



SOLVAY

asking more from chemistry®

**MORE SUSTAINABLE MOBILITY
ADVANCED MATERIALS**

September 29, 2016
London

**CAPITAL
MARKETS
DAY 2016**



This presentation may contain forward-looking information. Forward-looking statements describe expectations, plans, strategies, goals, future events or intentions. The achievement of forward-looking statements contained in this presentation is subject to risks and uncertainties relating to a number of factors, including general economic factors, interest rate and foreign currency exchange rate fluctuations, changing market conditions, product competition, the nature of product development, impact of acquisitions and divestitures, restructurings, products withdrawals, regulatory approval processes, all-in scenario of R&D projects and other unusual items.

Consequently, actual results or future events may differ materially from those expressed or implied by such forward-looking statements. Should known or unknown risks or uncertainties materialize, or should our assumptions prove inaccurate, actual results could vary materially from those anticipated. The Company undertakes no obligation to publicly update or revise any forward-looking statements.



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MORE SUSTAINABLE MOBILITY

**ADVANCED
MATERIALS**

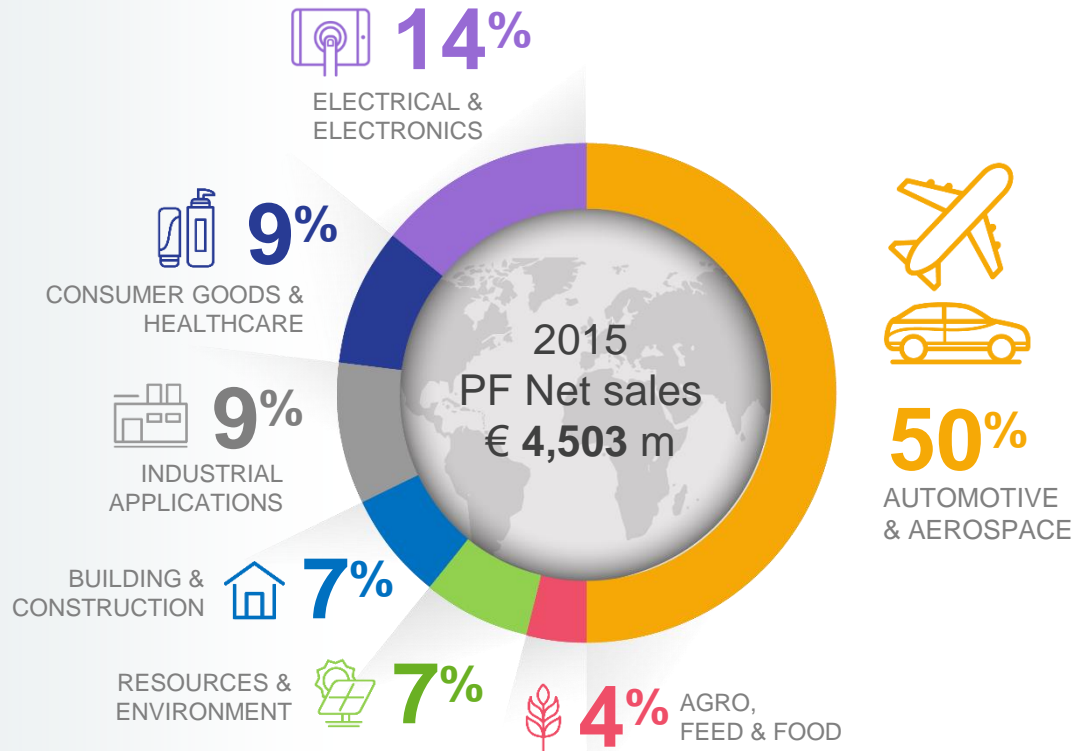
Roger Kearns
Member of the Executive Committee

GLOBAL LEADER IN ADVANCED MATERIALS

Technology leadership →

Strong customer partnerships →

Application expertise →



EBITDA
€ 1,079 m

EBITDA margin
24%

R&I / Sales
4%


Headcount
~9,700


Developing innovative solutions
to create sustainable value for our customers

UNMATCHED PORTFOLIO FOR SUSTAINABLE MOBILITY

APPLICATION AREAS

TECHNOLOGIES


Lightweighting


Electrification


Powertrain Efficiency


Green Technologies

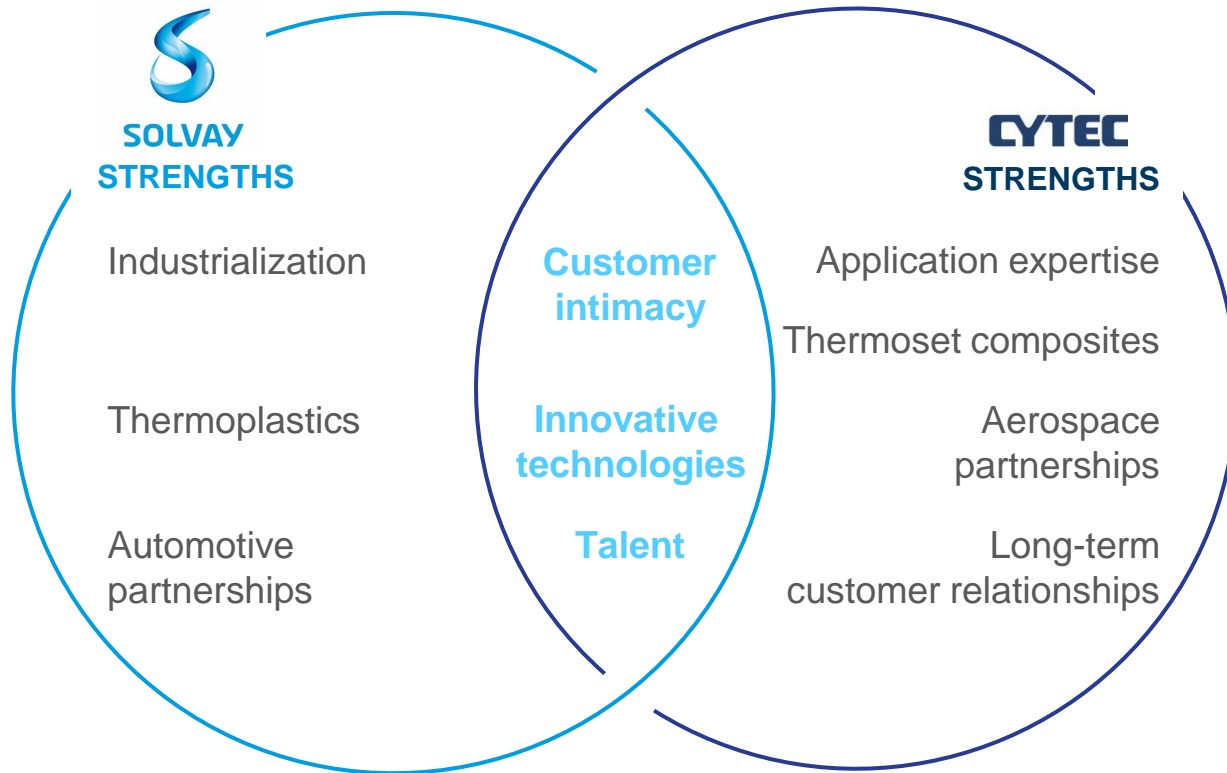
<i>Structural & semi-structural parts</i>
<i>Interior</i>
<i>Engine components</i>
<i>Electrical system</i>
<i>Lithium-ion battery system</i>
<i>Thermal & air management systems</i>
<i>Engine management systems</i>
<i>Energy-efficient tires</i>
<i>Catalysis system</i>

<i>Thermoset composites</i>
<i>Thermoplastic composites</i>
<i>Specialty resins, compounds and adhesives</i>
<i>Foam/sandwich</i>
<i>High-performance polymers</i>
<i>Fluoro chemicals</i>
<i>Ingredient systems for electrolyte</i>
<i>High-performance polymers and compounds</i>
<i>Highly dispersible silica</i>
<i>Rare Earth systems</i>



Leveraging broad technologies to drive solutions

LEAD ACTOR WITH UNMATCHED MATERIALS TECHNOLOGY & INTEGRATION KNOW-HOW



Positioned to contribute more value for customers



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MORE SUSTAINABLE MOBILITY

Bill Wood

President, Composite Materials

COMPOSITE MATERIALS “AT A GLANCE”



COMPOSITE MATERIALS



€ 1.2 bn
Net sales 2015



~ 3,000
Headcount

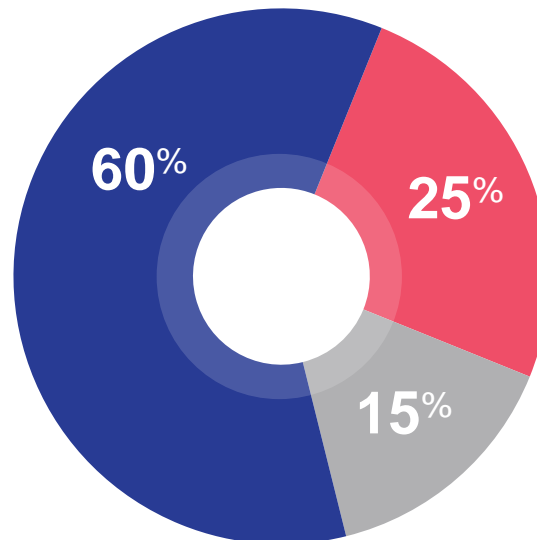


19
Industrial sites

3

main market segments:

Civil aircraft
Large commercial transport
Business jets
Regional jets
Rotorcraft



Military and space

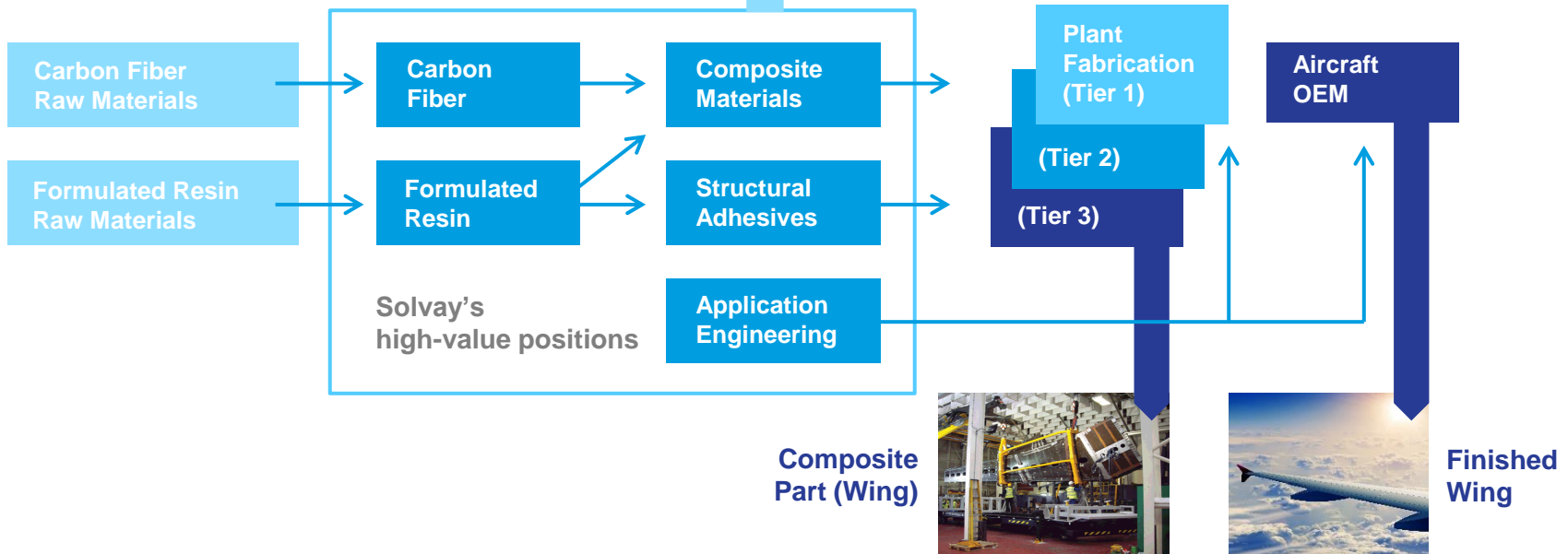
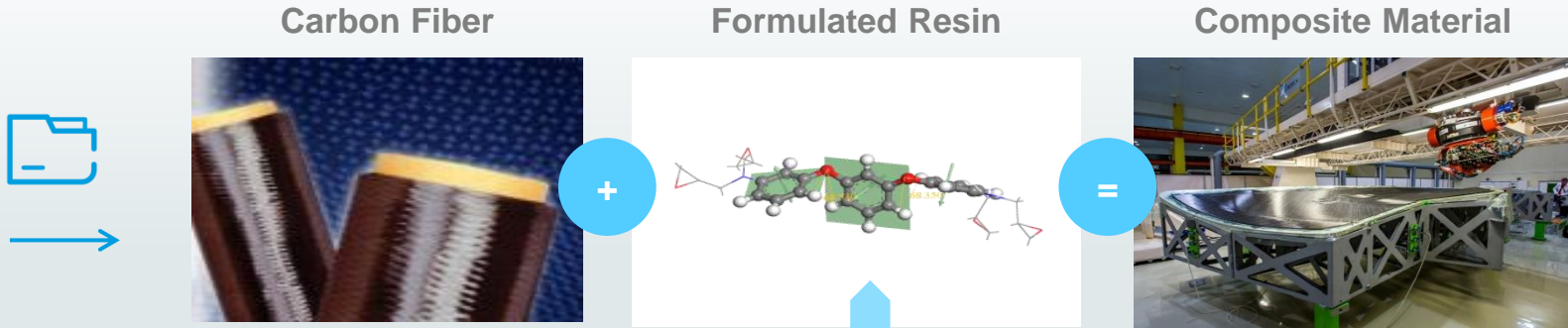
Fighter jets
Transports
Rotorcraft
Unmanned vehicles
Launch vehicles

Industrial

High-performance cars / Motorsport
Oil and gas
Wind energy

% of 2015 Net Sales

HOW ARE COMPOSITE MATERIALS AND PARTS MADE



WHERE ARE COMPOSITES USED



Aerospace: primary and highly loaded structures



Empennage

Wing



**Helicopter
Structure
& Blades**

**Engine
Fan Blades
& Cases**



Fuselage



WHERE ARE COMPOSITES USED



Aerospace: secondary structures and interiors



Interior
Sidewalls &
Ceilings



Interior
Stowbins

Structures
Landing Flaps,
Other Wing
Moveables,
Fairings



Structures
Engine Nacelles





OTHER MARKETS WHERE COMPOSITES ARE USED

High-
performance
automotive



Wind
energy, rail,...



WHAT BENEFITS DO COMPOSITES BRING



Fundamental Value of Composites

Lightweighting

Aerodynamics

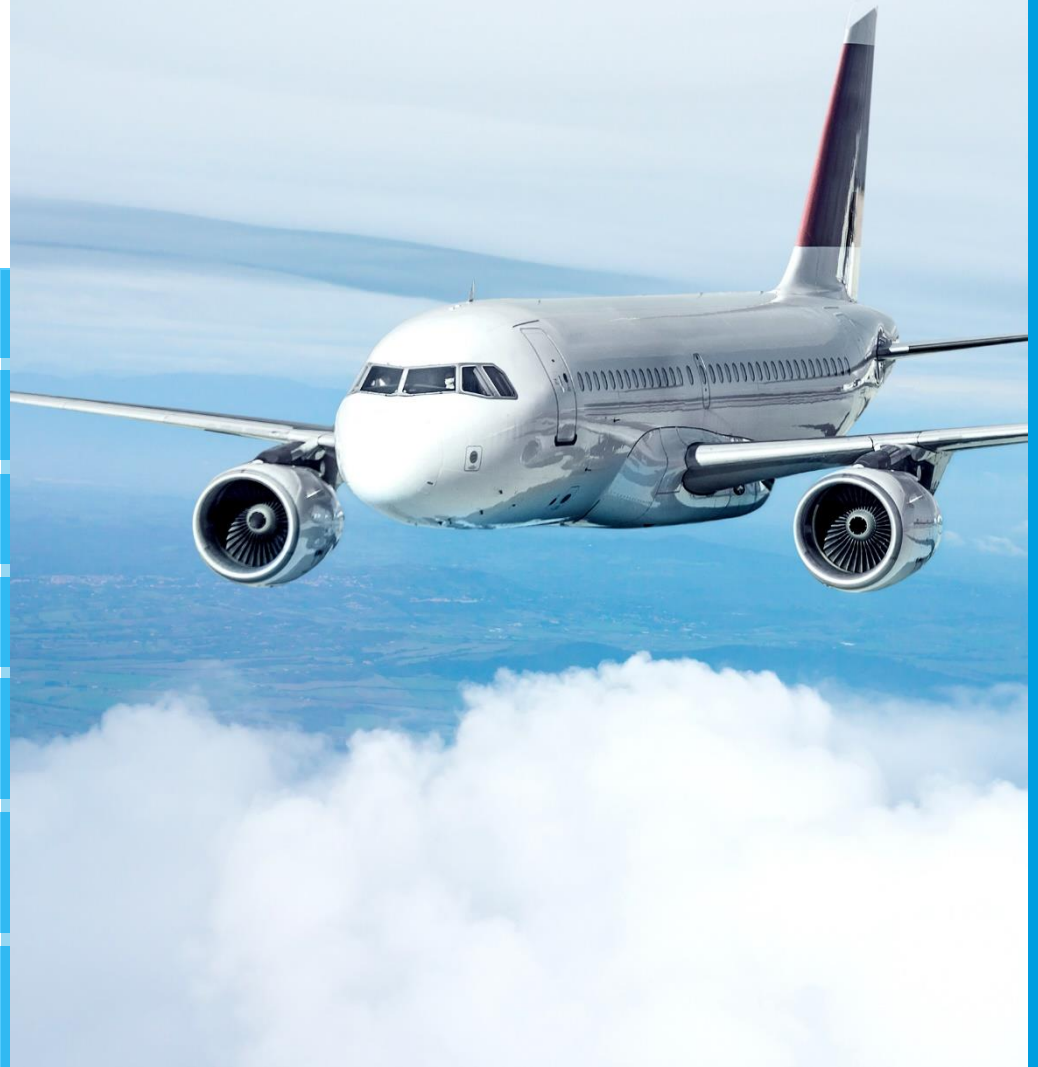
Fatigue life

Corrosion resistance

Lean manufacturing
lower part cost

Increased
passenger comfort

Life-of-program
maintenance costs



AEROSPACE GROWTH DRIVERS

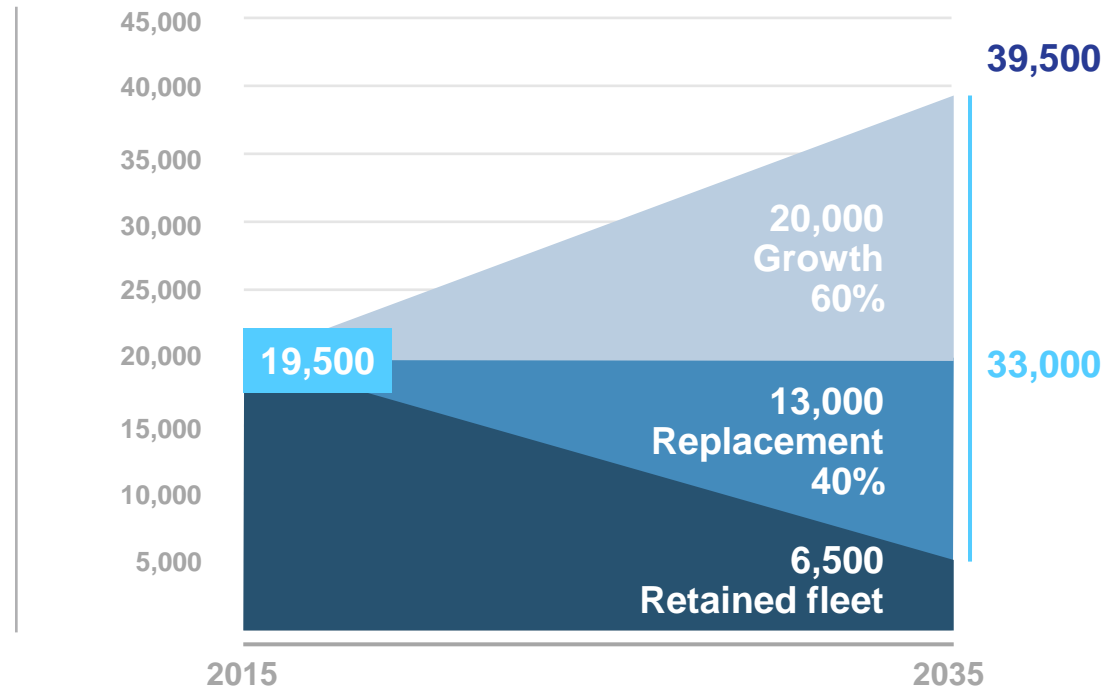
INCREASING CIVIL AIRCRAFT DEMAND



MARKET FUNDAMENTALS

- Growth in passenger traffic...historical and forecast growth of 4.5% / year
- Airline profitability and resilience...demand for more fuel-efficient aircraft
- Emerging market growth
- Retirement of older and less-efficient aircrafts
- Record high aircraft backlogs... 8+ years

GLOBAL AIRCRAFT FLEET (UNITS)



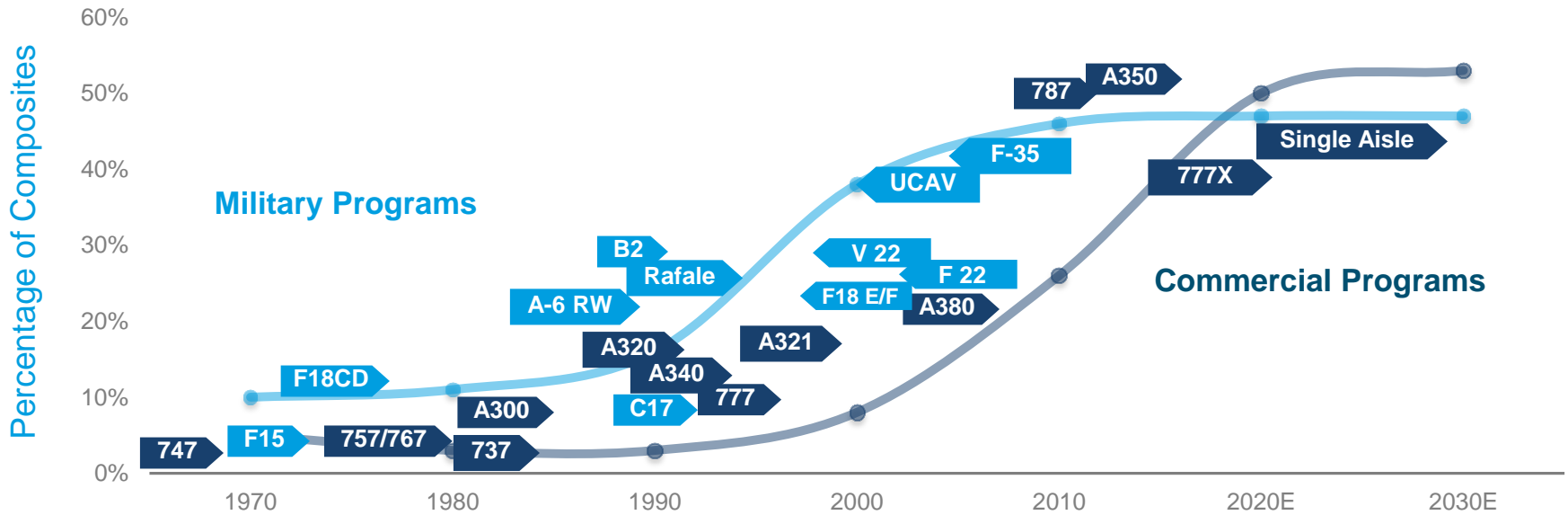
Source:
Industry data

Compelling drivers of long-term civil aircraft build rate increases and new program performance improvements

AEROSPACE COMPOSITES GROWTH DRIVERS INCREASING USE ON NEW AIRCRAFT



USE OF COMPOSITE ON AIRCRAFTS



HOW WE WIN...



SOLVAY'S UNIQUE STRENGTHS



**Recognized
for our
technology
leadership**



**Extensive and
proprietary
materials
portfolio**



**Broad
materials
qualification
heritage**



**Providing,
capturing and
sustaining
value**



**Delivering value
through strategic
customer collaborations**

KEY PROGRAMS DRIVING SOLVAY AEROSPACE GROWTH



NEW PROGRAMS RAMPING UP

- F-35 Joint Strike Fighter
- Boeing 777X Empennage
- Boeing 787 & 777X Secondary Structure
- LEAP engine (737MAX and A320neo)
- Hondajet Business Jet
- Bombardier Cseries
- COMAC ARJ21 Regional Jet

CUSTOMER COLLABORATIONS ON NEW DEVELOPMENT PROGRAMS

- GE-9X Engine used on Boeing 777X
- New Russian and Chinese Civil Aircraft
- U.S. Long Range Strike Bomber



2025

2020

2016



Positions on most major aircraft programs

EXCELLENCE AND SYNERGIES DRIVE ADDITIONAL VALUE



COMMERCIAL AND MANUFACTURING EXCELLENCE

- Debottlenecking thermoplastic lines
- Pricing and portfolio management
- Distribution synergies
- Cost-basis improvements via excellence projects

COMMERCIAL SYNERGIES WITH SPECIALTY POLYMERS

- Thermoplastic composites
- Competitiveness via polymer integration
- Boeing/Airbus interiors with foam core
- Selling synergies in aircraft



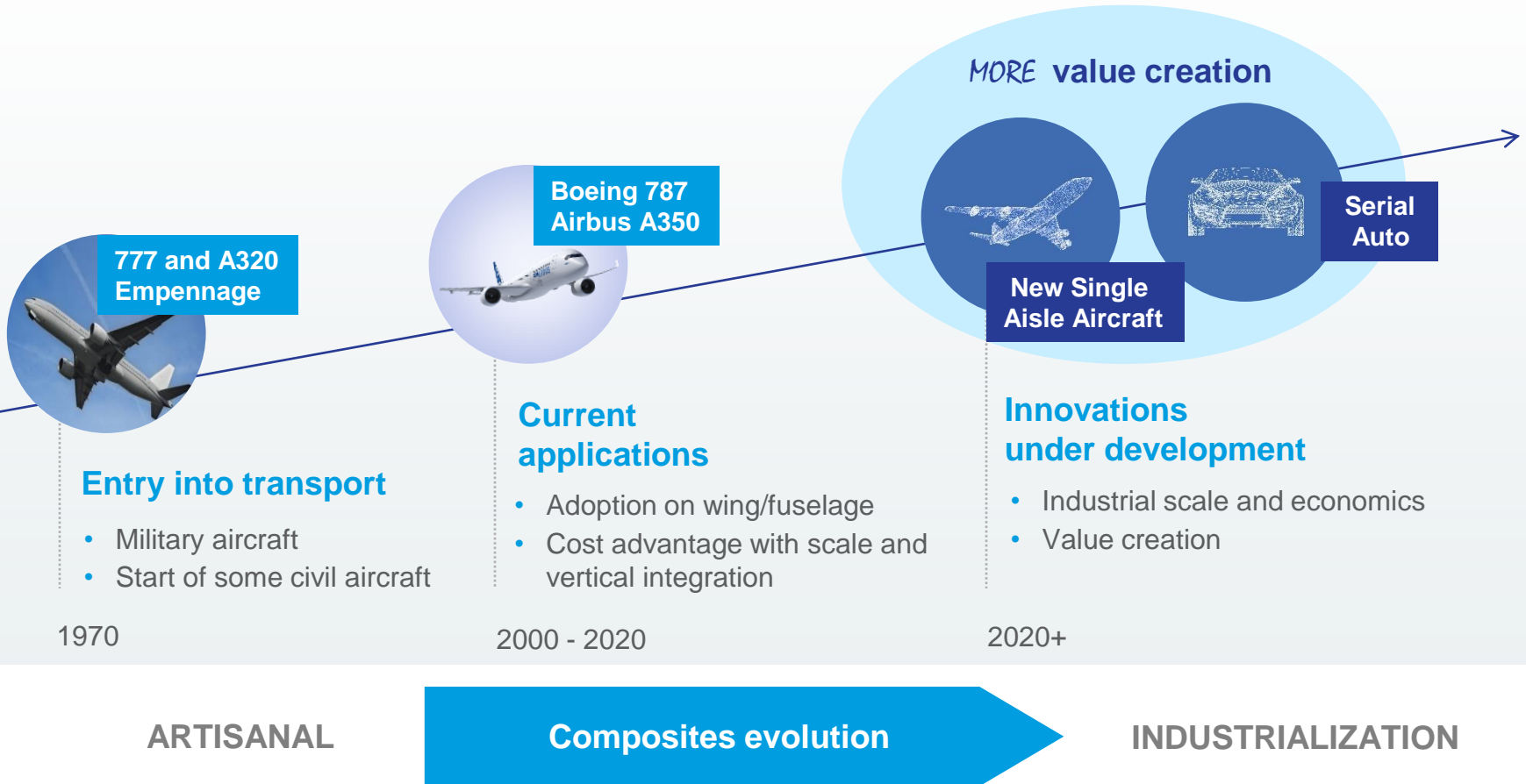
2018

2020+

2016



SOLVAY WELL-POSITIONED FOR THE FUTURE OF COMPOSITES



Solvay's complementary technologies and competencies enable us to meet future industrialization challenges!



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MORE SUSTAINABLE MOBILITY

Augusto Di Donfrancesco
President, Specialty Polymers

SOLVAY ADVANCED MATERIALS IN AERO

AN UNMATCHED PORTFOLIO OF SOLUTIONS



PRIMARY, SECONDARY STRUCTURES

- Fuselage
- Empennage
- Wing moveables



CABIN & CARGO

- Seats
- Ductings
- Galleys



MECHANICAL COMPONENTS

- Brackets
- Clip nuts
- Attachments



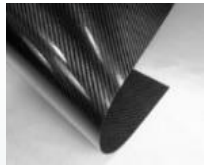
W&C, FLUID TRANSFER AND SEALINGS

- Fuel lines
- Fluids
- Power, transmission cables

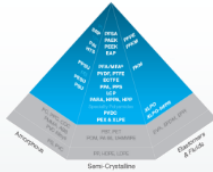
UNIQUE CUSTOMER VALUE CREATION CAPABILITIES



Unique expertise
from molecules to composites



COMPOSITES



SPECIALTY
POLYMERS



One-team
approach to customers



Cutting edge solutions



TegraCore™
STRUCTURAL
FOAMS

THERMOPLASTIC
COMPOSITES

STRATEGIC PARTNER



Lower cost of ownership



Accelerated time to market



Increased production rates



Recyclability

AUTO INDUSTRY REVOLUTION



New Industry Paradigm:

- Sustainability
- Shared mobility
- Connectivity
- Regulations driving CO₂ emission reductions
- Car sharing services and self-driving cars
- Safety: Zero casualties

SOLVAY ENABLING SOLUTIONS



Lightweighting



**Powertrain
efficiency**

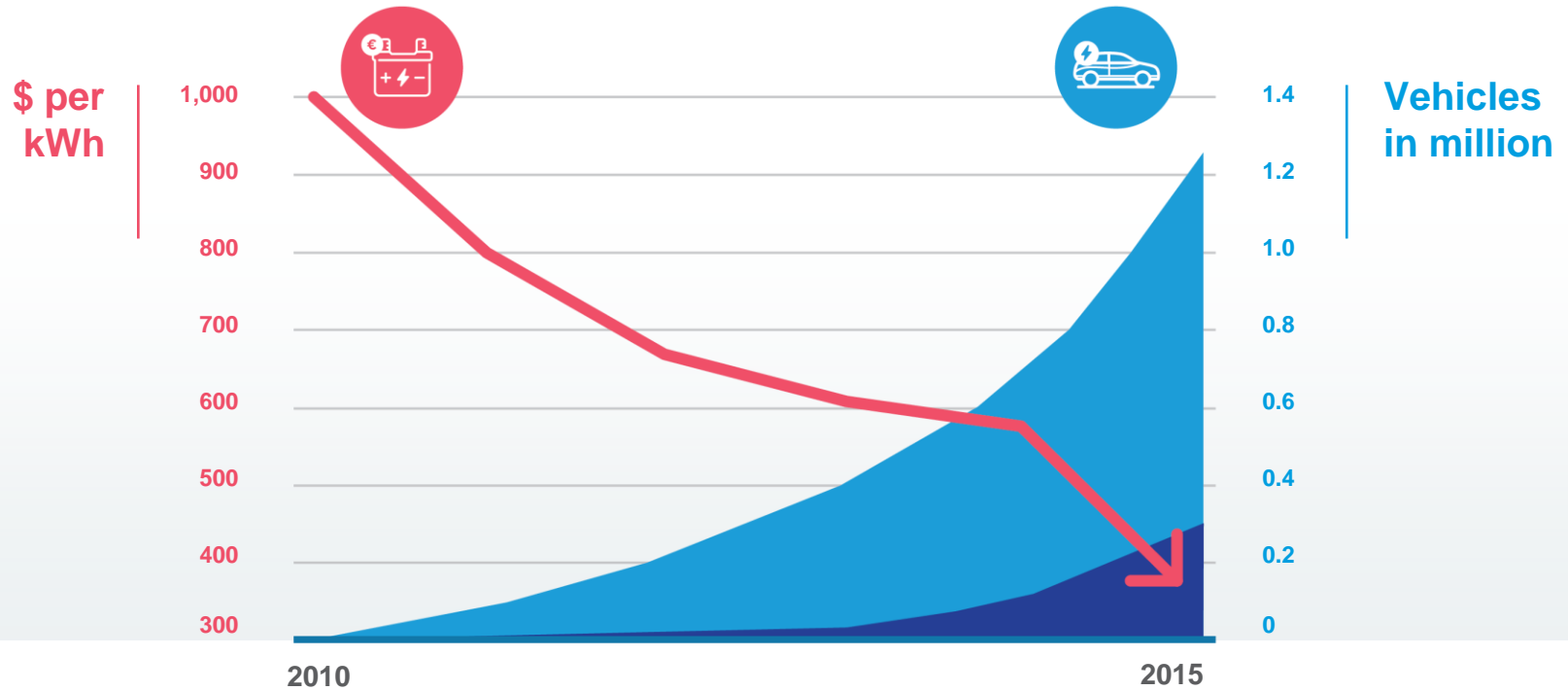


Electrification

> 1 MILLION ELECTRIC VEHICLES ON THE ROAD TODAY!



ELECTRIC VEHICLES ON THE ROAD vs. BATTERY COST



- Number of sold xEV (total)
- Number of sold xEV (China only)
- Costs in \$ per kWh

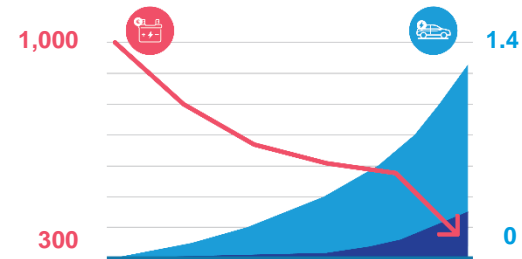


Source: Bloomberg

> 1 MILLION ELECTRIC VEHICLES ON THE ROAD TODAY!



SOLVAY
SOLUTIONS
in today's vehicles



Solef® PVDF
Li-Ion
battery
materials



Ryton® PPS,
KetaSpire® PEEK
for **lightweight**
battery packs



Amodel® PPA,
Ryton® PPS for
electric motors
and parts

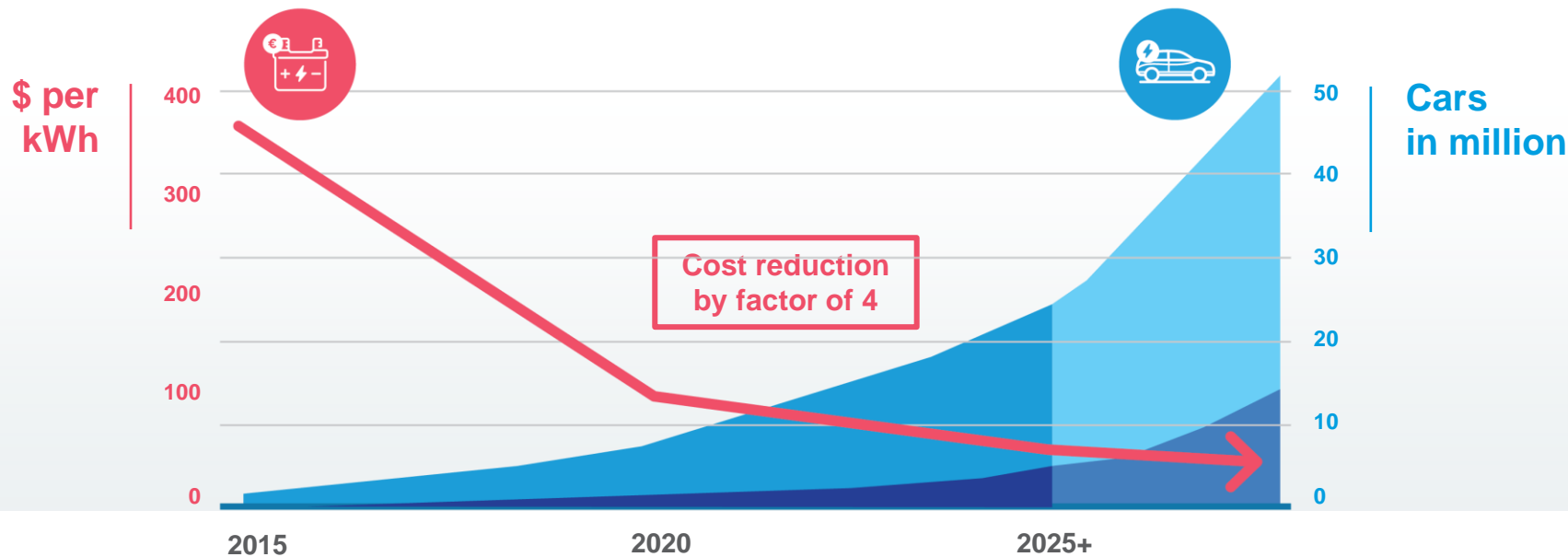


Solvay partnering with leading OEMs on current and future electrification platforms

~10 MILLION ELECTRIC VEHICLES BY 2020



DEPLOYMENT SCENARIOS FOR THE STOCK OF ELECTRIC VEHICLES TO 2030 vs. BATTERY COSTS



● Number of sold xEV (total)

● Number of sold xEV (China only)

● Costs in \$ per kWh

Source: Bloomberg

SOLVAY ADVANCED MATERIALS CRITICAL FOR GROWTH

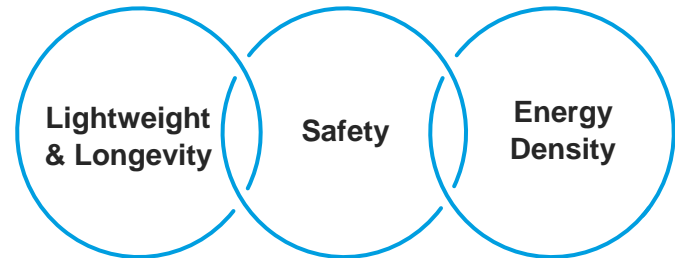


ENABLING

LESS



MORE



Solvay poised to take full advantage of this opportunity



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MORE SUSTAINABLE MOBILITY

Carmelo Lo Faro

Head of Industrial Business Line, Strategy & Business Development, Composite Materials

MORE SOLUTIONS TO AUTOMOTIVE'S SUSTAINABILITY CHALLENGES



COMPOSITES ENABLE



Lightweighting



Electrification



+ Design freedom

SOLVAY IS UNIQUELY POSITIONED TO ACCELERATE COMPOSITES ADOPTION



 All the building blocks and unique core competences to integrate them

UNIQUE CORE COMPETENCES: KEY FOR COMPOSITES

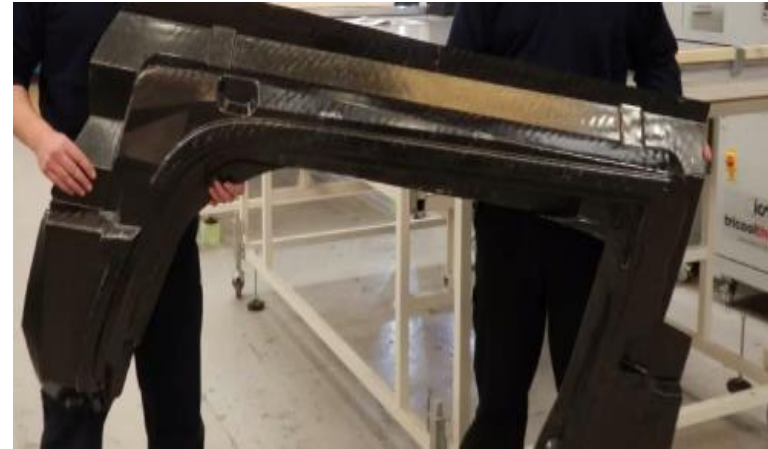


Competences

- Understanding of application-specific needs
- Collaboration with customers
- Knowledge and infrastructure to integrate design, materials & processes

Outcomes

- Deliver production-ready solutions
- Shorten adoption cycle
- Lower business & technology risk
- Capture larger fraction of value pool



SOLVAY'S VISION OF COMPOSITES ADOPTION IN AUTOMOTIVE



OUR
VISION



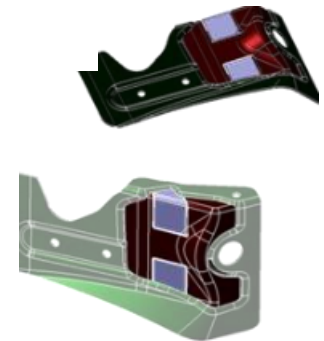
Be a leading supplier of differentiated composite materials solutions



OUR
APPROACH



- Exploit composites' value *beyond just light-weighting*
- Make composite parts cost-competitive vs metals
- Leverage Solvay competences to develop "ecosystem": design, recycling and repair



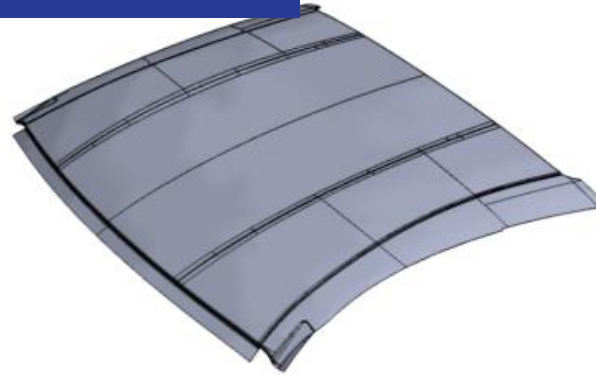
THERMOSET COMPOSITES



Broadly used for aircraft and supercars but traditionally with limited suitability for high volume automotive

Solvay has developed unique technologies that enable automation, faster cycle time and use of existing metal forming assets

Traditional hood



BMW M4 GTS hood



Process Time

12 hours



10 minutes

THERMOSET COMPOSITES: A FULL COMPOSITE CHASSIS



Developed broad set of material and manufacturing technologies to manufacture concept chassis

Leveraged investment in engineering firm to exploit value of composites through design

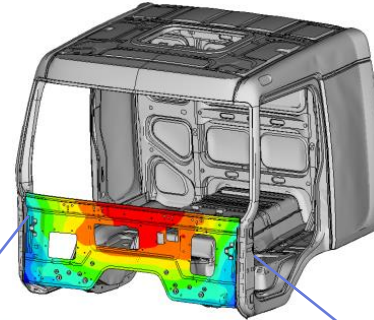


First step of a journey towards a composite-centric chassis used at higher volume

THERMOPLASTIC COMPOSITES ADDRESSING INDUSTRY GAPS



- Fast cycle time
- Assembly
- Recyclability



**Working
on multiple insertion
opportunities with
OEMs and Tier 1s**

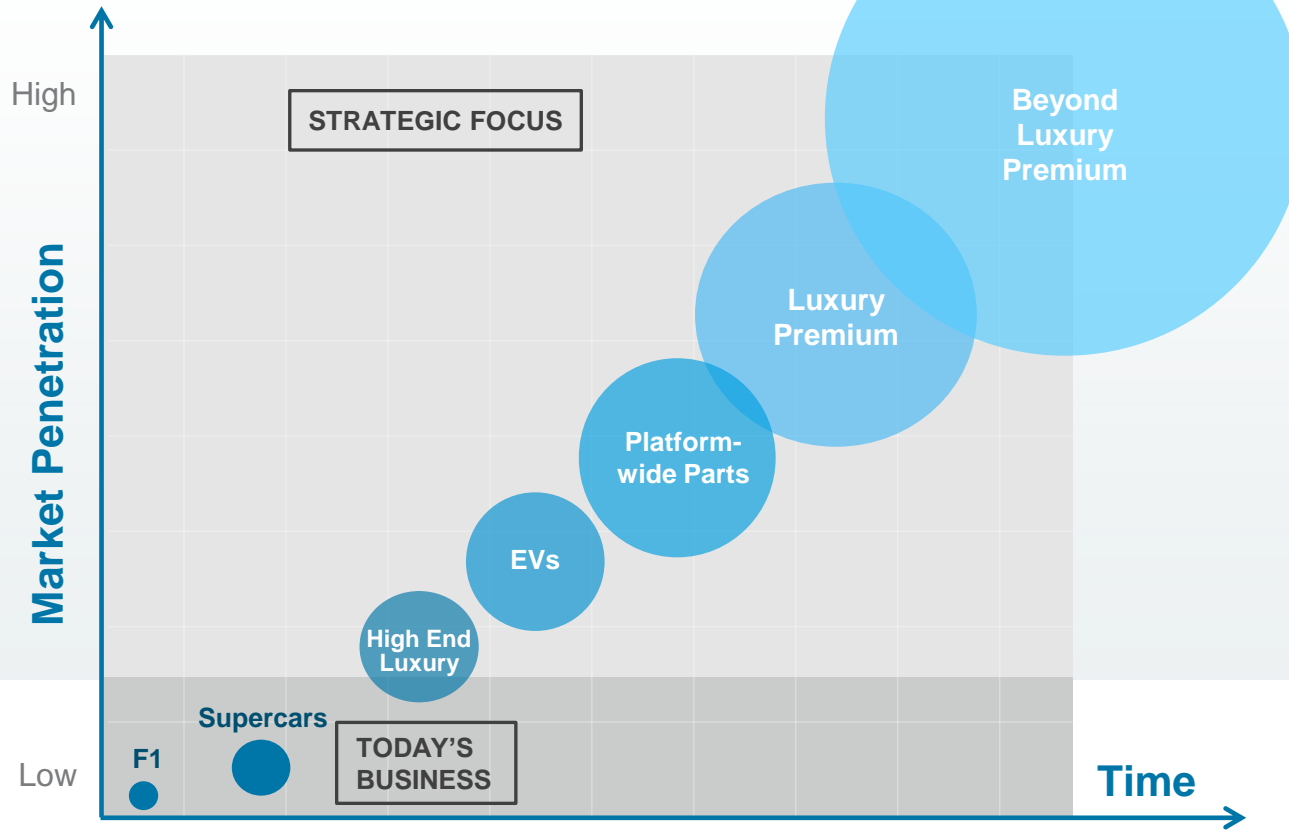


VOLVO TRUCK FIREWALL



Leveraging Composite Materials' & Specialty Polymers' world-class expertise, assets and portfolio to deliver top-line synergies

SOLVAY MARKET PENETRATION



A clear approach based on our understanding of customer needs and technology roadmap



MORE SUSTAINABLE MOBILITY



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APPENDIX

SOLVAY'S KEY CUSTOMERS WITHIN AERO SUPPLY CHAIN

Tier 1

- Spirit Aerosystems
- FACC
- GKN
- Triumph
- Orbital ATK

Next Tiers

- Strata
- BAE Systems
- UTC Aerospace Systems
- Turkish Aerospace Ind
- Honeywell

OEM's



SOLVAY'S KEY AERO PROGRAM POSITIONS

	Program	OEM order book
1M	777X	305
	F-35	200
	787	700
500K	MS-21	175
	A380	125
	C Series	300
	C 919	350
200K	A350	775
	737 MAX	3,200
	A400M	150
	Hondajet	n/a
	737	1,200
	A320neo	4,780
	SSJ 100	110

Source: Industry backlog data as of Sept 2016

This may contain forward-looking information.
Actual results may differ materially.



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MORE
FUTURE

SPEAKERS' RESUME



Roger Kearns

began his career with Solvay in the USA in 1986. He then held various manufacturing, technical, marketing, and business management positions before moving several times to Belgium and Thailand. In 2004, he was appointed President of Solvay Advanced Polymers. From 2008 to 2012 he was General Manager for the Asia-Pacific region and was based in Bangkok, Thailand.

Roger Kearns

Member of the Executive Committee



Since 2008 he has been a member of the Executive Committee of Solvay. In January 2013, he relocated to Solvay's Headquarters in Brussels, Belgium. In 2015, he additionally took on leadership of the integration of Cytec into Solvay.

He holds a degree in chemical engineering from the Georgia Institute of Technology and an MBA from Stanford University.



Bill Wood

President, Composite Materials



Bill Wood

began his career as manufacturing manager at Fiberite Composite Materials in California. He then held various positions in manufacturing and engineering management, and then in general business management, in various locations in the U.S. After Fiberite was acquired by Cytec, he was appointed Managing Director for Cytec's Engineered Materials division in Europe and was an ex-pat in the U.K. from 1999 until 2002 in this role. Upon his return to the U.S., he assumed general management responsibility for Cytec Engineered Materials' Americas and Asia Pacific divisions.

Since 2009 he has been President of Cytec Aerospace Materials, a member of the Cytec Executive Leadership Team, and an officer of Cytec Industries. Upon Solvay's acquisition of Cytec he became President of the Composite Materials GBU.

Bill Wood, a US national is a Summa Cum Laude graduate from the University of Utah with a B.S. in Chemical Engineering. He received an M.B.A. from the Phoenix University.



Augusto Di Donfrancesco

President, Specialty Polymers

Augusto Di Donfrancesco

began his Solvay career in 1987 as a process engineer in Rosignano, Italy. He has held multiple roles within the Solvay Group in Production, Technology and Commercial Operations in the Chemicals and Plastics divisions. In 2005 he moved to Buenos Aires, Argentina, to become the General Manager of Solvay Indupa, a public company listed in the Buenos Aires Stock Exchange with PVC and caustic soda production plants in Argentina and Brazil.

In 2009 he came back to Brussels as General Manager of Specialty Polymers, and finally returned to Italy in 2011 to assume his current role as President of the newly created Global Business Unit Solvay Specialty Polymers.

Augusto Di Donfrancesco, an Italian national, graduated from Pisa University in 1985 with a Bachelor's degree in Chemical Engineering.



Carmelo Lo Faro

*Head of Industrial Business Line, Strategy &
Business Development, Composite Materials*

Carmelo Lo Faro

has full P&L responsibility for the Industrial Business Line of Solvay Composite Materials. He is a member of Solvay Composite Materials Leadership Team and is also responsible for Strategy and Business Development. Carmelo began his career with ICI, as a Research Scientist developing advanced composite materials. He joined Cytec in 2001 and, since then, has held positions of increasing responsibility including Six Sigma Master Black Belt, Product Development Manager, Technology Director, VP of Technology and Chief Technology Officer while living in Europe and in the United States.

Throughout his career, Carmelo has been instrumental in introducing innovative materials and processes on multiple aerospace, defense and automotive programs. He has also developed and executed several strategic partnerships with customers, suppliers and the academic community.

Carmelo holds a Doctorate of Science degree in Material Science, a Master's degree in Mechanical Engineering from Catania University and an MBA from Arizona State University.

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