



SOLVAY

asking more from chemistry®

Special Chem

Innovative solutions for growth industries

Capital Markets Day

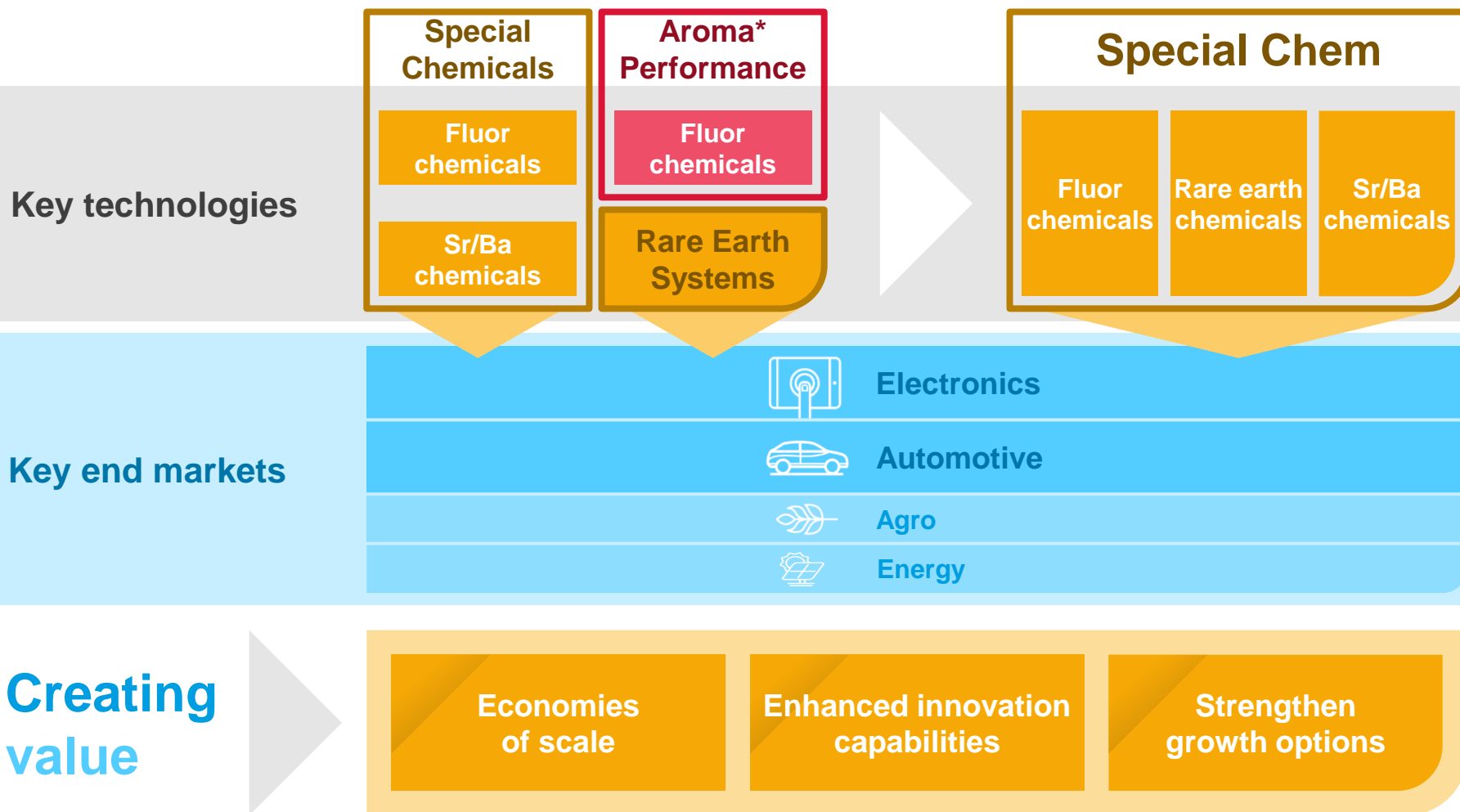
June 10-11 2015

Hua Du

President, Special Chem

Creation of GBU Special Chem

Enhancing scale, innovation and growth options



* Fluor-based business of Aroma Performance. From April 1st 2015, Aroma Performance GBU comprises exclusively non-fluor-based activities, mainly vanillin and monomer inhibitors

Special Chem, Innovative solutions for growth industries

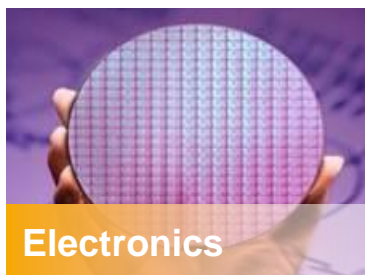
Formulations

Fluor

**Rare earths
& other metals**



Automotive



Electronics



Energy



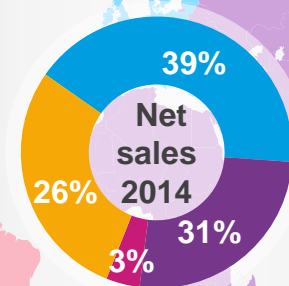
Agro

North America

3 production sites
2 R&I center

Europe

14 production sites
4 R&I centers



Latin America

2 production sites

Asia & RoW

8 production sites
4 R&I centers



€ 0.9 bn
Net sales 2014



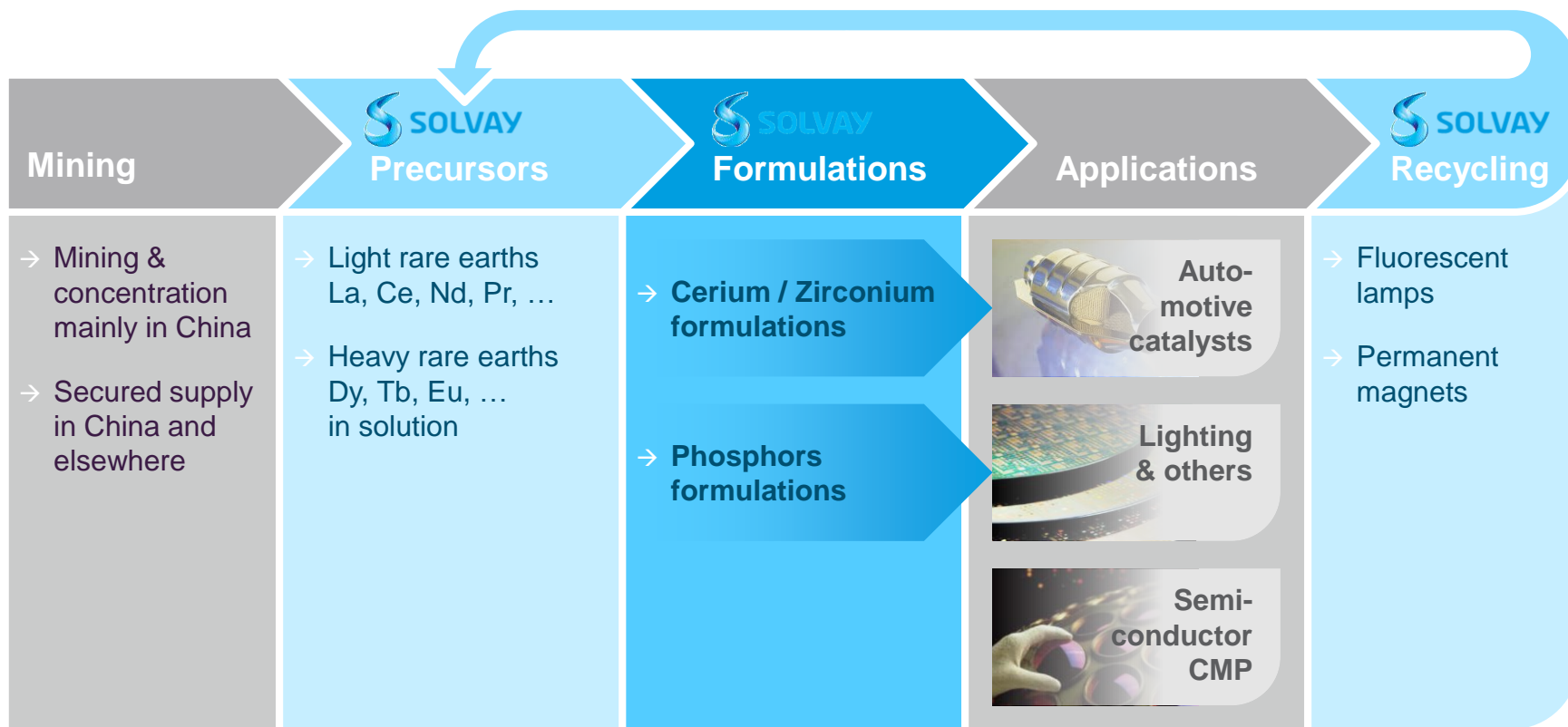
> 3,000
employees



28 production sites
10 R&I centers

Serving our customers through the value chain

Rare earth formulations



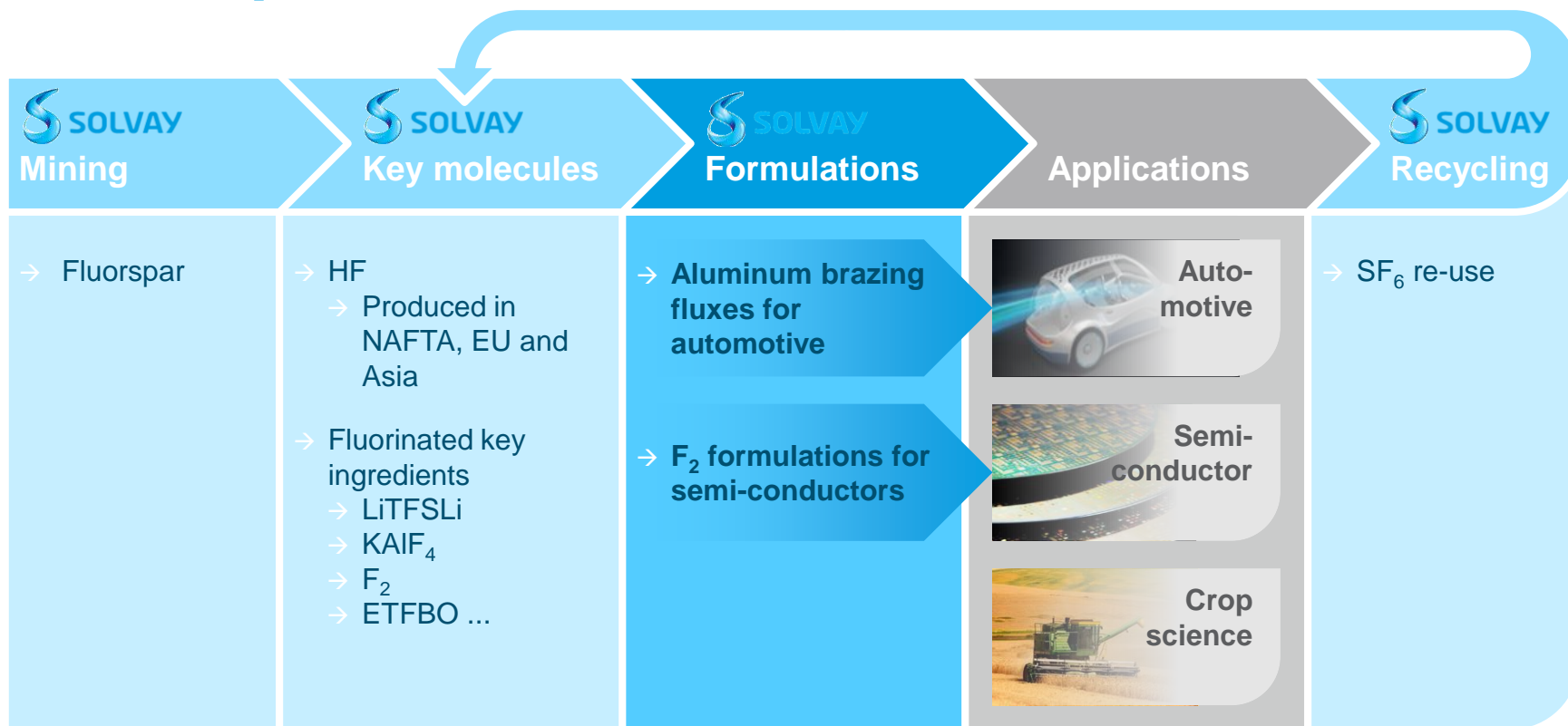
Industrial expertise

Technology innovation

Global footprint

Serving our customers through the value chain

Fluor specialties



Technology
innovation

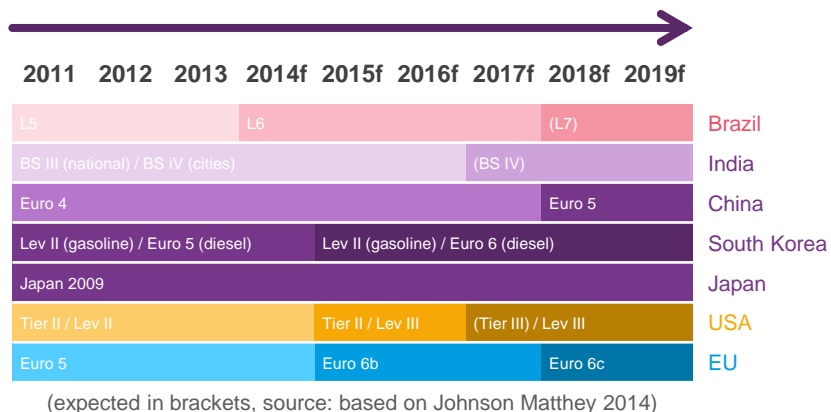
Process & HSE
expertise

Global
footprint

Leading supplier to the automotive catalysts market serving all key players

Market drivers

- Increasingly demanding **emissions regulation** is driving technology innovation

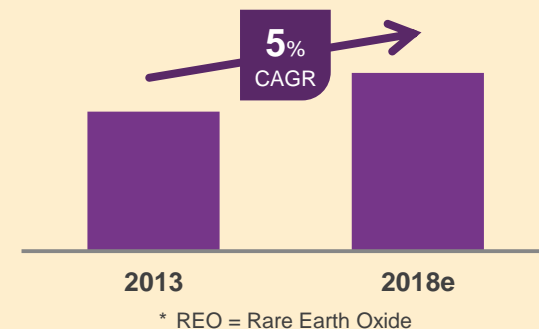


- Growing **car production** at 3% CAGR (2013-2018) worldwide, especially in Asia

Solvay

- **Solid 40% market share** in rare earth formulations for automotive catalysts,
- **Strong IP position** and **innovation pipeline**
- **Global production and R&I footprint** close to customer plants and development centers

REO* sales volumes to automotive







**GDP+ growth
of automotive catalysts**

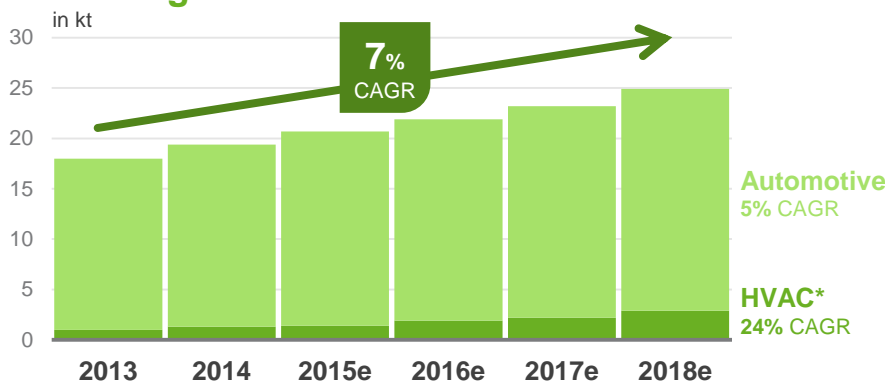
**GDP+ volume growth
in line with market**

Leading player for aluminum brazing solutions addressing a wide customer base

Market drivers

-  Growing **car production** volumes
-  Strong **HVAC*** growth
-  Gradual **substitution of copper** by aluminum
-  Increasingly **complex** heat exchangers

Brazing demand

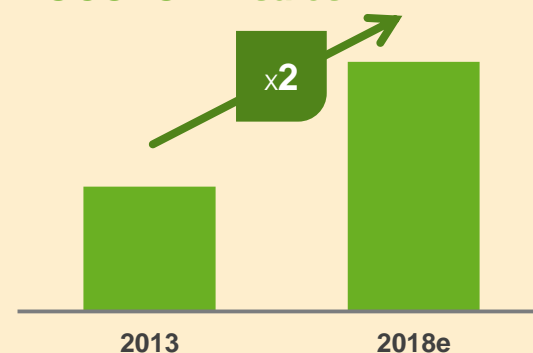


Source: Solvay, Transparency Market Research "HVAC Equipment Market – Global Industry Analysis, Size, Share, Growth, Trends, and Forecast". Automotive; LMC, J.D. Power, Solvay SE&CI


Solvay

- **Strong product portfolio**
brazing solutions offer complemented by bolt-on acquisition of Flux GmbH
- **Growth in Asia**
new plant in China ramping up

NOCOLOK® sales



* Solvay aluminum brazing flux


 **GDP+ growth
for aluminum brazing**

**Sales to double
over 5 years**

Building leadership in Electronics Chemicals serving the leading semiconductor players

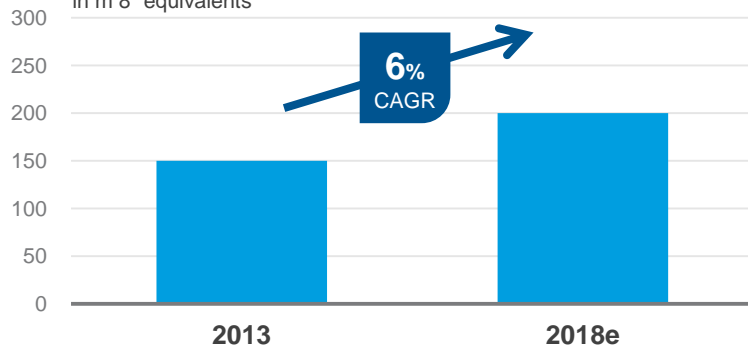
Market drivers

 **Increasing consumer demand** for mobile communication devices & electronics equipment

 Increasing processor **performance** and **miniaturization** leading to additional **cleaning** steps

Annual wafer starts

in m 8" equivalents

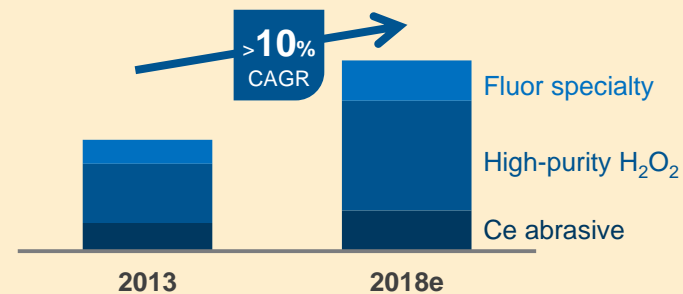


Source: Solvay internal analysis

Solvay

- **Leader in Cerium abrasive** for oxide layers CMP*
- **Leader in high purity H₂O₂** for cleaning
- **High through-put F₂ formulation** substituting global warmer NF₃ to clean processing chambers

Electronic chemicals sales





* CMP = Chemical Mechanical Planarization

 **Strong demand for specific electronic chemicals**

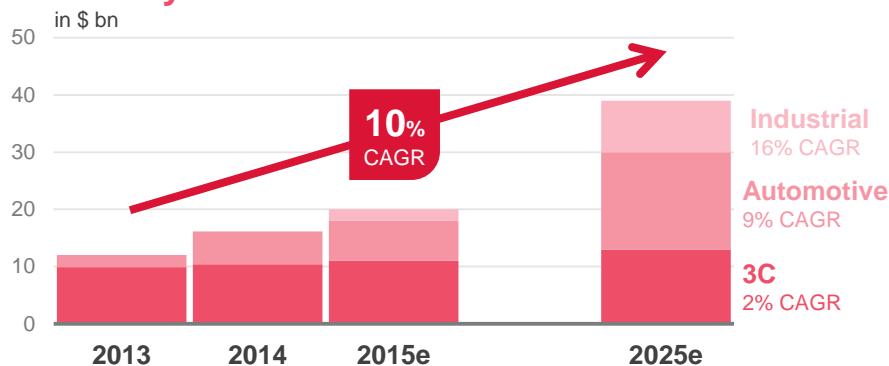
Sales to grow double digit

Exploring opportunities in energy storage market

Market drivers

-  **Fast growing needs** for energy storage led by Automotive (EV, HEV*) and stationary systems (renewable energies, power grids)
-  New battery systems under **development** (high voltage Li-ion, Li-S, Na) to address unmet needs

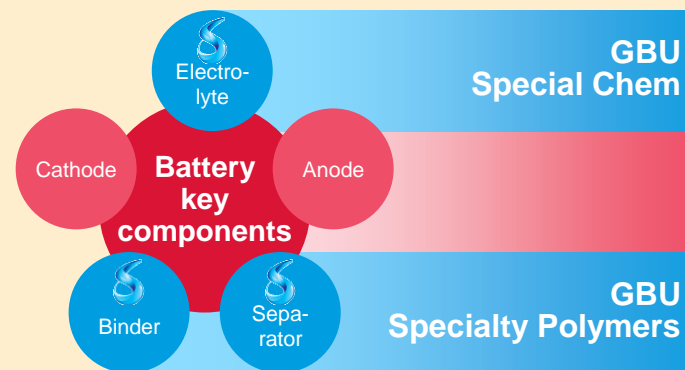
Battery market



Source: Avicenne consulting

Solvay

- **Already delivering key ingredients** for Li battery electrolytes
- **Leverage collaboration** with Specialty Polymers GBU
- **Strategic collaborations** with industry players under way



* (H)EV = (Hybrid) Electric Vehicle

 **(Li-ion) battery market in full development**

Enhanced opportunity with broader product portfolio

Key take-aways



New GBU has enhanced scale and innovation for growth

→ Enabling focus on key markets



Strengthening existing leadership positions

→ Focus on high added value offering in Electronics and Automotive



Exploring new technology opportunities

→ Developing offering in new markets of Energy and Agro



Leading to high-single digit REBITDA growth and value creation



SPEAKER'S RESUME



**Hua Du***President, Special Chem***Hua Du**

started his position as Solvay Rare Earth Systems President in August 2010. Since April 1, 2015, he was appointed as the President of the new GBU Special Chem which is the combination of the GBUs Rare Earth Systems and Special Chemicals as well as the Fluorine business of GBU Aroma Performance.

Before joining Solvay, he worked for more than 13 years at Rohm & Haas and Dow Chemical in the electronic materials business. He was appointed as Global General Manager of the Global Business Unit Interconnect Technologies in January 2010.

Hua Du was born in 1969 as a national of Hong Kong SAR, China. In the year 1986 to 1990, he graduated from Beijing University with a major in BS Chemistry.

From 1990 to 1995, he obtained a PhD in Organic Chemistry from the University of Illinois, Urbana-Champaign.



Maria Alcón-Hidaglo

Head of Investor Relations

+32 2 264 1984

E-mail : maria.alconhidalgo@solvay.com

Geoffroy Raskin

Investor Relations, Senior Manager

+32 2 264 1540

E-mail : geoffroy.raskin@solvay.com

Bisser Alexandrov

Investor Relations, Manager

+32 2 264 2142

E-mail : bisser.alexandrov@solvay.com

Catherine Jouvét

Retail shareholder relations Manager

+32 2 264 2732

E-mail : catherine.jouvet@solvay.com

Laetitia Van Minnenbruggen

Events Coordinator

+32 2 264 3025

E-mail : Laetitia.vanminnenbruggen@solvay.com



To the extent that statements made in these presentations contain information that is not historical, these statements are essentially forward-looking. The achievement of forward-looking statements contained in these presentations are subject to risks and uncertainties because of a number of factors, including general economic factors, interest rate and foreign currency exchange rate fluctuations; changing market conditions, product competition; the nature of product development, impact of acquisitions, restructurings, products withdrawals; regulatory approval processes, all-in scenario of R&D projects and other unusual items. Consequently, actual results may differ materially from those expressed or implied by such forward-looking statements. Forward-looking statements can be identified by the use of words such as “expects,” “plans,” “will,” “believes,” “may,” “could,” “estimates,” “intends,” “goals,” “targets,” “objectives,” “potential,” and other words of similar meaning. Should known or unknown risks or uncertainties materialize, or should our assumption prove inaccurate, actual results could vary materially from those anticipated. The Company undertakes no obligation to publicly update any forward-looking statements.

www.solvay.com



SOLVAY

asking more from chemistry®