



Critical Imperatives

Robert M. Patterson



Collaboration. Innovation. Excellence.

- Successfully integrate ColorMatrix with “Invest to Grow” strategy
- Accelerate cross-selling and leverage Lean Six Sigma to drive sales-force effectiveness and improve execution
- Overcome current demand weakness in Europe and beat our 2012 goals!

Critical Imperatives – Medium to Long Term *PolyOne*[™]

- Continue cultural and paradigm shift from commodity compounder to collaborative formulator as One PolyOne
- Accelerate innovation and leverage megatrends to improve our mix of business with higher-margin specialty products
- Increase specialty contribution and advance globalization via acquisitions
- Drive relentless execution and creative innovation as key competitive differentiators

Elevating our Expectations and Yours



	2011 Proforma ColorMatrix “Where we are”	2015 Target “Where we expect to be”
1) Operating Income %		
Specialty	8.9%	12 – 16%
PP&S	7.2%	9 – 12%
Distribution	5.6%	6 – 7.5%
2) Specialty Platform % of Operating Income	50%	65 – 75%
3) ROIC* (after-tax)	10%	15%
4) Adjusted Annual EPS Growth	3 yr CAGR = 71%	Double Digit Expansion

*ROIC is defined as TTM adjusted OI divided by the sum of average debt and equity over a 5 quarter period