

# SECOND QUARTER 2016 RESULTS

3 AUGUST 2016



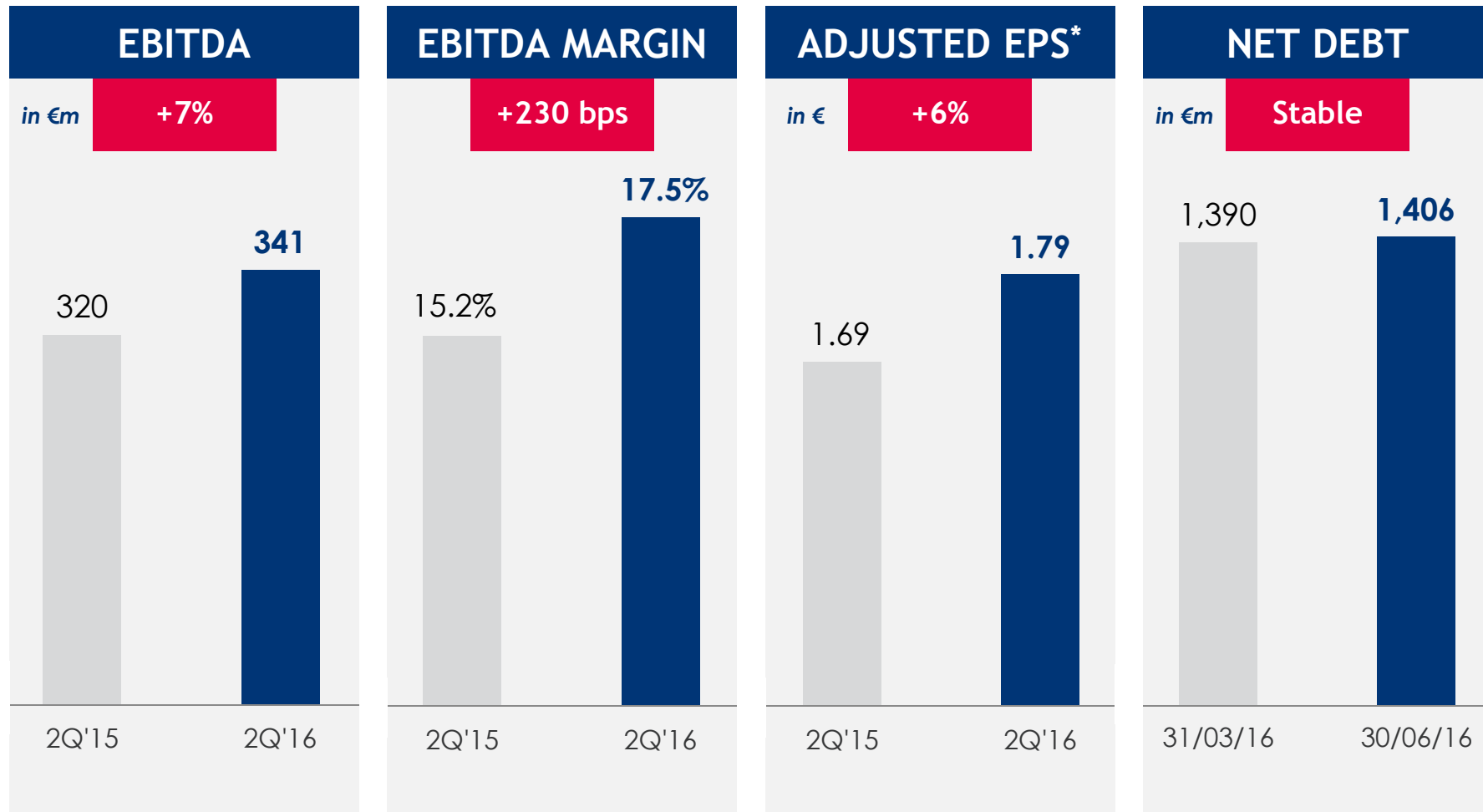
**ARKEMA**  
INNOVATIVE CHEMISTRY

## 2Q'16 KEY TAKE-AWAYS

+2.6% volumes	<ul style="list-style-type: none"><li>✦ Innovation in lightweight materials and new energies</li><li>✦ New developments and geographic expansion in Adhesives</li><li>✦ Developments in specialty coatings</li></ul>
€341 m EBITDA	<ul style="list-style-type: none"><li>✦ +7% above strong 2Q'15 (€320 m)</li><li>✦ EBITDA up YoY in the three divisions</li></ul>
17.5% EBITDA margin	<ul style="list-style-type: none"><li>✦ Close to historic highs</li><li>✦ Significantly up YoY (15.2%)</li></ul>
€134 m adjusted net income	<ul style="list-style-type: none"><li>✦ Up +9% YoY</li><li>✦ €1.79 adjusted EPS</li><li>✦ 7% of Group sales</li></ul>
Solid cash generation	<ul style="list-style-type: none"><li>✦ +€77 m free cash flow*</li><li>✦ €1,406 m net debt, stable versus end 1Q'16 despite the €143 m dividend payment</li></ul>

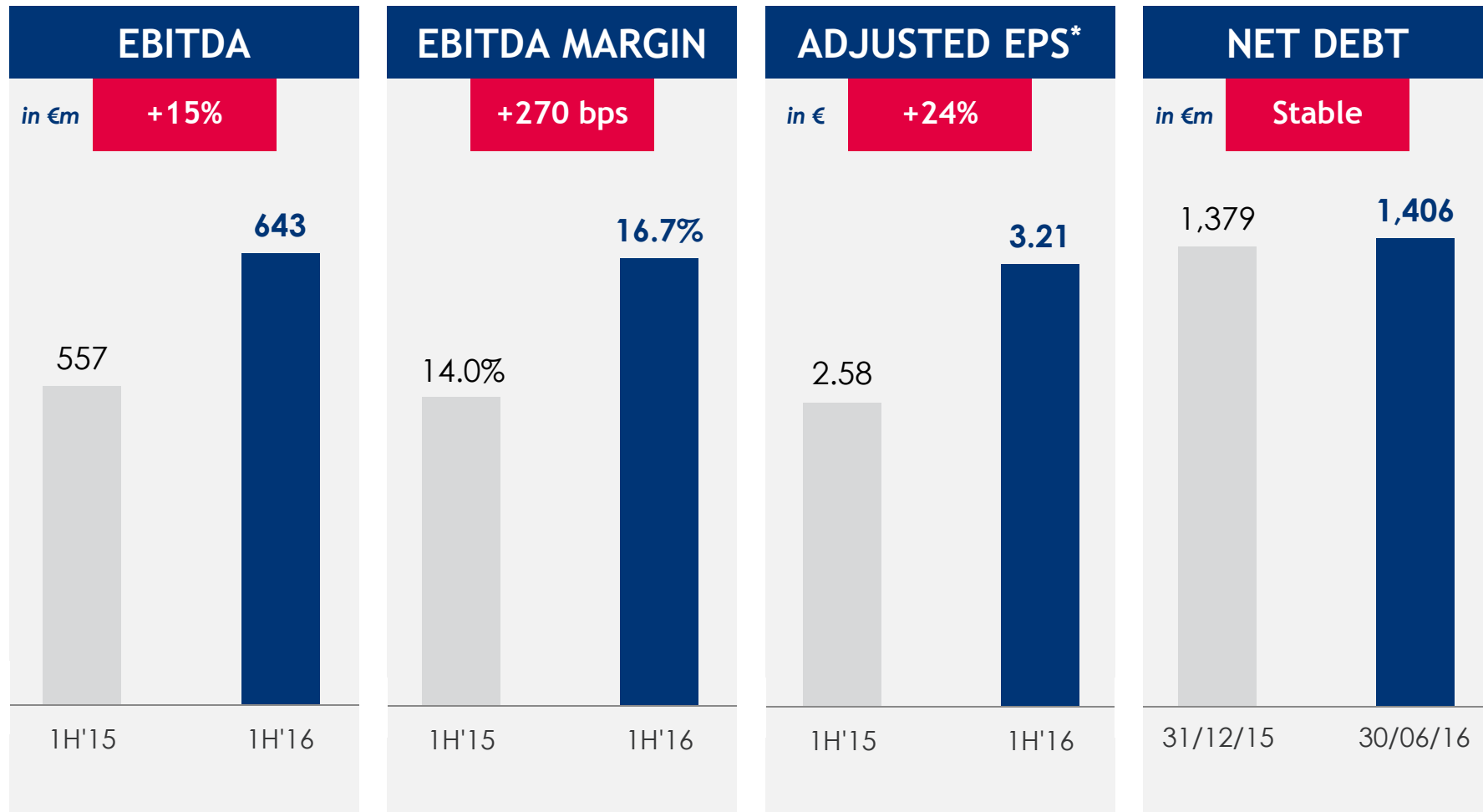
\* Cash flow from operations and investments excluding the impact of portfolio management

# A STRONG SECOND QUARTER



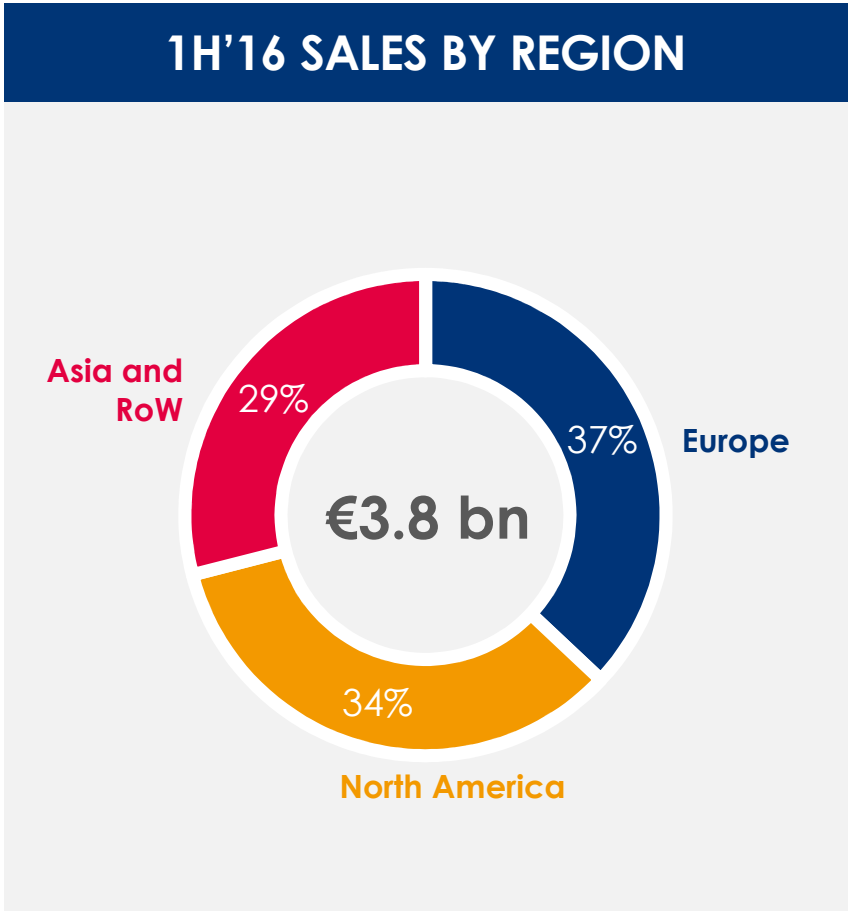
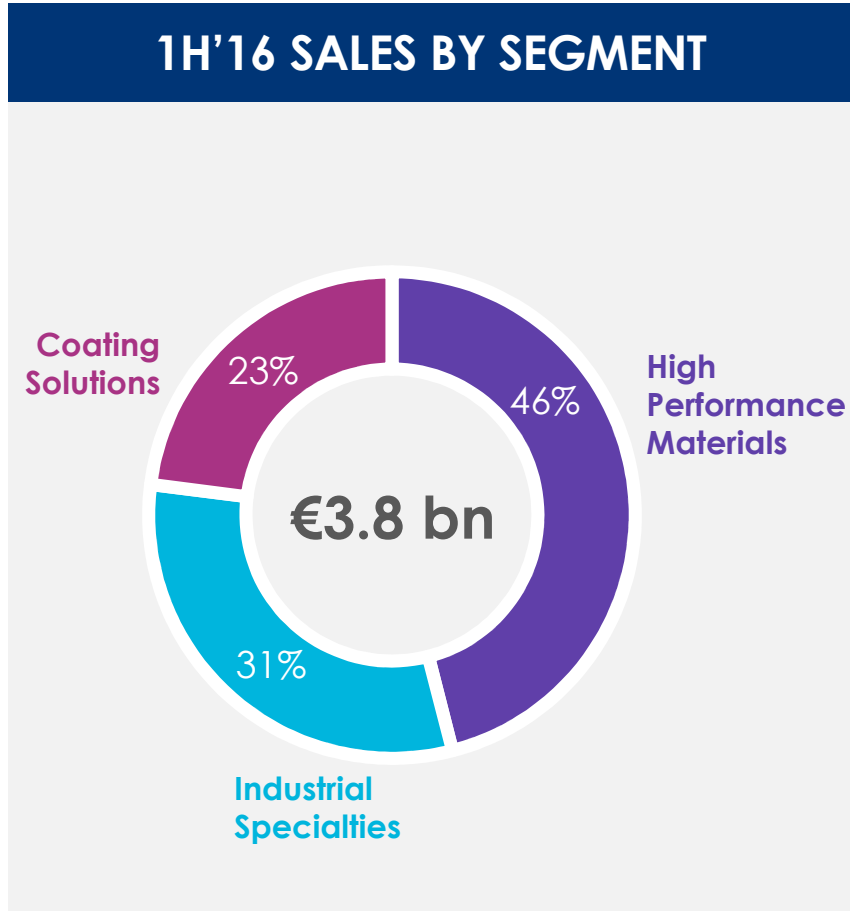
\* Adjusted net income excludes unrealized foreign exchange results on the financing in foreign currencies of non-recurring investments. Adjusted EPS for 2<sup>nd</sup> quarter 2015 has been restated accordingly.

# A SIGNIFICANT INCREASE IN THE FIRST SEMESTER

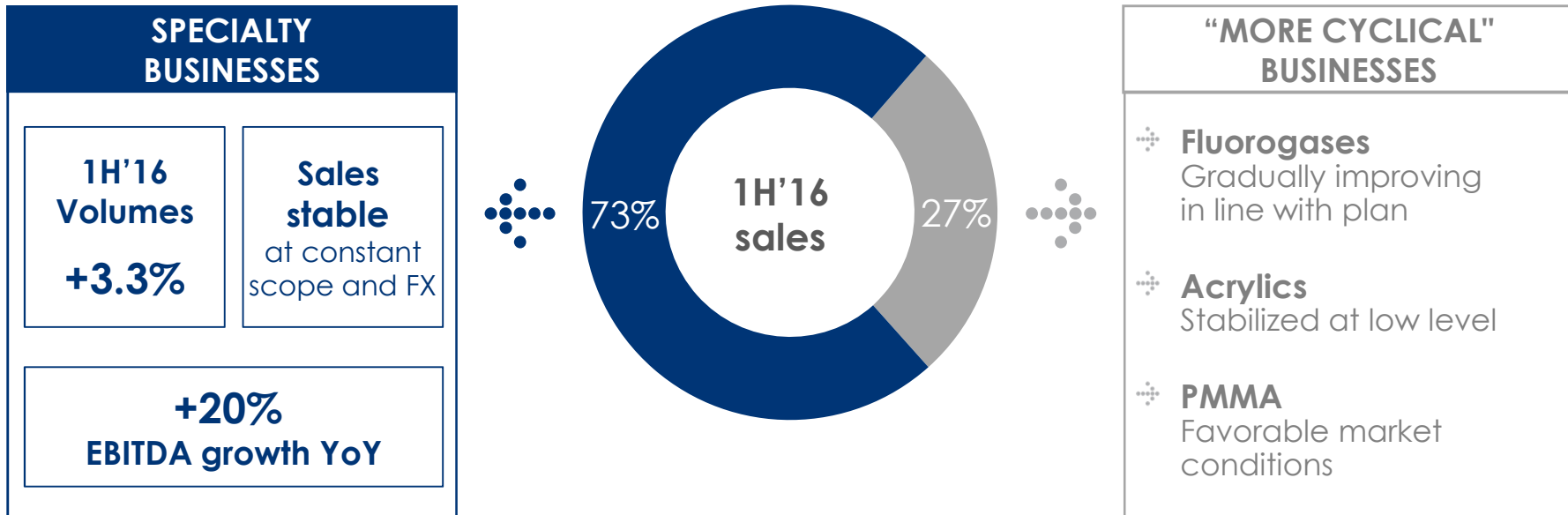


\* Adjusted net income excludes unrealized foreign exchange results on the financing in foreign currencies of non-recurring investments. Adjusted EPS for 1<sup>st</sup> half 2015 has been restated accordingly.

# 1H'16 SALES BREAKDOWN BY SEGMENT AND REGION



# FURTHER STEP UP IN GROUP'S PROFILE



**ALIGNED WITH OUR STRATEGY TO INCREASE SHARE OF SPECIALTY BUSINESSES**

## WHERE DO WE STAND IN 1H'16 ON MAIN DRIVERS

Bostik integration	<ul style="list-style-type: none"> <li>✦ Integration now nearly completed</li> <li>✦ EBITDA margin at 13.8% in 1H'16 significantly improving YoY (~11% in 1H'15) and since the acquisition (10.3% in FY2014)</li> </ul>
Fluorogases	<ul style="list-style-type: none"> <li>✦ Gradual recovery in line with Group's assumptions</li> </ul>
Thiochemicals	<ul style="list-style-type: none"> <li>✦ Contribution of Kerteh in 2Q'16 around last year level</li> <li>✦ Kerteh's targeted full contribution now reached based on the last rolling 12 months</li> <li>✦ Regulatory maintenance turnaround at Kerteh in 3Q'16</li> </ul>
Acrylics	<ul style="list-style-type: none"> <li>✦ Unit margins stabilized since end 2015</li> </ul>
M&A	<ul style="list-style-type: none"> <li>✦ Project to divest activated carbon and filter aid business*</li> <li>✦ Acceleration of Bostik development with the planned acquisition of Den Braven**</li> <li>✦ Both projects to be finalized before year end</li> </ul>

\* Project subject to regulatory clearances by relevant antitrust authorities

\*\* Project subject to approval by relevant antitrust authorities and to legal information / consultation process at Arkema BV's works council

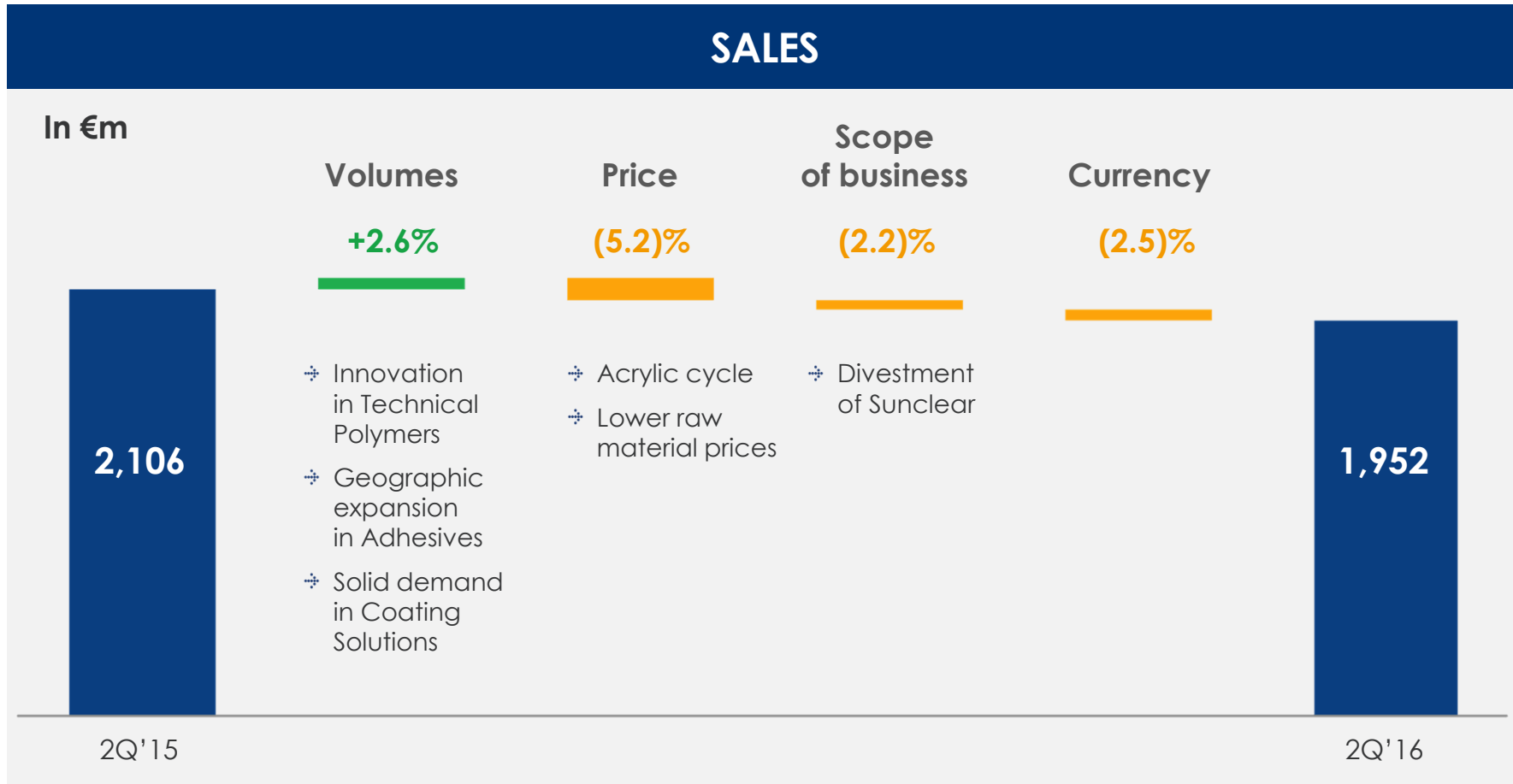
## 2Q'16 KEY FIGURES

IN €M (EXCEPT EPS)	2Q'15	2Q'16	VARIATION
<b>Sales</b>	2,106	<b>1,952</b>	-7.3%
<b>EBITDA</b>	320	<b>341</b>	+6.6%
<b>EBITDA margin</b>	15.2%	<b>17.5%</b>	
<b>Recurring operating income</b>	208	<b>229</b>	+10.1%
<b>Adjusted net income*</b>	123	<b>134</b>	+8.9%
<b>Net income - Group share</b>	133	<b>147</b>	+10.5%
<b>Adjusted EPS* (in euros)</b>	1.69	<b>1.79</b>	+5.9%

\* Adjusted net income excludes unrealized foreign exchange results on the financing in foreign currencies of non-recurring investments.  
Adjusted net income for 2<sup>nd</sup> quarter 2015 has been restated accordingly.



# 2Q'16 SALES BRIDGE



# HIGH PERFORMANCE MATERIALS

## 2Q'16 KEY FIGURES

IN €M	2Q'15	2Q'16	variation
<b>Sales</b>	907	<b>879</b>	(3.1)%*
<b>EBITDA</b>	149	<b>165</b>	+10.7%
<b>EBITDA margin</b>	16.4%	<b>18.8%</b>	
<b>Rec. operating income</b>	111	<b>125</b>	+12.6%

## 2Q'16 SALES DEVELOPMENT

<b>Volumes</b>	<b>+2.2%</b>
<b>Prices</b>	<b>(1.1)%</b>
<b>Currency</b>	<b>(3.1)%</b>
<b>Scope</b>	<b>(0.2)%</b>

## 2Q'16 HIGHLIGHTS

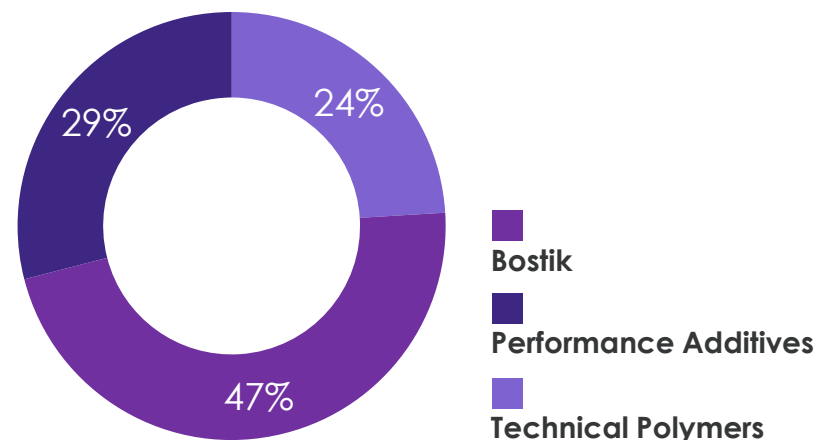
### Another strong contribution of Bostik

- +3% organic growth of sales
- EBITDA up YoY supported by geographic expansion, synergies and lower costs
- 13.8% EBITDA margin in 1H'16, continuing to reduce the gap with major competitors

### On the rest of the division, EBITDA significantly up YoY

- Strong volumes in Technical Polymers in lightweight materials and new energies
- 1H'16 EBITDA margin slightly above 21.5% among the best in industry

## 2Q'16 SALES BY BUSINESS LINE



\* At 1<sup>st</sup> January 2016, a business was transferred from Performance Additives to Industrial Specialties. YoY sales variation includes the impact of this transfer.

# INDUSTRIAL SPECIALTIES

## 2Q'16 KEY FIGURES

IN €M	2Q'15	2Q'16	variation
Sales	684	609	(11.0)%*
EBITDA	128	134	+4.7%
EBITDA margin	18.7%	22.0%	
Rec. operating income	84	92	+9.5%

## 2Q'16 HIGHLIGHTS

Very high EBITDA margin at 22.0%

Gradual improvement in Fluorogases in line with Group's assumptions

Continuing favorable market conditions in PMMA

Quite solid performance of Thiochemicals

✦ Despite maintenance turnaround in the US

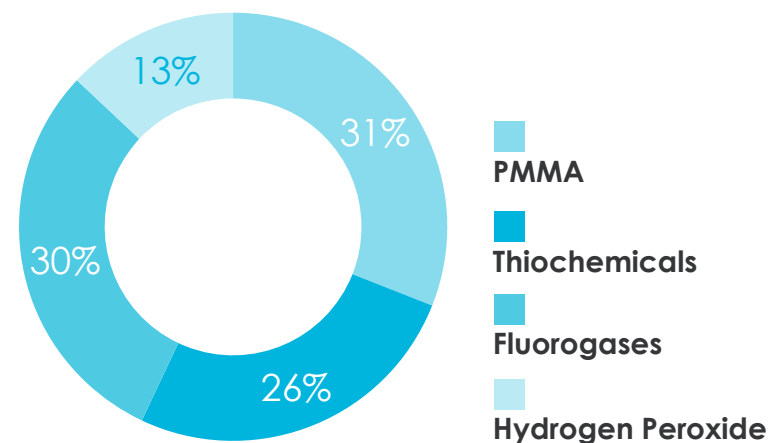
✦ Contribution of Kerteh's platform around last year level

Benefits from developments in specialties in Hydrogen Peroxide

## 2Q'16 SALES DEVELOPMENT

Volumes	+2.0%
Prices	(5.6)%
Currency	(1.9)%
Scope	(6.5)%

## 2Q'16 SALES BY BUSINESS LINE



\* At 1<sup>st</sup> January 2016, a business was transferred from Performance Additives to Industrial Specialties. YoY sales variation includes the impact of this transfer.

# COATING SOLUTIONS

## 2Q'16 KEY FIGURES

IN €M	2Q'15	2Q'16	variation
<b>Sales</b>	509	<b>457</b>	(10.2)%
<b>EBITDA</b>	61	<b>63</b>	+3.3%
<b>EBITDA margin</b>	12.0%	<b>13.8%</b>	
<b>Rec. operating income</b>	32	<b>34</b>	+6.3%

## 2Q'16 HIGHLIGHTS

### Good resilience of results

- ✦ EBITDA up YoY
- ✦ EBITDA margin up at 13.8%
- ✦ Despite strikes in France which impacted the supply chain in monomers

### Good performance of downstream supported by new developments and cost management

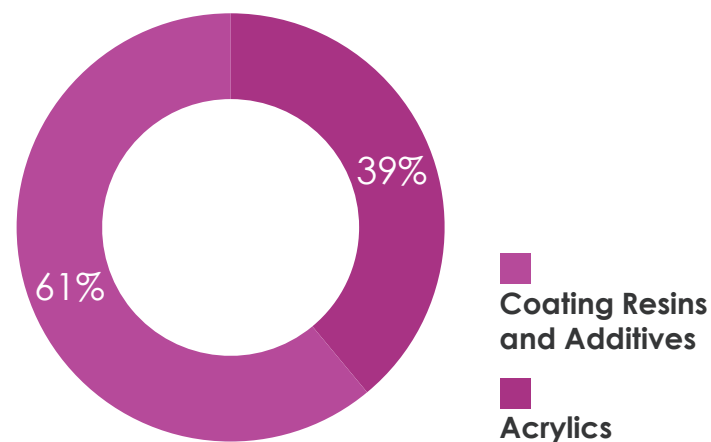
### Stabilization of unit margins in acrylic monomers confirmed

- ✦ In line with Group's assumptions

## 2Q'16 SALES DEVELOPMENT

<b>Volumes</b>	<b>+4.0%</b>
<b>Prices</b>	<b>(12.0)%</b>
<b>Currency</b>	<b>(2.2)%</b>
<b>Scope</b>	-

## 2Q'16 SALES BY BUSINESS LINE



## 2Q'16 CASH FLOW STATEMENT

IN €M	2Q'16	
<b>EBITDA</b>	<b>341</b>	
Working capital variation <sup>(1)</sup>	(46)	Usual seasonality of working capital 17.2% <sup>(2)</sup> working capital over annualized sales ratio (17.5% end of June 2015)
Taxes	(68)	Current taxes excluding non-cash items
Cost of debt	(23)	
Capital expenditure <sup>(3)</sup>	(91)	2016e capex: ~ €450 m at 1.10 €/US\$ exchange rate
Others	(26)	Mainly €-17m loans granted to employees as part of the share capital increase reserved for employees achieved in April 2016
<b>RECURRING CASH FLOW</b>	<b>87</b>	
Non-recurring items in operating and investing cash flow	(10)	Mainly restructuring expenses
<b>FREE CASH FLOW</b>	<b>77</b>	
Impact of portfolio management	0	
<b>NET CASH FLOW</b>	<b>77</b>	

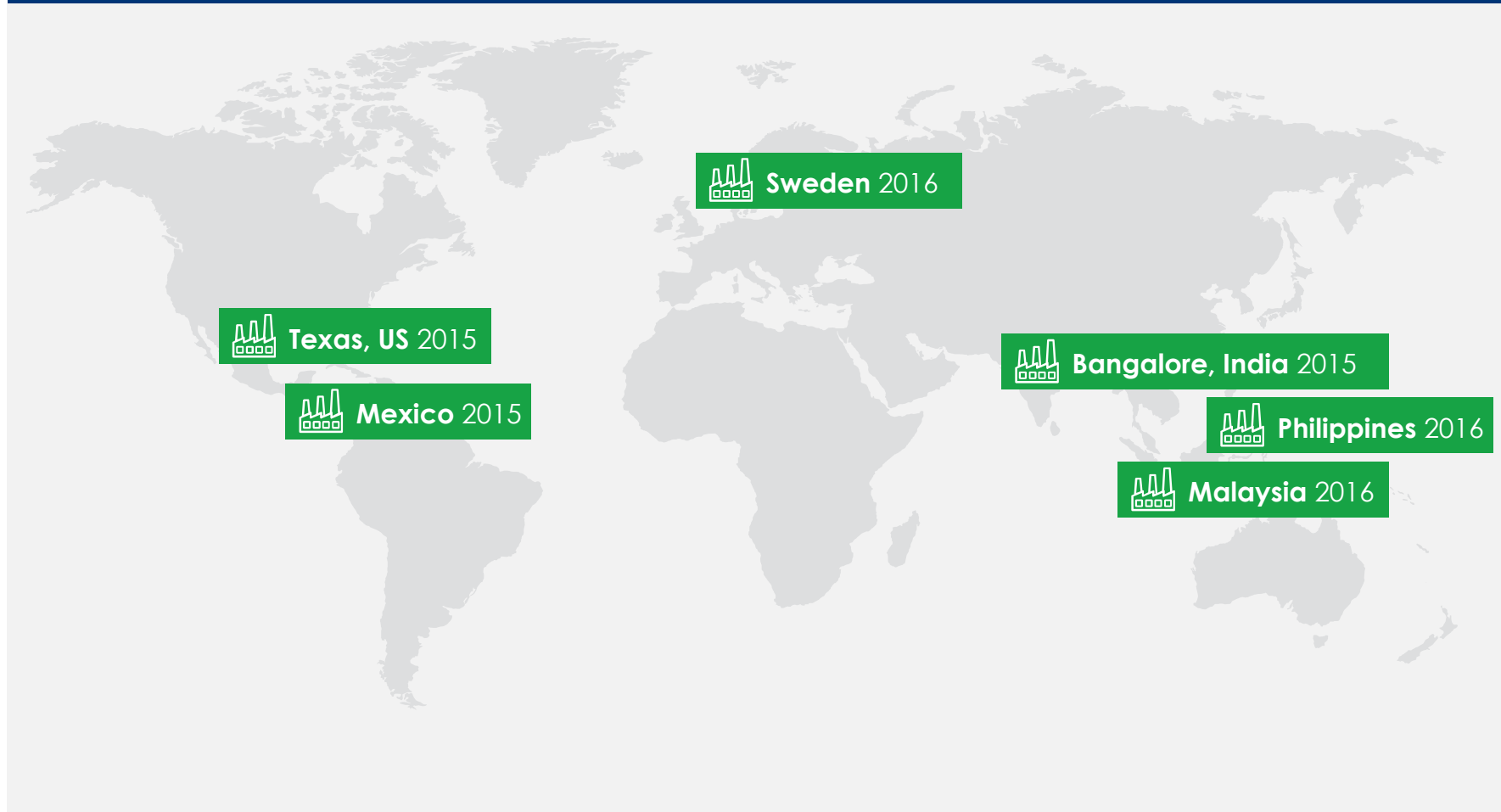
<sup>(1)</sup> Variation in working capital and fixed asset payables excluding non-recurring items

<sup>(2)</sup> Excluding fixed asset payable related to the transfer of a 3<sup>rd</sup> acrylic acid production line to Taixing Sunke Chemicals

<sup>(3)</sup> Excluding reallocation of assets without any impact on net debt

# BOSTIK: STRONG GEOGRAPHICAL DEVELOPMENT



6 NEW PLANT OPENINGS SINCE THE ACQUISITION OF BOSTIK



# PROPOSED ACQUISITION OF DEN BRAVEN: A NEW STEP FORWARD FOR BOSTIK

**Transaction highlights**

Enterprise value <b>€485 m</b>	<b>11x</b> 2016e EBITDA	at least <b>€30 m synergies</b>
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DEN BRAVEN	+	BOSTIK
 <b>Den Braven</b>	+	 <b>Bostik</b> <small>smart adhesives</small>
<ul style="list-style-type: none"> <li>✦ ~€350 m 2016e sales</li> <li>✦ Leadership position in Europe with 12% market share</li> <li>✦ Best-in-class production base</li> <li>✦ State-of-the-art technologies</li> </ul>		<ul style="list-style-type: none"> <li>✦ Strong brand awareness</li> <li>✦ Global player with a more significant presence in emerging economies</li> <li>✦ A well recognized but more focused know-how in high value added sealants</li> </ul>

**CREATE A GLOBAL MARKET LEADER IN SEALANTS**

**✦ STRONG CONFIDENCE IN ACHIEVING OUR LONG TERM TARGET FOR BOSTIK**

*Project subject to approval by relevant antitrust authorities and to legal information / consultation process at Arkema BV's works council*

# 2016 OUTLOOK

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Assuming an energy, raw material and currency environment in line with the first semester, and taking into account the traditional seasonality of the second half of the year,

**Arkema reaffirms its confidence in its ability to grow EBITDA in 2016 and now targets a significant EBITDA growth of some 7% to 9% over the year**



# DISCLAIMER

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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 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 since 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.