



SOLVAY

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THIRD QUARTER & NINE MONTHS 2017 RESULTS

November 8, 2017

SAFE HARBOR

This presentation may contain forward-looking information. Forward-looking statements describe expectations, plans, strategies, goals, future events or intentions. The achievement of forward-looking statements contained in this presentation is subject to risks and uncertainties relating to 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 and divestitures, restructurings, products withdrawals, regulatory approval processes, all-in scenario of R&D projects and other unusual items.

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Following the announcements in December 2016 of the divestment of the Acetow and Vinythai businesses and in September 2017 of plans to divest the Polyamide business, these have been reclassified as discontinued operations and as assets held for sale. For comparative purposes, the third quarter and first 9 months of the 2016 income statement have been restated. The Vinythai transaction was completed end of February 2017 and the Acetow transaction end of May 2017.

Besides IFRS accounts, Solvay also presents underlying Income Statement performance indicators to provide a more consistent and comparable indication of the Group's financial performance. The underlying performance indicators adjust IFRS figures for the non-cash Purchase Price Allocation (PPA) accounting impacts related to acquisitions, for the coupons of perpetual hybrid bonds, classified as equity under IFRS but treated as debt in the underlying statements, and for other elements that would distort the analysis of the Group's underlying performance.

OVERVIEW

- **Executing our Plan**
- Financial highlights
- Outlook
- Annexes



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BECOMING A GLOBAL MULTI-SPECIALTY WITH A SUSTAINABLE SOLUTION PORTFOLIO

NET SALES

MORE GLOBAL

MORE DIVERSIFIED

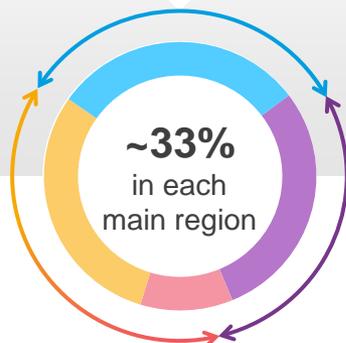
MORE SPECIALTY

MORE SUSTAINABLE

2010
€6.5 billion



2016 RS^[1]
€9.6 billion



Europe
Asia & RoW
Latin America
North America



Automotive & aerospace
Resources & environment
Electrical & electronics
Agro, feed & food
Consumer goods & healthcare
Building & construction
Industrial applications



Advanced Materials
Advanced Formulations
Performance Chemicals
Functional Polymers



Sustainable solutions
Neutral impact
Challenged applications
(according to SPM
methodology)

[1] Restated for Polyamide discontinuation

STRONG EARNINGS GROWTH AND CASH GENERATION



9M 2017

- **Portfolio upgraded**
- **Strong volume growth**
- **Disciplined cash management**



2017 THIRD QUARTER RESULTS

ON TRACK TO ACHIEVE FULL YEAR OUTLOOK

EBITDA
up **+1%**

- Strong volume growth
- Foreign exchange effect of (3%) impacted organic growth

EBITDA margin
at 22%

Free cash flow^[1]
€195m

- Lower Capex
- Working capital discipline
- Lower underlying net debt

OVERVIEW

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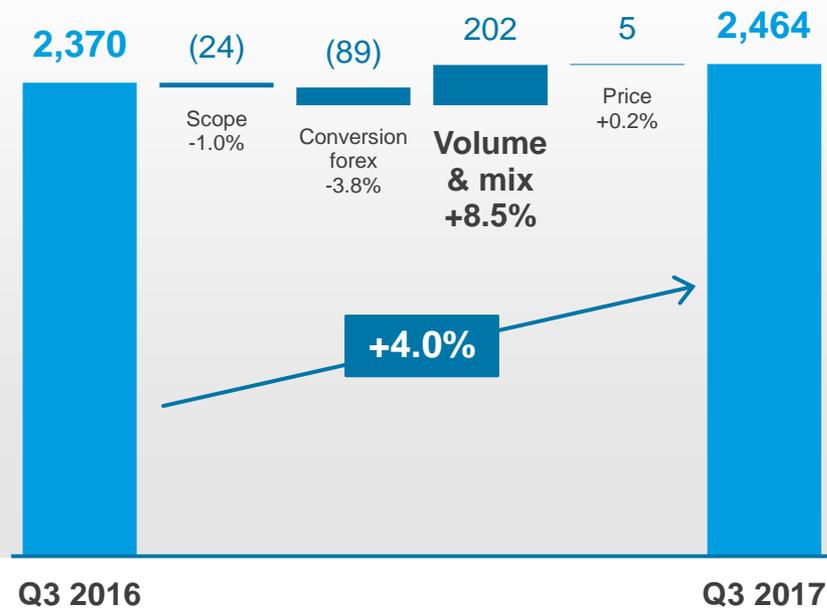
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HIGHER SALES VOLUME & MIX OFFSET FOREX

Net sales

in € m



Volume growth across operating segments

- Automotive
- Batteries for electric vehicles
- Smart devices
- Oil & Gas

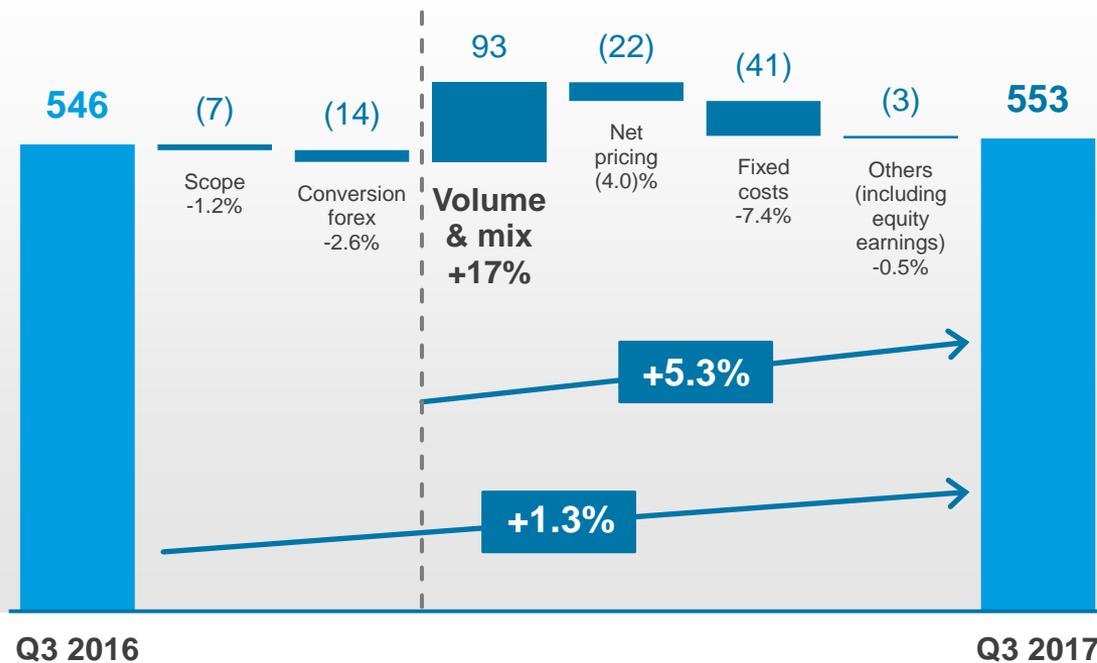
Foreign exchange impact

- Mainly weakening of USD

ORGANIC EBITDA GROWTH STRONG EBITDA MARGIN MAINTAINED

Underlying EBITDA

in € m



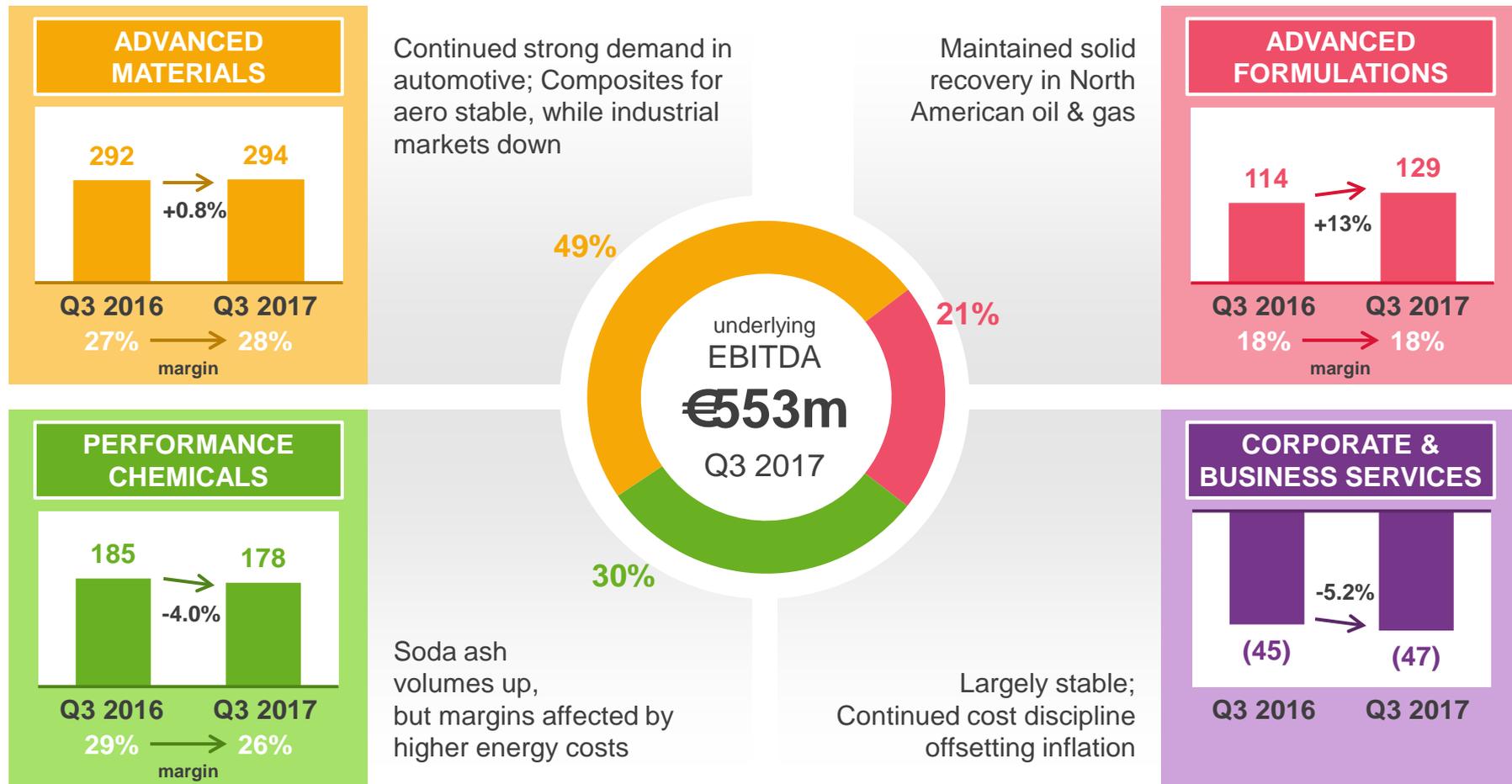
→ 5% organic growth

- Strong volume growth
- Higher fixed costs from new capacities
- Net pricing lower as higher energy costs impacted soda ash margins
- Foreign exchange impact from USD



RESILIENT MULTI-SPECIALTY PORTFOLIO

VOLUME GROWTH ACROSS SEGMENTS



UNDERLYING NET INCOME REFLECTING LOWER CONTRIBUTION DISCONTINUED OPERATIONS

Underlying P&L

<i>in € m</i>	Q3 2017	Q3 2016	% yoy
Net sales	2,464	2,370	+4%
EBITDA	553	546	+1%
<i>EBITDA margin</i>	22%	23%	-1pp
Depreciation & amortization	(182)	(160)	-13%
EBIT	372	386	-4%
<i>EBIT margin</i>	15%	16%	-1pp
Net financial charges	(98)	(116)	+16%
Income taxes	(63)	(72)	+13%
<i>Tax rate (ytd)</i>	27%	31%	-4pp
Discontinued operations	30	64	-53%
Non-controlling interests (-)	(12)	(14)	+15%
Profit, Solvay share	229	247	-7%

→ Underlying profit Solvay share at €229m

- Net financial charges lower following optimization of financial structure
- Underlying tax rate YTD at 27%
- Lower contribution of discontinued operations following Acetow and Vinythai divestments in H1

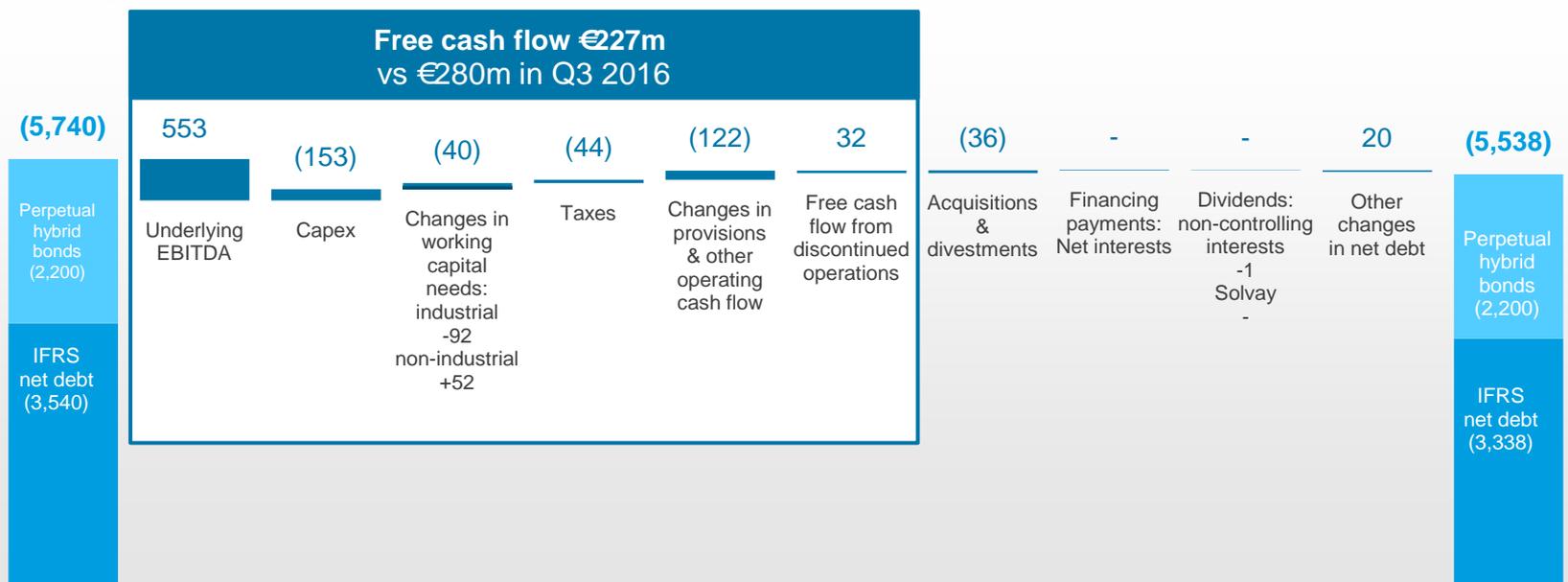
→ IFRS profit Solvay share at €179m

- Delta includes €(91)m impairment on retained Polyamide assets in Latin America
- To be compensated by capital gain on Polyamide sale, planned for Q3 2018

FOCUS ON CASH MAINTAINED REDUCTION IN NET DEBT

Underlying net debt ^[1] evolution

in €m



June 30, 2017

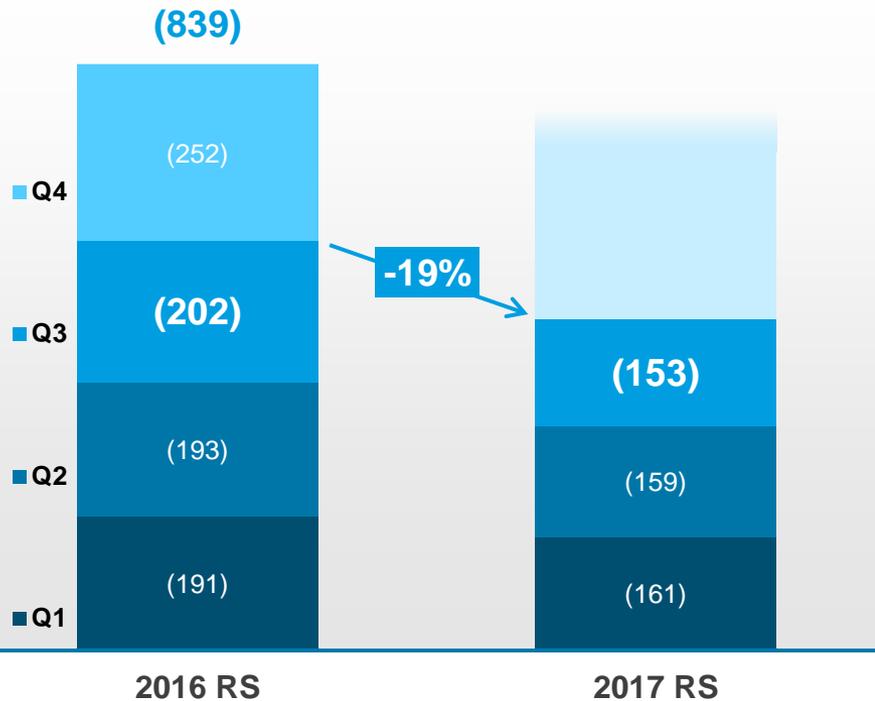
September 30, 2017

Solid free cash flow

- ↗ Profit growth
- ↗ Lower capex
- ↗ Working capital discipline

CAPEX DISCIPLINE MAINTAINED WHILE INVESTING IN FUTURE GROWTH

Capex
in € m



→ Capex discipline maintained

- YTD cash conversion at 73%

→ Investing in future growth

- Ramp-up of the PEEK capacity in US
- Start-up of PVDF plant in China
- Announced polysulfone and PEKK expansions

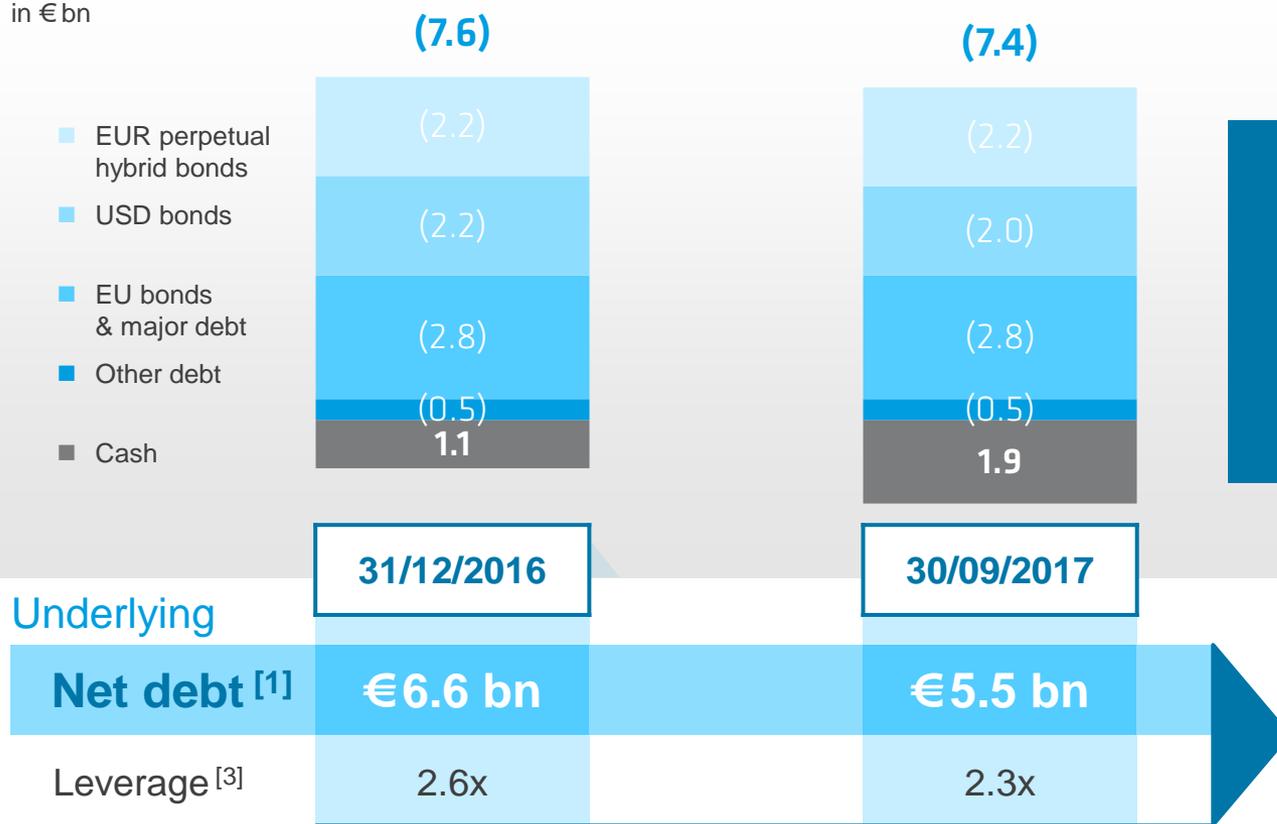
Profit growth
Improved cash conversion

Sustainable improvement
in free cash flow

EFFICIENT CAPITAL STRUCTURE LEADING TO REDUCED COST OF DEBT

Underlying debt^[1] evolution

in € bn



Pro forma impact from Polyamide divestment

→ Underlying net debt **€4.4 bn**

→ Underlying leverage **2.0x**



Moody's

Baa2
Stable outlook



S&P

BBB
stable outlook

INVESTMENT GRADE

[1] Underlying debt includes perpetual hybrid bonds (considered as equity under IFRS)
 [2] Weighted average interest rate of major debt, excluding other debt
 [3] Net debt / underlying EBITDA of last 12 months, adjusted for discontinuation of Polyamide, with EBITDA of Polyamide added to the denominator, to adjust for the fact net debt in the numerator does not yet reflect the proceeds to be received on the divestment.

DEBT PROFILE

BALANCED MATURITIES ALLOWING FLEXIBILITY

Major debt

in million



Major debt ^[1]

December 31, 2016

September 30, 2017 ^[5]

	Face value	Average maturity	Average cost	Face value	Average maturity	Average cost
EUR bonds	2,750	4.3	1.97%	2,632	3.6	1.84%
EUR perpetual hybrid bonds ^[2]	2,200	5.1	5.07%	2,200	4.3	5.07%
USD bonds	2,212 ^[3]	6.5	4.03%	1,659 ^[4]	5.9	3.88%
Total major debt	7,162	5.2	3.55%	6,491	4.4	3.46%

in € m in years in € m in years

OVERVIEW

- Executing our plan
- Financial highlights
- **Outlook**
- Annexes



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OUTLOOK FULL YEAR 2017



**Underlying EBITDA on track
to grow 6% to 8% for full year**

**Free cash flow projected to
exceed €800 million**

At constant forex & scope

SOLVAY

A SUSTAINABLE INVESTMENT

Providing mission critical solutions in fast growth end markets

→ Supporting blue chip manufacturers and brands globally

Technology focused in Advanced Materials and Formulations

→ Powered by innovation and market leadership positions (ranking # 1 or #2)

Highest EBITDA margin within the diversified chemical companies

→ Propelled by volumes, underpinned by efficiency

Dividend growth over 30 years, strong cash generation

→ Driven by focus on cash returns

Futureproofing the business with Sustainability at its core

→ Deliver more value that stands the test of time



INVESTOR RELATIONS CONTACTS



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NEXT EVENTS

**January 18
2018**

Interim dividend
payment

**February 24
2018**

Q4 & FY 2017
results

**May 3
2018**

Q1 2018
results

**May 3
2018**

Annual general
meeting

**August 1
2018**

Q2 & H1 2018
results

ANNEXES

- **Additional financial data**
- General information
- Other financial considerations for 2017

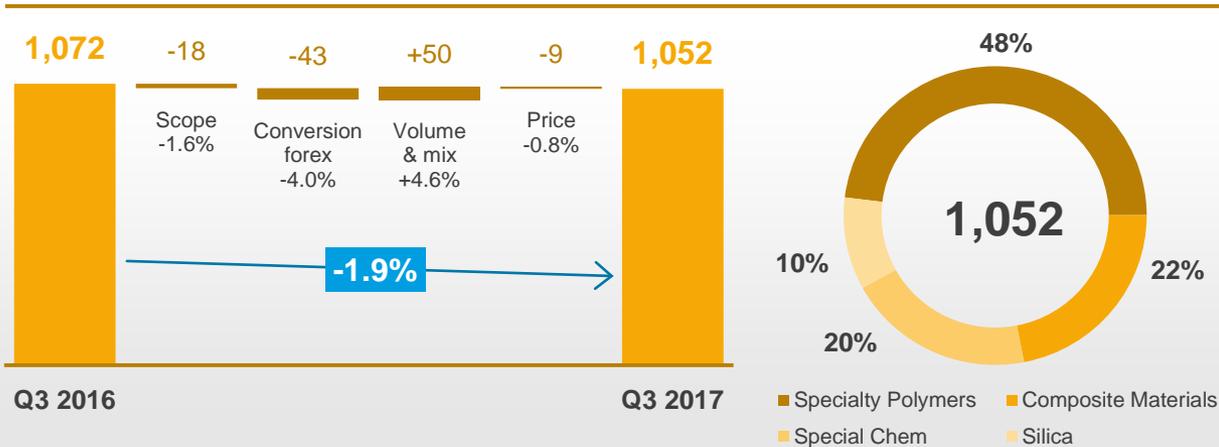


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ADVANCED MATERIALS Q3 2017

Net sales (in €m)



EBITDA (in €m)



Specialty Polymers sales up 3%

- Sustained strong demand in automotive and batteries
- Improved delivery to smart devices
- Volumes growth impacted by adverse forex and scope effects

Composite Materials sales down (8)%

- Ramping military program
- Commercial aero still managing through the transition between wide-body decline and single-aisle increase
- Industrial composite markets down

Special Chem sales down (3)%

- Stable overall volumes
- Lower demand for rare earth formulations for automotive catalysis

Silica sales down (5)%

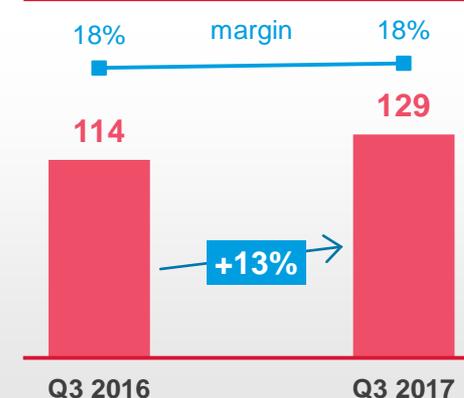
- Stable volumes overall in the energy-efficient tires market
- Slightly lower prices

ADVANCED FORMULATIONS Q3 2017

Net sales (in €m)



EBITDA (in €m)



Novecare

Sales up 18%

- Continued strong recovery in the North American shale oil & gas
- Slight improvement of the product mix
- Successful pass-through of some raw material prices

Technology Solutions

Sales down (1)%

- Higher volumes
- Solid demand of phosphines and polymer additives

Aroma Performance

Sales up 2%

- Sales grew slightly on volumes with increased demand for vanillin aroma ingredients from the flavors and fragrances industry.

PERFORMANCE CHEMICALS Q3 2017

Net sales (in €m)



EBITDA (in €m)



Soda Ash & Derivatives Sales up 2%

- Sustained strong volumes in Soda Ash and bicarbonate
- Adverse forex effects

Peroxides Sales up 10%

- Mounting contribution from the new HPPO plant in Saudi Arabia

Coatis Sales up 16%

- Higher volumes as Latin America market improves
- Higher prices

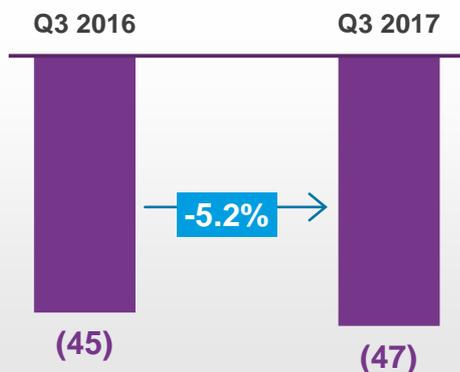
Functional Polymers Sales up 2%

- Subdued contribution from Latin American polyamide business

CORPORATE & BUSINESS SERVICES Q3 2017

STABLE CONDITIONS

EBITDA (in €m)



Key figures

(in € million)

	Underlying		
	Q3 2017	Q3 2016	% yoy
Net sales	7	1	n.m.
Energy Services	-	-	n.m.
Other Corporate & Business Services	7	1	n.m.
EBITDA	(47)	(45)	-
Energy Services	14	5	n.m.
Other Corporate & Business Services	(61)	(50)	-

Energy Services

- Slightly higher costs
- Better contribution from Energy Services

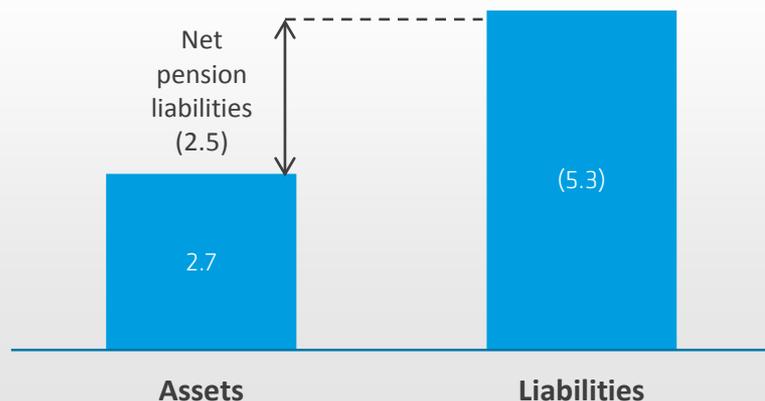
Other Corporate & Business Services

- Costs consistent with the run rate in 2017
- Excellence and synergies offset inflation

NET PENSION LIABILITIES ^[1] UP ON LOWER DISCOUNT RATES

Pensions (30/09/2017)

in € bn



Net pension liabilities improved by €0.1 bn

- Pension liabilities improved to €(5.3) bn following discount rates decrease and Polyamide sale
- Pension assets stable at €2.7 bn

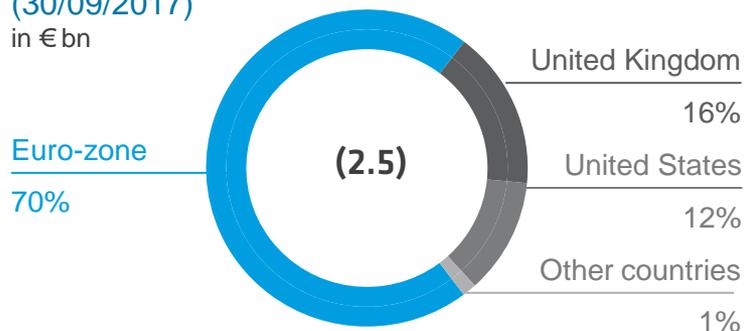
Cash contribution €(154) m for 9M 2017

- vs €(132) m for 9M 2016

Net pension liabilities

(30/09/2017)

in € bn



All presented figures are for continuing operations only

Discount rate evolution ^[2]

Currency	September 30, 2017	December 31, 2017	% since year start
Average	1.75%	2.62%	-0.87%
EUR	2.75%	1.50%	+1.25%
GBP	3.75%	2.75%	+1.00%
USD	2.63%	4.00%	-1.37%

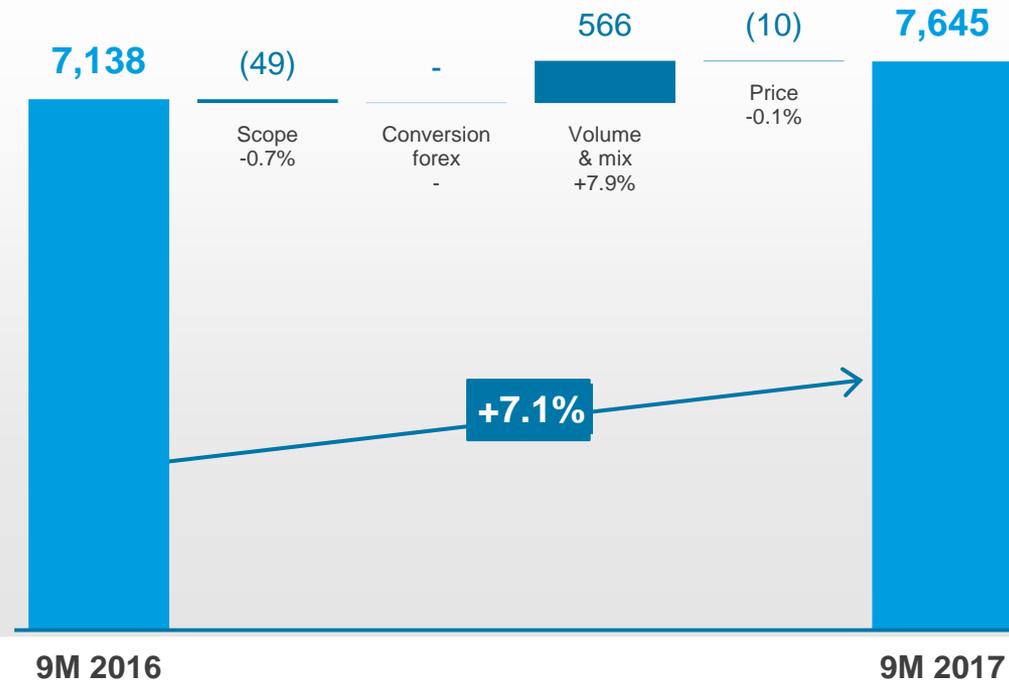
[1] Continuing operations only

[2] Average discount rate on post employment benefit related liabilities applicable to high quality corporate bonds in EUR, GBP and USD zones

HIGHER SALES DRIVEN BY VOLUME & MIX

Net sales

in € m



Volume growth

- Volume growth across all segments
- Good demand from end markets including automotive, batteries and smart devices

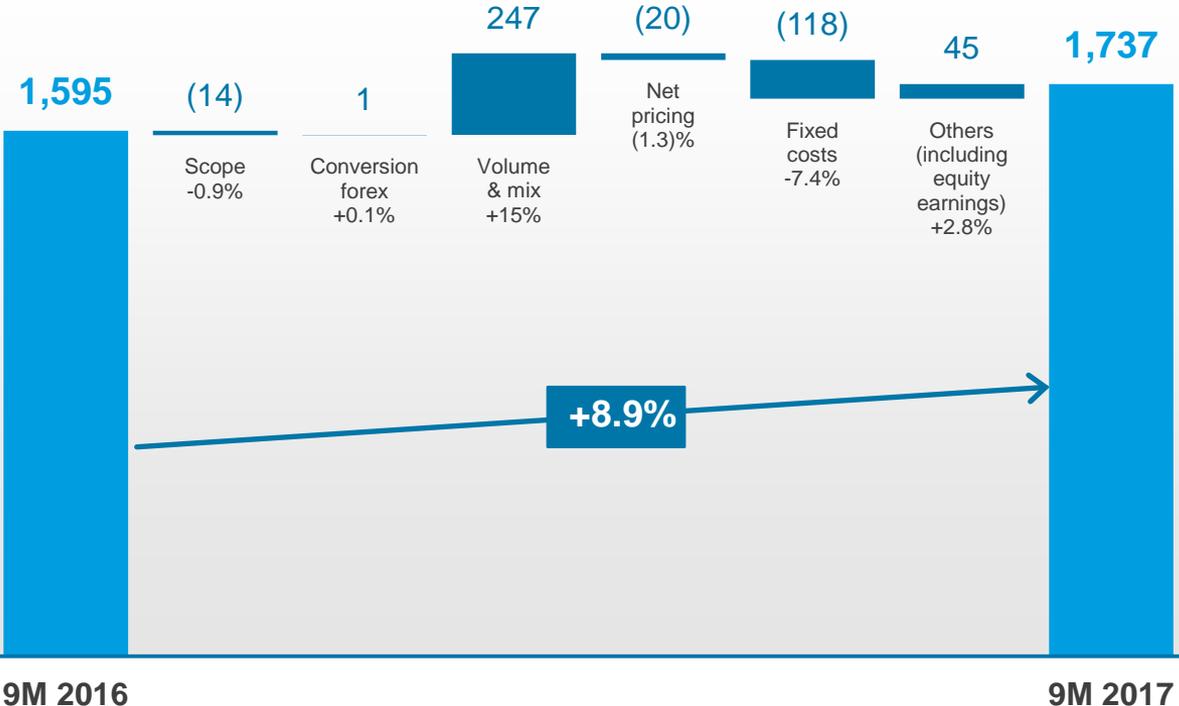
Foreign exchange

- First half forex tailwinds turned headwinds during the third quarter

RECORD EBITDA MARGIN SUSTAINED DRIVEN BY VOLUME

Underlying EBITDA

in € m



Volume & mix
Growth across all business segments

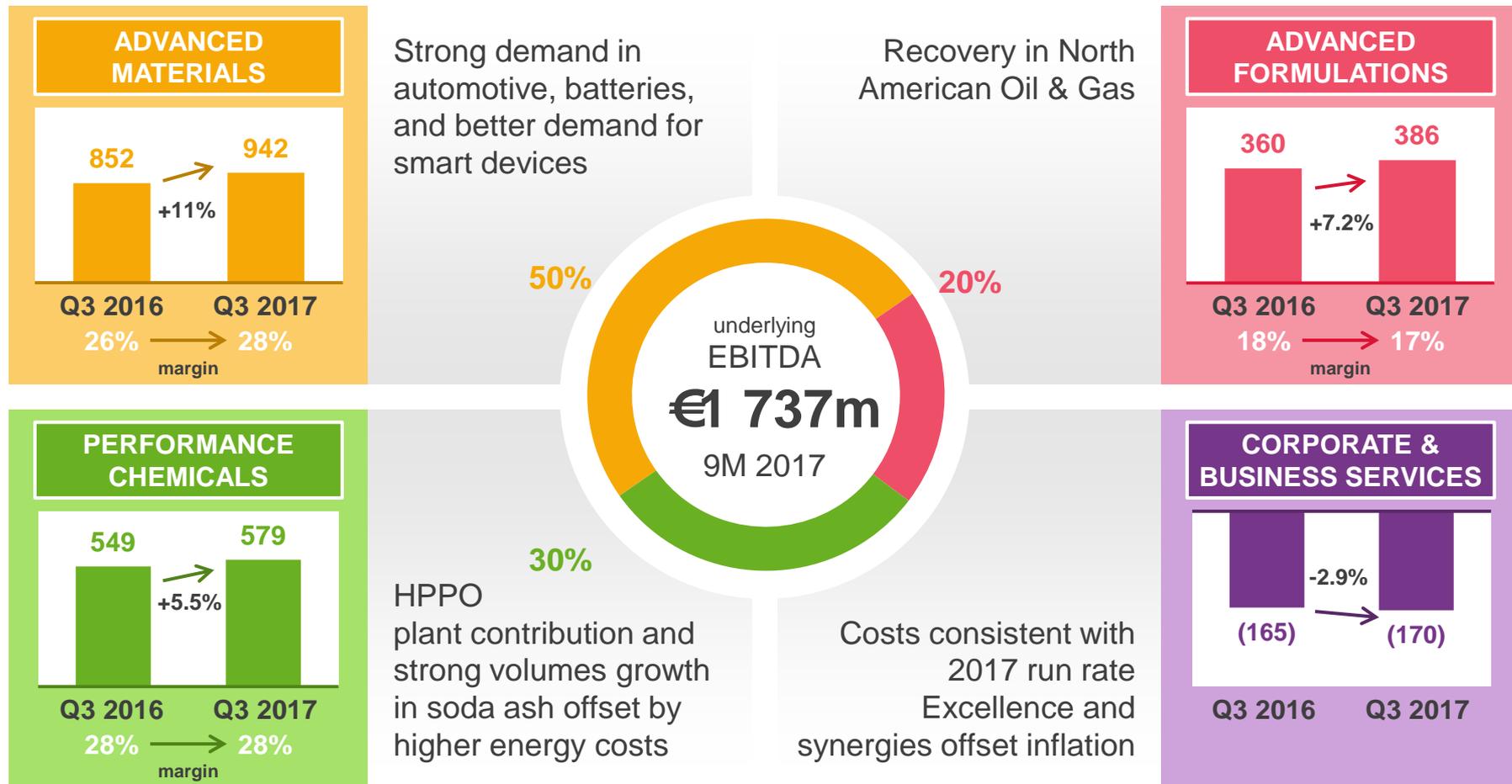
Pricing power
Higher raw material costs in Advanced Formulations and lower average prices in Performance Chemicals

Fixed costs
Higher fixed costs related to volume and earnings increase



RESILIENT MULTI-SPECIALTY PORTFOLIO

VOLUME-DRIVEN GROWTH ACROSS BUSINESS SEGMENT



UNDERLYING NET INCOME REFLECTING HIGHER OPERATING PROFIT

Underlying P&L

<i>in € m</i>	9M 2017	9M 2016	% yoy
Net sales	7 645	7 138	+7%
EBITDA	1 737	1 595	+9%
<i>EBITDA margin</i>	23%	22%	-
Depreciation & amortization	-517	-488	-6%
EBIT	1 220	1 107	+10%
<i>EBIT margin</i>	16%	16%	-
Net financial charges	-304	-356	+15%
Income taxes	-239	-222	-8%
<i>Tax rate, over 9M (ytd)</i>	27%	31%	-4pp
Discontinued operations	157	173	-9%
Non-controlling interests (-)	-40	-40	-
Profit, Solvay share	794	663	+20%

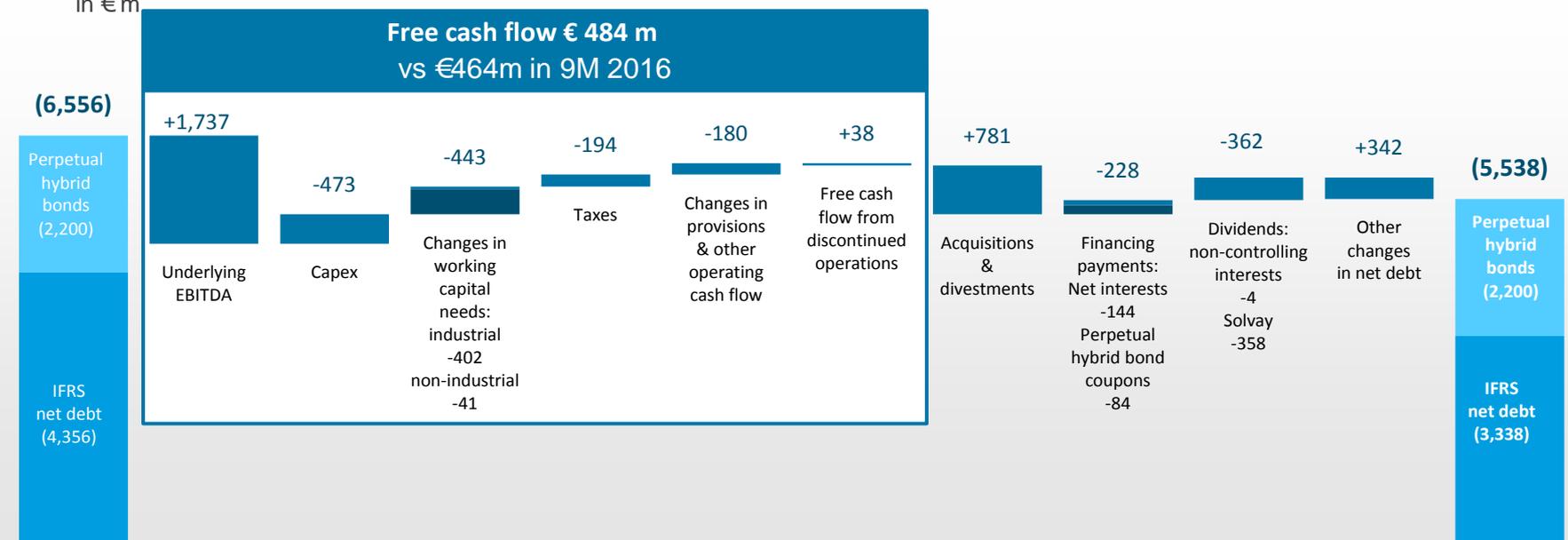
Underlying profit up 20%

- Volumes growth supporting profit
- Higher depreciation amortization charges due to the new capacities started over the last 12 months
- Lower financial charges after bonds repurchase in September
- Lower underlying tax rate due to change in geographical mix

FOCUS ON CASH MAINTAINED REDUCTION IN NET DEBT

Underlying net debt ^[1] evolution

in € m



December 31, 2016

September 30, 2017

Higher Free cash flow

- Profit growth
- Lower capex
- Working capital discipline

M&A inflow

- Net proceeds from recent businesses divestment

Dividends to shareholders

- ➔ Interim dividend to Solvay shareholders

ANNEXES

- Additional financial data
- **General information**
- Other financial considerations for 2017



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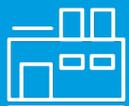
WE ARE A WORLD LEADER IN THE CHEMICAL INDUSTRY



~24,500
employees



58
countries



135
Industrial sites

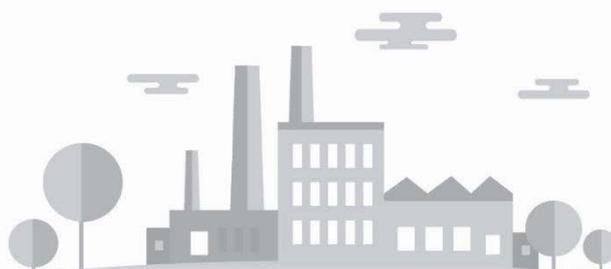


21
Major R&I sites



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2016 rs [2]

Top 3

Market position [1]



€9.6^{bn}
net sales



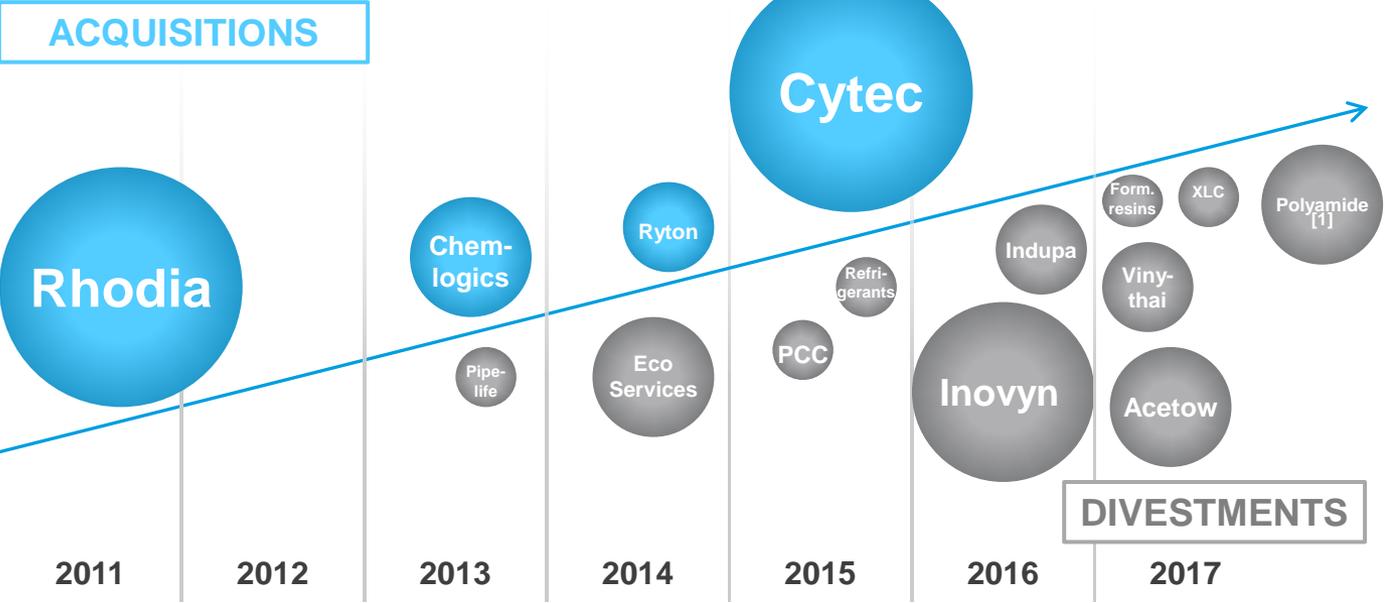
€2.1^{bn}
underlying EBITDA



22%
EBITDA margin



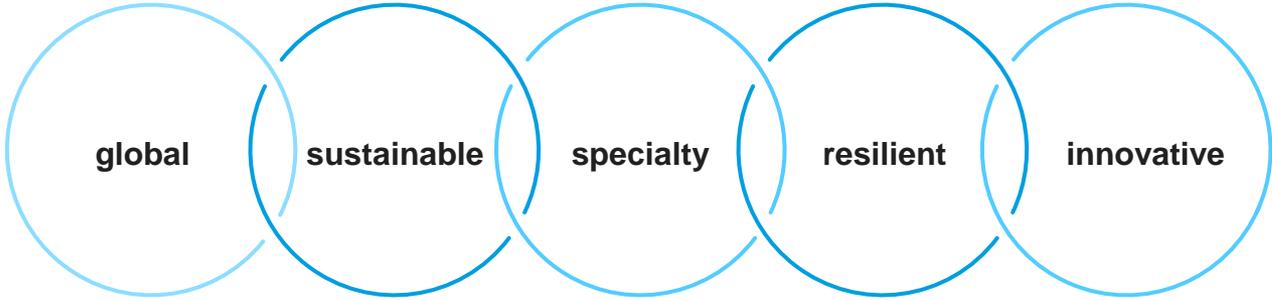
UPGRADED PORTFOLIO



+
Enhancing customized solution offerings

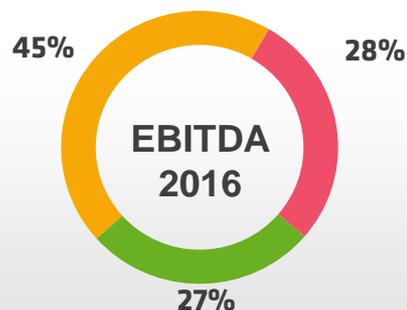
∨
Reducing cyclical & low-growth businesses exposure

MORE →



[1] Divestment in progress, expected to be finalized by the third quarter 2018

STRONG DELIVERY IN 2016 ^[1]



	GROWTH ENGINES		RESILIENT CASH CONTRIBUTOR
	ADVANCED MATERIALS	ADVANCED FORMULATIONS	PERFORMANCE CHEMICALS
	Providing solutions for sustainable mobility , lightweighting, CO2 and energy efficiency	Customized specialty formulations for surface chemistry & liquid behavior, maximizing yield & efficiency & minimizing eco-impact	Leading positions in chemical intermediates through scale & technology , developing applications & industrial innovation for optimized costs
2016			
Net sales	€9,569 m	€4,313 m	€2,581 m
EBITDA	€2,075 m	€1,110 m	€718 m
EBITDA growth	+7.1%	+2.9%	+17%
Margin	22%	18%	28%

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2017**



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UNDERLYING EBIT(DA) CONSIDERATIONS FOR 2017

Scope effects

- Divestments having led to restatements in 2016 and 2017
 - Latin American PVC activity Indupa sold end 2016
 - Asian PVC activity Vinythai sold in February 2017
 - Acetow acetate tow activity sold in June 2017
 - Polyamide to be sold to BASF (aimed for Q3 2018)

Depreciation & amortization

- Underlying D&A of ~€(680)m
 - Excludes PPA amortization
- PPA amortization of ~€(250)m
 - Includes PPA impacts from Rhodia, Cytec and other smaller acquisitions (e.g. Chemlogics, Ryton)

Forex sensitivity

- Immediate impact on conversion exposure
- Deferred transactional impact due to hedging (6-12 month rolling basis)
- Mainly linked to USD
 - Sensitivity in 2017:
 - ~ €120 m underlying EBITDA per (0.10) \$/€
 - ~60% conversion / ~40% transactional
- Other forex exposures
 - CNY, BRL, JPY, RUB, KRW, THB
- Evolution of main currencies Solvay is exposed to:

/€	USD	JPY	KRW	CNY	BRL	RUB	THB
Q3 2017	1.17	130	1,330	7.83	3.72	69.29	39.20
Q3 2016	1.12	114	1,251	7.44	3.62	72.12	38.88
(d)evaluation FC in %	-4.9%	-12%	-6.0%	-5%	-2.5%	+4%	-0.8%

UNDERLYING FINANCIAL, CASH & TAX CONSIDERATIONS FOR 2017

Underlying net financial charges

Underlying net financial charges expected at ~€(425)m, excluding foreign exchange fluctuations impact

- **Underlying net cost of borrowings** at expected at ~€(230)m
- **Coupons from perpetual hybrid bonds** expected at ~€(112)m (considered as dividend & equity under IFRS)
 - €(84)m in Q2 and €(27)m in Q4
 - Average cost: 5.1%
- **Non cash recurring discounting provisions** expected at ~€(80)m
- Net debt sensitivity to US dollar is approximately €(200)m per US\$(0.10) change

Other elements

➤ Cash flow

- Cash expenses for pensions projected at €(210)m, including discontinued Polyamide activities
- Capital expenditure from continuing operations is expected at ~€(800)m, including discontinued Polyamide activities

➤ Tax rate

- Underlying tax rate (adjusted for PPA and other factors) expected at ~30%

Solvay's ADR program

Convenience of investing in American Depositary Receipts (ADRs) through a sponsored Level 1 program

ADR Symbol	SOLVY
Platform	OTC
CUSIP	834437303
DR ISIN	US834437305
Underlying ISIN	BE0003470755
SEDOL	BD87R68
Depository bank	Citi
ADR ratio	1 ORD : 10 ADR

Benefits of ADRs:

- Clear and settle according to US standards
- Convenience of stock quotes and dividend payments in US dollars
- Purchase in the same way as other US stocks via a US broker
- Cost effective means of building an international portfolio

For questions about creating Solvay ADRs, please contact Citi:

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