



Distribution

Kurt S. Schuering



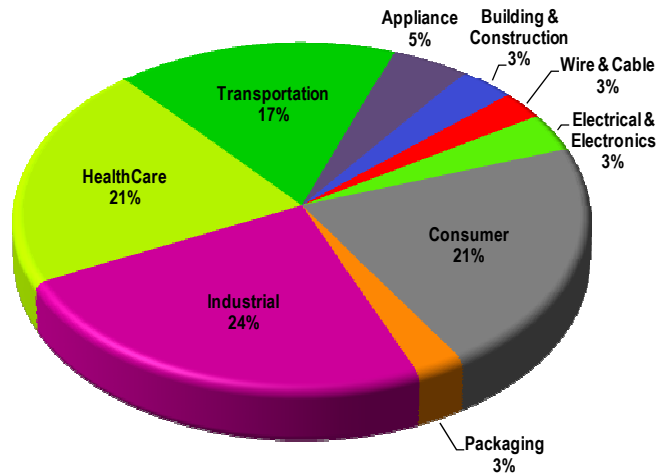
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At a Glance

Distribution



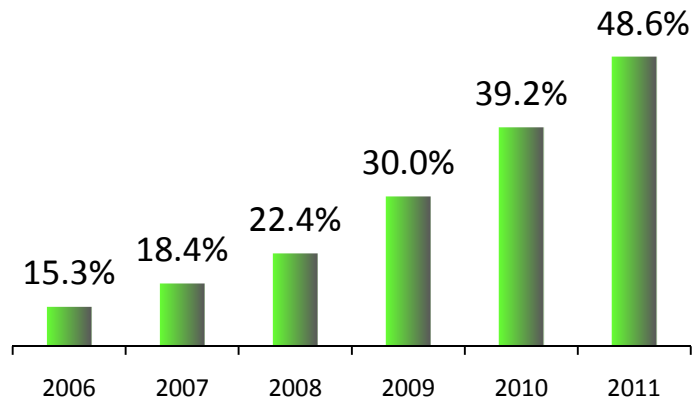
2011 Revenue: \$1.0 Billion



Key Suppliers

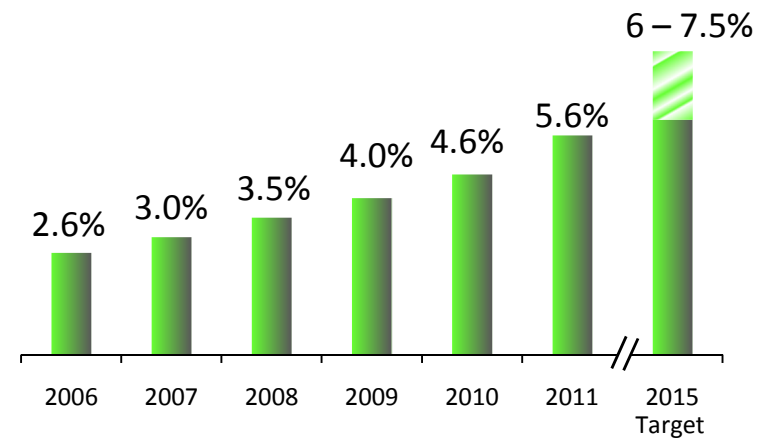


ROIC



Expanding Profits

Operating Income % of Sales



Value Proposition

- North America-based distributor with expanding global reach providing key plastic processors and market segments with best-in-class suppliers, products, service and delivery with a commitment to develop value-added solutions to enhance customer profitability

Transformation Highlights

- Significant market share gains with key suppliers
 - ✓ Proprietary PolyOne technology
 - ✓ Dow Corning
- Improved sales mix and profitability by shifting to non-cyclical businesses like healthcare
- Established presence in Brazil and Asia in 2011

> \$5B Addressable Market



Key Differentiators

Distribution



- Product offering
 - ✓ Breadth and depth; industry leading suppliers
- Sales and marketing capability
- Customer service / logistics operations
 - ✓ Customer survey results – consistent best-in-class performance
 - ✓ Leading on-time delivery
- Management team experience and stability
- Lean Six Sigma
 - ✓ Solving our customers' unmet needs

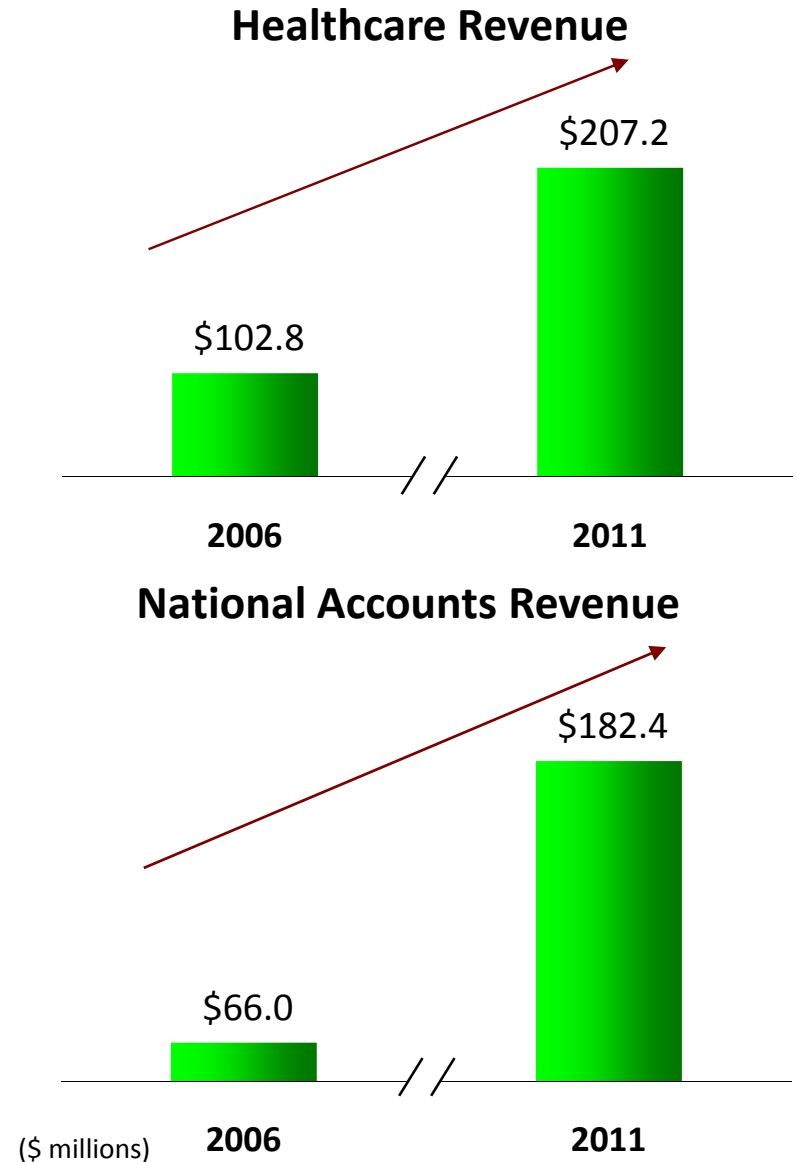


Areas of Focus

Distribution



- Strong market segmentation provides focused resourcing to accelerate growth
- Expanding global reach meets customers' needs and creates competitive differentiation
- Selling skills & product application knowledge to target executives & engineers



Critical Imperatives and 2015 Goal

Distribution



Critical Imperatives

- Invest in commercial resources to accelerate growth
- Expand healthcare and key account revenues
- Broaden geographic reach and develop new markets and channel partnerships
- Continue to improve working capital efficiency and superior cash flow generation

2015 Goal

- 6 - 7.5% return on sales



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