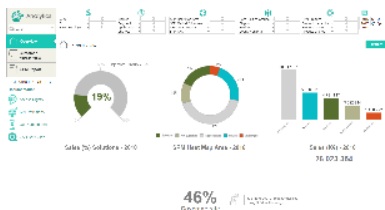


Overview Tab



Process Owner

Marc Piret
Process Expert

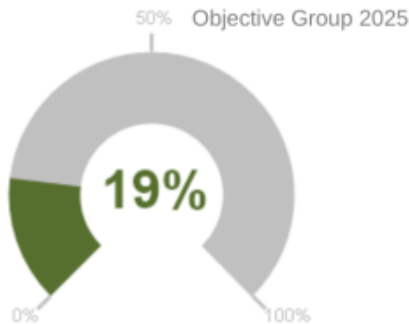
D&PS Expert

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.

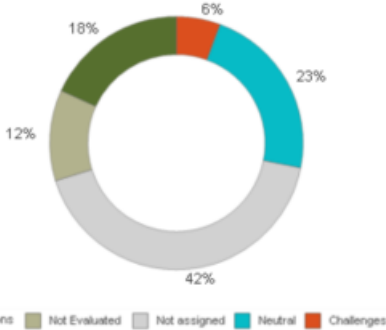


Sales (%) Solutions - 2018

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

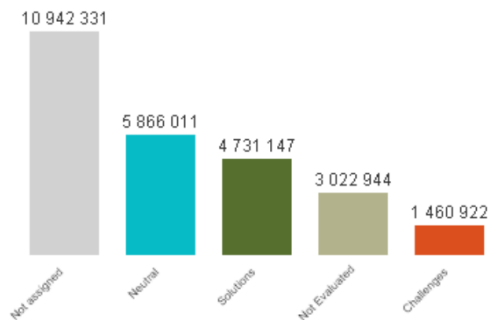


SPM Heat Map Area - 2018

Sales in KEuros:

Sales data from BW P&L source by category of SPM:

This is in Euros only.



Sales (K€) - 2018

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

