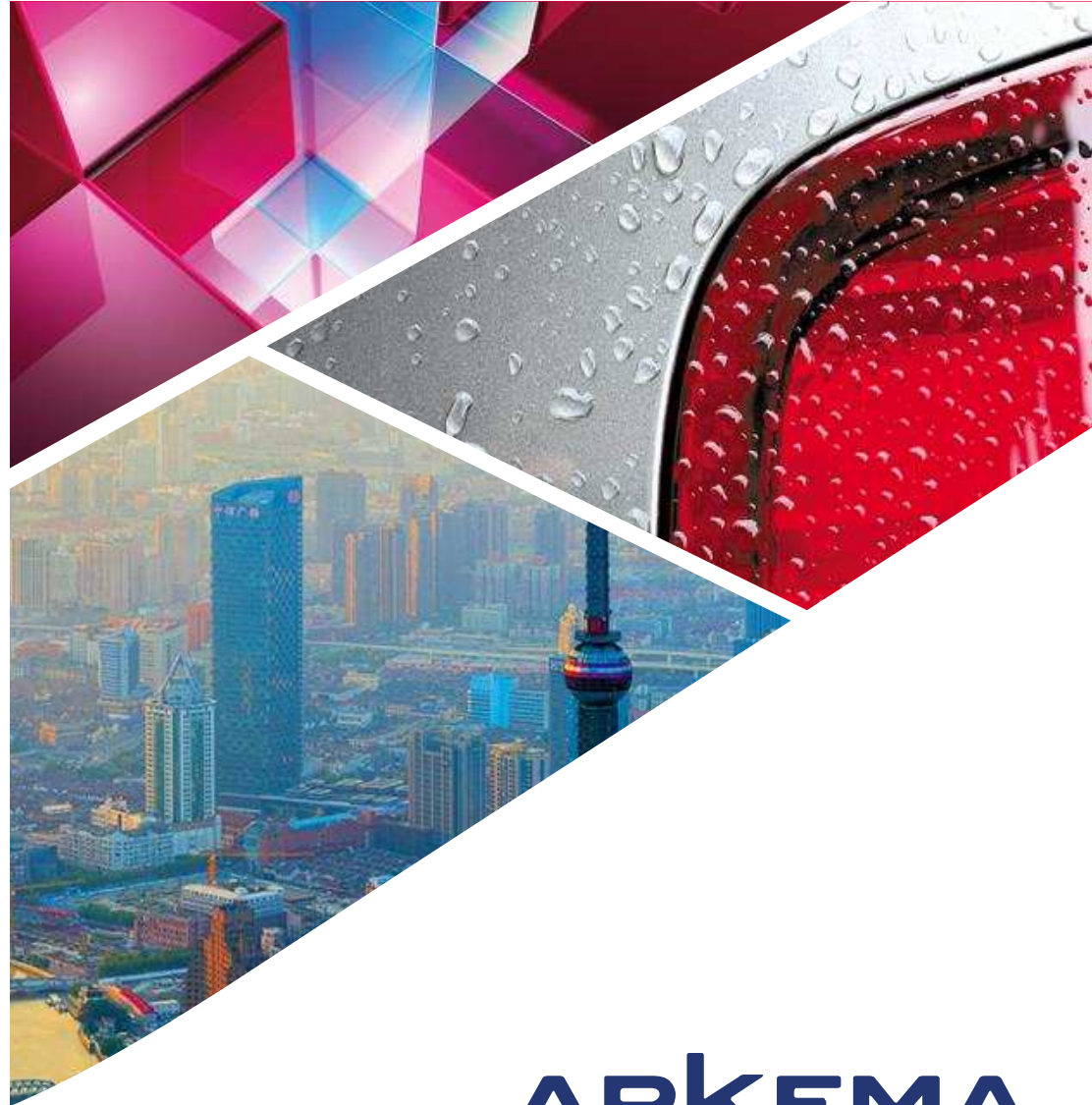


THIRD QUARTER 2018 RESULTS

6 NOVEMBER 2018



ARKEMA
INNOVATIVE CHEMISTRY

3Q'18 KEY TAKE-AWAYS

€2,167m sales

- ✦ **+7.3%** up YoY
- ✦ **+6.7%** at constant scope and FX

€374m EBITDA

- ✦ **+5.4%** up on excellent 3Q'17 (€355m)
- ✦ All time high EBITDA in 3Q
- ✦ Up YoY in all three divisions
- ✦ On track with FY guidance

17.3% EBITDA margin

- ✦ Resilient at high levels (17.6% in 3Q'17)

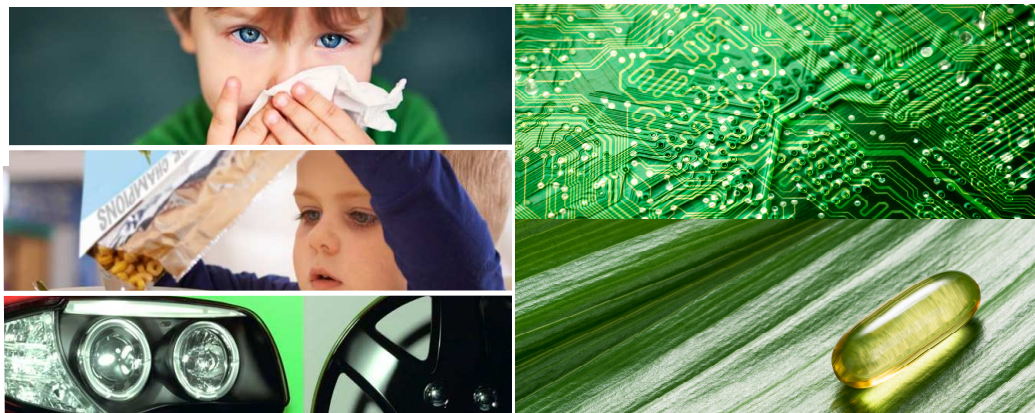
€186m adjusted net income

- ✦ **+18%** up YoY on higher EBITDA and lower taxes
- ✦ **€2.44** adjusted EPS (€2.08 in 3Q'17)

€1,167m net debt

- ✦ Strong cash generation with **+€227m** free cash flow
- ✦ Net debt significantly down versus 30 June 2018 (€1,372m)
- ✦ **24%** gearing and **0.8x** EBITDA of last 12 months

MAIN ANNOUNCEMENTS SINCE 30 JUNE 2018



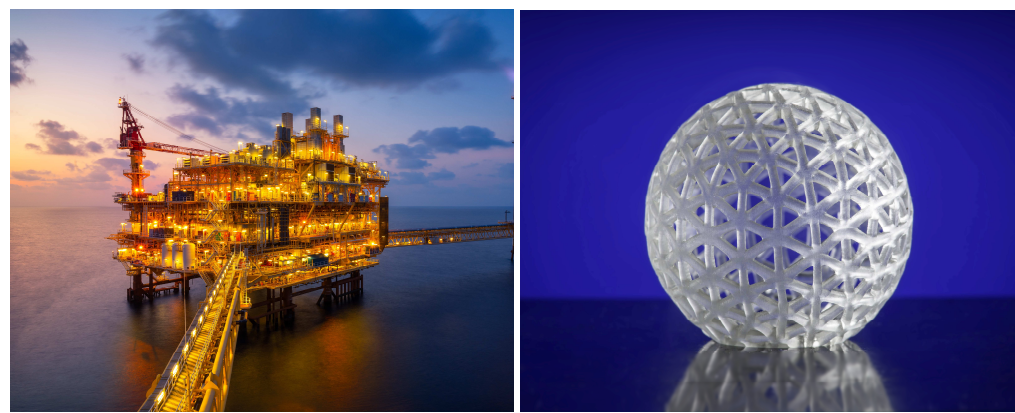
BOLT-ON ACQUISITIONS WITHIN BOSTIK

Acquisition of Nitta-Gelatin's industrial adhesives

- ~€30m annual sales
- Expand in Japan in industrial adhesives for packaging, labelling, transportation and electronics

Acquisition of Afinitica

- Small bolt-on acquisition
- Innovative process for instant adhesives (cyanoacrylates)
- First step in building a solid position in engineering adhesives used in the strong growth potential markets of electronics and medical



ADVANCED MATERIALS

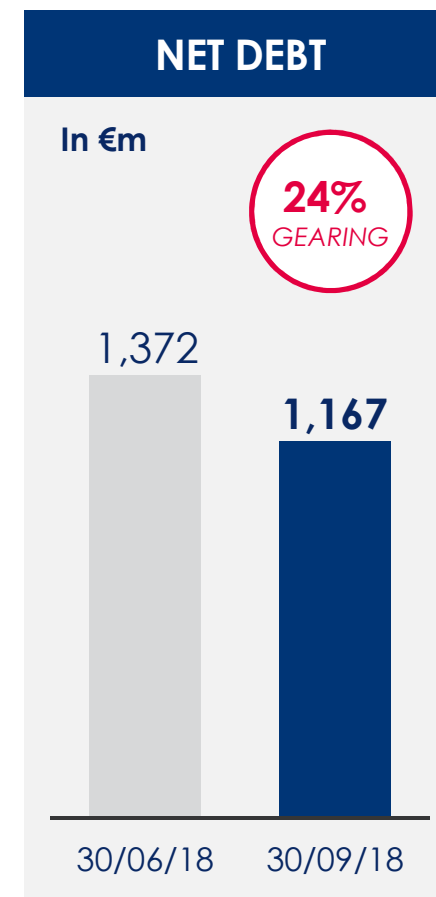
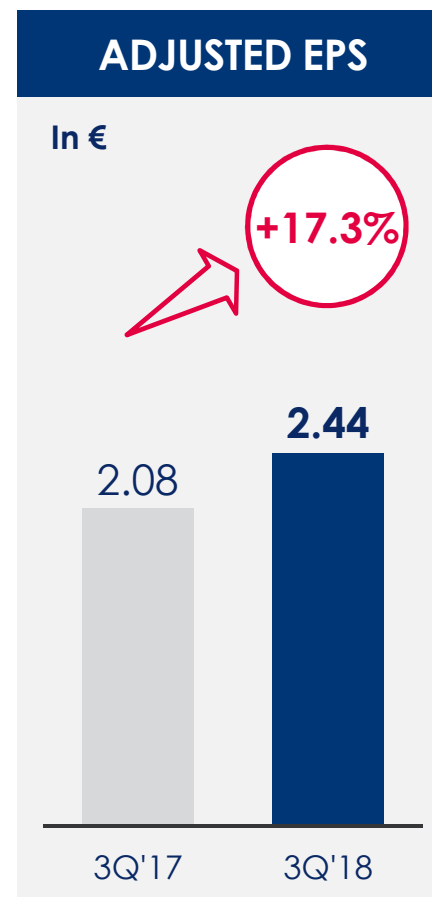
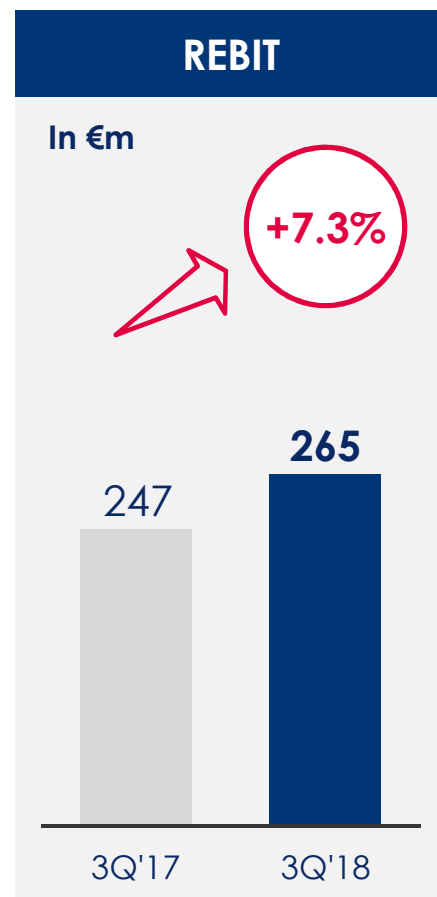
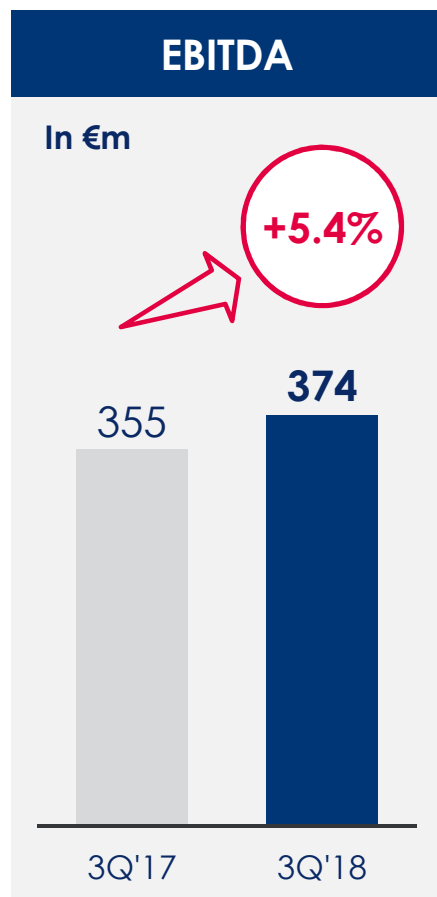
Creation of a joint-venture with Barrday

- Thermoplastic composite solutions (carbon fiber and specialty polymer tapes) for oil and gas market
- Substantial improvements in weight reduction and corrosion resistance
- Solutions for flexible pipes in deep offshore and tomorrow's onshore operations

3D printing

- New dedicated commercial platform
- New center of excellence at Sartomer Exton facility
- Accelerate the development of Arkema's range of materials (UV curing resins, specialty polyamides, PEKK) and services

3Q'18 HIGHLIGHTS



3Q'18 KEY FIGURES

In €m (except EPS)	3Q'17	3Q'18	CHANGE
Sales	2,019	2,167	+7.3%
EBITDA	355	374	+5.4%
EBITDA margin	17.6%	17.3%	
Recurring operating income (REBIT)	247	265	+7.3%
REBIT margin	12.2%	12.2%	
Adjusted net income	158	186	+17.7%
Net income – Group share	142	174	+22.5%
Adjusted EPS (in euros)	2.08	2.44	+17.3%

3Q'18 SALES BRIDGE



HIGH PERFORMANCE MATERIALS (46% OF GROUP SALES)

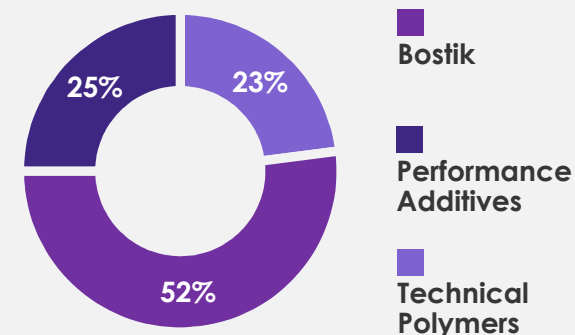
3Q'18 KEY FIGURES

In €m	3Q'17	3Q'18	Change
Sales	955	987	+3.4%
EBITDA	161	162	+0.6%
EBITDA margin	16.9%	16.4%	
Rec. operating income	123	123	-

3Q'18 SALES DEVELOPMENT

Volumes	+0.5%
Prices	+1.9%
Currency	(1.0)%
Scope	+2.0%

3Q'18 SALES BY BUSINESS LINE



3Q'18 HIGHLIGHTS

❖ Sales up 2.4% at constant FX and scope of business

- +1.9% price effect reflecting Group's continued initiatives to increase selling prices across all businesses
- Volumes up 0.5% compared to the excellent 3Q'17 performance, driven by a solid demand in the areas of lightweight materials and consumer goods (sports, electronics) while reflecting priority given to price increases over volumes

❖ €162m EBITDA and 16.4% EBITDA margin

- Confirm the division's resilience in a higher raw materials cost environment
- Benefits from the integration of bolt-on acquisitions in adhesives (XL Brands)
- As forecasted, lower YoY contribution from specialty molecular sieves

INDUSTRIAL SPECIALTIES (30% OF GROUP SALES)

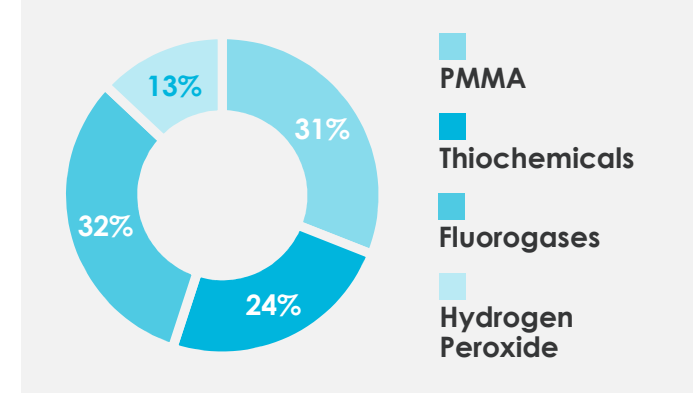
3Q'18 KEY FIGURES

In €m	3Q'17	3Q'18	Change
Sales	594	646	+8.8%
EBITDA	149	165	+10.7%
EBITDA margin	25.1%	25.5%	
Rec. operating income	106	121	+14.2%

3Q'18 SALES DEVELOPMENT

Volumes	(3.3)%
Prices	+11.4%
Currency	+0.6%
Scope	-

3Q'18 SALES BY BUSINESS LINE



3Q'18 HIGHLIGHTS

❖ Sales up 8.1% at constant FX and scope of business

- +11.4% price effect, positive in each of the 4 Business Lines of the division
- Volumes down 3.3% YoY on lower selling quotas for Fluorogases

❖ €165m EBITDA, up 10.7% YoY and 25.5% EBITDA margin, reflecting:

- Benefits from F-Gas regulation in Europe in Fluorogases
- Slight normalisation in PMMA towards the end of the quarter
- Robust performance in Thiochemicals and Hydrogen Peroxide

COATING SOLUTIONS (24% OF GROUP SALES)

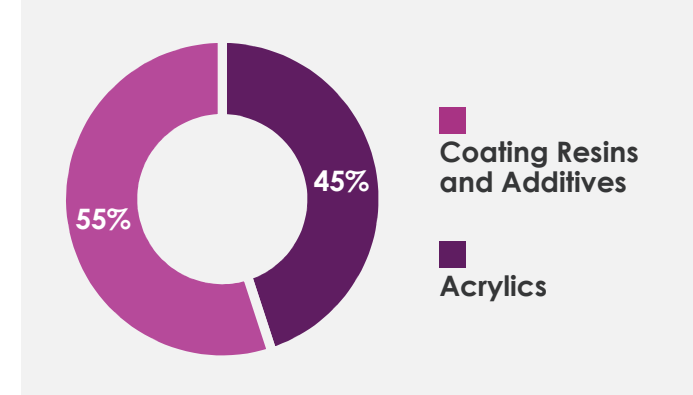
3Q'18 KEY FIGURES

In €m	3Q'17	3Q'18	Change
Sales	463	527	+13.8%
EBITDA	62	65	+4.8%
EBITDA margin	13.4%	12.3%	
Rec. operating income	36	39	+8.3%

3Q'18 SALES DEVELOPMENT

Volumes	+3.5%
Prices	+10.2%
Currency	+0.1%
Scope	-

3Q'18 SALES BY BUSINESS LINE



3Q'18 HIGHLIGHTS

❖ Sales up 13.7% at constant FX and scope of business

- +10.2% price effect reflecting higher selling prices across the entire chain
- Volumes up 3.5% driven by solid demand in Asia and the US

❖ EBITDA up 4.8% YoY at €65m

- Gradual improvement of unit margins in acrylic monomers, in line with Group's assumptions
- Downstream performance impacted by higher raw material costs, notably acrylic acid

❖ 12.3% EBITDA margin impacted by the significant dilutive effect of higher selling prices on the ratio

3Q'18 CASH FLOW

In €m	3Q'17	3Q'18	3Q'18 highlights
EBITDA	355	374	
Change in working capital ⁽¹⁾	94	65	<ul style="list-style-type: none"> In a context of higher raw material costs 16.1% WC over annualized sales ratio versus 15.5% at 30/09/17 and 16.8% at 30/09/16
Change in fixed assets payables ⁽¹⁾	4	9	
Current taxes	(50)	(45)	US tax reform benefit and geographic mix of Group's earnings
Cost of debt	(24)	(23)	
Recurring capital expenditure ⁽²⁾	(95)	(126)	In line with Group guidance. FY'18e total capex (including exceptional) at ~€550m
Others	11	2	
RECURRING CASH FLOW	295	256	
Exceptional capital expenditure ⁽²⁾	(2)	(16)	Mainly related to Thiochemicals in Malaysia and specialty polyamides in Asia
Other non-recurring items in operating and investing cash flow	(19)	(13)	Mainly restructuring expenses
FREE CASH FLOW	274	227	
Impact of portfolio management	(2)	(27)	Mainly acquisitions in adhesives
NET CASH FLOW	272	200	

⁽¹⁾ Excluding non-recurring items and impact of portfolio management

⁽²⁾ Restated 2017 figures following announcement of several capex projects classified as exceptional

2018 OUTLOOK

❖ **Macro-economic environment should remain contrasted**

- Different dynamics by end-markets and regions
- Geopolitical tensions
- High raw material prices

❖ **Arkema will continue to focus on internal drivers**

- Innovation in advanced materials
- Integration of bolt-on acquisitions in adhesives
- Selling price increases to reflect higher raw material costs
- Operational excellence initiatives to partly offset fixed cost inflation
- Globally robust performance of intermediate chemicals businesses, despite expected gradual normalisation of PMMA in 4Q

On the back of its results for the first nine months of the year, Arkema confirms its guidance for full-year 2018 to achieve mid-single digit ⁽¹⁾ EBITDA growth compared to the excellent 2017 performance.

⁽¹⁾ Of around 5%

DISCLAIMER

The information disclosed in this document may contain forward-looking statements with respect to the financial condition, 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 material risk factors such as among others, changes in raw material prices, currency fluctuations, implementation pace of cost-reduction projects and changes in general economic and business conditions. These risk factors are further developed in the reference document.

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*.

Financial information since 2005 is extracted from the consolidated financial statements of Arkema. Quarterly financial information is not audited.

The business division information is presented in accordance with Arkema's internal reporting system used by the management.

The main performance indicators used by the Group are defined in the notes to the consolidated financial statements at 31 December 2017 included in section 4.3.3 of the 2017 Reference Document and in the press release. As part of the analysis of its results or to define its objectives, the Group also uses the following indicators:

REBIT margin: corresponds to the recurring operating income (REBIT) as a percentage of sales.

Free cash flow: corresponds to cash flow from operations and investments excluding the impact of portfolio management.

EBITDA to free cash flow conversion: corresponds to free cash flow excluding exceptional investments divided by EBITDA. Free cash flow will be restated to offset the impact of the raw material environment on changes in working capital.

Return on capital employed: corresponds to the ratio of: $(\text{REBIT} - \text{current income taxes}) / (\text{net debt} + \text{shareholders' equity})$ under current IFRS rules.