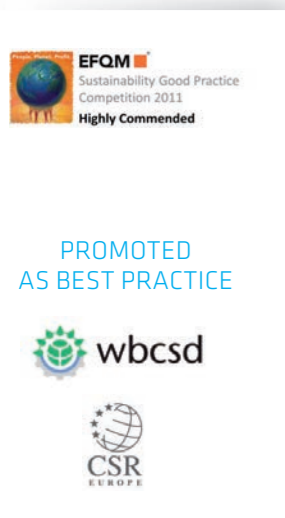


SPM methodology audited and commanded

The SPM methodology was devised in-house in 2009 and developed further with the support of two authoritative consultancies, Arthur D. Little and TNO, because no such simple yet robust methodology existed at the time. It has been continuously improved since 2009 in order to make more pertinent and reliable SPM evaluations. Solvay and Arthur D. Little will now share SPM with others companies to further improve this methodology.

AWARDS



EXTERNAL RECOGNITIONS



ASSESSMENTS



SPM methodology is integrated into the Solvay Way framework (linked to 5 practices) and interacts with corporate processes such as strategic planning, merger and acquisition, investment and research & innovation

SPM linked to 5 practices, assessed by GBU and corporate function

	Sites	Enterprise BU/GBU	Purchasing Corporate	Finance Corporate	Strategy Corporate	Legal & Compliance & Public Affairs	HR Corporate	Expertise associated to the 22 commitments
Customers		8 practices			1 practice			Product Stewardship, R&D, Strategic Marketing, Sales, HSE
Employees	11 practices						2 practices	Human resources, HSE
Planet	10 practices					1 practice		HSE, Solvay Energy Services Public Affairs
Investors				2 practices	1 practice	2 practices		Legal, Strategy, Risk, Management
Suppliers			5 practices					Purchasing
Communities	6 practices							HSE



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(SPM)

SOLVAY way

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SPM
SUSTAINABLE
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MANAGEMENT

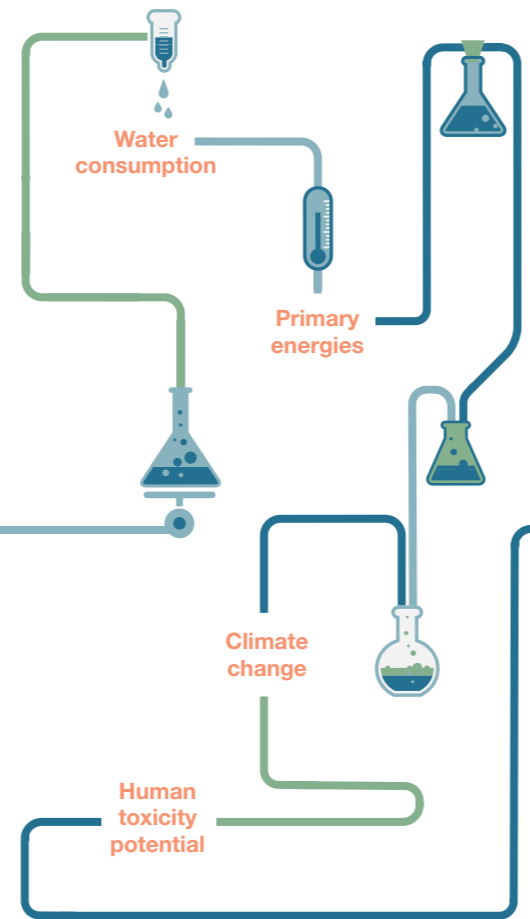
The SPM methodology serves as a strategic tool to develop information on our portfolio and analyze the impacts of sustainability megatrends on our businesses.

How to progress the SPM analysis of one product in one application?



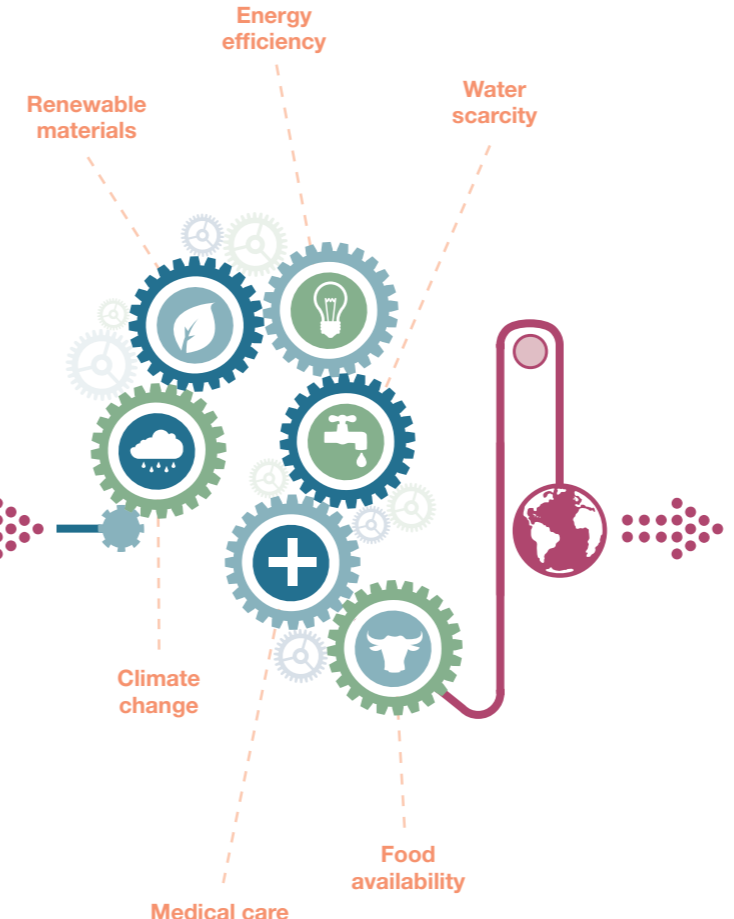
STEP 1 Environmental footprint of the product

Analysis of the business risks and opportunities in relation to the environmental footprint of its manufacturing process (cradle-to-gate).



STEP 2 Assessing the fit with the sustainability challenges in the market place

From a sustainability standpoint and a consumer perspective, is our product used in applications that are part of the solutions or part of the problems?

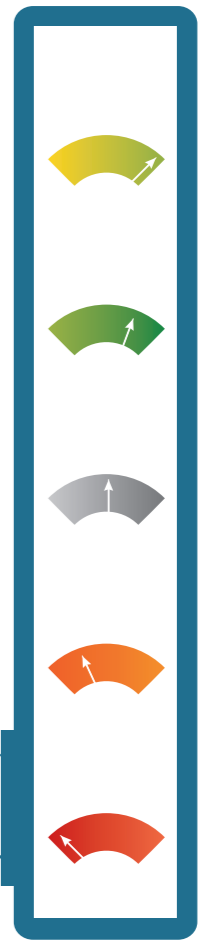


STEP 3 Action plans to accelerate business growth and mitigate risks

Action plans to accelerate business growth and mitigate risks



Solvay provides solutions that match the sustainability needs of the marketplace: not only «obvious» solutions such as biodegradable products for soaps and shampoos, or renewable-based solvents for paints and coatings but also more complex solutions that ultimately enable consumers to reduce their energy consumption or the amount of wasted food they generate, to address the limitations from ageing, or to favor the treatment given at home.



SPM assessments are appreciated at the Product-Application Combination (PAC) level.

SPM «Star» category
PAC for which there is a positive signal in line with sustainability trends in the marketplace, with anticipated double-digit growth (energy efficiency, e.g.).

SPM «Aligned» category
PAC for which there is a positive signal resulting from sustainability trends in the marketplace (medical care, e.g.).

SPM «Neutral» category
PAC for which there are neither positive nor negative signal resulting from sustainability trends in the marketplace.

SPM «Exposed» category
PAC for which there is a weak negative signal resulting from sustainability trends in the marketplace (restriction in use in one OECD country, e.g.).

SPM «Obstructed» category
PAC for which there is a strong negative signal resulting from sustainability trends in the marketplace (ecotoxicity, e.g.).