SECOND QUARTER 2017 RESULTS





2Q'17 KEY TAKE-AWAYS

€2,198 m sales	→ +12.6% up YoY → +8.9% at constant scope and FX
€398 m EBITDA	+17% up on strong 2Q'16 (€341 m) An all time high in a quarter
18.1% EBITDA margin	 17.5% in 2Q'16 Confirms Group's ability to adapt to a rising raw materials context
€172 m adjusted net income	 +28% up YoY +€2.28 adjusted EPS
€1,471 m net debt	 ÷ Excellent cash generation with +€158 m free cash flow ÷ Net debt slightly down vs 31 March 2017 despite €155 m dividend payment in May ÷ 34% gearing ÷ €900 m bond issued in 2Q'17 with a ten-year maturity at a coupon of 1.50%



3 NEW MAJOR ANNOUNCEMENTS DURING THE LAST CAPITAL MARKETS DAY





EXCELLENT YEAR-ON-YEAR QUARTERLY PERFORMANCE





A VERY SIGNIFICANT GROWTH IN FIRST HALF 2017





BREAKDOWN BY SEGMENT AND REGION





SECOND QUARTER 2017 RESULTS



2Q'17 KEY FIGURES

In €m (except EPS)	2Q'16	2Q'17	CHANGE
Sales	1,952	2,198	+12.6%
EBITDA	341	398	+16.7%
EBITDA margin	17.5%	18.1%	
Recurring operating income (REBIT)	229	286	+24.9%
REBIT margin	11.7%	13.0%	
Adjusted net income	134	172	+28.4%
Net income – Group share	147	160	+8.8%
Adjusted EPS (in euros)	1.79	2.28	+27.4%



2Q'17 SALES BRIDGE



* Advanced Materials include two Business Lines: Technical Polymers and Performance Additives





HIGH PERFORMANCE MATERIALS



2Q'17 HIGHLIGHTS

- * Volumes up +2.9% driven by innovation and good demand in Asia, in particular in Technical Polymers
- +7.7% sales impact from M&A reflecting Den Braven and CMP acquisitions and the divestment of the activated carbon and filter aid business
- * EBITDA up +5.5% YoY despite higher raw materials and large maintenance turnaround in specialty polyamides in France
 - Good volume momentum in Advanced Materials supported by:
 - the benefits from successful developments in lightweight materials and new energies in Technical Polymers
 - the ramp-up of the new specialty molecular sieves unit in Honfleur (France)
 - Growth in Specialty Adhesives supported notably by Den Braven integration
- * 17.6% EBITDA margin in 2Q'17 remaining at high level
 - In Specialty Adhesives, EBITDA margin over the 1st half of the year resisted well at 13.3% (13.8% in 1H'16)





INDUSTRIAL SPECIALTIES



2Q'17 HIGHLIGHTS

* Sales up +14.0% at constant scope of business and FX driven by positive contribution from volumes and prices

* EBITDA strongly up +31.3% YoY

- Fluorogases back to high levels of profitability
 - The Group should by end of 2017 achieve the target it had set itself for 2018 to improve this business' EBITDA by €100 m compared to 2014
- Continued very good market conditions in MMA/PMMA
- Solid contribution of Thiochemicals and Hydrogen Peroxide
- * 25.1% EBITDA margin at historically high levels



COATING SOLUTIONS



2Q'17 HIGHLIGHTS

* Sales up +9.6% at constant FX and scope of business (divestment of oxo-alcohol business early March 2017)

- +13.6% price effect reflecting gradually improving acrylic cycle and actions to pass through higher raw material costs throughout the chain
- Volumes reflecting maintenance turnaround at Clear Lake (US) in Acrylics and stock adjustments at some customers in paints and coatings

- In line with Group's assumptions, confirmation of the gradual improvement in acrylic monomers unit margins compared to the low levels of 2Q'16
- Performance of acrylic downstream activities temporarily impacted by higher input costs, including acrylic acid



2Q'17 CASH FLOW

ln €m	2Q'17		
EBITDA	398		
Change in working capital (1)	(42)	Reflects the usual seasonality of working capital and higher sales price	
Change in fixed assets payables (1)	(2)	• 15.5% working capital over annualized sales ratio versus 17.2% end of June 2017	
Current taxes	(81)		
Cost of debt	(24)		
Capital expenditure ⁽³⁾	(83)	• 2017e capex: close to €450 m	
Others	(2)		
RECURRING CASH FLOW	164		
Non-recurring items in operating and investing cash flow	(6)	Mainly restructuring expenses	
FREE CASH FLOW	158		
Impact of portfolio management	(22)	Including CMP business acquisition in Specialty Adhesives	
NET CASH FLOW	136		

⁽¹⁾ Excluding non-recurring items and impact of portfolio management

⁽²⁾ Excluding in 2016 fixed asset payable related to the transfer of a 3rd acrylic acid production line to Taixing Sunke Chemicals

⁽³⁾ Excluding capex relating to portfolio management



2017 OUTLOOK

Focus on internal drivers

- Growth in adhesives and integration of Den Braven
- Innovation in Advanced Materials and downstream acrylics
- Better prices in Fluorogases
- Arkema will continue to ensure that higher cost of certain raw materials is reflected in its selling prices
- Operational excellence initiatives to offset part of the inflation on fixed costs

The performance of the 1st half of the year leads the Group to upgrade its initial EBITDA objective for 2017

Arkema now anticipates to exceed €1.3 bn EBITDA and achieve between €1,310 m and €1,350 m EBITDA for the full year



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 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 main performance indicators used by the Group are defined in the notes to the consolidated financial statements at 31 December 2016 included in section 4.3.3. of the 2016 Reference Document and in the press release. As part of the analysis of its results or to define its objectives, the Group also uses the following indicators:

REBIT margin: corresponds to the recurring operating income (REBIT) as a percentage of sales.

Free cash flow: corresponds to cash flow from operations and investments excluding the impact of portfolio management.

Exceptional capex: corresponds to exceptional investments which are unusual in size or nature.

EBITDA to free cash conversion: corresponds to the ratio of EBITDA on the free cash flow excluding exceptional capex. Free cash flow will be restated to offset the impact of the raw material environment on changes in working capital.

Return on capital employed: corresponds to the ratio of: (REBIT – current income taxes) / (net debt + shareholders' equity) under current IFRS rules.



