



Globalization

Robert M. Patterson

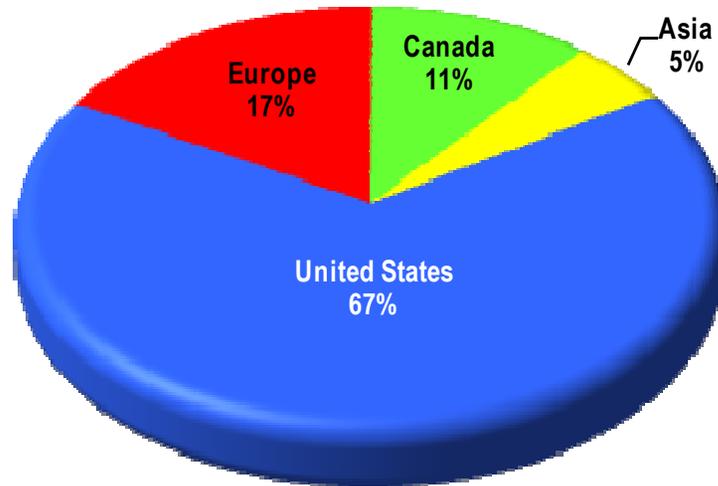


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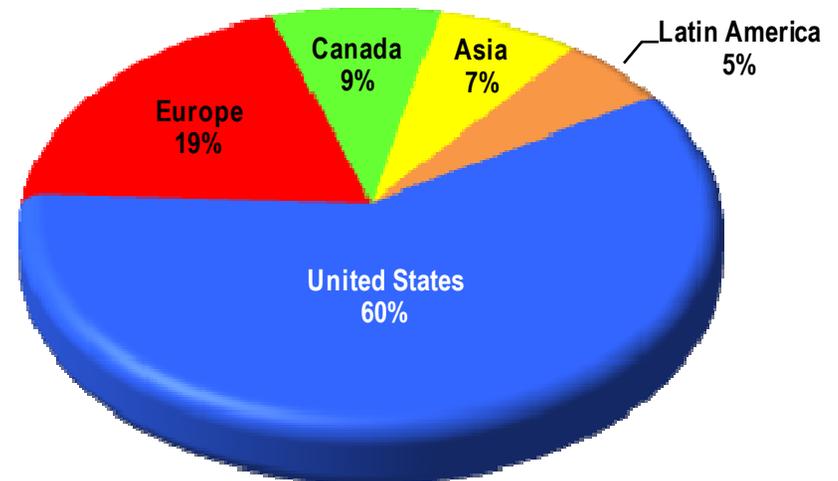
Customer-Driven Globalization



2006



2011*



- Differentiated by our consistent service and quality offerings globally
- Invested in global account management organization to serve over 100 multinational key accounts

*Pro forma for the acquisition of ColorMatrix

- Leverage technology development and best practices to better serve global customers
- Drive global marketing strategies for growth with target customers & markets
- Accelerate decision making and assure consistent execution of four pillar strategy



Recent Investment Activity



- 67% of recent commercial additions are outside the U.S.
- Capital projects heavily focused on enabling international growth
 - ✓ Greenfield Color facility in India
 - ✓ New TPE line in Brazil
 - ✓ Joint venture with E.A. Juffali in Middle East
- SAP implementations in Asia and Brazil



M&A Focused on International Expansion *PolyOne*

- 70% of ColorMatrix sales are outside the U.S.
 - ✓ Focus areas of expansion in Eastern Europe, Russia, Asia, and South Africa
 - ✓ Megatrend toward lighter-weight packaging supports accelerated growth in barrier additive technologies
- Gained foothold in Brazil through Specialty platform with acquisitions



- Focus on global key accounts, and continue investment in commercial resources supporting multinational accounts
- Strengthen our presence in emerging markets
- Accelerate growth in Asia
- Pursue appropriate acquisition opportunities



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