

## **The Chemours Company** Goldman Sachs Basic Materials Conference

May 17, 2016

This presentation contains forward-looking statements, which often may be identified by their use of words like "plans," "expects," "will," "believes," "intends," "estimates," "anticipates" or other words of similar meaning. These forward-looking statements address, among other things, our anticipated future operating and financial performance, business plans and prospects, transformation plans, resolution of environmental liabilities, litigation and other contingencies, plans to increase profitability, our ability to pay or the amount of any dividend, and target leverage that are subject to substantial risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements. Forward-looking statements are not guarantees of future performance and are based on certain assumptions and expectations of future events which may not be realized. The matters discussed in these forward-looking statements are subject to risks, uncertainties and other factors that could cause actual results to differ materially from those projected, anticipated or implied in the forward-looking statements, as further described in our filings with the Securities and Exchange Commission, including our annual report on Form 10-K for the fiscal year ended December 31, 2015. Chemours undertakes no duty to update any forward-looking statements.

This presentation contains certain supplemental measures of performance that are not required by, or presented in accordance with, generally accepted accounting principles in the United States ("GAAP"). These Non-GAAP measures include Adjusted Net Income (Loss), Adjusted EPS, Adjusted EBITDA and Free Cash Flow, which should not be considered as replacements of GAAP. Free Cash Flow is defined as Cash from Operations minus cash used for PP&E purchases. Further information with respect to and reconciliations of such measures to the nearest GAAP measure can be found in the schedules to the press release or the appendix hereto.

Management uses Adjusted Net Income (Loss), Adjusted EPS, Adjusted EBITDA and Free Cash Flow to evaluate the Company's performance excluding the impact of certain non-cash charges and other special items in order to have comparable financial results to analyze changes in our underlying business from quarter to quarter.

Historical results prior to July 1, 2015 are presented on a stand-alone basis from DuPont historical results and are subject to certain adjustments and assumptions as indicated in this presentation, and may not be an indicator of future performance.

Additional information for investors is available on the company's website at investors.chemours.com.



### The Chemours Company at a Glance



Sales <sup>(1)</sup> :	\$5,651
Adj. EBITDA <sup>(1)</sup> :	\$556
% margin:	10%

Titanium Technologies	Fluoroprodu	ucts	Chemical Solutions					
Sales:         \$2,368           Adj. EBITDA:         287           % margin:         12%	Sales: Adj. EBITDA: <i>% margin:</i>	\$2,209 310 <i>14%</i>	Sales: Adj. EBITDA: <i>% margin:</i>	\$1,074 38 <i>4%</i>				
<ul> <li>Titanium dioxide (TiO<sub>2</sub>) is a pigment used to deliver whiteness, opacity, brightness and protection from sunlight</li> <li>#1 global producer of TiO<sub>2</sub> by capacity, sales and profitability</li> </ul>	<ul> <li>Products for high perform applications across broat industries, including refripropellants and industriate</li> <li>#1 global producer of the fluorochemicals and flue flue flue flue flue flue flue flue</li></ul>	d array of gerants, Il resins	<ul> <li>Chemicals used in go refining, agriculture, in polymers and other in</li> <li>#1 producer in Americ cyanide</li> <li>#1 in US Northeast of regeneration</li> <li>#2 in US Gulf Coast regeneration</li> </ul>	ndustrial dustries ricas of sodium of sulfuric acid				
By Geography	B	y Product <sup>(2)</sup>						
Latin America 14% EMEA 17% Asia Pacific 24%	North America 45%	Titanium Dioxide 42% Sulfur Products 4% Cyanides 6%	Fluoropolyu 22% Fluorochemicals 17%	ners				

Performance Chemicals & Intermediates

9%

<sup>(1)</sup> Data represents last twelve months ending March 31, 2016 <sup>(2)</sup> Geographic and product data reflect full year 2015 net sales

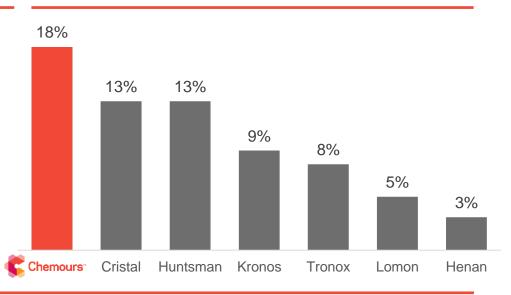
Dollars in millions

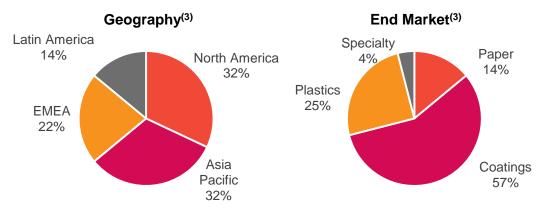
## **Chemours Titanium Technologies Business Overview**

#### **Business Overview**

- Global leader in TiO<sub>2</sub> with production capacity of 1.25 million metric tons<sup>(1)</sup>
  - 4 TiO<sub>2</sub> plants with 7 production lines<sup>(1)</sup>
  - Packaging facility at Kallo, Belgium
  - Mineral sands mine at Starke, FL
- Industry-leading manufacturing cost position
  - Unique chloride technology
  - Feedstock flexibility
- Strong brand reputation
  - Ti-Pure<sup>™</sup> sold to ~800 customers globally







Source: Company filings and data. Titanium Technologies: TZMI (2015)

(2) TiO2 market share statistics based on volume statistics from company filings and market estimates

(3) Reflects full year 2015 segment net sales

#### Coatings – architectural, industrial, automotive

- Plastics rigid / flexible packaging, PVC pipe/windows
- **Papers** laminate papers, coated paper/paperboard, sheet
- **Specialty** rubber, leather, diesel particulate filters

<sup>(1)</sup> Pro forma for completion of Altamira expansion

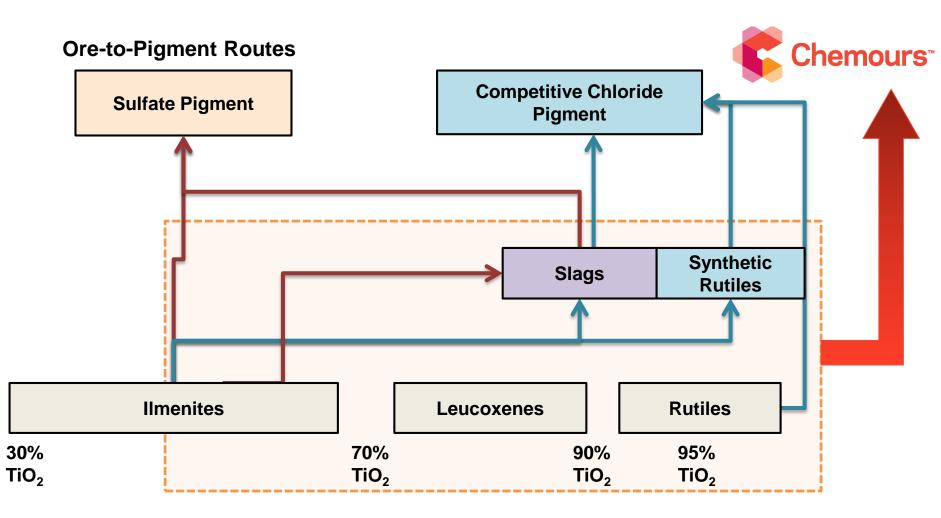
## **TiO<sub>2</sub> Market Dynamics**

- Excess supply carried prices below a sustainable profit level and below the relative value of high-quality products
- Quality and performance of TiO2 products differ considerably across segments of the market that serve different applications
- Manufacturing capabilities determine cost, productivity improvement options and ability to serve higher value applications
- Chemours capabilities bring real value to the customer, consumer and community



## **TiO<sub>2</sub> Process Technologies**

Manufacturing capabilities determine quality, consistency and cost



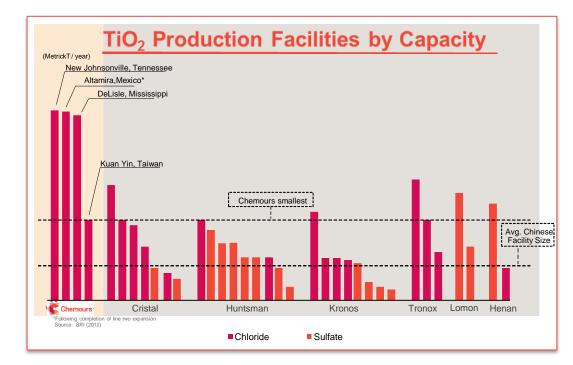


### **Chemours' Capabilities**

Chemours has scale, leading process technology and manufacturing flexibility creating a sustainable low-cost position adaptable to customer needs and market conditions

## **The Chemours' Advantage**

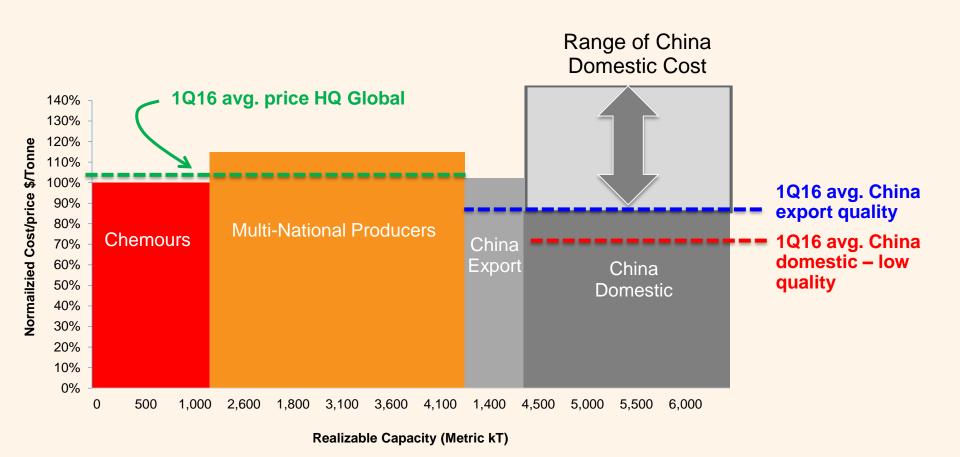
- 100% chloride process
- Highest throughput operations
- Process technology and operational discipline
- Flexible manufacturing circuit with sustainable expansion options





## **TiO<sub>2</sub> Market: Cost Differentials**

Chemours' product value and cost offer supply security in a stressed TiO<sub>2</sub> industry



Source: Chemours estimates based on internal calculations; price estimates from industry sources

## Altamira: World-Class TiO<sub>2</sub> Asset

#### Altamira enhances leading cost position and manufacturing flexibility

Construction completed, with production gradually ramping to nameplate capacity of 200,000 metric tonnes per year

- \$20 million of annual EBITDA improvement expected
- Approximately 20% increase to Chemours total nameplate capacity
- Expands Chemours' ore grade flexibility
- Product qualification at customers is underway
- Chemours adjusting production throughout our network to remain matched to our customer demand as Altamira comes online







## **TiO<sub>2</sub> Applications**

# Quality and performance of TiO<sub>2</sub> products differ considerably across segments of the market that serve different applications

- Specialty and High Quality Applications: 40%
  - Performance polymers, Exterior Architectural Paint, Automated Tint System Coatings and durable Industrial coatings
  - Commands premium due to superior pigment product design & performance
  - Pharma, Food and Cosmetics\*
- Multi-Purpose Applications: 30%
  - High quality architectural paint, white, industrial coatings
  - Commands premium due to interior/exterior durability and a high level of product consistency
- Fit for Use Applications: 20%
  - Interior arch factory color paint, fibers, non durable polymer applications
  - Less stringent batch to batch variability requirements (lesser pigment quality needs)
- Lowest Quality requirement Applications: 10%
  - Ceramics, road paint

\* Chemours does not participate in these applications













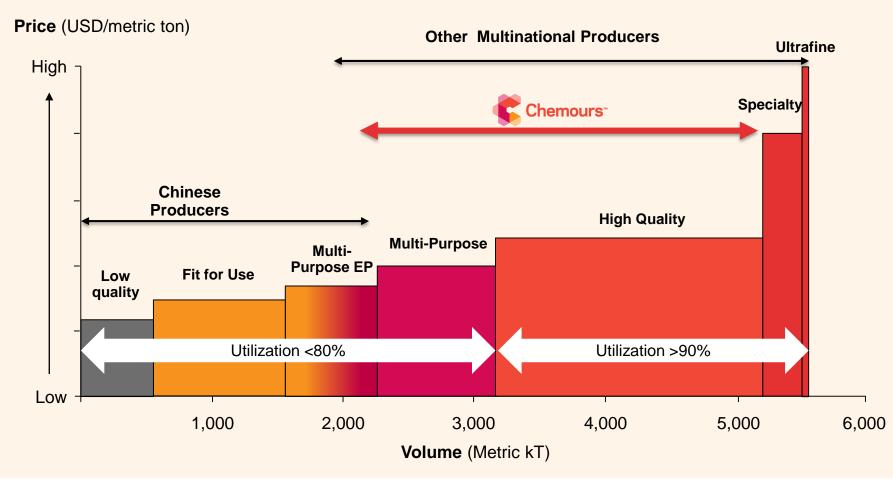


9



## **TiO<sub>2</sub> Market Segments Addressed by Producers**

# Chemours delivers high-quality product to serve customers in attractive higher value-add segments of the TiO<sub>2</sub> market





## Chinese TiO<sub>2</sub> Market

# Chemours is well-positioned in attractive segments of the Chinese TiO<sub>2</sub> market and understands the evolution of local producers

### **Current Dynamics**

- Largest and fastest growing market, ~1.4 million tonnes annual demand
- China is a net exporter of ~600 kT multipurpose grades
- China is an importer of ~230 kT of high quality TiO<sub>2</sub> that cannot be produced domestically

### **Longer Term Considerations**

- Quality improvements are needed for Chinese producers to compete in the higher end of the multi-purpose and high quality segments
- Manufacturing costs will increase as existing environmental, health and safety standards are enforced





# Working towards improving profitability that supports sustainable reinvestment levels

### **Pricing Actions**

- Our January 1 price increase was implemented across the globe
- Our May 1 increase of \$150/t reflects additional need to restore Chemours' profitability to a sustainable level
- Chemours applies an analytical approach to pricing and will seek prices consistent with factors such as:
  - Product value
  - Supply/Demand
  - Reinvestment economics

### **Cost Reductions**

- Shutdown of Edge Moor plant and line at New Johnsonville, TN
- Integrated ore capability from sourcing to use
- Fixed cost and working capital reductions as part of Transformation Plan



## **Chemours is Positioned for Success in the TiO<sub>2</sub> Market**

- Proven ability to meet customers' demand using our leading process technology
- Delivering high-quality product to serve customers in attractive higher valueadd segments of the TiO<sub>2</sub> market
- Unique production capabilities from scale, leading process technology and manufacturing flexibility provide sustainable low-cost position
- Altamira enhances leading cost position and manufacturing flexibility
- Focus on achieving economics that support sustainable reinvestment levels
- Positioned to participate in attractive segments of the TiO<sub>2</sub> market





# Appendix

(dollars in millions)

#### SEGMENT NET SALES (UNAUDITED)

SEGMENT NET SALES	LTM		Year			Year	Year			
		1Q16		2015		2014		2013		
Titanium Technologies	\$	2,368	\$	2,392	\$	2,937	\$	3,019		
Fluoroproducts		2,209		2,230		2,327		2,379		
Chemical Solutions		1,074		1,095		1,168		1,461		
TOTAL NET SALES	Ş	5,651	\$	5,717	\$	6,432	\$	6,859		

#### ADJUSTED EBITDA BY SEGMENT (UNAUDITED)

SEGMENT ADJUSTED EBITDA	LTM		Year		1	fear 🛛	Year		
	1Q16		2015		2014		2	013	
Titanium Technologies	\$	287	\$	326	\$	723	\$	726	
Fluoroproducts		310		300		282		395	
Chemical Solutions		38		29		17		101	
Corporate & Other		(79)		(82)		(146)		(238)	
TOTAL ADJUSTED EBITDA	\$	556	\$	573	\$	876	\$	984	



(dollars in millions)

#### **RECONCILIATION OF INCOME (LOSS) BEFORE TAXES TO ADJUSTED EBITDA**

	LTM 1Q16		Year 2015		Year 2014		Year 2013	
Income (loss) before income taxes	Ś	(176)	Ś	(188)	Ś	550	Ś	576
Add: Depreciation and amortization	Ŧ	269	Ŧ	267	Ŧ	257	Ŧ	261
Add: Interest		189		132		-		-
Add: Non-operating pension & other postretirement employee benefit costs		(17)		(3)		22		114
Add: Exchange losses (gains)		(29)		(19)		66		31
Add: Restructuring charges		302		285		21		2
Add: Asset impairments		73		73		-		-
Add: (Gains) losses on sale of business or assets		(80)		9		(40)		-
Add: Transaction, legal and other charges		25		17		-		-
Adjusted EBITDA	\$	<mark>556</mark>	\$	573	\$	876	\$	984





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