



SOLVAY

asking more from chemistry®

SPM

Sustainable Portfolio Management

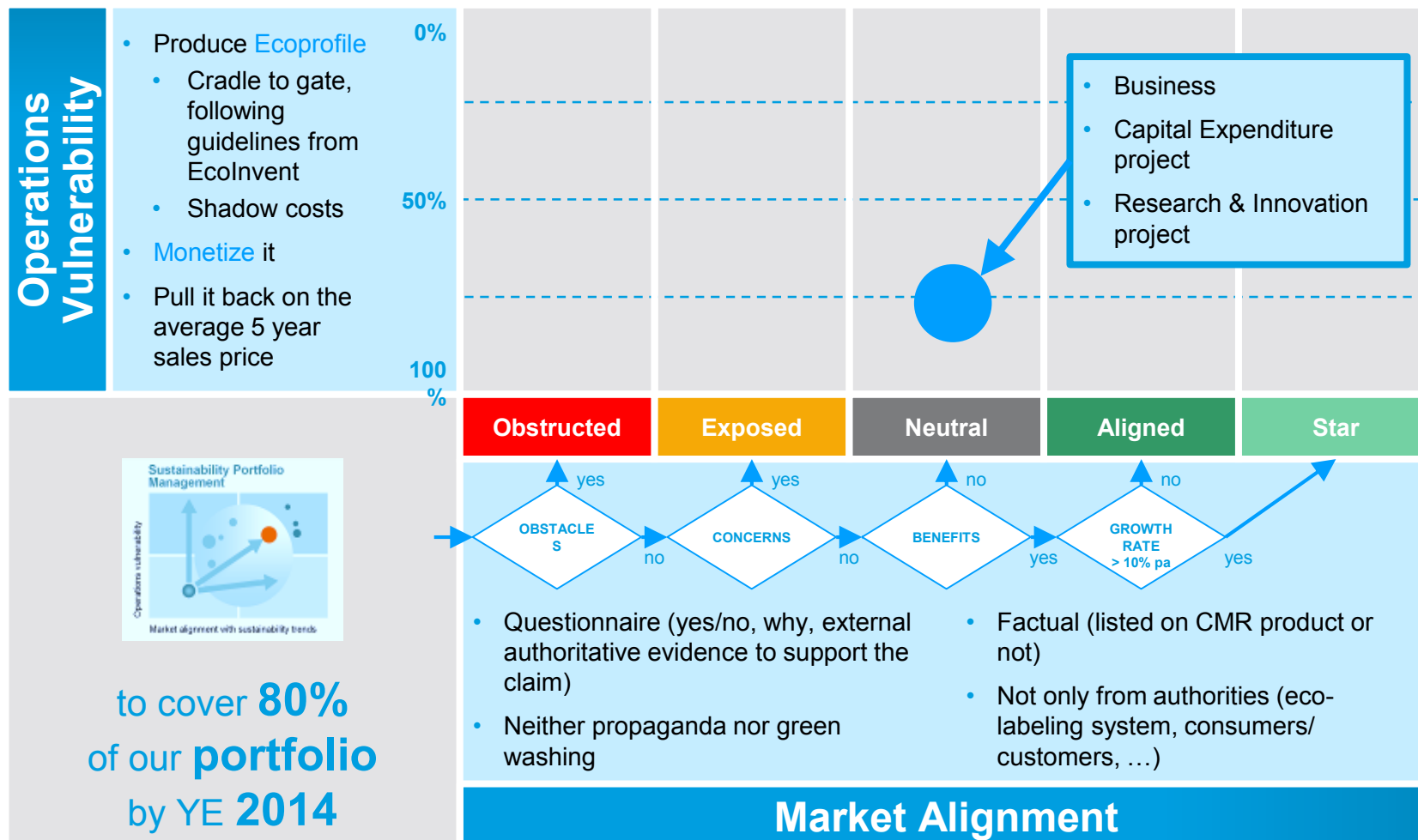
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SPM aims at balancing the business portfolio from a sustainability perspective

- SPM materializes together
 - ◆ The **environmental footprint** of the manufacturing of a product
 - ◆ From a final consumer perspective, whether it is part of applications that are ultimately **sustainability problems or solutions**
- SPM materializes **Sustainable Development risks** and **opportunities** at a specific moment
 - ◆ The vertical axis measures a potential substitution risk
 - ◆ The horizontal axis measures a potential for growth (or phase out risk)
- The tool is backed up by **science** and **standards**
- A dedicated **team of experts** manages the analysis
- **External review** (second opinion) are regularly asked
- SPM enables senior managers to make **informed** business decisions

Sustainable Portfolio Management - SPM

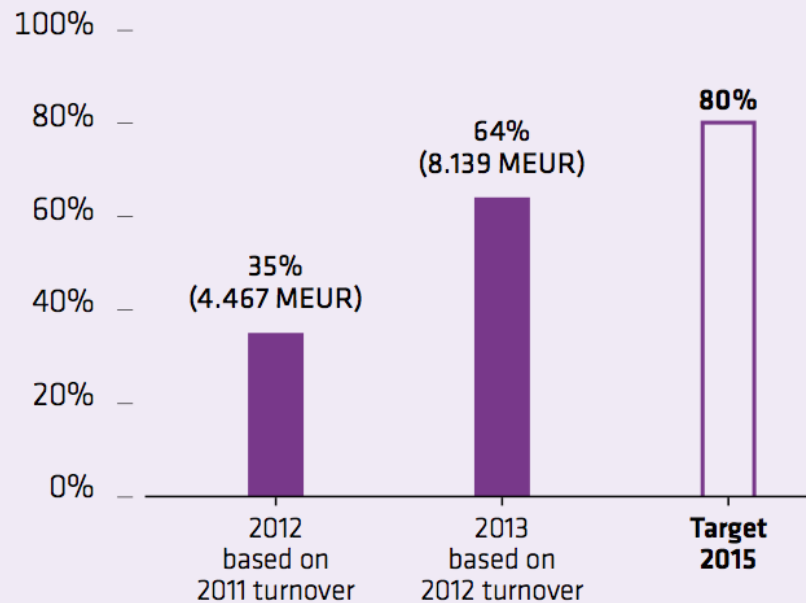


The current situation is published in the sustainability report

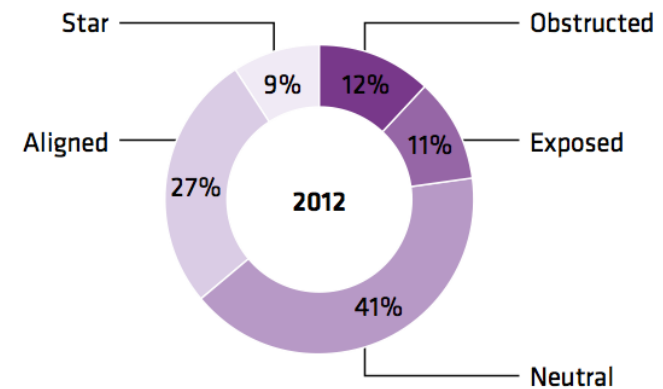
Solvay's 2020 target:

➔ To reach 20% of "Product-Application Combinations" in the "Star" category, i.e. in markets expected to experience double-digit growth for sustainability reasons.

➔ Sustainable Portfolio Management



➔ Turnover Breakdown by SPM Categories



Perimeter: SPM operational perimeter: entities are fully consolidated or proportionately consolidated in the case Solvay isn't the sole owner.

Legend: Percentage of turnover per SPM category, for the SPM assessed revenue.

Source: 2013 Sustainable Development report

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