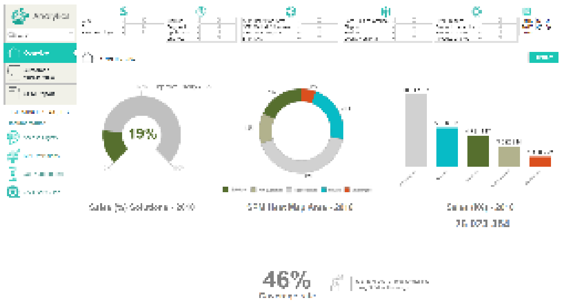
Definitions and Data Sources



Process Owner

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Process Expert

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Data Sources and Structure:		
blocked URL(current as of 5/15/2018)		
BW Queries:	**Qlikview:**	**Core Query:**
Data Source (sales and SPM):	QV_BW_QRY_MVSDSP01_0001	BW_QRY_MVSDSP01_0001

Key Words	**Definitions:**
Challenges	Red part of the heat map. PACs for which there are either strong negative signals resulting from sustainability drivers in the marketplace, or serious operations vulnerability challenges. These are products where there may be a significant negative impact on revenue over time and where products may eventually disappear.
Solutions	Green part of the heat map. PACs with a better sustainability contribution to Solvay customers and value chain, combined with a favorable balance between value and environmental impact.
Neutral	Grey part of the SPM Heat Map. PACs which do not have outstanding sustainability performance, if any. Low operations vulnerability is not combined with favorable sustainability drivers in the marketplace. These are products that consumers need, but which do not contribute to environmental footprint reductions.
Not Evaluated	Product in application not evaluated with SPM.
Not Assigned	No link defined between commercial sales and SPM
SPM PAC or PAC	Production Application Combination. A PAC is a clear and identifiable "end use" market of a product, as close as possible to the final use of the product at the level of the end user or final consumer.
SPM Product	A SPM Product differs from SAP products in that it represents a family of commercial products with the same or very similar chemistry, manufacturing process, or "manufacturing footprint".
SPM Market Alignment	Market alignment of products in their application analyzes the market signals of sustainability benefits and roadblocks. It categorizes products on a give scale spectrum from "challenged" to "star potential". This spectrum analyzes whether one product in a given application is part of the sustainable development solution or part of the problem from a consumer and market perspective.
SPM OV Category	Operations Vulnerability is the ratio of monetized environmental footprints of products over their sales value. It is the monetized environmental manufacturing footprint per 1 EURO of revenue. The higher the ratio, the higher the risk for Solvay of losing business to more sustainable solutions. The lower the ratio, the higher the probability to displace a less environmentally friendly competing technology.
SPM	Sustainable Portfolio Management. To find out more about SPM in Solvay, click this link: https://one.solvay.com/fr/sustainable-development/spm.html

Data Refresh Frequency:
Data is refreshed weekly on Mondays.