

The Chemours Company

Fourth Quarter and Full Year 2017 Earnings Presentation

February 15, 2018



Safe Harbor Statement and Other Matters

This presentation contains forward-looking statements, within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995, which involve risks and uncertainties. Forward-looking statements provide current expectations of future events based on certain assumptions and include any statement that does not directly relate to a historical or current fact. The words "believe," "expect," "will," "anticipate," "plan," "estimate," "target," "project" and similar expressions, among others, generally identify "forward-looking statements," which speak only as of the date such statements were made. These forward-looking statements may address, among other things, the outcome or resolution of any pending or future environmental liabilities, the commencement, outcome or resolution of any regulatory inquiry, investigation or proceeding, the initiation, outcome or settlement of any litigation, changes in environmental regulations in the U.S. or other jurisdictions that affect demand for or adoption of our products, anticipated future operating and financial performance, business plans and prospects, capital investments and projects, plans for dividends or share repurchases, sufficiency or longevity of intellectual property protection, cost savings targets, plans to increase profitability and growth, our ability to make acquisitions, integrate acquired businesses or assets into our operations, and achieve anticipated synergies or cost savings, and our outlook for Adjusted EBITDA, Adjusted EPS and Free Cash Flow, all of which 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 based on certain assumptions and expectations of future events that may not be accurate or realized. These statements are not guarantees of future performance. Forward-looking statements also involve risks and uncertainties that are beyond Chemours' control. Additionally, there may be other risks and uncertainties that Chemours is unable to identify at this time or that Chemours does not currently expect to have a material impact on its business. Factors that could cause or contribute to these differences include the risks, uncertainties and other factors discussed in our filings with the Securities and Exchange Commission, including in our Annual Report on Form 10-K for the year ended December 31, 2017. Chemours assumes no obligation to revise or update any forward-looking statement for any reason, except as required by law.

We prepare our financial statements in accordance with Generally Accepted Accounting Principles ("GAAP"). Within this presentation we may make reference to Adjusted Net Income, Adjusted EPS, Adjusted EBITDA, Adjusted EBITDA margin, Free Cash Flow, Return on Invested Capital (ROIC) and Net Leverage Ratio which are non-GAAP financial measures. The company includes these non-GAAP financial measures because management believes they are useful to investors in that they provide for greater transparency with respect to supplemental information used by management in its financial and operational decision making. 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 appendix hereto.

Management uses Adjusted Net Income (Loss), Adjusted EPS, Adjusted EBITDA, Adjusted EBITDA margin, Free Cash Flow, ROIC and Net Leverage Ratio to evaluate the company's performance excluding the impact of certain noncash charges and other special items which we expect to be infrequent in occurrence in order to have comparable financial results to analyze changes in our underlying business from quarter to quarter.

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

Highlights

Delivered meaningful year-over-year improvement across all key performance metrics

Achieved significant growth from Ti-Pure™ price and demand, Opteon™ and fluoropolymers

Repurchased ~\$150 million of shares through January 2018

Increased Adjusted EPS and Free Cash Flow outlook based on US tax reform



The Chemours Company at a Glance

(\$ in millions unless otherwise noted)

\$6.2 billion revenue investable portfolio

Fluoroproducts

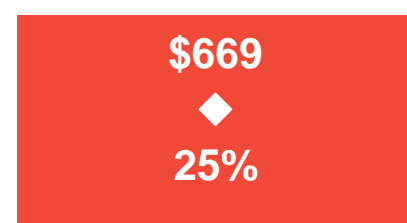
Net Sales



2017

Adjusted EBITDA

◇ Adjusted EBITDA Margin



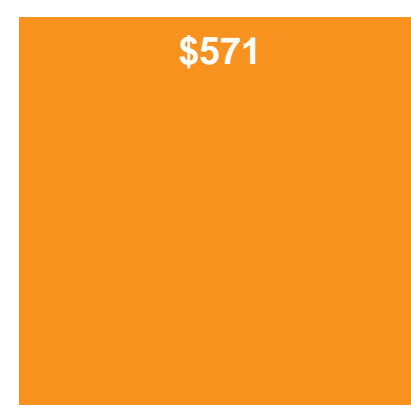
2017

Year-over-Year Increases

Sales	+17%
Adjusted EBITDA	+50%
Adjusted EBITDA Margin	+550bps

Chemical Solutions

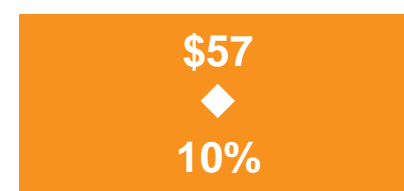
Net Sales



2017

Adjusted EBITDA

◇ Adjusted EBITDA Margin



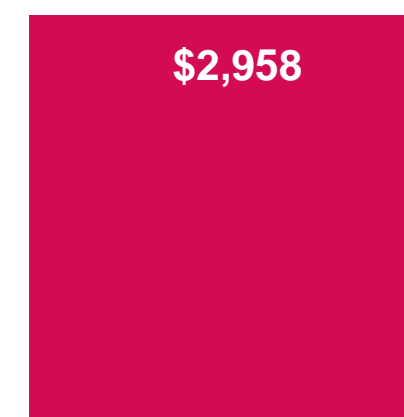
2017

Year-over-Year Increases

Sales	(26%)
Adjusted EBITDA	+46%
Adjusted EBITDA Margin	+490bps

Titanium Technologies

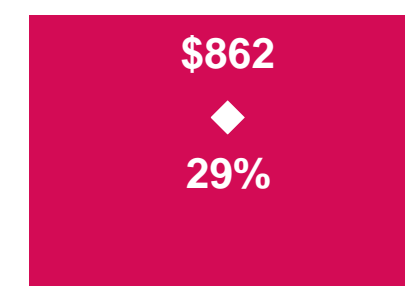
Net Sales



2017

Adjusted EBITDA

◇ Adjusted EBITDA Margin



2017

Year-over-Year Increases

Sales	+25%
Adjusted EBITDA	+85%
Adjusted EBITDA Margin	+940bps

Full Year 2017 Financial Summary

(\$ in millions unless otherwise noted)

	2017	2016	Δ Yr/Yr
Net Sales	\$6,183	\$5,400	783
Net Income ¹	746	7	739
Adj. Net Income	729	213	516
EPS ²	\$3.91	\$0.04	3.87
Adj. EPS ²	\$3.82	\$1.16	2.66
Adj. EBITDA	1,422	822	600
<i>Adj. EBITDA Margin (%)</i> ³	23	15	8
Free Cash Flow ⁴	228	256	(28)

- Increased price, improved demand, and cost management led to ~800 basis point Adjusted EBITDA margin expansion
- Higher average selling prices and increased volume of Ti-Pure™ pigment
- Strong Opteon™ refrigerants adoption, higher base refrigerant pricing and increased demand for fluoropolymers
- Increased volume and price for Chemical Solutions products offset by impacts from portfolio changes
- Strong Free Cash Flow despite increased capital expenditures and \$335 PFOA MDL settlement payment



¹ Net Income attributable to Chemours

² Calculation based on diluted share count

³ Defined as Adjusted EBITDA divided by Net Sales

⁴ Defined as Cash from Operations minus cash used for PP&E purchases; 2017 includes \$335M PFOA MDL settlement payment completed in August 2017

See reconciliation of Non-GAAP measures in the Appendix

Fourth Quarter 2017 Financial Summary

(\$ in millions unless otherwise noted)

	4Q17	4Q16	Δ Yr/Yr
Net Sales	\$1,575	\$1,322	253
Net Income (loss) ¹	228	(230)	458
Adj. Net Income	229	33	196
EPS ²	\$1.19	(\$1.26)	2.45
Adj. EPS ²	\$1.19	\$0.18	\$1.01
Adj. EBITDA	394	239	155
<i>Adj. EBITDA Margin (%)</i> ³	25	18	7
Free Cash Flow ⁴	138	166	(28)
Pre-Tax ROIC (%) ⁵	36	16	20

Year-Over-Year

- Strong financial performance driven by contributions from all three businesses
- Adjusted EBITDA margin improvement of ~700 basis points, primarily from increased price and favorable demand
- Lower Free Cash Flow primarily due to increase in capital expenditures
- Notable expansion in pre-tax ROIC, well above 30% threshold

¹ Net Income attributable to Chemours

² Calculation based on diluted share count

³ Defined as Adjusted EBITDA divided by Net Sales

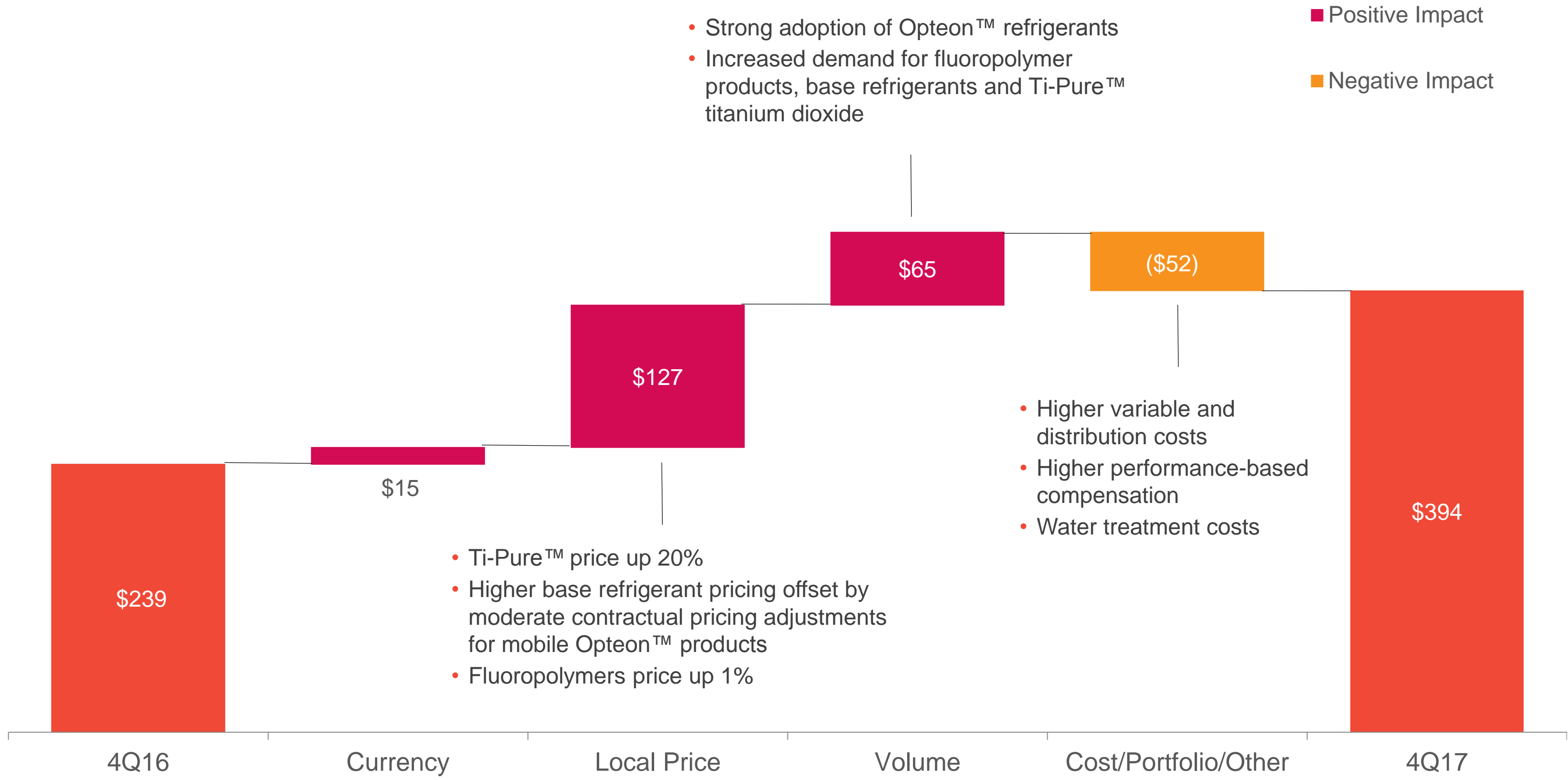
⁴ Defined as Cash from Operations minus cash used for PP&E purchases

⁵ Defined as Adjusted EBITDA on a trailing twelve-month basis less depreciation & amortization divided by average invested capital over the last five quarters

See reconciliation of Non-GAAP measures in the Appendix

Adjusted EBITDA Bridge: 4Q17 versus 4Q16

(\$ in millions unless otherwise noted)



- Strong adoption of Opteon™ refrigerants
- Increased demand for fluoropolymer products, base refrigerants and Ti-Pure™ titanium dioxide

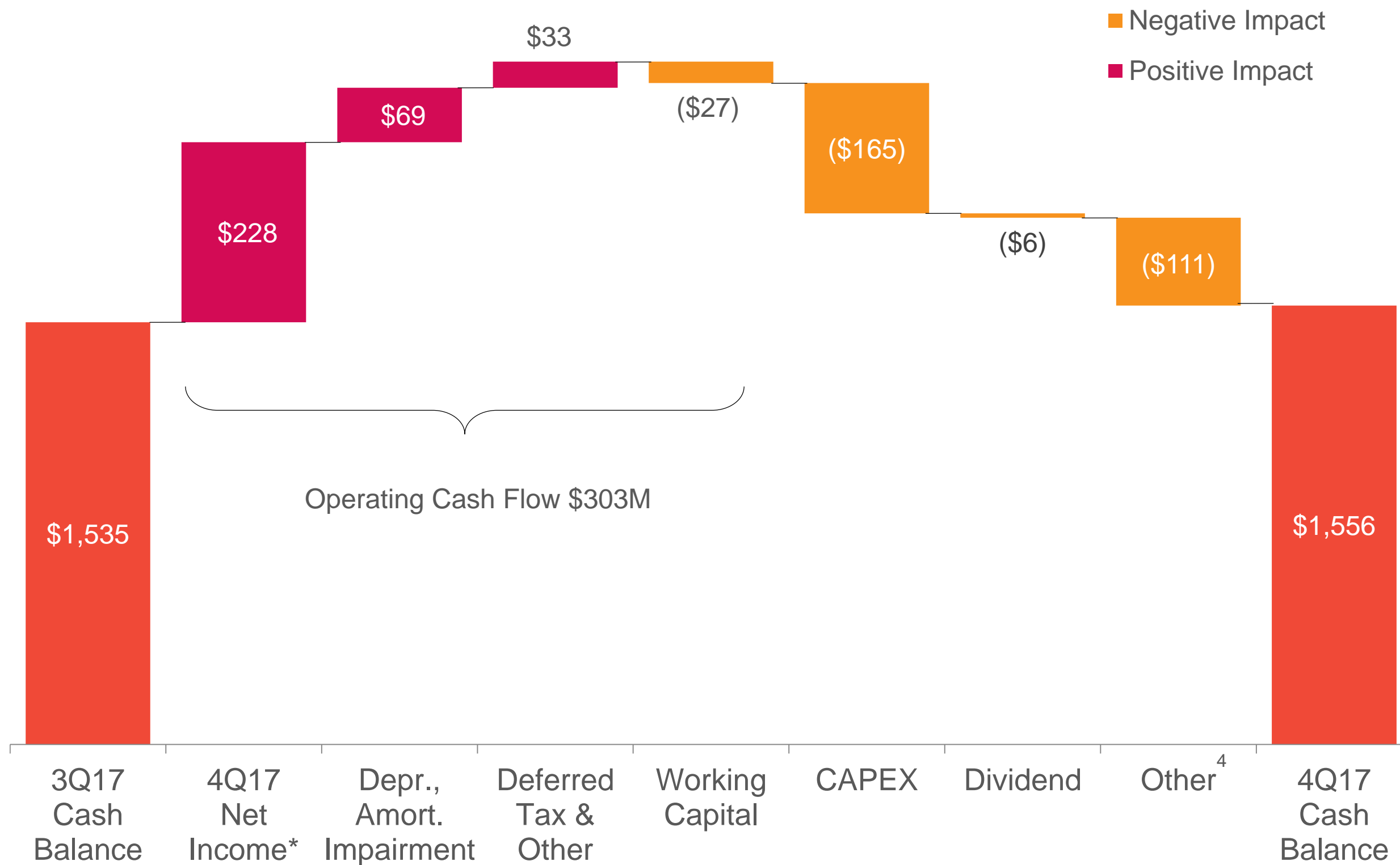
- Positive Impact
- Negative Impact

- Ti-Pure™ price up 20%
- Higher base refrigerant pricing offset by moderate contractual pricing adjustments for mobile Opteon™ products
- Fluoropolymers price up 1%

- Higher variable and distribution costs
- Higher performance-based compensation
- Water treatment costs

Liquidity Position

(\$ in millions unless otherwise noted)



- Free Cash Flow of \$138M¹ versus \$166M in 4Q16
- Capital expenditures of \$165M for the quarter and \$411M for the year reflects construction of Corpus Christi and Laguna facilities
- Completed \$116M of share repurchases in fourth quarter
- Ending cash of \$1.6B as of December 31, 2017
- Total Liquidity of ~\$2.3B, including revolver availability of \$750M²
- Net debt of \$2.6B, net leverage ratio³ of ~1.8 times on a trailing twelve month basis

¹ Includes cash restructuring payments of \$12M in 4Q17
² Chemours had \$101M in letters of credit outstanding as of December 31, 2017
³ Senior Secured Net Debt/EBITDA is 0.7 based on Credit Agreement definition
⁴ Reflects \$106M of cash used for share repurchases
 * Net Income attributable to Chemours

See reconciliation of Non-GAAP measures in the Appendix

Impact of U.S. Tax Reform

2017

- Remeasurement of U.S. net deferred tax liabilities from 35% to 21%*
 - One-time \$68 million benefit
- Offset by mandatory deemed repatriation tax (“Toll Charge”)
 - One-time \$65 million expense net of FTC’s
- Overall \$3 million favorable impact in 2017

2018 and Beyond

- Expect Chemours effective tax rate to be in the low 20’s
- Greater flexibility in bringing foreign cash to the U.S.
- 100% expensing of capital investments
- Favorable impact to Adjusted EPS and Free Cash Flow outlook

Fluoroproducts Business Summary

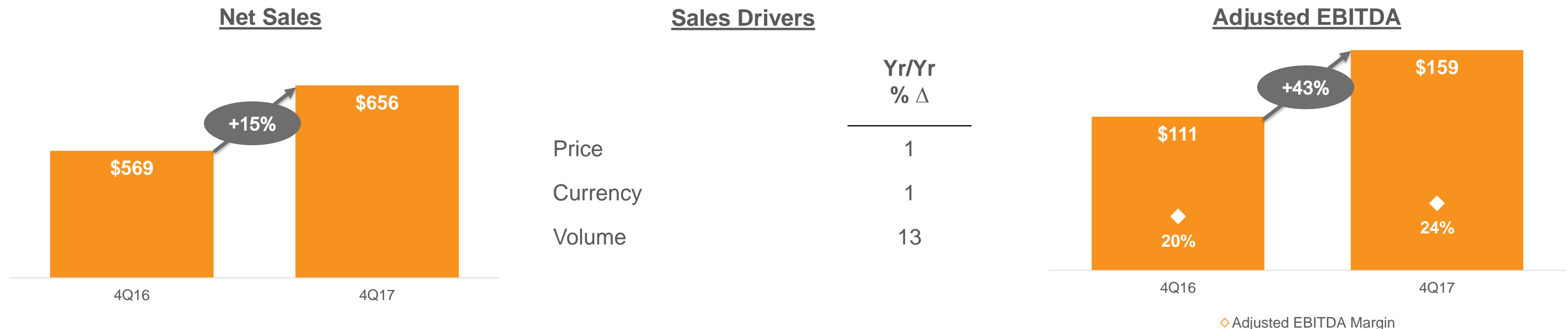
Fourth Quarter Highlights

- Strong Opteon™ demand primarily driven by stationary blends in Europe and US mobile adoption
- Base refrigerants benefitting from higher price and solid year-over-year volume
- Fluoropolymers increased volume due to demand in semiconductor, consumer electronics, automotive, and oil & gas markets

2018 Outlook Commentary

- Expect first half to be slightly stronger than second half due to seasonality
- Anticipate continued adoption of Opteon™ refrigerants
- Expect base refrigerants to be a source of growth; improved price and flat volume
- Anticipate Fluoropolymers demand to continue; implementing price increases for certain products

Financial Summary (\$ in millions)



Chemical Solutions Business Summary

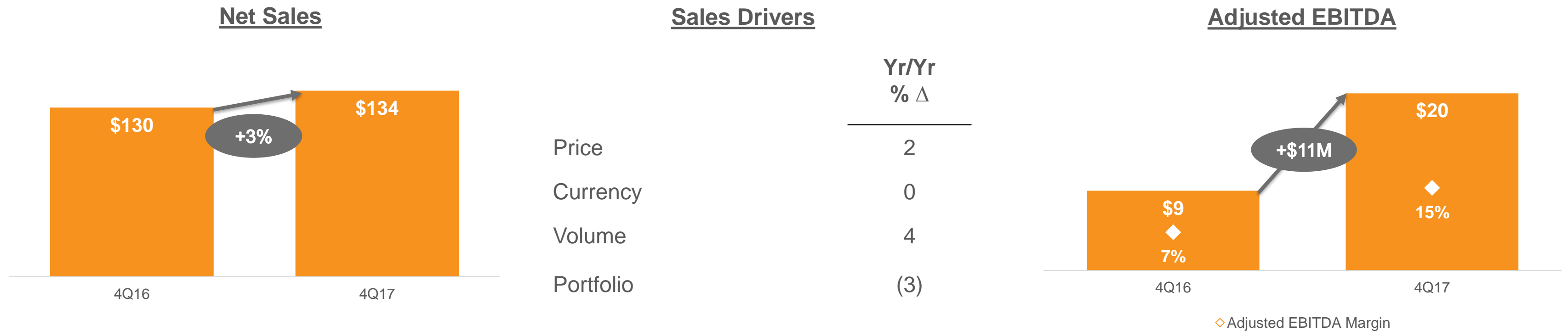
Fourth Quarter Highlights

- Lower year-over-year volume in Mining Solutions due to planned maintenance outage during the quarter
- Strong demand for most Performance Chemicals & Intermediates product lines
- Results partially offset by impact from 2016 divestitures and site closure
- Technology licensing contributed to strong quarter

2018 Outlook Commentary

- Expect continued strong demand for Mining Solutions products
- Expect Belle product lines to maintain positive Adjusted EBITDA
- Anticipate fourth quarter start-up of new Mining Solutions facility in Mexico

Financial Summary (\$ in millions)



Titanium Technologies Business Summary

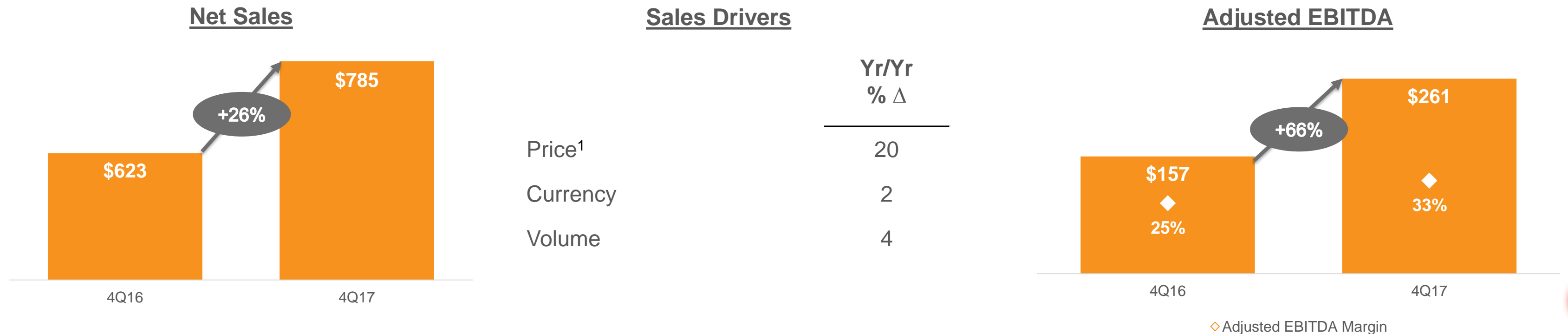
Fourth Quarter Highlights

- Price reflects realization of previously communicated increases throughout 2017
- Improved year-over-year volume versus strong prior-year quarter, driven by preference for Ti-Pure™ titanium dioxide
- Continued margin expansion sequentially and year-over-year

2018 Outlook Commentary

- Expect demand for Ti-Pure™ pigment to remain favorable
- Working with customers to implement previously communicated price increases
- Anticipate entire global circuit to be highly utilized throughout 2018

Financial Summary (\$ in millions)



2018 Outlook

Adjusted
EBITDA

\$1.70 - \$1.85 Billion

Adjusted
EPS

\$4.95 - \$5.60

Free
Cash Flow

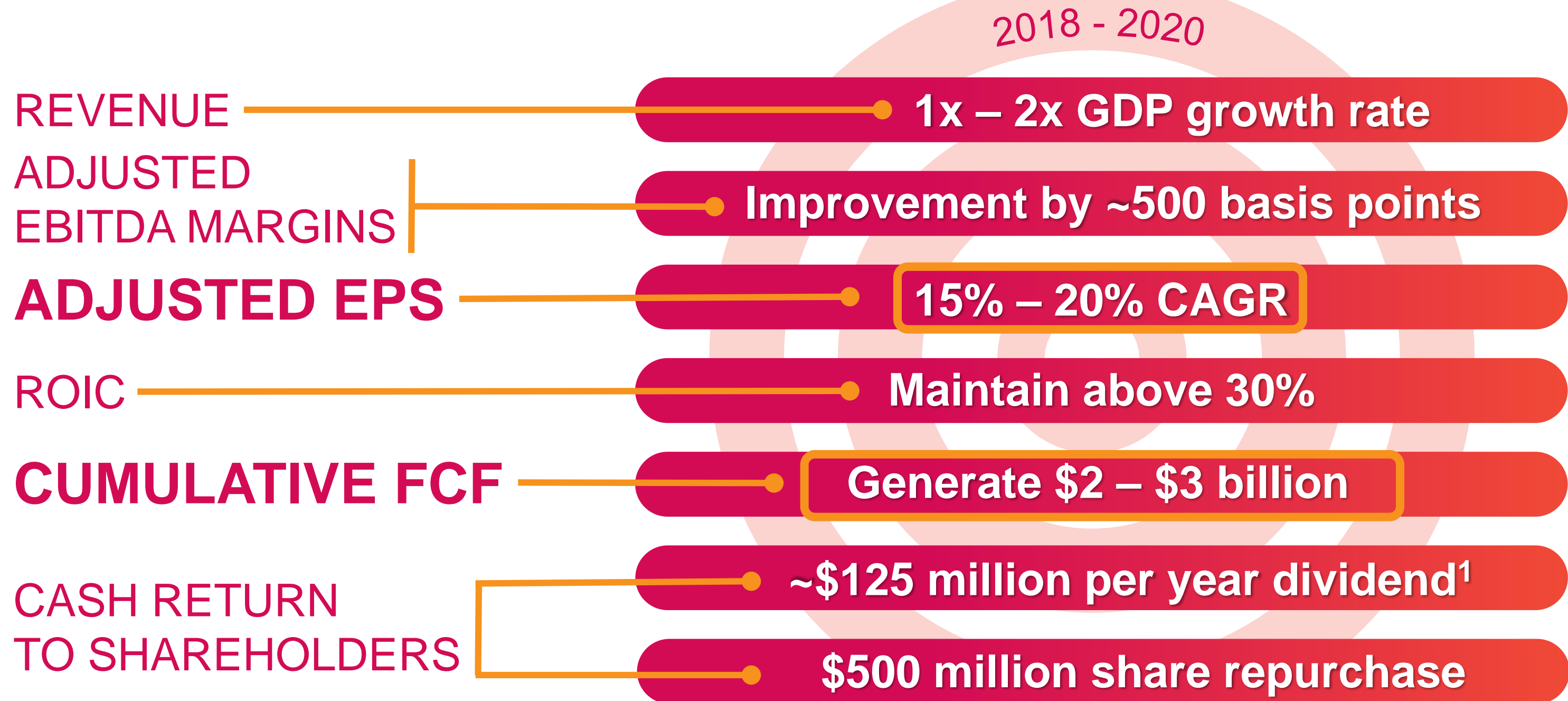
> \$600 Million

Key Factors and Assumptions¹

- 2018 Ti-Pure™ realized average price above 2017 average price
- Continued Opteon™ adoption
- Fluoropolymers volume growth
- Strong demand in Mining Solutions
- Benefits to Adjusted EPS and Free Cash Flow from recent US tax reform



Driving Shareholder Value Throughout 2020



1. Based on \$0.17/share, subject to quarterly Board approval

Expect to Deliver Robust Growth, Generate Strong FCF and Provide Attractive Returns

The Chemours Company

Appendix



GAAP Net Income to Adjusted Net Income and Adjusted EBITDA Reconciliations (Unaudited)

GAAP Net Income to Adjusted Net Income and Adjusted EBITDA Tabular Reconciliations (UNAUDITED)

(\$ in millions except per share amounts)

	Three months ended				Three months ended	
	December 31,				September 30,	
	2017		2016		2017	
	\$ amounts	\$ per share	\$ amounts	\$ per share	\$ amounts	\$ per share
Net income attributable to Chemours	\$ 228	\$ 1.23	\$ (230)	\$ (1.26)	\$ 207	\$ 1.12
Non-operating pension and other post-retirement employee benefit income	(10)	(0.05)	(1)	(0.01)	(7)	(0.04)
Exchange losses	-	-	20	0.11	4	0.02
Restructuring charges	26	0.14	11	0.06	8	0.04
Asset-related charges	-	-	14	0.08	1	0.01
(Gain) loss on sale of assets or businesses	(8)	(0.04)	3	0.02	-	-
Transaction costs	-	-	1	0.01	1	0.01
Legal and other charges	-	-	336	1.84	7	0.04
Adjustments made to income taxes	(3)	(0.02)	18	0.10	(11)	(0.06)
Benefit from income taxes relating to reconciling items ¹	(4)	(0.02)	(139)	(0.76)	(5)	(0.03)
Adjusted Net Income	\$ 229	\$ 1.23	\$ 33	\$ 0.18	\$ 205	\$ 1.11
Net income attributable to non-controlling interests	-	-	-	-	-	-
Interest expense, net	54		56		55	
Depreciation and amortization	69		72		62	
All remaining provision for income taxes ¹	42		78		59	
Adjusted EBITDA	\$ 394		\$ 239		\$ 381	
Weighted average number of common shares outstanding - basic	185,445,024		182,125,428		185,431,036	
Weighted average number of common shares outstanding - diluted	191,998,959		186,036,526		191,637,814	
Earnings per share - basic	\$ 1.23		\$ (1.26)		\$ 1.12	
Earnings per share - diluted ²	\$ 1.19		\$ (1.26)		\$ 1.08	
Adjusted earnings per share - basic	\$ 1.23		\$ 0.18		\$ 1.11	
Adjusted earnings per share - diluted ²	\$ 1.19		\$ 0.18		\$ 1.07	

¹ Total of provision for (benefit from) income taxes reconciles to the amount reported in the Consolidated Statements of Operations for the three months ended December 31, 2017 and 2016, and for the three months ended September 30, 2017.

² Diluted earnings per share is calculated using net income available to common shareholders divided by diluted weighted-average common shares outstanding during each period, which includes unvested restricted shares. Diluted earnings per share considers the impact of potentially dilutive securities except in periods in which there is a loss because the inclusion of the potential common shares would have an anti-dilutive effect.

Free Cash Flow Reconciliation (Unaudited)

GAAP Cash Flow to Free Cash Flow Tabular Reconciliations (UNAUDITED)

(\$ in millions unless otherwise noted)

	Three months ended			Twelve months ended	
	December 31,		September 30,	December 31,	
	2017	2016	2017	2017	2016
Cash flow provided by operating activities ^{1 2}	\$ 303	\$ 269	\$ 112	\$ 639	\$ 594
Cash flow used for purchases of property, plant and equipment	(165)	(103)	(108)	(411)	(338)
Free Cash Flow	<u>\$ 138</u>	<u>\$ 166</u>	<u>\$ 4</u>	<u>\$ 228</u>	<u>\$ 256</u>

¹ Cash flow provided by operating activities for the twelve months ended December 31, 2017 and 2016 include the DuPont prepayment of \$190 million received in the first quarter of 2016, of which \$0 million and \$58 million remain outstanding as of December 31, 2017 and 2016, respectively. Excluding the DuPont prepayment, Free Cash Flow for the twelve months ended December 31, 2016 would have been \$198 million.

² Cash flow provided by operating activities for the twelve months ended December 31, 2017 include PFOA MDL Settlement payments of \$335 million. Excluding the PFOA MDL settlement payments, Free Cash Flow for the twelve months ended December 31, 2017 would have been \$563 million.



Segment Net Sales and Adjusted EBITDA (Unaudited)

SEGMENT NET SALES AND ADJUSTED EBITDA (UNAUDITED)

(\$ in millions unless otherwise noted)

	Three months ended		Three months ended		Twelve months ended	
	December 31,		September 30,		December 31,	
	2017	2016	2017	2017	2016	
SEGMENT NET SALES						
Titanium Technologies	\$ 785	\$ 623	\$ 799	\$ 2,958	\$ 2,364	
Fluoroproducts	656	569	637	2,654	2,264	
Chemical Solutions	134	130	148	571	772	
Total Company	<u>\$ 1,575</u>	<u>\$ 1,322</u>	<u>\$ 1,584</u>	<u>\$ 6,183</u>	<u>\$ 5,400</u>	
SEGMENT ADJUSTED EBITDA						
Titanium Technologies	\$ 261	\$ 157	\$ 249	\$ 862	\$ 466	
Fluoroproducts	159	111	158	669	445	
Chemical Solutions	20	9	18	57	39	
Corporate & Other	(46)	(38)	(44)	(166)	(128)	
Total Company	<u>\$ 394</u>	<u>\$ 239</u>	<u>\$ 381</u>	<u>\$ 1,422</u>	<u>\$ 822</u>	
SEGMENT ADJUSTED EBITDA MARGIN						
Titanium Technologies	33.2%	25.2%	31.2%	29.1%	19.7%	
Fluoroproducts	24.2%	19.5%	24.8%	25.2%	19.7%	
Chemical Solutions	14.9%	6.9%	12.2%	10.0%	5.1%	
Corporate & Other	0.0%	0.0%	0.0%	0.0%	0.0%	
Total Company	<u>25.0%</u>	<u>18.1%</u>	<u>24.1%</u>	<u>23.0%</u>	<u>15.2%</u>	



GAAP Net (Loss) Income Attributable to Chemours to Adjusted Net Income, Adjusted EBITDA and Adjusted EPS Tabular Reconciliations (Unaudited)

	(Estimated)	
	Year Ended December 31,	
	2018	
	(Low)	(High)
Net income attributable to Chemours	\$ 920	\$ 1,040
Non-operating pension and other post-retirement employee benefit income	-	-
Exchange (gains) losses	-	-
Restructuring charges	20	20
Asset-related charges	-	-
Losses (gains) on sale of assets and businesses	-	-
Transaction costs ¹	-	-
Legal and other charges ²	-	-
Benefit from income taxes related to reconciling items ³	(5)	(5)
Adjusted net income	935	1,055
Net income attributable to non-controlling interests	-	-
Interest expense, net	220	220
Depreciation and amortization	290	290
All remaining provision for income taxes ³	255	285
Adjusted EBITDA	\$ 1,700	\$ 1,850
Weighted average number of common shares outstanding - basic ⁴	181.8	181.8
Dilutive effects of Chemours' employee compensation plans ^{4 5}	6.2	6.2
Weighted average number of common shares outstanding - diluted	188.0	188.0
Earnings per share - basic	\$ 5.06	\$ 5.72
Earnings per share - diluted ⁵	4.89	5.53
Adjusted earnings per share - basic	5.14	5.80
Adjusted earnings per share - diluted ⁵	4.97	5.61

¹ Includes accounting, legal and bankers' transactions fees incurred related to Chemours' strategic initiatives.

² Includes litigation settlements, water treatment accruals related to PFOA, employee separation costs and lease termination charges.

³ Total (benefit from) provision for income taxes reconciles to the amounts presented in our consolidated statements of operations for each of the historical periods presented.

⁴ Our estimates for the weighted-average number of common shares outstanding - basic and diluted reflect assumptions for the year ended December 31, 2017, which are carried forward for the remaining projection period.

⁵ Diluted earnings per share is calculated using net income available to common shareholders divided by the diluted weighted-average number of common shares outstanding during each period, which includes unvested restricted shares. Diluted earnings per share considers the impact of potentially dilutive securities, except in periods in which there is a loss because the inclusion of the potential common shares would have an anti-dilutive effect.

Our estimates reflect our current visibility and expectations of market factors, such as, but not limited to: currency movements, TiO₂ prices and end-market demand. Actual results could differ materially from the current estimates due to market factors and unknown or uncertain other factors, such as non-operating pension and other post-retirement employee benefit activity with respect to our foreign pension plans, including settlements or curtailments, cost savings actions that may be taken in the future, the impact of currency movements on our results, including exchange gains and losses, and the related tax effects, or the impact of new accounting pronouncements.

GAAP Cash Flow Provided by Operating Activities to Free Cash Flow Tabular Reconciliations (Unaudited)

GAAP Cash Flow Provided by Operating Activities to Free Cash Flow Tabular Reconciliations (Unaudited)
(Dollars in millions)

	<u>(Estimated)</u>
	<u>Year Ended</u>
	<u>December 31,</u>
	<u>2018</u>
Cash flow provided by operating activities	> \$1,125
Less: Cash flow used for purchases of property, plant and equipment	(525) - (475)
Free Cash Flow	> \$600



The Chemours Company

