INVESTOR AND ANALYST FACTSHEET

	4Q'10 in €m	4Q'09 in €m	*4Q'10/ 4Q'09*	2010 in €m	2009 in €m	*2010/ 2009*
Sales	**1,433**	**1,082**	***32.4%***	**5,905**	**4,444**	***32.9%***
Vinyl Products	253	234	*8.1%*	1,106	1,005	*10.0%*
Industrial Chemicals	786	529	*48.6%*	3,101	2,109	*47.0%*
Performance Products	390	316	*23.4%*	1,680	1,318	*27.5%*
Corporate	4	3		18	12	
EBITDA	**166**	**82**	***x2.0***	**790**	**310**	***x2.5***
Vinyl Products	(10)	(18)	*n.a.*	(14)	(31)	*n.a.*
Industrial Chemicals	136	77	*76.6%*	567	306	*85.3%*
Performance Products	37	29	*27.6%*	259	102	*x2.5*
Corporate	3	(6)		(22)	(67)	
EBITDA margin	**11.6%**	**7.6%**		**13.4%**	**7.0%**	
Vinyl Products	(4.0)%	(7.7)%		(1.3)%	(3.1)%	
Industrial Chemicals	17.3%	14.6%		18.3%	14.5%	
Performance Products	9.5%	9.2%		15.4%	7.7%	
Depreciation and amortization	(71)	(68)		(287)	(270)	
Recurring EBIT	**95**	**14**	***x6.8***	**503**	**40**	***x12.6***
Vinyl Products	(24)	(30)	*n.a.*	(69)	(80)	*n.a.*
Industrial Chemicals	99	44	*x2.3*	424	177	*x2.4*
Performance Products	15	6	*x2.5*	170	11	*x15.5*
Corporate	5	(6)	.	(22)	(68)	
NR items	**(14)**	**(3)**		**(17)**	**(109)**	
Equity in income of affiliates	4	6		15	13	
Financial results	(10)	(7)		(28)	(28)	
Income taxes	(16)	(30)		(123)	(87)	
Net income of continuing operations	59	(20)		350	(171)	
Net income of discontinued operations	0	0		0	0	
Net income – Group share	**58**	**(20)**		**347**	**(172)**	
EPS (diluted)	**0.93**	**(0.34)**		**5.67**	**(2.85)**	
Adjusted EPS (diluted)	**1.23**	**(0.03)**		**5.92**	**(0.81)**	
Adjusted net income	76	(2)		362	(49)	
Recurring capital expenditures	**122**	**85**		**293**	**262**	***11.8%***
Vinyl Products	29	16		58	48	
Industrial Chemicals	52	40		126	117	
Performance Products	40	28		104	93	
Net cash flow[1]				**230**	**202**	***13.9%***
Working capital (12/31)				785	720	*9.0%*
WC as % of sales[2]				**13.3%**	**16.2%**	
Net debt (12/31)				**94**	**341**	***(72.4)%***
Gearing[3]				**4%**	**19%**	

[1] Calculated as cash flow from operating activities plus cash flow from investing activities
[2] Calculated as working capital end of period divided by annual sales
[3] Calculated as Net financial debt divided by shareholders' equity

2010 FULL YEAR PERFORMANCE

+33% SALES
RECORD NET INCOME AT €347 MILLION, THE RESULT OF 5 YEARS OF TRANSFORMATION

SALES AT €5,905 M VS. €4,444 M IN 2009

- +11.1% volumes supported by Asia and emerging technologies
  - Mixed picture by region
    - Strong demand in Asia
    - Improved market conditions in North America
    - Slower pace of recovery in Europe
  - Fast growing emerging applications (photovoltaic, Li-ion batteries, etc)
  - Housing and construction markets remaining slow in Europe and North America
- +9.4% price effect.
  - Price increases and improved product mix bring value above sharp rise in raw materials.
- +8.9% variation from the changes in the scope of business resulting mainly from the acrylic assets acquired in North America.
- +3.5% translation effect (FX rate) from a stronger US dollar versus euro.

HIGHEST HISTORICAL EBITDA AT €790 M (X2.5 VS 2009)

- Significant contribution from all BUs of Industrial Chemicals and Performance Products
- Several key milestones:
  - Successful acquisition and integration of acrylic assets in North America
  - Quick ramp-up of new HFC-125 fluorogas production unit in China
  - 19% of total sales achieved in Asia in 4Q'10
  - Fast-growing contribution from developments in emerging applications (photovoltaic, Li-ion batteries, LED TV, high-temperature polyamides, etc.)
    - Above € 100m new sales versus 2009
  - Tight management of fixed costs
    - Benefit from MMA/PMMA restructuring in Europe
    - Fixed cost maintained at 2009 level while volume increased by 11%
- EBITDA margin at 13.4% (previous high: 9.1% in 2007)

INDUSTRIAL CHEMICALS : EXCELLENT GROWTH AND PROFITABILITY

- All business lines contributed to excellent profitability
  - +28% sales at constant scope of business
  - Demand recovery in most end markets: refrigeration, oil & gas, automotive, water treatment, electronics, etc.
  - Significant price increases offsetting higher raw material costs
  - Recovery of acrylic monomer unit margins
- Successful start-up and quick ramp-up of HFC-125 production unit in Changshu (China)
- Acrylic assets acquired in North America performed well above initial expectations
- Benefits from MMA/PMMA restructuring in Europe
- Positive impact from foreign currency translation effect

PERFORMANCE PRODUCTS : EBITDA MARGIN DOUBLED AT 15.4% SUPPORTED BY INNOVATION AND ASIA

- Innovation and market recovery supported higher sales
- +19% volume effect with contribution from all business lines
  - o Higher demand of traditional end markets (automotive, oil & gas, wire & cable, packaging, polymers, etc)
  - o Fast expansion of new emerging applications (photovoltaics, Li-ion batteries, high-temperature polyamides, etc)
  - o Strong growth in Asia
- Price increases offsetting higher raw material costs
- Product mix of Technical Polymers repositioned on higher value added products thanks to innovation

VINYL PRODUCTS : SLIGHT IMPROVEMENTS IN STILL CHALLENGING MARKET CONDITIONS

- Volumes slightly above 2009 but construction market still challenging in Europe
- PVC price increases offset higher ethylene costs but PVC margins still low
- Caustic soda prices on average below 2009 but rising at year end
- Around €(15)m EBITDA impact from national strikes in France (refineries and Marseille harbor)
- Further fixed cost reductions in PVC
- Benefits from repositioning of Vinyl Compounds on higher value-added applications
- Excellent performance of Qatar Vinyl Company (in which Arkema holds 13%)

CASH FLOWS AND NET DEBT

Items	**2010 *in €m***	**2009 *in €m***
EBITDA	790	310
Variation in working capital (excl. M&A)	(43)	384
Recurring capex	(293)	(262)
Tax & cost of debt	(142)	(82)
Restructuring outflows	(73)	(78)
Others	37	(44)
Free cash flow	**276**	**228**
M&A	(46)	(26)
Net cash flow	**230**	**202**

- Further improvement of working capital on sales ratio
  - o Working capital at 13.3% of sales[4]
  - o 2011 and beyond target: working capital between 14% and 15% of sales

- Capex increased back to pre-crisis level
  - o Projects in Asia represented 44% of development capex
  - o 2011 target: around €360m recurring capex taking into account acceleration of growth in Asia and in Acrylics

- Net debt reduced at €94m, representing 0.1x EBITDA
  - o Net debt end 2010 does not include the financing of the project to acquire UV-curing and coating resins from Total (EV: €550m)
  - o Target to maintain gearing < 40%

[4] Working capital end of December / annual sales

- Successful diversification of debt sources
  - Bond issue in October 2010
    - Amount: €500m
    - Interest rate: 4% per year
    - Maturity: October 2017
  - Securitization program
    - Amount: €240m
    - Maturity: June 2015

PROVISIONS AND DEFERRED TAX ASSETS

- Net provisions excluding provisions covered by LT assets amount to €702 m end 2010.

Provision analysis *(in €m) at 12/31/2010*	**Provision**	**LT asset covering provision**	**Net Provision**
Debt-like provisions	**339**	**0**	**339**
Pensions	239		239
Restructuring	100		100
Other provisions booked through EBITDA	**432**	**69**	**363**
Provisions for liabilities towards employees	113		113
Environment	198	62	136
Others	121	7	114
Total provisions	**771**	**69**	**702**

- €411m unrecognized deferred tax assets including €332m of unrecognized tax losses

OUTLOOK

Assumptions for 2011

- Continuing positive economic climate:
  - Strong Asia, improved USA, slower recovery in Europe
  - Strong pull from sustainable trends
  - High raw material and energy costs
  - Remain attentive to changes in the macro environment
- In Vinyls, higher energy cost but slowly improving market conditions
- Supply/demand balance in Industrial Chemicals and Performance Products to remain well oriented
- Acrylic unit margins similar to 2010 average
- Large maintenance turnarounds:
  - Vinyls in April (Lavera)
  - Acrylics in October and November (Carling and Clear Lake)

Our priorities for 2011

- Continue to actively increase our presence in Asia
  - 2011 start-ups in Changshu (China): PVDF Kynar® new unit in March and Coatex plant mid-2011
  - Build up new emulsions plant and capacity expansion in polyamides and PVDF Kynar®
  - Prepare longer term projects in Asia: Thiochemicals, Acrylic monomers

- Accelerate growth in emerging applications for sustainable development (photovoltaic range of products, high-temperature polyamides, bio-plastics, water treatment, DMDS for soil fumigation, LED TV screens, etc.)
- Implement our global coating materials platform
  - Finalize the acquisition of UV curing and coating resins businesses[5] from Total
  - Reinforce partnerships with major customers
  - Site development in acrylic monomers in Carling (Fr) and Clear Lake (US)
- Maintain strong pricing to follow raw material and energy cost
- Maintain a strong focus on fixed costs and cash generation

Confidence for 2011 outlook. 1st quarter 2011 EBITDA expected to be significantly above 1st quarter 2010 EBITDA

- Seasonality back to more traditional pattern
- Confirm ability to pass raw material cost increase

2015 long term objectives fully on track supported by 2010 base and high density of current projects

[5] Subject to the approval of the relevant anti-trust authorities and information/consultation of work councils

4TH QUARTER 2010 PERFORMANCE

STRONG GROWTH IN REVENUES AND PROFITABILITY

+32% SALES AT €1,433 M

- Significant price increases reflecting Arkema's ability to pass-on higher raw material costs
- Market conditions remained well oriented

EBITDA X2 VERSUS 4Q'09 AT €166M

- By far the best EBITDA in a 4th quarter since spin off
- Despite € (20)m EBITDA impact from national strikes (refineries and Marseille harbor)
- Benefits from new products in sustainable development and increased presence in Asia

€1.23 ADJUSTED DILUTED EPS VERSUS €(0.03) IN 4Q'09

INDUSTRIAL CHEMICALS : STRONG CONTRIBUTION FROM ALL LINES

- Benefits from internal achievements: acquisition in Acrylics, new fluorogas unit in Asia, MMA/PMMA restructuring in Europe
- Recovery of acrylic monomers unit margin

PERFORMANCE PRODUCTS : SUPPORT FROM PRICING AND ASIA

- Strong demand in Asia particularly in Technical Polymers
- Price increases offset higher raw material costs
- Performance to be appreciated taking into account traditional seasonality, exceptionally high September and €(5)m EBITDA impact from strikes

VINYL PRODUCTS : SLIGHT IMPROVEMENT

- Volumes affected by French strikes (€ (15)m EBITDA impact) in a context of challenging construction market
- Higher caustic soda and PVC prices offsetting higher ethylene costs

€166M FREE CASH FLOW[6]

- Doubled EBITDA
- Traditional lower working capital at year end
- Strict cash discipline

[6] Free cash flow = cash flow including non-recurring items and excluding impact from M&A