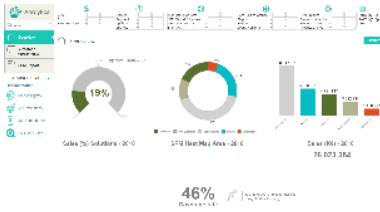


Overview Tab



Process Owner
 Marc Piret
 Process Expert

D&PS Expert
 Sophie Maillet

Sales % Solutions:

This indicator shows the percentage of Solvay sales that are considered in the "solutions" category.

The group objective is to reach 50% of our sales in this category by 2025.

Sales (%) Solutions - 2018

Category	Percentage
Solutions	19%
Objective Group 2025	50%

SPM Heat Map Area:

The heat map is the highest-level portfolio steering instrument of the SPM assessment. It categorizes PACs (Production Application Combination) in four higher level categories :

- Solutions
- Challenges
- Not Evaluated by SPM
- Neutral

SPM Heat Map Area - 2018

Category	Percentage
Solutions	18%
Challenges	6%
Neutral	23%
Not assigned	42%
Not Evaluated	12%

Sales in KEuros:

Sales data from BW P&L source by category of SPM:
 This is in Euros only.

Sales (K€) - 2018

Category	Sales (K€)
Not assigned	10 942 331
Neutral	5 866 011
Solutions	4 731 147
Not Evaluated	3 022 944
Challenges	1 460 922
Total	26 023 354

Coverage Rate:

This displays the % of the sales with an SPM Assessment.
 Calculation = (Challenges + Solutions + Neutral) / Total sales

46%
 Coverage rate

% of End Use X Product classified using SPM methodology

