



Welcome to our world of smart adhesives

CORPORATE PRESENTATION 2018



an Arkema company
www.bostik.com

ARKEMA
INNOVATIVE CHEMISTRY

**Bostik is part of the Arkema Group,
a designer of materials and
innovative solutions**



Arkema key figures:

€8.3bn
worldwide sales



19,800
employees



55
countries



136
Production
plants



13
R&D centers



**A world player in specialty chemicals, Arkema prioritizes
6 research platforms dedicated to sustainable development:**



**New
energies**



**Biosourced
materials**



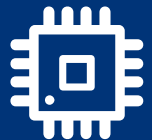
**Water
treatment**



**Home efficiency
and insulation**



**Lightweight
materials**



**Consumer
electronics**

Bostik is the Specialty Adhesives business of the Group, operating within the High Performance Materials segment



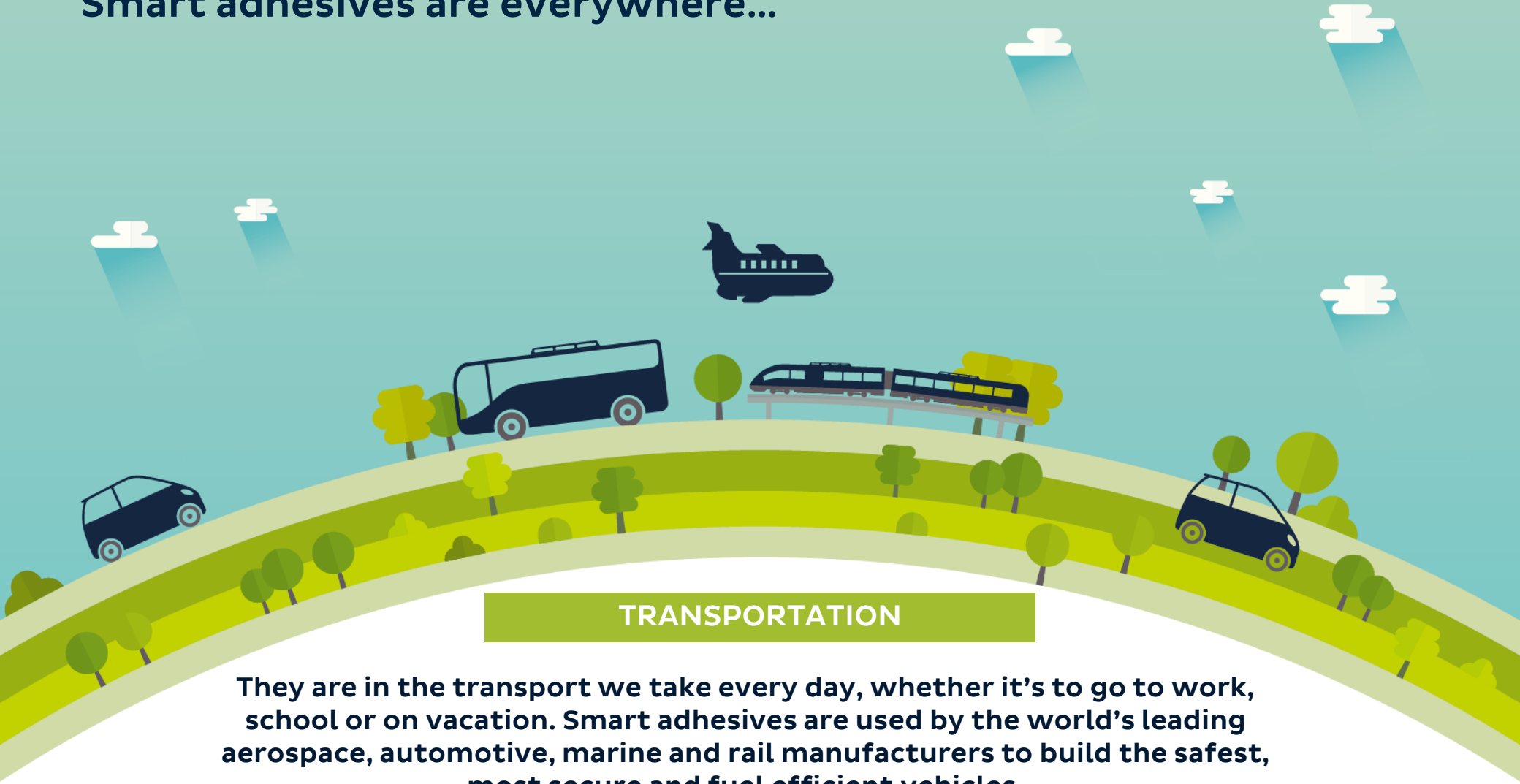
With Bostik, we have created a leading growth platform in adhesives, which currently represents almost a quarter of our overall sales. Bostik is proving all its potential, with its EBITDA up by more than 50% since it joined Arkema three years ago.

Thierry Le Hénaff
Arkema Chairman & Chief Executive Officer

Press Release: Arkema – Full year 2017 results
22 February 2018



Smart adhesives are everywhere...



They are in the transport we take every day, whether it's to go to work, school or on vacation. Smart adhesives are used by the world's leading aerospace, automotive, marine and rail manufacturers to build the safest, most secure and fuel efficient vehicles.

Smart adhesives are everywhere...



DURABLE & CONSUMER GOODS

They are in the products and items we use every day. Whether it's a baby's diaper, the packaging containing your favorite snack or the digital device you use to stay connected, it's likely that one of our smart adhesives was used in its manufacture.

Smart adhesives are everywhere...



CONSTRUCTION

They are used to build or renovate the buildings where we live and work. Whether they're under the floors, behind the walls or used in the building's structure, it's almost certain that one of our smart adhesives is close by.

Smart adhesives are everywhere...



DO IT YOURSELF (DIY)

They provide the confidence and reassurance to help both novice and expert DIYers to accomplish simple and more challenging repair and renovation projects around the home.

Innovation drives the development of smart adhesives.
Our customers need to do more than simply stick things together...

SAFER

Are safe to use & better for the environment

Simson® ISR 70-03FR

World's first fire retardant SMP sealant for rail vehicle manufacturing

Provides longer times for passenger evacuation in safer conditions. Meets European EN45545 standard.



EFFICIENT

Deliver reduced cost in use & improved productivity

Kizen™

Next generation hot melt adhesive for case & carton sealing

Enables production efficiencies through waste elimination, coating weight reduction and fast setting speeds.



FLEXIBLE

Adapt to different types of surfaces & materials

Brilliance™

World's first high-performance olefin elastic attachment adhesive

Reliable performance on the latest materials. Less odor. Flexibility across equipment & line speeds.



RESPONSIVE

Combine bonding performance with additional functionality

Axios™

Revolutionary hardwood adhesives based on Tri-Linking Polymer technology

Sound reduction for building occupants. Unlimited moisture vapor protection for all types of wood.



Innovation is in our DNA

M-Resins



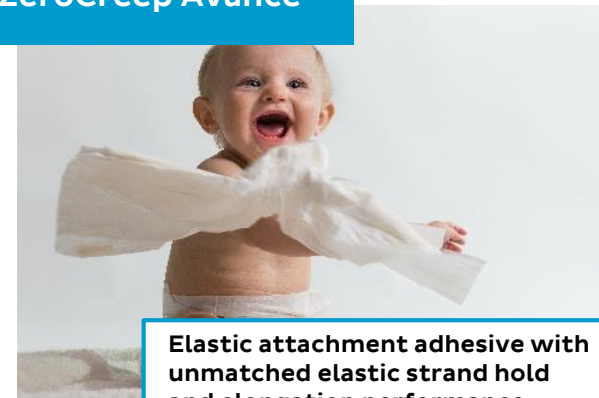
Patented pressure-sensitive adhesives for resealable food packaging films and lids

Clear on Clear



Patented clear label adhesive offering a 'no label' look for packaging applications

ZeroCreep Avancé



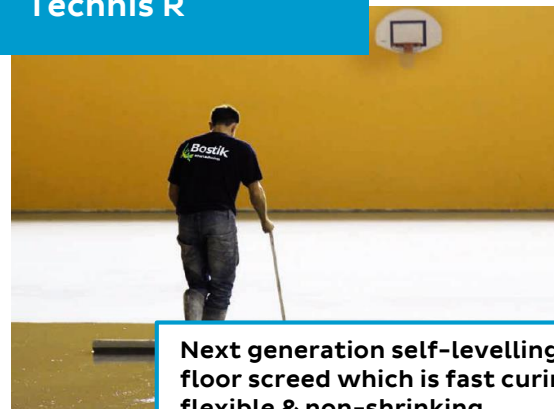
Elastic attachment adhesive with unmatched elastic strand hold and elongation performance

SAF Structural Adhesives



Patented adhesives with high resistance and durability when bonding composites & other materials

Technis R



Next generation self-levelling floor screed which is fast curing, flexible & non-shrinking

Wet on Wet Sealant



Instantly paintable acrylic sealant for faster decoration jobs

We have an adhesive solution for any bonding challenge...



... through the
widest choice
of
chemistries
and
technologies



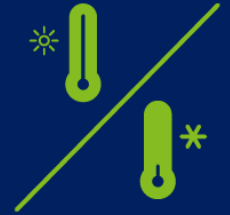
Permanent
or Removable



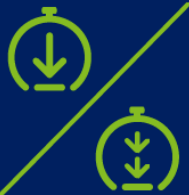
Stiff or Elastic



Thick or
Ultra Thin



High or Low
Temperatures



Fast Setting or
Gradual Strength
Build Up



Internal or
External



Under Water or
Above Water

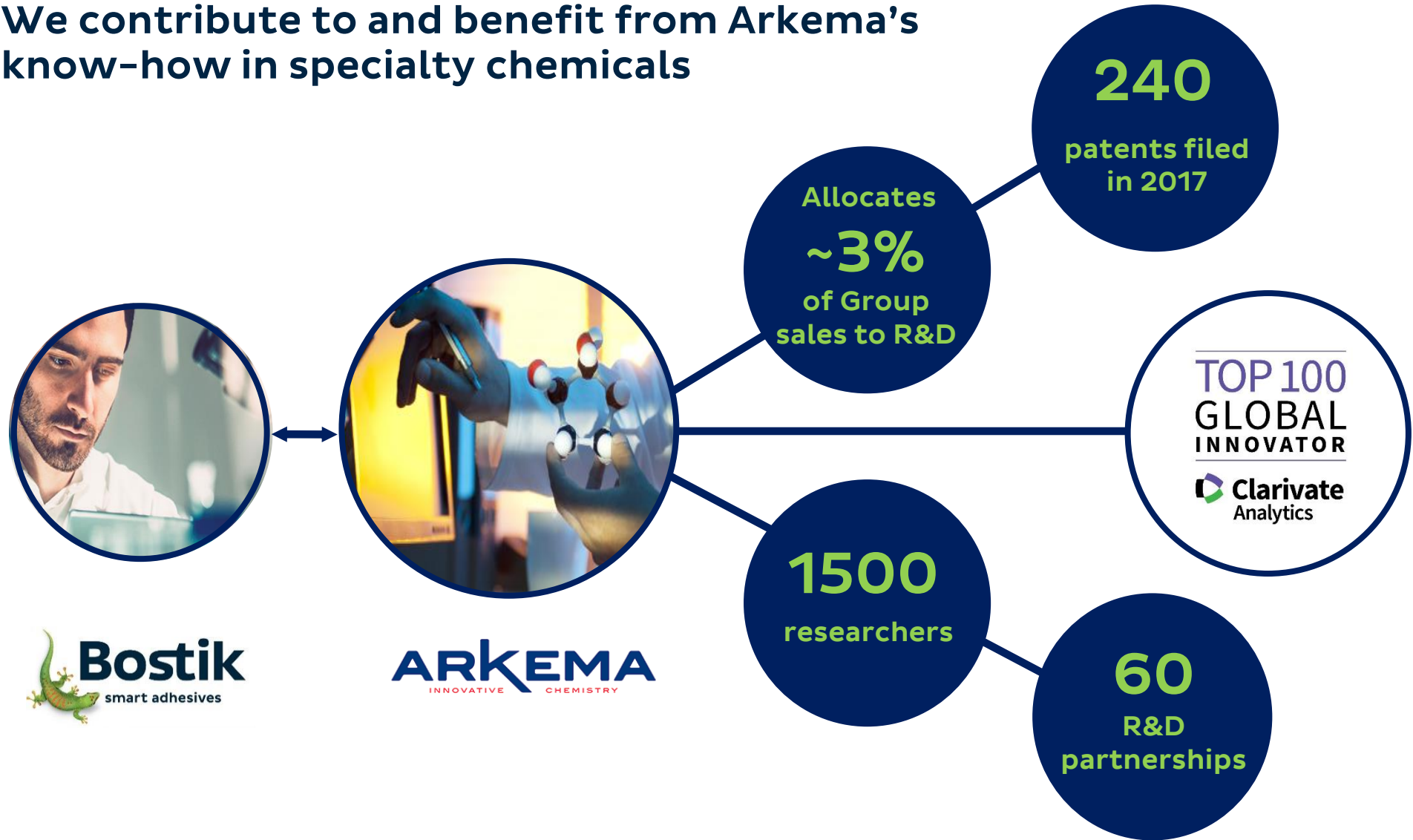


Advanced
Composites or
Traditional
Substrates



Rigid or Flexible
Materials

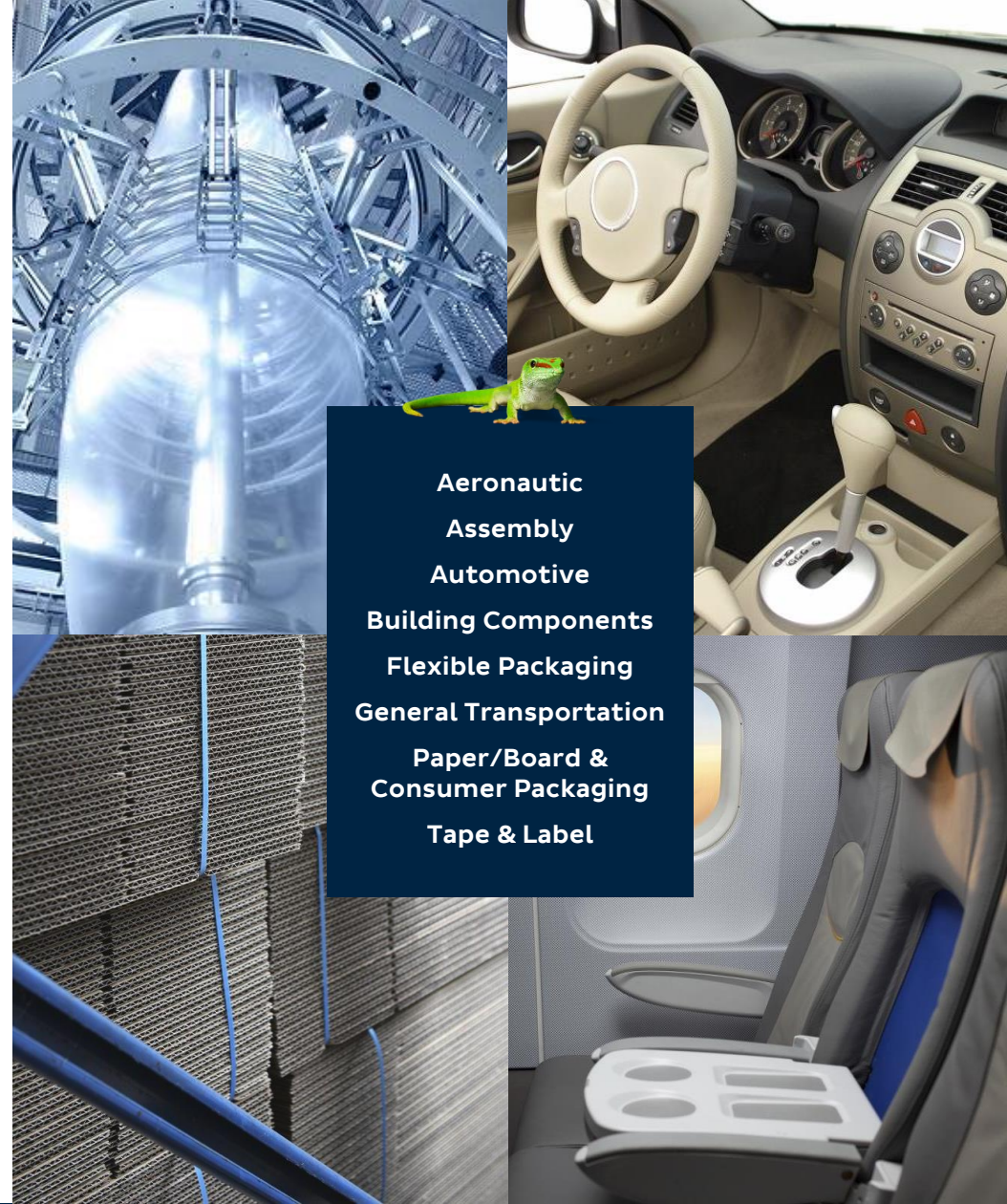
We contribute to and benefit from Arkema's know-how in specialty chemicals



Our smart adhesives are produced for four worldwide markets

Industrial Adhesives

Our industrial adhesive systems are used in the manufacture and assembly of products across a diverse range of sectors. From aircraft and electronics to food packaging and labelling, we partner with global leaders in manufacturing to develop smarter adhesives which offer reliable performance and improve operational efficiency.



**Aeronautic
Assembly
Automotive
Building Components
Flexible Packaging
General Transportation
Paper/Board &
Consumer Packaging
Tape & Label**

Our smart adhesives are produced for four worldwide markets

Disposable Hygiene

For nearly five decades, we have led the way in understanding end user needs and using this insight to create smart adhesives for disposable hygiene products. From developing the first adhesive for elastic diaper legs to pioneering stretch adhesives, our innovations have created evolutionary change within the disposable hygiene industry worldwide.

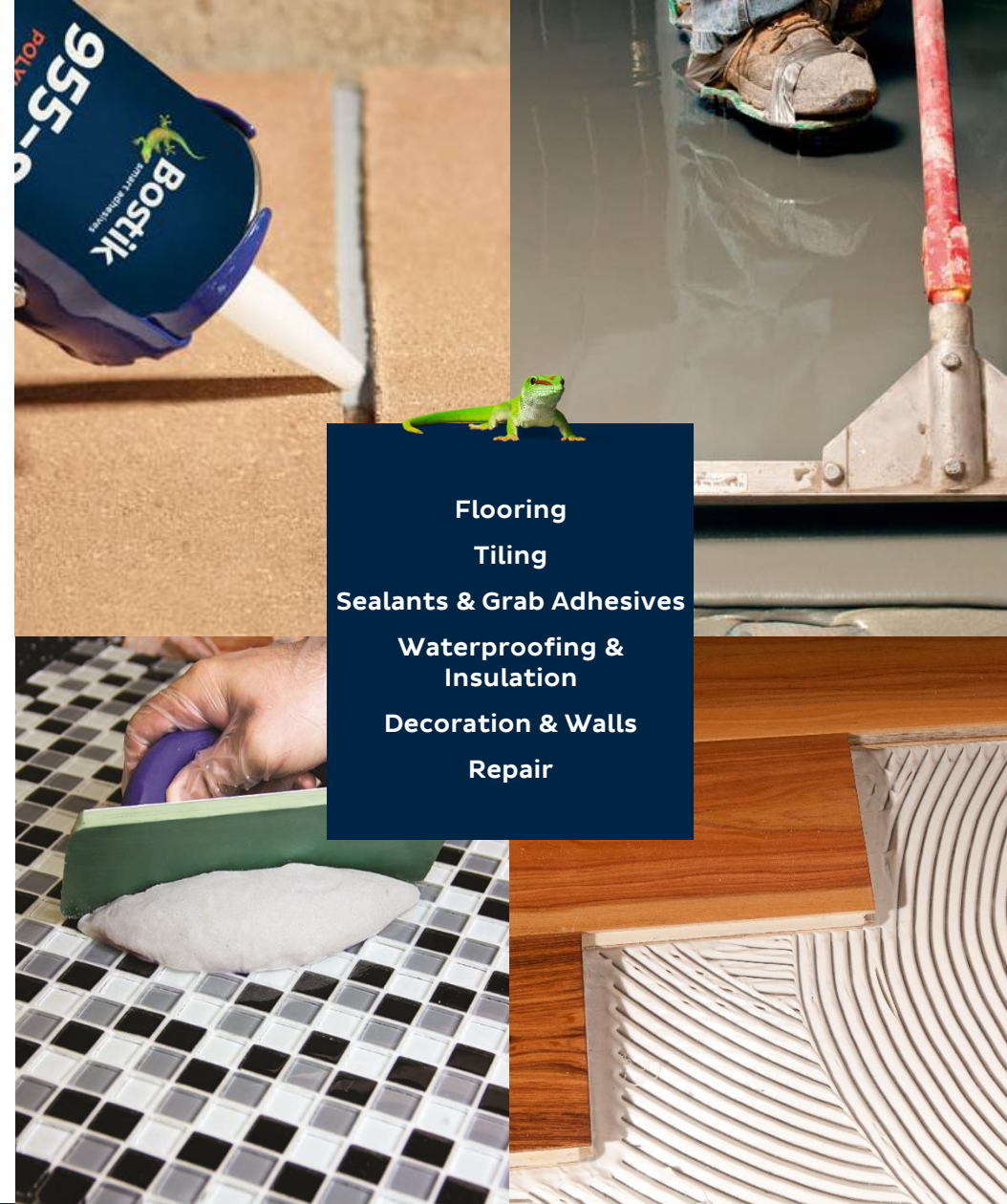


Baby Diapers
Feminine Care
Adult Incontinence
Tissues

Our smart adhesives are produced for four worldwide markets

Construction

Our complete range of construction solutions have been used to construct and renovate some of the world's best known buildings, landmarks and attractions. They are used to prepare, bond, seal and protect and perform in the most extreme conditions. Our brand is instantly-recognized and is trusted by millions of architects, contractors and distributors across the globe.



Flooring
Tiling
Sealants & Grab Adhesives
Waterproofing & Insulation
Decoration & Walls
Repair

Our smart adhesives are produced for four worldwide markets

Consumer

Our diverse DIY and consumer ranges are easy-to-use and equip DIYers and craft enthusiasts with the confidence to complete everyday repair, renovation and art projects with professional results.



Bostik key facts

Annual Sales 2017

€2 billion



6,000 Employees

Highly diverse workforce
Comprehensive suite of Bostik University training programs ensure effective talent management & employee engagement

Active in 55 Countries

90+ worldwide locations
57 manufacturing sites
34 Technical, Distribution, Sales & Administration centers



Innovation & R&D

4 Global Smart Technology Centers
500+ development & technical staff
12% of sales from innovations less than 3 years old

Operational Excellence

Safety is our #1 priority
Recent plant openings:
Malaysia, Philippines, Sweden & India



Business Expansion

Significant business expansion through recent acquisitions of Den Braven, CMP Specialty Products & XL Brands

Our global network



Our company strategy

A differentiated strategy by segment leveraging key strengths

Industrial Adhesives • Disposable Hygiene • Construction • Consumer

**Participate
in market
consolidation**



**Accelerate
geographical
expansion**



**Strengthen
operational
excellence**



Our ambitions for 2023



Total sales
Double
vs 2016



Organic
sales growth
3-4%



REBIT
12.5% - 13%



Exceed 1/3
of Arkema Group
sales



We have set ambitious but achievable objectives for 2023. With a clear strategy and the support of Arkema, Bostik will continue to make an active contribution to Group performance.

Vincent Legros
Bostik Chairman & Chief Executive Officer

We use all available means to connect with our customers

Industry Events & Seminars



Digital



In Store



Technical Training & Support



Our achievements have been recognized internationally by our customers

2018 Innovation Award:
Brilliance™

Adhesives and Sealants Council (ASC)



Performance Excellence Award
Boeing



Product of the Year:
MEM Montage-Kleber Mega Power
Bau Markt Manager Magazine



Innovation Award
FEICON Batimat



Innovation Award: DIY Category
Thermal Insulation Plaster



Best Supplier Award: Technical Support
Mabesa



Trophée de l'Environnement
Legallais Group



Supplier Innovation Award
American Packaging Corporation



Best Performance:
Basic Construction Materials Supplier
C&C Home Center



Product of the Year:
Fixer Sans Percer X Premium
Produit de l'année France



We're proud of our brand



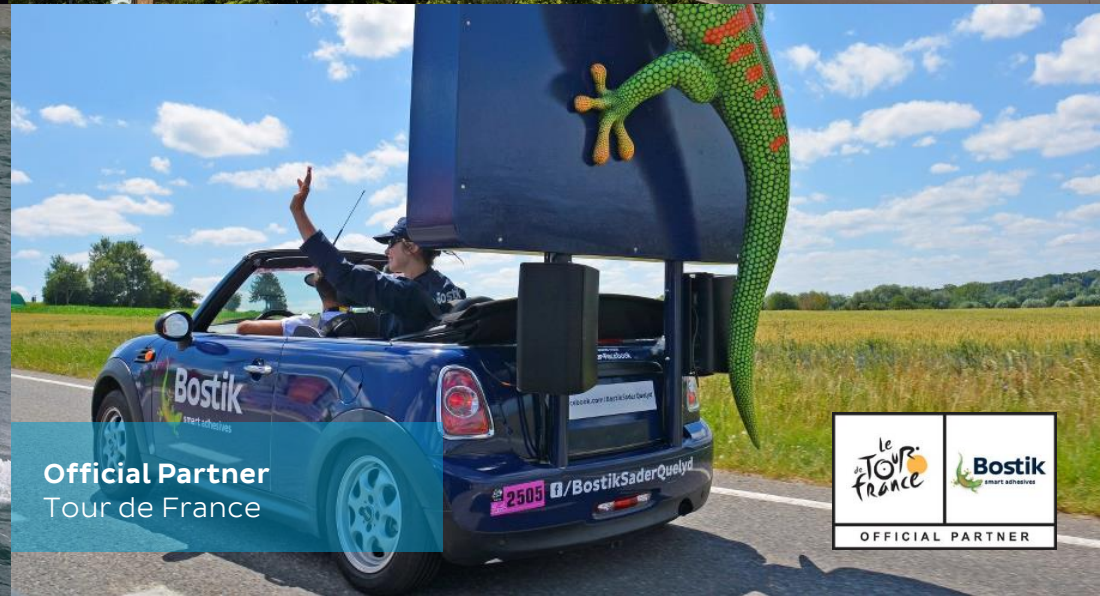
Digital Billboard
Shanghai, China



Bostik Boeing 737
Europe



Arkema Multi 50
Transat Jacques Vabre Race



Official Partner
Tour de France





Stay smart!

