

Introduction

The Sustainable Portfolio Management (SPM) is a **fact based** and **robust compass** to steer Solvay's portfolio toward better business because it is more sustainable.

A compass to improve business performance

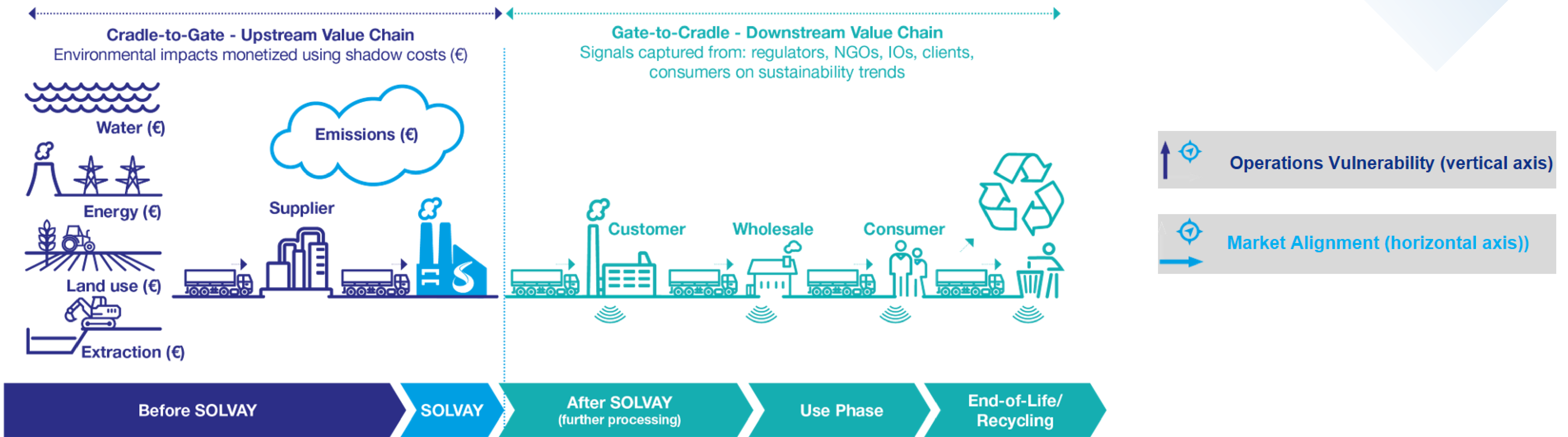
- Alert the business to sustainability market signals, even weak ones
- Anticipate their impact
- Develop the right answers in timely way
- Capture value in emerging eco systems
- Grow portfolio by leveraging on opportunities & turning challenges into solutions

Create more value for your business

- SPM is designed to
- Engage our customers in a common journey toward more sustainable solutions
 - Boost Solvay's business performance and deliver higher growth.

The SPM gives dynamic vision of **product's sustainability risk and opportunities** in their business environment. Decision-makers are informed on the contribution of Solvay's products to sustainability considering both:

SPM Methodology



Measuring sustainability in business terms

The SPM tool is the compulsory analytical tool to be applied before decisions are made in Strategy, R&I, Marketing and Sales, Capital Expenditure (CAPEX) and M&A



Correlation between Solutions and Higher business growth

SPM category:

- Solutions** (unmet needs to achieve higher social or environmental standards) shows an annual growth rate of **+9%**
- Challenges** (sustainability concerns or roadblocks) ends up at **-3%**

