



INVESTOR 2012 DAY

PARIS, FRANCE
SEPTEMBER 18, 2012

ARKEMA
INNOVATIVE CHEMISTRY

INVESTOR
2012 DAY

Thiochemicals Industrial Specialties segment

Marc SCHULLER
Executive VP

ARKEMA
INNOVATIVE CHEMISTRY

Thiochemicals (sulfur derivatives)

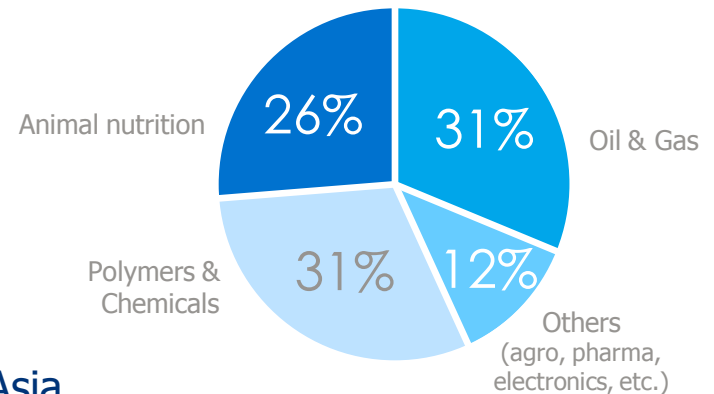
Transformational project: world-scale project in Malaysia

- #1 worldwide
- Niche market: ~ 0.7 MT
- Main competitor: Chevron Phillips

Key growth drivers

- Animal nutrition: +7% / yr methionine in Asia
 - increasing poultry consumption
 - emerging countries
- Oil & gas
 - stringent regulation of sulfur content in fuel
 - new petrochemical projects (Middle East, Asia, US)
 - increasing use of natural gas

Demand by end markets
(H₂S derivatives)



Expected growth
~4.5% /year

Arkema's Thiochemicals business

Sales



Global presence with world-scale units



Major achievements

- Restructuring of Lacq
- Start-up of new unit in Beaumont
- Technical solution to address interruption of gas production by Total in Lacq at end 2013

Competitive advantages

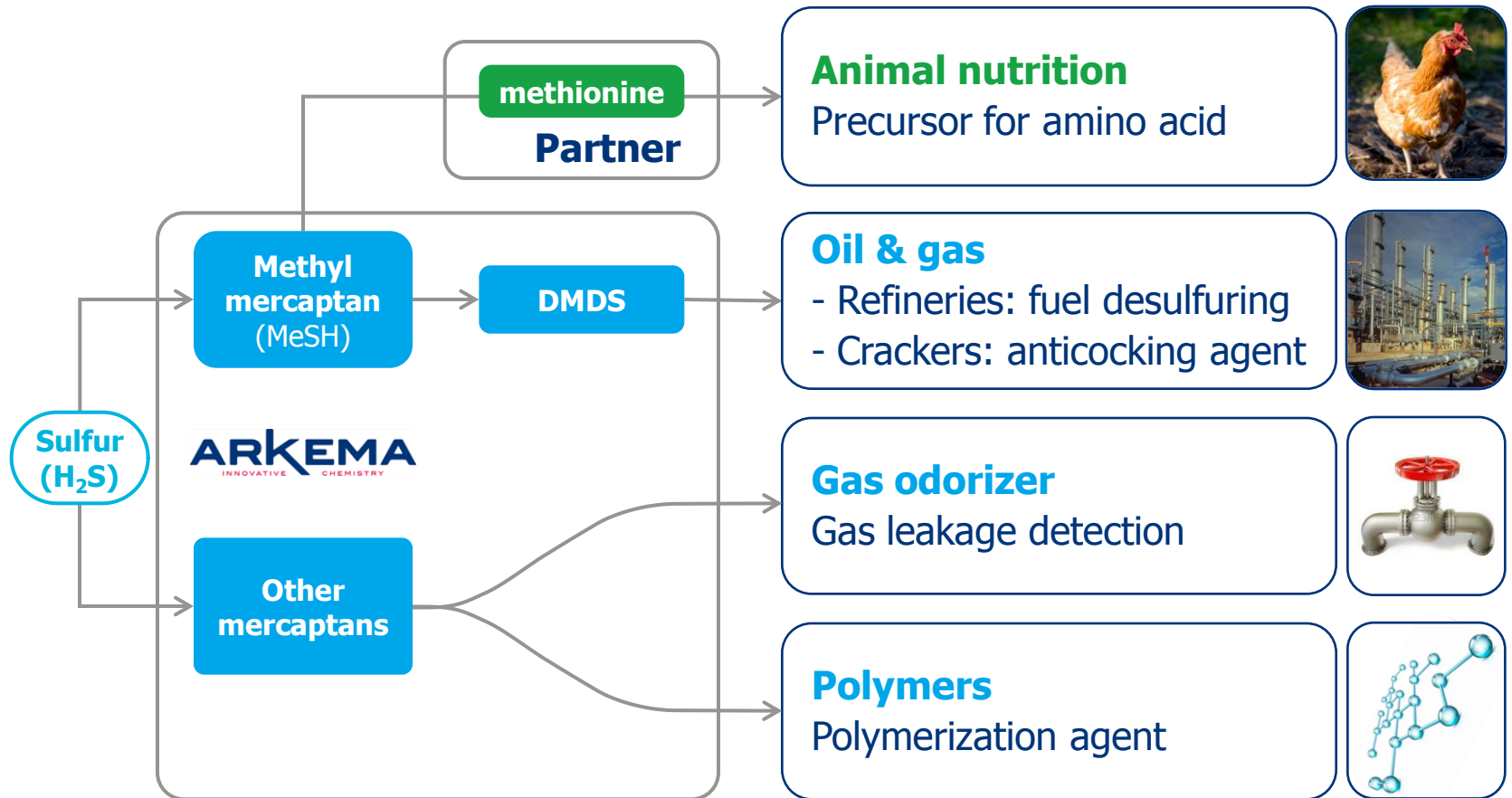
- Unique state of the art technology developed over more than 50 years
- Only player with manufacturing footprint in 3 main regions
- Long term partnerships with industry leaders
- Customized service offers (Careflex[®], gas odorizers)
- Pipeline of innovation projects (bio-methionine, soil fumigation)

Main products and end-markets

RAW MATERIAL

INDUSTRIAL PROCESS

END MARKETS



Two examples of fast growing applications



Carelflex[®]
service for
gasoline
and diesel
de-sulfuration

GROWTH DRIVER

Expansion of low sulfur diesel regulation outside Europe and North America

- EURO IV standard: 50 ppm max sulfur in diesel
- China standard: 2,000 ppm

Need to remove sulfur from gasoline and diesel in refining process

Customized service offered by Arkema's specialists for safe and efficient injection of DMDS on catalysts



Gas odorizers
for gas leakage
detection

GROWTH DRIVER

Increasing use of gas

+17% global natural gas consumption by 2017 (IEA)

Regional markets with specific products in each region

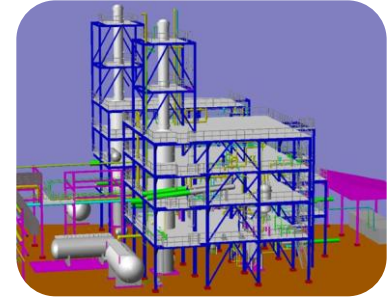
Ability to address market complexity with wide product range and worldwide network of storage and distribution centers

Service offering to enable efficient delivery into the gas networks

Strategic lines

Be a fully global producer

- Build a thiochemical platform in Malaysia
- Implement Lacq 2014 plan
 - Secure competitive sulfur supply for next 30 years
 - €36m capex over 2012-2013



Innovate

- Soil fumigation to substitute banned methyl bromide (Paladin®)
- Bio-based processes

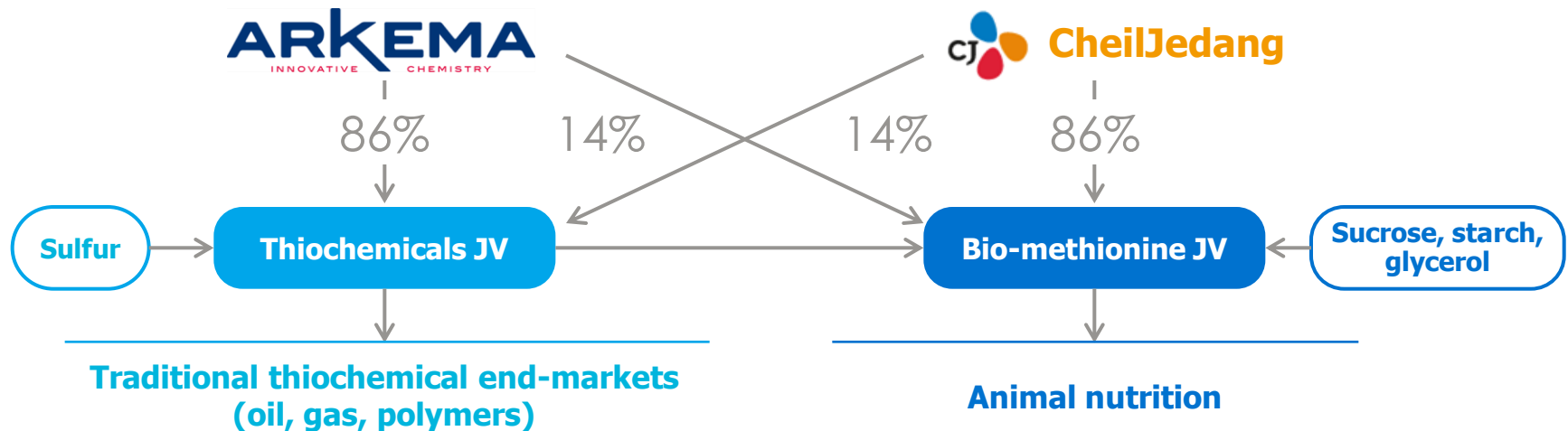
PALADIN®
BY ARKEMA



Develop services to increase value proposition

- High-value-added services for refining agent and gas odorizers

First thiochemicals platform in Asia for Arkema



- Expand manufacturing footprint in Asia
- Capture local fast-growing demand
 - Asian methionine market growth: +7%/yr
 - Support oil & gas and petrochemical customers in their developments in the region
- Capex: US\$220m (Arkema share)
- Start-up: end 2013 / beginning 2014

- CJ CheilJedang active in animal nutrition with 3 out of 4 main amino-acids
- Versatile bio-process allowing capex and feedstock optimization (various renewable sources)

Expected sales: US\$120m in 2016

Thiochemicals key take-aways

Recognized leader in sulfur derivatives market

- Strong know-how built over more than 50 years
- Pipeline of innovation projects
- Global manufacturing footprint
- Long term partnerships with industry leaders
- Differentiated offer with customized services

Market growth driven by two main high-value resilient end-markets

- Fast-growing methionine for animal nutrition
- Niches in oil & gas

Arkema's future growth supported by major investment ongoing in Malaysia and enhanced service offering

Strong earning resilience and high growth profile

#1



Oil & Gas



Animal nutrition

+4.5%

CAGR 2012-2016

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 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.

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 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 reference document filed with the French Autorité des Marchés Financiers and available on www.finance.arkema.com