



SOLVAY

asking more from chemistry®

Q4 & FULL YEAR 2016 RESULTS

*February 24,
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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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 2015 income statement has been restated. These figures were published on January 17.

The results of former Cytec are consolidated in the Group's income and cash flow statements since January 1, 2016. Comparative information for the fourth quarter and full year 2015 is presented on an unaudited pro forma basis as if the acquisition of Cytec had taken place on January 1, 2015.

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



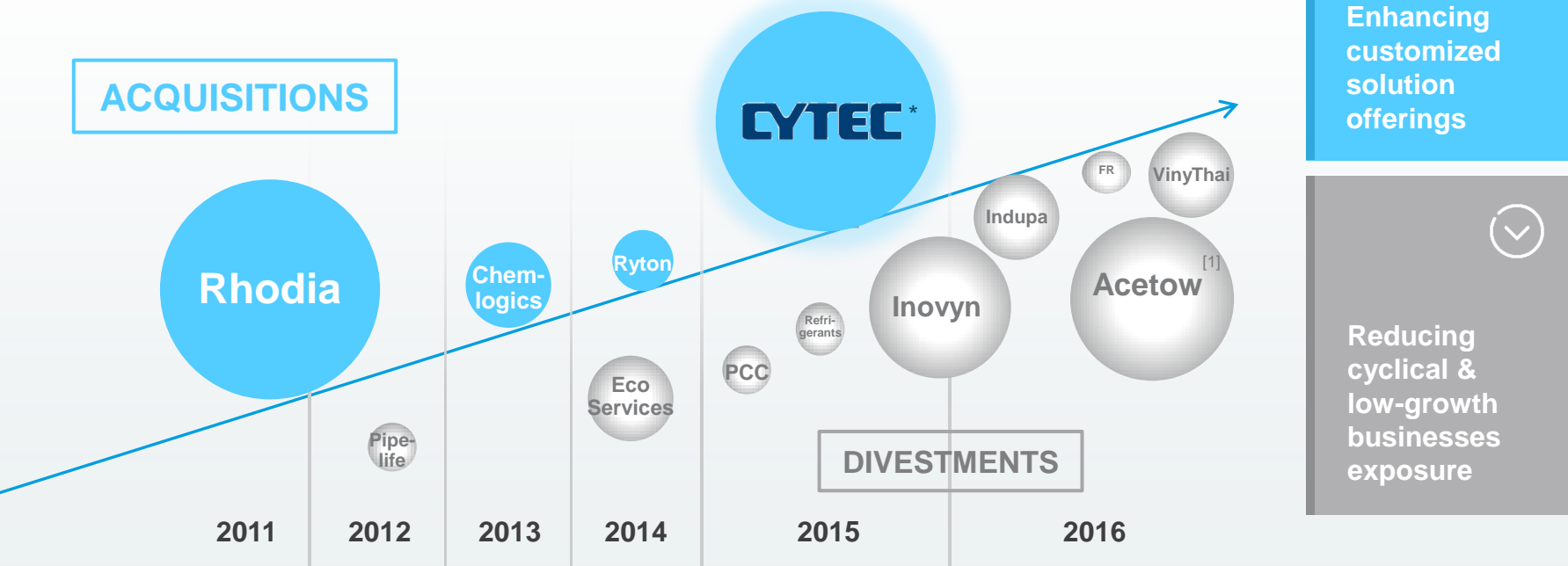
2016

- Upgraded portfolio
- Solid profit growth and record margin
- Synergies and excellence exceed targets
- Strong cash generation

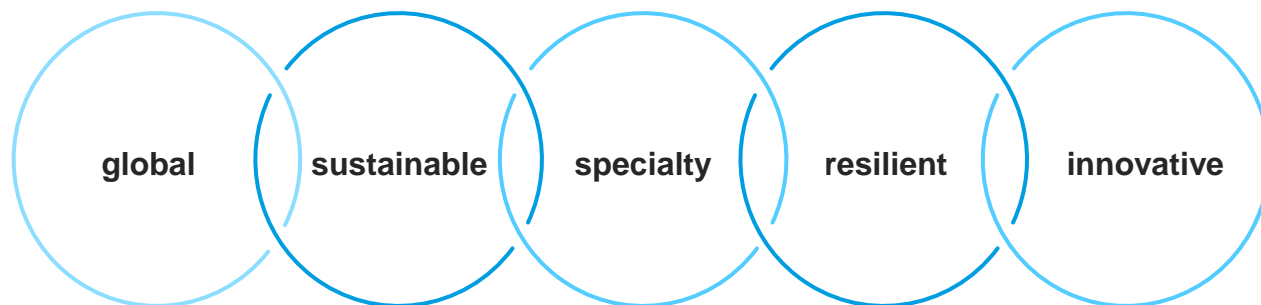
Delivering on priorities



UPGRADING OUR PORTFOLIO



MORE

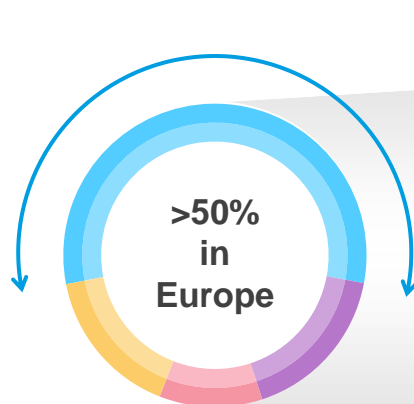


[1] Agreement to divest reached, awaiting regulatory approvals

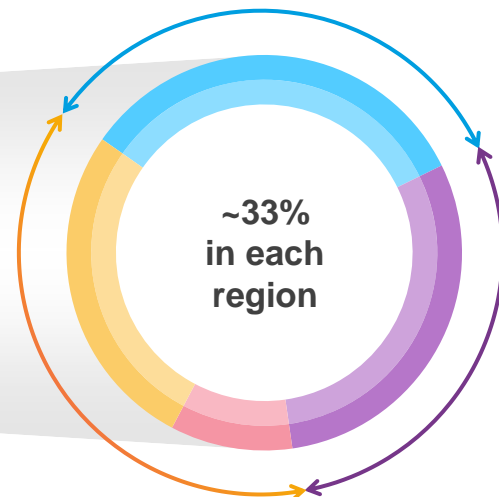
OUR GLOBAL PROFILE

GEOGRAPHIES

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



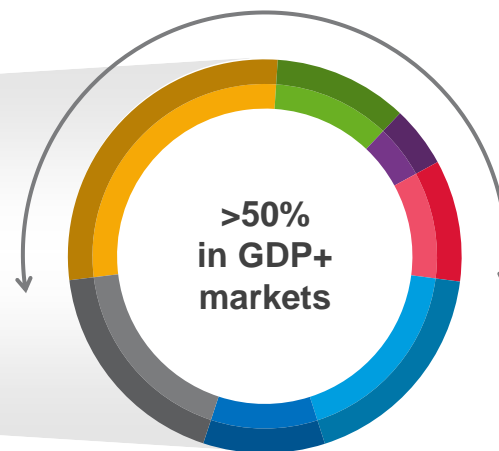
2010 net sales
€ 6.5 bn



2016 net sales
€ 10.9 bn

MARKETS

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



2016 FULL YEAR RESULTS

SOLID EBITDA GROWTH & CASH GENERATION

EBITDA 7.5% ↗

- Pricing power
 - Sustained for 3 years based on excellence
- Lower fixed costs
 - Benefiting from excellence & synergies
- Volumes stable
 - Specific market headwinds offset by growth elsewhere

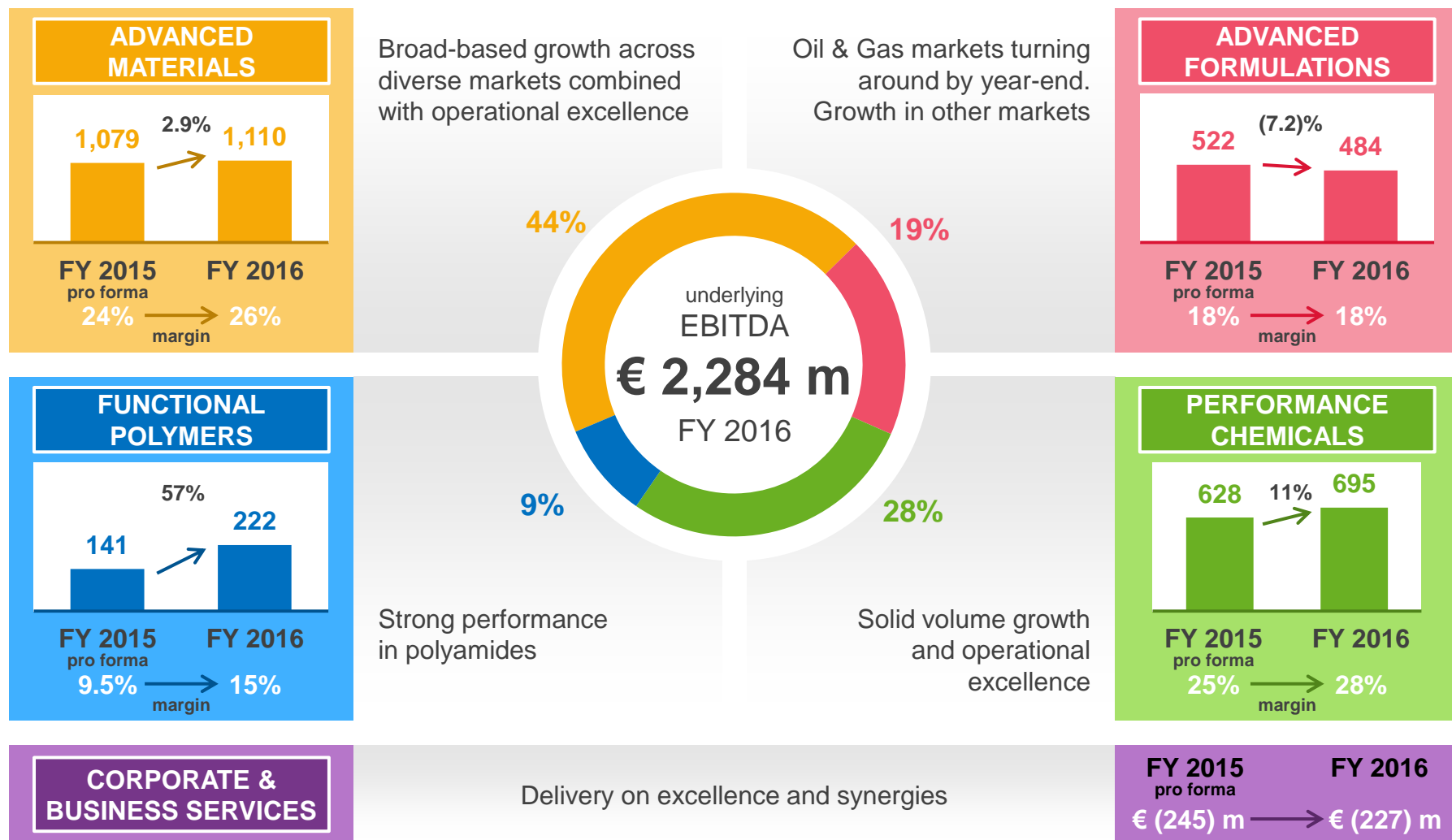
EBITDA margin
19% → 21%

Free Cash Flow 78% ↗

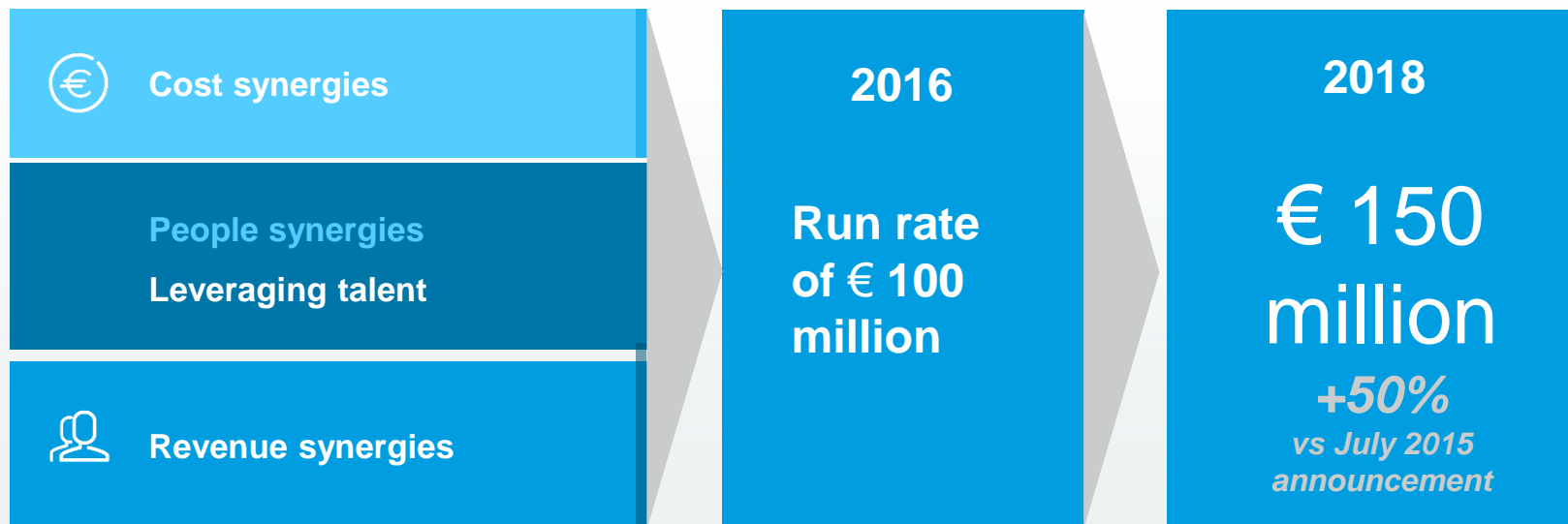
- Resulting from
 - Strong EBITDA
 - Lower CapEx
 - Working capital management
- Underlying net debt at stable at € 6.6 billion
 - Leverage 2.8x → 2.6x

Cash conversion
50% → 59%

SOLID FINANCIAL PERFORMANCE IN 2016



ACCELERATED CYTEC SYNERGIES



Cash accretive already in 2016

SOLID SUSTAINABILITY PERFORMANCE IN 2016

CREATING MORE VALUE

		FY 2016	FY 2015	% yoy	2016 to 2018 targets
PLANET	GHG intensity CO ₂ eq. emissions / EBITDA	5.89	7.26	19% reduction	5.80
	Sustainable Solutions % Group sales	43%	33%	10pp	40%
PEOPLE	Accident rate with medical treatment / million hours	0.77	0.77	--	0.69
	Employee engagement index	77%	75%	2pp	75%
SOCIETY	Societal actions % employees involved	New measurement under construction, to be published in 2018			25%

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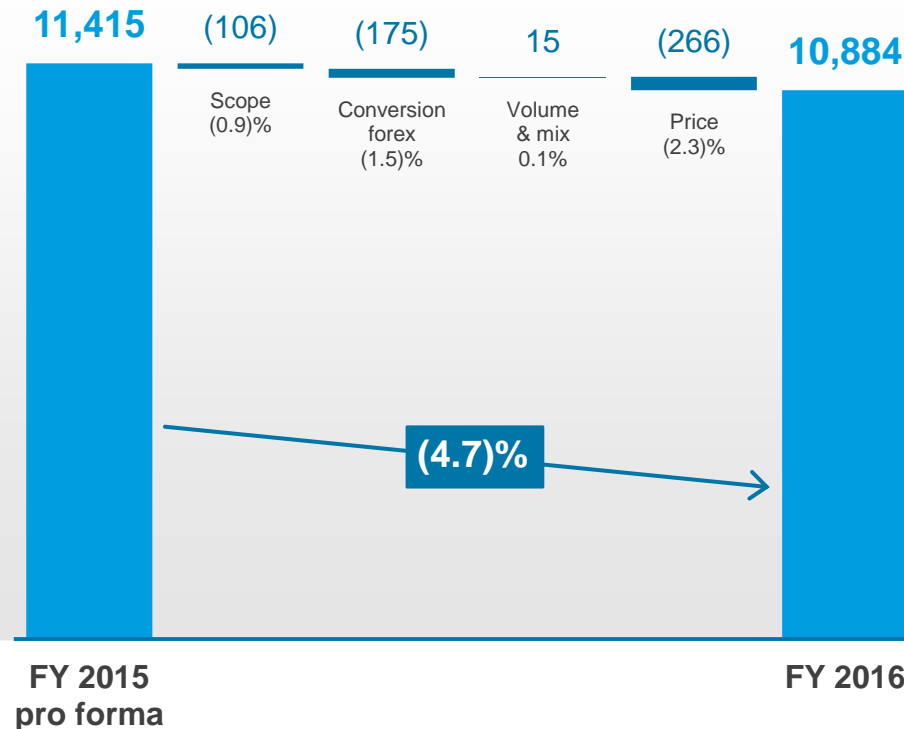
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LOWER SALES

STABLE VOLUMES OFFSET BY PRICE, FX, SCOPE

Net sales

in € m



→ Volumes stable

- Strength in agro, auto, consumer & healthcare markets
- Improvement in oil & gas market late in Q4 but overall headwind for the year

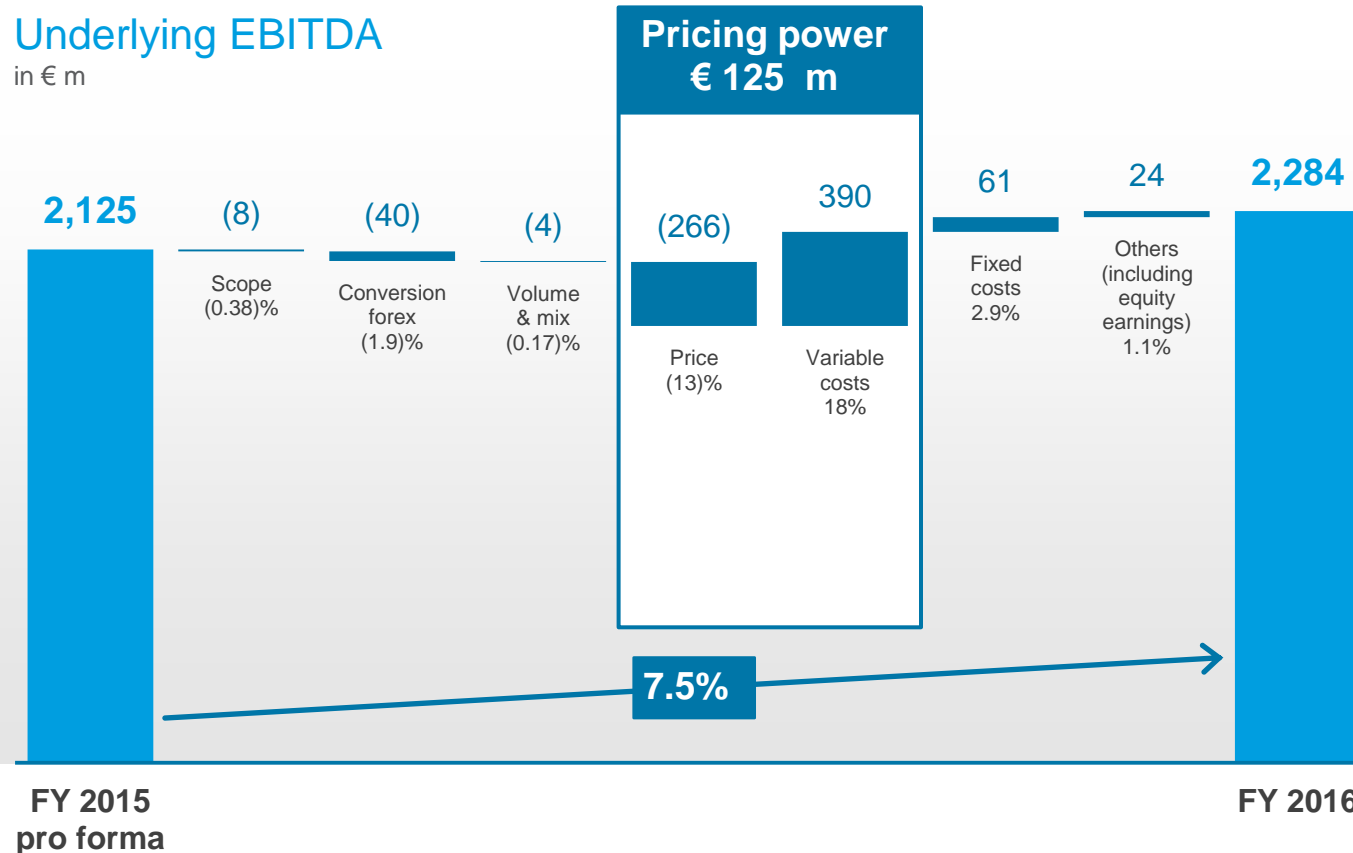
↘ Prices lower

- Partial pass-through of lower raw material costs in deflationary environment, primarily in functional polymers and advanced formulations
- Foreign exchange impact on conversion

ANOTHER RECORD EBITDA MARGIN DRIVEN BY PRICING, SYNERGIES, AND EXCELLENCE

Underlying EBITDA

in € m



➤ **Pricing power**
in all segments except Advanced Formulations, supported by operational excellence

➤ **Fixed costs**
improvement from synergies & excellence, which offset inflation



UNDERLYING NET INCOME REFLECTING HIGHER OPERATING PROFIT

Underlying P&L

in € m

	FY 2016	FY 2015 pro forma	% yoy
Net sales	10,884	11,415	(5)%
EBITDA	2,284	2,125	7%
<i>EBITDA margin</i>	21%	19%	2pp
Depreciation & amortization	(750)	(727)	(3)%
EBIT	1,534	1,398	10%
<i>EBIT margin</i>	14%	12%	2pp
Net financial charges	(469)	(441)	(6)%
Income taxes	(291)	(300)	3%
<i>Tax rate (ytd)</i>	28%	32%	(3)pp
Discontinued operations	133	175	(24)%
Non-controlling interests	61	65	(7)%
Profit, Solvay share	846	768	10%
PPA impact	(344)	(322)	
Portfolio management	(164)	(212)	
Remediation & litigation	(56)	(41)	
Financial adjustments [1]	130	120	
Tax adjustments [1]	347	265	
Discontinued operations	(138)	(126)	
Other adjustments [1]	-	(52)	
IFRS profit, Solvay share	621	400	55%

Underlying profit (Solvay share) up 10%

IFRS net income (Solvay share) up 55%

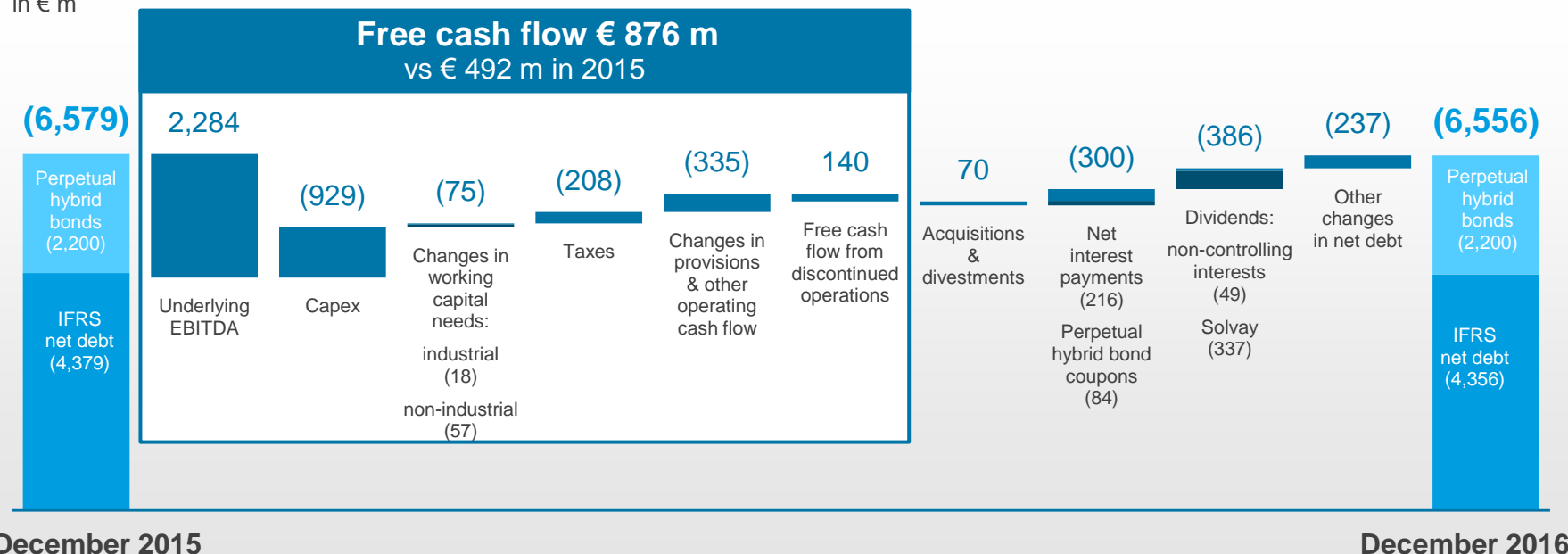
- EBIT up versus prior year
- Underlying tax rate at 28% vs 32% due to change in geographical mix

SIGNIFICANT CASH GENERATION

NET DEBT STABLE

Underlying net debt^[1] evolution

in € m

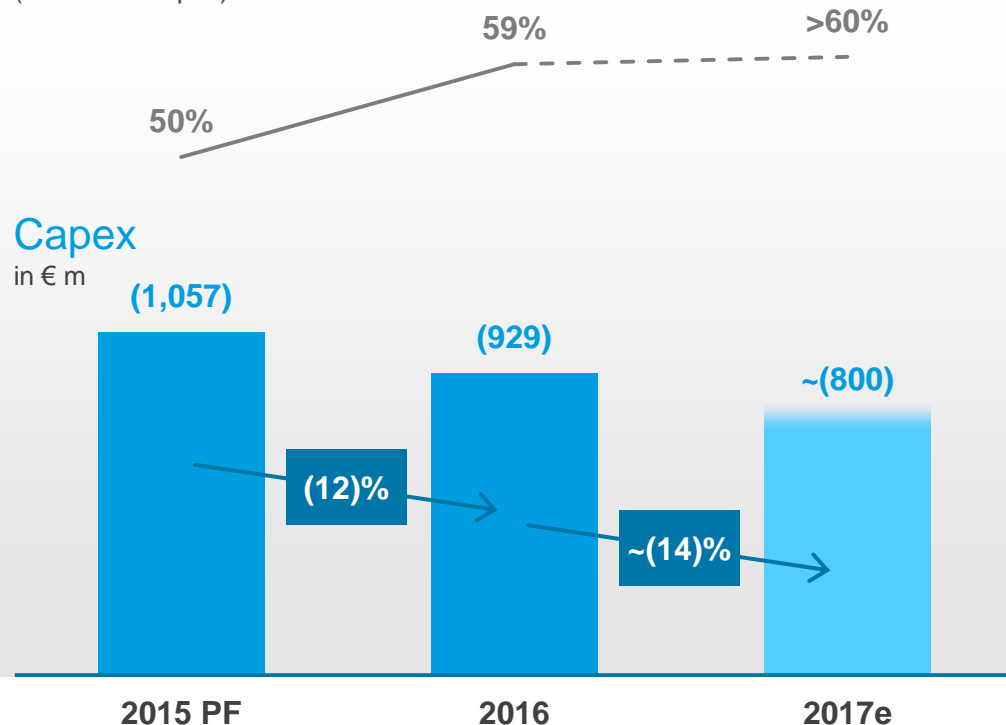


- Free cash flow of € 876 m, significantly above 2015, due to higher EBITDA and lower Capex (€ 736 m from continuing operations)
- Additional FCF supports dividend, net interest/other charges

IMPROVEMENT IN CASH CONVERSION DRIVEN BY LOWER CAPEX AND HIGHER EBITDA

Cash conversion

(EBITDA + capex) / EBITDA



New production in 2017

- Adhesives for Aerospace
- 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

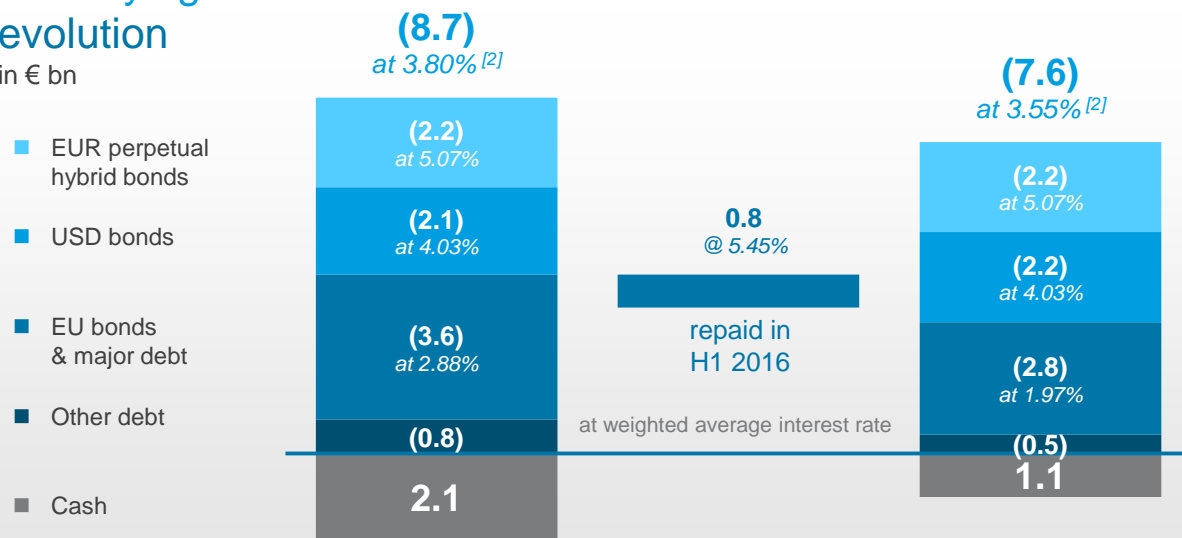
Profit growth
Improved cash conversion

Sustainable improvement
in free cash flow

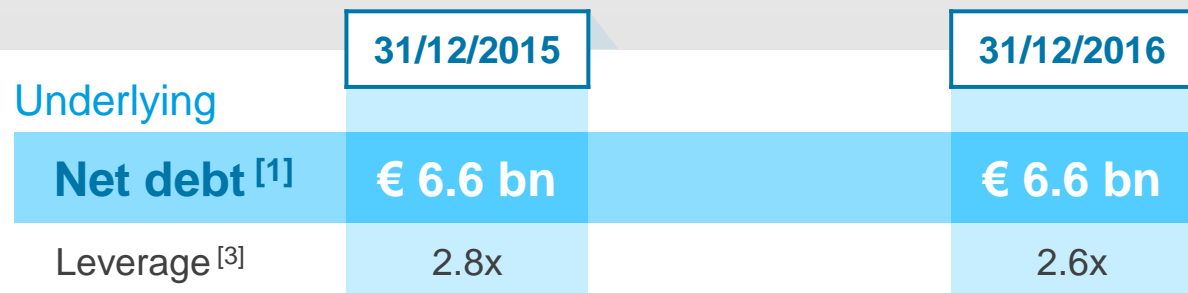
EFFICIENT CAPITAL STRUCTURE LEADING TO REDUCED COST OF DEBT

Underlying debt^[1] evolution

in € bn



Underlying



INVESTMENT GRADE

REWARDING SHAREHOLDERS

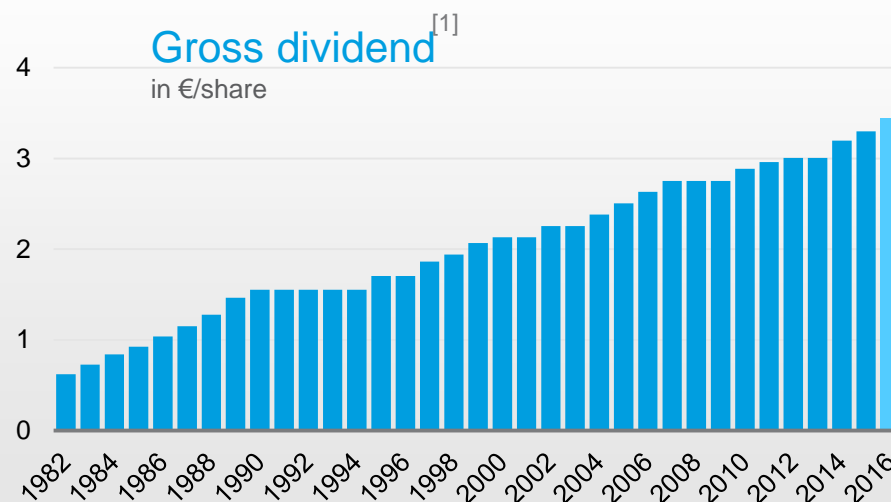
SOLVAY GROSS DIVIDEND 2017

Interim dividend	€ 1.32 / share	Paid on January 18, 2017
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Final dividend ^[1]	€ 2.13 / share	To be paid on May 16, 2017
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Total ^[1]	€ 3.45 / share	Up 4.5%
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DELIVERY ON COMMITMENTS over 30 years



Committed to stable / growing dividend

OVERVIEW

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OUR PRIORITIES IN 2017



Continue portfolio optimization

Volume growth

Earnings and cashflow growth

Sustainable progress

OUTLOOK

FULL YEAR 2017



EBITDA
to grow by
mid-single digits

Free cash flow
from continuing operations
more than € 800 million



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NEXT EVENTS

**May 3
2017**

Q1 2017
results

**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 2016 financial data**
 - **Fourth Quarter 2016**
 - **Full Year 2016**



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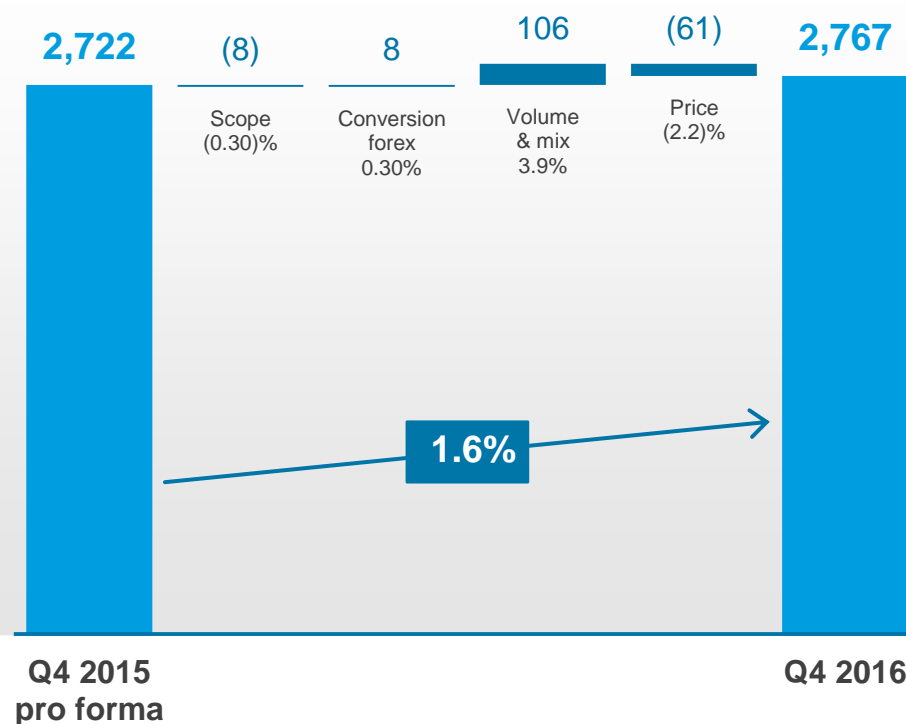
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HIGHER SALES

IMPROVING MARKET CONDITIONS AT YEAR END

Net sales

in € m



↗ Volumes higher

- Less pronounced seasonality
- Strength in agro, auto, consumer/health markets
- Improved market conditions in oil & gas

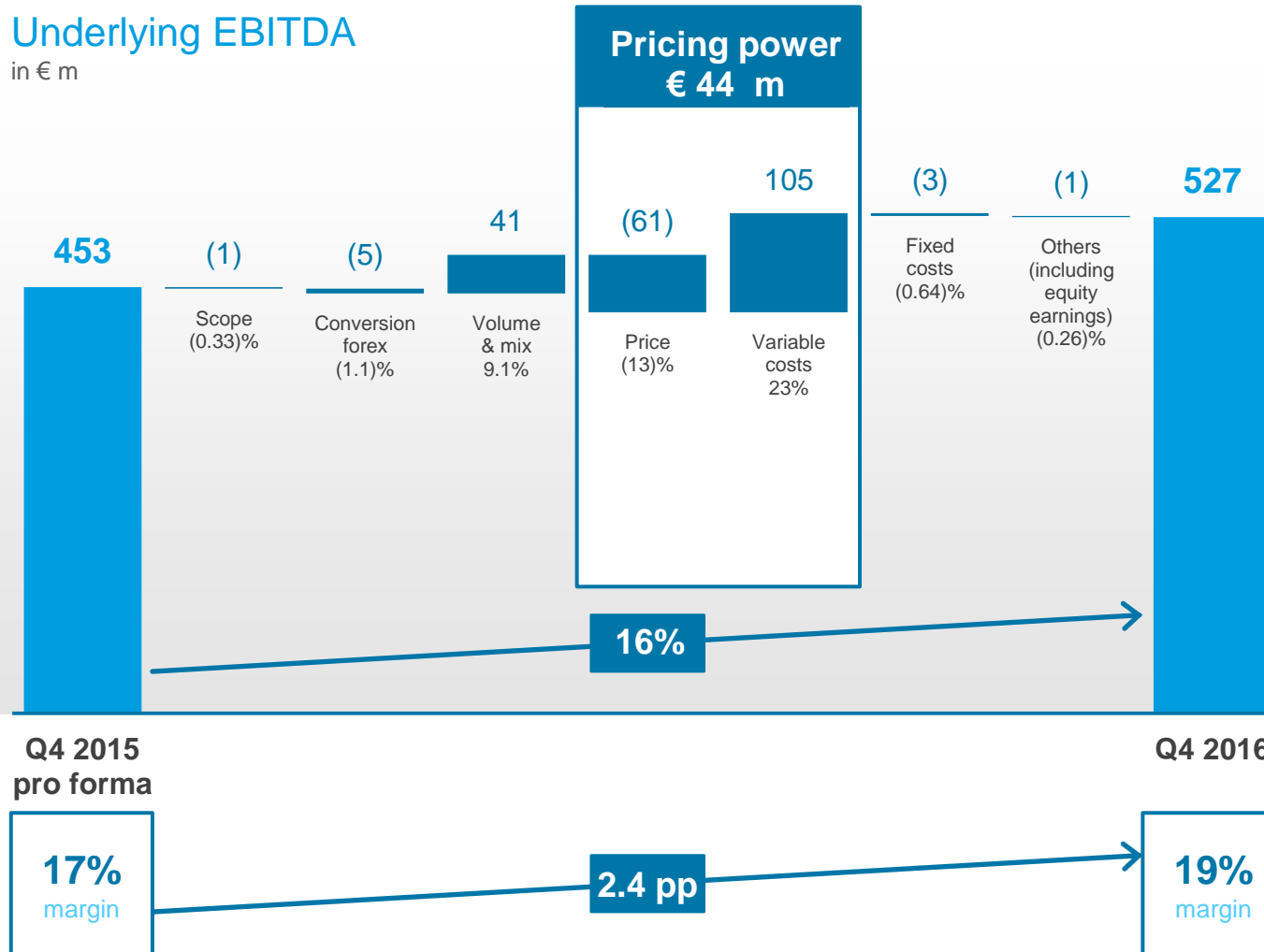
↘ Prices lower

- Partial pass-through of lower raw material costs in deflationary market

EBITDA MARGIN INCREASE DRIVEN BY PRICING AND VOLUME

Underlying EBITDA

in € m



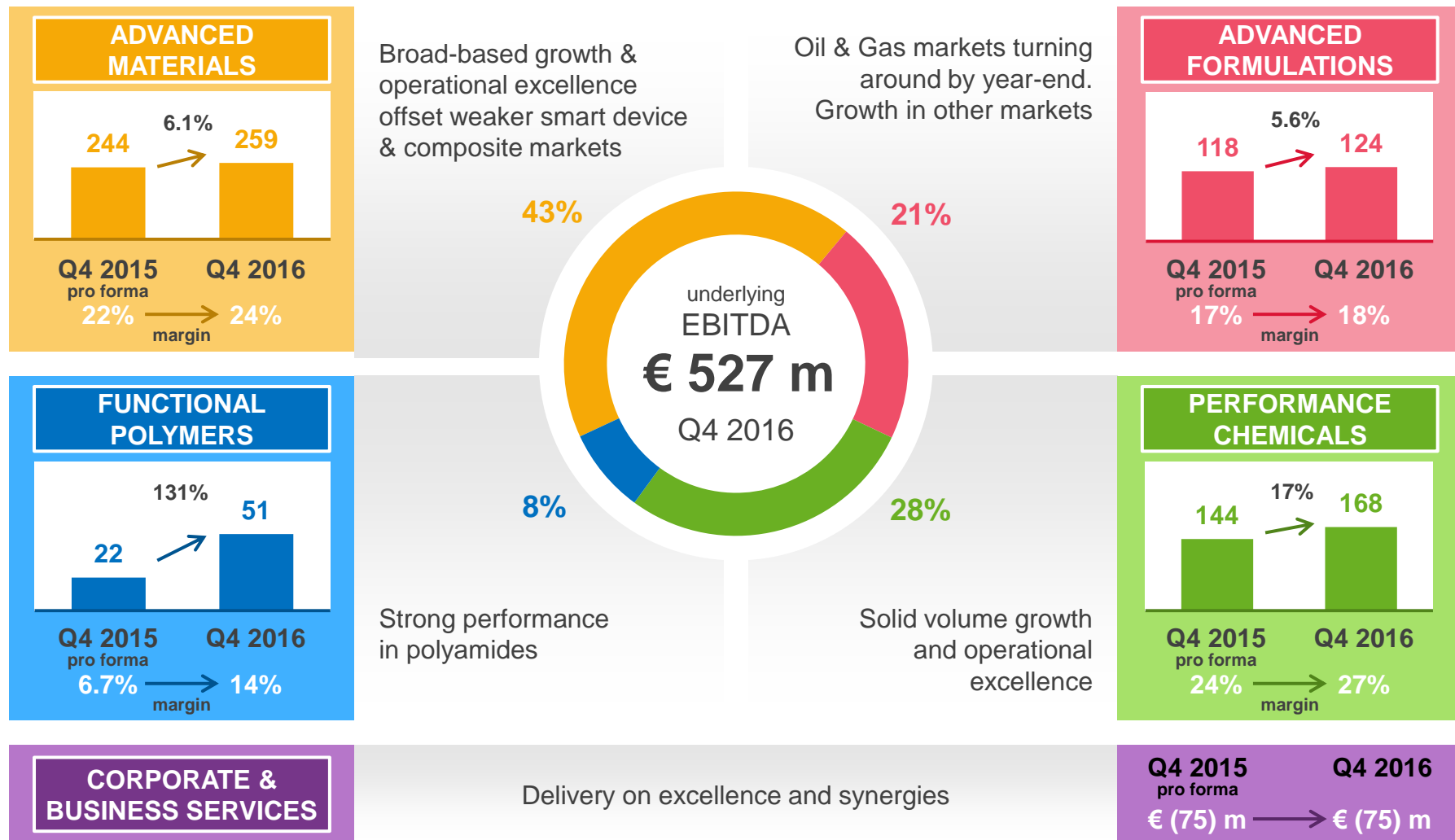
➤ **Pricing power**
in all segments except Advanced Formulations, supported by operational excellence

➤ **Volume & mix**
increased across each operating segment

➤ **Fixed costs**
slightly down from synergies & excellence, which offset inflation

MULTI-SPECIALTY PORTFOLIO

MARGINS IMPROVED ACROSS ALL SEGMENTS



FOCUS ON CASH MAINTAINED SLIGHT UPTICK IN NET DEBT FROM PORTFOLIO & FX

Underlying net debt^[1] evolution

in € m

Free cash flow € 412 m vs € 413 m in 2015											
(6,502)	527	(287)	197	(28)	(47)	50	(175)	(76)	(37)	(179)	(6,556)
Perpetual hybrid bonds (2,200)	Underlying EBITDA	Capex	Changes in working capital needs: industrial 171 non-industrial 26	Taxes	Changes in provisions & other operating cash flow	Free cash flow from discontinued operations	Acquisitions & divestments	Net interest payments (50) Perpetual hybrid bond coupons (26)	Dividends: non-controlling interests	Other changes in net debt	Perpetual hybrid bonds (2,200)
IFRS net debt (4,302)											IFRS net debt (4,356)
September 2016						December 2016					

Free cash flow of € 412 million, in line with Q4 2015

- Profit growth
- Lower capex
- Working capital discipline maintained

M&A outflow increased

- Accelerated exit payment on Inovyn

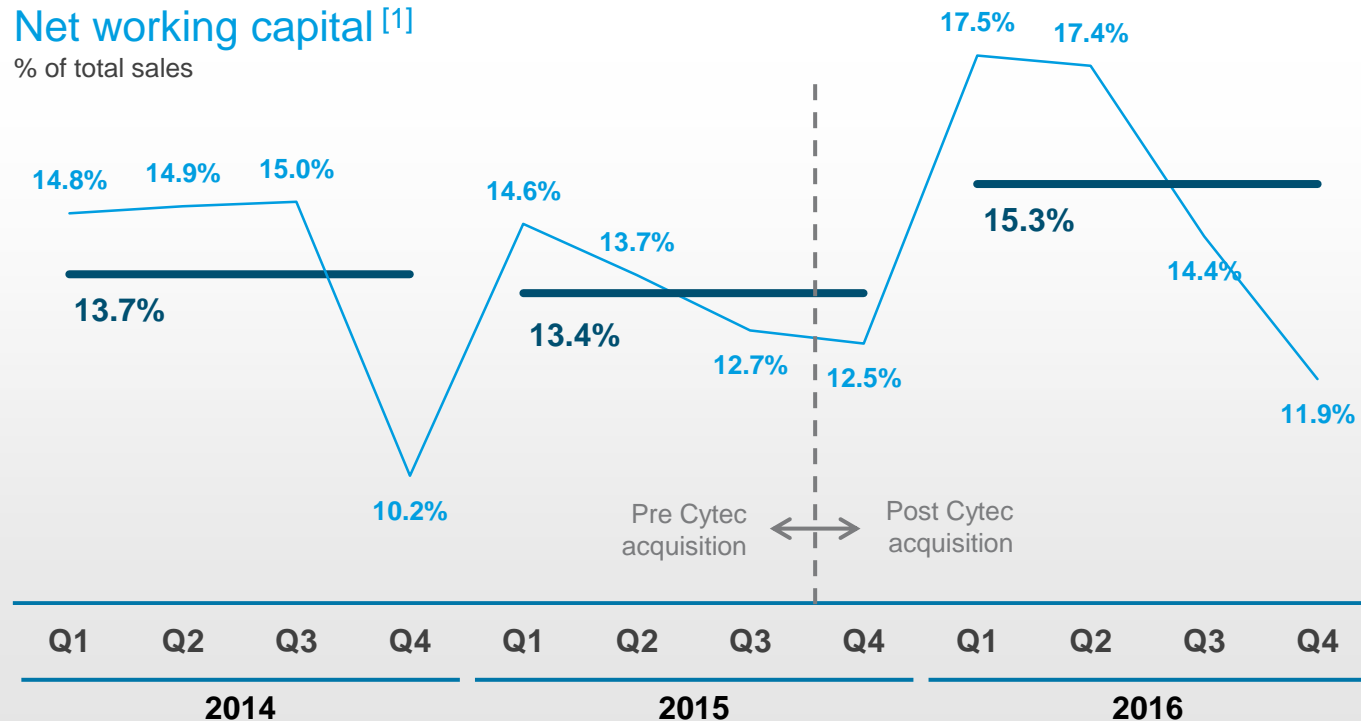
Other changes in net debt

- Mainly due to foreign exchange fluctuations (conversion of US debt)

WORKING CAPITAL MANAGEMENT LINKED TO HIGHER NEEDS OF SPECIALTY BUSINESSES

Net working capital ^[1]

% of total sales

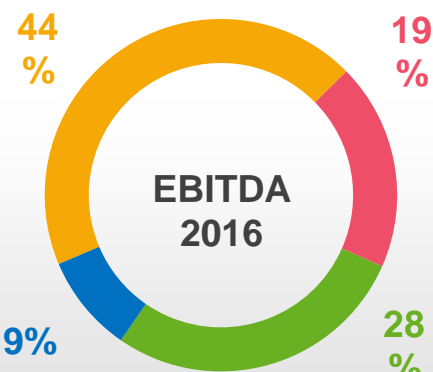


→ **First half inflated** by receivable on Inovyn exit price

→ **Working capital management efforts** offset higher working capital needs of specialty businesses

Committed to further optimization

ALIGNED BUSINESS SEGMENTS STRATEGICALLY COHERENT TO DRIVE RESULTS



Market positions:

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

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

GROWTH ENGINES

ADVANCED MATERIALS

High performance materials, providing solutions for sustainable mobility: **light-weighting**, CO₂ and energy efficiency

Specialty Polymers **#1**

Composite Materials **#2**

Special Chem **#1**

Silica **#1**

ADVANCED FORMULATIONS

Customized specialty formulations in **surface chemistry**, optimizing efficiency, minimizing environmental impact

Novecare **#1**

Technology Solutions **#1**

Aroma Performance **#1**

RESILIENT CASH CONTRIBUTOR

PERFORMANCE CHEMICALS

Leading positions in chemical intermediates, through scale and technology

Soda Ash & Derivatives **#1**

Peroxides **#1**

Coatis **#1**

FUNCTIONAL POLYMERS

Leading regional positions in functional polymers, with focus on excellence

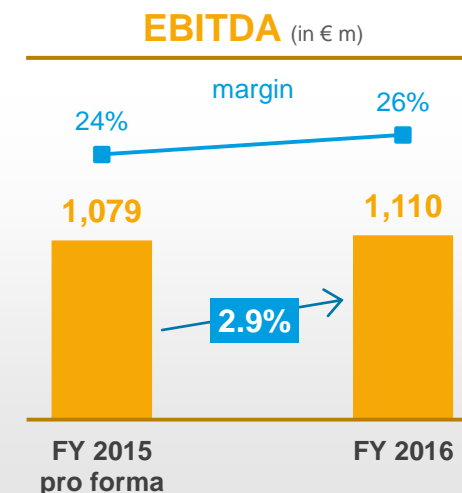
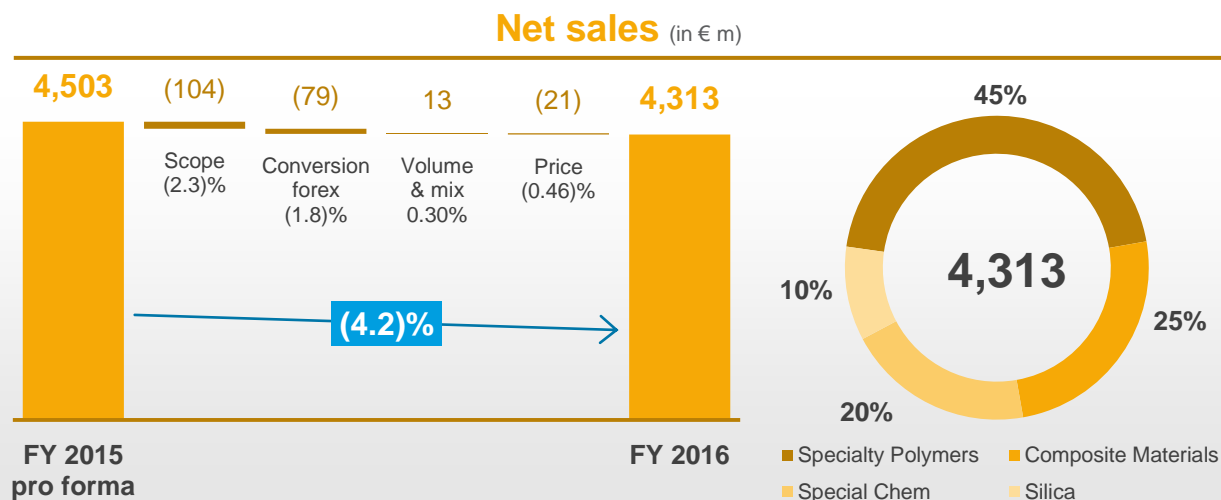
Polyamide **#3**

Chlorovinyls **#2**

2016	GROUP	Advanced Materials	Advanced Formulations	Performance Chemicals	Functional Polymers
Net sales	€ 10,884 m	€ 4,313 m	€ 2,668 m	€ 2,460 m	€ 1,436 m
EBITDA	€ 2,284 m	€ 1,110 m	€ 484 m	€ 695 m	€ 222 m
margin	21%	26%	18%	28%	15%
CFROI	6.3%	9.4%	6.1%	8.9%	5.1%

ADVANCED MATERIALS FULL YEAR 2016

EBITDA GROWTH ACROSS DIVERSIFIED MARKETS



Specialty Polymers' sales slightly down

- Double-digit growth in automotive, healthcare, and consumer goods markets offset by smart devices.

Composite Materials faced soft demand

- Growth new aircraft programs not yet offsetting demand declines in wide-body civil aircrafts, business jets & rotorcraft
- Industrial composites sales lower

Special Chem strong volumes

- Growth from automotive catalysts continues
- Growth in high-purity H₂O₂ for use in semiconductor industry
- Negative scope effect from sale of PCC business in 2015

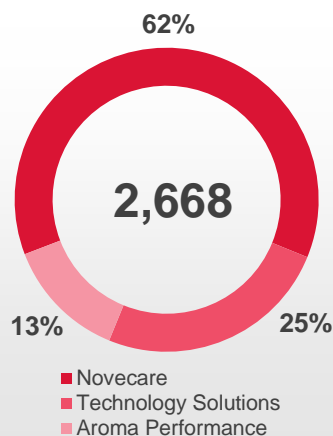
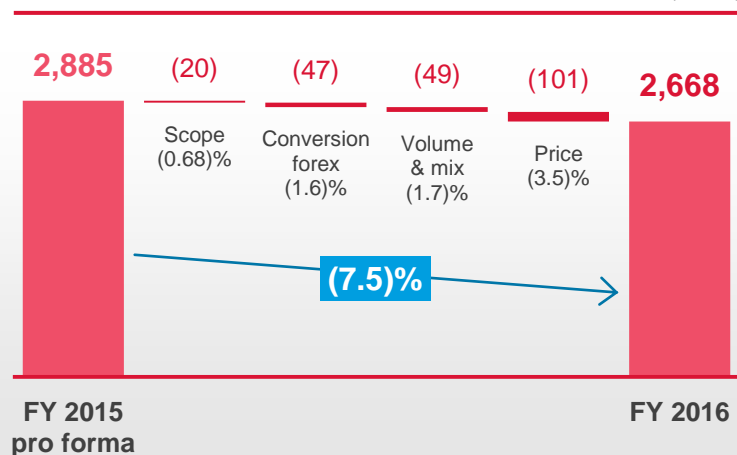
Silica intrinsically stable

- Volume growth in tire market and other niche segments offset by unfavorable mix
- Forex impact from devaluation of Venezuelan bolivar

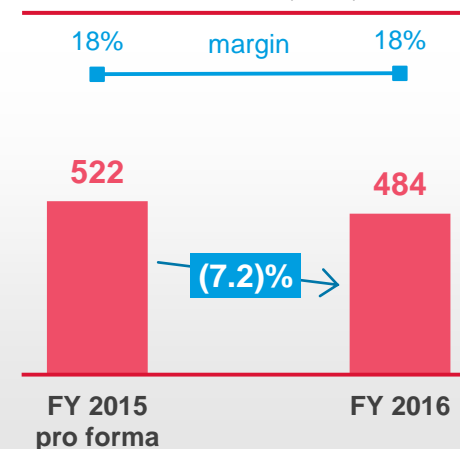
ADVANCED FORMULATIONS FULL YEAR 2016

OIL & GAS NOT YET OFFSET BY OTHER MARKET GROWTH

Net sales (in € m)



EBITDA (in € m)



Oil & Gas continued to weigh on **Novecare**

- Oil & Gas market began to stabilize late in year with sequential improvement in Q4
- Growth in other markets including Agro and industrial applications partly offset oil & gas declines
- Operational excellence measures and synergies helped sustain margins

Modest sales growth in **Technology Solutions** despite mining industry challenges

- Growth in phosphorous and phosphine chemicals
- Lower Cu & Al prices drove curtailments at existing mines while new mine projects were delayed

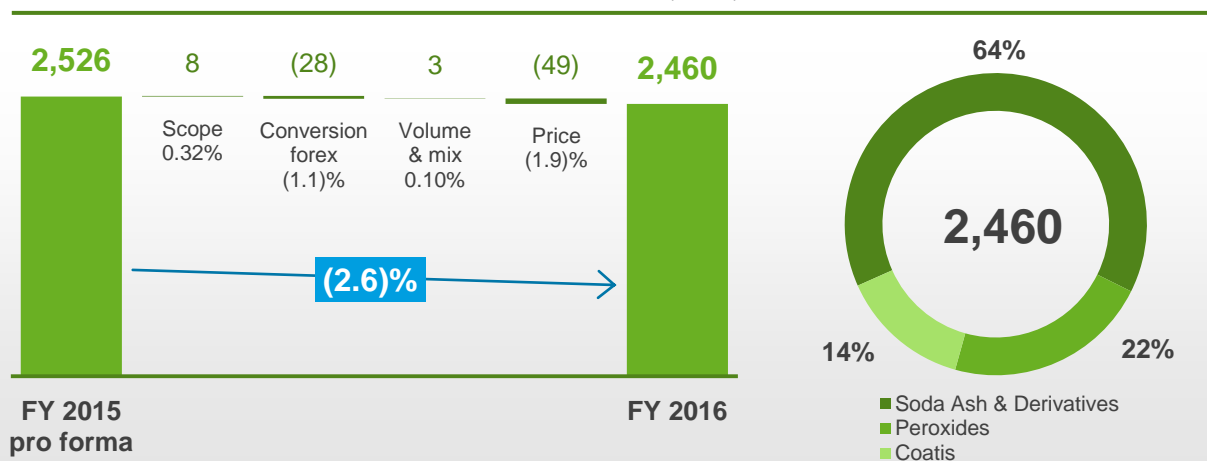
Aroma Performance continues to face price pressure

- Volume growth in vanillin formulations
- Competitive price pressure remains

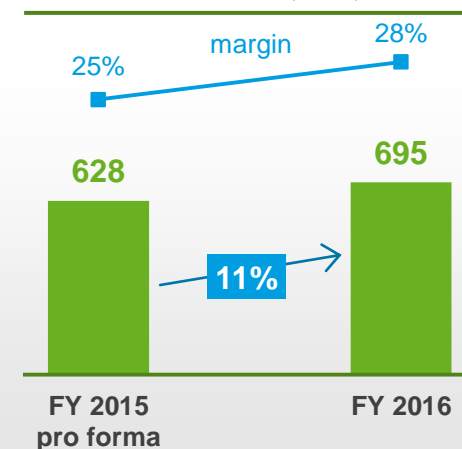
PERFORMANCE CHEMICALS FULL YEAR 2016

EBITDA GROWTH ATTRIBUTABLE TO SODA ASH & DERIVATIVES

Net sales (in € m)



EBITDA (in € m)



Soda Ash & Derivatives driven by excellence

- Double-digit volume growth in bicarbonate as result of Thailand plant ramp up
- Strong excellence delivery

Peroxides sales down on lower production rates

- Volume growth due to new China plant ramp up
- Growth in traditional wood pulp & paper market offset by reduced sales in fish-farming

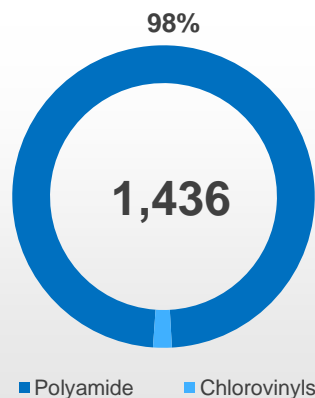
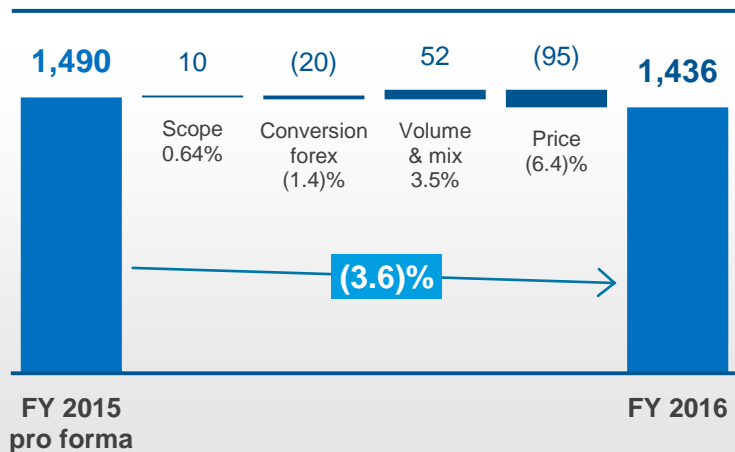
Coatis challenged

- Conditions in Latin America affecting volumes and prices

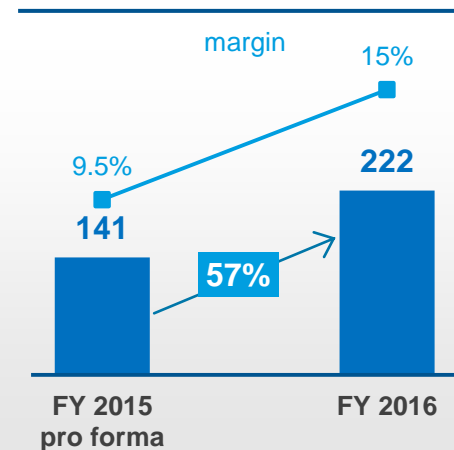
FUNCTIONAL POLYMERS FULL YEAR 2016

EXCELLENCE-DRIVEN PROFIT GROWTH

Net sales (in € m)



EBITDA (in € m)



Polyamide growth driven by volume and excellence

- Demand satisfactory with volume increases
- Significant improvement in EBITDA as a result of operational excellence programs

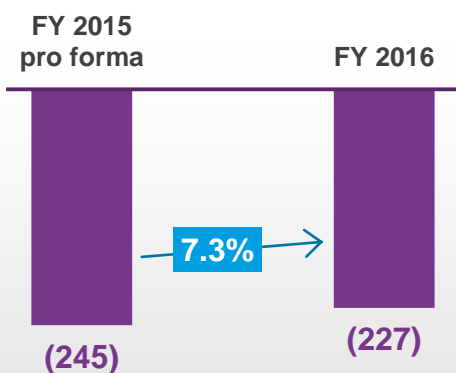
Chlorovinyls largely stable

- Solid contribution from RusVinyl JV (Russian operations), operating at close to full capacity

CORPORATE & BUSINESS SERVICES FULL YEAR 2016

BENEFITING FROM COST DISCIPLINE

EBITDA (in € m)



<i>in € m</i>	FY 2015 pro forma	FY 2016	
Energy Services	(3)	3	
of which one-offs	(7)	-	CER write-offs
excluding one-offs	4	3	
Other C&BS	(242)	(231)	
of which one-offs	30	-	U.S. post-retirement benefits
Excluding one-offs	(272)	(231)	
Corporate & Business Services	(245)	(227)	
of which one-offs	23	-	
excluding one-offs	(268)	(227)	

Energy Services slightly improved

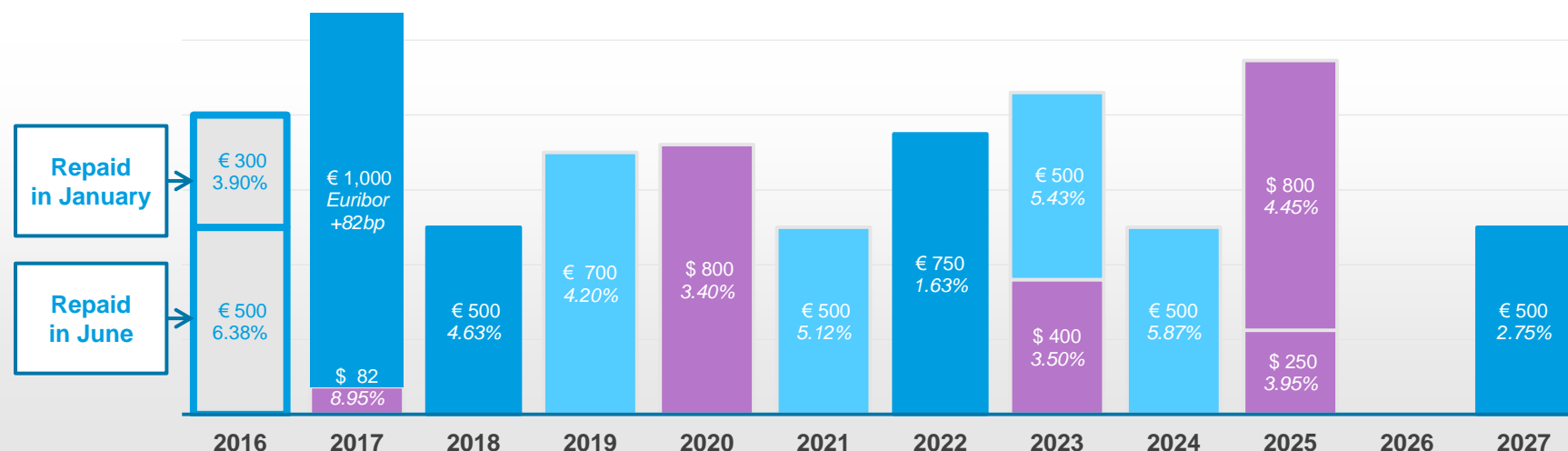
- Improved business conditions
- Restructuring in renewable energy assets

Significant cost reduction in Other Corporate & Business Services

- Synergy benefits
- Delivery on excellence programs

DEBT PROFILE

BALANCED MATURITIES ALLOWING FLEXIBILITY



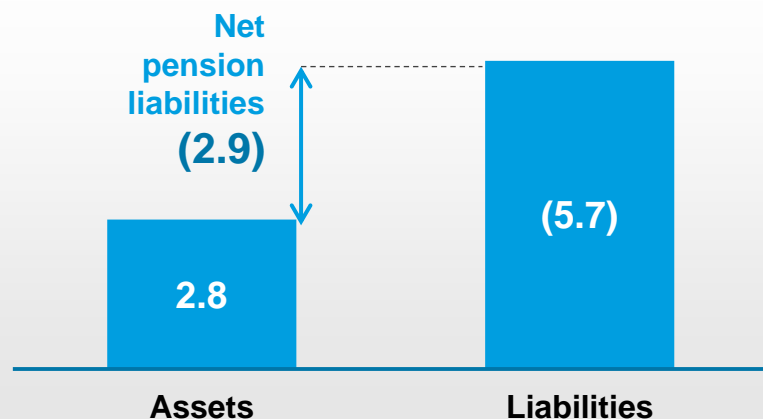
Major debt ^[1]

	December 31, 2015			December 31, 2016		
	Face value	Average maturity	Average cost	Face value	Average maturity	Average cost
EUR bonds ^[2]	3,550	4.1	2.88%	2,750	4.3	1.97%
EUR perpetual hybrid bonds ^[3]	2,200	6.1	5.07%	2,200	5.1	5.07%
USD bonds	2,142 ^[4]	7.5	4.03%	2,212 ^[4]	6.5	4.03%
Total major debt	7,892	5.6	3.80%	7,040	5.2	3.55%
	in € m	in years		in € m	in years	

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

Pensions (31/12/2016)

in € bn



Net pension liabilities decrease by € 0.4 bn

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

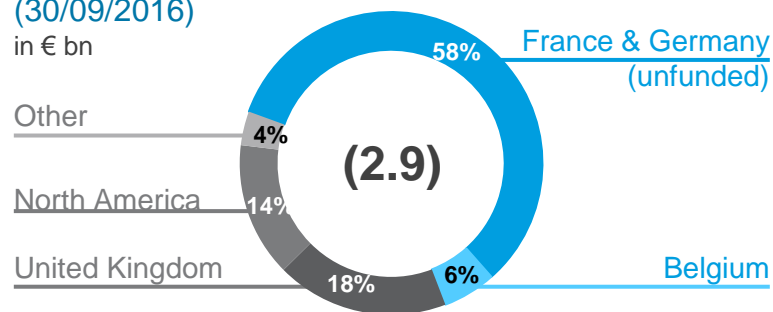
Cash contribution of € (171) m in 2016

- vs € (155) m in 2015

Net pension liabilities

(30/09/2016)

in € bn



All presented figures are for continuing operations only

Discount rate evolution ^[2]

Currency	31/12/2016	30/09/2016	Change
EUR	1.50%	1.00%	0.50 pp
GBP	2.75%	2.25%	0.50 pp
USD	4.00%	3.50%	0.50 pp
Average	2.62%	2.09%	0.53 pp

ANNEXES

- **Other financial considerations for 2017**



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UNDERLYING EBIT(DA) CONSIDERATIONS FOR 2017

Scope effects

- Acquisitions 2016: Cytec
 - Full consolidation as of January 1, 2016
 - Pro forma 2015 restated for acquisition
- Divestments 2016: Indupa, Acetow, Vinythai
 - Latin American PVC activity Indupa was sold at the end of December 2016
 - Asian PVC activity Vinythai was sold in February 2017
 - Acetow closing expected in the first half 2017
 - 2015 & 2016 figures were restated in January 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, VEF, JPY, RUB, KRW, THB
- Total impact on underlying EBITDA in 2016 of € 74 m, with conversion at € (40) m and transaction at € 114 m
- Evolution of main currencies Solvay is exposed to:

	Developed markets			Emerging markets				
/€	USD	JPY	GBP	BRL	RUB	CNY	KRW	THB
FY 2016	1.107	120	0.819	3.86	74.22	7.35	1285	39.04
FY 2015	1.109	134	0.726	3.69	67.97	6.97	1255	37.99
YoY Change	-0.2%	-10.4%	12.8%	4.6%	9.2%	5.5%	2.3%	2.8%
As of Dec 31, 2016 Source: ECB				Red=EUR depreciatoin, Green=EUR appreciation				

UNDERLYING FINANCIAL, CASH & TAX CONSIDERATIONS FOR 2017

Cost of borrowing

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 Q4
 - Average cost: 5.1%
- Non cash recurring discounting costs expected at ~€ (80) m
- Net debt sensitivity to US dollar is approximately € (200) m per US\$ (0.10) change

Discounting of pensions and HSE

- P&L: ~€ (80) m (2/3 - pensions, 1/3 - HSE)
- Sensitivity to change in discount rates ^[1]
~€ 370 m / 50bp
 - Pensions (in OCI): EZ ~€ (150) m, UK ~€ (140) m, USA ~€ (80)m
 - HSE (in P&L): ~€ (5) m

Cash flow elements

- 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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