

Solvay Energy Services

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Game Changer in Energy & CO₂

Energy and CO₂ efficiency to enhance competitiveness

We are energy intensive

Energy spend*

€1 billion in 2012

CO₂ footprint

12.3 Mt CO₂eq

Our targets

- > € 100 m REBITDA impact by 2016

- Reduce energy consumption** and CO₂ emissions** by 10% by 2020

SOLVAY *Wally*

** Chlorovinyls discontinued

** At constant perimeter

Solvay Energy Services, a unique response to the energy challenge

Entrepreneurial specialist team

Organized as a **profit center**

Large spectrum of **expertise**
from **industrial** operations to **trading floor**

Building **innovative** integrated
sustainable energy solutions

- Best-in-class integrated energy management
- Selling expertise to third parties
- Innovation track record

Best-in-class integrated energy management

A breakthrough **energy efficiency** approach



Transforming access to **energy markets**

Optimizing and developing **energy production** on our sites

Innovative **solutions to finance** energy efficiency projects

Leveraging unmatched **track record in CO₂ reduction**



A breakthrough energy efficiency approach

25 highly skilled experts ww

- Tracking optimization opportunities on every Solvay plant
- Unprecedented mobilization of industrial staff on energy management optimization

- Deployed on 30 sites since 2012, covering ~60% of the Group net financial energy bill
- By 2015, 100% of sites to be covered

10% Group energy bill savings by 2016

A breakthrough energy efficiency approach



Dombasle (France)



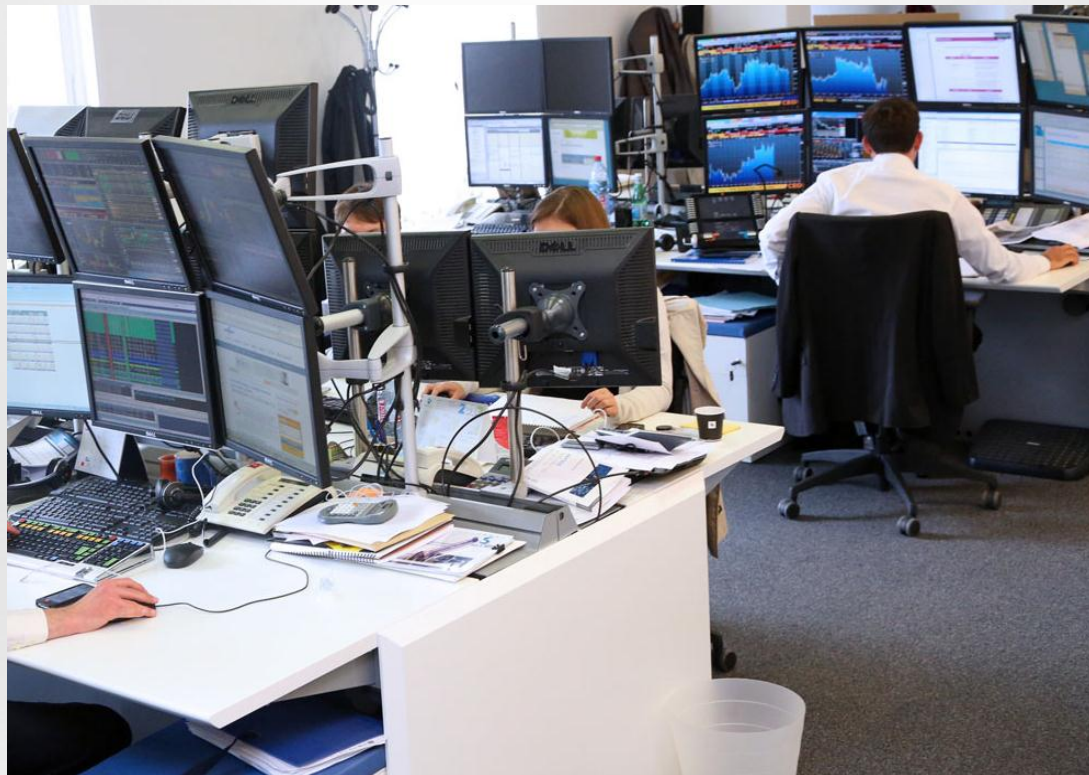
Deploy transversal site
diagnosis

Efficiency projects with
payback < 3 yrs

Conduct behavioral
change & monitor

Transforming access to energy markets

- Direct access to energy markets
- Own dispatching unit
- Trading
- Demand management team
- Dispatching 20% of French gas industrial market



Optimizing and developing energy production on our sites

- Designing, construction, maintenance and operation of energy assets
- Internalizing outsource assets
- Building new assets when market/subsidies opportunities
- Managing assets in a pool to optimize their value

- 32 turbines in 6 countries
Belgium, France, Germany, Italy, Spain



Enhancing natural hedge

Innovative solutions to finance energy efficiency projects

- Financing vehicle developed with and **Marubeni**
- Small size projects (€ 5 to 50 m), with payback period over 3 years



- Allowing quick deployment
- Accelerating the energy transition

First project at Solvay's Rare Earth plant in La Rochelle (France)

(November 2013)



Leveraging our unmatched track record in CO₂

Global experts on CO₂ operations and markets
(Europe, China, California, South Korea)

2 main GHG* projects in Brazil and Korea renewed for 7 years**: 14 m CER/y

Optimal positioning to address potential market developments in 2015

* Green House Gas

** Starting in 2013

Solvay Energy Services, an innovation incubator

Energy consumption reduction

Greenhouse gas emissions reduction

Aggregation of consumption, flexibility and decentralized production

Renewable energies development

Energy transition



Game changer in Energy and CO₂