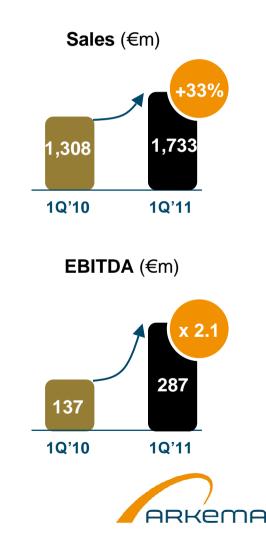
## 1<sup>st</sup> Quarter 2011 Results



## Excellent performance with strong growth

- > Highest quarterly EBITDA since spin off: €287m, 16.6% margin
- +21% price increase offsetting significantly higher raw material costs
- > 20% sales in Asia
- > €151m net result (group share)
  > x3.8 vs 1Q'10
  > 8.7% sales
- > Net debt at €175m (gearing at 7.5%)
- Successful start up of new PVDF Kynar<sup>®</sup> production unit in Changshu (China)
- > Vinyls: divestment of pipe business in France



## 1Q'11 key figures

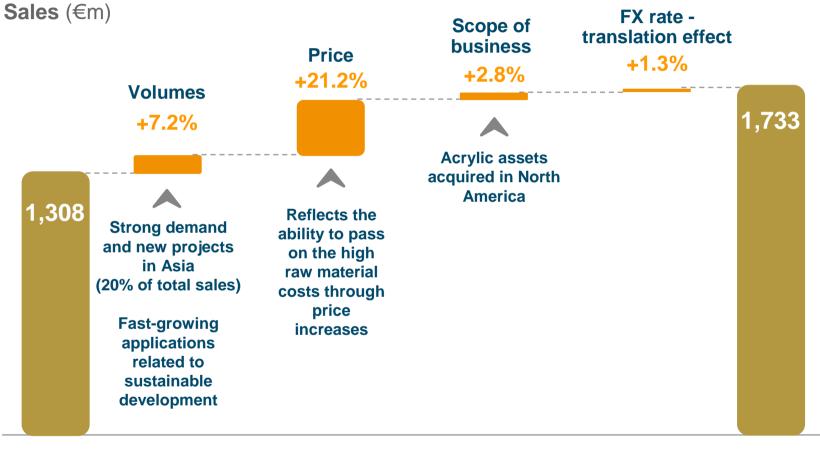
in €m (except EPS)	1Q'10	1Q'11	Variation
Sales	1,308	1,733	+32.5%
EBITDA	137	287	x 2.1
EBITDA margin	10.5%	16.6%	
Recurring operating income	67	216	x 3.2
Net income (group share)	40	151	x 3.8
Adjusted EPS (diluted)	0.68	2.51	x 3.7



Net income multiplied by 4



### +33% sales versus 1Q'10



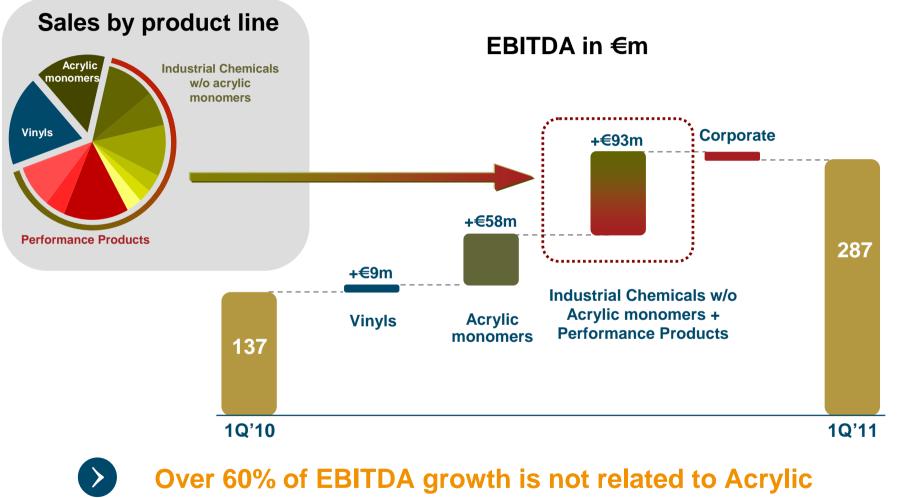
1Q'10

1Q'11



# Contribution of business segments to EBITDA growth

monomers or Vinyls



ARKEMA

## Strong benefits from internal projects

#### Asia

> HFC125 in Changshu (China) started in 2Q'10
 > Very strong growth of Technical Polymer sales

> 20% of Group sales in 1Q'11

#### Innovation on sustainable developments

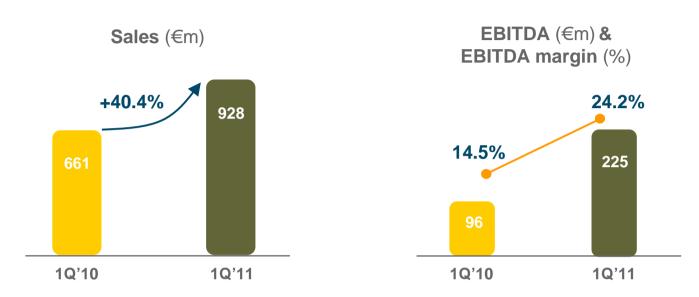
- > Sales in photovoltaic market: x2 versus 1Q'10
- > Significant contribution from PMMA sales to the LED TV market
- > Bio-based range of polymers for automotive and consumer goods
- High temperature polymers for metal replacement in car applications

#### Successful price increase policy

- > Price increase more than compensating for raw material costs rise
- > Successful implementation in all business segments



# Industrial Chemicals: 24% EBITDA margin at record level

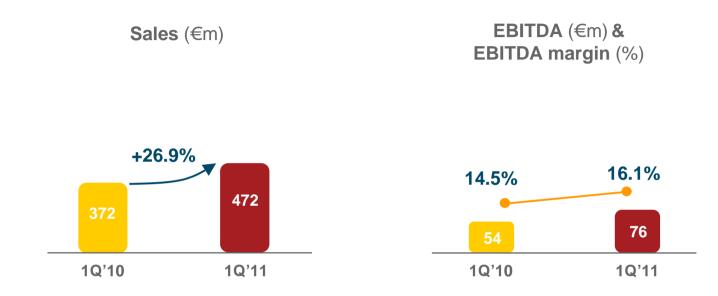


#### > Excellent performance reflects:

- > Solid demand in main end-markets (+8% volumes)
- > Price increases fully offsetting higher raw material costs (+26% price increase versus 1Q'10)
- > High number of ongoing internal projects
- Fluorochemicals: benefits from HFC-125 production unit in Changshu (China), started up in 2Q'10 with a solid demand in air-conditioning
- > Methacrylates: fast-growing LED TV market and improved cost base in Europe
- > Thiochemicals: excellent resilience supported by good volumes in animal nutrition and Oil & Gas
- > Acrylics: good volumes in March and strong margins in line with past months
- > Coatex / Emulsions Systems: growth supported by new products



## Performance Products : confirmed growth and profitability



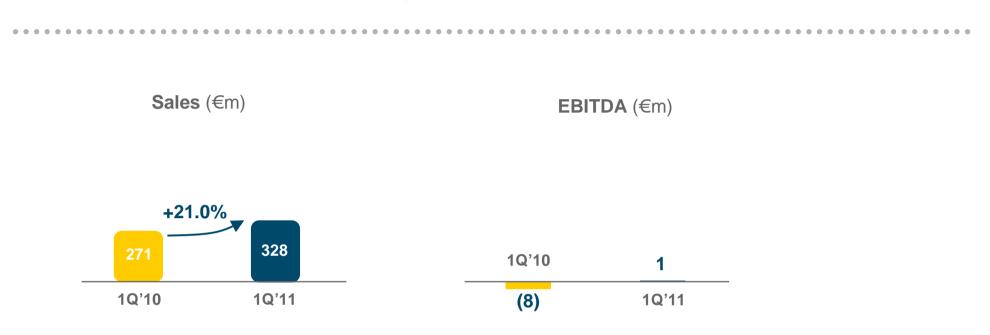
#### > +41% EBITDA vs 1Q'10 and EBITDA margin confirmed at high level around 16%

#### > +10% volumes versus 1Q'10

- > Strong demand on traditional end markets (automotive, industrial sectors, consumer goods) in all regions
- Significant contribution from new developments in renewable energy: sales x2 in photovoltaic market with a strong contribution of Technical Polymers and Functional Additives
- > +14% price increase and more favorable product mix offsetting raw material rise
- > Successful start up of the new PVDF Kynar® production unit in Changshu in March



## Vinyl Products : slight improvement



> +19% price increase vs 1Q'10 to offset higher energy and ethylene cost

- > Caustic soda price improved vs low level of 1Q'10
- > PVC unit margins still low
- > Slightly improving market conditions in construction in Europe but volumes limited by planned maintenance turnaround in Lavera (since mid-March)
- Excellent performance of Qatar Vinyl Company supported by Asian demand (+€5m in equity income)
- Project to divest pipe business in France representing €45m sales. Pursuing the focus on higher value added PVC derivates



## 2011 and future growth initiatives

2011

#### > Start up of PVDF Kynar<sup>®</sup> production unit in Changshu

- > March 2011
- > Main targeted markets : coatings and photovoltaic
- Integration of Total resins
  - > Closing expected early July
- > Start up of Coatex production unit in Changshu
  - > Expected in 3Q'11
  - > Main targeted markets : coatings and paper

#### 2012 and beyond

- > Start up of Acrylic emulsion production unit in Changshu (end of 2012)
- > Project of bio-methionine and thiochemicals platform in Asia (end of 2013)
  - > In partnership with CJ CheilJedang
  - > \$400m total investment
- > Capacity increase (+50%) of the new PVDF Kynar<sup>®</sup> production unit in Changshu (mid 2012)
- > Polyamide production capacity tripled in Changshu (2013)
- Continuing development of innovation pipeline on sustainable solutions: DMDS for soil fumigation, PMMA for automotive sun roofs, Li-ion batteries, high temperature bio-based polyamide for metal replacement in car applications, carbon nanotubes, etc.



# Update on project to acquire resins business from Total

### 2010 figures:

- > Sales: €850 m\*
  - > Coatings (Cray valley<sup>®</sup>, CCP<sup>®</sup>): 2/3 of total sales
  - > UV curing (Sartomer<sup>®</sup>): 1/3 of total sales
- > EV: €550 m (about 6.7 x 2010 EBITDA)

#### Update on project:

- > Work council consultation process completed
- Clearance by anti-trust authorities obtained in nearly all jurisdictions. Only Chinese approval pending.
- > Closing confirmed for beginning of July







## Outlook

### EBITDA in 2<sup>nd</sup> quarter 2011 expected to be similar to 1<sup>st</sup> quarter 2011 EBITDA

- > Market conditions remain well oriented, in the continuity of 1st quarter 2011
- > Expected further benefits from innovation and developments in Asia
  - Ramp-up of new PVDF Kynar® unit in Changshu (China)
  - Growing contribution of new applications
- > Maintenance turnaround in Lavera (France) in Vinyls
- > Maintain strong focus on price increases in a context of high raw material costs

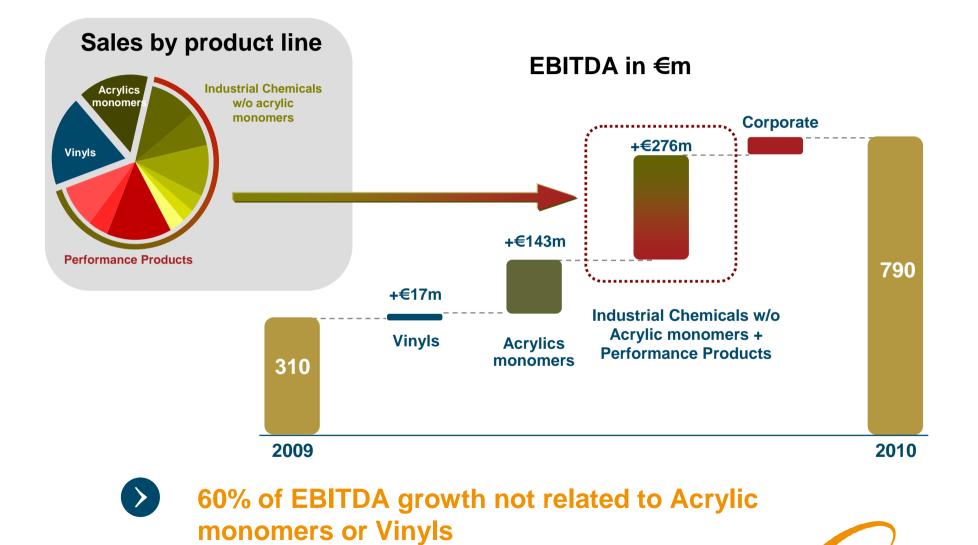
### > Reiterate confidence for a very good 2011

- Planned acquisition of Total's resins businesses expected to close beginning of July
- > Start-up of new Coatex production unit expected mid-2011
- > Seasonality back to more traditional pattern (Q2>Q3>Q4)



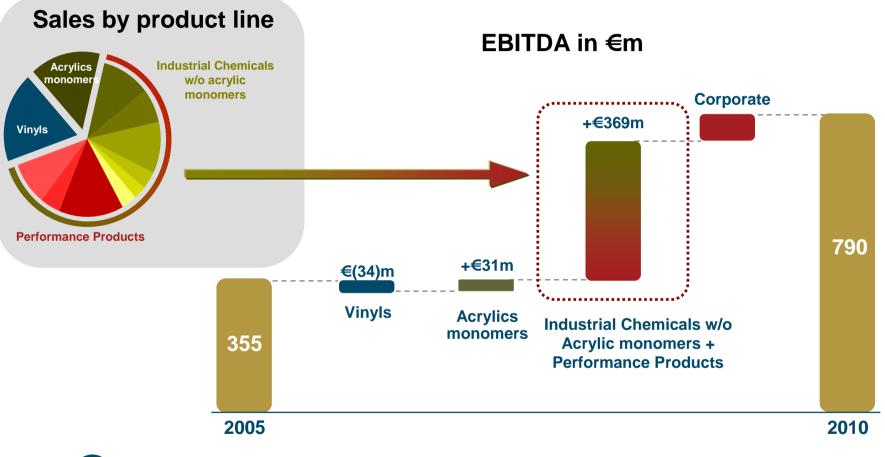


# Contribution of business segments to EBITDA growth (2009 – 2010)



ARKemA

# Contribution of business segments to EBITDA growth (2005 – 2010)



>

100% of EBITDA growth outside Acrylic monomers and Vinyls



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- > Financial information for 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 available on www.finance.arkema.com
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