Investor and analyst factsheet

	1Q'13 in €m	1Q'12 in €m	1Q'13/ 1Q'12
Sales	***1,563***	***1,623***	**-3.7%**
High Performance Materials	*448*	*534*	-16.1%
Industrial Specialties	*539*	*532*	1.3%
Coating Solutions	*562*	*551*	2.0%
Corporate			
EBITDA	***234***	***253***	-7.5%
High Performance Materials	*70*	*102*	-31.4%
Industrial Specialties	*104*	*97*	7.2%
Coating Solutions	*77*	*73*	5.5%
Corporate	*(17)*	*(19)*	
EBITDA margin	***15.0%***	***15.6%***	
High Performance Materials	*15.6%*	*19.1%*	
Industrial Specialties	*19.3%*	*18.2%*	
Coating Solutions	*13.7%*	*13.2%*	
Depreciation and amortization	***(76)***	***(73)***	
Recurring EBIT	***158***	***180***	-12.2%
High Performance Materials	*44*	*76*	-42.1%
Industrial Specialties	*76*	*70*	8.6%
Coating Solutions	*55*	*53*	3.8%
Corporate	*(17)*	*(19)*	
NR items	***(127)***	***-***	
Equity in income of affiliates	*2*	*3*	
Financial results	*(14)*	*(11)*	
Income taxes	*(49)*	*(49)*	
Net income – Group share	***(30)***	***100***	**-**
Adjusted net income[1]	***97***	***123***	**-21.1%**
Adjusted EPS (diluted)[1]	*1.53*	*1.97*	-22.3%
Capital expenditures (recurring)	***75***	***71***	**+5.6%**
High Performance Materials	*13*	*16*	
Industrial Specialties	*36*	*23*	
Coating Solutions	*20*	*28*	
Corporate	*6*	*4*	
Working capital (vs. 12/31/12)	***1,091***	***971***	12.4%
WC as % of sales[2] *(vs. 12/31/12)*	***17.5%***	***15.2%***	
Net debt *(12/31/12)*	***1,009***	***900***	
Gearing[3] *(12/31/12)*	***43.5%***	***39.0%***	

[1] For 1Q'12, adjusted net income of continuing operations (excluding impact of the vinyl activities divested beginning of July 2012)
[2] At March 31st calculated as working capital end of period divided by 4 times quarterly sales
At Dec. 31st, 2012: working capital divided by 2012 annual sales
[3] Calculated as net financial debt divided by shareholders' equity

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FIRST QUARTER 2013 PERFORMANCE

SOLID START TO THE YEAR
IN A CONTRASTED ECONOMIC ENVIRONMENT

€1,563M VERSUS €1,623M IN 1Q'12

- -2.1% scope of business: mainly tin stabilizers divestment
- -1.3% volumes:
  - Volume up YoY in Coating Solutions and Industrial Specialties
  - High Performance Materials impacted by low demand in certain end markets vs high basis of comparison in 1Q'12
- +0.4% price effect
- -0.7% translation effect *(FX rate)*

€234M EBITDA AND 15.0% EBITDA MARGIN

- 3rd best performance in a 1st quarter
- Well above 4Q'12 EBITDA (€171 m)
- EBITDA margin among the highest in the industry

€97M ADJUSTED NET INCOME

- 6.2% of sales

HIGH PERFORMANCE MATERIALS

- As announced previously, slow start of the year
  - Temporary low demand in specific end-markets (photovoltaic, delays in new oil and gas projects)
  - Stabilizing market conditions versus 4Q'12 and progressive improvement expected in 2H'13
  - Significant improvement of EBITDA versus 4Q'12 (favorable impact of seasonality)
- Sales at €448m versus €534m in 1Q'12
  - -7% volumes versus high basis of comparison of 1Q'12
  - -6% impact of scope of business (mainly tin stabilizers divestment)
- EBITDA margin at 15.6%
  - Overall good performance in Specialty Polyamides
  - Fluoropolymers impacted by weak demand in photovoltaics and timing of oil & gas projects
  - Filtration and Adsorption impacted by the timing of oil and gas projects versus strong 1Q'12
  - Improved profile in Organic Peroxides (tin stabilizer disposal in 4Q'12)
- Still very confident in the strong mid term outlook

INDUSTRIAL SPECIALTIES

- Excellent performance with 19.3% EBITDA margin
  - Benefit from strong positions built in North America for all businesses
- Slight increase of sales at €539m on higher year-on-year volumes
- Strong EBITDA performance at €104 million
  - Thiochemicals: remaining well oriented, supported by good volumes (strong demand from animal nutrition, petrochemicals and refining)
  - Fluorochemicals: unit margins under pressure for some fluorogases offset by benefits from large product range and wide geographical presence
  - PMMA: solid US automotive market while more challenging market conditions in Europe
  - Hydrogen Peroxide: overall stable performance

COATING SOLUTIONS

- Positive momentum in Coating Solutions segment

- +2% sales at €562m
    - Volumes up year-on-year
    - Price increases offset higher raw material costs
- +5.5% EBITDA and improved EBITDA margin at 13.7%
    - Acrylic monomers: positive volume development and mid cycle unit margin in line with 2013 assumptions
    - Solid performances of Sartomer and Coatex on innovation and geographic expansion
    - Contrasted market conditions in Coating Resins with improvement in decorative paints in North America and continuing weakness in Europe, amplified by bad weather conditions
    - EBITDA margin progress in line with 2016 target of 15% EBITDA margin

CASH FLOW AND NET DEBT AT END OF SEPTEMBER 2012

- -€ 100m free cash flow[4] in 1Q'13 reflecting:
    - Traditional seasonality of working capital related to strong increase of sales compared to end of 2012
    - €75m capex consistent with €500m full year guidance
- € 1,009m net debt (versus € 900m end of 2012)
    - 43.5% gearing

OUTLOOK

- Market conditions expected to remain contrasted in 2013
    - Solid environment in North America
    - Continuing challenging environment in Europe
    - Slower than expected growth in Asia but some signs of improvement
- 2Q'13 assumptions
    - Industrial Specialties and Coating Solutions should remain well-oriented
    - High Performance Materials: performance should be in the continuity of 1Q'13. Market conditions should improve in the second half of the year
- Focused on organic growth projects to support mid-term ambition
    - Acrylics in North America, Thiochemical platform in Malaysia, Specialty Polyamide 10 in China, new coating resins unit in China, etc.
- Arkema confirms its confidence in achieving another strong year in 2013 while remaining cautious on macro-economic development
- Confirm ambition to achieve in 2016 €8 billion sales and 16% EBITDA margin while maintaining gearing below 40%

HIGHLIGHTS SINCE JANUARY 1ST, 2013

- Two acquisitions in line with Arkema's strategy in High Performance Materials :
    - Secure access to strategic raw materials
        - Acquisition of a stake of 25% in Ihsedu Agrochem, a subsidiary of Jayant Agro, specialized in production of castor oil. Closing expected in 3Q'13
    - Accelerate development in lightweight thermoplastic composites
        - Acquisition of a majority stake in AEC Polymers, a French manufacturer of structural methacrylate adhesives. Completed in April 2013
- Review of the consequences for Arkema of the difficulties encountered by Kem One
    - €125 million non-recurring charge booked in 1st quarter 2013 P&L corresponding to the Group's overall exposure to Kem One SAS (receivables towards Kem One and guarantees granted to third parties).
    - In a writ received on 12 March 2013, the Klesch Group initiated arbitration proceedings against Arkema as part of the sale of its vinyl activities, which have now become Kem One, with a view to seeking damages amounting to €310 million. Arkema, which vigorously refutes these unfounded accusations, has launched all necessary initiatives to defend its rights and

[4] Free Cash Flow : cash flow including non-recurring items and excluding impact from M&A

prove its good faith before the relevant authorities, and is perfectly confident in its ability to demonstrate this.