



# Specialization

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*Collaboration. Innovation. Excellence.™*



## What if:

*an innovative thermoplastic elastomer could help you strengthen your grip on new markets?*



It can — when you work with PolyOne. We help medical manufacturers develop innovative solutions to solve customers needs. This award-winning syringe system was developed by OXO to help patients suffering with rheumatoid arthritis administer medication with ease. Working with PolyOne, OXO was able to incorporate a soft touch, non-slip thermoplastic elastomer into their innovative design, enabling them to reach a new market, reinforce their Good Grips® brand, and grow their bottom line. For answers to the biggest questions facing your business, visit [www.polyone.com/whatif](http://www.polyone.com/whatif). Make it possible.



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# 2012 Range Rover Evoque Interior

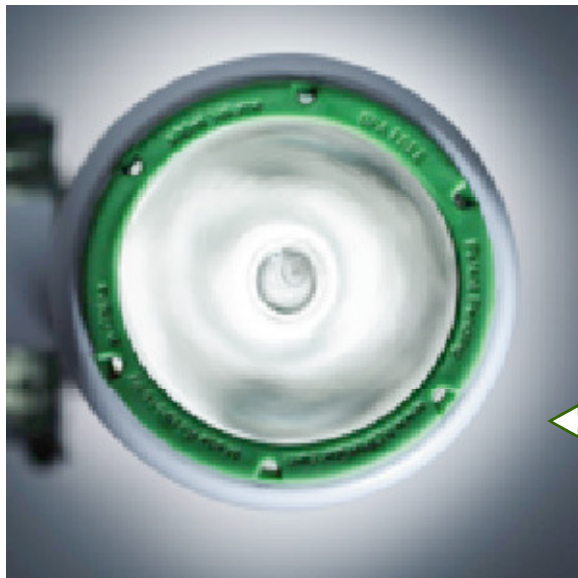


- Color harmonization across 15 unique color-and-polymer combinations
- Eliminated need for multiple pre-colored materials
- Reduced Land Rover's working capital

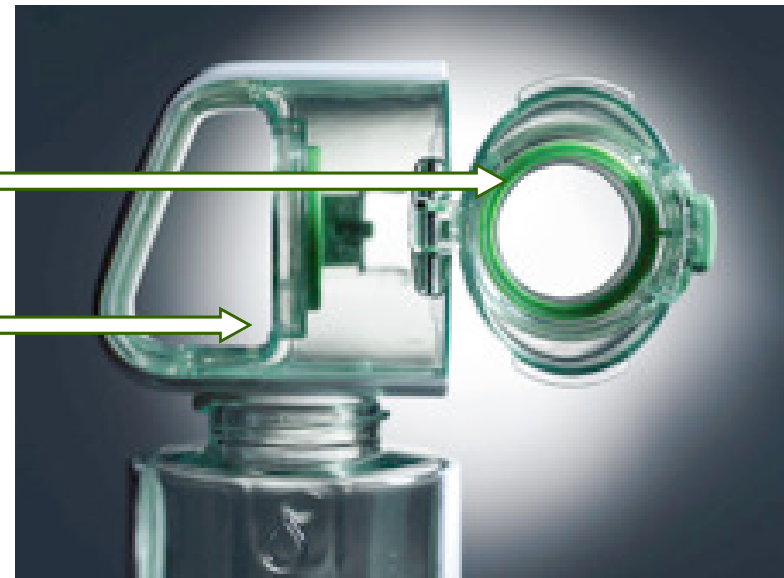
# KOR Delta Hydration Vessel



- Specialty TPE formulation overcame performance issues
- Eliminated secondary assembly process for increased operational efficiency



Interior seal  
Flip-top seal  
Bottom ring



# Friedrich Kühl® Decorative Air Conditioner Housing *PolyOne*

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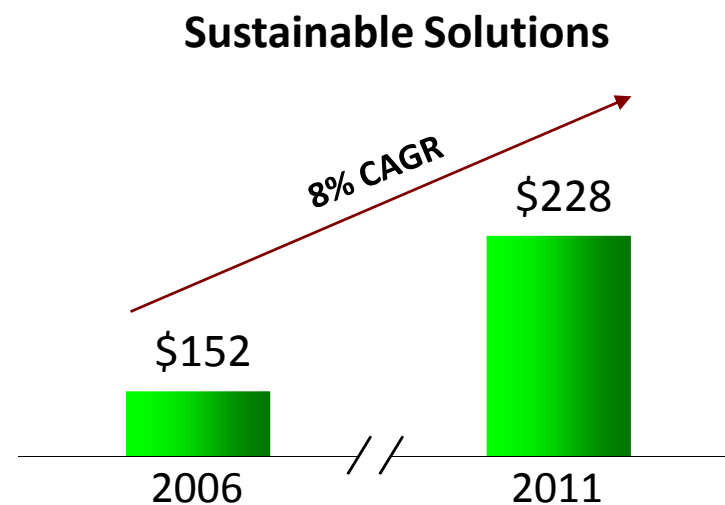
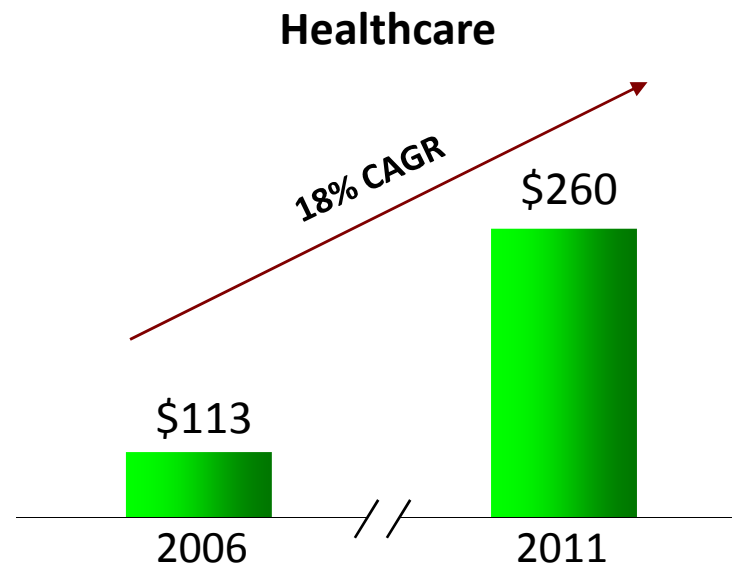


- Replaced painted ABS housing with Geon™ solution
- Reduced operating noise
- Simplified manufacturing footprint to drive significant cost savings



# Focused Efforts in Attractive Industry Segments *PolyOne*

- Focused on markets with high growth and profit potential
- Leveraging our in-depth knowledge of formulation and processing to develop market driven solutions
- Aligning resources across the organization to drive growth in target markets



(Revenue in \$ millions)

# Pulmonary Device



- Design service collaboration
- Doubled productivity and improved yield rates
- Substantial reduction in overall manufacturing costs



## Innovating for the future...



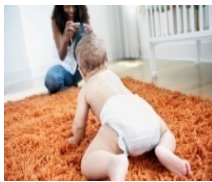
Rejuvenate a mature industry with new products and processes



Products designed for “next life” instead of “end life”



New designs for energy and carbon efficiency



New applications for used and recycled plastics

***...Making a difference today!***



PolyOne  
Sustainable  
Solutions



# Therma-Tech™ LED Lighting



- Replaces metal in LED lighting
- Extends LED durability and life span eliminating hot spots
- Greater design flexibility with fewer parts
- Weight reduction
- Simplifies manufacturing and lowers total production cost

# Alignment with Megatrends



## Improving Health and Wellness



- Aging population
- Longer life expectancy
- Healthy living
- Aging in place

## Protecting the Environment



- Environmental consciousness
- Alternative energy
- Resource efficiency
- Biotechnology

## Globalizing and Localizing



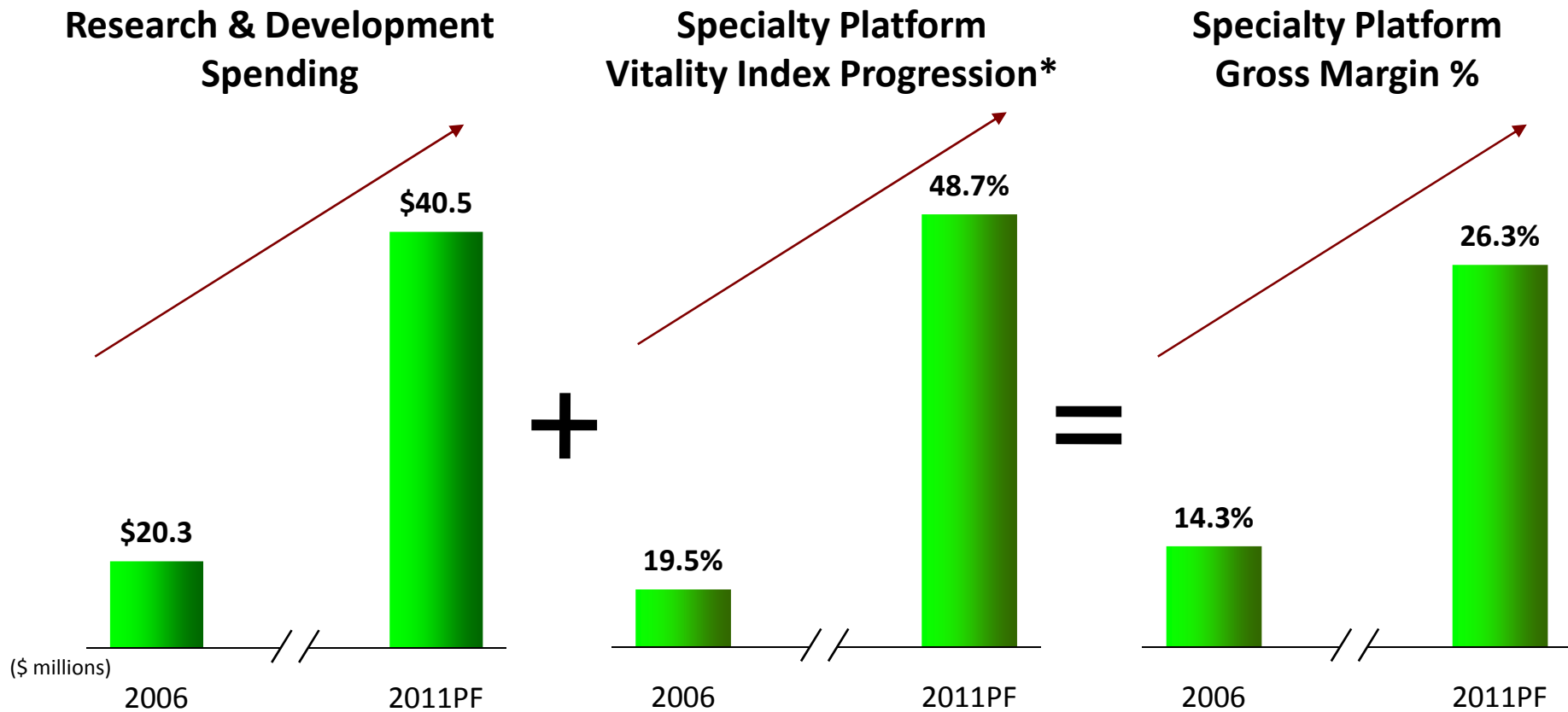
- Global leader/local expert with customized solutions
- Global OEMs seeking one standard of service everywhere

## Decreasing Dependence on Fossil Fuels



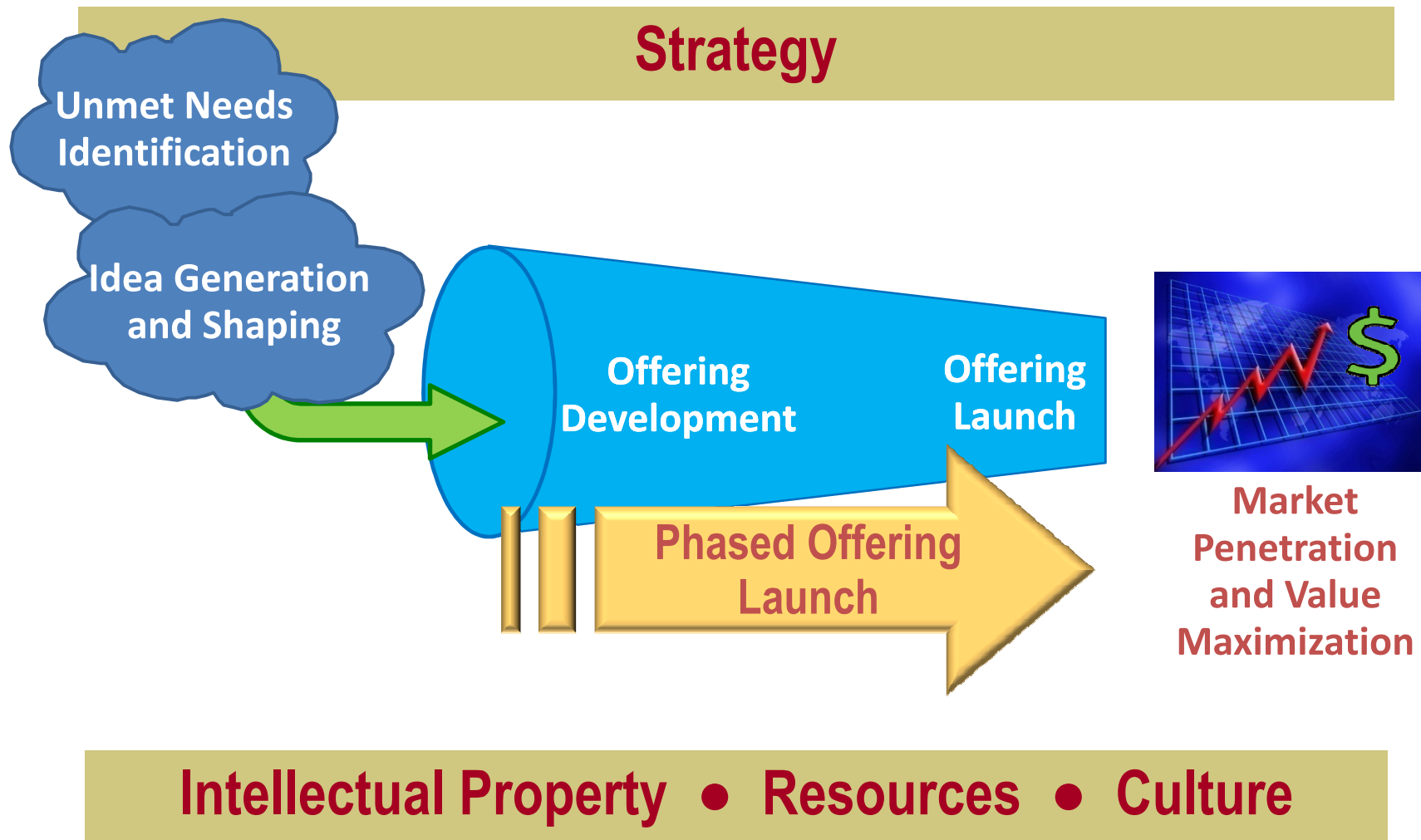
- Efficiency focus
- Reduced size/weight
- Mass transit
- Alternative materials
- Electric vehicles

# Innovation Drives Earnings Growth



\* Percentage of Specialty platform revenue from products introduced in last five years

# PolyOne Innovation Framework



# Critical Imperatives



- Accelerate growth in targeted industries and expand geographic presence through market-driven innovations
- Leverage new talent, tools, and training to drive customer satisfaction and margin expansion
- Translate best practices to / from ColorMatrix
- Drive specialization using a value-based mindset





*PolyOne*<sup>™</sup>

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