

The Bostik logo features the word "Bostik" in a bold, italicized, white sans-serif font. The letters are contained within a white, horizontally-oriented oval shape that has a slight 3D effect, appearing to float above the blue background.

Bostik

Stronger Bonds, Better Life

2013 Corporate Presentation

A company of Total



Stronger Bonds, Better Life

Stronger Bonds, our higher performing technologies

Stronger Bonds, with our customers, suppliers and employees

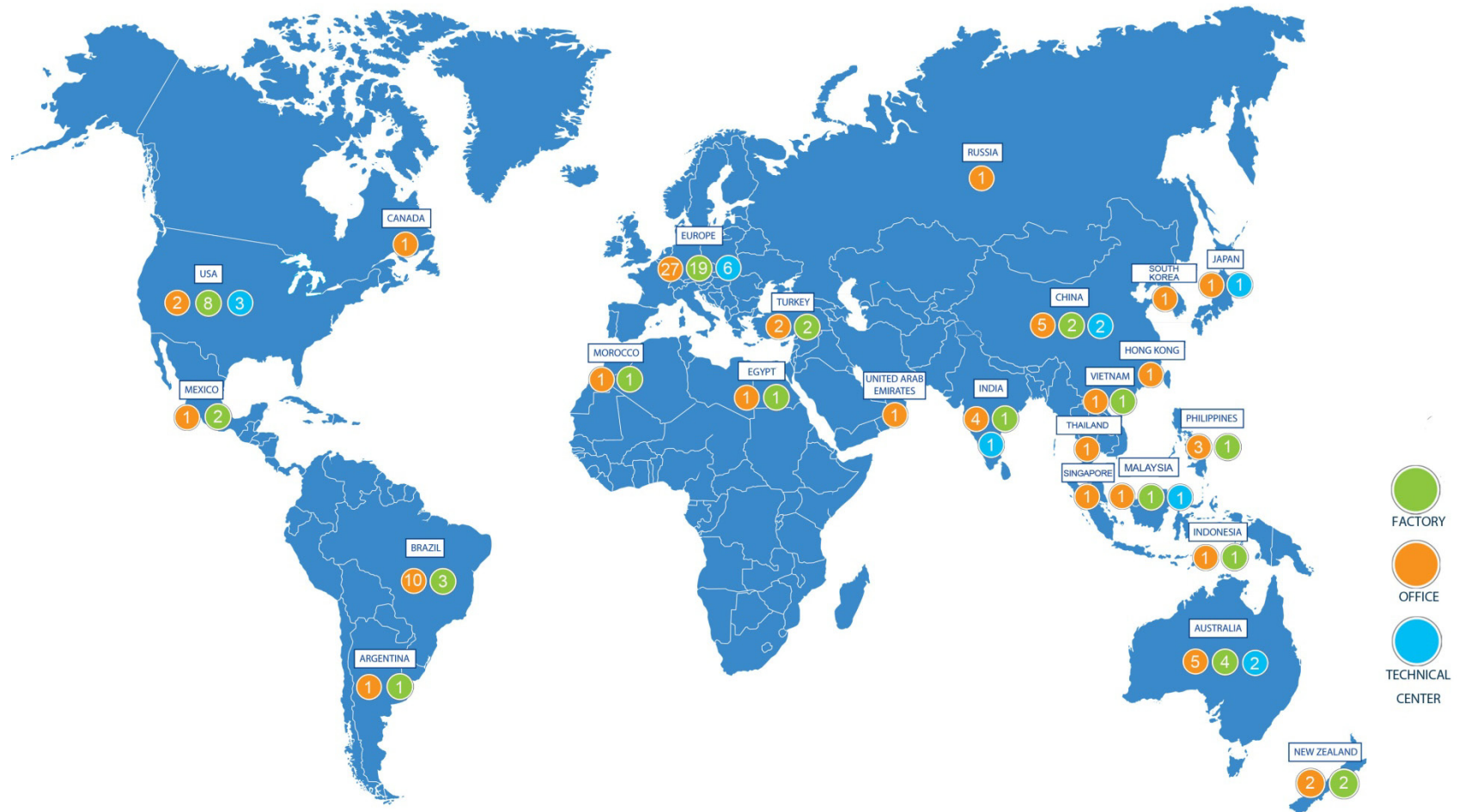
Better Life, solutions that improve daily life

Bostik is a global leader in the development of technologically advanced adhesives and sealants



- 2012 sales: 1.55 € billion
- 4,800 employees
- Presence in more than 40 countries
- 2 corporate R&D labs, 11 applied research centres
- Wholly owned by TOTAL

A global reach...



...focusing on high-growth economies

Safety is our priority...

We strengthen our safety culture through:

- **Training programs** for all employees
- **Regular audits**
- Learning from others' experiences through analysis of all incidents, **including near-misses**
- **ISO 9001 certification** at most of our production facilities



... and innovation is at the heart of our identity

We are doubling R&D spending worldwide over the next 5 years and significantly increasing headcount.

By 2013, **innovative products less than 3 years old will represent 10%** of Bostik's global sales, as compared to 8.3% in 2010.

**We value ongoing partnerships
with our customers, suppliers and the scientific community
to produce new generations of adhesives**



Relationships are our strength



Boldness

Some say: Why? We say: Why not?

Openness

Your point of view counts

Sustainability

Our solutions are designed to last longer than us

Team spirit

We are stronger together

Integrity

We believe in doing the right thing

Keeping our commitment

We deliver what we promise

We grow our talent in-house and diversity is a strategy



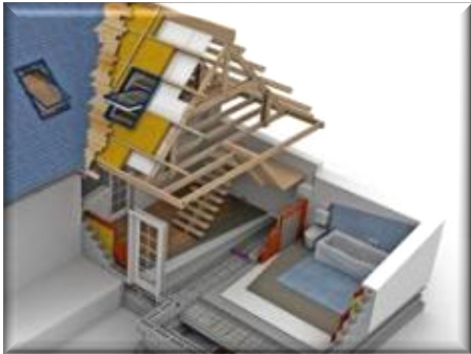
Bostik University

Technology is at our core

SMART



SYSTEMS



SUSTAINABLE



SAVINGS



We are specialists in high performing adhesive technologies in 3 key sectors

3 key sectors

INDUSTRY

Bostik has been a long-standing partner of large industrial groups around the world.

CONSTRUCTION

Our innovative construction systems and solutions are used daily by artisans and companies in renovation, building and decoration.

CONSUMER

More than 2,000 of our products are sold in over 120 countries.

We create high-performance bonding solutions for 5 strategic markets...



Bonding and sealing solutions for the **Transportation** market



Broad range of solutions for the **Disposable Hygiene** market



Sustainable systems for the **Construction** market



Leading technologies for the **Tape and Label** market



Specialty offerings for the **Flexible Lamination** market

... and we are a market leader in 3 core technologies

Our Elastic Bonding technology is applied in:



Flexible packaging



Construction



Assembly

Elastic Bonding adhesives are based on various polymers. They have excellent ductility, good bond strength and a high degree of flexibility. They are able to withstand frequent levels of elongation, contraction and energy-absorption caused by variations in temperature and thermal expansion rates.



Mass transportation

Our Hot Melt Pressure Sensitive Adhesives (HMPSA) are used in:



Aerospace components



Construction materials



Baby diapers

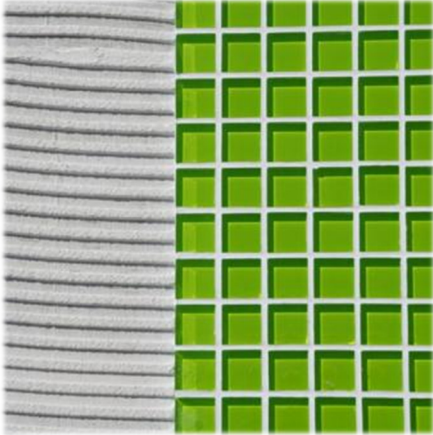
Hot Melt adhesives are solventless materials, applied in the melted state to create a coating that quickly forms a strong bond when cooled.

Pressure Sensitive Adhesives adhere to a variety of dissimilar surfaces without needing much pressure. They are tacky at room temperature.



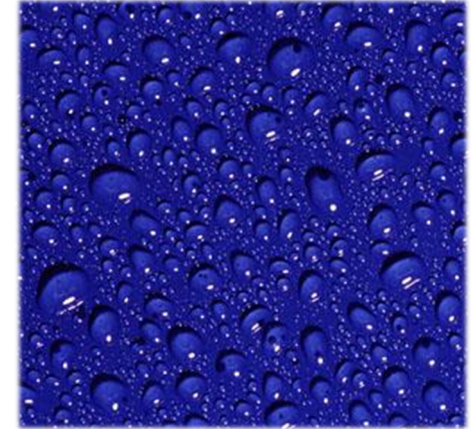
Transparent labels

Our Polymer-Modified Binders are used in:

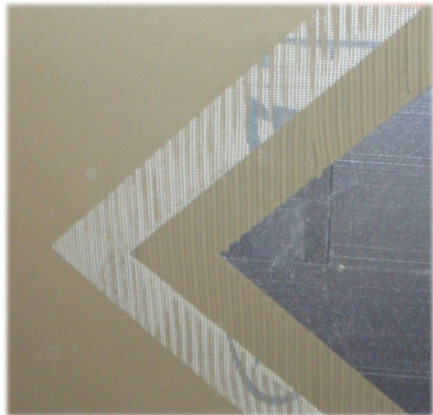


Tiling & Grouts

Waterproofing



Polymer-Modified Binders are cement or gypsum based compositions enriched with functional additives to deliver stronger adhesion, better flexibility, higher crack resistance and improved durability.



Insulation

Flooring



We develop construction systems...

Wall systems

Energy performance, insulation, decoration and sealing

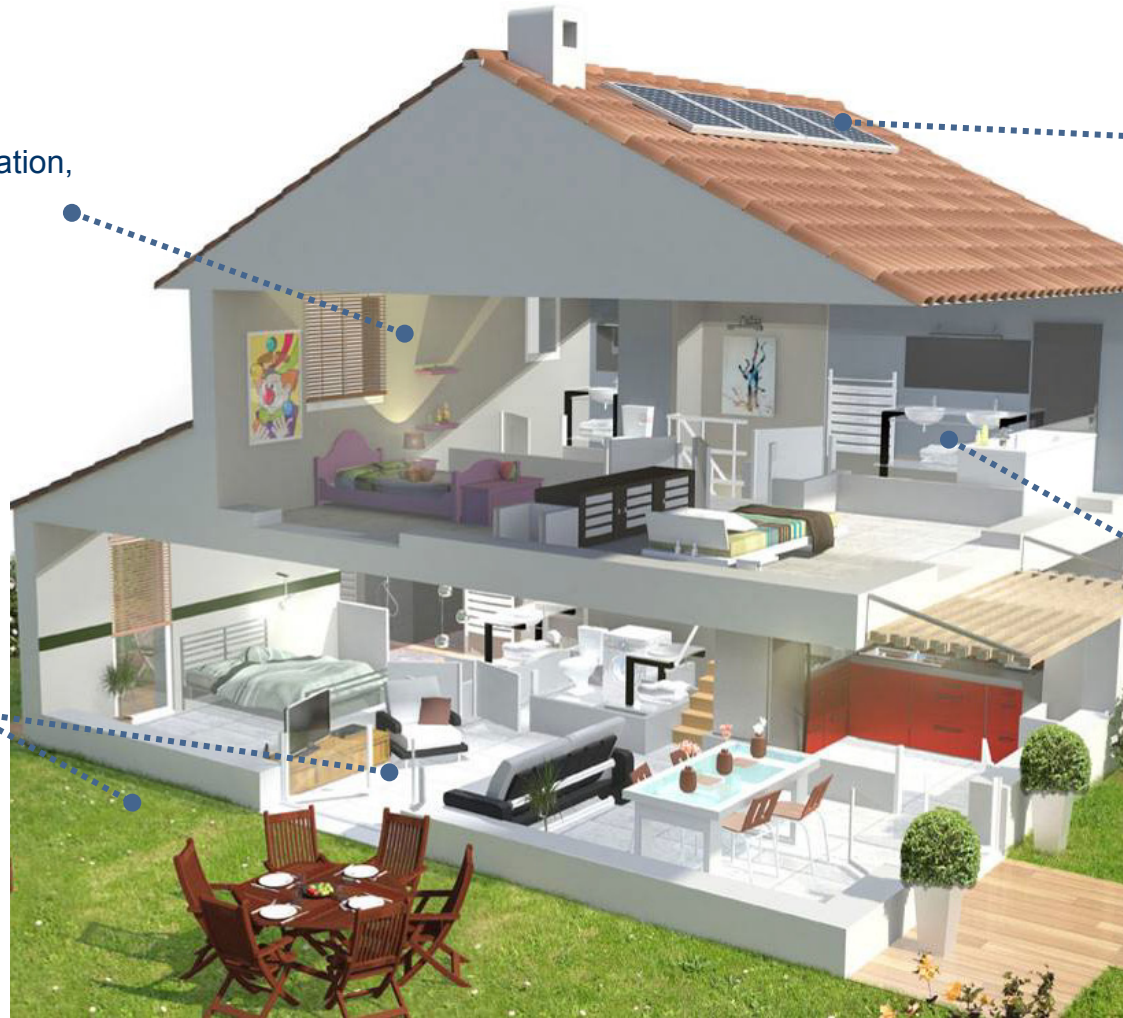
Roofing systems

Bonding for integrated photovoltaic and solar thermal systems; adhesion for back sheets

Flooring & Tiling systems

Functional floors, vibration and sound control; bonding for synthetic turf

Waterproofing systems



...and sustainable solutions that provide benefits for daily life

SUSTAINABILITY DRIVERS

Cost in use



'Zero creep'
50% less adhesive

Weight reduction



Reducing pollution
Energy saving

Eco- friendly



Solventless solutions
No-label look

Energy efficiency



Exterior Insulation
Systems

Longer shelf life



Resealable lids

Sustainable and non-hazardous materials



Recycled / renewable
content (LEED®)



Stronger Bonds, Better Life