\% |
| Dividend Yield (\%) | 3\% | 7\% | 6\% | -10\% | 104\% |
| FCF Yield (\%)**** | 9\% | 17\% | 16\% | -7\% | 85\% |

*Does not consider net debt, EBITDA and interest paid of Braskem Idesa
**Does not consider shares held in treasury
***Considers US $\$ 133$ million of market security given as collateral to cover Braskem's obligation related to the construction of a reserve account for Braskem Idesa's project finance
**** Does not consider: (i) leniency agreement paymen;t and (ii) reclassification of cash equivalents to financial investment held for trading


[^0]:    ${ }^{1}$ Excludes the Project Finance in Mexico.

[^1]:    ${ }^{2}$ Difference between the prices of key chemicals (15\% ethylene, 10\% propylene, 35\% BTX, $10 \%$ butadiene, $5 \%$ cumene and $25 \%$ fuels, based on the capacity mix of Braskem's industrial units in Brazil) and the price of naphtha - Source: IHS.
    ${ }^{3}$ Difference between the price of PE and PP based on the capacity mix of Braskem's industrial units in Brazil and the price of naphtha - Source: IHS. IHS.
    ${ }^{4}$ Corresponds to: PVC Price - (Naphtha ARA) - [ (Brent Oil Price/1.725)*1.75] + (0.685 x Caustic Soda Price)
    ${ }^{5}$ Difference between the U.S. polypropylene price and the U.S. propylene price.
    ${ }^{6}$ Difference between the Europe polypropylene price and the Europe propylene price.
    ${ }^{7}$ Difference between the U.S. polyethylene price and the U.S. ethane price.

[^2]:    ${ }^{8}$ The segment's results are formed by six industrial units in the United States and two in Europe, with aggregate production capacity of 2,195 kta, with 1,570 kta in the United States and 625 kta in Europe.

[^3]:    ${ }^{9}$ The segment comprises an ethane-based cracker, two high-density polyethylene (HDPE) plants and one low-density polyethylene (LDPE) plant with combined PE production capacity of $1,050 \mathrm{kta}$. This unit includes the results of Braskem Idesa SAPI and of the other subsidiaries of Braskem S.A. in Mexico.

[^4]:    ${ }^{10}$ Braskem's consolidated result corresponds to the sum of the results in Brazil, United States \& Europe and Mexico, less eliminations from the revenues and costs from the transfers of products among these regions.

[^5]:    ${ }^{11}$ Considers operating investment, maintenance shutdowns and acquisitions of spare parts.

[^6]:    ${ }^{12}$ Note that the cash flow analysis above does not consider the reclassification of "cash and cash equivalents" to "financial investments" related to financial investments in Brazilian federal government bonds (Brazilian floating-rate (SELIC) government bond - LFT) and floating-rate bonds (LFs) issued by financial institutions, whose original maturities exceed three months, with immediate liquidity and expected realization in the short term, in accordance with Note 4 to the Quarterly Financial Statements as of June 30, 2018. In the cash flow presented, this is recorded as "financial investments" (includes LFTs and LFs), with the following effects from reclassifications: (i) reduction in the balance of financial investments of $\mathrm{R} \$ 167$ million in 1Q17; (ii) reduction in the balance of financial investments of $R \$ 42$ million in 4Q17; (iii) increase in the balance of financial investments of $R \$ 100$ million in $1 Q 18$; (iv) increase in the balance of financial investments of $\mathrm{R} \$ 46$ million in 2Q18; and (v) increase in the balance of financial investments of $\mathrm{R} \$ 9$ million in 3Q18.

[^7]:    * On the reporting date of the quarterly financial statements, Braskem was in unremedied default with part of the non-financial obligations contracts. As a result, the entire balance of non-current liabilities, in the amount of $\mathrm{R} \$ 10,136,271$, was reclassified to current liabilities, in accordance with CPC 26 and its corresponding accounting standard IAS 1 (Presentation of Financial Statements). In accordance with the aforementioned accounting standards, reclassification is required in situations in which the breach of certain contractual obligations entitles creditors to request from Braskem Idesa the prepayment of obligations in the short term. In this context, note that none of the creditors requested or expressed any intention of requesting said prepayment of obligations. Braskem Idesa has been settling its debt service obligations in accordance with their original maturity schedule. Furthermore, Braskem Idesa continues to negotiate approval of such breaches with its creditors in order to reclassify the entire amount reclassified from current liabilities back to non-current liabilities.
    ** Includes the exchange variation of financial liabilities designated as hedge accounting.

[^8]:    *Source: IHS (Spot Price)

