Roadshow Presentation

Q1 2013

SOLVAY

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Agenda

- **Q1 2013 earnings highlights**
- **A far-reaching transformation**
- **Solvay at a glance**

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Q1 2013 Earnings Highlights

Forenote applicable to the entire section unless otherwise stated:

All references to 2012 P&L data are to be deemed restated for the new business organization effective as from January 1st 2013, the reporting of Solvay Indupa as discontinued operations and for the application of IAS 19 revised.

All P&L indicators referred to this document are to be deemed adjusted, unless otherwise stated as IFRS accounts. Adjusted indicators exclude non-cash PPA accounting impacts related to the Rhodia acquisition.

REBITDA refers to Operating result before depreciation and amortization, non-recurring items, financial charges and income taxes

Q1'13 Earnings Highlights

- **Net sales down (3) % at € 3,010 m**
  Volumes (2) %, stable prices and forex impacts (1)%

- **REBITDA at € 454m, (12)% YoY , up 6% QoQ**
  - Consumer Chemicals & Advanced Materials growth engine segments, continued growing
  - Performance Chemicals, decreased mostly at Essential Chemicals
  - Functional Polymers: persisted poor demand and difficult trading conditions
  - CER phasing-down as expected

- **Net income at € 101 m;**
  Net income (Group share) at € 86m

- **Free Cash Flow[1] € (17) m; Net Debt € (1,3) bn**

Q1'13

Net Sales: € 3,010 m

REBITDA: € 454 m

Net Income: € 101 m

FCF: € (17) m

(1) *Cash flow from operating activities (including dividends from associates and joint ventures) + cash flow from investing activities (excluding acquisitions and sales of subsidiaries and other investments)*

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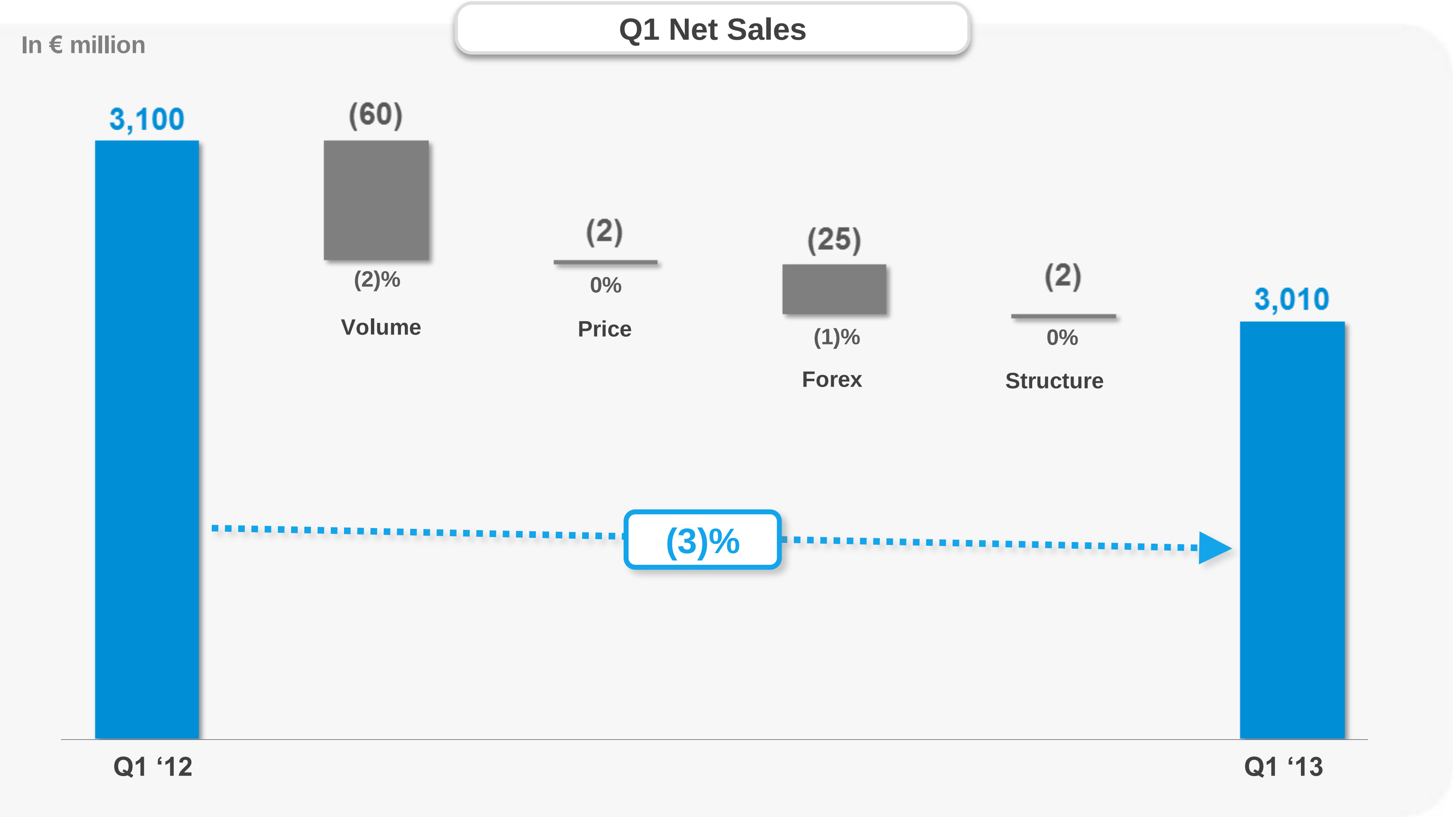
Contrasted activity levels



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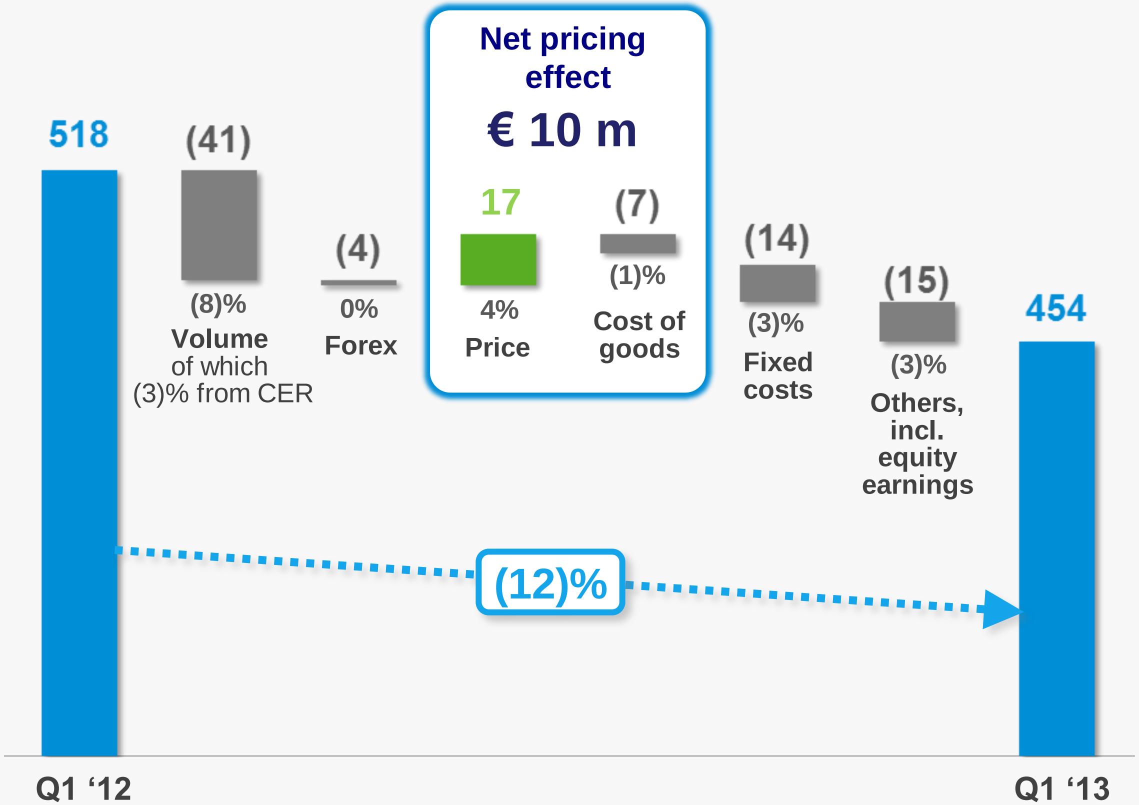
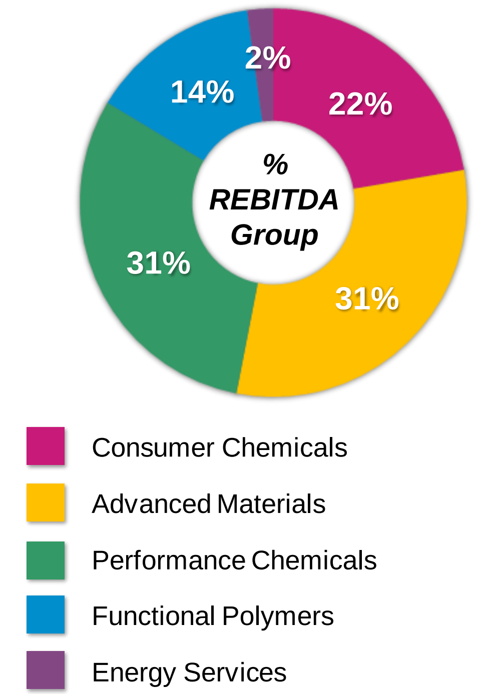
Profitability impacted by low activity levels and phasing-out of CERs, while pricing power satisfactory

Q1 REBITDA

In € million



REBITDA* breakdown by Operational Segment



* Excluding Corporate

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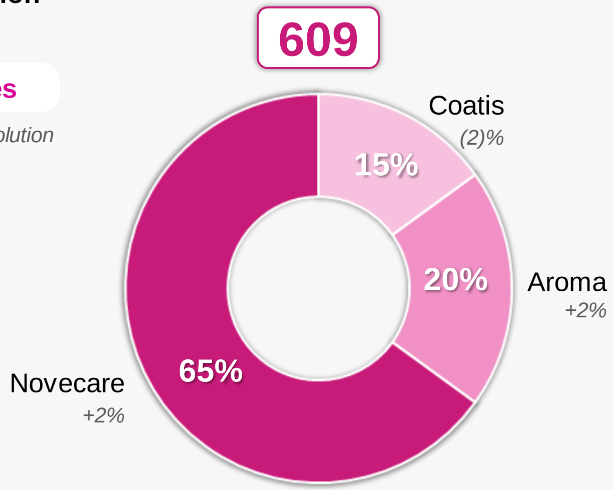
Consumer Chemicals

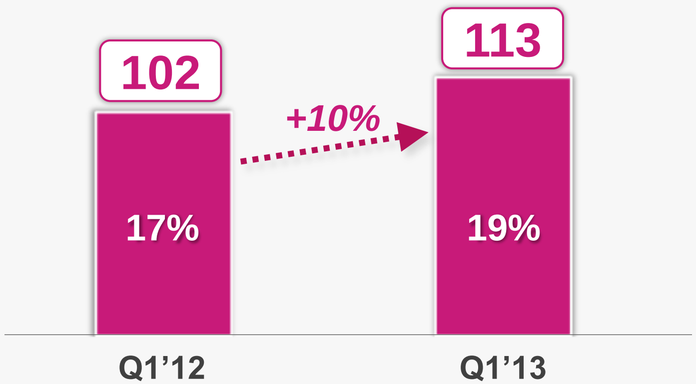
In € million

Net sales

% YoY evolution



REBITDA



Novecare

- Continue to develop solidly, posting sustained growth
- Growth in most market segments more than offset anticipated lower guar-related business' performance against high comparable (Hichem), coupled with some destocking in the Oil & Gas market value chain

Coatis

- Overall low volumes under poor market conditions in Brazil
- REBITDA improvement driven by good pricing power and cost control

Aroma Performance

- Vanillin continues to gain market share thanks to food strategic repositioning

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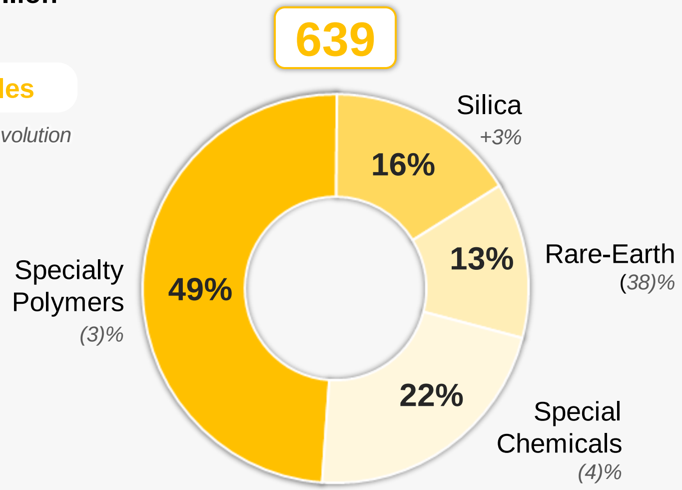
Advanced Materials

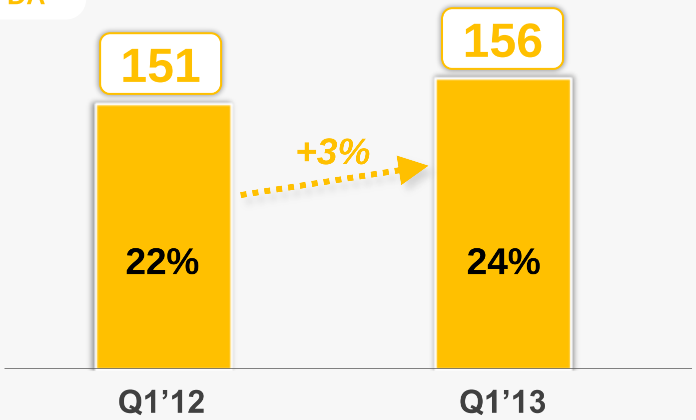
In € million

Net sales

% YoY evolution



REBITDA



Specialty Polymers

- Growth in most of our market segments
- Significant lower volumes in PVDF driven by low demand in PhotoVoltaic & Oil & Gas
- Good pricing power thanks to commercial excellence initiatives & favorable FX

Silica

- Growth dynamics across regions compensated for difficult European market
- Strong profit growth despite negative impact of Venezuela Bolivar devaluation

Rare-Earth Systems

- Continuing decrease of RE prices resulting in further squeeze in margin
- On going low volumes due to weak demand in Electronics

Special Chemicals

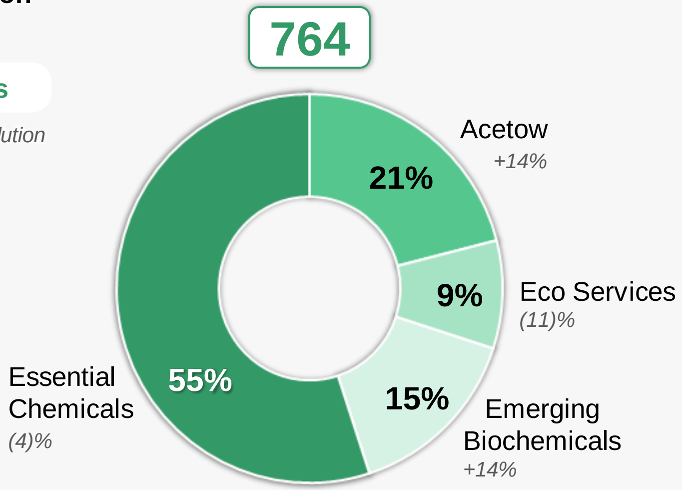
- Successful execution of plans to restructure loss-making Life Science businesses

Performance Chemicals

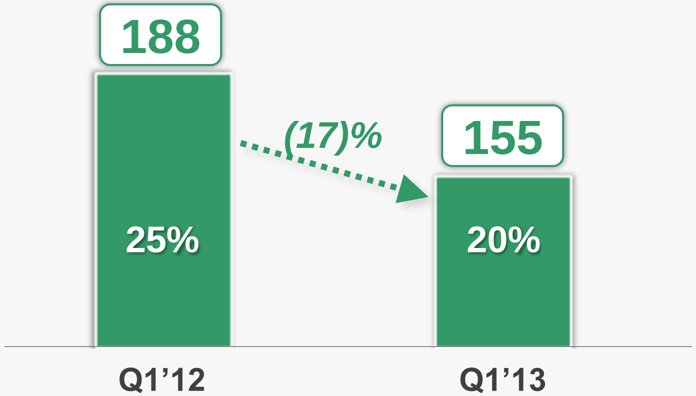
In € million

Net sales

% YoY evolution



REBITDA



Essential Chemicals

- Contrasted performance on businesses
  - Depressed demand in Soda Ash (mainly flat glass)
  - Resilience in Bicar & Peroxyde

Acetow

- Record performance
- Strong demand and plants running at full capacity
- Excellent pricing power

Eco-Services

- REBITDA performance down mainly due to significant drop in Regen volumes from various scheduled and unscheduled production issues at our customers plants

Emerging Biochemicals

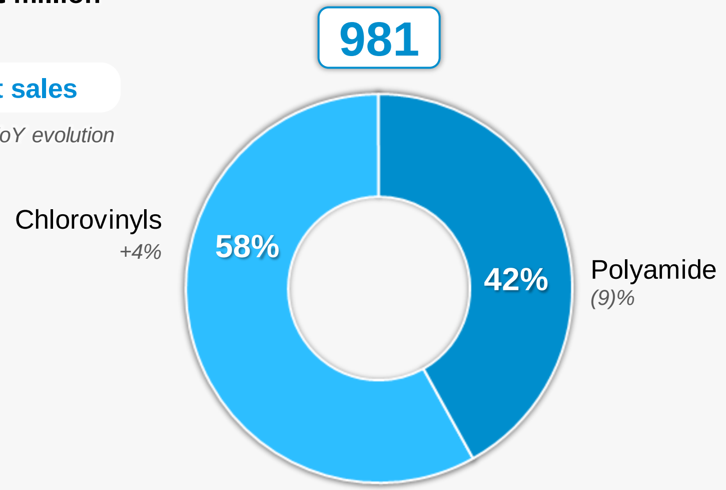
- Epicerol demand is recovering progressively

Functional Polymers

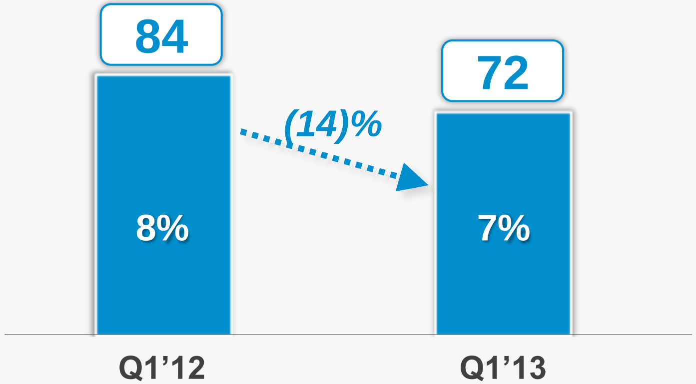
In € million

Net sales

% YoY evolution



REBITDA



Polyamide

- Overall market & competitive environment remained challenging, impacting both volumes & margins
- Upstream intermediates & downstream fibers in Brazil particularly impacted
- Engineering plastics volumes stable vs prior year, with sales in automotive outperforming market developments

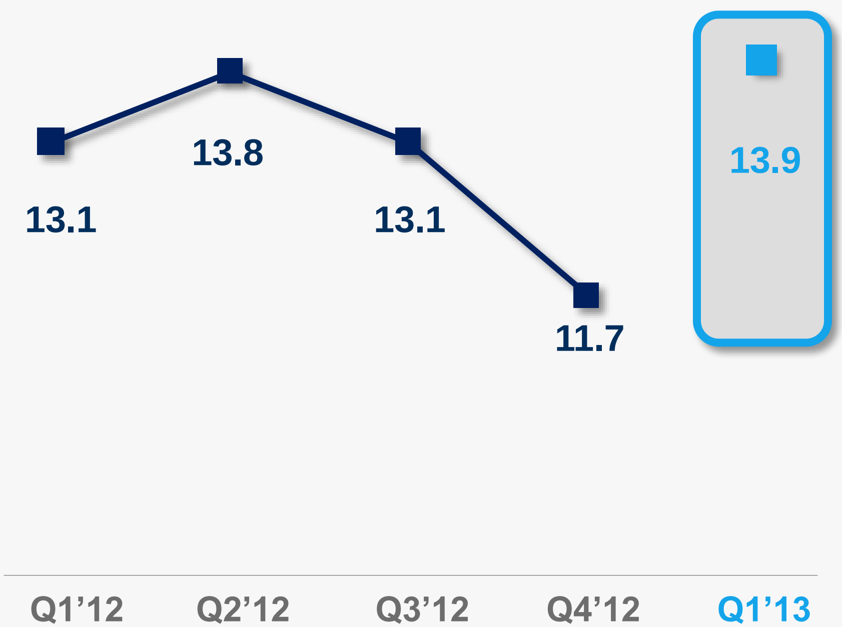
Chloro Vinyls

- European PVC market demand further deteriorated, being down (11)% vs prior year
- Solvin however outperformed and maximized plants operating rates with exports volumes
- Margins continued to suffer from poor market environment
- Resilient performance from Chlorochemicals:
  - NaOH prices remained strong
  - Progressive recovery of Epichlorydrin in Europe

Operational cash management and capex

Industrial Working Capital

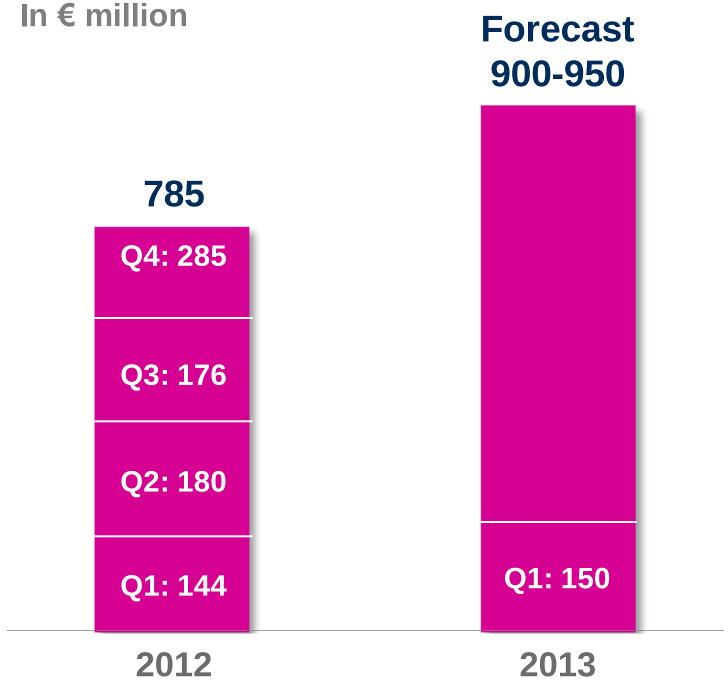
In % of total sales



Inventories significantly up in anticipation of scheduled maintenance turnarounds at large manufacturing sites

CAPEX

In € million



Slow seasonal take-off
and selective investments

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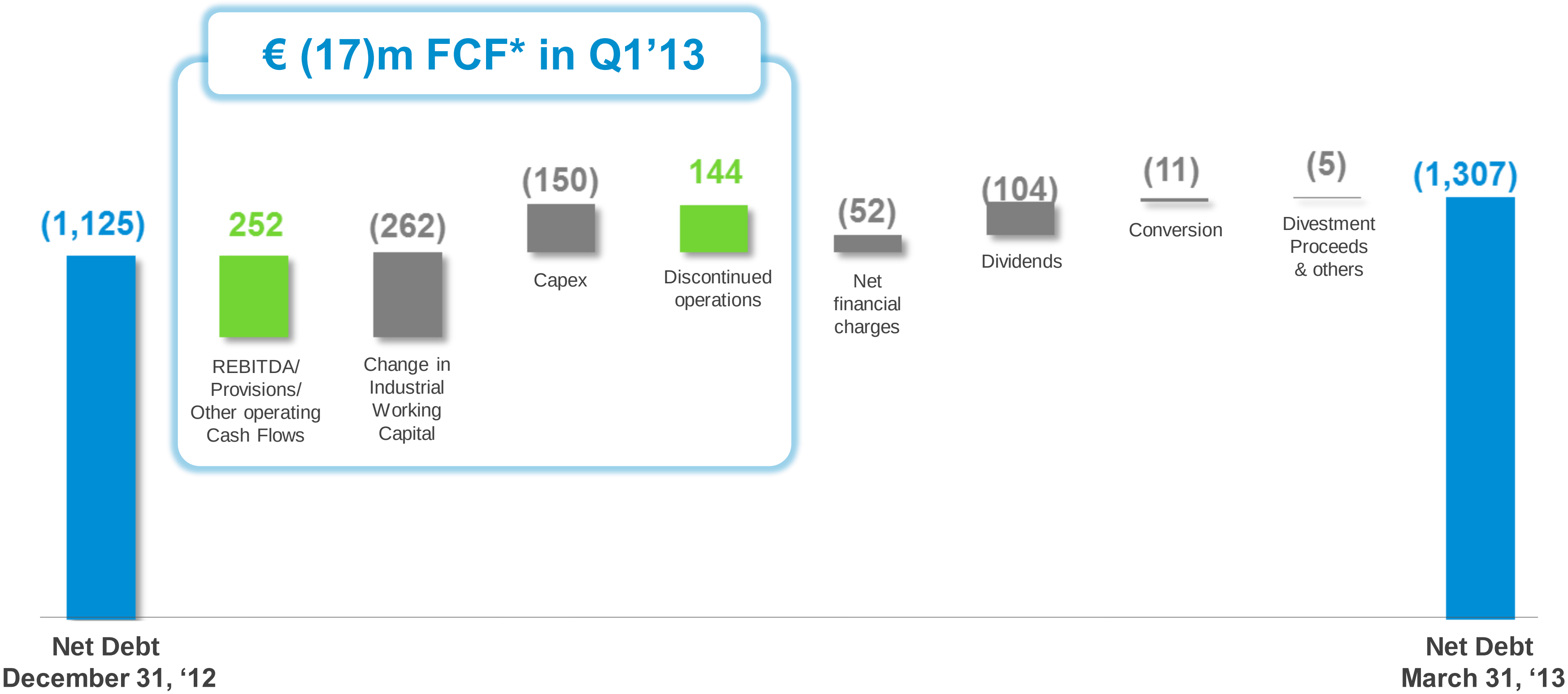
Free Cash Flow included important seasonal cash outflows

In € million



** Free Cash Flow: Cash flow from operating activities (incl. dividends from associates and JVs) + Cash flow from investing activities, excluding acquisitions and sales of subsidiaries and other investments.*

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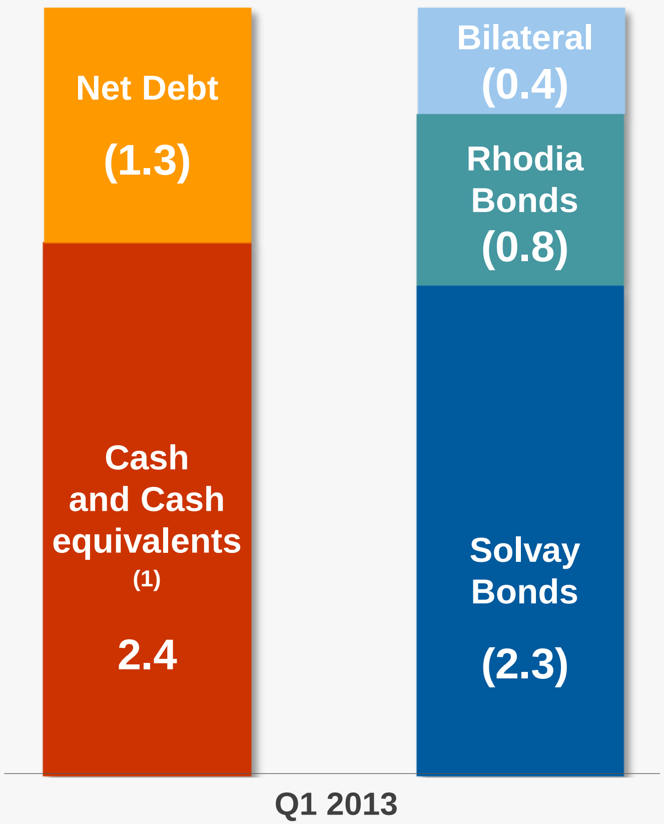
Sound financial structure (IFRS)

In € billion



Net debt/Equity ratio(2)

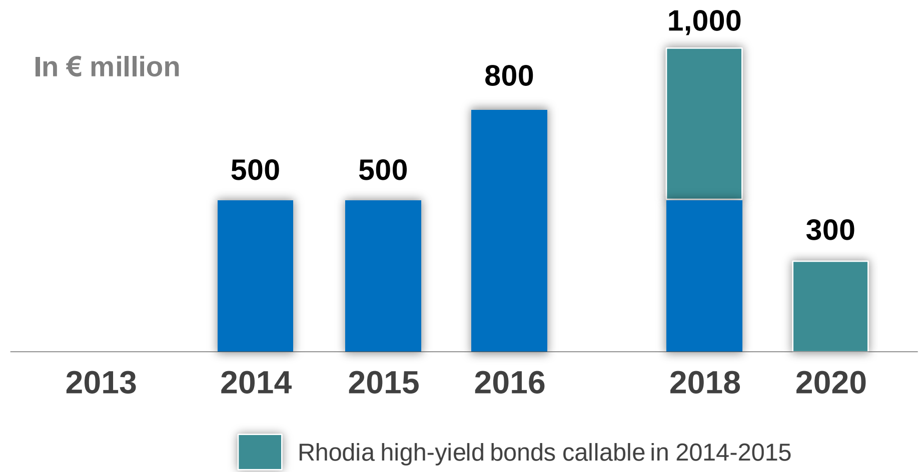
19%

Leverage ratio(3)

0.65x

Long-dated maturity debt

In € million



(1) Cash, cash equivalents and other current financial assets

(2) Net financial debt/Shareholders' Equity

(3) Net financial debt/REBITDA last twelve months

Including net pension deficit:

Net debt to equity ratio: 61%

Leverage ratio: 2,07X

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Outlook

For the moment, we do not observe any significant improvement in the macroeconomic and business environment compared to the preceding months. Even if this challenging context were to persist throughout the year, Solvay is confident in its ability to improve its REBITDA in 2013 compared to last year's, excluding the impacts of the exceptional pricing of guar and the sale of carbon credits (combined totaling € 190 m in 2012).

Solvay remains committed to its ambition for 2016 while speeding up its transformation through value-creation initiatives.

Forthcoming 2013 key dates for investors

- ***May 21:*** *Payment of 2012 dividend balance*
- ***July 31****: Second quarter results*
- ***October 25****: Third quarter results*
- ***November 6****: Capital Markets Day*

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At a glance

A major responsible chemical player

With compelling strengths

- **90% of sales** in businesses that rank among the **top 3 global leaders**
- **38% of sales** in fast-growing markets
- **Balanced portfolio** of activities
- A culture of **sustainability, innovation & operational excellence**

29,100
EMPLOYEES*
55 COUNTRIES

111
INDUSTRIAL SITES

13
R&D CENTERS

FY'12

- Net Sales: € 12.4bn
- REBITDA: € 2.1bn
- Net Income**: € 710m
- FCF: € 787m

** Full-time equivalent employees*
*** Group share*

REBITDA refers to Operating result before depreciation and amortization, non-recurring items, financial charges and income taxes

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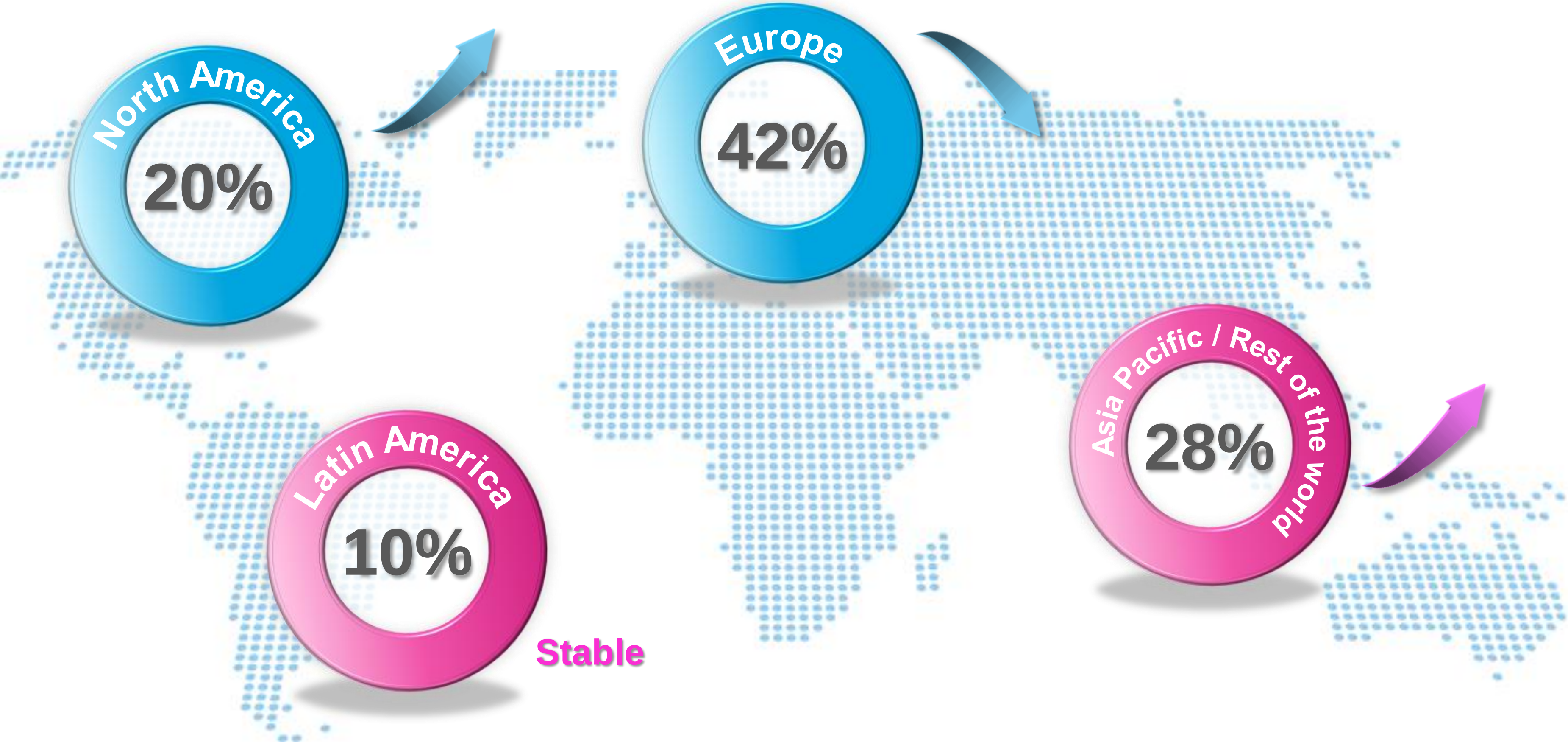
Continued focus on fast-growing regions

% of 2012 Group net sales



At constant perimeter, Solvay Indupa reported as Asset held for sale

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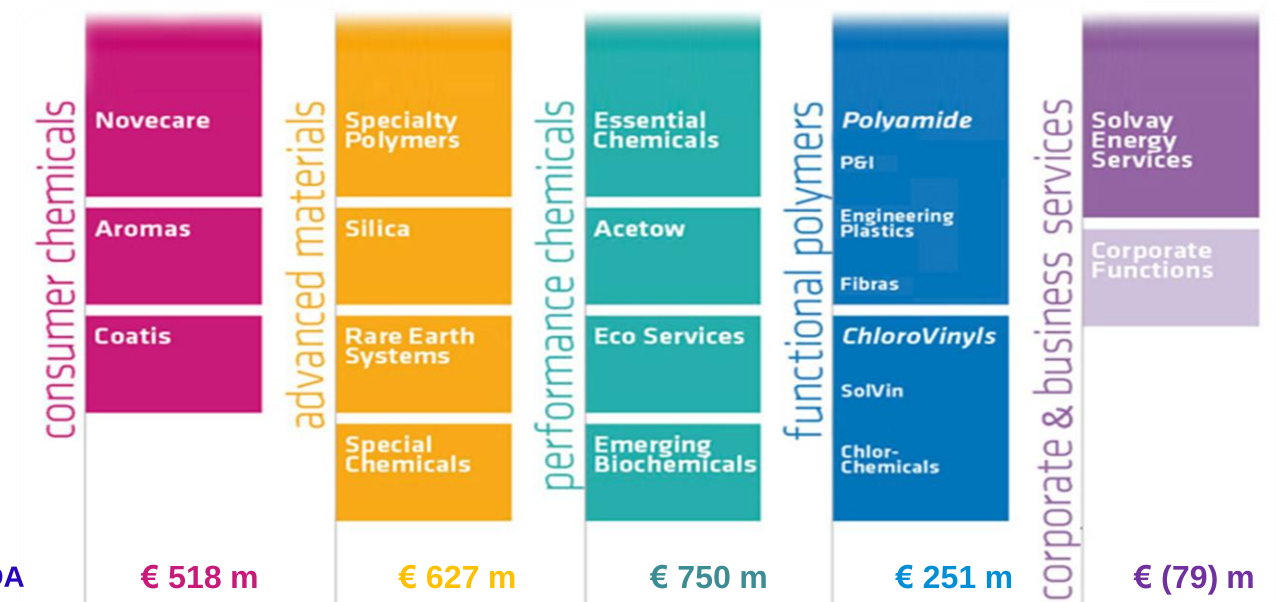
Customer-focused organization

- **More decentralized**
- **Agile**
- **Closer to customer**
- **Entrepreneurial**



2012					
REBITDA	€ 518 m	€ 627 m	€ 750 m	€ 251 m	€ (79) m
Margin on net sales	*20.2%*	*22.9%*	*23.7%*	*6.6%*	*n.m*

2012 data restated for the new business organization effective as from January 1st 2013,
REBITDA refers to Operating result before depreciation and amortization, non-recurring items, financial charges and income taxes

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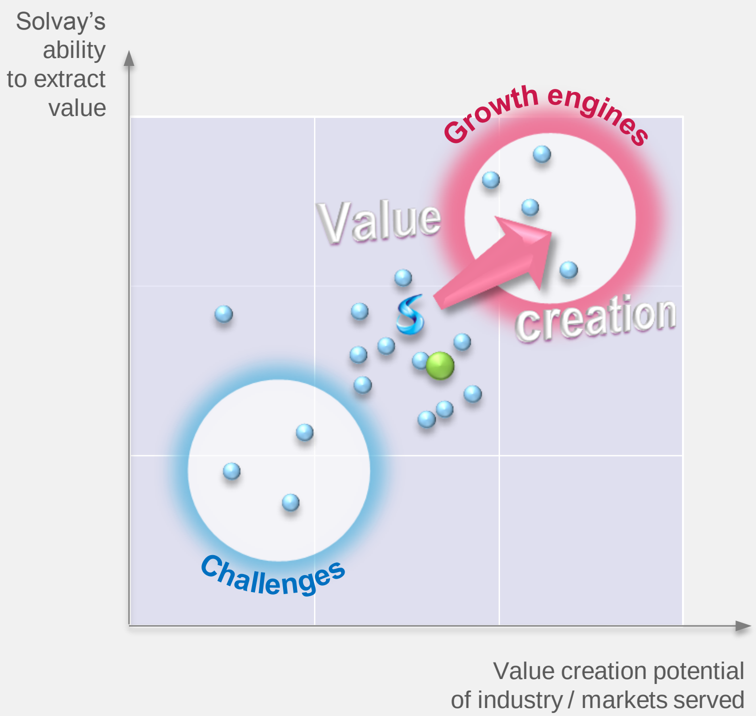
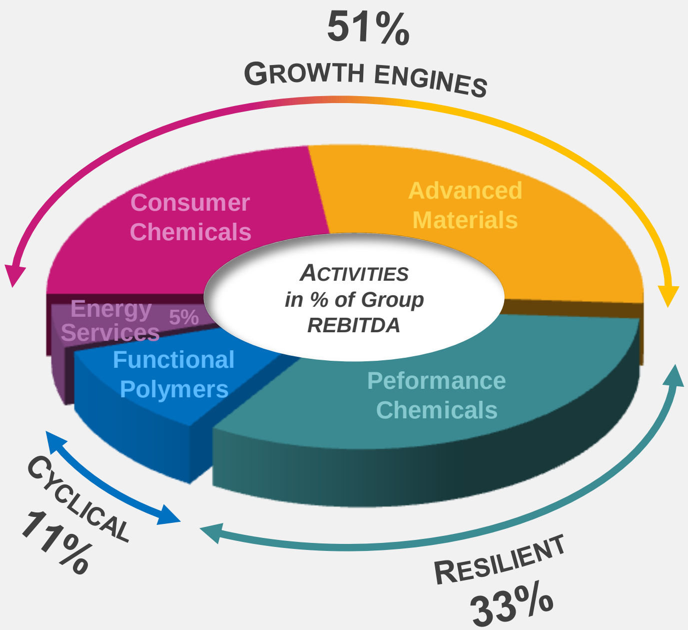
Accelerating a far-reaching transformation

A Group in far-reaching transformation

Well defined strategic vision



Clearly defined priorities



2012 figures

Committed to value-creation

Accelerating in-depth transformation to enhance business profile

- Deploying breakthrough action plans
- Capturing integration synergies
- Investing selectively
- Growing through innovation

Deploying breakthrough actions

PVC	Reducing Exposure to cyclical Chloro-vinyls	✓ JV 50/50 wih INEOS ✓ Solvay Indupa
Polyamide	Restoring profitability & Strategic flexibility	✓ 100 M€ REBITDA improvement
Soda Ash	Strengthening leadership Improving competitiveness in Europe	✓ Action plan being finalised

Reducing Solvay's exposure to cyclical Chlorovinyls

BREAKTHROUGH ACTIONS

PVC | Polyamide | Soda Ash

SOLVAY & INEOS TO CREATE A WORLD-CLASS PVC PLAYER

- Strong industrial logic: creation of a world-class PVC producer with low cost base and significant synergy potential
- JV to improve Solvay's financial metrics: REBITDA margin +170 bp (expansion to 18.3% from 16.6%) and CFROI
- Exit mechanism at fair valuation

SOLVAY INDUPA ASSETS HELD FOR SALE

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Restoring profitability at Polyamide

BREAKTHROUGH ACTIONS

PVC | **Polyamide** | Soda Ash

Cost Optimization

- Variable costs
- Fixed costs

Operational Excellence

- Manufacturing / OEE
- Supply Chain
- Commercial Excellence / Differentiation

€ 100m REBITDA improvement by YE 2014

REBITDA refers to Operating result before depreciation and amortization, non-recurring items, financial charges and income taxes

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Improving Soda Ash industrial footprint and profitability

BREAKTHROUGH ACTIONS

PVC → Polyamide → **Soda Ash**

BALANCING GLOBAL INDUSTRIAL FOOTPRINT

- Regional market dynamics
- Cost-effectiveness

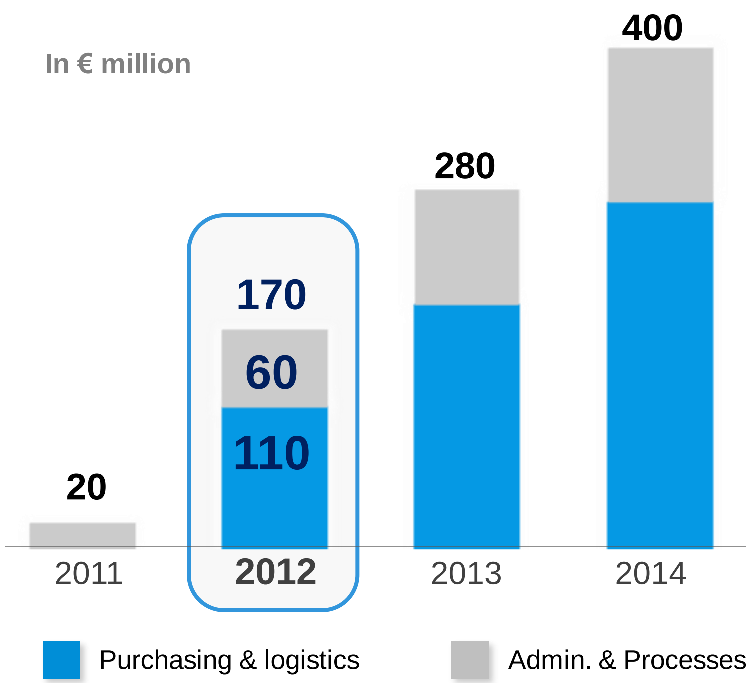
- ❑ GLOBAL DEMAND GROWING IN LINE WITH GDP
- ❑ EUROPE'S OVERCAPACITY

- ❑ UNLOCK TRONA-BASED CAPACITY IN THE US
  - + 250Kt/y, with limited investment
- ❑ IMPROVE EUROPEAN LEADERSHIP POSITION
  - Rationalizing capacity
  - Cost improvement program

Delivering faster on savings

INTEGRATION-RELATED & HORIZON

Synergies & Cost Efficiency programs



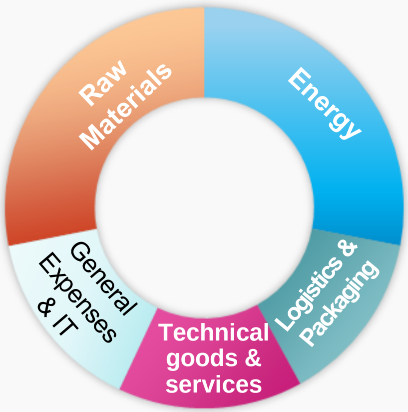
Overall € (150)m in restructuring and integration related costs over 2012-2013

2012

Purchasing & Logistics € 110m

2012 purchases

- **€ 1.3bn** Energy
- **€ 4.7bn** Raw Materials



MORE & FASTER

Administration & Processes € 60m

IN LINE

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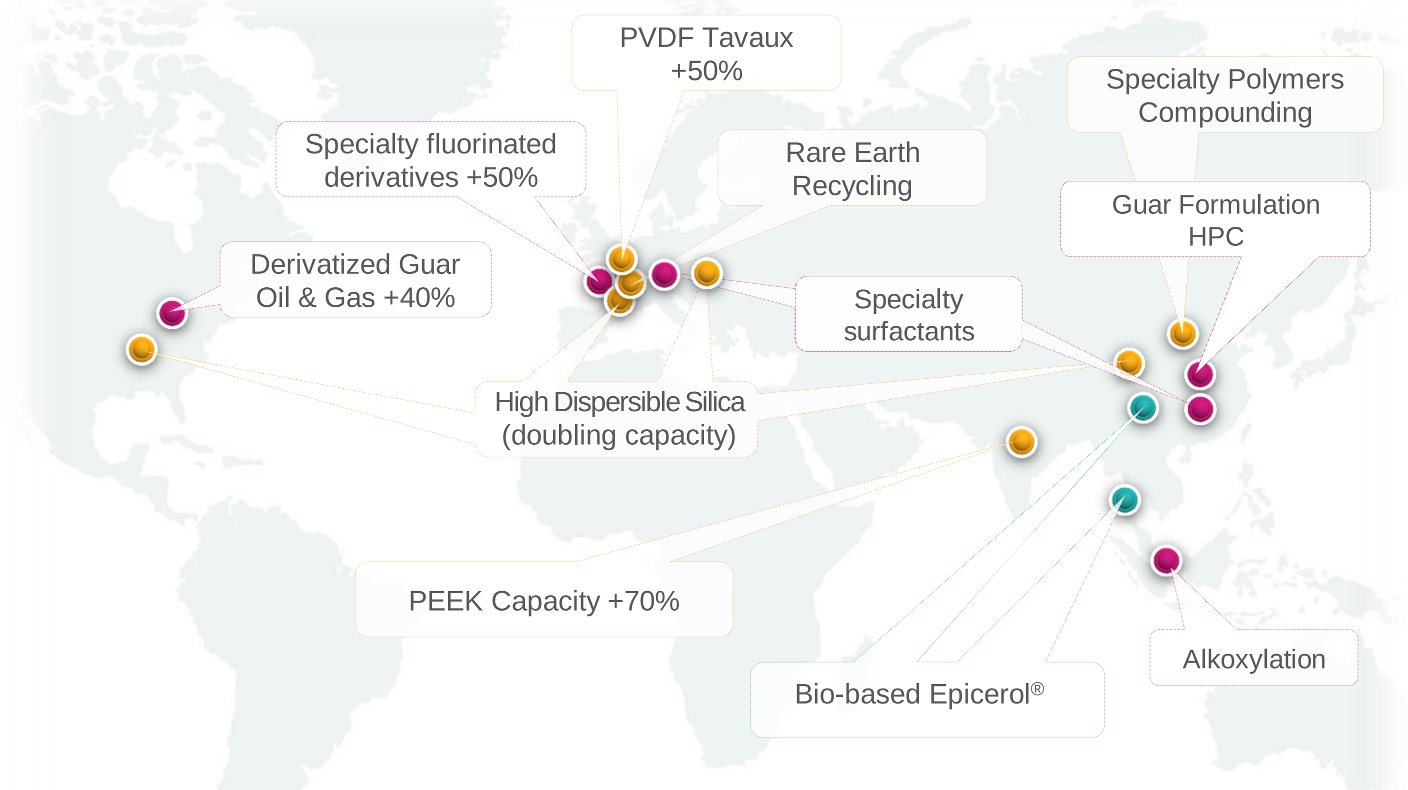
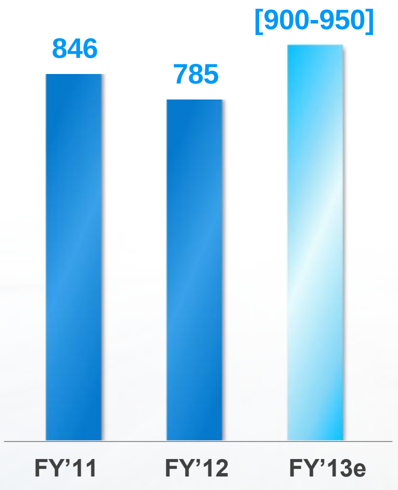
Investing selectively for future value-creating growth



CAPITAL EXPENDITURES
In € million



Growth investments aligned with geographic dynamics and strategic priorities

Growing through innovation

Major worldwide R&D centers	R&D employees	R&D spending	Venturing & start-ups	New patents	Collaborative innovation projects
13	1,900	~€ 300 m	€ 85 m	300	>100

2012 developments within GBUs

Renewable Chemistry

- **Pesticide anti drift**
  Starguar™

- **Bio-sourced epichlorohydrin Epicerol®**

- **Biobutanol** technology

Organic Electronics

Advanced Materials & Formulations

- **High mechanical performance polymers** for complex parts

Sustainable Energy

- **Lithium salts** (LiTFSI) for LMP batteries
- **Lithium-Ion batteries – PVDF** binder

Eco-processes

Consumer Chemicals

- **Govanil™ vanilla flavors** for bakery and chocolate

GOVANIL™

Providing today's and tomorrow's solutions

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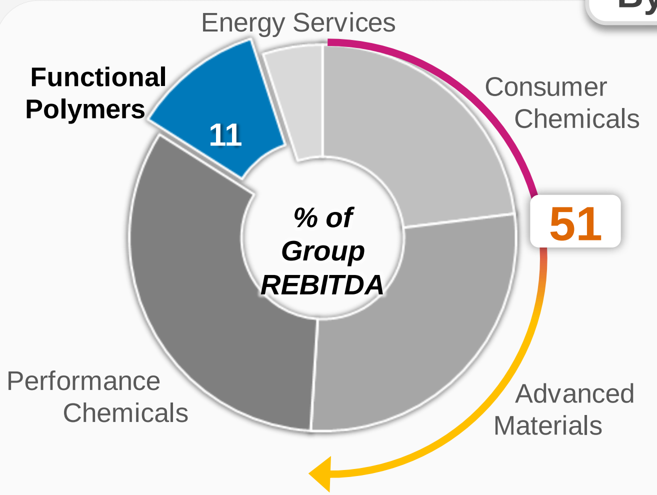
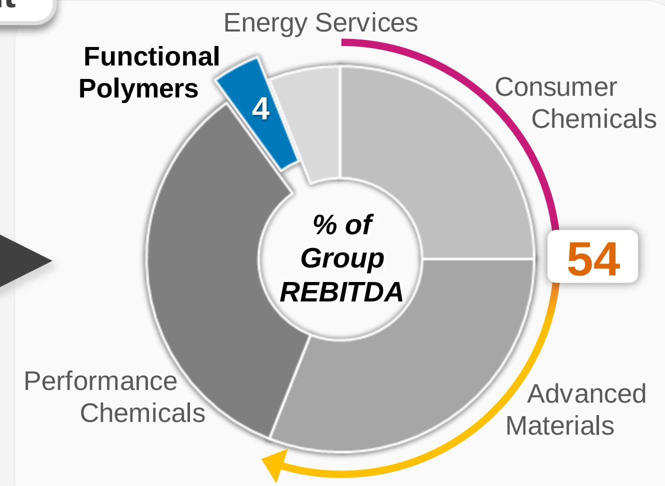
Enhancing Business Profile

By Operating Segment*

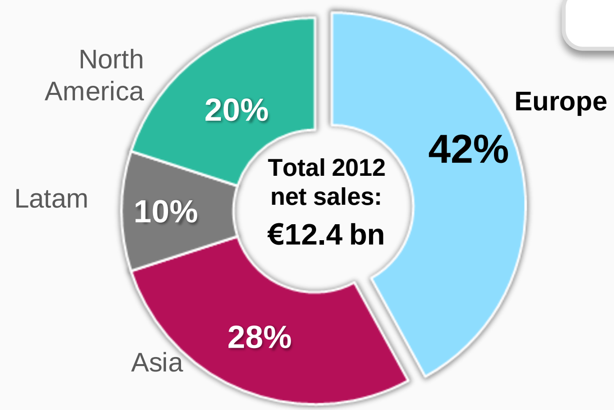
2012

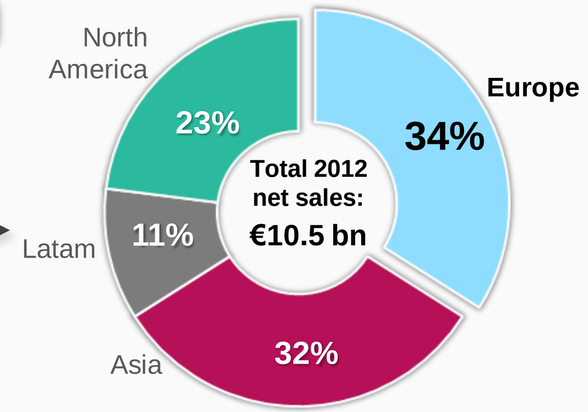


Proforma JV Chloro-vinyls



By region*





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Solar Impulse flight “Across America”

Solvay provides solar aircraft with lightweight, high-strength and energy-efficient products with a total of 6,000 different parts.

safe harbour

“To the extent that any statements made in this presentation contain information that is not historical, these statements are essentially forward-looking. The achievement of forward-looking statements contained in this presentation is 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 and divestitures, 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 assumptions prove inaccurate, actual results could vary materially from those anticipated. The Company undertakes no obligation to publicly update any forward-looking statements"

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Appendices

Strong global leadership positions

- **World leader** with **90%** of its sales in businesses in which it is in the **top 3**

Specialty Polymers

#1 High Barrier Polymers, High-Performance Engineering Polymers & Compounds, Fluorinated Polymers

Silica & Rare Earth Systems

#1 High-Performance Silicas, Rare Earth Systems

Consumer Chemicals

#1 Specialty Surfactants, Phosphorus Chemistry & Diphenols

Essential Chemicals

#1 Hydrogen Peroxide, Soda Ash & Sodium Bicarbonate

Polyamide & Intermediates

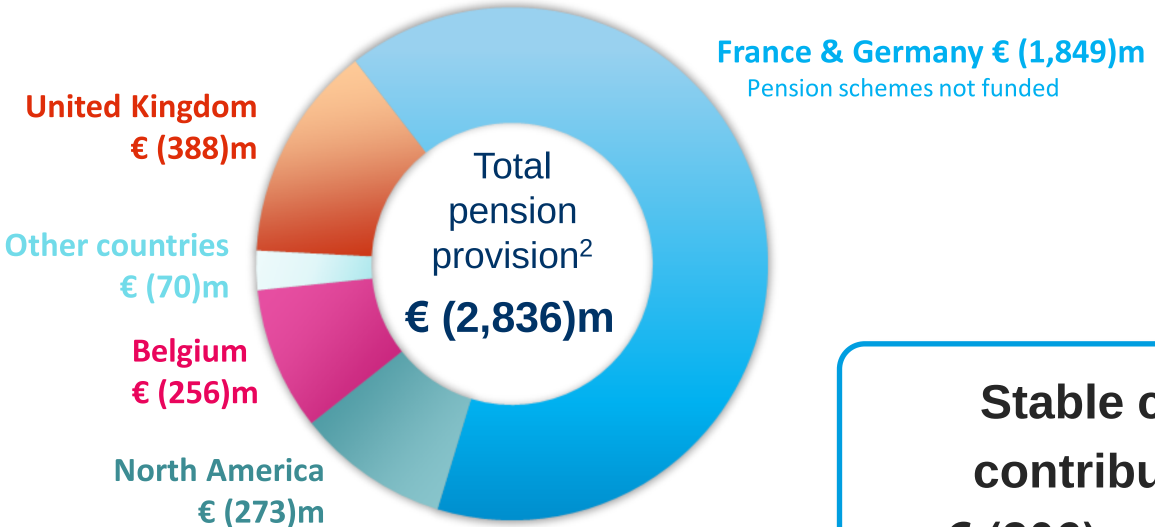
#2 PA 6.6 Polymers, Intermediates & Engineering Plastics

Vinyls & Acetow

#3 PVC, Cellulose Acetate Fiber

Well-managed pension[1] situation and stable cash-out

As of March 31, 2013



Stable cash contribution
€ (206)m FY'12

Discount rates

3.63% average discount rate

- **EUR: 3.25%**
- **GBP: 4.25%**
- **USD: 3.75%**

No changes since December 2012

Pension assets portfolio: € 1,980m

- **50% Equities / Diversified alternative Funds**
- **50% Bonds / Real Estate**

(1) Post-employment benefits
(2) Due to IAS-19 Revised Net Liability increased by € 24 m

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Additional financial indications

P&L considerations 2013

- **Depreciation & amortization**
    - Excl. PPA impact ~ € 670m yearly
    - PPA impact: ~ € 140m yearly
- **Average cost of gross financial debt 4.9%**
- **Other financial expenses**

  Post-employment benefits liabilities discounting costs
  ~ €(100)m in 2013 *

  Environmental liabilities related discounting costs ~ € (40)m discounting rate (4.6 % at YE‘12 provisions and fairly stable throughout 2016)
- **Tax rate**

  Around 30 %

(*) Average discount rate on post employment benefit liabilities of 3,63%, applicable to high-quality corporate bonds in Euro, GBP and US zones as of Dec 31st, 2012.

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Additional financial indications

- **Post-employment benefits**

2013 projections

P&L overall impact: € 166m in 2013

- € (64)m Service costs (up € (20)m because lower discount rates *)
- ~ € (102)m Financial costs (up € (10)m because lower discount rates *)

Cash outflows: € 206m in 2012 and stable beyond

Limited impact from implementation of revised IAS 19 as from 2013 onwards:

- P&L impacts (financial costs): € (5) m in Q1’13
- B/S impacts (Liability/(Equity)): one time € (24) m reported in Q1’13

(*) Average discount rate on post employment benefit liabilities of 3,63% vs. 4.6% in 2012, applicable to high-quality corporate bonds in Euro, GBP and US zones as of Dec 31st, 2012.

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