



Société Générale
European
Mid & Small Caps
Conference

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VP Investor Relations



Nice, May 28th, 2010



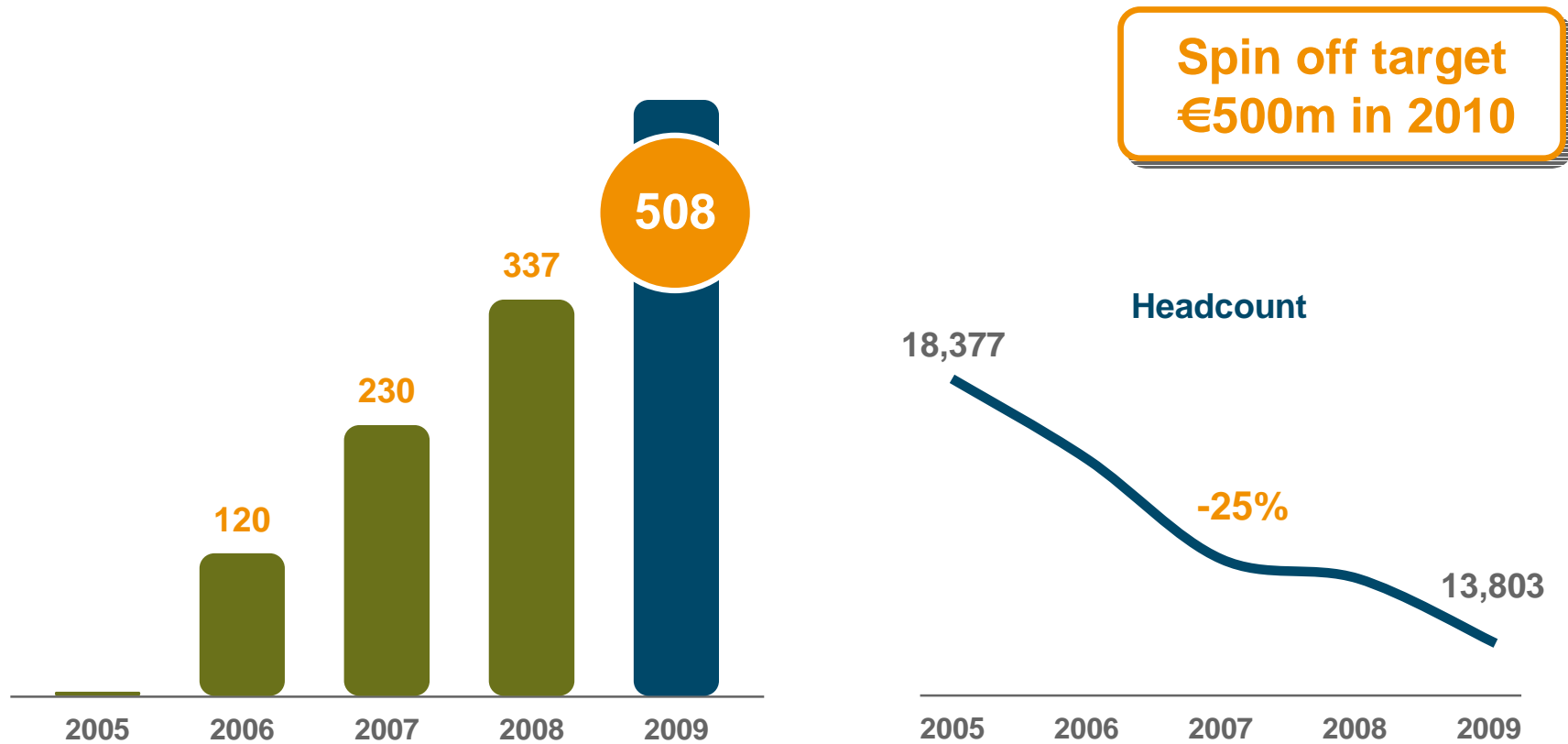
2005-2009

A reshaped Arkema



Fixed cost savings

Cumulated gross fixed cost savings since 2005 (in €m)





Working capital

Working capital
as % of sales

23.6%



2005

**Spin off target
18% end 2010**

16.2%

2009



Gearing

Net debt as %
of shareholders'
equity

31%*



2005

Spin off target
below 40%



19%

2009



Portfolio management

Main acquisitions

€550m*

- Acrylic assets from Dow
- Coatex
- Organic peroxides from Geo

Spin off targets

Acquisitions: €500m to €800m sales
Divestments: €300m to €400m sales



Main divestments

€480m

- Cerexagri
- Urea Formaldehyde Resins
- Specialty amines
- Sanitary & Heating pipes

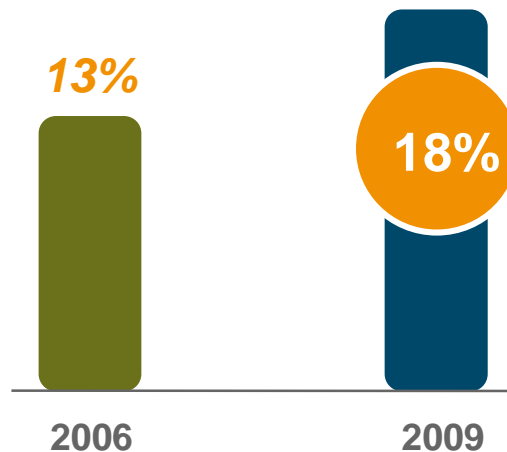


Better positioned on growing regions & products

Asia

€130m capex spent since spin off

% of total sales achieved in Asia



Spin off target
20% of sales in 2012

Innovation

Focus on sustainable development and high performance polymers

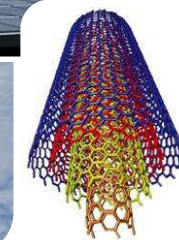
Bio-based polymers



Range for photovoltaic



Acquisition of OPM (PEKK)



Carbon nanotubes



Bio-based high temperature polyamides



2010

Well prepared and positioned

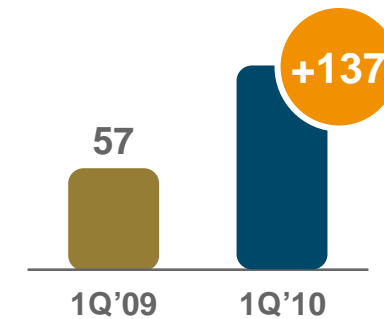


1Q'10 : Strong rebound in volumes and profitability

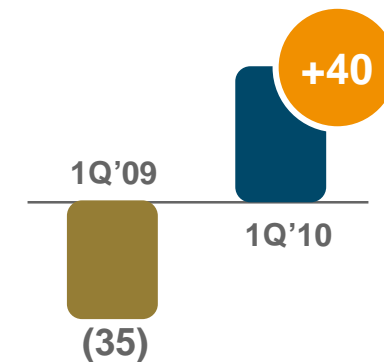
- **+20% volumes* versus 1Q'09**
 - Excellent growth in Asia
 - Signs of recovery in North America
- **€137m EBITDA x2.4 versus 1Q'09 and above 4Q'09**
- **10.5% EBITDA margin versus 5.2% in 1Q'09**
 - Strong performance of Industrial Chemicals at 14.5% EBITDA margin
 - Sharp recovery in Performance Products at 14.5% EBITDA margin
- **Positive net result : +€40m**
- **Fixed cost savings in line with FY'10 reduction target**
- **Gearing maintained below 20%**

1Q'10 achievements

EBITDA (€m)



Net result (Group share) (€m)





1Q'10 highlights

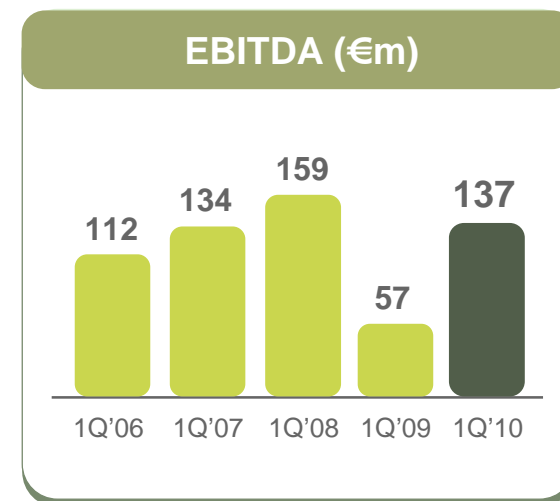
- **Successful integration at the end of January of the acrylic assets acquired from Dow**
 - Emulsion Systems Business Unit created
 - Comprehensive product offering for the Coating market :
 - *Emulsion Systems – Coatex - Kynar®*
 - Positive net income already in 1Q'10*
- **Gradual improvement of acrylic unit margins**
 - Increase from the low point reached in 4Q'09
 - Improved demand in Coatings
 - Tightness of acrylic acid supply in 1Q'10 to continue in 2Q'10
- **Successful start-up of fluorogas (HFC-125) production unit in Changshu (China) in partnership with Daikin**
- **+35% sales in Asia versus 1Q'09 (in local currency)**
- **Acceleration of revenues in the photovoltaic market**





1Q'10 key figures

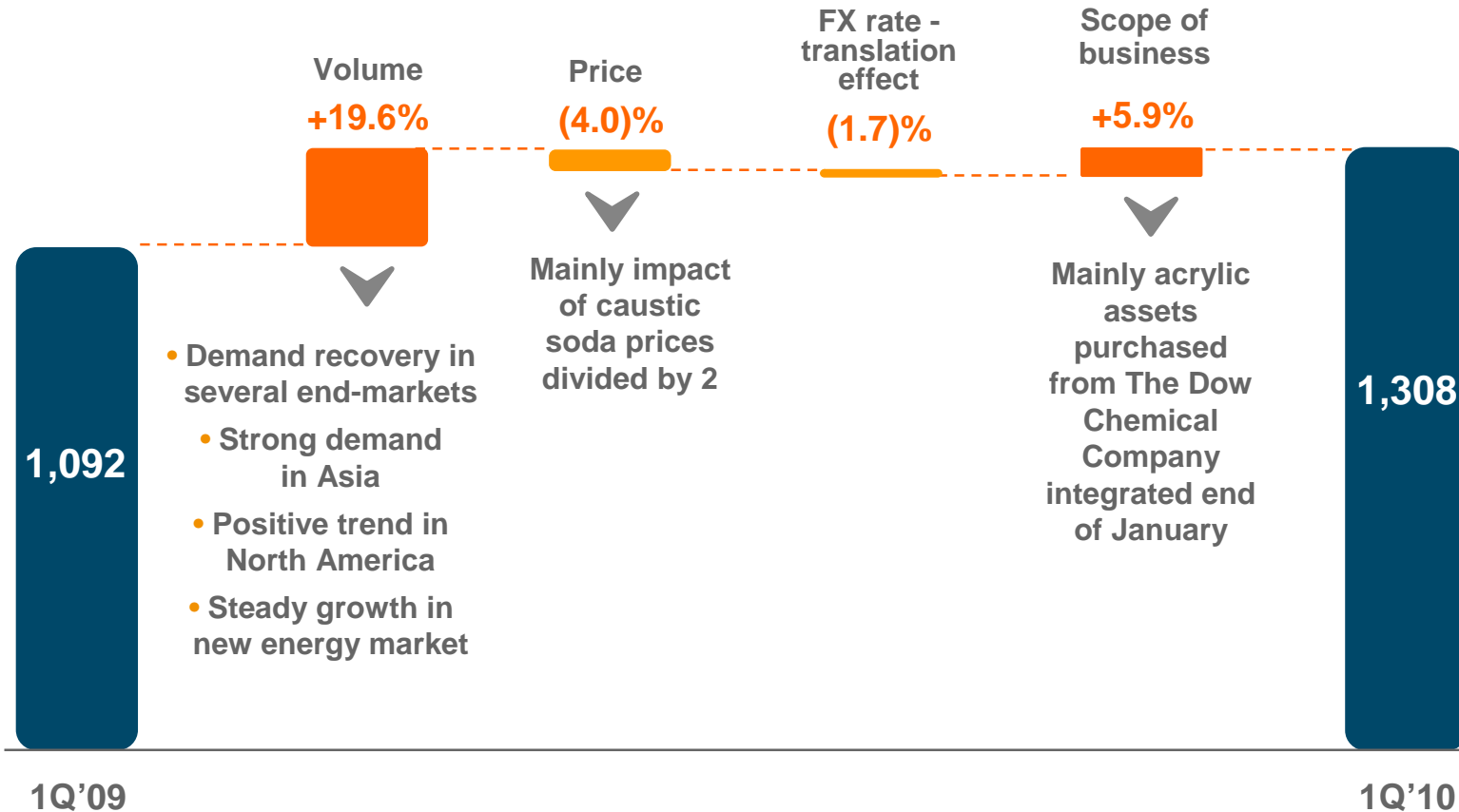
<i>in €m (except EPS)</i>	1Q'09	1Q'10	Variation
Sales	1,092	1,308	+19.8%
EBITDA	57	137	x2.4
<i>EBITDA margin</i>	5.2%	10.5%	
Recurring operating income	(12)	67	-
Net income (group share)	(35)	40	-
Adjusted EPS (diluted)	(0.50)	0.68	-





+20% sales versus 1Q'09

Sales in €m





Significant EBITDA growth

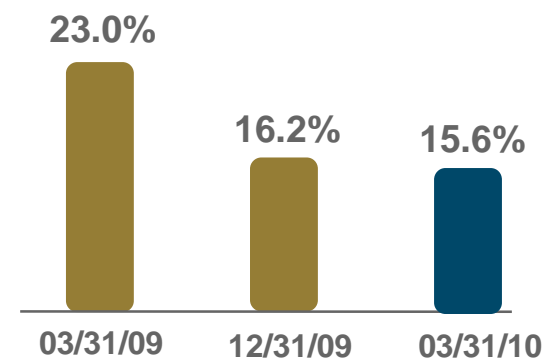
- **x2.4 versus 1Q'09**
- **Strong recovery in volumes**
 - Good demand in several end-markets notably automotive and electronics
 - Sharp increase in demand for high performance polymers especially in Asia
 - Volumes still lower than before the crisis (construction in Europe still weak)
- **Overall good resilience of unit margins in Industrial Chemicals and Performance Products**
- **Positive contribution from acrylic assets purchased from Dow both on monomers and polymers**
- **Successful developments of new higher-margin products notably in photovoltaic market**
- **Fixed cost savings in line with FY'10 target of €90m savings (+€40m EBITDA)**



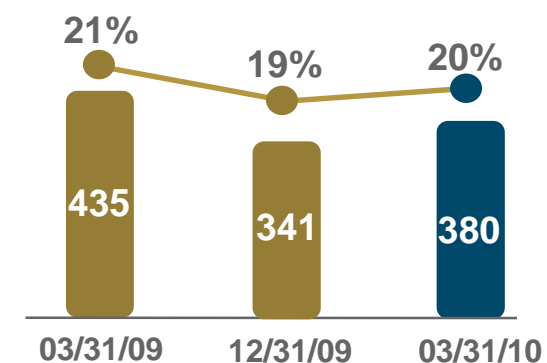
Cash flow and net debt

- **+€22m cash flow from operating activities**
 - On higher EBITDA
 - And despite -€68m working capital outflow on stronger activity and usual seasonality
- **Continued focus on working capital optimization in line with FY target of working capital on sales ratio at around 16%**
- **€50m recurring capex versus €52m in 1Q'09 in line with FY target of capex below €300m**
- **- €18m restructuring outflows**
- **€380m net debt including first impact of the acquisition of acrylic assets from Dow**

Working capital / sales * (%)

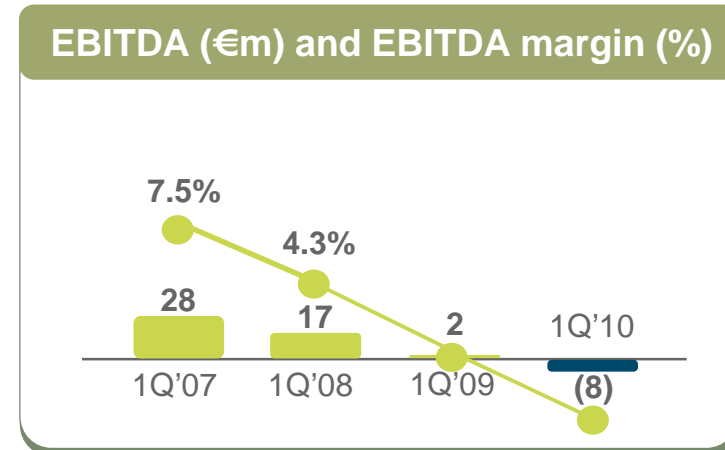
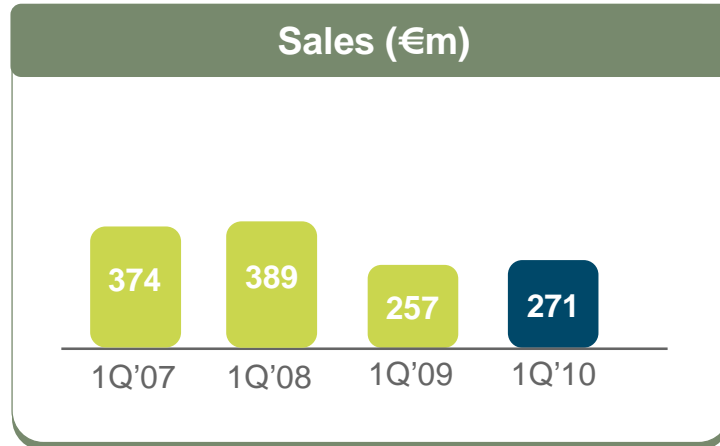


Net debt (€m) and gearing (%)





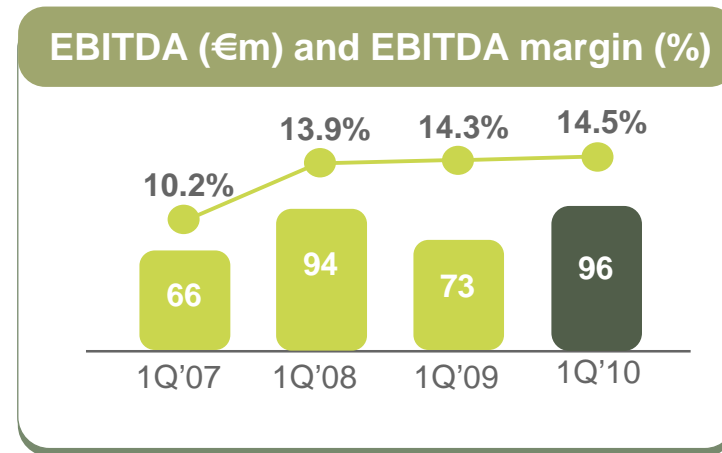
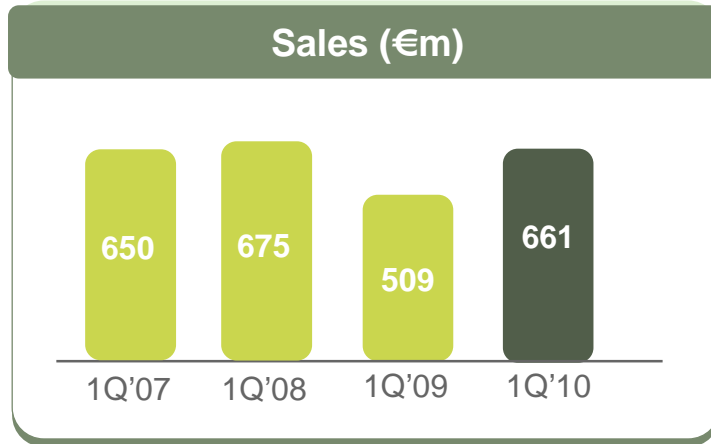
Vinyl Products : some improvements in overall adverse market conditions



- **Traditional seasonality of the first quarter**
 - Adverse weather conditions at the beginning of the year
 - Construction market remaining weak in Europe
- **Unit margins at low levels**
 - Caustic soda price divided by 2 vs 1Q'09 (slight sequential increase vs 4Q'09)
 - PVC price increases offsetting higher ethylene costs
- **Positive contribution from fixed cost savings**
- **Strong performance of Qatar Vinyl Company supported by Asian demand**



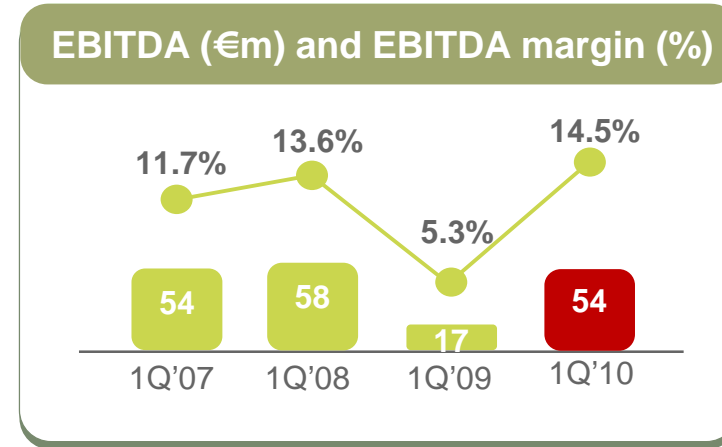
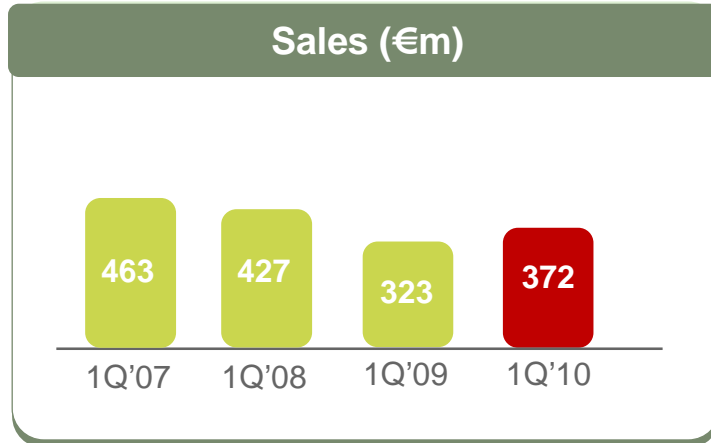
Industrial Chemicals: continue to grow stronger



- **14.5% EBITDA margin and +32% EBITDA versus 1Q'09**
- **+17.5% volumes vs 1Q'09**
 - Good momentum in Asia and benefits from growth developments in H₂O₂, fluorogases
 - Improvement in the US
- **Positive integration of Dow's acrylic assets**
- **Acrylic unit margins improving from a low point in 4Q'09**
- **Strong benefit from Methacrylates restructuring in Europe**
- **Successful start-up of HFC-125 production unit in Changshu (China) in partnership with Daikin**



Performance Products : back to pre-crisis EBITDA level



- Record EBITDA margin since spin off at 14.5% despite volumes still below pre-crisis level, and EBITDA x3.2 versus 1Q'09
- Strong rebound in volumes supported by demand in automotive and in Asia
- Increased contribution from innovation (high performance polymers, new energy markets)
- Good resistance of unit margins
- Strong benefit of Geo's organic peroxides acquired early 2009
- Positive impact from fixed cost savings in Technical Polymers and Functional Additives



Our priorities for 2010

- **Maintain focus on costs and cash**
 - €90m fixed cost savings versus 2009
 - Recurring capex below €300m
 - Working capital at ~16% of sales
- **Integrate newly acquired acrylic assets from Dow**
- **Grow in Asia and in “green” markets**
 - Leverage new manufacturing assets in China
 - Accelerate growth in Performance Polymers & renewable energies
Polyamide Rilsan[®], PVDF Kynar[®], new generation of Fluorogases, molecular sieves
- **Closely monitor evolution of raw material costs**



2010 outlook

- **2Q'10 outlook**

- 1Q'10 market conditions expected to continue in 2Q'10
- Stronger seasonality in Coatings, Fluorochemicals and Specialty Chemicals
- Tightness in acrylic monomers expected to continue in 2Q'10
- 2Q'10 EBITDA will be above 1Q'10 level

- **2010 outlook**

- Confidence in Arkema's ability to generate in 2010 an EBITDA very significantly above 2009
- In a still volatile economic environment, continue to focus on cost reductions and cash flow management
- Maintain priority on growth in Asia, high performance polymers and bolt-on acquisitions



2010-2014

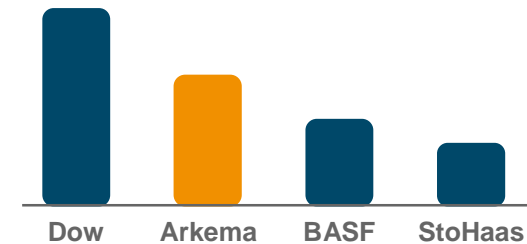
A new roadmap



Leverage on newly acquired acrylic assets

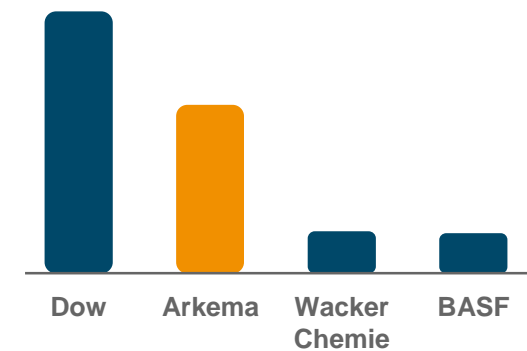
- **Attractive asset deal**
 - US\$ 450m sales in 2009
 - US\$ 50m enterprise value
 - Acquisition in low-cycle conditions
- **Perfect fit with Arkema's strategy in Acrylics**
 - Build a strong position in the US in monomers (Clear Lake)
 - Develop downstream positions (polymers)
- **Strong potential from a global coatings approach**
 - Product offer including UCAR™ (new "Emulsion Systems" BU), Coatex (acquired in 2007) & Kynar® (Arkema's Fluoropolymers)
 - Close relationship with customers
 - Strong brands combined with innovation
- **Positive EBITDA and net income in 2010 with mid-term upside potential on volume and margin recovery**

#2 in US acrylic acid



Source: CMAI, SRI and company data

#2 in US coating latex



■ ■ ■ **12% EBITDA margin after 3 years
and 14 to 15% after 5 years**



Ambition for Acrylics

Strategy

- **Develop world-scale competitive monomer production sites**
 - Continue to optimize in Europe
 - Strengthen presence in the Americas
 - Secure production capacities in Asia in the mid-term
- **Increase downstream integration to enhance earnings stability**

Key initiatives

- **In Europe**
 - Optimization plan in Carling (Fr)
 - New 50 kt/yr 2EHA production unit in Carling (Fr) in 1Q'10
- **In the Americas**
 - Integration & optimization of Clear Lake (US)
 - Rationalization at Bayport (US)
- **In new downstream activities**
 - Acquisition of Coatex in 4Q'07
 - Acquisition of UCAR™ assets in 1Q'10
- **Geographical expansion**
 - New production unit (Coatex) in China to start-up by mid-2011
 - Expand in the US in Coatings with a combined offer (UCAR™ + Coatex)

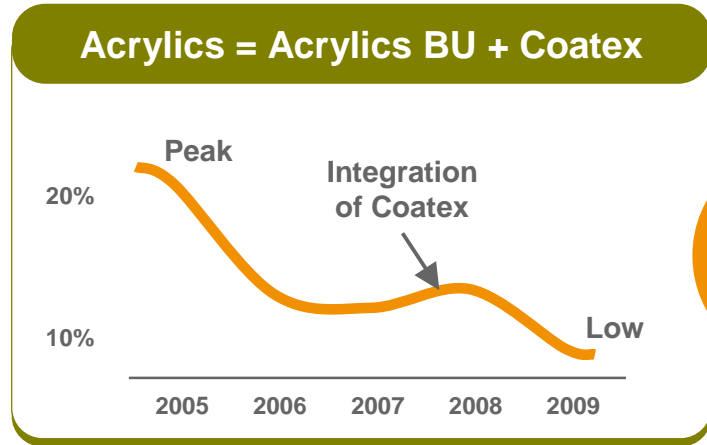
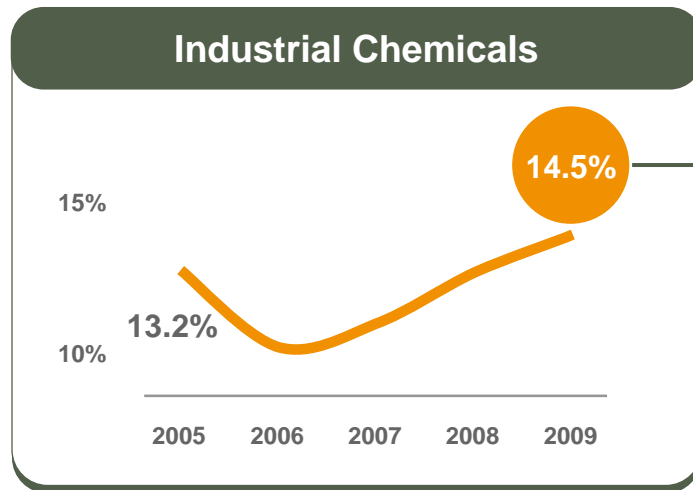


From a European upstream competitive player to a worldwide integrated leader



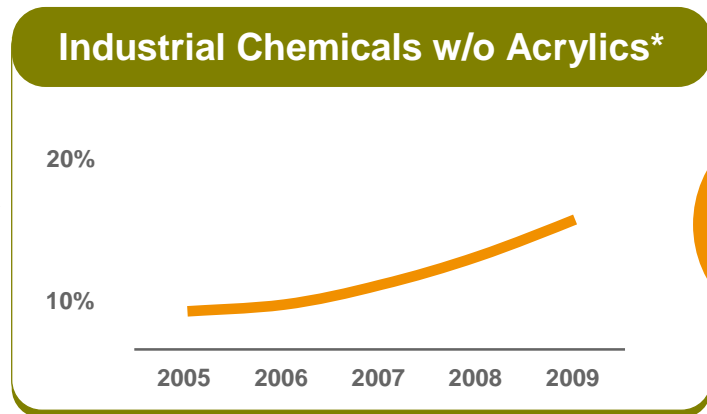
Industrial Chemicals' performance since 2005

EBITDA margin



(monomers + polymers)

Strong upside potential from monomer cycle



Structural turnaround





Enhanced portfolio



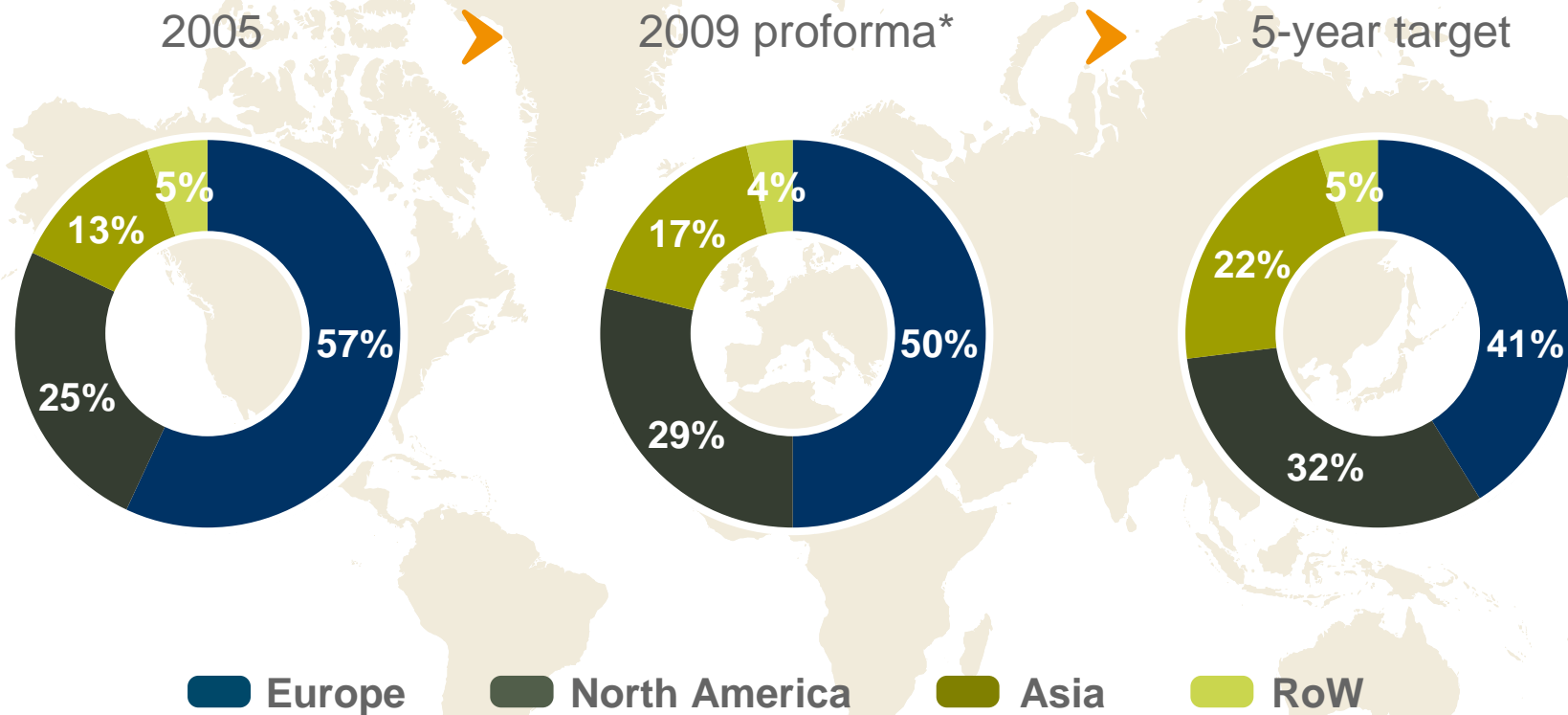
24 * Including the acrylic assets acquired from Dow





Balanced geographic position

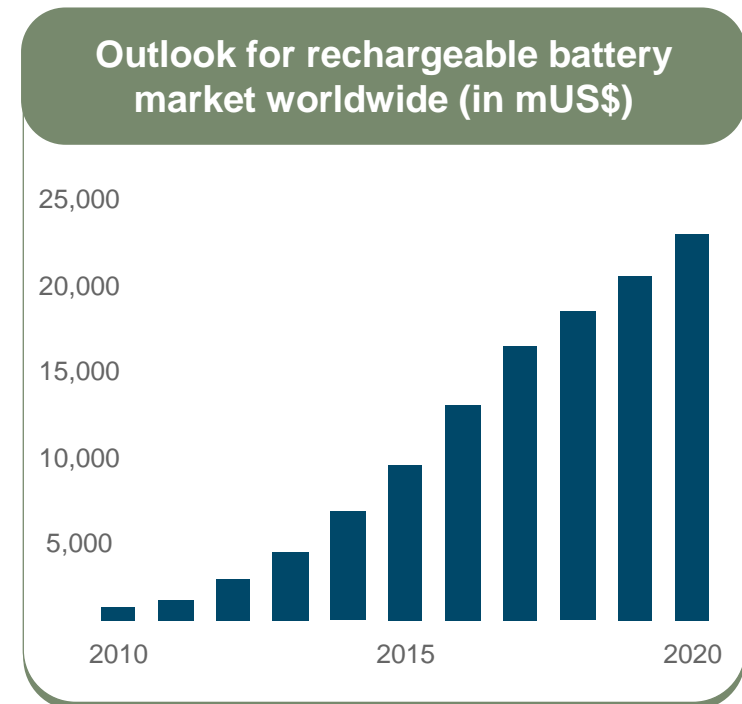
Sales by region





Fuelling the innovation pipeline

- **Keep strong momentum on**
 - Solutions for sustainable development
 - High performance polymers
- **6 priorities**
 - Bio-resourced materials
 - New energies:
 - Photovoltaic: +20% avg. growth / year
 - Lithium-ion batteries
 - Solutions to reduce CO₂ emissions of end-users
 - Glass coating
 - OLEDs
 - LGWP fluorogases
 - Thermoplastic composites as light-weight materials & high mechanical resistance polymers
 - Water filtration membrane
 - High temperature polymers



Source: Avicenne

- **15% of R&D efforts allocated to long-term breakthrough projects**

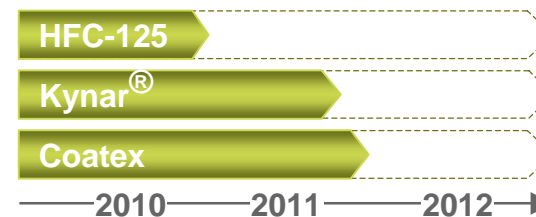
€400m sales from new high-margin products by 2014



Reinforce presence in Asia

- **Successfully achieve current projects in China**

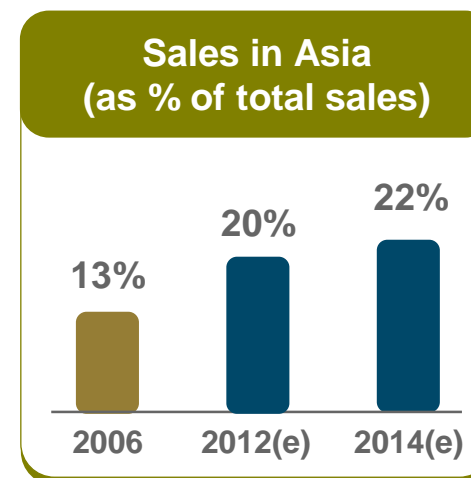
- Partnership with Daikin in fluorogases: HFC-125 & new generation blends
- Construction of Kynar® (fluoropolymers) and Coatex (acrylic polymers) production plants



- **Longer-term thoughts in Asia**

- Secure production capacities of acrylic monomers
- Invest in polyamide polymerization and compounding units
- Develop manufacturing base in Thiochemicals and further expand presence in H₂O₂

- **A third to 50% of development capex in next 3 years**



Target 22% of sales in Asia in 2014



5-year (2014) mid-cycle targets

<i>EBITDA margin</i>	5 year (2014) mid-cycle target*
Performance Products	15%
Industrial Chemicals w/o Acrylics	17%
Acrylics	14 to 15%
Vinyls	8 to 9%
Corporate	(1)%
Arkema	>13.5%



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The information disclosed in this document may contain forward-looking statements with respect to the financial condition, results of operations, business and strategy of Arkema. Such statements are based on management's current views and assumptions that could ultimately prove inaccurate and are subject to risk factors such as among others, changes in raw material prices, currency fluctuations, implementation pace of cost-reduction projects and changes in general economic and business conditions.

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Financial information related to 2005 are extracted from pro forma financial statements presented in the 2006 prospectus for the listing of Arkema shares. Financial information for 2006, 2007, 2008, 2009 and 2010 are extracted from the consolidated financial statements of Arkema. Quarterly financial information is not audited.

The business segment information is presented in accordance with Arkema's internal reporting system used by the management.

The definition of the main performance indicators used can be found in the press release available on www.finance.arkema.com.

Arkema is a global chemical player consisting of three business segments: Vinyl Products, Industrial Chemicals, and Performance Products. Established in over 40 countries and having 13,800 employees, Arkema achieved sales of 4.4 billion euros in 2009. With its 7 research centers in France, the United States and Japan, and internationally recognized brands, Arkema holds leadership positions in its principal markets.