INVESTOR AND ANALYST FACTSHEET

In accordance with IFRS 5 rule and terms, 2010 and 2011 income statement items and 2011 balance sheet items of the Vinyl business concerned by a divestment project[1] have been presented on a separate line in the income statement and balance sheet. However, cash flow statement includes flows related to this Vinyls business.

	4Q'11 in €m	4Q'10 in €m	*4Q'11/ 4Q'10*	2011 in €m	2010 in €m	*2011/ 2010*
Sales	**1,400**	**1,197**	***17.0%***	**5,900**	**4,869**	***21.2%***
Industrial Chemicals	938	803	*16.8%*	3,928	3,171	*23.9%*
Performance Products	457	390	*17.2%*	1,952	1,680	*16.2%*
Corporate	5	4		20	18	
EBITDA	**158**	**181**	***(12.7)%***	**1,034**	**809**	***27.8%***
Industrial Chemicals	99	140	*(29.3)%*	732	571	*28.2%*
Performance Products	64	38	*68.4%*	339	260	*30.4%*
Corporate	(5)	3		(37)	(22)	
EBITDA margin	**11.3%**	**15.1%**		**17.5%**	**16.6%**	
Industrial Chemicals	10.6%	17.4%		18.6%	18.0%	
Performance Products	14.0%	9.7%		17.4%	15.5%	
Depreciation and amortization	(82)	(62)		(272)	(247)	
Recurring EBIT	**76**	**119**	***(36.1)%***	**762**	**562**	***35.6%***
Industrial Chemicals	45	100	*(55.0)%*	560	417	*34.3%*
Performance Products	35	14	*x2.5*	240	167	*43.7%*
Corporate	(4)	5	.	(38)	(22)	
NR items	**(11)**	**(8)**		**(45)**	**(9)**	
Equity in income of affiliates	2	4		17	15	
Financial results	(11)	(9)		(37)	(25)	
Income taxes	20	(14)		(125)	(115)	
Net income *of continuing operations*	76	92	*(17.4)%*	572	428	*33.6%*
Net income *of discontinued operations*	(539)	(33)	-	(587)	(78)	-
Net income – Group share	**(463)**	**58**	**-**	**(19)**	**347**	**-**
EPS (diluted)	**(7.52)**	**0.93**	**-**	**(0.31)**	**5.67**	**-**
Adjusted EPS (diluted)	**0.88**	**2.36**	***(62.7)%***	**9.21**	**7.05**	***30.6%***
Adjusted net income *of continuing operations*	**55**	**102**	***(46.1)%***	**574**	**431**	***33.2%***
Recurring capital expenditures	**131**	**95**	***37.9%***	**311**	**243**	***28.0%***
Industrial Chemicals	89	53		192	132	
Performance Products	36	41		100	106	
Free cash flow[2] of continuing operations				**377**	**320**	***17.8%***
Working capital (12/31)[3]				960	785	
WC as % of sales[4]				**13.8%**	**13.3%**	
Net debt (12/31)				**603**	**94**	
Gearing[5]				**27%**	**4%**	

[1] This project remains subject to the information / consultation of workers councils currently ongoing and to the approval by the relevant antitrust authorities.

[2] Cash flow including non-recurrent items and excluding impact from M&A

[3] At December 31st, 2010: including Vinyls; at December 31st, 2011: excluding Vinyls activities concerned by divestment project.

[4] At constant scope of business. At Dec. 31st, 2010: WC including Vinyls divided by annual sales including Vinyls; at Dec. 31st, 2011: WC including Vinyls but excluding Total resins and Seppic, divided by annual sales including Vinyls but excluding Total resins.

[5] Calculated as Net financial debt divided by shareholders' equity

2011 FULL YEAR PERFORMANCE

ADJUSTED NET INCOME UP +33% AT € 574 M
ACCELERATING GROUP TRANSFORMATION

SALES AT €5,900 M VS. €4,869 M IN 2010

- +14% price effect.
  - Significant price increases on higher raw materials.
- Stable volumes
  - +4% in Performance Products
  - -2% in Industrial Chemicals on destocking at year end
- +9% variation from the changes in the scope of business resulting mainly from specialty resins acquired from Total
- -2% translation effect (FX rate) mainly from a stronger euro versus US dollar

ARKEMA DELIVERS RECORD FULL YEAR EARNINGS WITH 28% EBITDA GROWTH

- € 1,034m EBITDA from continuing operations and € 1,010m EBITDA including Vinyls
  - Fully in line with guidance
  - Strong benefits from expansions in China and growth from innovation in specialty polymers

ACCELERATE TRANSFORMATION MOMENTUM

- Acquisition of Total specialty resins and Seppic specialty chemicals
- Acquisition of Hipro and Casda in China closed February 1st, 2012
- Project to divest Vinyls[6]

INDUSTRIAL CHEMICALS : STRONG GROWTH AND HIGH PROFITABILITY

- +24% sales at € 3.9 bn
  - Price increases offset high raw material costs
  - + € 408 m sales from newly acquired Specialty Resins
  - Strong volumes in 1H followed by more traditional pattern and customer destocking in 2H
- High contribution of Fluorochemicals with specifically favorable market conditions in HFC-125 in Asia
- High unit margins in acrylic monomers on tight supply and demand balance overall (mid-cycle assumed for 2012)
- Continued strong performance in Thiochemicals supported by animal nutrition and oil & gas
- Benefit in PMMA from improved cost structure in Europe

PERFORMANCE PRODUCTS : SUCCESSFUL TURNAROUND DRIVEN BY INNOVATION AND ASIA

- Excellent performance now best-in-class
- +4% volumes (organic growth) confirming strong positions on fast-growing markets

[6] Project remains subject to the legal information and consultation process involving the workers councils in the various entities and countries concerned, and to the approval of antitrust authorities

- New PVDF Kynar® unit in Changshu (China) in March to meet growing demand for high-performance coatings and batteries
- Benefits from innovation in sustainability (new energies, light weight materials, filtration)

- Successful pricing policy and increased share of higher added value products
- Strong contribution from Technical Polymers (PA, PVDF)
  - Highly diversified end markets with excellent fit on mega-trends
  - Strong growth in Asia

IMPACT OF VINYLS DIVESTMENT PROJECT

P&L (€m)	2011 including discontinued operations	Transaction impact	2011 continuing operations
Sales	6,990	1,090	5,900
EBITDA	1,010	(24)	1,034
D&A	(314)	(42)	(272)
Rec. operating income	696	(66)	762
Net income	(19)	(587)	568

- € (587) m net income :
  - € (505) m non-recurring expenses
    - € 264 m write-off of PPE
    - € 151 m provision mainly relating to working capital accounted for as liabilities held for sale
    - € 88 m financial expense including € 96.5 m cash to be transferred
  - € (82) m net income of Vinyls
    - 4Q'11 EBITDA at € (18) m impacted by :
      - significant destocking by customers at year end
      - strikes at LyondellBasell refinery (post announcement of closure project) and at Arkema sites (post announcement of the divestment project)

WORKING CAPITAL, CAPEX AND NET DEBT

- Working Capital
  - 13.8% of sales at constant scope of business vs 13.3% in 2010
    - Working Capital including Vinyls but excluding Total resins and Seppic
    - Sales including Vinyls but excluding Total resins
  - 15.0% of 2011 proforma sales
    - Working Capital excluding Vinyls but including Total resins and Seppic
    - Sales excluding Vinyls but including FY'11 sales of Total resins (€848m) and Seppic (€53m)

- Capex
  - 2011 recurring capex = €311m
    - In line with guidance
    - €59m capex in Vinyls not included
    - Non recurring capex not included (~ €50m)

  - 2012e recurring capex = €350m
    - Non recurring capex not included (~ €50m)
    (Jarrie, Lacq 2014, Thiochemicals in Asia)

- Net debt
  - € 603 m net debt at December 31st, 2011 vs € 94 m at December 31st, 2010
  - 0.6x 2011 EBITDA
  - 27% gearing

- Successful diversification of financing sources
  - New €700m syndicated credit line signed in July 2011 with 2016 maturity
  - Average maturity > 4 years
  - More than €1.2 bn available after 5 years

PROVISIONS AND DEFERRED TAX ASSETS

Provision analysis *(in €m) at 12/31/2011*	**Provision**	**LT asset covering provision**	**Net Provision**
Debt-like provisions	**334**	**1**	**333**
Pensions	262	1	261
Restructuring	72	-	72
Other provisions booked through EBITDA	**416**	**63**	**353**
Provisions for liabilities towards employees	93	-	93
Environment	189	62	127
Others	134	1	133
Total provisions	**750**	**64**	**686**

- €347m unrecognized deferred tax assets at end 2011

2012 ASSUMPTIONS AND OUTLOOK

- Macro-environment: contrasted growth expectations by region
    - Perceivable improvement of demand in North America
    - Europe to remain globally challenging especially in construction
    - Growth to remain well oriented in Asia, notably in China

- Maintain strong focus on pricing to follow high and volatile raw materials

- More balanced results between 1H and 2H
    - Improvement of demand in 1Q'12 compared to 4Q'11
    - Recovery expected to continue during 2Q

- 1Q'12 should show a real improvement versus 4Q'11 while remaining below a very high 1Q'11

- Arkema's growth to be driven by:
    - Developments in Asia
    - Innovation momentum
    - Full benefit of recent acquisitions
    - Strong position in North America

UPGRADE OUR LONG-TERM TARGETS

- Current long-term target[7]: € 1,050 m EBITDA in 2015
- New 5-year targets[7] (2016) set at € 8 bn sales and € 1,250 m EBITDA
- Growth coming half from organic developments and half from bolt-on acquisitions
- Gearing maintained at around 40%
- Very balanced portfolio

[7] In a normalized environment

4TH QUARTER 2010 PERFORMANCE

- Solid performance in line with guidance despite significant destocking at customers
  - 2nd best performance in a 4th quarter
  - Return to traditional seasonal pattern after atypical 4Q'10

- +17% sales at € 1,400 m
  - Strong prices and better product mix
  - + € 190 m from newly acquired Specialty Resins

- Strong contribution from Performance products
  - 14% EBITDA margin
  - Successful repositioning on higher value added products and fast-growing countries

- Seasonality and destocking in Industrial chemicals
  - Back to usual seasonality in coatings, air-conditioning and refrigeration reflected in volumes and unit margins
  - Significant destocking by customers
  - Volumes gradually improve since beginning of 2012

- Excellent cash generation with +€ 194 m free cash flow[8]

[8] Free cash flow including cash flow from Vinyls operations subject to a divestment project = cash flow including non-recurring items and excluding impact from M&A