

Arkema in 2011

# Profile

**ARKEMA**  
The world is our inspiration

# Five Years of Steady Growth

In five years, we have shifted our business portfolio to high-value-added product lines. We now rank from first to third globally in our leading business segments, namely Industrial Chemicals and Performance Products. In Vinyl Products, we rank third in Europe. Arkema's growth and profitability are driven by innovation, a stepped-up presence in emerging markets, and targeted acquisitions.

Profitability since 2005

x 2.2

>50%

growth in capital expenditure  
dedicated to emerging  
economies

€650 million

sales acquired  
between 2005 and 2010

No. 1  
in the world

- Thiochemicals
- Specialty polyamides
- PVDF fluoropolymers\*
- PMMA acrylic glass\*\*

No. 2  
in the world

- Organic peroxides
- Fluorocarbon gases
- Molecular sieves
- PVC stabilizers

No. 3  
in the world

- Hydrogen peroxides
- Acrylic acids
- etc.

\* Polyvinylidene fluoride

\*\* Polymethyl methacrylate

## MARKETS

# A Wide Range of Sectors

Arkema makes a broad array of products for a number of major industries, among them construction, packaging, chemicals, automotive manufacturing, electronics, food and pharmaceuticals. A leader in key chemical production sectors such as chlorine, thiochemicals, acrylics, fluorochemicals and hydrogen peroxide, our products include intermediate chemicals, polymers, fine chemicals and specialty chemicals.



**Chemical industry\*, construction and public works**

15 - 20%\*\*

**Energy, coatings and adhesives, electronics, automotive industry, manufacturing, packaging**

5 - 10%\*\*

**Pulp and paper, environment, agrochemicals, health, personal care and beauty, sports and leisure, street furniture and signage**

< 5%\*\*

\* Including sales to chemical distributors

\*\* % revenue in each market

# Pivotal to Sustainable Development

Arkema is building the future of the chemical industry every day. It is a cutting-edge, responsible, innovation-oriented specialty chemical industry that offers customers practical solutions for tackling the challenges of climate change, access to drinking water, the energies of the future, fossil resource stewardship and lighter materials.

## Some of Arkema's Major Innovation Successes

- The successful start-up of the plant producing next-generation **Forane® 125** refrigerant gas using an Arkema process.
- **Kynar®** films to protect photovoltaic solar panels.
- The **Apolhya® Solar** pline for the encapsulation of photovoltaic panels for solar cells.
- The U.S. Environmental Protection Agency's approval of **Paladin®**, an environmentally friendly soil fumigant.
- The market launch of **Rilsan® HT**, the first high-temperature, biosourced polyamide able to replace metal in highly technical applications.
- Winning France's Pierre Potier Prize for Innovation for **Kynar Aquatec®**, a PVDF aqueous emulsion for reflective coatings.
- **Altuglas®** for energy-efficient LED-backlit television sets.
- **Kynar®** used as a binder for cathodes and a microporous separator in rechargeable lithium-ion batteries.



SPOTLIGHT

# 2010 Key Indicators

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€5.9 billion  
revenue

€790 million  
EBITDA

80 production plants

46 in Europe,  
24 in North America,  
10 in Asia

8 R&D centers

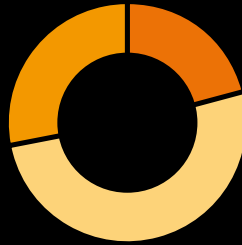
5 in France, 2 in the United States,  
1 in Japan

2.5%

of revenue allocated to R&D

14,000  
employees

## Revenue by business segment



Vinyl Products **19%**  
Industrial Chemicals **53%**  
Performance Products **28%**

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## Revenue by region



Europe **48%**  
North America **29%**  
Asia **18%**  
Rest of the World **5%**

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## Workforce by region



Europe **73%**  
North America **17%**  
Asia **9%**  
Rest of the World **1%**

TRENDS

# Making Everyday Life Easier

Arkema products are often found in the everyday objects that surround us. Our high-performance materials and specialty chemicals keep pace with technological change, enabling our customers to meet consumer expectations.



01



02



03



04



05

**1. Altuglas®** in LCD-LED television sets optimizes light diffusion.

**2. Rilsan®** can be found in stadiums around the world with Adidas' AdiZero soccer shoe cleats.

**3. Kynar®, Altuglas® HT 21 and Apolhya® Solar** boost the efficiency of photovoltaic cells.

**4. Membranes made out of Kynar®** nanostructured fluoro-copolymer are used for water ultrafiltration.

**5. Rilsan® Clear** delivers strength and flexibility in designing Quicksilver sunglasses.