

# 10 years after, a completely different profile



# A real step change in safety and sustainable development



TRIR \*

1.5 versus 11.3 in 2005

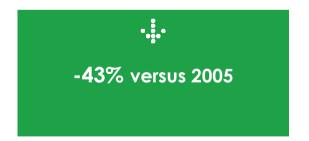


Greenhouse gas emissions





Volatile organic compound emissions

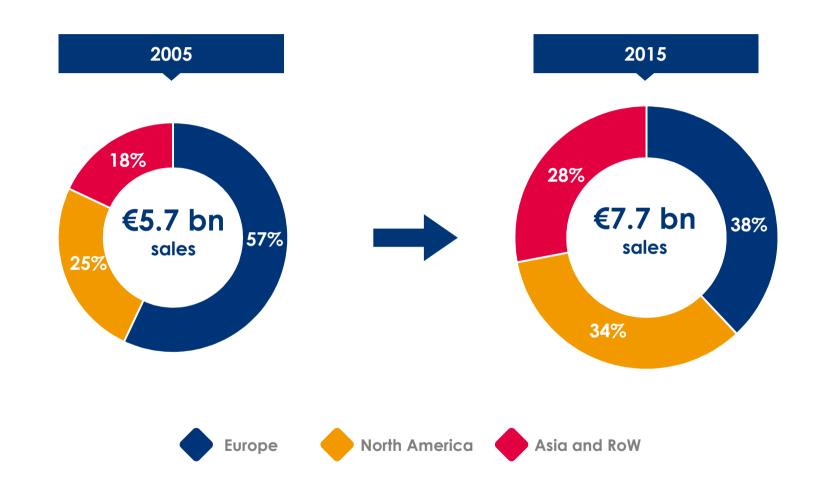


2015 achievements



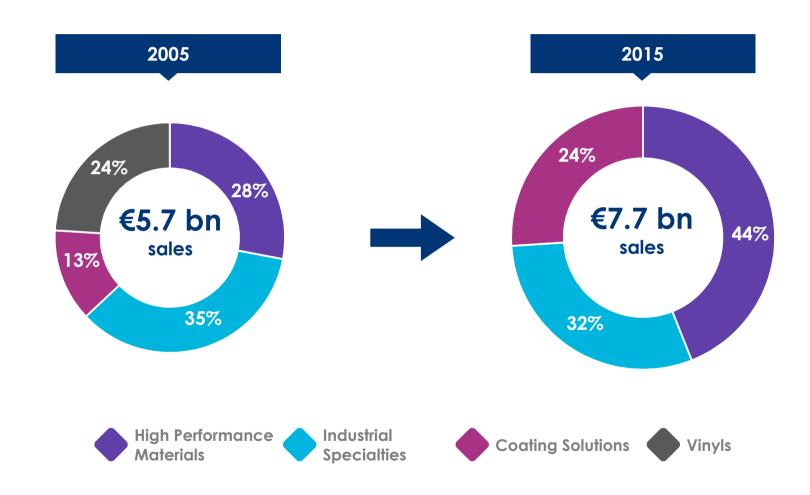
<sup>\*</sup> Total recordable injury rate per million of hours worked

# Better balanced geographical footprint





# A portfolio refocused on specialties





# **Stronger financials**

# SALES EBITDA +2 billions of euros compared to 2005 EBITDA MARGIN NET DEBT

13.8% versus 6.2% in 2005



2015 achievements



# Strong value creation for shareholders





Market capitalization multiplied by 3



#### Dividend: a key element of shareholders' return

#### Dividend and payout ratio in € / share and in %



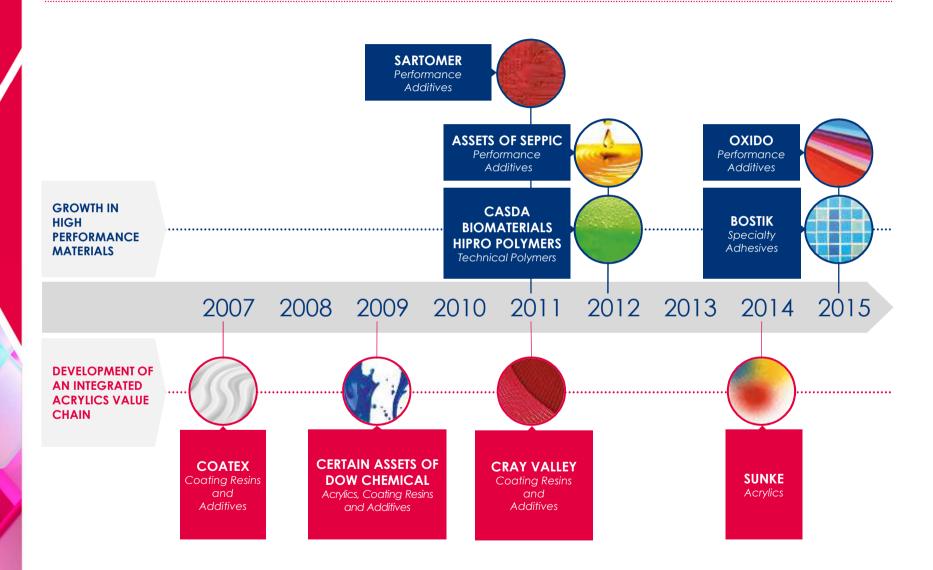
#### **Dividend policy:**

« Aims to pay a stable to growing dividend each year »

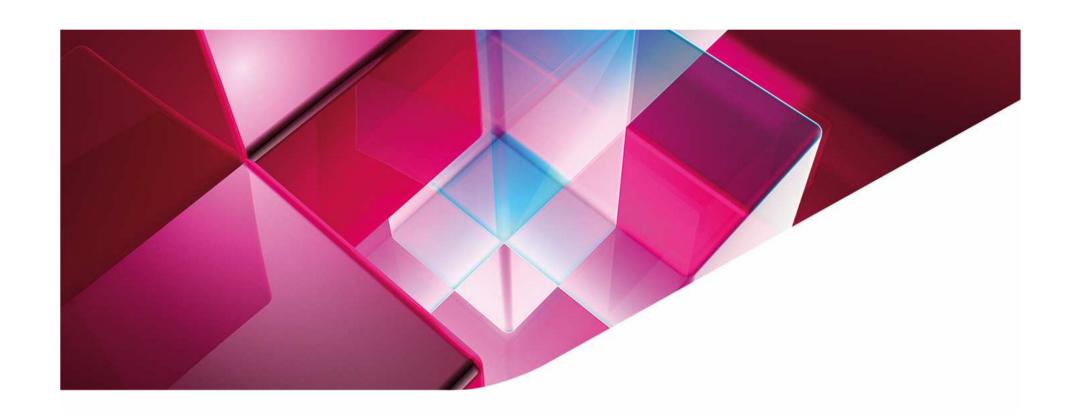


<sup>\*</sup> Dividend proposed to this Annual General Meeting

### **Transformative acquisitions**







# 2015 highlights



#### Arkema in 2015



€7.7 bn sales



19,000 employees worldwide



Worlwide presence in **50** countries



136 industrial sites

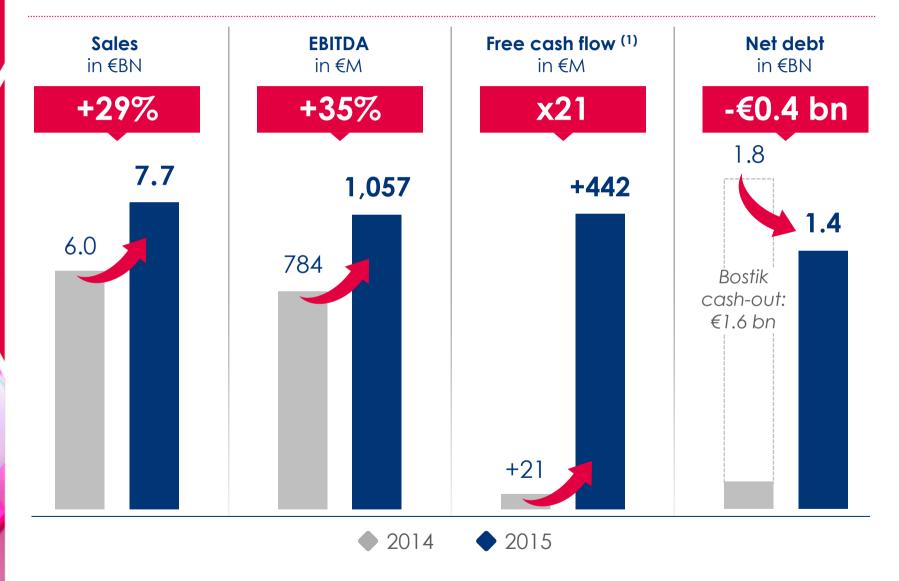


3 R&D and innovation geographical hubs





### A strong set of results

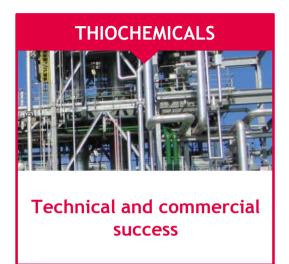


<sup>(1)</sup> Cash flow from operations and investments excluding the impact of portfolio management



### 2015 highlights















#### Bostik: a successful integration





New Bostik unit in the Philippines

- → 2015 EBITDA up 16% versus 2014
- Smooth and quick integration
- → Synergies well on track with first benefits already achieved in 2015
- → 11.2% EBITDA margin in 2015 (10.3% in 2014)
- New production units:



<sup>\*</sup> of which 11 months within Arkema



#### Bostik: close to consumer







# Bostik: close to professionals





### Thiochemicals in Malaysia



Arkema's largest industrial project since its stock market listing

Start-up of the unit in 1st quarter of 2015

Technological and commercial success

Ramp-up quicker than anticipated supported by the animal nutrition market in Asia



#### **Acrylics in China: recent developments**



#### Sunke

- → Acrylic acid production joint-venture
- Arkema has a right to 160 kt production capacities of acrylic acid per year

#### Ongoing discussions with the partner

- Access an additional 80 kt acrylic acid production capacities per year
- ⇒ Limited cash-out of around €40 M

Possibility to invest the amounts freed-up in the High Performance Materials division



### 2015: an award-winning year



#### **Quality of regulated information**

Grand Prix in the category « Oil, Gas, Materials and Buildings »



#### **AGEFI**

Second prize in Dynamique de gouvernance



#### **Thomson Reuters**

5<sup>th</sup> year in a row in the top 100 most innovative companies in the world



#### Carbon Disclosure Project

«Improvement Award - France»



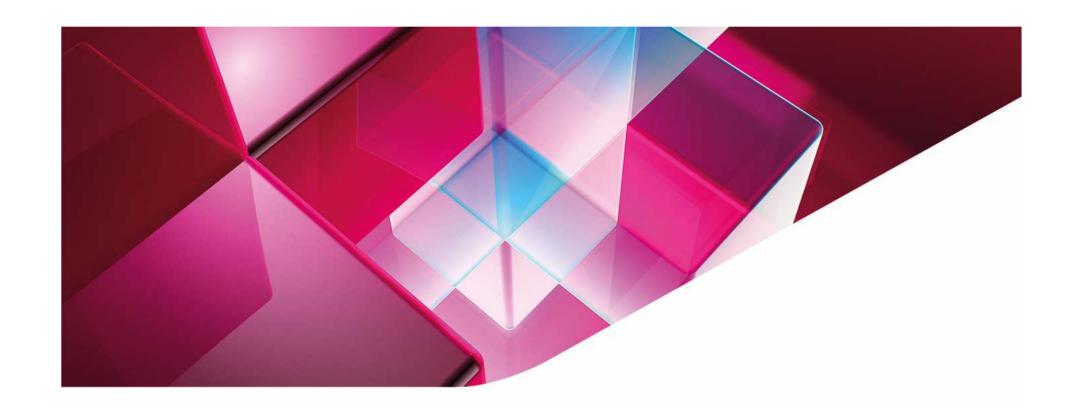
#### **EcoVadis**

Gold level corresponding to the highest CSR performance level



**FTSE4Good**Entry in the index

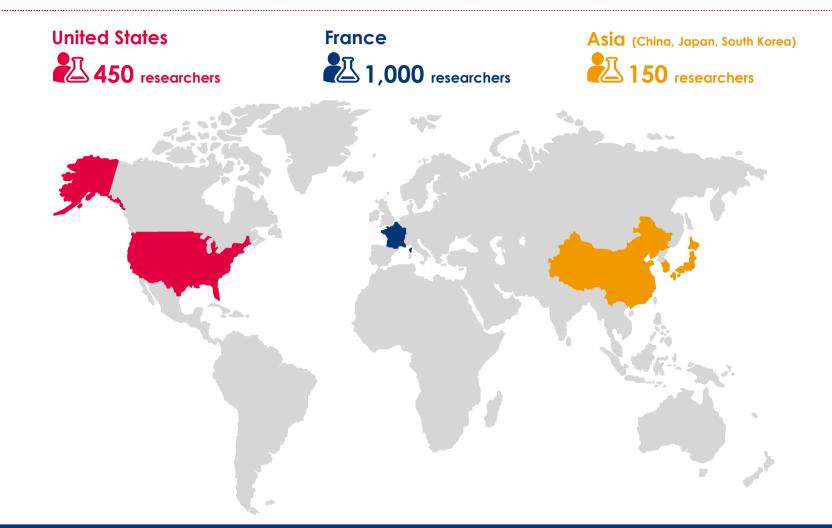




# Innovation at the heart of the strategy



# 3 geographic R&D hubs





A R&D dedicated to customers

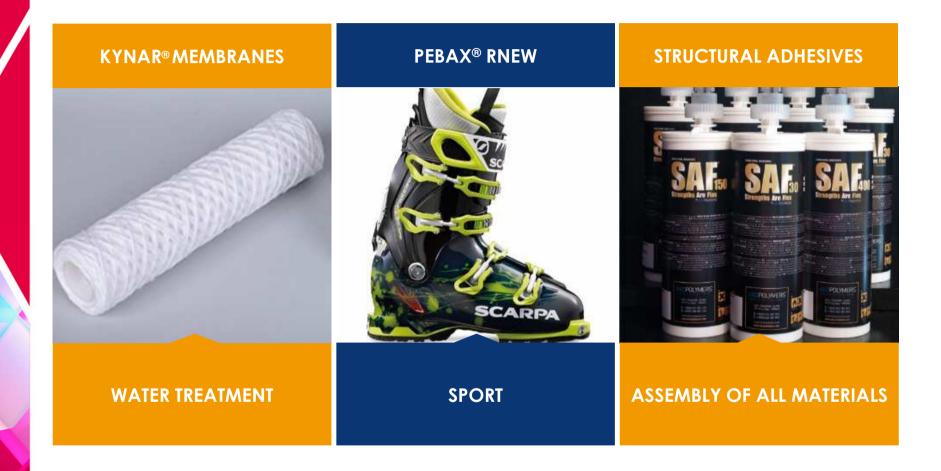


# Tomorrow's materials, a major innovation area for Arkema



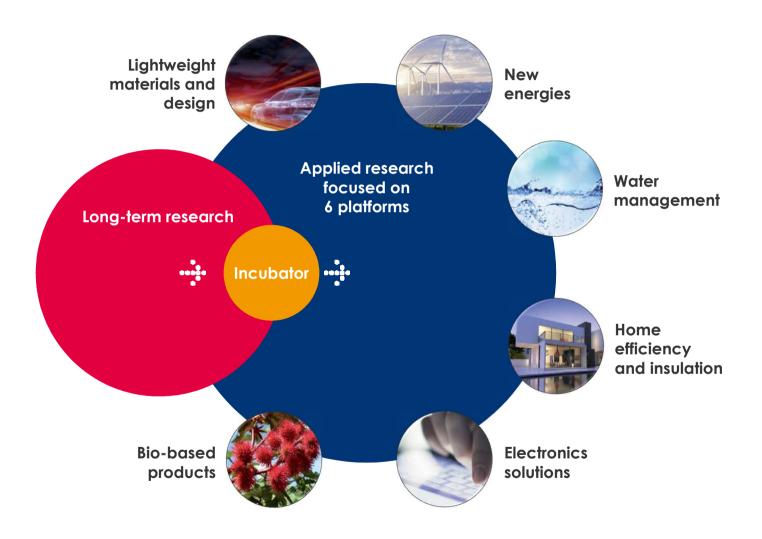


# Tomorrow's materials, a major innovation area for Arkema





# A R&D focused on 6 platforms





#### Latest developments in R&D

# **VENETTE** (France) **DEVELOP TOMORROW'S ADHESIVES**

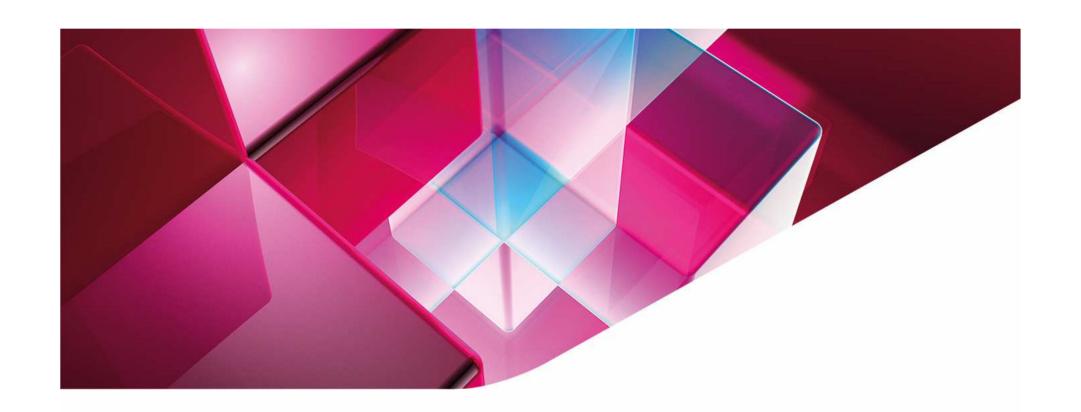
CHANGSHU (China)



ACCELERATE THE DEVELOPMENT OF LOCAL SOLUTIONS







# 2020 ambition



#### **Long-term priorities**

# HIGH PERFORMANCE MATERIALS

Accelerate the growth of the division

#### **GEOGRAPHICAL PRESENCE**

Finalize the rebalancing while reinforcing the presence in emerging countries

#### **BOSTIK**

Achieve our ambitions in adhesives notably through acquisitions

#### **INNOVATION**

Major trends in sustainable development notably in composites

#### **COATING SOLUTIONS**

Pursue the development of the acrylics downstream

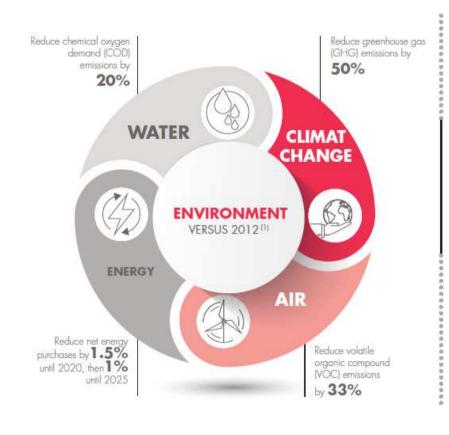
#### SAFETY / CSR

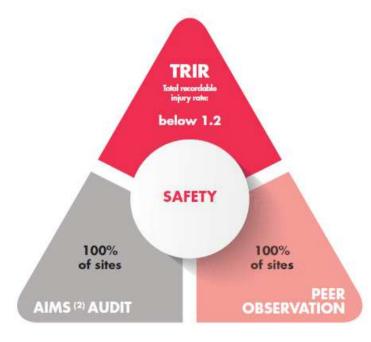
Go one step further in safety and CSR



# A strong CSR ambition

#### 2025 targets





- (1) Relative indicators based on 2012 reference year
- (2) The Arkema Integrated Management System (AIMS) combines ISO 9001, ISO 14001, and OHSAS 18001 requirements





# 2015 financial results



# 2015 key figures

+29%

Sales
7.7 billion euros

+35%

EBITDA

1,057 million euros

13.8%

**EBITDA** margin

versus 13.2% in 2014

+27%

net income
312 million euros

**Adjusted** 

+71%

Net income
Group share

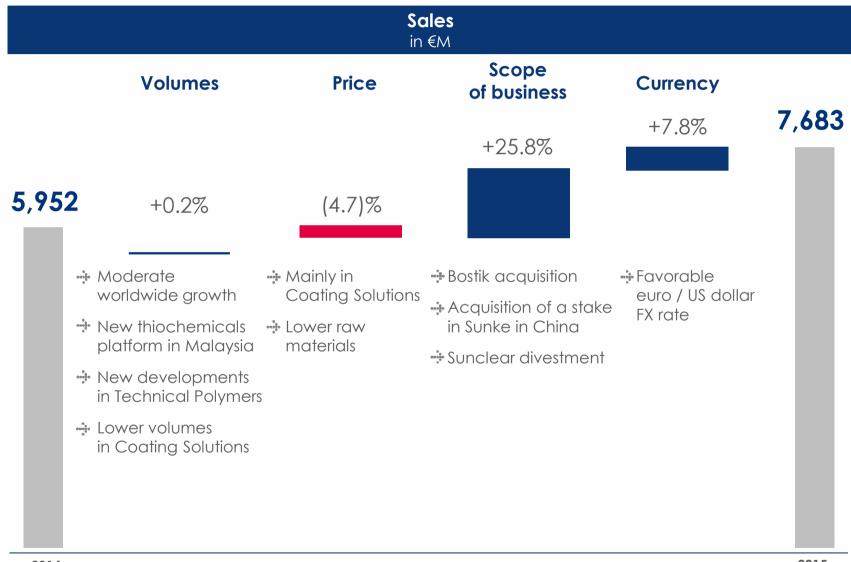
285 million euros

+14%

Adjusted net income per share 4.23 euros



# Sales bridge



# Performance by division

IN€M	2014*	2015	Variation
Sales	1,730	3,358	+94.1%
EBITDA	314	506	+61.1%
EBITDA margin	18.2%	15.1%	Bostik dilutive impact
IN €M	2014*	2015	Variation
Sales	2,269	2,450	+8.0%
EBITDA	312	418	+34.0%
EBITDA margin	13.8%	17.1%	
IN €M	2014*	2015	Variation
Sales	1,930	1,849	(4.2)%
EBITDA	203	190	(6.4)%
EBITDA margin	10.5%	10.3%	

#### **HIGH PERFORMANCE MATERIALS**

Successful integration of Bostik and innovation in lightweight materials and new energies

#### **INDUSTRIAL SPECIALTIES**

Very good performance driven by all product lines

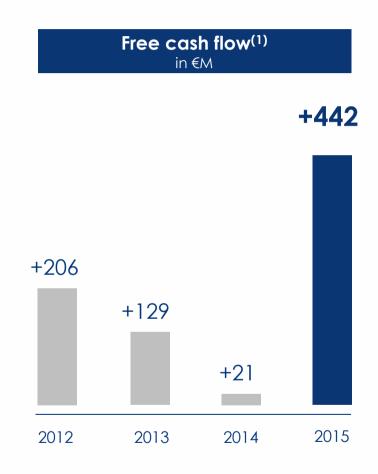
#### **COATING SOLUTIONS**

Good resilience of the division thanks to the downstream integration



<sup>\*</sup> Restated figures in accordance with the new reporting structure presented in June 2015

# Strong cash generation



High EBITDA to cash conversion ratio at 42%

Good control of capital expenditure and working capital

Positive impact of lower costs of some raw materials

(1) Cash flow from operations and investments excluding the impact of portfolio management



# Capturing growth while reducing capital intensity



<sup>(1)</sup> Excluding capex related to M&A (mainly related to the transfer of a 3<sup>rd</sup> acrylic production line to Sunke without any impact on net debt)



#### Net debt

# **Net debt** in €M excluding €700 M hybrid bond



Net debt decreased quicker than anticipated since Bostik acquisition in 1Q'15

Net debt / EBITDA: 1.3x

Net debt / shareholders' equity: 35%

Average debt maturity > 5 years



### 1Q'16 key figures

+1.2% -

+27% -

16.0% -

Sales

1.9 billion euros

**EBITDA** 

302 million euros

**EBITDA** margin

versus 12.7% in 1Q'15

# HIGH PERFORMANCE MATERIALS

- **\* €149 M EBITDA** ∪p 34 % YoY
- Bostik contribution and developments in Technical Polymers
- **⇒ EBITDA margin** of 17.2 %

#### **INDUSTRIAL SPECIALTIES**

- **\* €129 M EBITDA** ∪p 39 % YoY
- Higher performance for each Business Line
- ⇒ EBITDA margin of 22.0 %

#### **COATING SOLUTIONS**

- **♦ €50 M EBITDA** down 6 % YoY
- Good resilience thanks to a solid downstream integration
- \* EBITDA margin of 11.6 %



### 2016 outlook confirmed

### A world economy remaining slow and volatile:

- \* Overall moderate global growth with low visibility and different dynamics by region
- → Volatility in currencies, energy and raw material prices

### Strong organic momentum driven by:

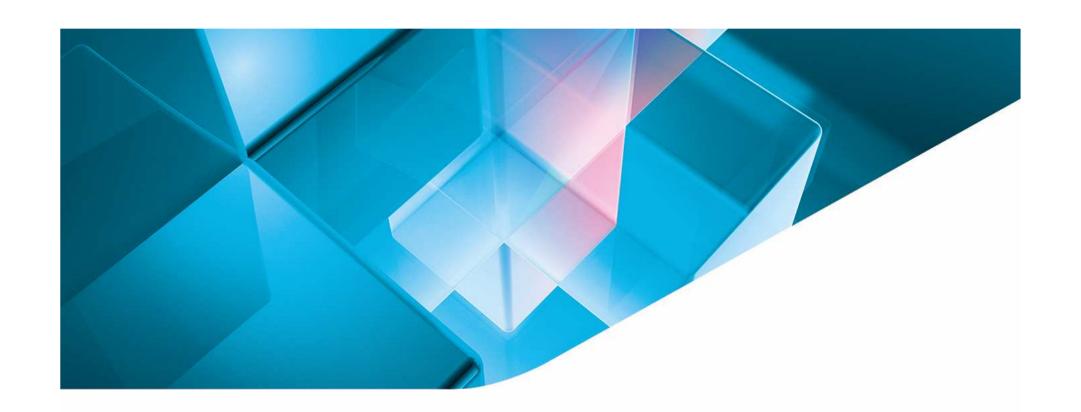
- \* Continuous development of Bostik including ramp-up of synergies
- \* Progressive improvement of fluorogases business (pricing and competitiveness)
- → In Thiochemicals, additional contribution of the Malaysian platform expected in 2016 vs 2015 already fully booked in 1Q'16. Performance of remaining 9 months of 2016 expected to be comparable to that of last year
- Operational excellence initiatives to offset part of the inflation on fixed costs
- → Benefit from innovation in lightweight materials and sustainable solutions



Based on these drivers and assuming an environment in line with the start of the year as regards energy and currencies,

Arkema reiterates its confidence in its ability to grow EBITDA in 2016





# Governance



### **Board of Directors**







Claire **Pedini** 



Laurent Mignon



Isabelle Boccon-Gibod



**WOMEN** 



Bernard Kasriel

Thierry Morin



Marc Pandraud



Victoire **de Margerie** 





Patrice Bréant



Philippe Vassor



Hélène Moreau-Leroy

**DIRECTOR REPRESENTING SHAREHOLDER EMPLOYEES** 

> 82% **INDEPENDENCE RATE**

\* Appointment of a director representing employees as from 2016, subject to the approval of the 19th resolution



## Activity of the Board and Committees in 2015

#### **BOARD OF DIRECTORS**



**6** meetings

93% attendance rate



1 annual seminar of the Board dedicated to the Group's strategy

100% attendance rate

#### **SPECIALIZED COMMITTEES**

#### **AUDIT AND ACCOUNT COMMITTEE**



**6** meetings

100% attendance rate

NOMINATING, COMPENSATION AND CORPORATE GOVERNANCE COMMITTEE



4 meetings

100% attendance rate



## **Board of Directors' assessment**

PRINCIPLES	<ul> <li>Assessment conducted early 2016 by an external consultant on the basis of individual interviews of each director</li> </ul>		
STRENGTHS	<ul> <li>Functioning of the Board assessed as very good</li> </ul>		
	<ul> <li>Current governance structure with a combined role of Chairman and CEO fully adapted</li> </ul>		
	Further implementation of corporate governance best practices		
	<ul> <li>Board's debates allow for an open expression of opinions and an informed support for the most important decisions</li> </ul>		
	Strong involvement of the Board on the strategy		
AREAS TO REINFORCE	<ul> <li>Continue to benefit from the experience of an executive in the chemical sector</li> </ul>		
	Maintain the proportion of active CEO directors		
	Develop internationalization		
	Reinforce periodic field visits and possibly organize a Board of Directors' meeting on site		



# Re-election of Thierry Le Hénaff as director (6<sup>th</sup> resolution)

Combination of the positions of Chairman and Chief Executive Officer: A simple, fast and efficient decision-making process that has proved its efficiency since the Company's stock market listing

- Proven efficiency of the Board' functioning since 10 years
- Very positive achievements of Thierry Le Hénaff
- Very large majority of independent directors on the Board and the Committees
- Unanimity of the directors on the relevance of the corporate governance structure with combined positions of Chairman and CEO
- Clear and appropriate limitations of the power of the Chairman and CEO



## Appointment of a Senior Independent Director

### Part of the drive to constantly improve the Company's governance

- → Decision in line with corporate governance best practice
- \* Mandatory when the Chairman of the Board of Directors also serves as Chief Executive Officer

# Role and responsibilities described in detail in the Board of Directors' Internal Rules

- \* Oversee the efficient running of the Company's governance structure
- \* Take part in the prevention and management of conflicts of interests
- \* Ensure the shareholders' concerns on corporate governance matters are taken into consideration

Appointment to this role in March 2016 of François Enaud, independent director and member of the Nominating, Compensation and Corporate Governance Committee since 2006

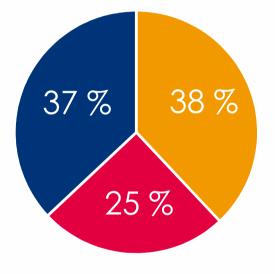


# Compensation of the Chairman and Chief Executive Officer

Structure of the compensation in 2015

# LONG-TERM COMPENSATION: PERFORMANCE SHARES

Vesting subject to 3 challenging criteria



**FIXED COMPENSATION** 

## SHORT-TERM COMPENSATION: VARIABLE PART

- \* 3 quantitative criteria
- → ~15 indicators for the qualitative criteria



3/4 of the compensation linked to the Company's performance over the short and long-term



### Variable part structure

55 % 27,5 % 27,5% 40 %

QUANTITATIVE CRITERIA: 110% OF FIXED COMPENSATION...

#### **EBITDA**

- \* Aligns compensation with the annual financial performance
- \* Rewards the Group's achievements, the ability to adapt to changing market conditions and the good day-to-day management of the Group

### Recurring cash flow

\* Rewards the ability to generate the cash necessary to finance the strategic ambitions (capital expenditure, acquisitions and dividend) while maintaining a solid balance sheet

### Margin on variable costs of new developments

Promotes innovation and new developments

### QUALITATIVE CRITERIA: 40% OF FIXED COMPENSATION

- → Implementation of the long-term strategy
- Quantified operational criteria: safety, fixed costs, working capital, capital expenditure, balance sheet
- \* Implementation of major industrial projects



# Components of compensation submitted to the advisory vote of the shareholders (7<sup>th</sup> resolution)

(in euros)	Amount	Description
Fixed compensation	750,000	<ul><li>Unchanged since May 2012</li><li>Increased to €900,000 from the renewal oh his term of office</li></ul>
Annual variable compensation	1,125,000	<ul> <li>Reflects the excellent performance in 2015</li> <li>Quantitative criteria: 73% of the variable part Qualitative criteria: 27% of the variable part</li> <li>Overall achievement rate: 100%</li> <li>100% for each of the 3 quantitative criteria</li> <li>100% for the qualitative criteria</li> <li>Structure unchanged for 2016</li> </ul>
Performance shares	26,000 rights	<ul> <li>100% subject to performance criteria</li> <li>Same amount of rights granted since 2012</li> </ul>



# Other agreements concerning the Chairman and Chief Executive Officer

### Termination indemnity (5<sup>th</sup> resolution)

- → Indemnity in the event of forced departure in compliance with the recommendations of the AFEP-MEDEF Code
- \* Maximum of 2 years of fixed and variable compensation
- \* Fully subject to 5 demanding performance conditions
- → Performance conditions significantly reinforced since this agreement was first approved by Shareholders meeting in 2006

### **Pension scheme**

- \* **Termination** of the supplementary defined benefit pension scheme of the Chairman and Chief Executive Officer
- \* Replacement by a new scheme with:
  - an additional annual compensation to enable him to build up his supplementary retirement benefits
  - a one-off lump sum in cash and shares to compensate for the loss of part of the rights accumulated in the terminated scheme
- \* New scheme represents a strong reduction of what the beneficiary would have been entitled to and significant cost savings for the Company with a cost divided by two
  - Reversal of a provision amounting to 20 million euros in the financial accounts at end of June 2016
- → Authorization to carry out the one-off grant in shares submitted in the 18<sup>th</sup> resolution



## Performance shares (17th resolution)

Renewal of the authorization granted by the Annual General Meeting in 2013

Objective is to involve more closely members of the executive management and certain employees to the Group's future growth and stock market performance

- → Around 1,100 beneficiaries following Bostik integration early 2015
- → Aligns interests of the beneficiaries with those of shareholders

### A practice constantly reinforced since 2013

- → Introduction of a criterion related to the return to shareholders (TSR) and of a criterion of cash generation
- \* Maximum percentage of rights that can be awarded to the Chairman and Chief Executive Officer limited to 10% of the annual performance share plan
- → Vesting after 3 years followed by a lock-up period of 2 years
- → Better reward of the outperformance introduced in 2015

2015 plan subject to 3 demanding criteria: EBITDA growth, EBITDA to cash conversion rate and comparative Total Shareholder Return

Grant of existing shares thus avoiding any dilution for shareholders



# Success of the share capital increase reserved for employees

2016 share capital increase reserved for employees

40% average participation rate and 67% in France

26 countries across the world

998,072 shares subscribed

€42 M invested

More than 6% of the share capital held by Group's employees

Strong involvement of the employees in the Group's development and performance

Renewal of the delegation of authority submitted in the 16th resolution



### **Disclaimer**

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 material 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. These risk factors are further developed in the reference document.

Arkema does not assume any liability to update such forward-looking statements whether as a result of any new information or any unexpected event or otherwise.

Further information on factors which could affect Arkema's financial results is provided in the documents filed with the French Autorité des marchés financiers.

Financial information for 2016, 2015, 2014, 2013, 2012, 2011, 2010, 2009, 2008, 2007, 2006 and 2005 is 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 on the quarterly results.

