



SOLVAY

asking more from chemistry®

FY 2014 results

February 26, 2015

FORENOTE

All historic data are restated for comparison purposes, unless otherwise indicated.

- 2013 data for the Group's application of IFRS 11 effective January 1st 2014.
- 2013 and 2014 H1 data for the discontinuation of Eco Services and the re-allocation of Corporate shared services costs

Furthermore, Solvay presents Adjusted Income Statement performance indicators that exclude non-cash Purchase Price Allocation (PPA) accounting impacts related to the Rhodia acquisition.

Transformation momentum

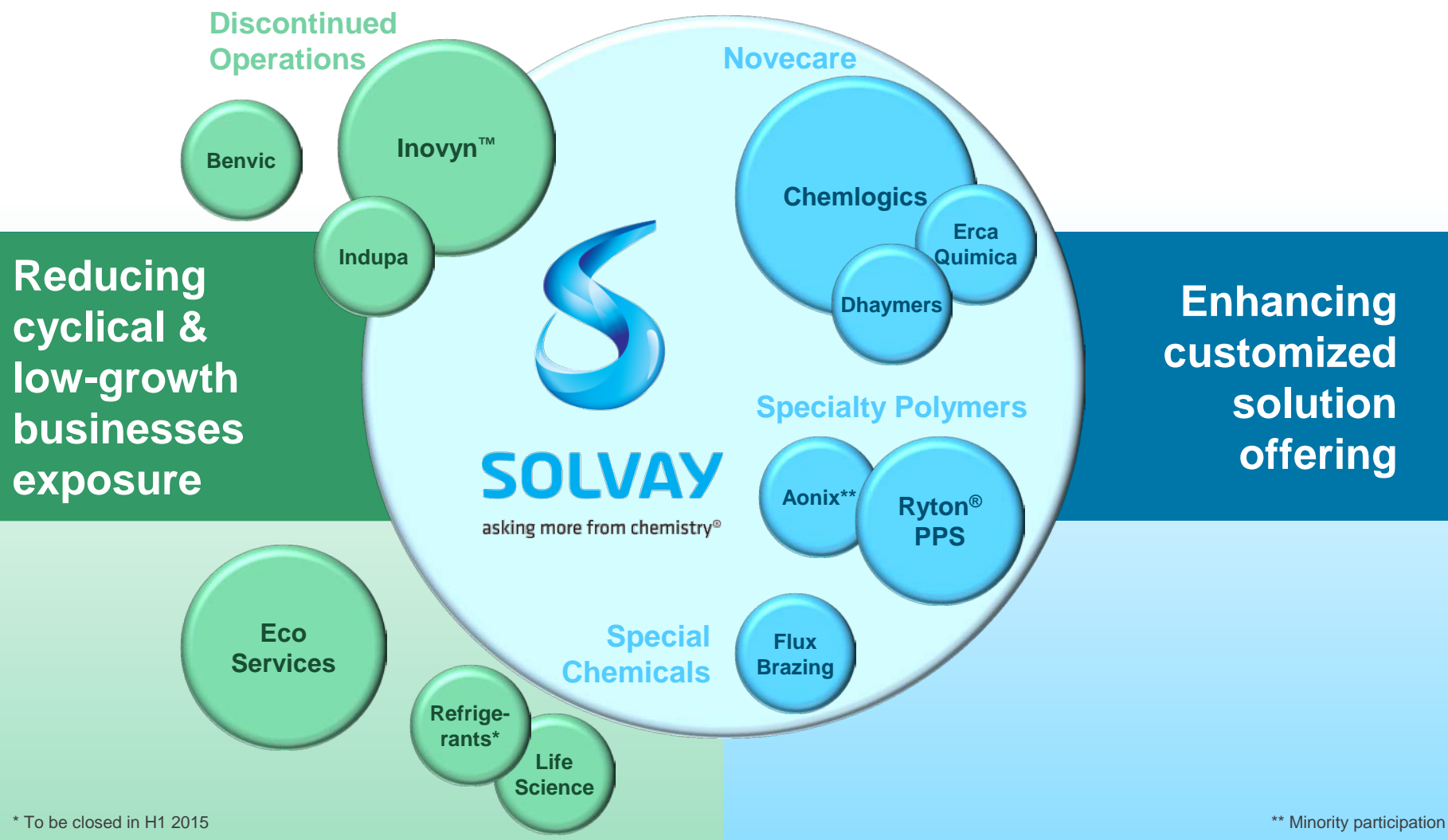
2014
Delivery

- Portfolio upgrade
- Excellence delivery
- Earnings growth
- More efficient capital structure

**Dividend
up**

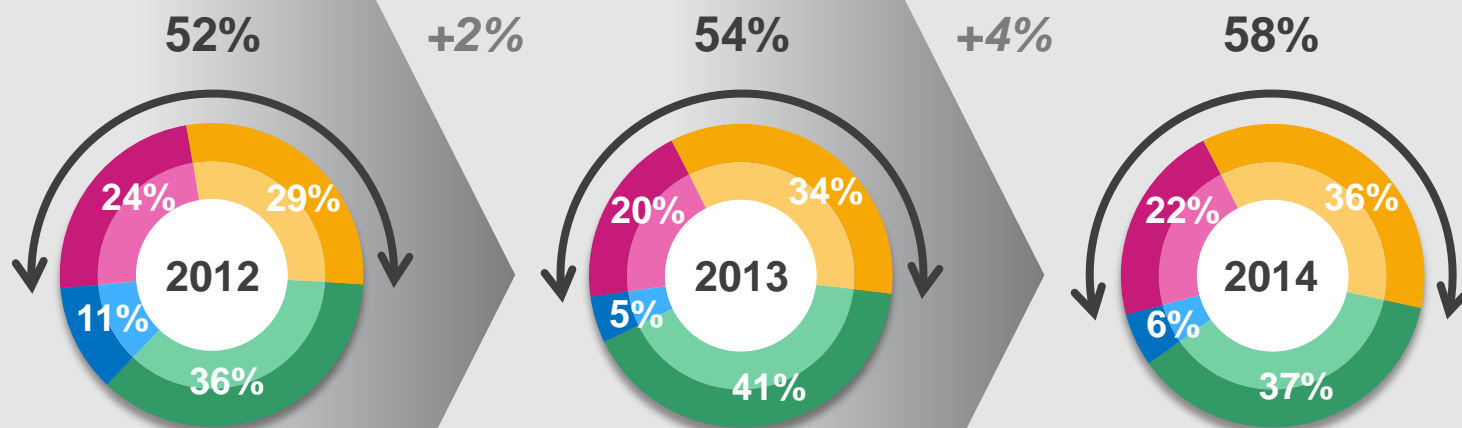
Towards a higher growth, less cyclical & greater returns Group

Portfolio reshaping: Redeployment for value



Enhancing growth potential, reducing cyclicality

REBITDA in Growth Engines



As published (restated for IFRS 11)

Advanced
Formulations

Advanced
Materials

Performance
Chemicals

Functional
Polymers

2014, sustained delivery

€10.2 bn

Net Sales

+5%

yoy

- Organic innovation-driven volume growth
- Strong Chemlogics contribution
- Stable prices: Commercial excellence offset lower raw materials cost environment

€1,783 m

REBITDA

+11%

yoy

- Sustained 2-digit growth throughout the year
- Margin up 90 bp to 17.5%
- All operating segments contributing
- Margin improvement driven by excellence

€156 m

Net Income

Adjusted, Group share

€ 378 m

in 2013

- Impairments (European Chlorovinyls, RusVinyl and Chinese Epicerol® plants, mostly non-cash)
- Impact of Ruble devaluation on RusVinyl
- Recognition of deferred tax assets

€656 m

FCF

€ 487 m

in 2013

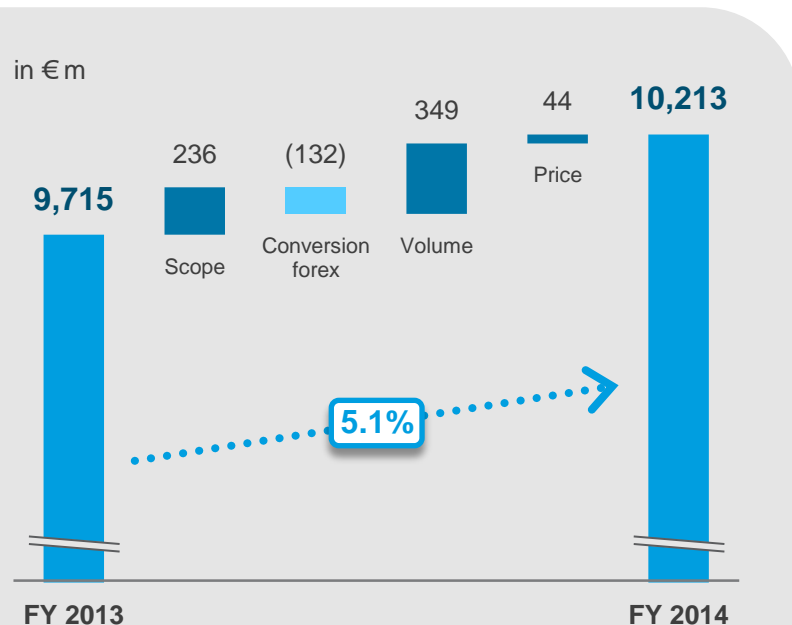
- REBITDA increase
- IWC control
- Capex increase

FCF from Discontinued € 144 m vs € 289 m in 2013

Q4 2014 results

Sales boosted by innovation and successful business integration

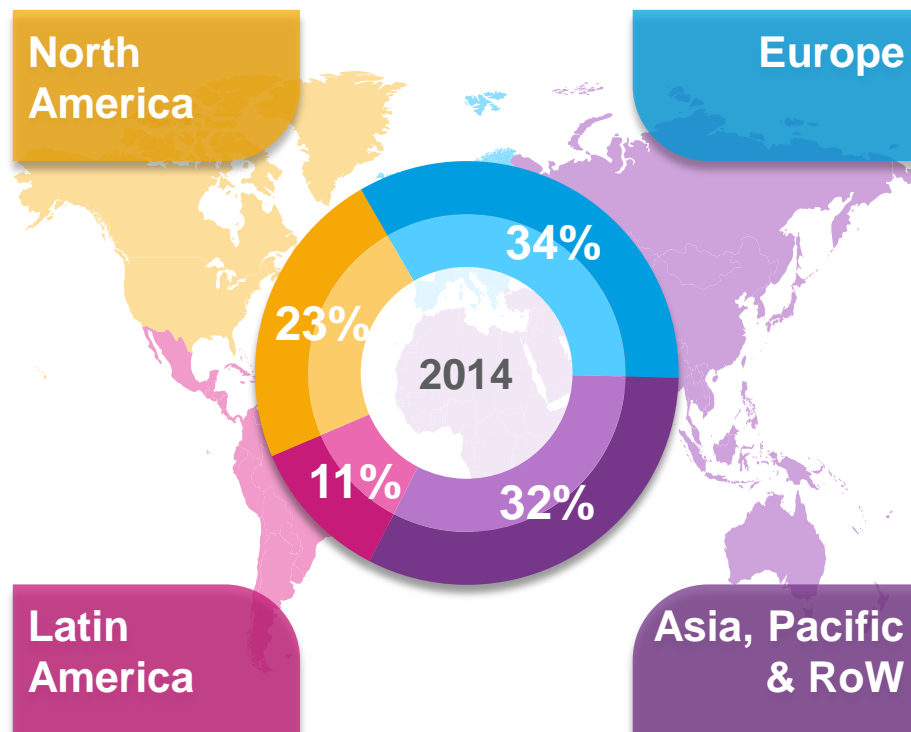
Net sales



Reported growth
⬆ 5%

Excluding scope,
conversion forex, and
2013 CER sales
phase-out

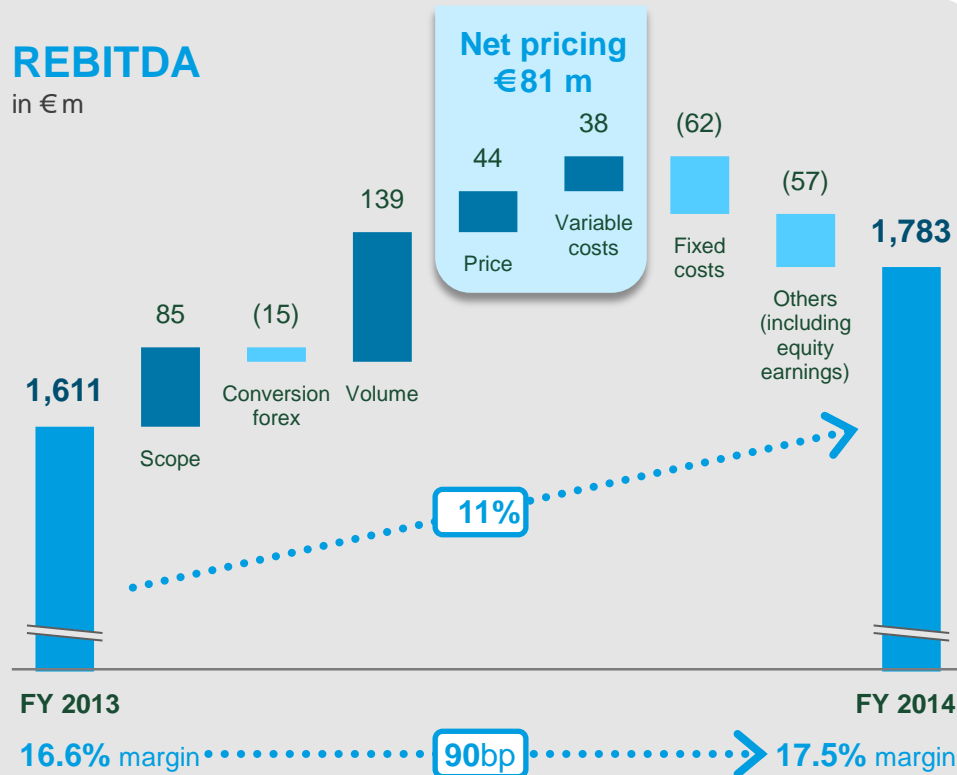
Underlying growth
⬆ 5%



Robust REBITDA growth, margin expansion

REBITDA

in € m



Reported growth
↗ 11%

Excluding scope, conversion forex and 2013 one-offs (CER and insurance captive)

Underlying growth
↗ 11%

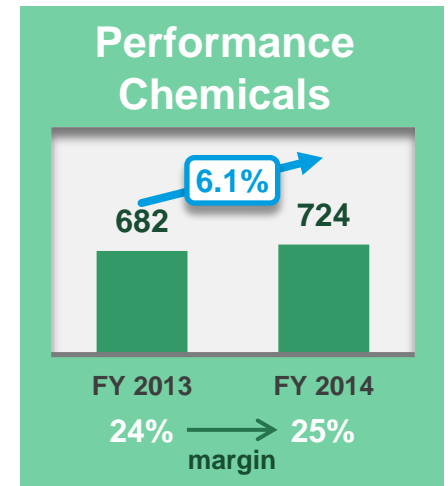
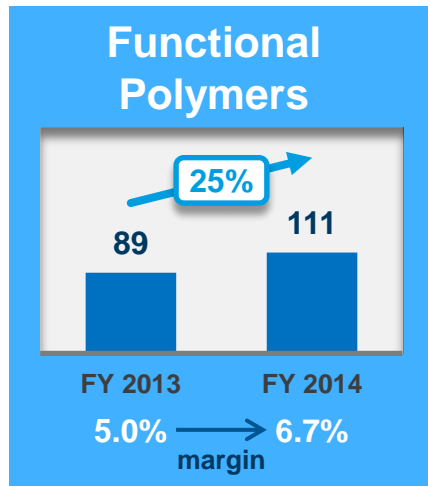
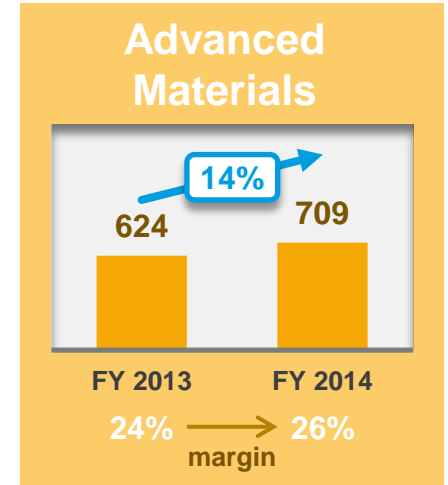
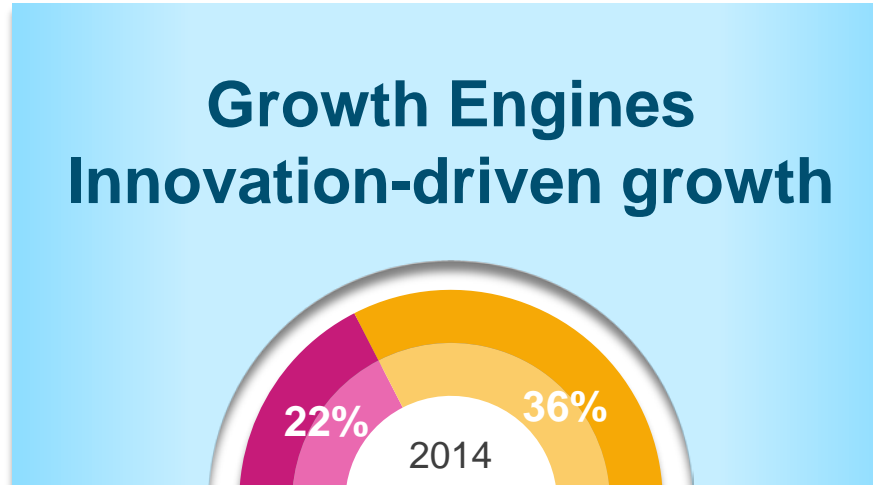
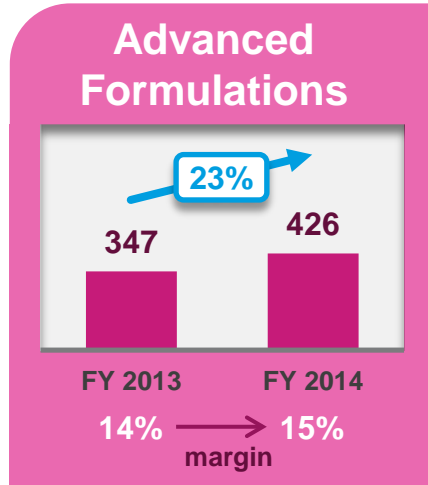
Excellence delivers

- **Innovation**
 - Drove volume & mix ↗ 9%
- **Commercial excellence**
 - Sustained prices, despite deflationary raw materials cost environment
- **Operational excellence**
 - Reduced variable costs
 - Offset fixed cost inflation

~ €300 m delivered in 2014

REBITDA and margin up across all operational segments

REBITDA 2014 (in €m)



Net income impacted by impairments and other exceptionals

Adjusted* P&L

in € m	FY 2014	FY 2013
Net sales	10,213	9,715
REBITDA	1,783	1,611
Other elements	(72)	(25)
Depreciation & Amortization	(641)	(614)
Non-recurring items	(308)	(239)
EBIT	761	734
Net financial charges	(309)	(213)
Income taxes	(120)	(209)
Result continuing operations	333	312
Result discontinued operations	(244)	110
Net income	89	422
Non-controlling interests	67	(44)
Net income Solvay share	156	378

Other elements linked to RusVinyl and M&A impacts

- RusVinyl € (65) m: mainly ruble devaluation impact on euro debt

Non-recurring costs

- Non-cash impairments € (160) m on RusVinyl and Chinese Epicerol® plant
- Restructuring expenses down to € (49) m
- Environmental, litigation and portfolio management provisions € (99) m

Net financial charges lower underlying but impacted by discount rate

- Net debt charges fell € 21 m to € (145) m (€ (124) m underlying), following debt repayments in H1
- Discounting costs for pension and environmental provisions up € (76) m to € (163) m, as discount rates reduced across regions vs 2013
- One-off income from sale financial assets € 40 m in 2013

Income taxes benefited from deferred tax assets recognition

- Nominal tax rate of 25%, underlying at 33%
- Exceptional recognition of deferred tax assets € 110 m

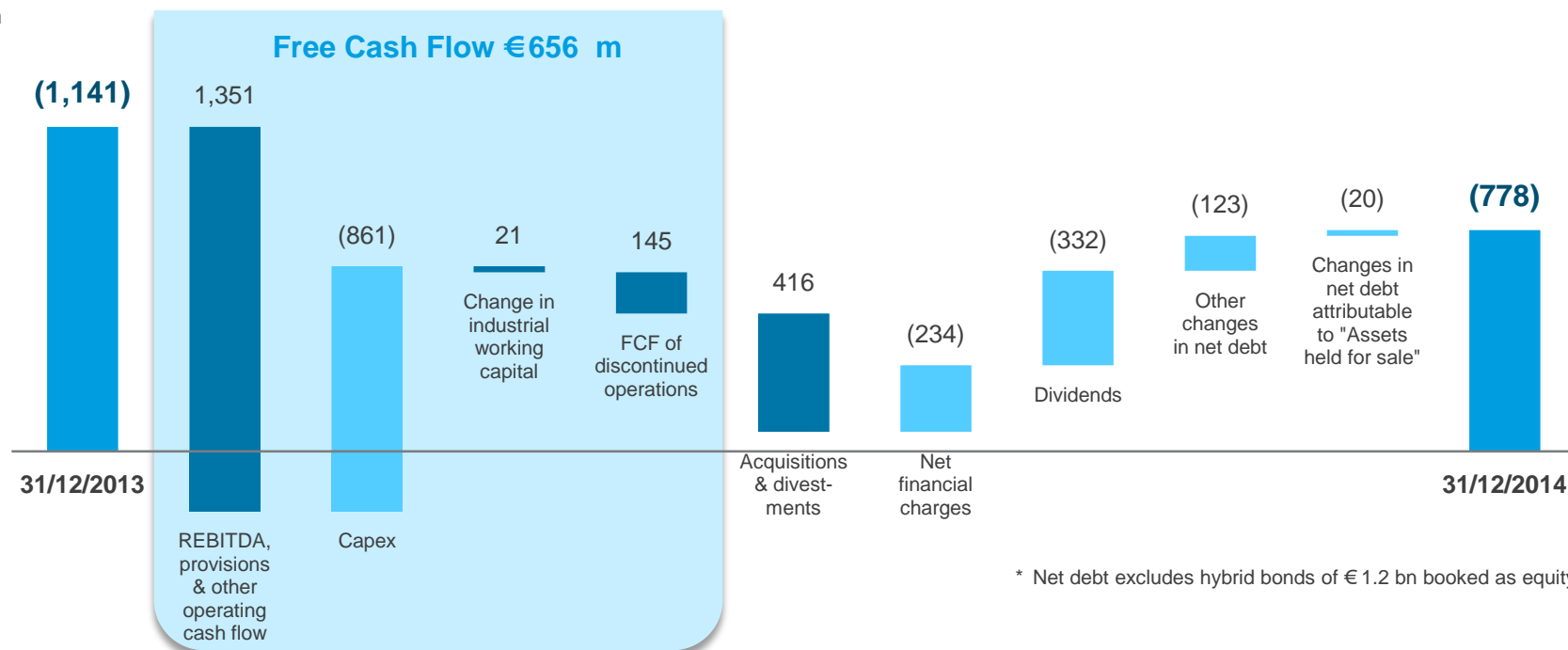
Discontinued operations result down due to impairments

- Impairment of € (477) m on European Chlorovinyls (€ (422) m Group share)
- Partly offset by exceptional capital gain of € 177 m on sale of Eco Services

Free cash flow and divestments leading to debt reduction

Net debt* evolution

in € m



* Net debt excludes hybrid bonds of € 1.2 bn booked as equity

Strong Free cash flow

- REBITDA increase and IWC control
- Capex increase

Net inflow from portfolio upgrade

- Acquisition of Ryton® PPS, Flux Brazing, Dhaymers
- Gross cash proceeds from Eco Services (Associated tax payable in 2015)

Financial elements

- Early high yield bond repayment € (800) m => "Make-whole" interests cash-outs € (50) m
- Hybrid bond dividends € (41) m

Other changes in net debt

- Capital increase RusVinyl
- Purchase treasury shares

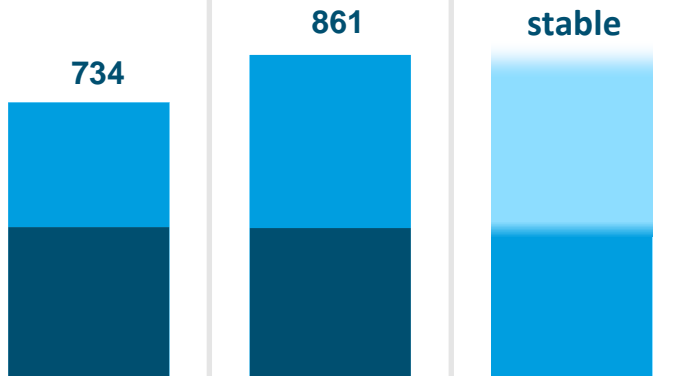
Selective investments for future value creation

Capex

Continuing operations
in € m

Growth capex

Maintenance capex



In 2015

- 9 new facilities to start up
- > 50% growth capex
- ~70% of growth capex in Growth Engines

Main growth capex projects

Novecare

Specialty surfactant plant in Germany

Alkoxylation plant in USA

Alkoxylation plant in Singapore

Aroma Performance

Vanillin plant in China

Specialty Polymers

Fluoropolymers plant in China

PEEK exp. India

PEEK plant in USA

Silica

Silica plant in Poland

Soda Ash & Derivatives

Bicarbonate plant in Thailand

Soda ash expansion in USA

Peroxides

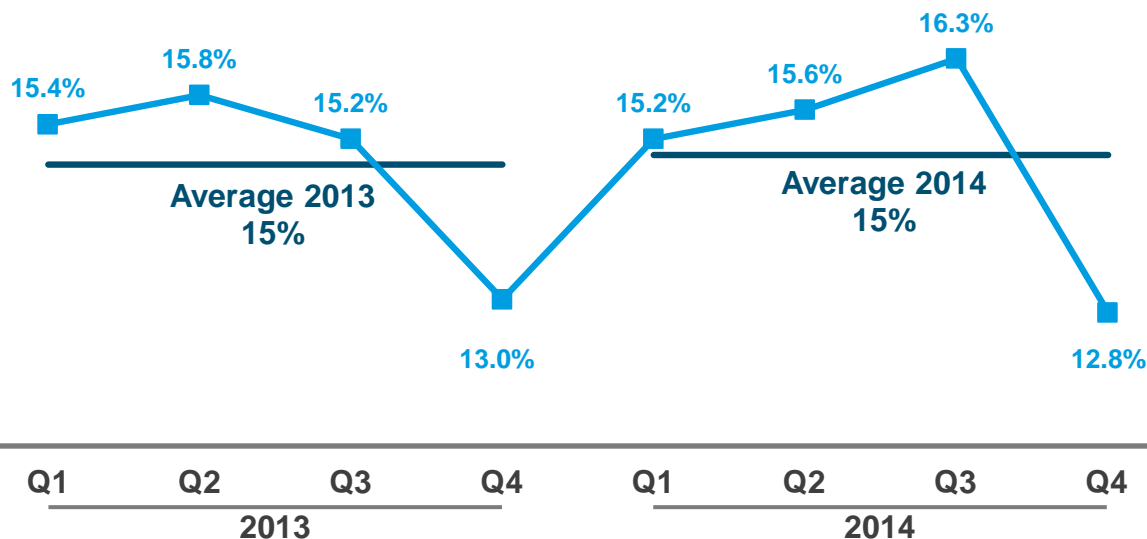
HPPO plant in Saudi Arabia



Back to leading working capital performance

Industrial working capital

% of gross sales



DSO* ↘

Overdues ↘

Inventory
management

→ room for improvement

* Days Sales Outstanding

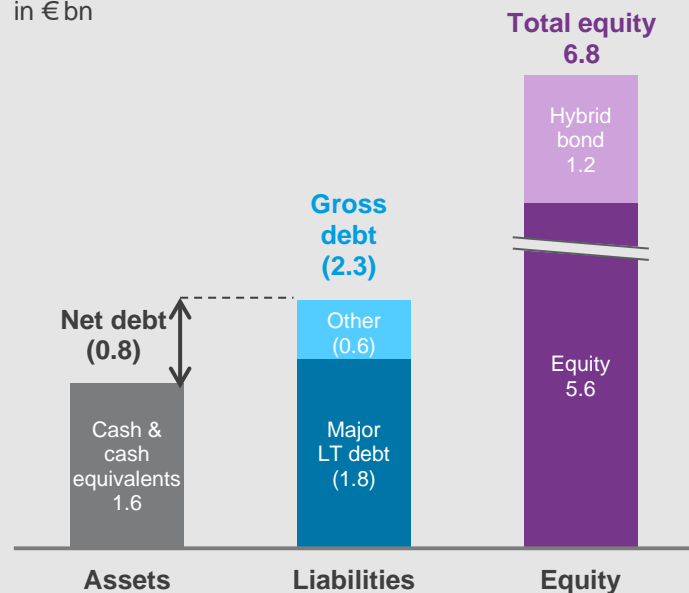
Committed to further optimization

Optimizing efficiency

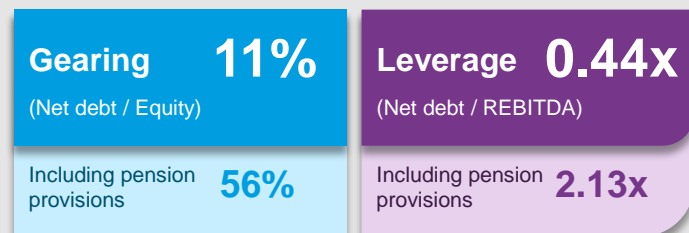
Preserving capital structure strength

Capital structure (31/12/2014)

in € bn

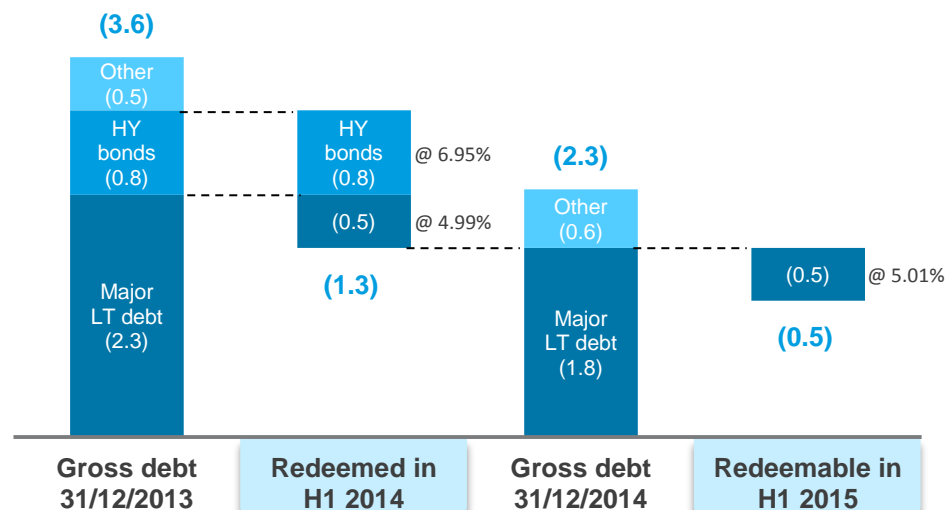


Strong credit ratios



Managing debt for value

in € bn



Repayments in 2014-2015 → €1.8 bn

- ⇒ Lowered underlying cost of net debt by € 40 m
- ⇒ Average gross interest rate* reduced by 50 bp to 4.9%
- ⇒ More than halved negative carry

* Excludes Hybrid bond

Rewarding shareholders

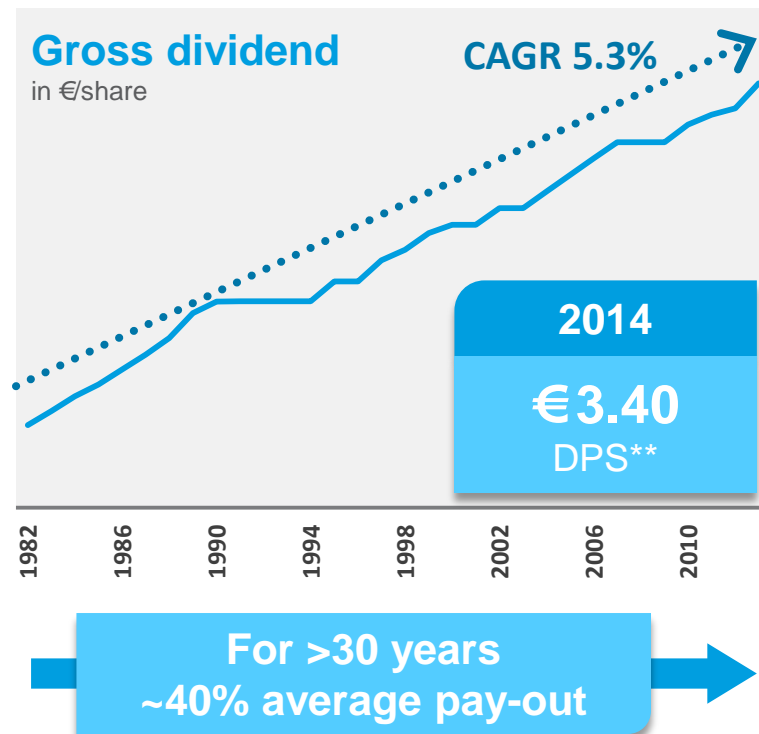
Solvay dividend 2014

Interim dividend	€ 1.33 * / share	Paid on January 22, 2015
Dividend balance	€ 2.06 * / share	To be paid on May 19, 2015
Total**	€ 3.40 / share	Up 6.3%

* Repeating last decimal; payments rounded to the nearest eurocent

** Proposed dividend, pending General Shareholders meeting

Delivery on commitments



Committed to stable / growing dividend

Poised to capture growth opportunities

- **Macro-economic growth stable**
- ↗ **Forex supportive***
- **Volatility to persist**



- ↗ **Innovative solutions to deliver further**
- **Opportunities & challenges from low oil prices**

- Sales: Tight oil market represents <5% of net sales
- Costs: Positive contribution to net pricing expected



* At prevailing rates

Accelerate transformation

2015 Priorities

- Continue portfolio upgrade
- Grow with our customers
- Maintain focus on excellence
- Sustain profit & value growth

Sustain momentum



Confident to sustain recent momentum

- Transformation levers continue to be deployed
Portfolio, Excellence, Performance culture
- Currently in line with 2016 ambitions

Take-aways



**Portfolio
upgraded**



**Excellence
delivery**



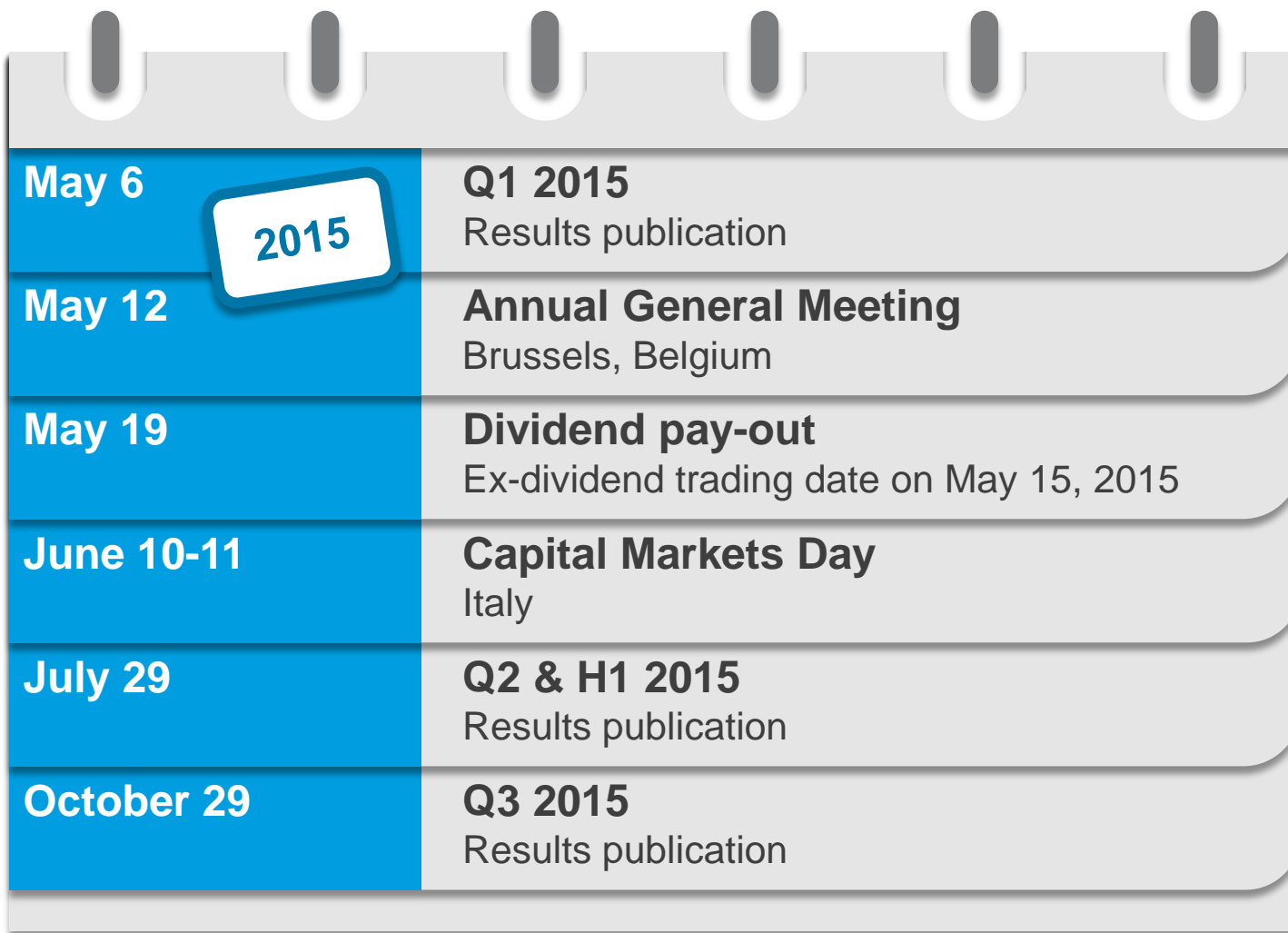
**Poised
for growth**

On track



2016

Key dates



May 6	Q1 2015 Results publication
May 12	Annual General Meeting Brussels, Belgium
May 19	Dividend pay-out Ex-dividend trading date on May 15, 2015
June 10-11	Capital Markets Day Italy
July 29	Q2 & H1 2015 Results publication
October 29	Q3 2015 Results publication

Safe harbour

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.

Annexes

- **Additional Q4 and FY 2014 financial data**
- 2015 considerations
- Group presentation



SOLVAY

asking more from chemistry®

Strong Q4 results, in continuation of year performance

€2.6 bn

Net Sales

+9%

yoy

- Organic volume growth
- Small positive impact from forex and prices
- Fire-powered by Growth engines

€414 m

REBITDA

+10%

yoy

- Margin at 16.1% (+22 bp)
- Profit and margin improvement across all operating segments
- Excellence programs continued to strengthen operating performance
- Positive pricing power

€208 m

Net Income

Adjusted, Group share

€ 25 m

in Q4 2013

€542 m

FCF

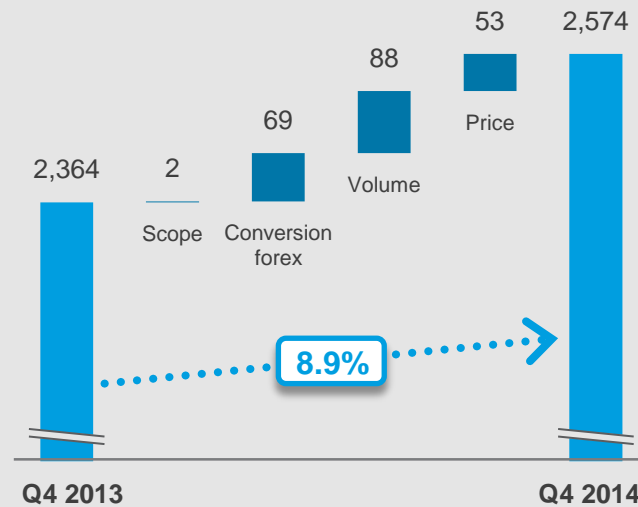
€ 197 m

in Q4 2013

Sustained solid REBITDA growth in Q4, underpinned by volume and pricing power

Net Sales

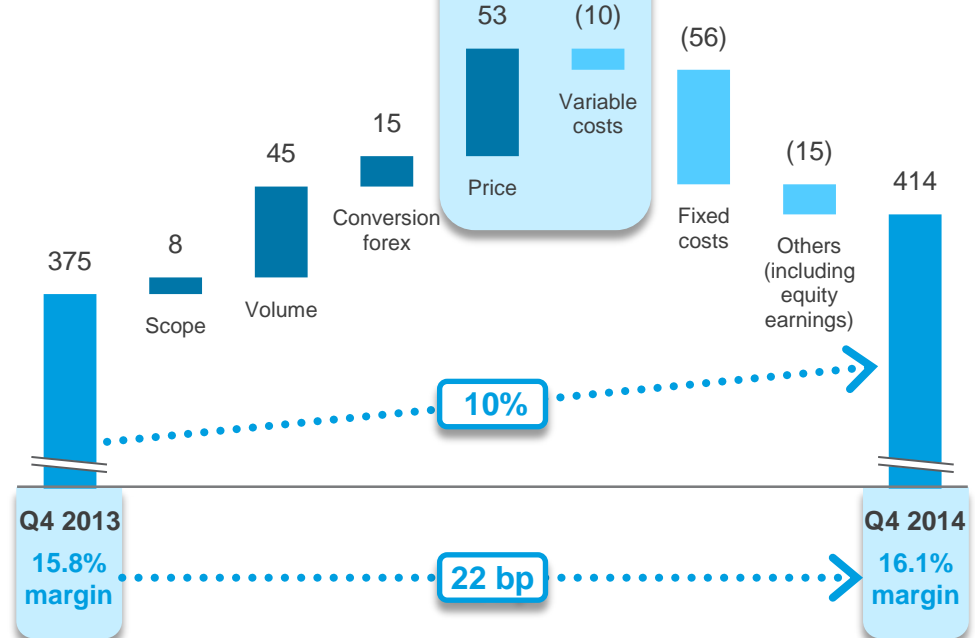
in € m



Volume growth of 12% mostly in growth engines

REBITDA

in € m



Positive pricing power, underpinned by excellence programs

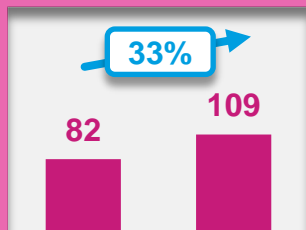
Fixed costs rise linked to performance-related compensation charges and destocking impacts

Others include RusVinyl start-up

Broad performance delivery across businesses in Q4

REBITDA Q4 2014 (in € m)

Advanced Formulations

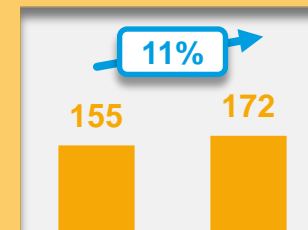


Q4 2013 Q4 2014
13% → 15% margin

Strong Chemlogics and organic volume growth at Novecare largely outweighed weak performance at Coatis

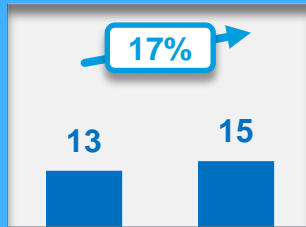
Strong innovation-driven volume growth and operational efficiency

Advanced Materials



Q4 2013 Q4 2014
26% → 24% margin

Functional Polymers

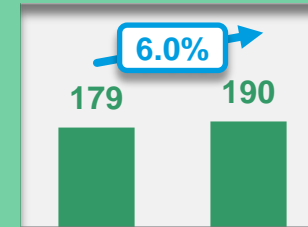


Q4 2013 Q4 2014
3.4% → 4.1% margin

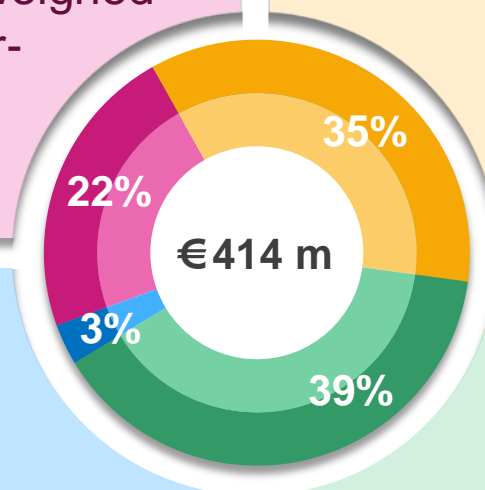
Performance improvement by excellence delivery

Underpinned by reduction of costs and forex tailwind

Performance Chemicals



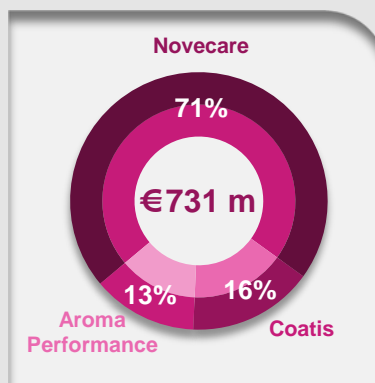
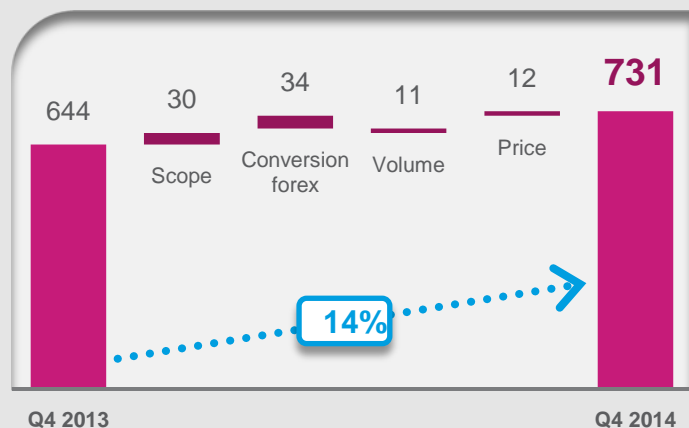
Q4 2013 Q4 2014
25% → 25% margin



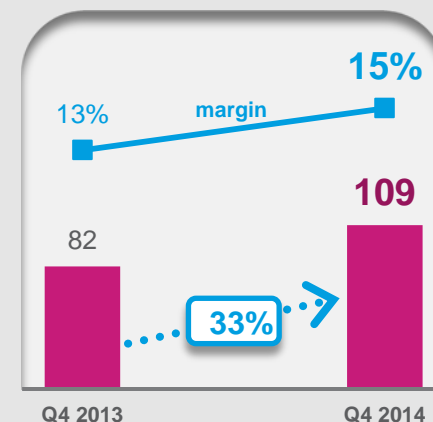
Advanced Formulations 2014 Q4 performance

Strong Chemlogics and organic volume growth (+5%) at Novecare largely outweighed weak performance at Coatis

Net sales (in € m)



REBITDA (in € m)



Strong growth in Novecare

- Strong demand in US Oil & Gas market, despite recent fall in oil prices
- Softer demand in Agro compensated by pricing
- Mixed performance in Home & Personal Care
- Good momentum kept In Industrial applications and Coatings

Coatis suffered from Brazilian economy

- Local industry competitiveness eroded by costly labor and energy
- Lower domestic demand for phenol
- Positive pricing power

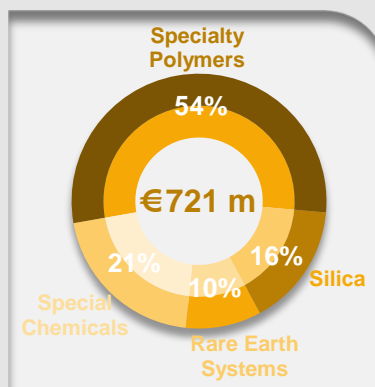
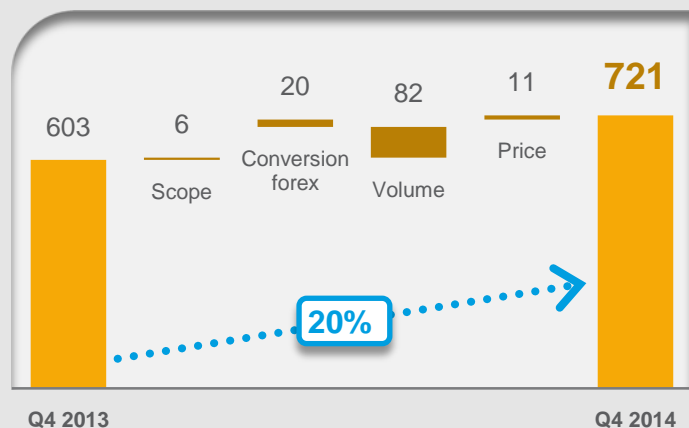
Good performance at Aroma Performance

- Good performance in Aroma ingredients
- Inhibitors underpinned by volume and price increase

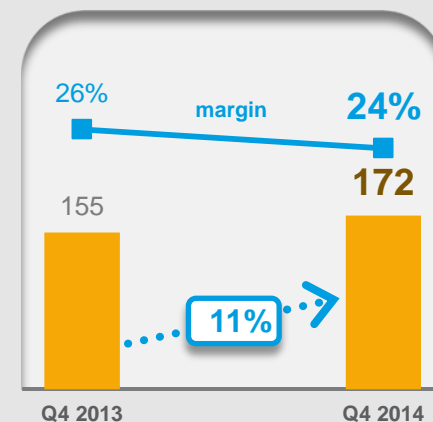
Advanced Materials 2014 Q4 performance

Strong innovation-driven volume growth and operational efficiency

Net sales (in € m)



REBITDA (in € m)



Strong sales in Specialty Polymers markets

- Substantial contribution from new smart devices products
- Good dynamics in automotive driven by light-weighting
- Robust growth performance in industrial, electrical & electronics and water applications

Good trends for Special Chemicals

- Modest contribution from newly acquired Flux Brazing

Good performance at Silica

- Underpinned by strong pricing
- Good demand in North America and Asia

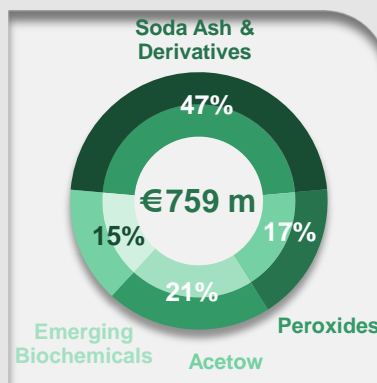
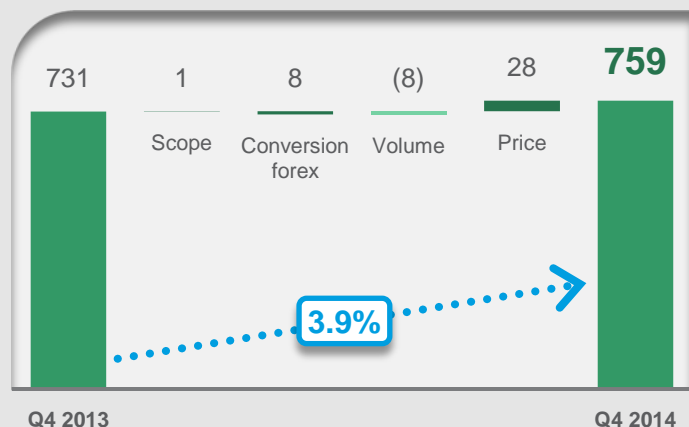
Solid volumes at Rare Earth Systems

- Catalyst business boosted by tighter EU diesel regulation
- Mixed results in electronics

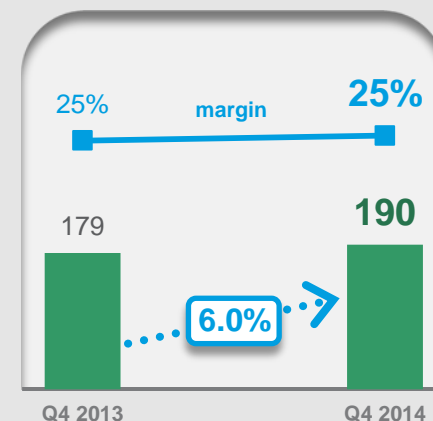
Performance Chemicals 2014 Q4 performance

Underpinned by reduction of costs and forex tailwind

Net sales (in € m)



REBITDA (in € m)



Pricing power at Soda Ash

- Good pricing dynamics
- Delivery of cost savings under 3-year excellence program

Strong performance at Peroxides

- Volumes growing across regions and end-markets
- Mega-HPPO plants in Europe and Asia at high capacity utilization

Acetow sales volumes down

- Customer destocking continued
- Lower sales volumes affected operational leverage
- Pricing power satisfactory

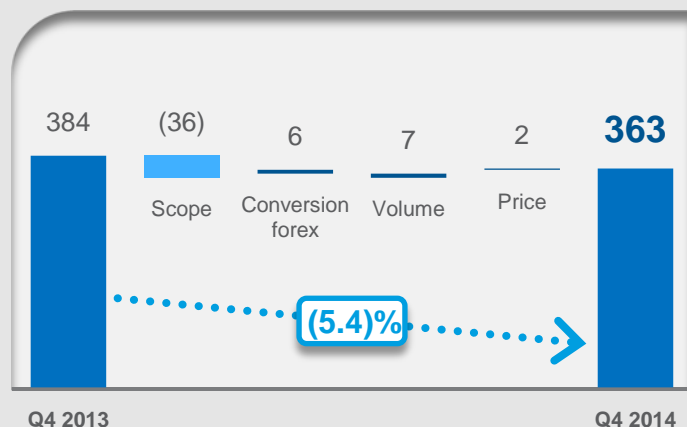
Emerging Biochemicals market stabilized

- PVC market conditions stabilized with diminishing pressure from Chinese import
- Epichlorohydrin market remained low

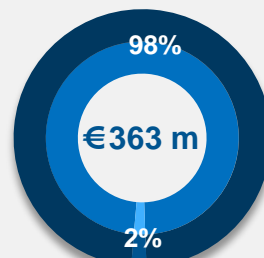
Functional Polymers 2014 Q4 performance

Performance improvement by excellence delivery

Net sales (in € m)



Polyamide



Chlorovinyls

REBITDA (in € m)



Polyamide

- Profit restoration plan delivered on manufacturing and commercial excellence
- Poor macro-economic conditions and competitive erosion for Fibras in Brazil
- Profit restoration plan continued to deliver on reining in fixed and variable costs as well as on improving commercial excellence programs

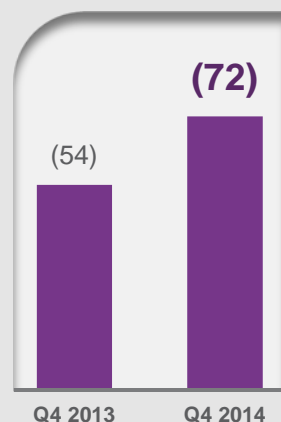
Chlorovinyls

- RusVinyl start-up posted modest loss
 - RusVinyl reaching 60% capacity by year end
 - €(110) m impairment charge (not in REBITDA)
- Divestment of Benvic in Q2 2014
- European chlorovinyls (in discontinued operations) suffered from difficult market environment

Corporate & Business Services performance

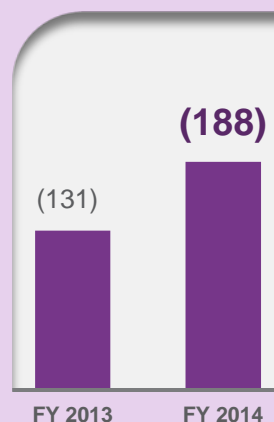
Tight cost control maintained, phasing as anticipated

REBITDA Q4 2014 (in € m)



	2013	2014
Energy Services	3	7
Other C&BS	(57)	(79)
Reported	(54)	(72)

REBITDA 2014 (in € m)



	2013	2014
Energy Services	54	25
Other C&BS	(185)	(213)
Reported	(131)	(188)
<i>CER sales</i>	(58)	-
<i>Insurance captive</i>	(22)	-
Underlying	(211)	(188)

Energy Services

- Modest contribution mainly from energy and carbon management services

Other Corporate & Business Services

- Higher Q4 corporate costs, including performance-related compensation charges
- Anticipated phasing of certain corporate programs concentrated in H2 2014

Cost discipline over the year

- Reported REBITDA up due to
 - CER sales in H1 2013, which phased out since for €58 m
 - One-off provision reversal on insurance captive in Q3 2013 for €22 m
- Underlying REBITDA improved €23 m thanks to cost discipline over the year

Solvay's share in net income at €208 m

Adjusted* P&L

in € m	Q4 2014	Q4 2013
Net sales	2,574	2,364
REBITDA	414	375
Other elements	(56)	(20)
Depreciation & Amortization	(168)	(167)
Non-recurring items	(202)	(68)
EBIT	(12)	120
Net financial charges	(68)	(20)
Income taxes	55	(81)
Result continuing operations	(25)	20
Result discontinued operations	183	9
Net income	158	29
Non-controlling interests	51	(3)
Net income Solvay share	208	25

Other elements

- RusVinyl €(58) m: mainly ruble devaluation impact on euro debt

Non-recurring costs

- Non-cash impairments €(144) m on RusVinyl and Chinese Epicerol® plant
- Restructuring expenses down to €(20) m
- Environmental, litigation and portfolio management provisions at €(48) m

Net financial charges

- Net debt charges fell €7 m to €(29) m, following debt repayments in H1
- Discounting costs for pension and environmental provisions increased by €(18) m to €(39) m, as discount rates reduced across regions, compared to increases in Q4 2013
- Q4 2013 included €38 m of one-off income from sale of financial assets

Income taxes

- Nominal tax rate of 35%, underlying at 33%
- Included €110 m from the exceptional recognition of deferred tax assets

Discontinued operations

- €177 m capital gain on sale of Eco Services

* Adjusted: Excluding non-cash PPA accounting impacts related to the Rhodia acquisition

Factors impacting Net income

in €m	FY 2014	FY 2013
IFRS Net income, Group	80	270
Rhodia PPA (after tax)	76	107
Adj. net income, Group	156	378
Exceptional elements		
Non-recurring items	308	239
M&A-related elements	58	28
Net financial charges	57	(73)
Capital gain Eco Services	(177)	-
Impairments (in disc. ops.)	497	68
Pharma (in disc. ops.)	-	(105)
Tax-related elements	(175)	(36)
Non-controlling interests	(89)	8
Adj. Net income, Group excluding exceptionals	635	507

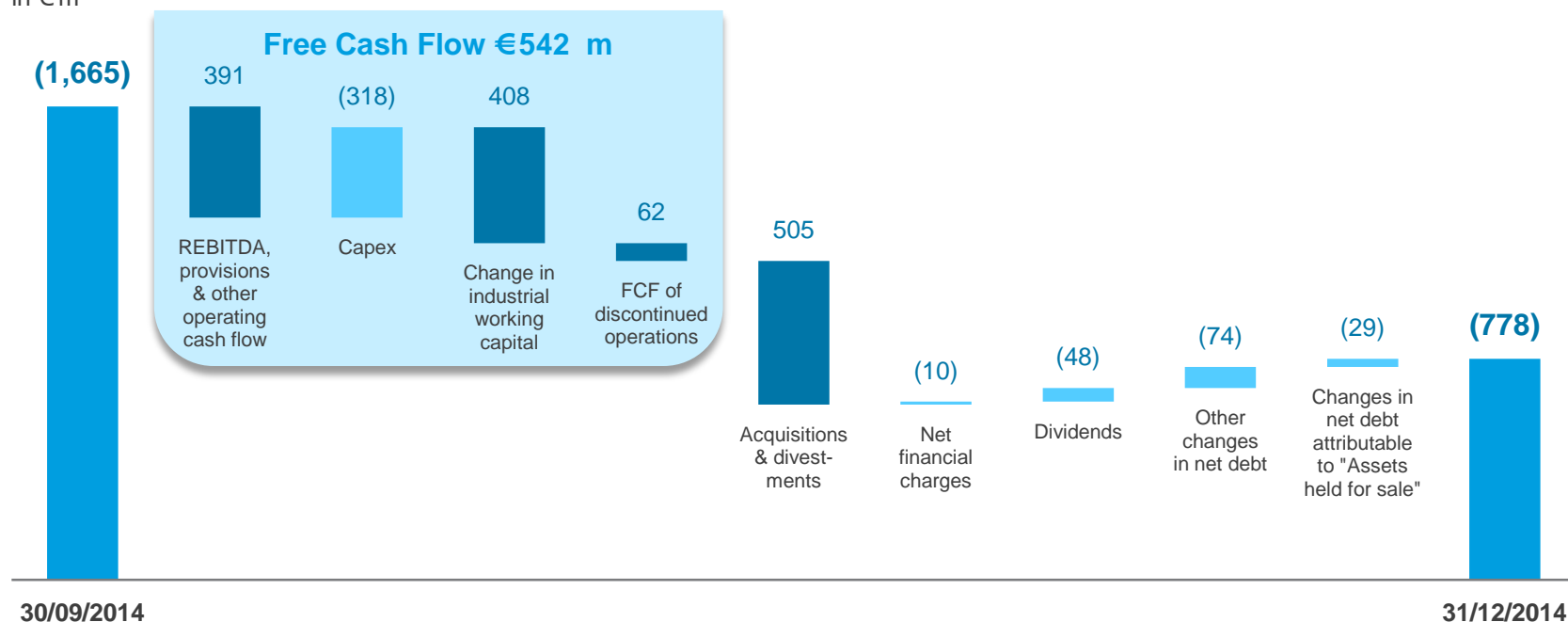
Balance sheet

in €m	31/12/2014	31/12/2013
Fixed assets	10,080	9,732
Investment & shares	545	734
Loans & other non current financial receivables / payables	(10)	86
Assets held for sale	1,414	1,621
Taxes payable/receivable + Others	31	44
Working capital	1,101	1,260
Total invested capital	13,160	13,477
Equity	6,778	7,453
Provisions	4,328	3,820
Dividends	114	113
Net financial debt	778	1,141
Liabilities related to assets held for sale	1,162	948
Total financing	13,160	13,477

Strong reduction of Net debt in Q4 thanks to WC inflow and Eco Services divestment

Net debt* evolution

in € m



Strong cash inflow from reduction in working capital needs

- Divestment of Eco Services
- Acquisition of Ryton® PPS and Dhaymers

Other changes in net debt mainly relate to purchase of treasury shares

Changes in net debt of "Assets held for sale" linked to Indupa

* Net debt excludes hybrid bonds of € 1.2 bn booked as equity

Cash flow statement

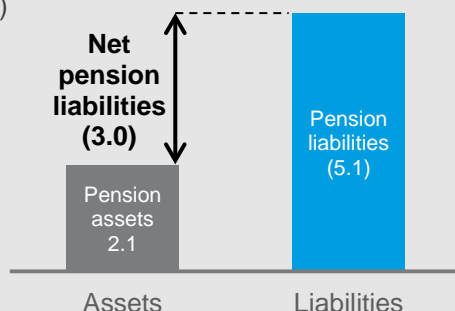
in €m	Q4 2014	Q4 2013
Cash flow from operating activities	868	522
Cash flow from investing activities	161	(1,183)
Cash flow from financing activities	(688)	1,382
Net change in cash & cash equivalents	341	721
Currency translation differences	17	(1)
Opening cash balance	917	1,252
Ending cash balance	1,275	1,972
Free Cash Flow	542	197
From continuing operations	480	175
From discontinued operations	62	22

in €m	FY 2014	FY 2013
Cash flow from operating activities	1,621	1,299
Cash flow from investing activities	(650)	(1,745)
Cash flow from financing activities	(1,690)	686
Net change in cash & cash equivalents	(718)	240
Currency translation differences	21	(55)
Opening cash balance	1,972	1,787
Ending cash balance	1,275	1,972
Free Cash Flow	656	487
From continuing operations	511	198
From discontinued operations	145	289

Stable pension cash outflows, net pension liability impacted by lower discount rates

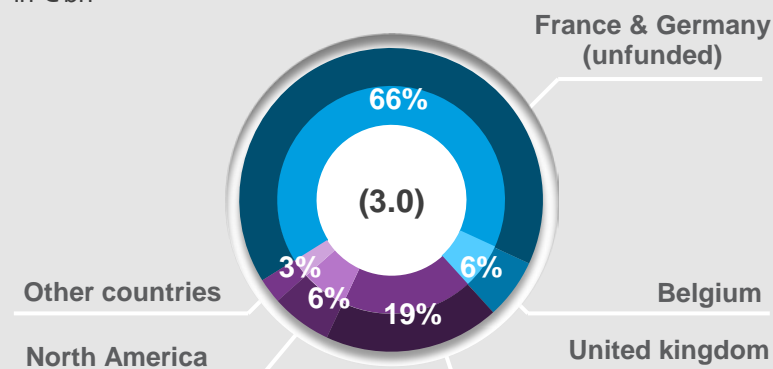
Pensions

(31/12/2014)
in € bn



Net pension liabilities

(31/12/2014)
in € bn



All presented figures are for continuing operations only

Cash contribution stable at €(180) m in 2014

Discount rates* decreased in 2014

	31/12/2013	31/12/2014	change	average duration
€	3.25%	1.75%	-1.50%	12 years
£	4.50%	3.50%	-2.00%	16 years
US\$	4.75%	4.00%	-0.75%	10 years
weighted average	3.88%	2.71%	-1.17%	13 years

Pension assets of €2,102 m

- ~50% Equities / Diversified alternative funds
- ~50% Bonds / Real estate

Majority of liabilities denominated in €

* Average discount rate on post employment benefit related liabilities applicable to high quality corporate bonds in EUR, GBP and USD zones

Annexes

- Additional Q4 and FY 2014 financial data
- **2015 considerations**
- Group presentation



SOLVAY

asking more from chemistry®

REBIT(DA) considerations for 2015

Forex impact

- Forex tailwind expected at prevailing rates
 - Immediate impact on conversion exposure
 - Deferred transactional impact due to hedging
- Mainly linked to USD

Scope effects

- Acquisitions
 - Ryton® PPS on 31/12/2014
 - Sales of ~ €100 m in 2014
 - Meaningful REBITDA contribution from 2016
 - Other smaller acquisitions end 2014: Flux Brazing, Dhaymers
- Divestments
 - Benvic in June 2014: Sales of ~ €75 m in H1 2014
 - Refrigerants sale to be closed in H1 2015

REBITDA adjustments

- RusVinyl JV
 - Consolidated through Equity associates
 - Adjusted for financial charges
 - Important impact from ruble devaluation linked to debt in €
 - 2014 impact of € (65) m
- Chemlogics
 - Retention payments of ~ €(2) m per Q until 2016

Depreciation & amortization

- Recurring depreciation & amortization
 - FY cost expected of ~ €(680) m
- Rhodia PPA impact
 - Excluded from adjusted figures
 - FY impact expected of ~ €(105) m

Significant forex tailwind expected at prevailing rates

Forex exposure

- Conversion: No cash effect / no coverage provided
- Transactional: Typical coverage on a 6-12 month rolling-forward basis

Main forex exposure

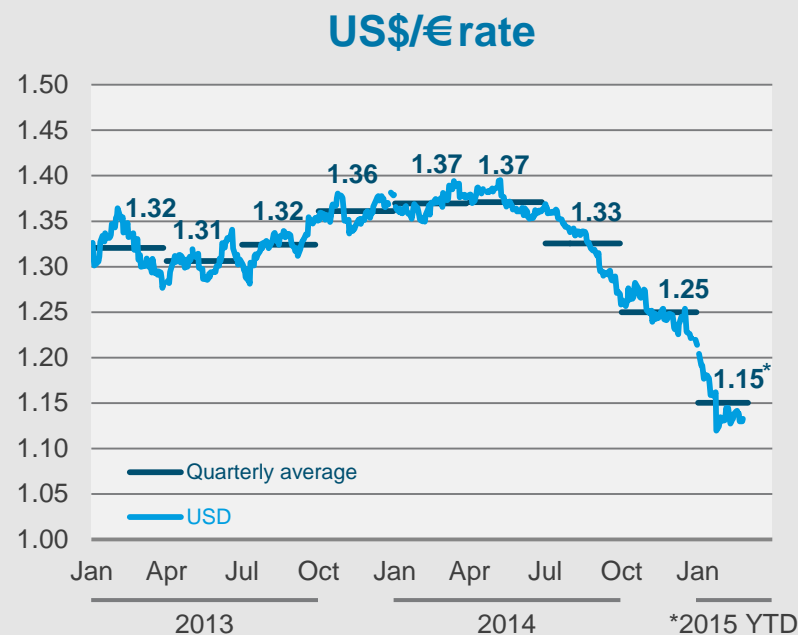
- USD • CNY • JPY • RUB
- BRL • THB • KRW

Net impact of forex in 2014

- Conversion: € (15) m
- Transaction: € (25) m

Exposure to USD

- Sensitivity of ~ € 100 m per US¢ (0.10) / €
- Half conversion, half transactional



Financials and tax considerations for 2015

Net debt charges

- Gross debt repayments to come
 - € (500) m in June 2015
- Net debt charges expected at ~€ (100) m
- Average gross interest rate* at 3.9% (4.9% in 2014)

* Excludes Hybrid bond

Discounting of pensions and HSE

- Recurring FY cost of ~ € (100) m, provided no change in discount rates** during year
- Sensitivity to changes in discount rates (for a 50 bp increase)
 - In OCI: Pensions
 - € zone ~ € 160 m
 - UK ~ € 125 m
 - USA ~ € 35 m
 - In P&L, HSE (in € zone) ~ € 8 m

** Average discount rate on environmental provisions based on 10-year government bonds in EUR, GBP, USD and BRL zones

Hybrid bond

- Nominal value of € 1.2 bn
- Initial average dividend yield of 4.7%
 - € 0.7 bn at 4.199%
 - € 0.5 bn at 5.425%
- Accounting considerations
 - Income statement → No impact
 - Balance sheet → Treated under Equity
 - Cash flow statement → Dividends treated in CF from financing
- Dividend cash-out
 - Q2: € (29) m / Q4: € (27) m

Tax rates

- Underlying tax rate (excluding non-recurring elements) progressing from mid to low 30s
- 2014 included € 110 m recognition of deferred tax assets

Other considerations for 2015

Non-recurring elements

- Comprises
 - Restructuring costs
 - Impairments (not under discontinued operations)
 - HSE provisions on non-operational sites
 - Portfolio management-related gains & losses
 - Contingencies / litigations

Cash flow

- FCF fluctuations
 - Cash expenses for pensions of ~€ (200) m
 - Sustained capex efforts (€ (861) m in 2014)
- Eco services divestiture
 - Transaction closed end 2014
 - €721 m cash proceeds (pre-tax) received in 2014
 - Taxes for € (220) m to be paid in Q1 2015

Discontinued operations

- Indupa sale
 - CADE anti-trust veto to Braskem
 - Strategic intent not impacted, disposal process re-launched
 - € (65) m in CTA to be recycled through P&L at exit
- INOVYN™ JV project with Ineos
 - Final stages reached of the implementation of the commitments agreed with the European Commission, now awaiting clearance
 - To be treated as consolidated equity investment upon JV effectiveness

Annexes

- Additional Q3 and Q3 YTD 2014 financial data
- 2015 considerations
- **Group presentation**



SOLVAY

asking more from chemistry®

Solvay, a major global chemical player

Based on strengths

€10.2 bn

Net Sales

€1.8 bn

REBITDA

17.5%

REBITDA margin

€156 m

Adjusted Net Income,
Group share



Well-balanced geographical spread and end-user markets



Leading player in 90% of our businesses



Strong R&I portfolio

119

Industrial sites

15

Major R&I centers

26,033

Employees (FTEs)

52

Country presence

And with ambition

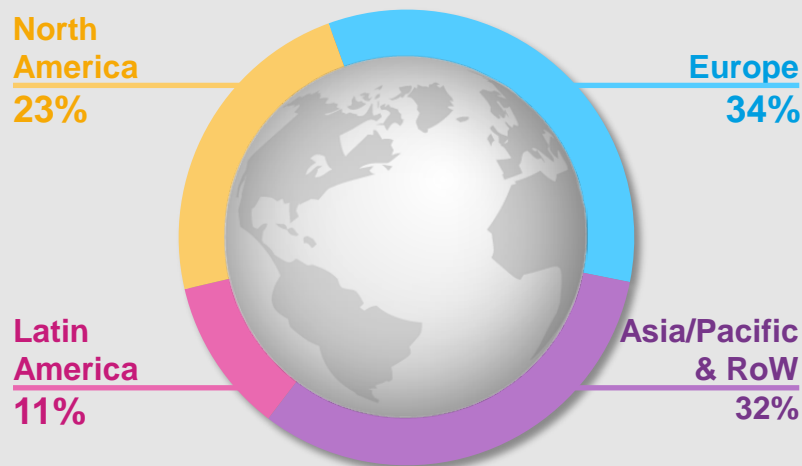
2014 figures

Non-financial figures exclude discontinued operations

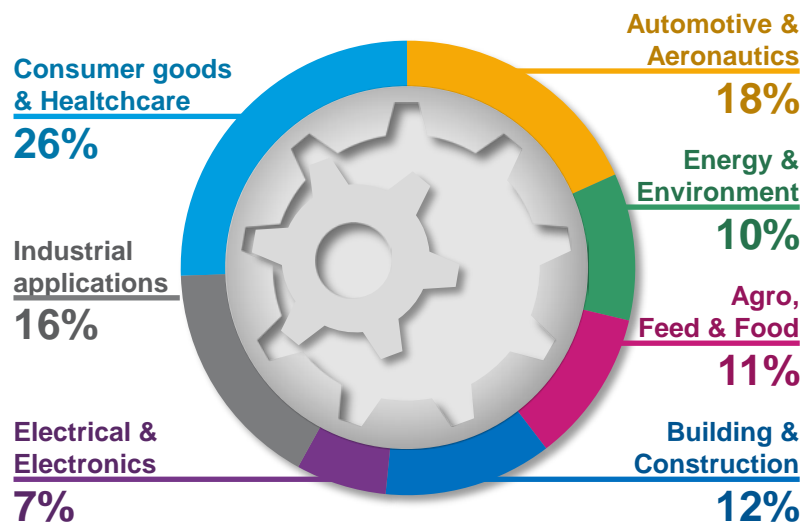
Restated for IFRS 11 application as from 01/01/2014 and discontinuation of Eco Services
Adjusted: Excluding non-cash PPA accounting impacts related to the Rhodia acquisition

Well-balanced geographical spread and end-user markets

Balanced
geographical exposure*

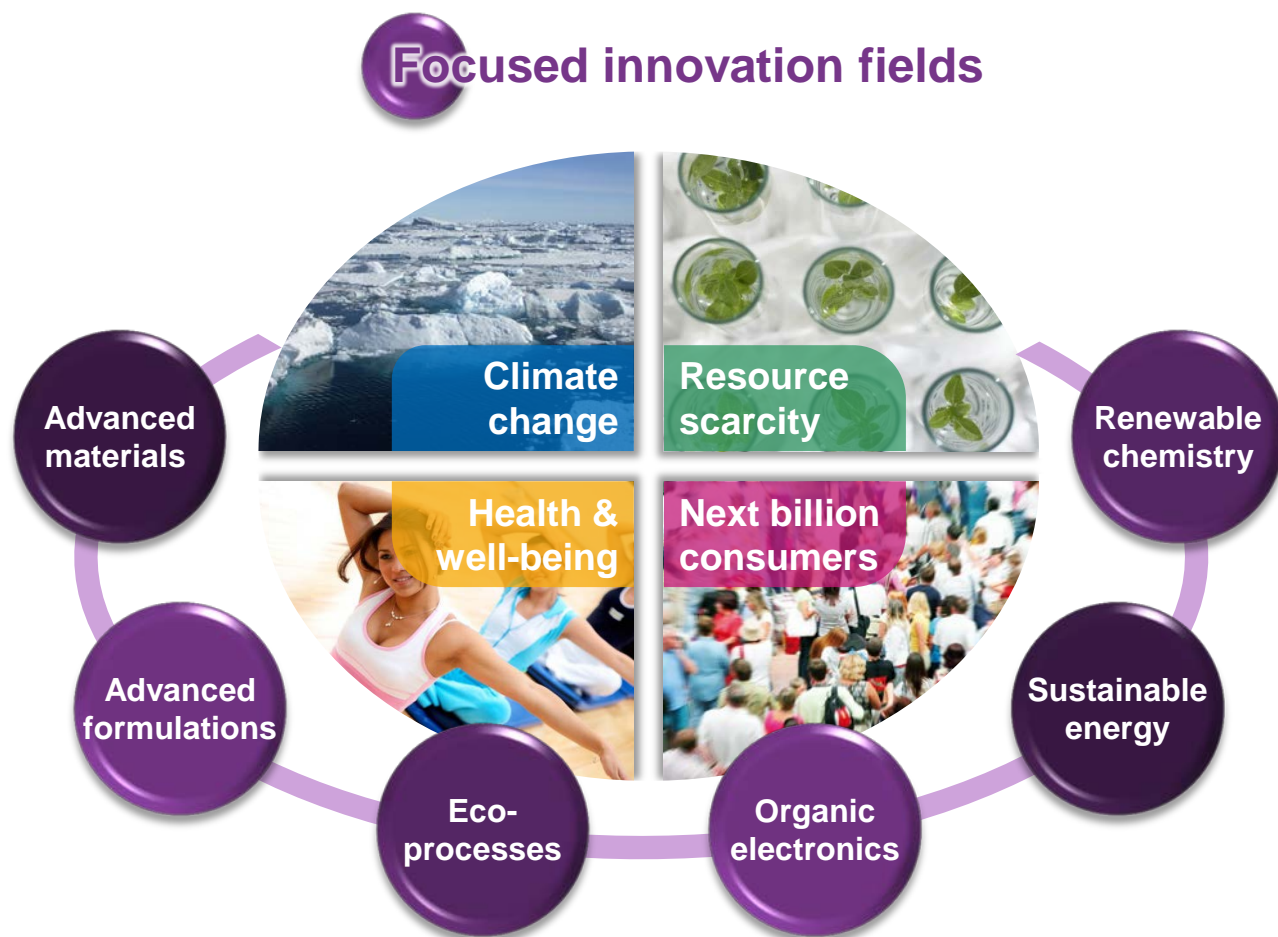


Exposure to
higher growth end-markets*



* Figures represent % of 2014 net sales

Strong innovation portfolio aligned with global megatrends



2014

15

Major R&I sites worldwide

1,950

R&I staff

€287 m

R&I efforts

21%

New sales ratio

259

Patents filed

Focused on being a model of sustainability with commitments

SOLVAY way



Planet



Customers



Investors



Suppliers



Communities



Employees

- Reach excellence in safety & health
- Deploy unmatched sustainable portfolio management
- Reduce our environmental impact by 2020

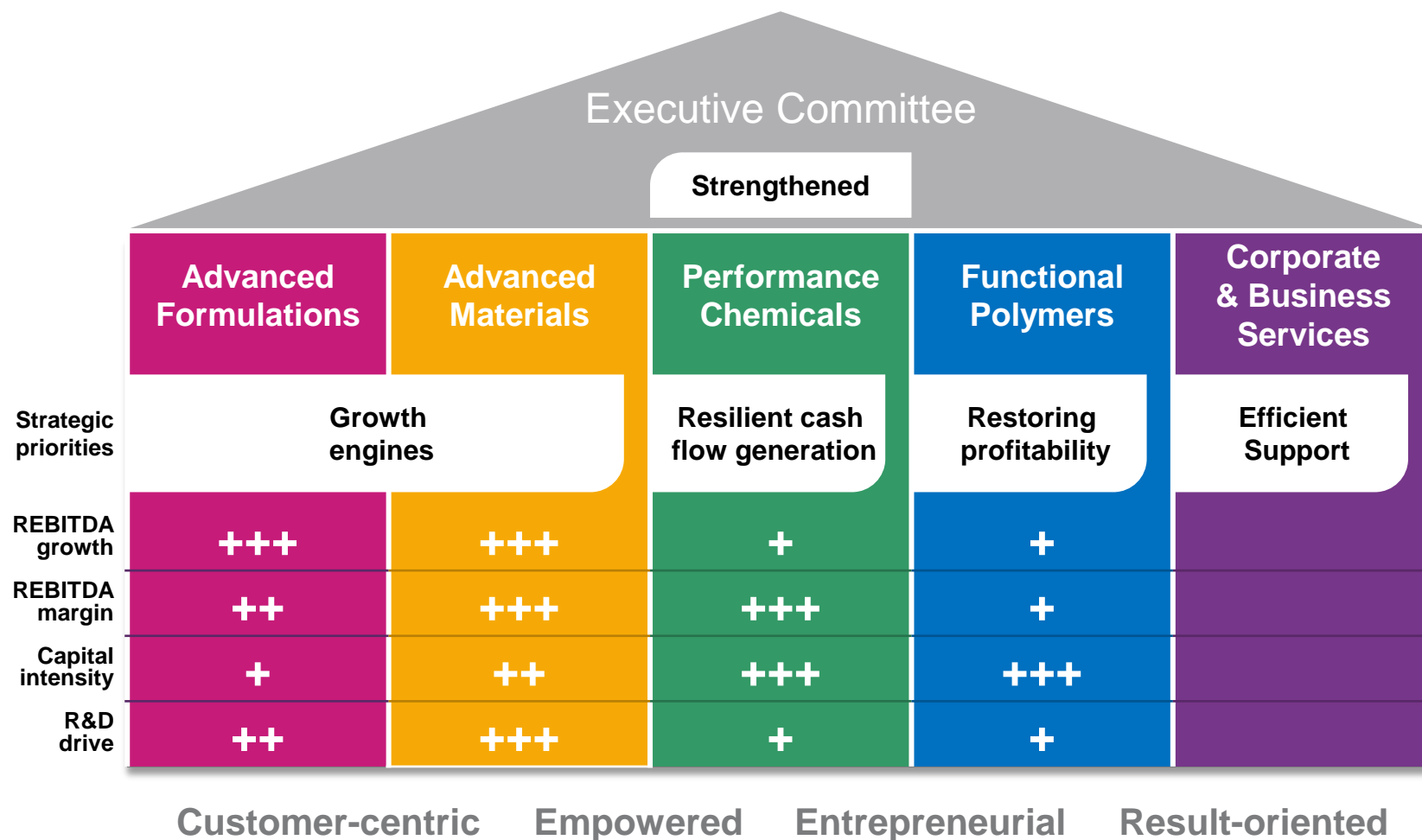


- Manage risk
- Develop rich & balanced social dialogue



Providing sustainable solutions

Organization set-up



Organized in Operating segments and Global Business Units

	Advanced Formulations	Advanced Materials	Performance Chemicals	Functional Polymers	Corporate & Business Services
	<div>Novecare</div> <div>Aroma Performance</div> <div>Coatis</div>	<div>Specialty Polymers</div> <div>Silica</div> <div>Rare Earth Systems</div> <div>Special Chemicals</div>	<div>Soda Ash & Derivatives</div> <div>Peroxide</div> <div>Acetow</div> <div>Emerging Biochemicals</div>	<div>Polyamide</div> <div>P&I</div> <div>Engineering Plastics</div> <div>Fibras</div> <div>RusVinyl</div>	<div>Solvay Energy Services</div> <div>Corporate Functions</div>
2014					
REBITDA	€426 m ↗ 23%	€709 m ↗ 14%	€724 m ↗ 6.1%	€111 m ↗ 25%	€(188) m
REBITDA margin	15% ↗ 66 bp	26% ↗ 122 bp	25% ↗ 109 bp	6.7% ↗ 169 bp	n.m.

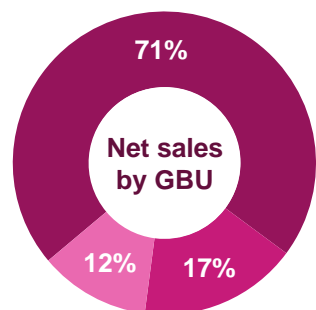
Advanced Formulations

2014 figures

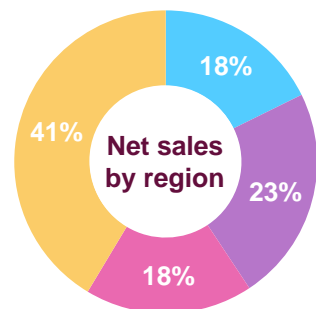
€2,854 m
Net Sales

€426 m
REBITDA

15%
Margin

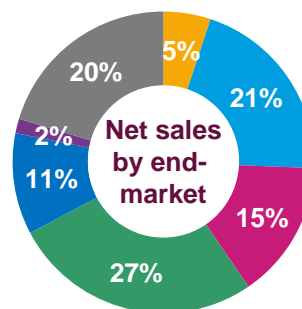


- Novecare
- Coatis
- Aroma Performance



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

As one of Solvay's growth engines, the businesses grouped under Advanced Formulations stand out for their innovation capacity and relatively low capital intensity. Their offerings address major societal trends, meeting ever stricter requirements to respect the environment and save energy, and providing solutions to the challenges of the mass consumer markets.



- Aeronautics & Automotive
- Consumers goods & Healthcare
- Agro-Food
- Energy & Environment
- Building & Construction
- Electricals & Electronics
- Industrial Applications

Novecare

Continuous growth in fast growing regions and segments

**Broad portfolio
in selected
end markets**



Home & Personal care



Oil & Gas



Agro



Coatings



Industrial

North America

12 production sites
(1 in construction)
12 R&I centers

Europe

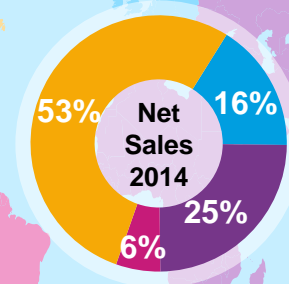
7 production sites
4 R&I centers

Latin America

3 production sites
1 R&I center

Asia & RoW

11 production sites
(1 in construction)
5 R&I centers



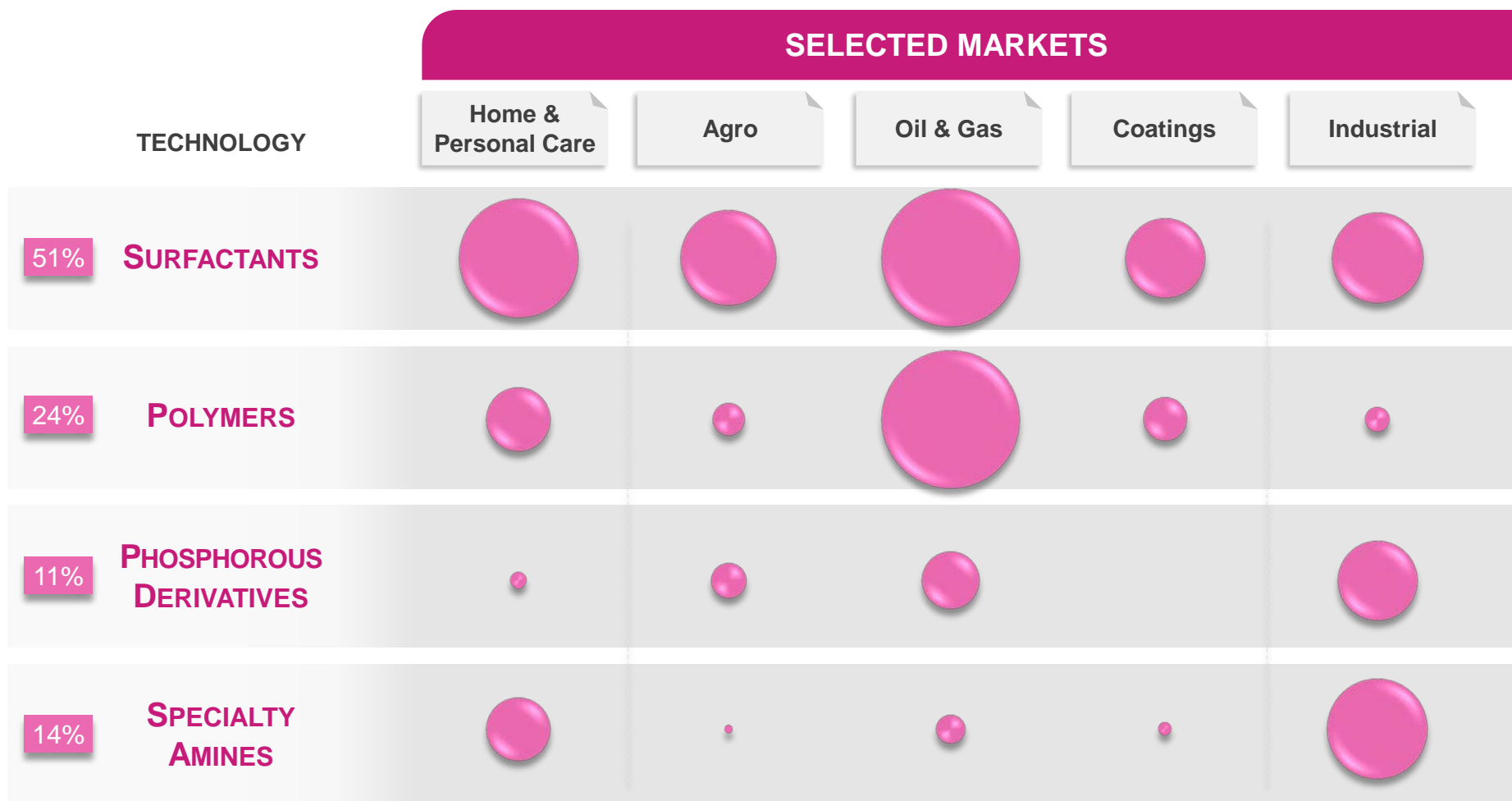
€2.0 bn
Net sales 2014



~ 3,800
employees



33 production sites
22 R&I centers

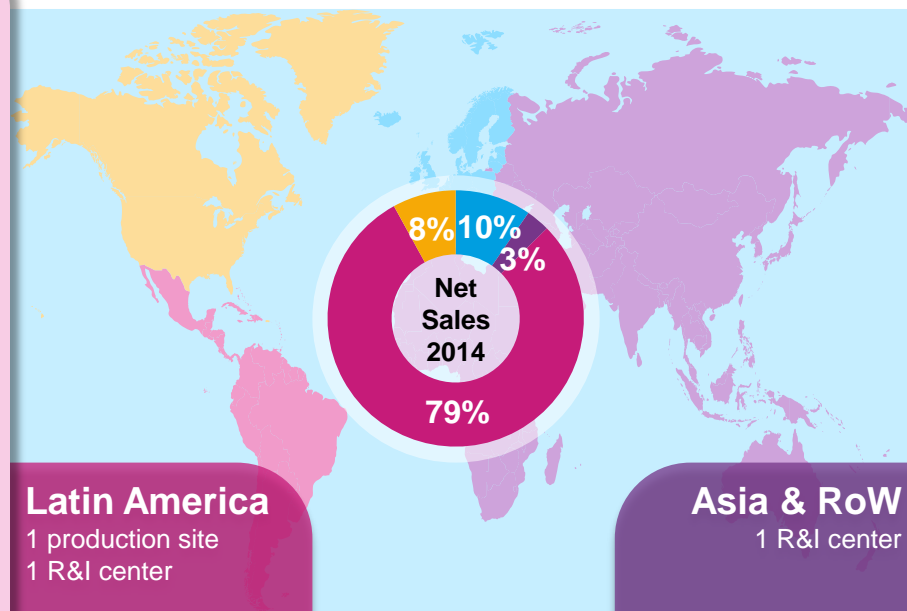


 % of Novecare sales in 2014

Coatis

Sustainable solvents solutions provider and leading Latin American player of phenol

Multiple applications for phenol and oxygenated solvents



€0.5 bn
Net sales 2014



~ 600
employees



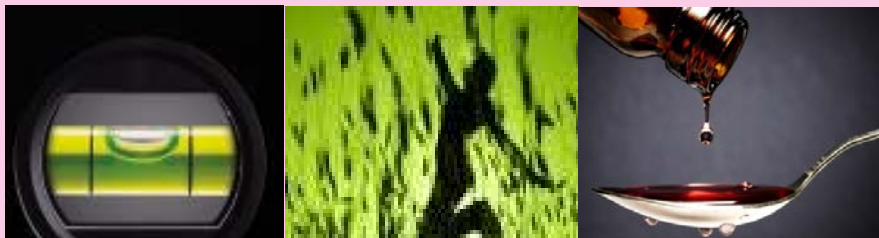
1 production site
2 R&I centers

Aroma Performance

World's largest Diphenols & Fluoroaliphatics integrated producer serving customers growth and innovation



Vanillin ingredients for Food, Flavors & Fragrances



Diphenols for Monomer stabilizers, Agro & Pharma



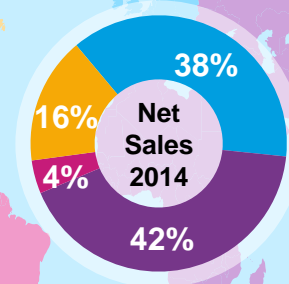
Fluorinated compounds for Batteries & Displays

North America

1 production site

Europe

3 production sites
1 R&I center



Asia & RoW

1 production site
2 R&I centers



€0.3 bn
Net sales 2014



~ 800
employees



5 production sites
3 R&I centers

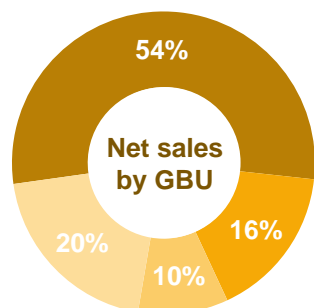
Advanced Materials

2014 figures

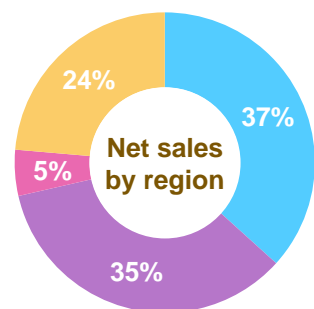
€2,762 m
Net Sales

€709 m
REBITDA

26%
Margin

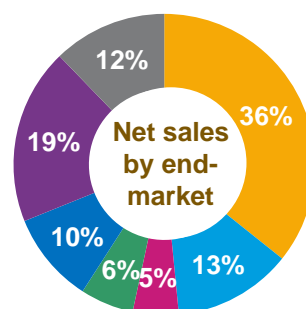


- Specialty Polymers
- Silica
- Rare Earth Systems
- Special Chemicals



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

A leader in markets with high entry barriers and strong returns on investment, the Advanced Materials segment is a major contributor to the Group's performance and growth. Innovation, its global presence and long-term partnerships with customers provide a compelling competitive edge with industries seeking increasingly energy efficiency and less polluting functionalities.



- Aeronautics & Automotive
- Consumers goods & Healthcare
- Agro-Food
- Energy & Environment
- Building & Construction
- Electricals & Electronics
- Industrial Applications

Specialty Polymers

Innovation leader with broadest product portfolio

Diversified end markets
with superior
growth potential

Electricals
&
Electronics



Healthcare



Consumer
Goods



Aircraft



Industrial



Automotive



Construc-
tion



Oil & Gas



Smart
Devices



Alternative
Energy



Membranes

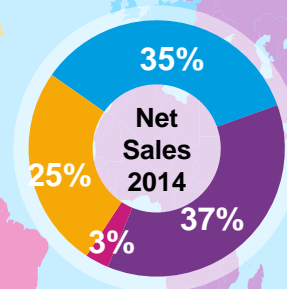


North America

8 production sites
3 R&I sites

Europe

7 production sites
4 R&I centers



Asia & RoW

2 production sites
4 R&I centers



€1.5 bn
Net sales 2014



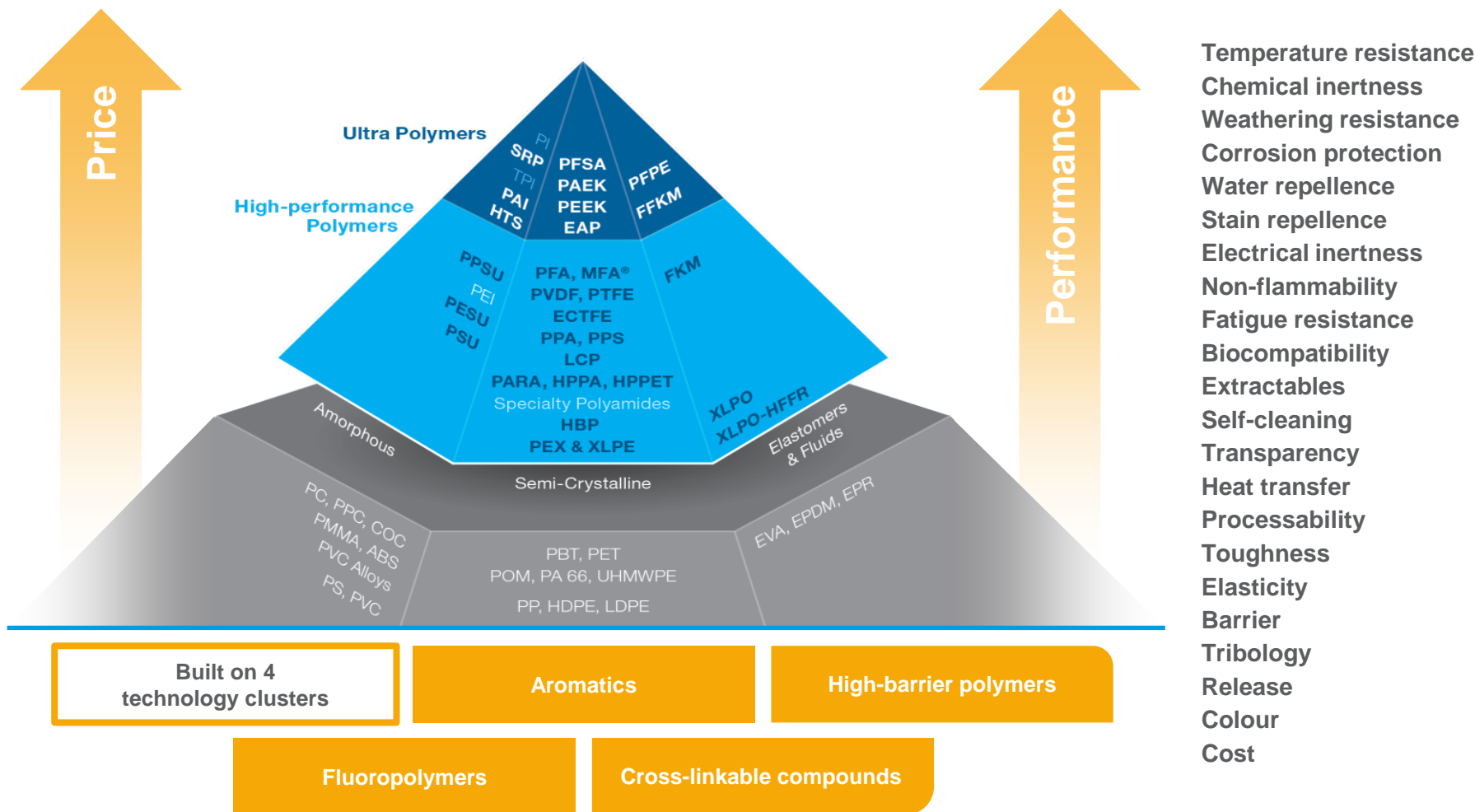
~ 3,100
employees



17 production sites
11 R&I centers















Specialty Polymers

Focused on the most advanced products



Specialty Polymers

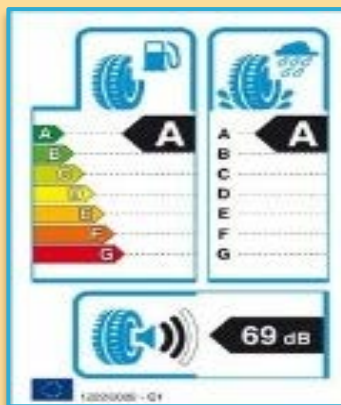
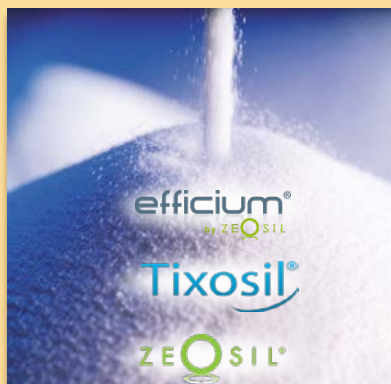
Unique solution offering to customers differentiates Solvay from competitors

	Aromatics						Fluoropolymers					High-barrier polymers	X-linkable compounds
	LCP	HPPA	PPS	PEEK	PAI	PSU	PTFE	PVDF	PFA	FKM	PFPE	PVDC	XLCP
 SOLVAY asking more from chemistry®	●	●	●	●	●	●	●	●	●	●	●	●	●
 ARKEMA		●						●					
 BASF The Chemical Company		●				●							
 DAIKIN							●	●	●	●			
 DUPONT	●	●					●		●	●	●		
 dyneon							●	●	●	●	●		
 EMS		●											
 Celanese	●		●										
 DSM		●											
 victrex®				●									
 TORAY Innovation by Chemistry			●										
 AGC							●		●				
 KUREHA			●					●				●	
 EVONIK INDUSTRIES		●		●									

Silica

Growth through innovation for sustainable mobility

HDS (Highly Dispersible Silica)
for fuel-efficient &
performance tires

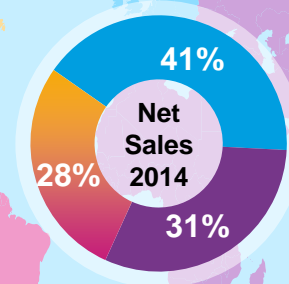


North America

1 production site

Europe

3 production sites
(1 in construction)
2 R&I centers



Latin America

2 production sites
1 R&I center

Asia & RoW

3 production sites
1 R&I center



€0.5 bn
Net sales 2014



~ 700
employees

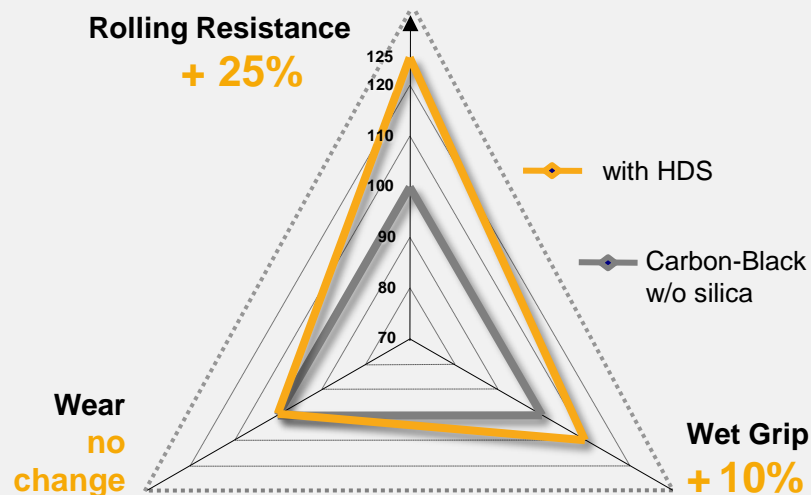


9 production sites
4 R&I centers

Silica

Highly Dispersible Silica (HDS) delivers value to the tire industry

Excellent technical performance ...



Enables a **5-7%** improvement in fuel efficiency

... growing across a number of applications

In passenger car and light trucks

- Energy-efficient tires
- Winter tires
- Sport tires

In heavy trucks

- Commercial emergence of tires using a majority of silica instead of carbon black

**HDS: a significant enabler of performance,
a minor portion of overall tire production cost (<3%)**

Source: Smithers Rapra, Solvay estimates

Rare Earth Systems

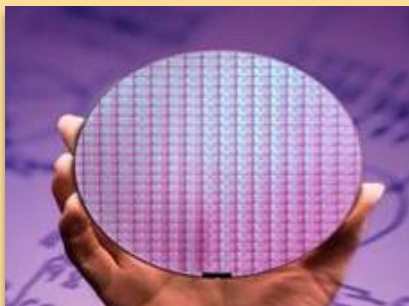
Best value capturing business portfolio in rare earth chemicals

1
rare earth
specialty
chemicals

**Sales, R&I &
industrial
footprint close to
target markets &
target customers**



**Mixed oxides & Alumina
for automotive catalysts**



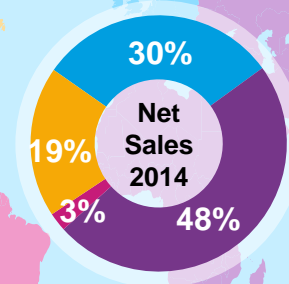
**Rare earth chemicals for
electronics**

North America

1 production site
1 R&I center

Europe

1 production site
1 R&I center



Asia & RoW

3 production sites
2 R&I centers



€0.3 bn
Net sales 2014



~ 1,000
employees



5 production sites
4 R&I centers

Special Chemicals

Leader in fluor chemistry and selected electronic applications

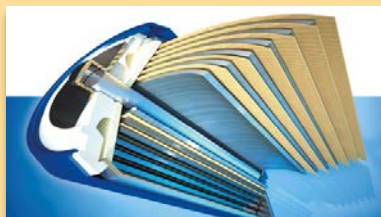
Multiple end markets



Foam for insulation

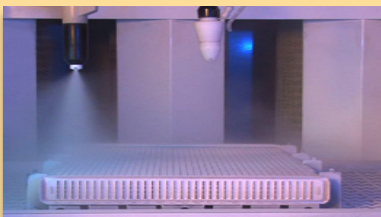


Crop protection intermediates



Fluorinated solvents for Li-ion batteries

Fluorinated solvents for Li-ion batteries



NOCOLOK®-flux for aluminum brazing



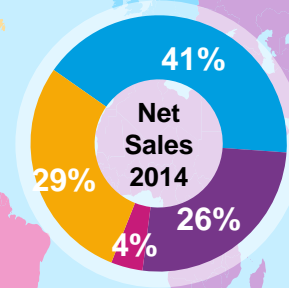
Electronic & coating additives

North America

1 production site

Europe

10 production sites
1 R&I center



Latin America

1 production site

Asia & RoW

4 production sites
1 R&I center



€0.6 bn
Net sales 2014



~ 1,700
employees



16 production sites
2 R&I centers

Special Chemicals

Executing strategic repositioning through increased focus in selective segments



Leverage our distinctive knowledge in Fluor

by reinforcing innovation for applications in agro, healthcare, Aluminum brazing and electronics



Strengthen the Electronics platform

by enhancing formulation capabilities and developing as a player with strong partners



Conduct selective acquisitions

to strengthen leadership in selected growth markets



Divest cash-drain and/or non-related activities

2014
Acquisition of
Flux Brazing
Schweiß-
& Lötstoffe

2015
Exit of Refrigerants
2013
Exit of Life Science

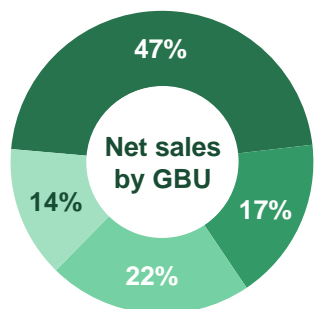
Performance Chemicals

2014 figures

€2,944 m
Net Sales

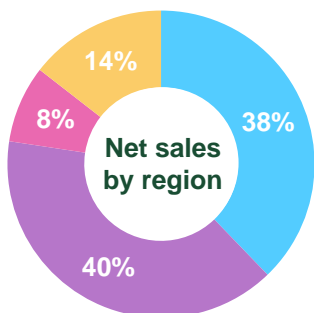
€724 m
REBITDA

25%
Margin

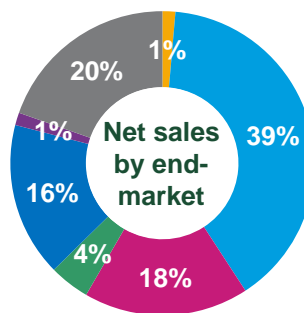


- Soda Ash
- Peroxides
- Acetow
- Emerging Biochemicals

Operating in mature resilient markets, this Segment's success is based on economies of scale, competitiveness and quality of service. Solidly cash-generating, the Performance Chemicals businesses are engaged in programs of excellence to create additional sustainable value.



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



- Aeronautics & Automotive
- Consumers goods & Healthcare
- Agro-Food
- Energy & Environment
- Building & Construction
- Electricals & Electronics
- Industrial Applications

Soda Ash & Derivatives

Resilient cash generator for the Solvay Group

Soda ash

in many applications



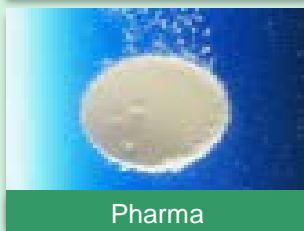
Flat glass



Container glass



Detergents



Pharma

North America

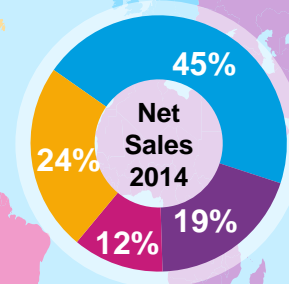
2 production sites

Europe

7 production sites
3 R&I centers

Asia & RoW

1 production site
(in construction)



€1.4 bn
Net sales 2014



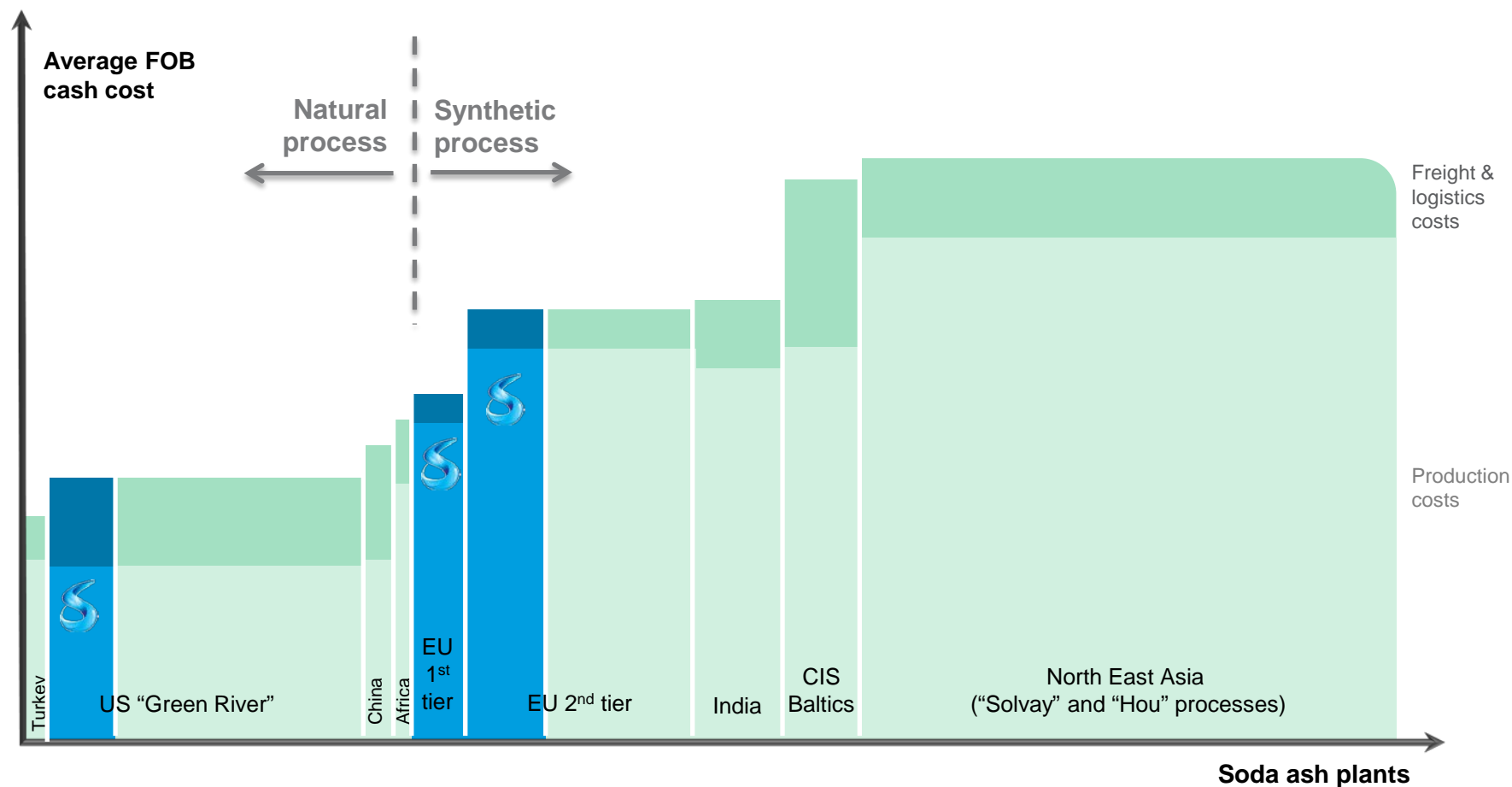
~ 3,500
employees



10 production sites
3 R&I centers

Soda Ash & Derivatives

Cost is a key success factor in the soda ash industry



Source, Solvay based on external databases

Soda Ash & Derivatives

European soda ash supply/demand improved

2014-2016

Restructuring started with **closure** announcements

- Solvay Povia (0.2 mt/yr)
- Tata Winnington (0.5 mt/yr)

Production **capacity utilization** rate **increasing**

- Following restructuring at the supply side
- Following expected slight growth in demand

Net pricing increasing

2017-2019

Kazan project

- Potentially adding 2.5 mt/yr production capacity
- Based on natural production process
- Cash cost expected at same level as Solvay's best-in-class European synthetic assets

Further **restructuring** among least competitive assets in the European industry can be expected

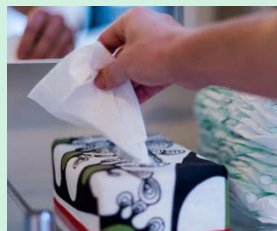
Peroxides

Market & technology leader in global peroxides market

Balance between
commodity markets
and **selected**
end-markets



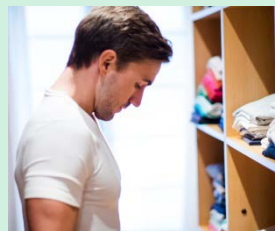
Propylene Oxide
(through HPPO* process)



Pulp
bleaching



Food aseptic
packaging



Home
care



Metals &
Mining



Water
treatment



Chemicals from
bio-source

North America

2 production sites

Europe

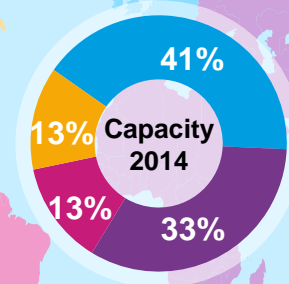
9 production sites
(1 HPPO*)
2 R&I centers

Latin America

1 production site
1 R&I center

Asia & RoW

5 production sites
(2 HPPO*, 1 in construction)
1 R&I center



Production capacity & sites include JVs; sales & employees figures exclude JVs



€0.5 bn
Net sales 2014



~ 900
employees



17 production sites
4 R&I centers

Acetow

Leading the market with quality and innovation

Products



Cellulose acetate flakes

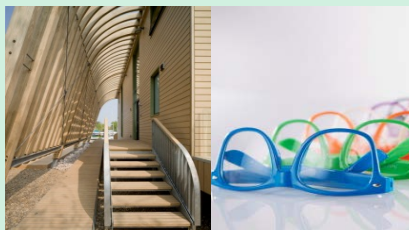


Cellulose acetate tow

Applications



Cigarette filter



New applications:
Outdoor wood, Spectacle frames

North America

1 production J/V

Europe

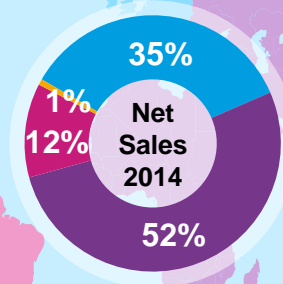
2 production sites
1 R&I center

Latin America

1 production site

Asia & RoW

1 production site



€0.6 bn
Net sales 2014



~ 1,300
employees



4 production sites
1 R&I center

Emerging Biochemicals

Leader in bio-based epichlorohydrine, vinyls and caustic soda in South East Asia

Vinyl applications



Films



Sheets



Pipe & fittings



Wires & cables



Profiles

Epicerol® applications



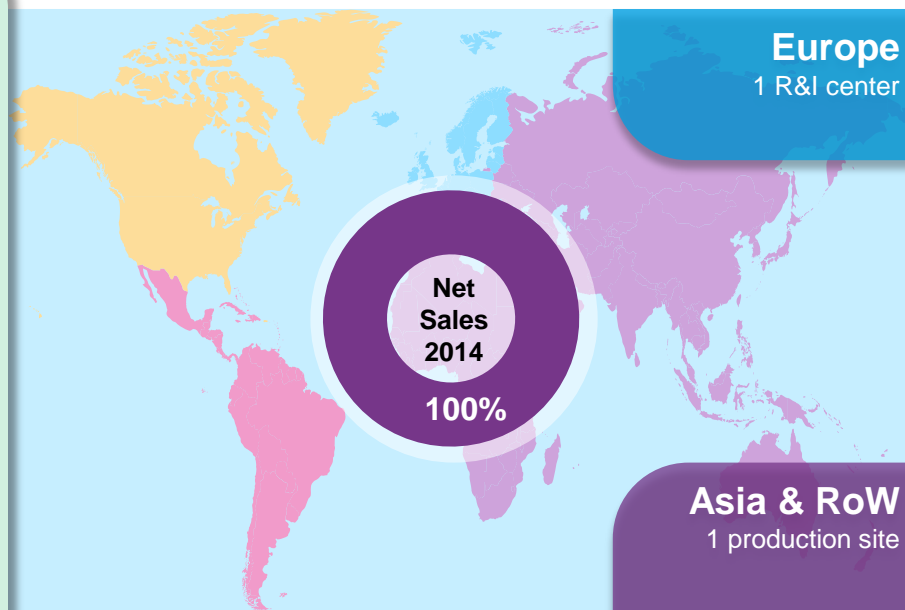
Coatings



Composites



Electronics



€0.4 bn
Net sales 2014



~ 500
employees



1 production site
1 R&I center

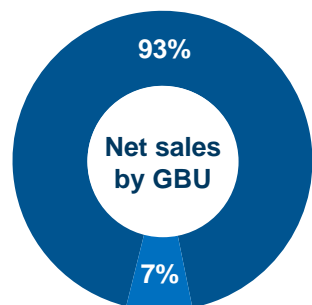
Functional Polymers

2013 figures

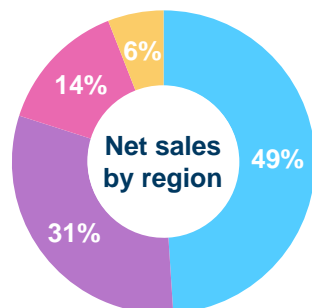
€1,654 m
Net Sales

€111 m
REBITDA

6.7%
Margin

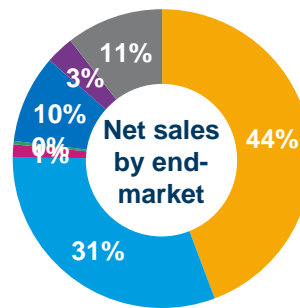


■ Polyamide
■ Chlorovinyls



■ Europe
■ Asia, Pacific & RoW
■ Latin America
■ North America

The key success factor of this Segment, which primarily groups the Polyamide activities, is continuous manufacturing optimization. Solvay is one of few players to operate across the entire polyamide 6.6 chain.



■ Aeronautics & Automotive
■ Consumers goods & Healthcare
■ Agro-Food
■ Energy & Environment
■ Building & Construction
■ Electricals & Electronics
■ Industrial Applications

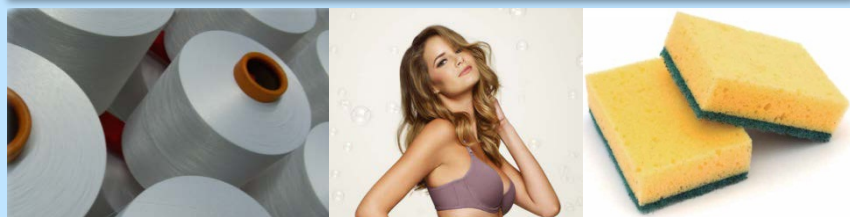
Polyamide

Integrated polyamide player

3 business units



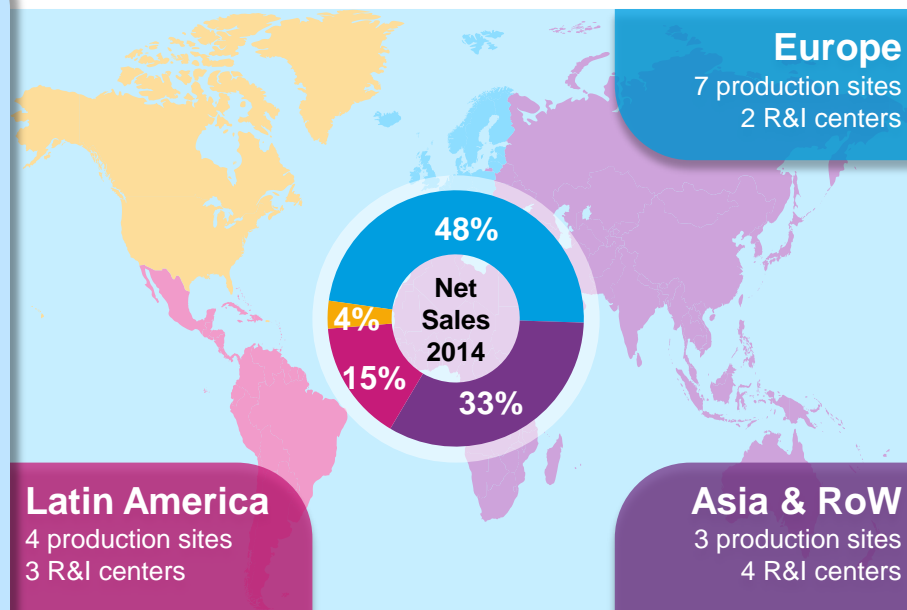
Polyamide & Intermediates



Fibras



Engineering Plastics



€1.5 bn
Net sales 2014



~ 3,600
employees



14 production sites
9 R&I centers

Corporate & Business Services

2014 figures

€(188) m
REBITDA



This Segment includes the Solvay Energy Services business which delivers energy optimization programs both within the Group as well as for third parties. It also includes the corporate functions.

Executing a clear value creation strategy

**Towards a higher growth,
less cyclical
& greater returns
Chemical Group**



**Targeting Sustainable
Value Growth**





Si2

THE FIRST ROUND-THE-WORLD
SOLAR FLIGHT:
IMMINENT TAKE-OFF



SOLVAY
asking more from chemistry®