





Colombes, November 8<sup>th</sup> 2012

Arkema quarterly information: third quarter 2012 results

# High performance in 3<sup>rd</sup> quarter confirming the Group's robustness in a contrasted environment

- €1,606 million sales, slightly up on last year
- €266 million EBITDA at same level as last year, and 16.6% EBITDA margin
- Benefit of the Group's positioning in niche markets and of its strong presence in North America
- €116 million net income, Group share, 6% up on 3<sup>rd</sup> quarter 2011
- Confirmation of target to achieve an EBITDA close to €1 billion in 2012

The Board of Directors of Arkema met on November 7<sup>th</sup> 2012 to review the Company's condensed consolidated accounts for 3<sup>rd</sup> quarter 2012. At the end of the meeting, Thierry Le Hénaff, Chairman and CEO of Arkema, stated:

"The Group achieved a steady high performance in a less favorable economic environment than last year. The 3<sup>rd</sup> quarter results, with an EBITDA margin close to 17% in the high end of the industry, clearly illustrate the internal progress made by the Group which is benefiting from the repositioning of its activities portfolio on more resilient niches with higher added value. Trends in end-markets and regions remained mixed, and in this context, Arkema pursues its targeted investment policy on its growth priorities and continues to strictly manage its activities."

## OUTLOOK

The 4<sup>th</sup> quarter will reflect the traditional year-end seasonality. Meanwhile, the soft demand observed in certain market segments, the challenging situation of the European economy, and the volatility of raw materials are likely to continue during the 4<sup>th</sup> quarter and to result in the cautious management by customers of their inventories at year-end.

In this environment, Arkema will continue to give priority to its internal dynamics in order to strengthen its positioning in specialty niches and in higher growth countries. The Group will strictly manage its activities, focusing in particular on controlling its fixed costs, its working capital and its capex.

Arkema remains confident in its ability to deliver a very solid year, and confirms its target to achieve an EBITDA close to €1 billion in 2012.



(in millions of euros)	3 <sup>rd</sup> Qtr 2012	3 <sup>rd</sup> Qtr 2011	Variation
Sales	1,606	1,587	+1.2%
EBITDA	266	266	-
EBITDA margin	16.6%	16.8%	
Industrial Chemicals	16.7%	16.5%	
Performance Products	19.5%	19.7%	
Recurring operating income	189	198	-4.5%
Non-recurring items	-	(25)	-
Adjusted net income	119	130	-8.5%
Net income – Group share	116	109	+6.4%
Diluted adjusted net income per share (in €)	1.88	2.09	-10.0%

The contribution of the Vinyl activities, divested beginning of July 2012, has been presented in accordance with IFRS 5 rules and terms. Income statement items and balance sheet items (only for 2011 for the balance sheet) for this business have been presented on a separate line in the income statement and the balance sheet. However, the cash flow statement includes flows related to the Vinyl business concerned.

# **3<sup>RD</sup> QUARTER 2012 PERFORMANCE**

**Sales** in 3<sup>rd</sup> quarter 2012 reached **€1,606 million** against €1,587 million in 3<sup>rd</sup> quarter 2011. The +2.8% net contribution of acquisitions and divestments (acquisition of Hipro Polymers and Casda Biomaterials and of Seppic's alcoxylates) offset the 2.4% decrease in volume resulting from a slowdown in some end-markets in September (automotive and construction in Europe, photovoltaics). The 4.5% sales price decrease primarily concerns, as expected, acrylic acid and fluorogases. The currency translation effect was positive at +5.3%, reflecting the strengthening of the US dollar versus the euro.

In a less favorable and more volatile economic environment, **EBITDA** stood at **€266 million**, at the same level as in  $3^{rd}$  quarter 2011, demonstrating the strength of the Group's results. The performance of Industrial Chemicals remained very solid, at the same level as last year, while Performance Products again delivered an excellent result with record EBITDA for a  $3^{rd}$  quarter, at €107 million.

**EBITDA margin** remained stable at a very high level, at **16.6%**.

**Recurring operating income** reached **€189 million** against €198 million in 3<sup>rd</sup> quarter 2011, after deduction of €77 million depreciation and amortization, up by €9 million as a result of the acquisitions and the currency translation effect relating to the strengthening of the US dollar versus the euro. Recurring operating margin stood at 11.8%.

**Net income, Group share, for the continuing operations** reached **€123 million**. This includes a €54 million tax charge representing 28.6% of recurring operating income. This rate reflects the geographic split of the results and in particular the substantial weight of the North America activities in the Group's results. Net income also includes the -€14 million financial result, stable compared to  $3^{rd}$  quarter 2011.

Net income, Group share, for the discontinued operations stood at -€7 million, corresponding primarily to postclosing adjustments related to the divestment of the Vinyl business beginning of July.

Consequently, **net income, Group share,** stood at **€116 million**, i.e. 7.2% of sales and 6% up over 3<sup>rd</sup> quarter 2011.



# **SEGMENT PERFORMANCE IN 3<sup>RD</sup> QUARTER 2012**

### **PERFORMANCE PRODUCTS (HIGH PERFORMANCE MATERIALS)**

Sales in the **Performance Products** segment rose to **€548 million**, 5.6% up over 3<sup>rd</sup> quarter 2011. At **€107 million**, EBITDA reached a new all-time high for a 3<sup>rd</sup> quarter, while EBITDA margin stood at **19.5%**.

This performance reflects in particular the contribution of the acquisitions in biosourced polyamides 10 and alkoxylates, and the optimization of the product mix towards higher added value niche markets (oil and gas, lightweight materials for transportation, etc.), which offset the slowdown in demand seen in September in some end-markets (especially automotive in Europe and photovoltaics).

### **INDUSTRIAL CHEMICALS (INDUSTRIAL SPECIALTIES & COATING SOLUTIONS)**

**Industrial Chemicals** sales reached **€1,053 million** against **€1**,063 million in 3<sup>rd</sup> quarter 2011. Volumes overall were stable compared to last year despite a slowdown in some markets, in particular automotive in Europe, and weak volumes in decorative paints. As expected, prices decreased in acrylic monomers and fluorogases compared to the very high baseline of 3<sup>rd</sup> quarter 2011. The currency translation effect was positive due to the strengthening of the US dollar versus the euro.

EBITDA and EBITDA margin remained stable at **€176 million** and **16.7%** respectively (against €175 million and 16.5% in 3<sup>rd</sup> quarter 2011).

**Industrial Specialties** made a strong contribution to this performance with **€98 million** EBITDA and a very high EBITDA margin of **20%**. All Business Units in this segment achieved very strong performances in particular thanks to the solid performance of the North American activities (PMMA for the automotive market, fluorogases for refrigeration, thiochemicals for animal feed, hydrogen peroxide, etc.) and despite the expected sharp decline in HFC-125 margins in China.

**Coating Solutions** also reported a good performance with **€78 million** EBITDA and **14%** EBITDA margin. In line with the beginning of the year, acrylic monomer margins returned to mid-cycle conditions. In coating resins, demand was weak in decorative paints, mostly in Europe. Industrial coatings (Coatex, Sartomer) reported excellent results.

# CASH FLOW AND NET DEBT AT SEPTEMBER 30<sup>TH</sup> 2012

Over 3<sup>rd</sup> quarter 2012, Arkema generated **free cash flow**<sup>1</sup> of **+€144 million**. This cash flow includes  $\in$ 76 million recurring investments and a reduction in working capital related to the traditional seasonality of the activities. At September 30<sup>th</sup> 2012, the working capital to sales ratio (3<sup>rd</sup> quarter 2012 sales multiplied by 4) stood at 17.7%. This ratio (working capital to annual sales) should decrease towards the end of the year and could be close to 16% by end of December.

After taking into account the impact of acquisitions and divestments (payment to Hipro and Casda minority shareholders, and  $\in$ 35 million cash out of expenses recorded end of June in P&L as part of the divestment of the Vinyl activities), net cash flow stood at + $\in$ 85 million.

**Net debt** stood at **€1,002 million** at September  $30^{th}$  2012 against **€1,093** million at June  $30^{th}$  2012, i.e. 43% gearing, significantly down on end of June (49%) and in line with the Group's objective to return to gearing of around 40% by year end.

# **HIGHLIGHTS SINCE JULY 1<sup>ST</sup> 2012**

Beginning of July 2012, Arkema completed the divestment of its Vinyl Products segment to the Klesch Group, marking a major milestone in its transformation.

<sup>&</sup>lt;sup>1</sup> Cash flow from operations and investments excluding the impact of portfolio management.



On July 24<sup>th</sup> 2012, Arkema announced the successful startup of a 50% production capacity increase for its Kynar<sup>®</sup> PVDF fluorinated polymers on its Changshu site in China. The Group thereby consolidates its leading position in this high added value product line serving the coatings, chemical engineering, offshore oil extraction, water treatment, lithium-ion batteries and photovoltaics markets.

At an Investor Day held on September  $18^{\text{th}}$  2012, Arkema confirmed its ambition for 2016 to become a world leader in specialty chemicals and advanced materials, and presented its road map for 2020. By implementing a targeted growth strategy, the Group aims to achieve sales of  $\in 8$  billion and a 16% EBITDA margin by 2016, while maintaining gearing below 40%. By 2020, the Group aims for sales of  $\in 10$  billion with an EBITDA margin close to 17%. Finally, Arkema announced its intention to increase its 2012 dividend significantly and subsequently aim for a payout ratio of 30% of adjusted net income.

Early October 2012, Arkema finalized the acquisition of an acrylic additives and emulsions production site in Brazil. Together with its existing activities, this acquisition should enable Coatex to achieve sales in Brazil of the order of US\$20 million.

Early October 2012, Arkema finalized the divestment of its tin stabilizer business which accounts for annual sales of the order of  $\in$ 180 million. This operation is fully in line with the Group's objective to divest some  $\in$ 400 million of sales between 2012 and 2016.

On October 5<sup>th</sup> 2012, Arkema successfully completed the issue of an additional  $\in$ 250 million tranche to its original bond due April 30<sup>th</sup> 2020, increasing its size to an aggregate amount of  $\in$ 480 million. This new tranche, which has an annual yield slightly below 3%, has enabled Arkema to further benefit from favorable market conditions.

On October 6<sup>th</sup> 2012, on schedule, Arkema and CJ Cheil Jedang officially launched the construction of their bio-methionine and thiochemicals complex in Malaysia, a project that represents overall investments of some US\$450 million.

### **FINANCIAL CALENDAR**

February 28<sup>th</sup> 2013 Publication of 2012 Annual Results

A global chemical company and France's leading chemicals producer, **Arkema** is building the future of the chemical industry every day. Deploying a responsible, innovation-based approach, we produce state-of-the-art specialty chemicals that provide customers with practical solutions to such challenges as climate change, access to drinking water, the future of energy, fossil fuel preservation and the need for lighter materials. With operations in more than 40 countries, some 14,000 employees and 10 research centers, Arkema generates annual revenue of approximately  $\in$ 6.5 billion, and holds leadership positions in all its markets with a portfolio of internationally recognized brands.

<b>Investor Relations:</b> Sophie Fouillat	Tel.: +33 1 49 00 86 37	E-mail: sophie.fouillat@arkema.com
Jérôme Raphanaud	Tel.: +33 1 49 00 72 07	E-mail: jerome.raphanaud@arkema.com
	Tel., +35 1 +5 00 72 07	
Press Relations:	T   00 / 40 00 70 07	
Gilles Galinier	Tel. : +33 1 49 00 70 07	E-mail : gilles.galinier@arkema.com
Sybille Chaix	Tel.: +33 1 49 00 70 30	E-mail: sybille.chaix@arkema.com

### **Disclaimer**

The information disclosed in this press release may contain forward-looking statements with respect to the financial conditions, 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 materials 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.



Balance sheet, income statement, cash flow statement, statement of changes in shareholders' equity and information by business segment included in this press release are extracted from the consolidated financial statements at September 30<sup>th</sup> 2012 reviewed by the Board of Directors of Arkema S.A. on November 7<sup>th</sup> 2012.

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 are as follows:

- **Operating income**: this includes all income and expenses of continuing operations other than financial result, equity in income of affiliates and income taxes;
- Other income and expenses: these correspond to a limited number of well-identified non-recurring items of income and expense of a particularly material nature that the Group presents separately in its income statement in order to facilitate understanding of its recurring operational performance. These items of income and expense notably include:
  - impairment losses in respect of property, plant and equipment and intangible assets,
  - gains or losses on sale of assets, acquisition expenses, badwills and stock valuation adjustments between the fair value on the acquisition date and the replacement value
  - certain large restructuring and environmental expenses which would hamper the interpretation of recurring operating income (including substantial modifications to employee benefit plans and the effect of onerous contracts),
  - certain expenses related to litigation and claims or major damages, whose nature is not directly related to ordinary operations;
- **Recurring operating income**: this is calculated as the difference between operating income and other income and expenses as previously defined;
- **Adjusted net income**: this corresponds to "Net income Group share" adjusted for the "Group share" of the following items:
  - other income and expenses, after taking account of the tax impact of these items,
  - income and expenses from taxation of an exceptional nature, the amount of which is deemed significant,
  - net income of discontinued operations;
- **EBITDA**: this corresponds to recurring operating income increased by depreciation and amortization;
- Working capital: this corresponds to the difference between inventories, accounts receivable, other receivables and prepaid expenses, income tax receivables and other current financial assets on the one hand and accounts payable, other creditors and accrued liabilities, income tax liabilities and other current financial liabilities on the other hand. These items are classified in current assets and liabilities in the consolidated balance sheet;
- **Capital employed**: this is calculated by aggregating the net carrying amounts of intangible assets, property, plant and equipment, equity affiliate investments and loans, other investments, other non-current assets (excluding deferred tax assets) and working capital;
- Net debt: this is the difference between current and non-current debt and cash and cash equivalents.



# **ARKEMA Financial Statements**

Consolidated financial statements - At the end of september 2012

### CONSOLIDATED INCOME STATEMENT

	3rd quarter 2012	End of september 2012	3rd quarter 2011	End of september 2011
(In millions of euros)	(non audited)	(non audited)	(non audited)	(non audited)
Sales	1 606	4 948	1 587	4 500
	1000	1010	1001	1000
Operating expenses	(1 275)	(3 920)	(1 257)	(3 444)
Research and development expenses	(35)	(109)	(33)	(97)
Selling and administrative expenses	(107)	(321)	(99)	(273)
Recurring operating income	189	598	198	686
Other income and expenses	-	(25)	(25)	(34)
Operating income	189	573	173	652
Equity in income of affiliates	2	8	5	15
Financial result	(14)	(39)	(14)	(26)
Income taxes	(54)	(166)	(36)	(145)
Net income of continuing operations	123	376	128	496
Net income of discontinued operations	(7)	(171)	(18)	(48)
Net income	116	205	110	448
Of which non-controlling interests	-	1	1	4
Net income - Group share	116	204	109	444
Of which continuing operations	123	375	127	492
Of which discontinued operations	(7)	(171)	(18)	(48)
Earnings per share (amount in euros)	1,87	3,29	1,76	7,21
Earnings per share of continuing operations (amount in euros)	1,97	6,04	2,05	7,98
Diluted earnings per share (amount in euros)	1,85	3,25	1,75	7,13
Diluted earnings per share of continuing operations (amount in euros)	1,95	5,97	2,04	7,90
Depreciation and amortization	(77)	(227)	(68)	(190)
EBITDA	266	825	266	876
Adjusted net income	119	327	130	474
Adjusted net income per share (amount in euros)	1,91	5,27	2,10	7,69
Diluted adjusted net income per share (amount in euros)	1,88	5,20	2,09	7,61
Adjusted net income of continuing operations	123	397	146	519
Adjusted net income per share of continuing operations (amount in euros)	1,98	6,40	2,36	8,42
Diluted adjusted net income per share of continuing operations (amount in euros)	1,95	6,32	2,34	8,33

### CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	3rd quarter 2012	End of september 2012	3rd quarter 2011	End of september 2011
(In millions of euros)	(non audited)	(non audited)	(non audited)	(non audited)
Net income	116	205	110	448
Hedging adjustments	7	1	(17)	(4)
Deferred taxes on hedging adjustments	-	-	-	1
Actuarial gains and losses	1	(43)	-	17
Deferred taxes on actuarial gains and losses	-	9	-	(5)
Other items	-	-	-	-
Deferred taxes on other items	-	-	-	-
Change in translation adjustments	(28)	12	70	1
Other comprehensive income of continuing operations	(20)	(21)	53	10
Other comprehensive income of discontinued operations	(2)	(7)	1	-
Total income and expenses recognized directly in equity	(22)	(28)	54	10
Comprehensive income	94	177	164	458
Of which: non-controlling interest	-	1	2	4
Comprehensive income - Group share	94	176	162	454

# CONSOLIDATED BALANCE SHEET

	30 september 2012	31 december 2011
	(non audited)	(audited)
(In millions of euros) ASSETS		
Intangible assets, net	960	777
Property, plant and equipment, net	1 815	1 706
Equity affiliates : investments and loans	68	66
Other investments	36	35
Deferred tax assets	64	66
Other non-current assets	140	109
TOTAL NON-CURRENT ASSETS	3 083	2 759
Inventories	1 031	945
Accounts receivable	993	834
Other receivables and prepaid expenses	187	117
Income taxes recoverable	36	36
Other current financial assets	16	9
Cash and cash equivalents	221	252
TOTAL CURRENT ASSETS	2 484	2 193
Assets held for sale	-	380
TOTAL ASSETS	5 567	5 332
Share capital Paid-in surplus and retained earnings	625 1 596	619 1 484
Treasury shares	(16)	(10)
Translation adjustments	106	97
SHAREHOLDERS' EQUITY - GROUP SHARE	2 311	2 190
	29	27
Non-controlling interests TOTAL SHAREHOLDERS' EQUITY	29	2 217
TOTAL SHAREHOLDER'S EQUILY	2 340	2 217
Deferred tax liabilities	35	35
Provisions and other non-current liabilities	845	791
Non-current debt	811	583
TOTAL NON-CURRENT LIABILITIES	1 691	1 409
Accounts payable	716	665
Other creditors and accrued liabilities	335	265
Income taxes payable	71	39
Other current financial liabilities	2	12
Current debt	412	272
TOTAL CURRENT LIABILITIES	1 536	1 253
Liabilities associated with assets held for sale	-	453
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	5 567	5 332

# CONSOLIDATED CASH FLOW STATEMENT

(In millions of ourse)	End of september 2012	End of september 2011
(In millions of euros)	(non audited)	(non audited)
Cash flow - operating activities		
Net income	205	448
Depreciation, amortization and impairment of assets	272	222
Provisions, valuation allowances and deferred taxes	(12)	(22)
(Gains)/losses on sales of assets	(20)	(2)
Undistributed affiliate equity earnings Change in working capital	1 (143)	(6) (336)
Other changes	6	(330)
Cash flow from operating activities	309	309
Of which cash flow from operating activities of discontinued	000	
operations	(138)	(98)
Cash flow - investing activities		
Intangible assets and property, plant, and equipment additions	(321)	(239)
Change in fixed asset payables	(51)	(20)
Acquisitions of operations, net of cash acquired	(245)	(507)
Increase in long-term loans	(44)	(25)
Total expenditures	(661)	(791)
Proceeds from sale of intangible assets and property, plant and		
equipment	14	8
Change in fixed asset receivables	-	3
Proceeds from sale of operations, net of cash sold	(6)	-
Proceeds from sale of unconsolidated investments Repayment of long-term loans	- 12	- 10
Total divestitures	20	21
i otal divestitures	20	21
Cash flow from investing activities	(641)	(770)
Of which cash flow from investing activities from discontinued	()	
operations	(72)	(45)
Cash flow - financing activities		
Issuance (repayment) of shares and other equity	35	10
Purchase of treasury shares	(13)	(7)
Dividends paid to parent company shareholders	(81)	(61)
Dividends paid to minority shareholders Increase/ decrease in long-term debt	(1) 232	(1) 14
Increase/ decrease in short-term borrowings and bank overdrafts	132	194
Cash flow from financing activities	304	149
Net increase/(decrease) in cash and cash equivalents	(28)	(312)
Effect of exchange rates and changes in scope Cash and cash equivalents at beginning of period	(5) 254	(2) 527
Cash and cash equivalents at end of period	221	213
Of which cash and cash equivalents of discontinued operations	- 221	213
		2

### CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY (non audited)

	Shares is	sued				Treasury shares		Shareholders'	Non-	Shareholders'
(In millions of euros)	Number	Amount	Paid-in surplus	Retained earnings	Translation adjustments	Number	Amount	equity - Group share	controlling interests	equity
At January 1, 2012	61 864 577	619	1 021	463	97	(214 080)	(10)	2 190	27	2 217
Cash dividend	-	-	(81)	-	-	-	-	(81)	(1)	(82)
Issuance of share capital	674 241	6	28	-	-	-	-	34	-	34
Purchase of treasury shares	-	-	-	-	-	(250 000)	(13)	(13)	-	(13)
Cancellation of purchased treasury shares	-	-	-	-	-	-	-	-	-	-
Grants of treasury shares to employees	-	-	-	(7)	-	150 035	7	-	-	-
Sale of treasury shares	-	-	-	-	-	-	-	-	-	-
Share-based payments	-	-	-	7	-	-	-	7	-	7
Other	-	-	-	(2)	-	-	-	(2)	2	-
Transactions with shareholders	674 241	6	(53)	(2)	-	(99 965)	(6)	(55)	1	(54)
Net income	-	-	-	204	-	-	-	204	1	205
Total income and expense recognized directly through equity	-	-	-	(37)	9	-	-	(28)	-	(28)
Comprehensive income	-	-	-	167	9	-	-	176	1	177
At September 30, 2012	62 538 818	625	968	628	106	(314 045)	(16)	2 311	29	2 340

	3rd quarter 2012						
(In millions of euros)	Industrial Chemicals	Performance Products	Corporate	Total			
Non-Group sales	1 053	548	5	1 606			
Inter segment sales	43	3	-				
Total sales	1 096	551	5				
EBITDA	176	107	(17)	266			
Depreciation and amortization	(49)	(27)	(1)	(77)			
Recurring operating income	127	80	(18)	189			
Other income and expenses	1	2	(3)	-			
Operating income	128	82	(21)	189			
Equity in income of affiliates	-	1	1	2			
Intangible assets and property, plant and equipment additions	71	24	7	102			
Of which recurring capex	50	18	8	76			

		11		
(In millions of euros)	Industrial Chemicals	Performance Products	Corporate	Total
Non-Group sales	1 063	519	5	1 587
Inter segment sales	44	4	-	
Total sales	1 107	523	5	
EBITDA	175	102	(11)	266
Depreciation and amortization	(43)	(24)	(1)	(68)
Recurring operating income	132	78	(12)	198
Other income and expenses	(37)	-	12	(25)
Operating income	95	78	-	173
Equity in income of affiliates	-	-	5	5
Intangible assets and property, plant and equipment additions	65	21	5	91
Of which recurring capex	54	21	5	80

	3rd quarter 2012						
(In millions of euros)	High Performance Materials	Industrial Specialties	Coating Solutions	Corporate	Total		
Non-Group sales	548	496	557	5	1 606		
Inter segment sales	3	27	16	-			
Total sales	551	523	573	5			
EBITDA	107	98	78	(17)	266		
Depreciation and amortization	(27)	(28)	(21)	(1)	(77)		
Recurring operating income	80	70	57	(18)	189		
Other income and expenses	2	3	(2)	(3)	-		
Operating income	82	73	55	(21)	189		
Equity in income of affiliates	1	-	-	1	2		
Intangible assets and property, plant and equipment additions	24	38	33	7	102		
Of which recurring capex	18	21	29	8	76		

	End of september 2012						
(In millions of euros)	Industrial Chemicals	Performance Products	Corporate	Total			
Non-Group sales	3 277	1 654	17	4 948			
Inter segment sales	157	15	-				
Total sales	3 434	1 669	17				
EBITDA	554	318	(47)	825			
Depreciation and amortization	(145)	(80)	(2)	(227)			
Recurring operating income	409	238	(49)	598			
Other income and expenses	2	(23)	(4)	(25)			
Operating income	411	215	(53)	573			
Equity in income of affiliates	-	1	7	8			
Intangible assets and property, plant and equipment additions	194	73	15	282			
Of which recurring capex	142	67	15	224			

(In millions of euros)	End of september 2011					
	Industrial Chemicals	Performance Products	Corporate	Total		
Non-Group sales	2 990	1 495	15	4 500		
Inter segment sales	139	14	-			
Total sales	3 129	1 509	15			
EBITDA	628	275	(27)	876		
Depreciation and amortization	(118)	(70)	(2)	(190)		
Recurring operating income	510	205	(29)	686		
Other income and expenses	(43)	-	9	(34)		
Operating income	467	205	(20)	652		
Equity in income of affiliates	-	1	14	15		
Intangible assets and property, plant and equipment additions	122	64	13	199		
Of which recurring capex	103	64	13	180		

(In millions of euros)	End of september 2012				
	High Performance Materials	Industrial Specialties	Coating Solutions	Corporate	Total
Non-Group sales	1 654	1 594	1 683	17	4 948
Inter segment sales	15	93	64	-	
Total sales	1 669	1 687	1 747	17	
EBITDA	318	320	234	(47)	825
Depreciation and amortization	(80)	(84)	(61)	(2)	(227)
Recurring operating income	238	236	173	(49)	598
Other income and expenses	(23)	7	(5)	(4)	(25)
Operating income	215	243	168	(53)	573
Equity in income of affiliates	1	-	-	7	8
Intangible assets and property, plant and equipment additions	73	101	93	15	282
Of which recurring capex	67	62	80	15	224