



SOLVAY

asking more from chemistry®

FIRST QUARTER 2017 RESULTS

May 3, 2017

SAFE HARBOR

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.

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FORENOTE

Following the announcements at the end of 2016 of the intended divestments of the Acetow and Vinythai businesses, these businesses are reclassified as discontinued operations and as assets held for sale. For comparative purposes, the 2016 income statement has been restated. These figures were published on January 17, 2017.

Besides IFRS accounts, Solvay also presents underlying Income Statement performance indicators to provide a more consistent and comparable indication of the Group's financial performance. The underlying performance indicators adjust IFRS figures for the non-cash Purchase Price Allocation (PPA) accounting impacts related to acquisitions, for the coupons of perpetual hybrid bonds, classified as equity under IFRS but treated as debt in the underlying statements, and for other elements that would distort the analysis of the Group's underlying performance. The comments on the results made on pages 2 to 9 of the press release are on an underlying basis, unless otherwise stated.

OVERVIEW

- **Executing our Plan**
- Financial highlights
- Priorities and outlook
- Annexes



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STRONG EARNINGS GROWTH AND CASH GENERATION



Q1 2017

- **Upgraded portfolio**
- **Strong profit growth**
- **Record margin sustained**
- **Record Cash Flow Generation**

Delivering on priorities



2017 FIRST QUARTER RESULTS

STRONG START TO THE YEAR

EBITDA
12% ↗

- Volume/Mix
 - Growth across all operating segments
- Pricing power
 - Slightly negative by (2.1%)
- Fixed costs
 - Operational excellence offset most of the raw material headwinds and higher fixed cost base

EBITDA margin
sustained at 21%

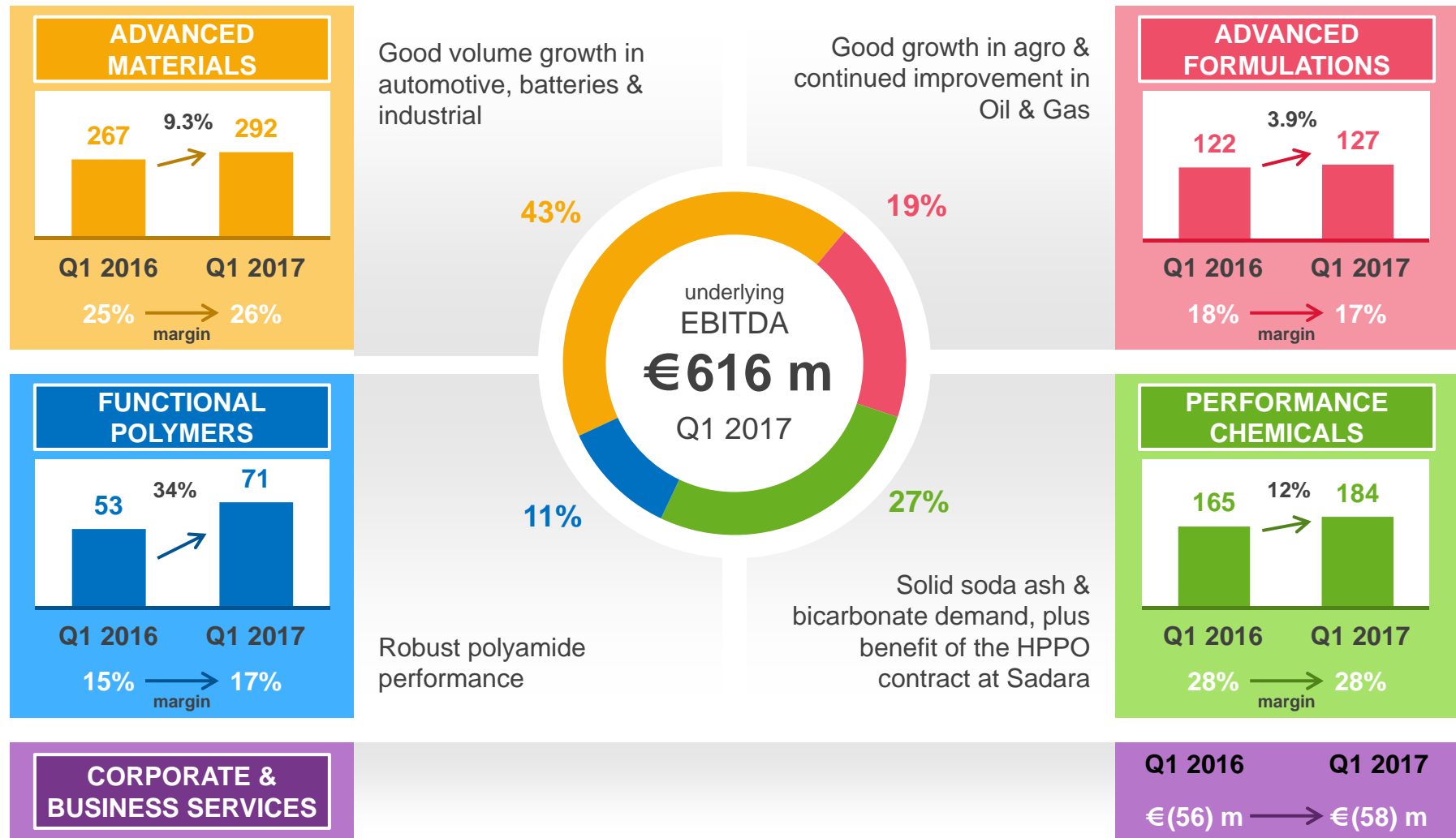
Free cash flow
record €160 m

- Resulting from
 - Strong EBITDA
 - Lower Capex
 - Working capital discipline
- Underlying net debt reduced to €6.4 billion
 - Leverage 2.6x → 2.5x

Cash conversion
up 8pp to 71%

RESILIENT MULTI-SPECIALTY PORTFOLIO

VOLUME-DRIVEN GROWTH ACROSS EACH OPERATING SEGMENT



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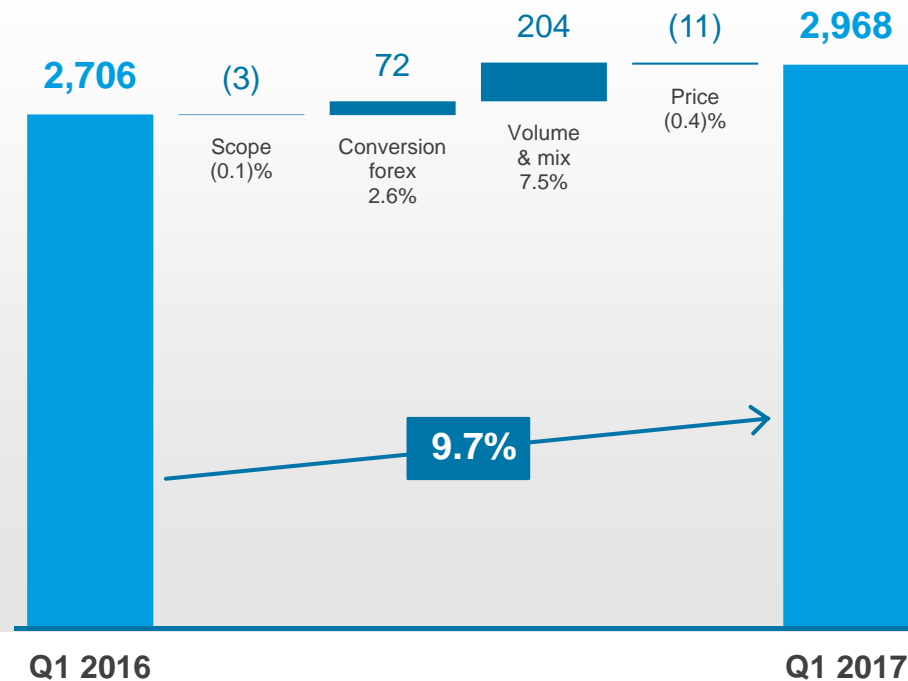
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HIGHER SALES DRIVEN BY VOLUME & MIX

Net sales

in €m



➤ Volume growth

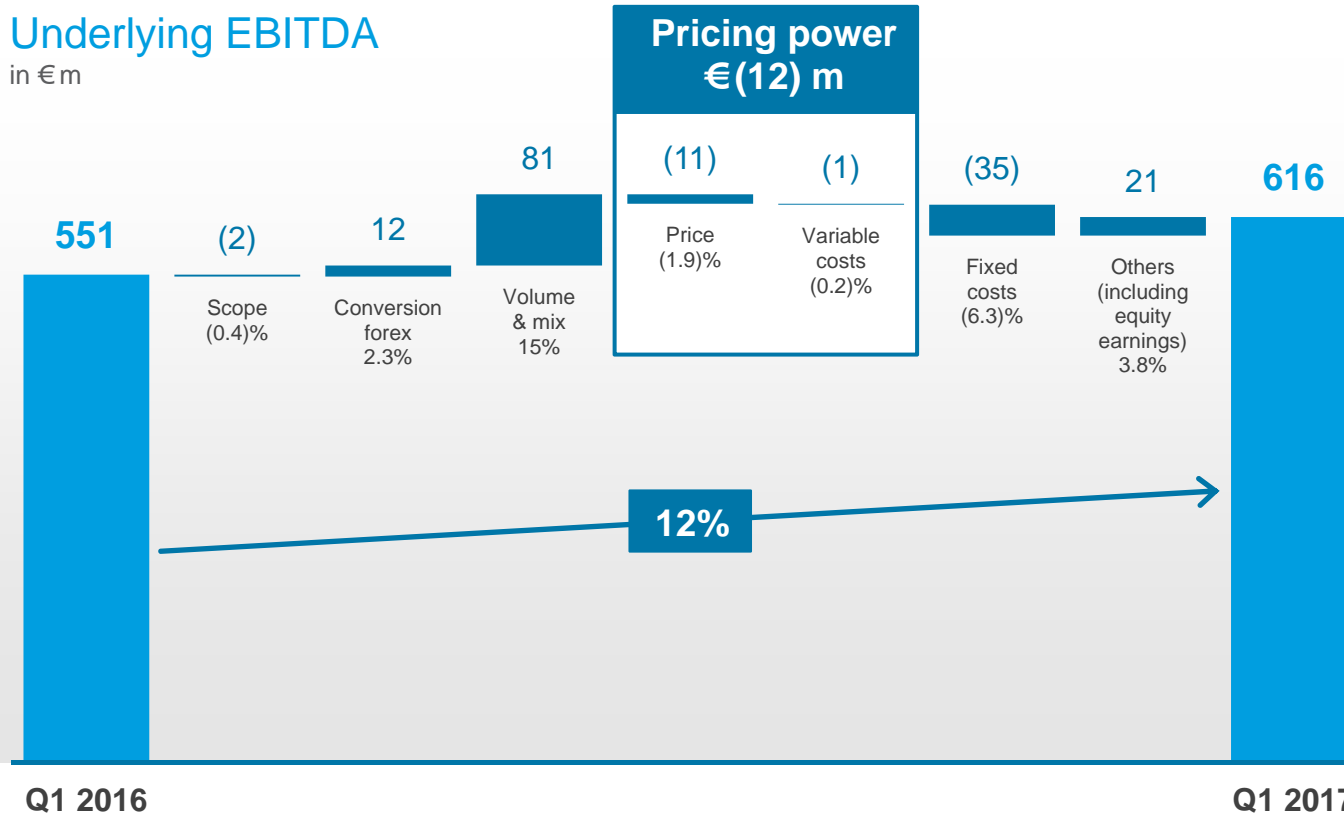
- Volume growth in all four segments
- Good demand from end markets including automotive, industrial & agro

➤ Foreign exchange

- Positive impact mainly from US dollar & Brazilian real

RECORD EBITDA MARGIN SUSTAINED DRIVEN BY VOLUME

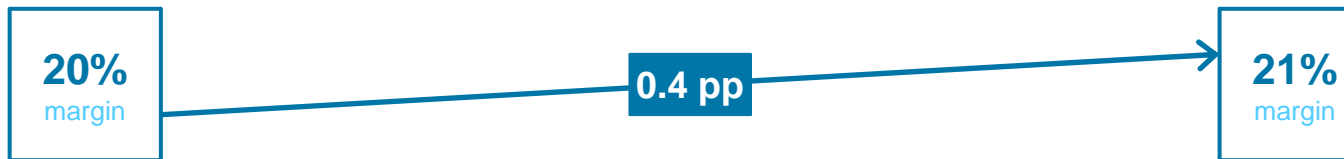
Underlying EBITDA
in €m



↗ **Volume & mix**
Growth across all business segments

↘ **Pricing power**
Higher raw material costs in Advanced Formulations and lower average prices in Performance Chemicals

↗ **Fixed costs**
Higher fixed costs related to volume increase



UNDERLYING NET INCOME REFLECTING HIGHER OPERATING PROFIT

Underlying P&L

in € m	Q1 2017	Q1 2016	% yoy
Net sales	2,968	2,706	10%
EBITDA	616	551	12%
<i>EBITDA margin</i>	21%	20%	-
Depreciation & amortization	(186)	(180)	(4)%
EBIT	429	371	16%
<i>EBIT margin</i>	14%	14%	1pp
Net financial charges	(112)	(124)	10%
Income taxes	(75)	(73)	(3)%
<i>Tax rate (ytd)</i>	25%	31%	(6)pp
Discontinued operations	30	28	6%
Non-controlling interests (-)	(16)	(10)	(64)%
Profit, Solvay share	256	192	33%
PPA impact	(70)	(154)	
Portfolio management	(16)	(135)	
Remediation & litigation	(11)	(11)	
Financial adjustments [1]	31	31	
Tax adjustments [1]	34	80	
Discontinued operations	7	3	
Other adjustments [1]	4	9	
IFRS profit, Solvay share	235	15	<i>n.m.</i>

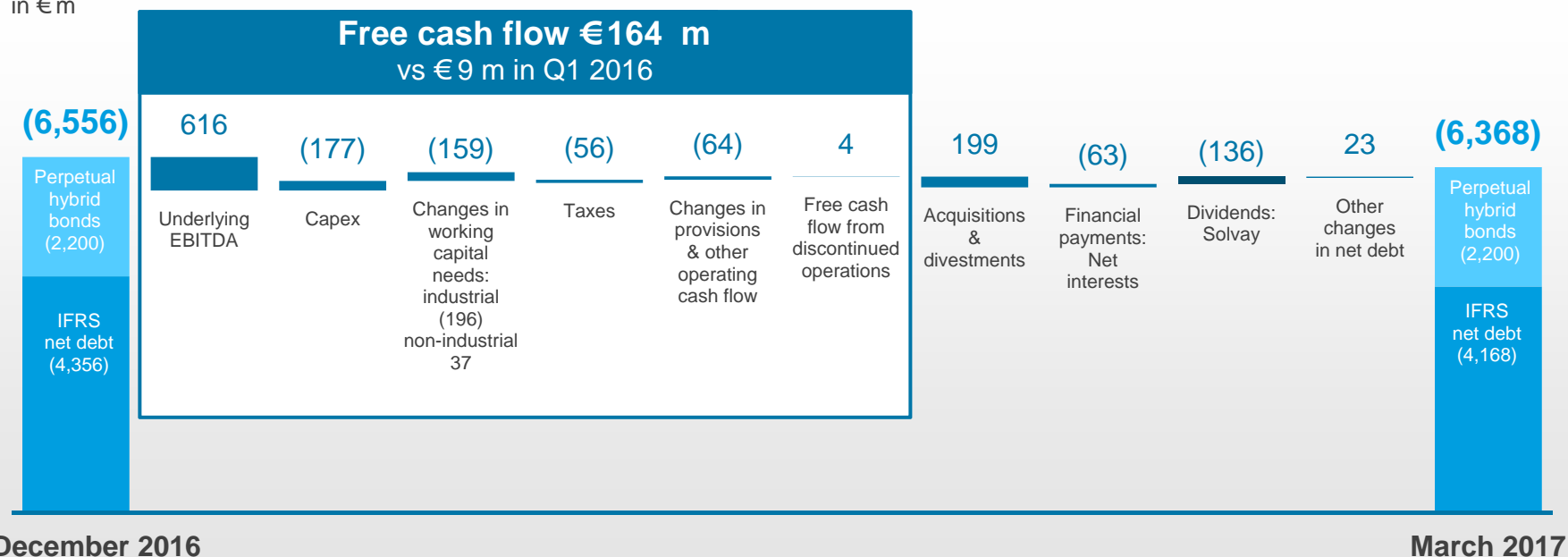
Underlying profit (Solvay share) up 33%

- ↗ Good EBIT growth versus prior year
- ↗ Lower underlying tax rate due to change in geographical mix

FOCUS ON CASH MAINTAINED REDUCTION IN NET DEBT

Underlying net debt^[1] evolution

in € m



Free cash flow of €160 million, significantly up vs. Q1 2016

- ↗ Profit growth
- ↗ Lower capex
- ↗ Working capital discipline maintained

M&A inflow

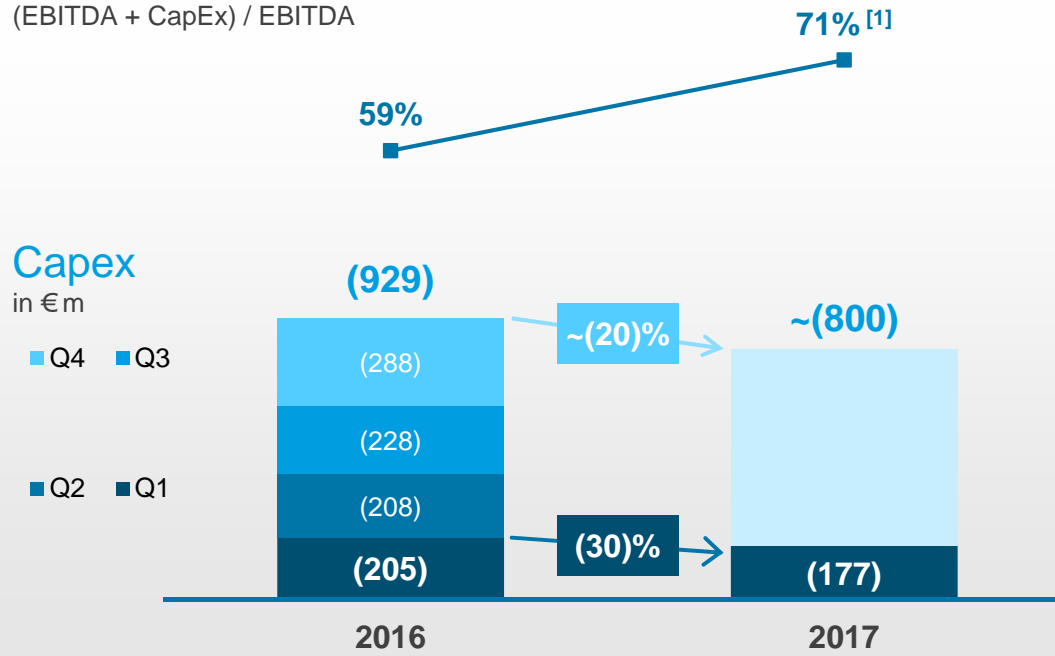
- ↗ Net proceeds primarily from sale of Vinythai & Indupa

Dividends to shareholders

- Interim dividend to Solvay shareholders

IMPROVEMENT IN CASH CONVERSION DRIVEN BY LOWER CAPEX AND HIGHER EBITDA

Cash conversion
(EBITDA + CapEx) / EBITDA



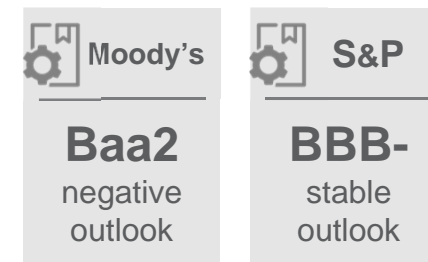
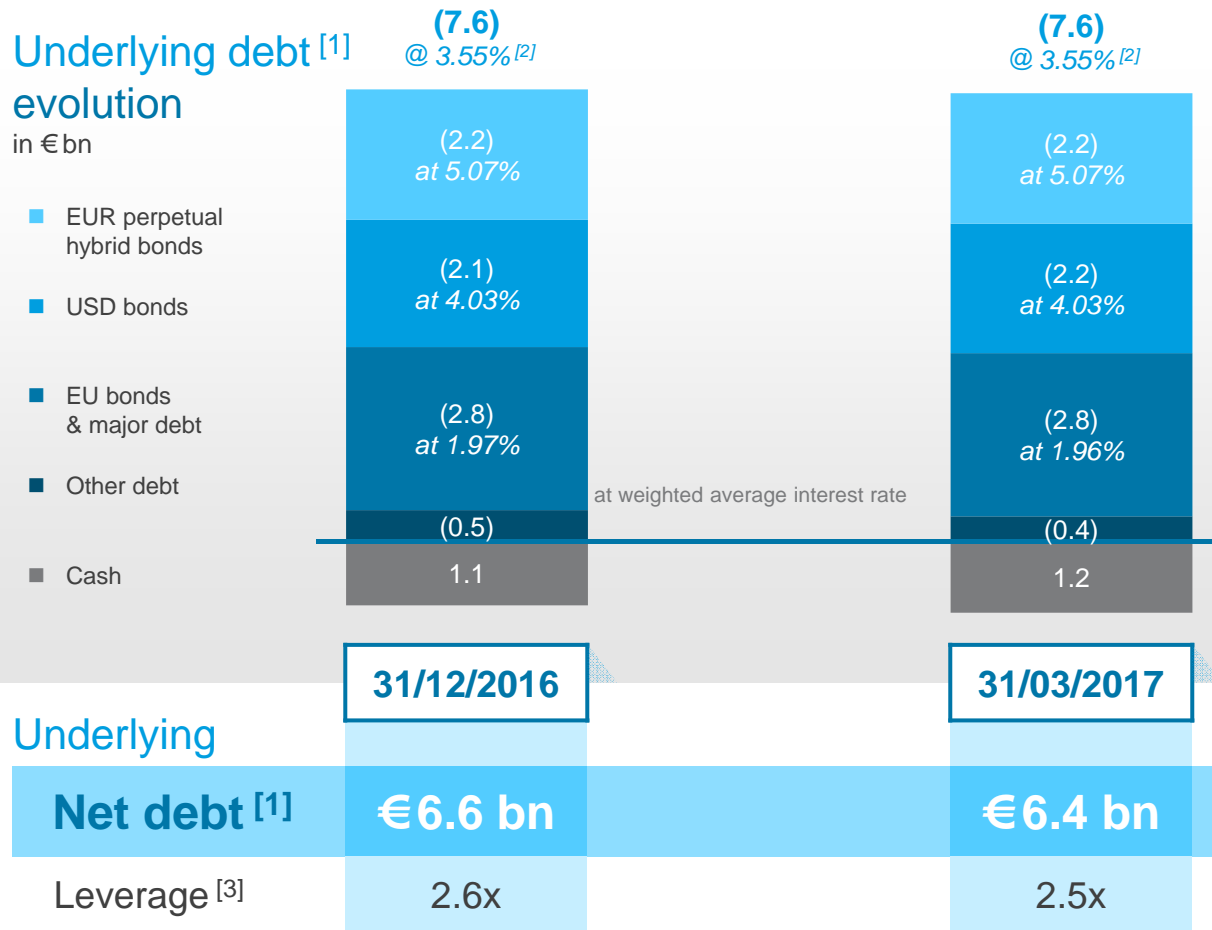
New production in 2017

- PVDF for batteries
- Special Chem high-purity H2O2 in Italy
- Silica in Korea
- Composites/Resins in Germany
- Peroxides HPPO in Saudi Arabia
- Specialty Polymers PEEK in the US

Profit growth
Improved cash conversion

Sustainable improvement
in free cash flow

EFFICIENT CAPITAL STRUCTURE LEADING TO REDUCED COST OF DEBT



INVESTMENT GRADE

[1] Underlying debt includes perpetual hybrid bonds (considered as equity under IFRS)
 [2] Weighted average interest rate of major debt, excluding other debt
 [3] Net debt / underlying EBITDA of last 12 months; 2017 Q1 EBITDA adjusted to include EBITDA of discontinued operations for which the transaction has not been closed.

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OUR PRIORITIES IN 2017



Portfolio optimization

Volume growth

Earnings and cashflow growth

Sustainable progress

OUTLOOK FULL YEAR 2017



**Meet or exceed
mid-single digit
EBITDA growth**

**Free cash flow
from continuing operations
more than €800 million**



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NEXT EVENTS

**May 9
2017**

Annual general
meeting

**May 16
2017**

Final dividend
payment

**August 1
2017**

Q2 & H1 2017
results

**November 8
2017**

Q3 2017
results

ANNEXES

- **Additional Q1 2017 financial data**
- General information
- Other financial considerations for 2017



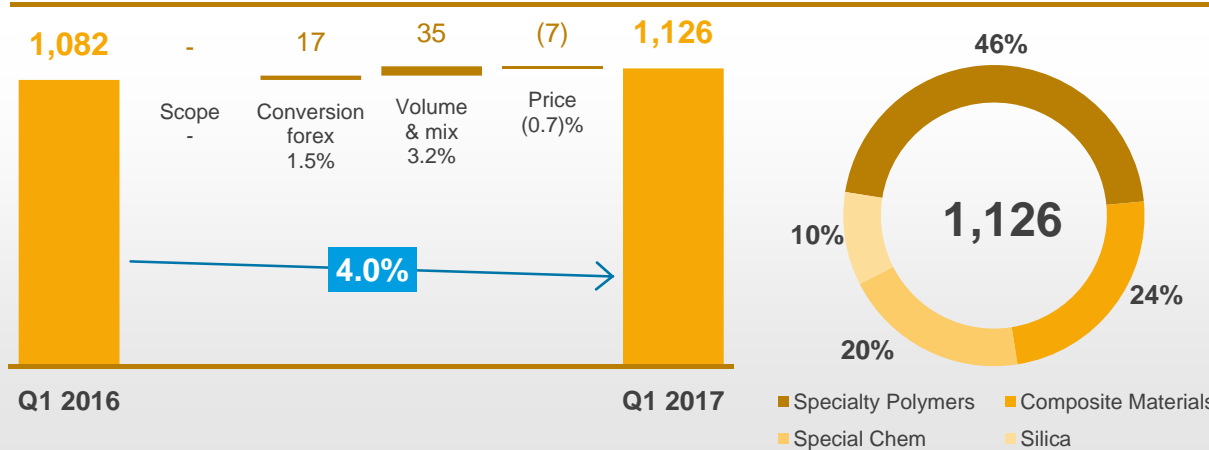
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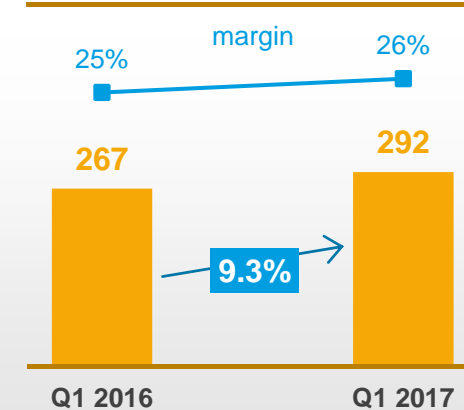
ADVANCED MATERIALS Q1 2017

SOLID EBITDA GROWTH ACROSS DIVERSIFIED MARKETS

Net sales (in €m)



EBITDA (in €m)



Specialty Polymers sales up 9%

- Good demand in automotive & battery markets
- Smart devices recovered from prior year destocking

Composite Materials sales down 3%

- F-35 growth in build rates
- Single-aisle growth offset by wide-body declines in civil aircrafts, business jets & rotorcraft
- Sequential improvement versus last quarter

Special Chem sales up 3%

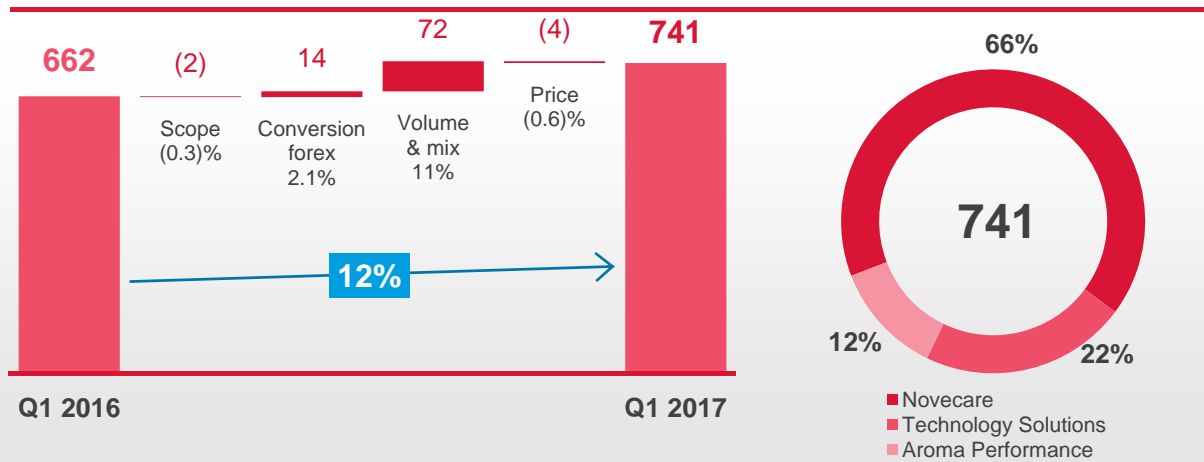
- Growth from automotive catalysts & electronics continued

Silica sales up 2%

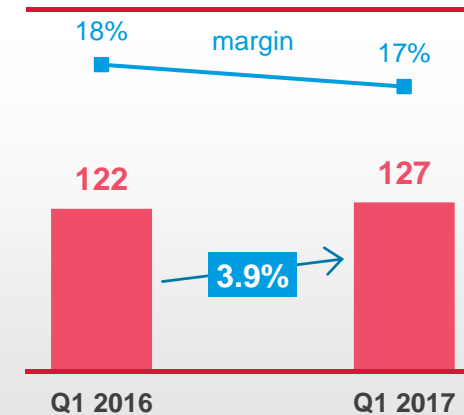
- Volume growth in energy-efficient tire market
- Price declined due to competitive pressure

ADVANCED FORMULATIONS Q1 2017 SALES AND EBITDA GROWTH RETURN

Net sales (in € m)



EBITDA (in € m)



Novecare returns to growth

- Volume growth in agro & industrial markets
- Oil & Gas market showed progressive improvement year on year
- Operational excellence & synergies mostly offset higher variable and fixed costs

Modest sales growth in Technology Solutions

- Growth from new business developments offset short term production issues

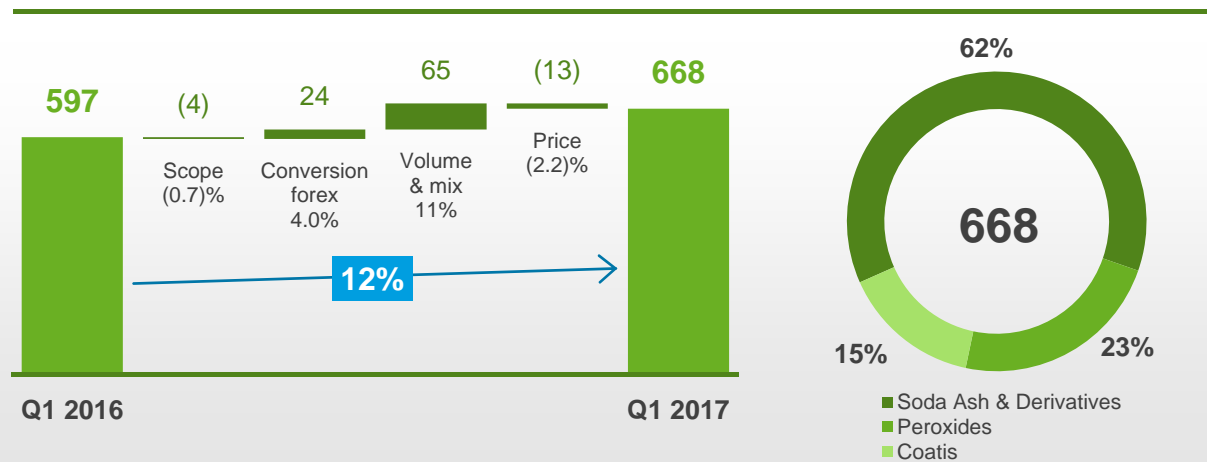
Aroma Performance sales growth

- Volume growth related to new China production
- Competitive price pressure remained

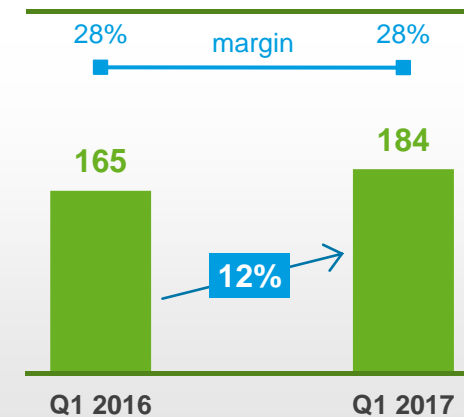
PERFORMANCE CHEMICALS Q1 2017

STRONG EBITDA GROWTH

Net sales (in € m)



EBITDA (in € m)



Soda Ash & Derivatives sales up 11%

- Soda ash seaborne volumes up with modest decline in prices
- Double-digits growth in Bicarbonates

Peroxides sales up 11%

- Growth due to contractual benefits of HPPO plant in Sadara
- Stable conditions across the market

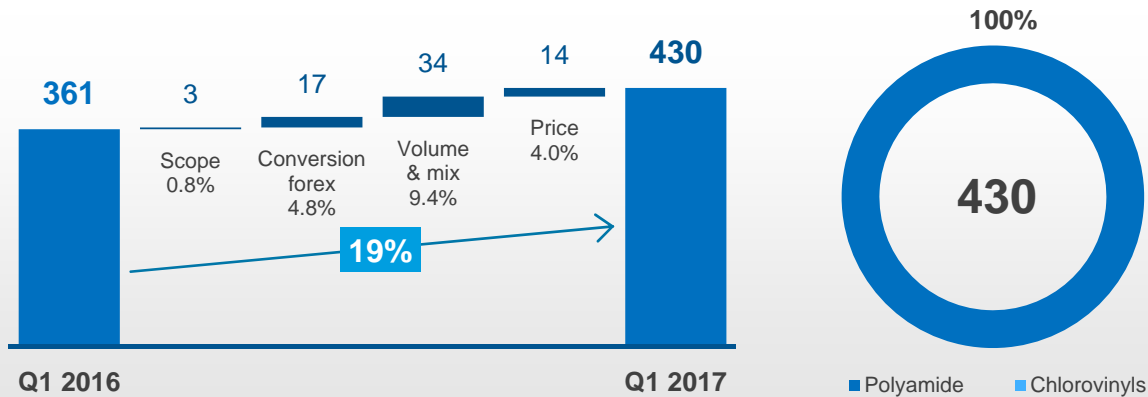
Coatis sales up 23%

- Recovery of Latin American market
- Positive effect from appreciation of Brazilian real

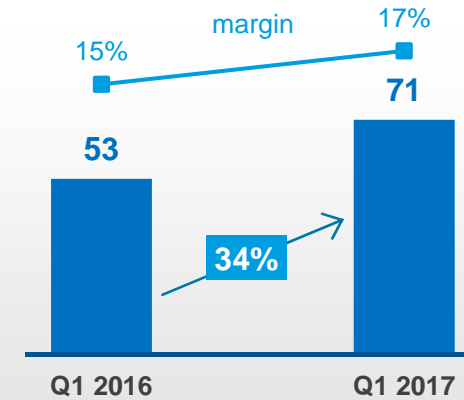
FUNCTIONAL POLYMERS Q1 2017

STRONG EBITDA GROWTH CONTINUES

Net sales (in €m)



EBITDA (in €m)



Polyamide sales up 22%

- Growth driven by higher volumes in intermediates & polymers
- Higher average prices reflect the pass-through of higher raw material costs

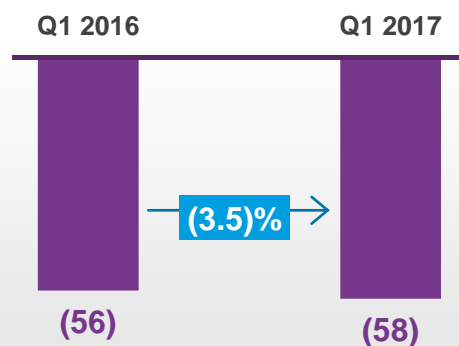
Chlorovinyls largely stable

- Positive contribution from RusVinyl JV (Russia)
- Market demand remains stable

CORPORATE & BUSINESS SERVICES Q1 2017

STABLE CONDITIONS

EBITDA (in €m)



<i>in € m</i>	Q1 2016	Q1 2017
Energy Services	(2)	4
Other C&BS	(54)	(62)
Corporate & Business Services	(56)	(58)

Energy Services

- Stable business conditions
- Benefited from prior restructuring of renewable energy assets

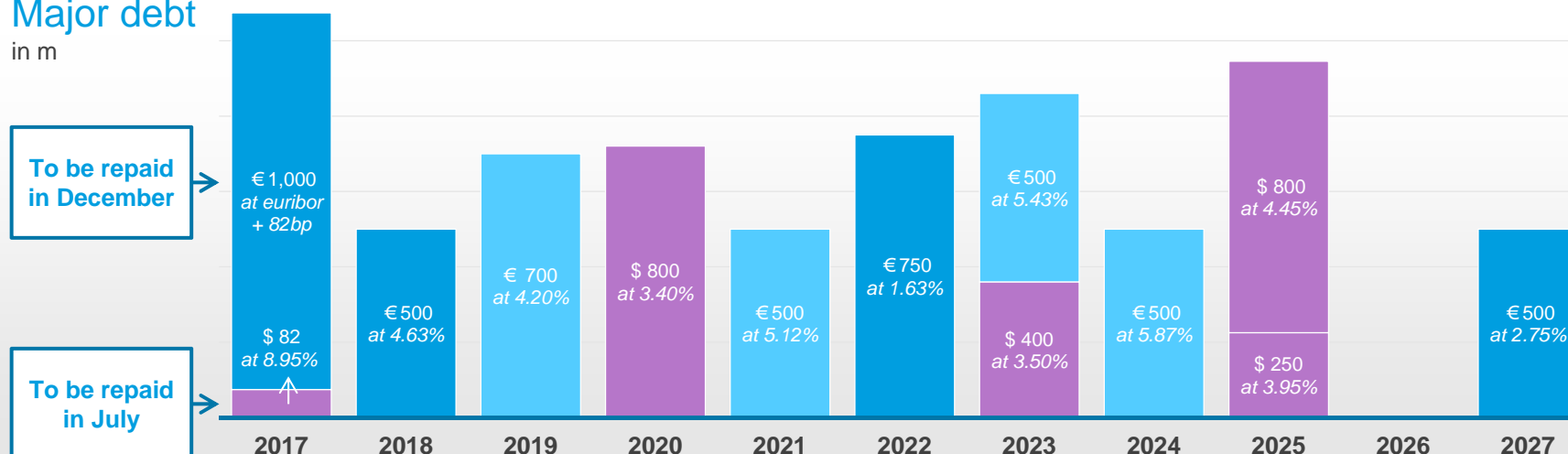
Other Corporate & Business Services

- Higher costs related to phasing over quarters

DEBT PROFILE

BALANCED MATURITIES ALLOWING FLEXIBILITY

Major debt
in m



Major debt ^[1]

December 31, 2016

March 31, 2017

	Face value	Average maturity	Average cost	Face value	Average maturity	Average cost
EUR bonds ^[2]	2,750	4.3	1.97%	2,750	4.0	1.96%
EUR perpetual hybrid bonds ^[2]	2,200	5.1	5.07%	2,200	4.8	5.07%
USD bonds	2,212 ^[3]	6.5	4.03%	2,183 ^[3]	6.2	4.03%
Total major debt	7,162	5.2	3.55%	7,133	4.9	3.55%
	in € m	in years		in € m	in years	

25

Q1 2017 results
May 3, 2017

[1] Major debt only, excluding cost of currency swaps

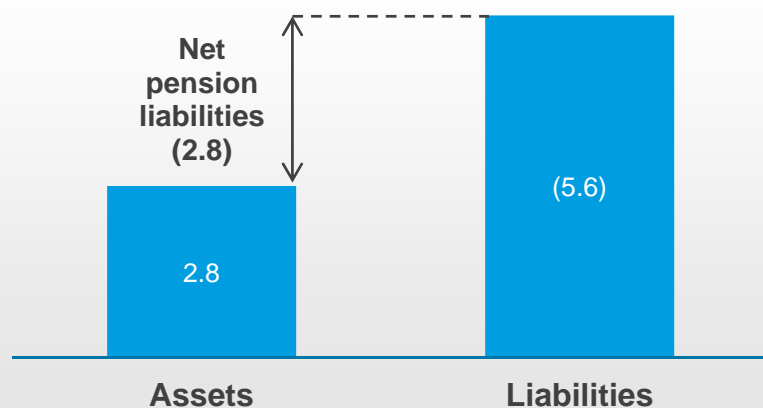
[2] At 1st call date

[3] USD 2,332 m

NET PENSION LIABILITIES ^[1] UP ON LOWER DISCOUNT RATES

Pensions (31/03/2017)

in €bn



Net pension liabilities decreased by €0.1 bn

- Pension liabilities down to € (5.7) bn following discount rates increase
- Pension assets flat at € 2.8 bn

Cash contribution of €(40) m in Q1 2017

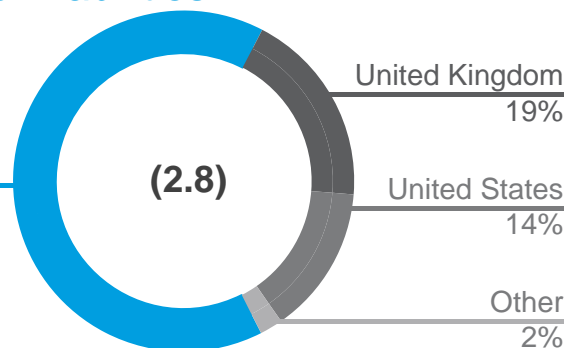
- vs €(41) m in Q1 2016

Net pension liabilities

(31/03/2017)

in €bn

Euro-zone
65%



All presented figures are for continuing operations only

Discount rate evolution ^[2]

Currency	31/03/2017	31/12/2016	Change
EUR	1.75%	1.50%	0.25 pp
GBP	2.75%	2.75%	0.00 pp
USD	4.00%	4.00%	0.00 pp
Average	2.72%	2.62%	0.10 pp

ANNEXES

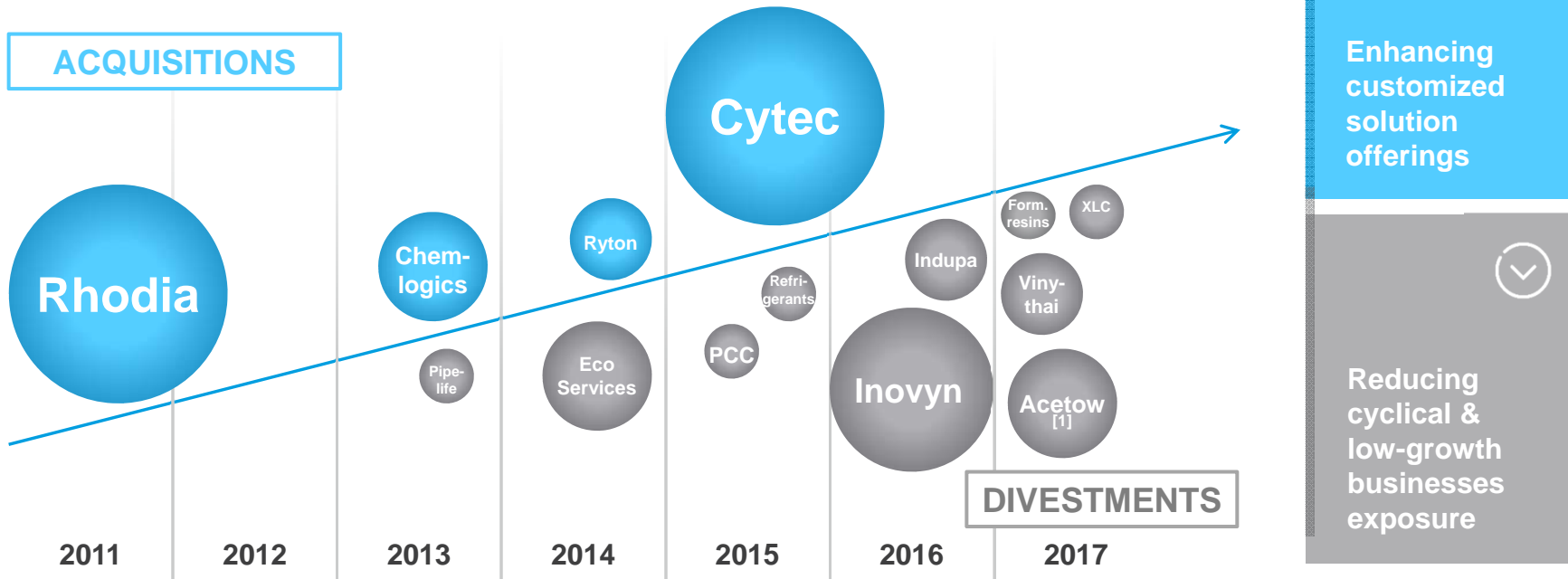
- Additional Q1 2017 financial data
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- Other financial considerations for 2017



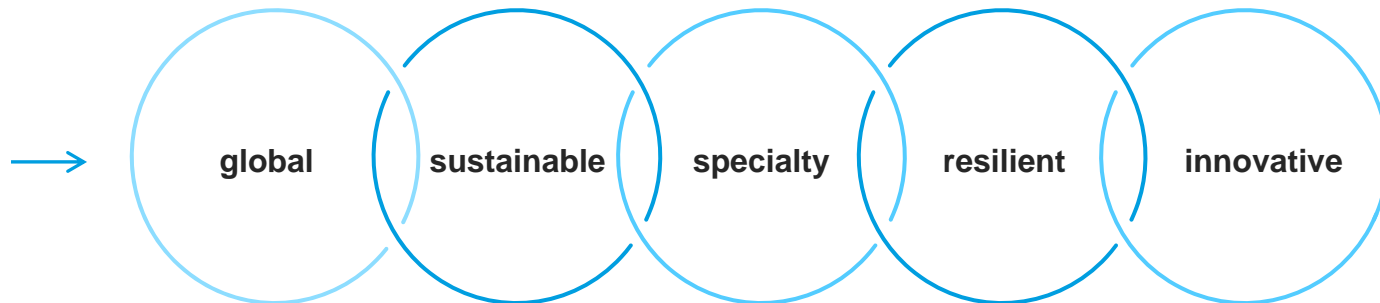
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UPGRADED PORTFOLIO



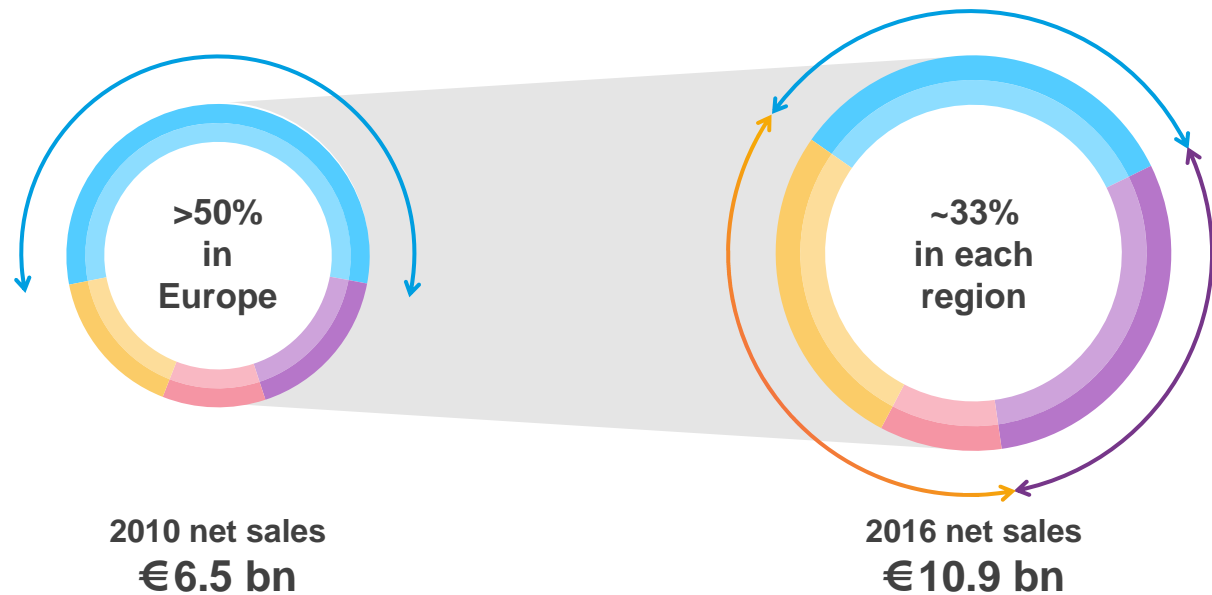
MORE →



OUR GLOBAL PROFILE

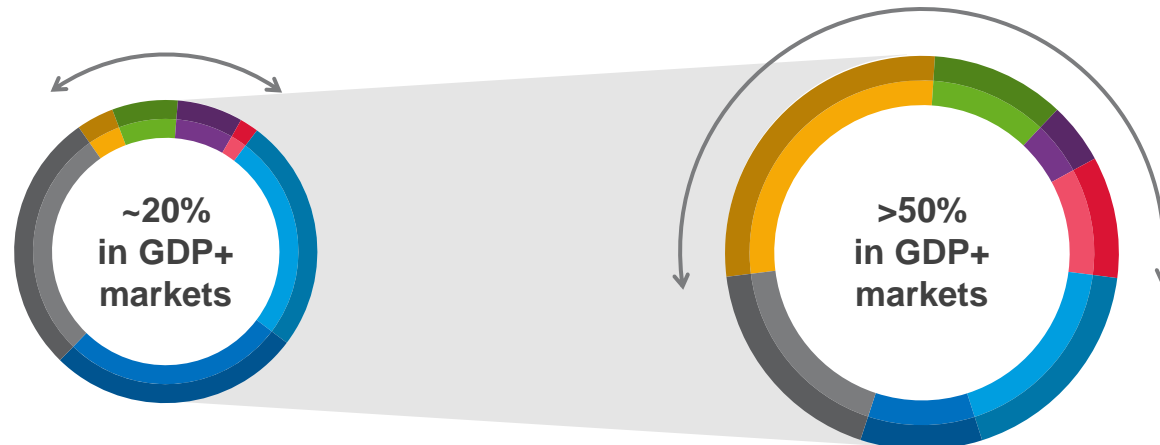
GEOGRAPHIES

- Europe
- Asia & RoW
- Latin America
- North America

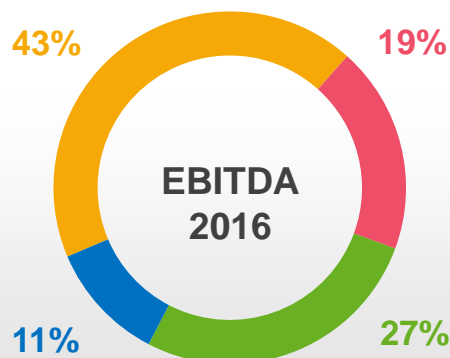


MARKETS

- Automotive & aerospace
- Resources & environment
- Electrical & electronics
- Agro, feed & food
- Consumer goods & healthcare
- Building & construction
- Industrial applications



ALIGNED BUSINESS SEGMENTS STRATEGICALLY COHERENT TO DRIVE RESULTS



GROWTH ENGINES

ADVANCED MATERIALS	ADVANCED FORMULATIONS
High performance materials, providing solutions for sustainable mobility: light-weighting , CO ₂ and energy efficiency	Customized specialty formulations in surface chemistry , optimizing efficiency, minimizing environmental impact
Specialty Polymers #1	Novecare #1
Composite Materials #2	Technology Solutions #1
Special Chem #1	Aroma Performance #1
Silica #1	
€4,313 m	€2,668 m
€1,110 m	€484 m
26%	18%
9.4%	6.1%

RESILIENT CASH CONTRIBUTOR

PERFORMANCE CHEMICALS
Leading positions in chemical intermediates, through scale and technology
Soda Ash & Derivatives #1
Peroxides #1
Coatis #1
€2,460 m
€695 m
28%
8.9%

FUNCTIONAL POLYMERS
Leading regional positions in functional polymers, with focus on excellence
Polyamide #3
Chlorovinyls #2
€1,436 m
€222 m
15%
5.1%

Market positions:

- #X Global market position in main markets addressed
- #X Regional market position in main markets addressed

2016	GROUP
Net sales	€10,884 m
EBITDA	€2,284 m
margin	21%
CFROI	6.3%

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UNDERLYING EBIT(DA) CONSIDERATIONS FOR 2017

Scope effects

- Divestments having led to restatements in 2016
 - Latin American PVC activity Indupa sold end 2016
 - Asian PVC activity Vinythai sold in February 2017
 - Acetow closing expected in the first half 2017
 - Inovyn: price adjustment payment ~€ (80) m in 2017

Depreciation & amortization

- Underlying D&A of ~€ (750) m
 - Excludes PPA amortization
- PPA amortization of ~€ (290) m
 - Includes PPA impacts from Rhodia, Cytec and other smaller acquisitions (e.g. Chemlogics, Ryton)

Forex sensitivity

- Immediate impact on conversion exposure
- Deferred transactional impact due to hedging (6-12 month rolling basis)
- Mainly linked to USD
 - Sensitivity in 2017:
 - ~ € 120 m underlying EBITDA per (0.10) \$/€
 - ~60% conversion / ~40% transactional
- Other forex exposures
 - GBP, CNY, BRL, JPY, RUB, KRW, THB
- Evolution of main currencies Solvay is exposed to:

Quarterly averages	Developed markets			Emerging markets				
	USD	JPY	GBP	BRL	RUB	CNY	KRW	THB
/€	1.102	127	0.770	4.30	82.45	7.21	1324	39.28
Q1 2016	1.102	127	0.770	4.30	82.45	7.21	1324	39.28
Q1 2017	1.065	121	0.860	3.35	62.52	7.34	1227	37.39
YoY Change	-3.4%	-4.7%	11.6%	-22.2%	-24.2%	1.7%	-7.3%	-4.8%
As of Mar 31, 2017 Source: ECB				Red=EUR depreciatoin, Green=EUR appreciation				

UNDERLYING FINANCIAL, CASH & TAX CONSIDERATIONS FOR 2017

Underlying net financial charges

Underlying net financial charges expected at ~€ (425) m, excluding foreign exchange fluctuations impact

- **Underlying net cost of borrowings** at expected at ~€ (230) m
- **Coupons from perpetual hybrid bonds** expected at ~€ (112) m (considered as dividend & equity under IFRS)
 - € (84) m in Q2 and € (27) m in Q1
 - Average cost: 5.1%
- **Non cash recurring discounting provisions** expected at ~€ (80) m
- Net debt sensitivity to US dollar is approximately € (200) m per US\$ (0.10) change

Other elements

➤ Cash flow

- Cash expenses for pensions projected at € (210) m
- Capital expenditure from continuing operations is expected at ~€ (800) m

➤ Tax rate

- Underlying tax rate (adjusted for PPA and other factors) expected at ~30%

Solvay's ADR program

Convenience of investing in American Depositary Receipts (ADRs) through a sponsored Level 1 program

ADR Symbol	SOLVY
Platform	OTC
CUSIP	834437303
DR ISIN	US834437305
Underlying ISIN	BE0003470755
SEDOL	BD87R68
Depository bank	Citi
ADR ratio	1 ORD : 10 ADR

Benefits of ADRs:

- Clear and settle according to US standards
- Convenience of stock quotes and dividend payments in US dollars
- Purchase in the same way as other US stocks via a US broker
- Cost effective means of building an international portfolio

For questions about creating Solvay ADRs, please contact Citi:

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