# GLOBAL HIGH YIELD & LEVERAGED FINANCE CONFERENCE

**FEBRUARY 2020** 



# FORWARD LOOKING STATEMENTS

In this presentation, statements that are not reported financial results or other historical information are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements give current expectations or forecasts of future events and are not guarantees of future performance. They are based on management's expectations that involve a number of business risks and uncertainties, any of which could cause actual results to differ materially from those expressed in or implied by the forward-looking statements. They use words such as "will," "anticipate," "estimate," "expect," "project," "intend," "plan," "believe," and other words and terms of similar meaning in connection with any discussion of future operating or financial performance and/or sales.

Factors that could cause actual results to differ materially from those implied by these forward-looking statements include, but are not limited to:

- Our ability to identify and evaluate acquisition targets and consummate and integrate acquisitions
- Disruptions, uncertainty or volatility in the credit markets that could adversely impact the availability of credit already arranged and the availability and cost of credit in the future;
- The effect on foreign operations of currency fluctuations, tariffs and other political, economic and regulatory risks;
- Changes in polymer consumption growth rates and laws and regulations regarding the disposal of plastic in jurisdictions where we conduct business;
- Changes in global industry capacity or in the rate at which anticipated changes in industry capacity come online;
- Fluctuations in raw material prices, quality and supply and in energy prices and supply; production outages or material costs associated with scheduled or unscheduled maintenance programs;
- Unanticipated developments that could occur with respect to contingencies such as litigation and environmental matters;
- An inability to raise or sustain prices for products or services;
- Information systems failures and cyber attacks; and
- Other factors affecting our business beyond our control, including, without limitation, changes in the general economy, changes in interest rates and changes in the rate of inflation.

The above list of factors is not exhaustive.

PolyOne Corporation

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We undertake no obligation to publicly update forward-looking statements, whether as a result of new information, future events or otherwise. You are advised to consult any further disclosures we make on related subjects in our reports on Form 10-Q, 8-K and 10-K that we provide to the Securities and Exchange Commission.

# USE OF NON-GAAP MEASURES

One Corporation

- This presentation includes the use of both GAAP (generally accepted accounting principles) and non-GAAP financial measures. The non-GAAP financial measures include: adjusted EPS, adjusted operating income, and return on invested capital.
- PolyOne's chief operating decision maker uses these financial measures to monitor and evaluate the ongoing performance of the Company and each business segment and to allocate resources. In addition, operating income before special items and adjusted EPS are components of various PolyOne annual and long-term employee incentive plans.
- A reconciliation of each non-GAAP financial measure with the most directly comparable GAAP financial measure is attached to this presentation which is posted on our website at www.polyone.com.





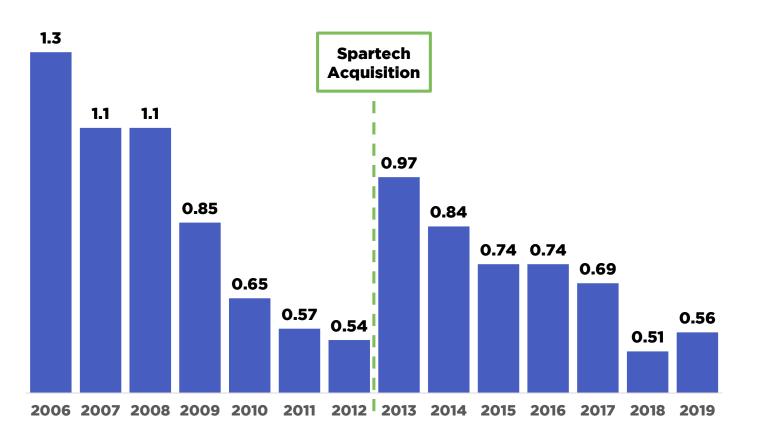
## VISION

To be the world's premier provider of specialized polymer materials, services and solutions



## SAFETY FIRST

### **Injuries per 100 Workers**







# **COMMODITY** TO **SPECIALTY** TRANSFORMATION

#### Volume

- Volume driven, commodity production
- Heavily tied to cyclical end markets
- Performance largely dependent on noncontrolling joint ventures

#### Value

- Shift to value-based selling & an innovative culture
- New leadership team appointed
- Implementation of four pillar strategy
- Investment in commercial training and innovation
- Faster growing, high margin focus

#### Transformation

- Accelerated growth with world class vitality index
- Significant commercial resource additions
- Expanded margins with specialty focus
- Acquired strategic, bolt-on companies to expand technology offerings and improve geographic breadth

### The Future



 Sustainability / megatrends drive above market growth

### 2020 and Beyond

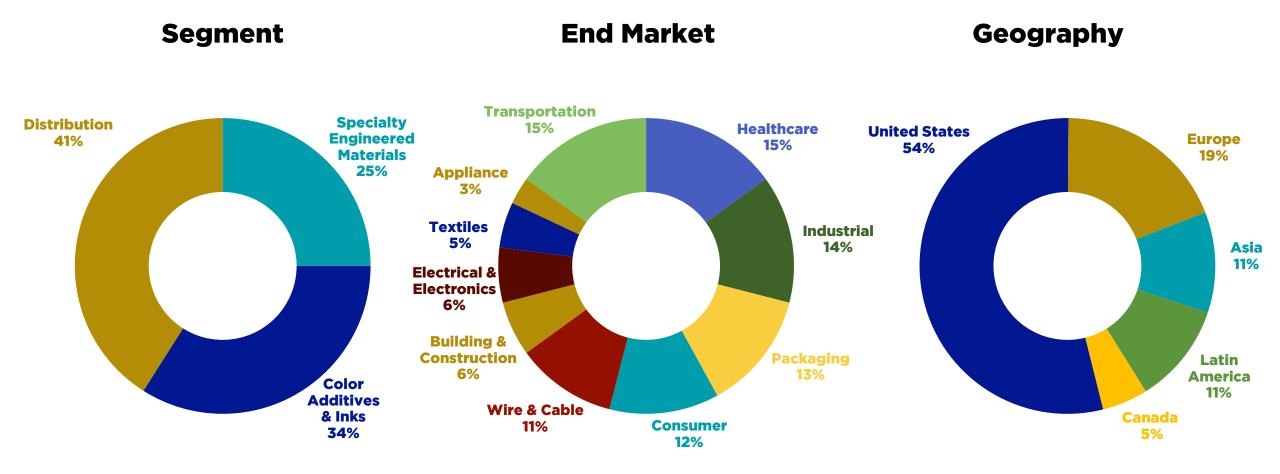
#### 2000-2005

2006 - 2013

2013 - 2019

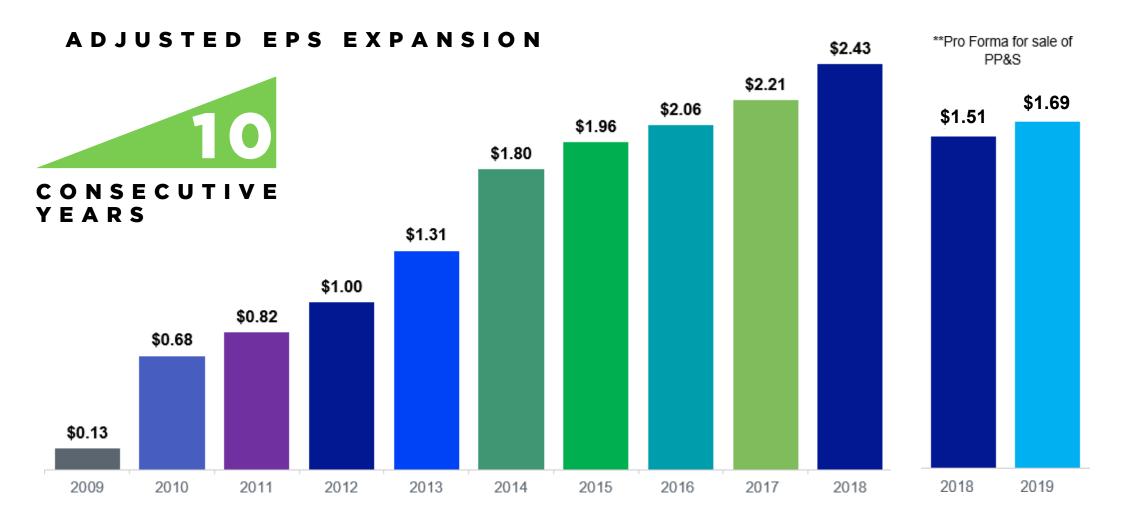


### **POLYONE** 2019 REVENUE | \$2.9 BILLION



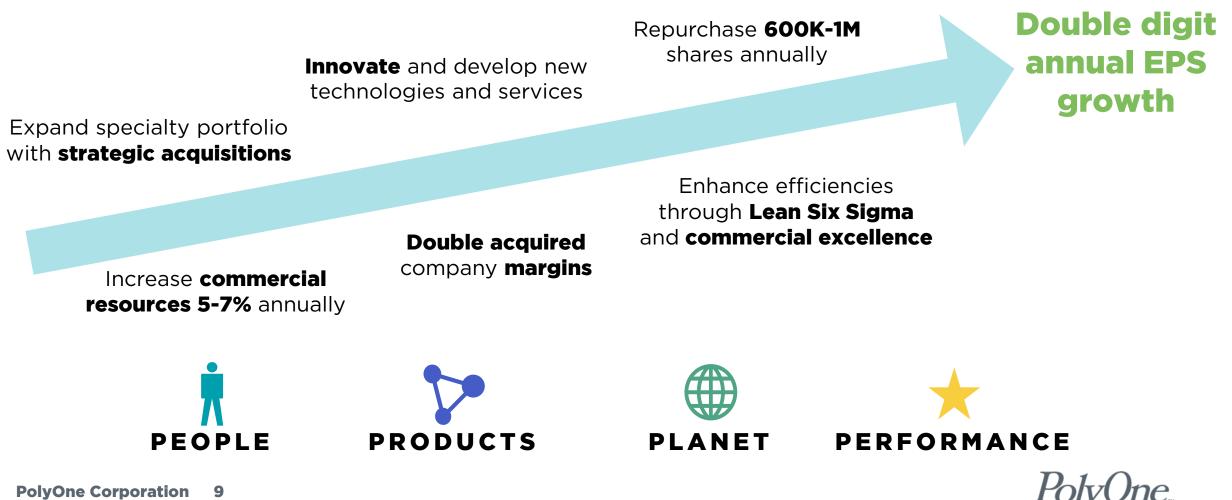


# PROOF OF PERFORMANCE

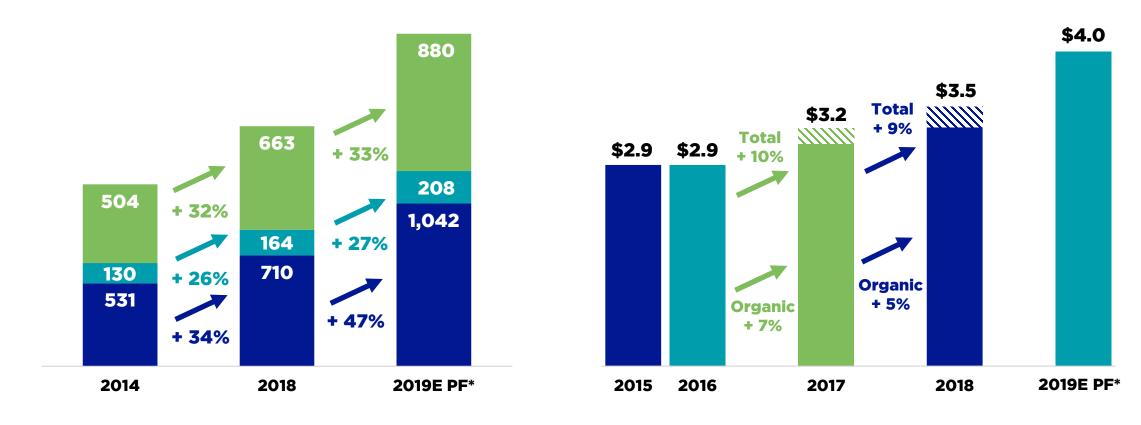


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### SUSTAINABLE PATH TO DOUBLE-DIGIT EPS GROWTH



## EXPANSION OF COMMERCIAL RESOURCES DRIVING GROWTH



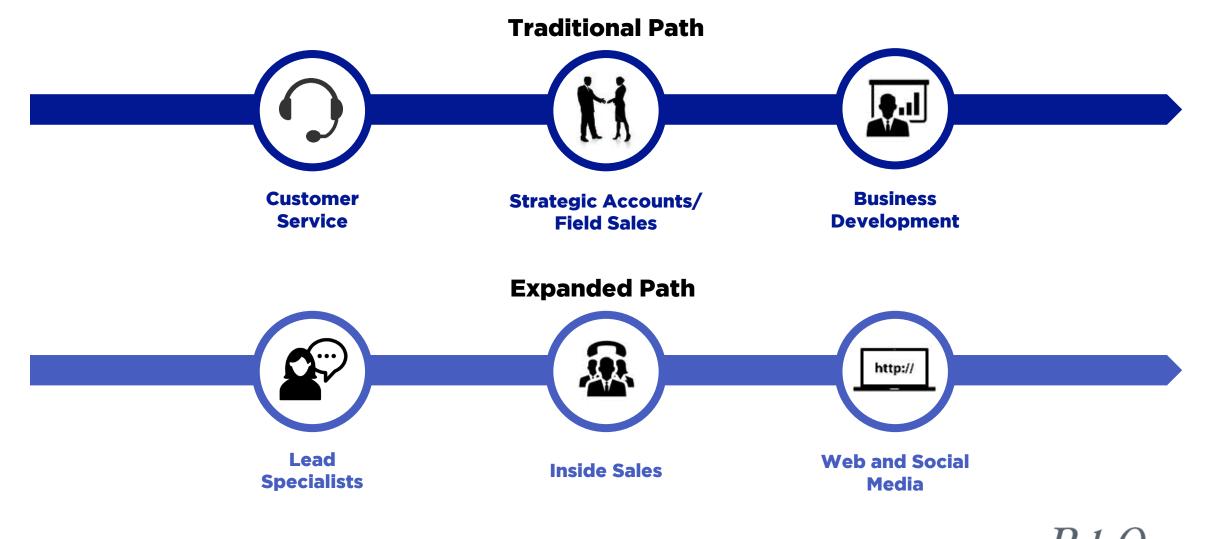
#### R&D / Technical Marketing Sales

#### **Revenue in Billions**

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\* 2019E Pro Forma for PP&S Divestiture and Clariant Masterbatch business

## THE EVOLVING CUSTOMER RELATIONSHIP

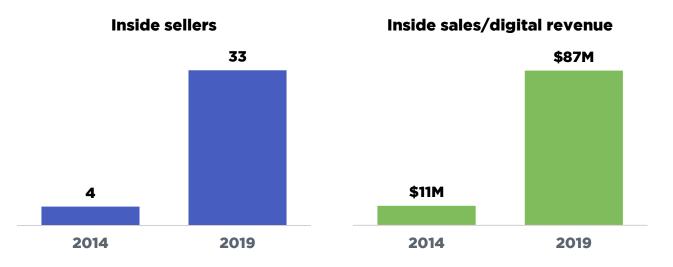




### **EXPANDED PATH** ADDING CUSTOMER TOUCHPOINTS

Investments in digital and dedicated inside sales to improve customer experience

110% increase in leads (from 6,000 to 12,700) driven by website, phone, and online chat



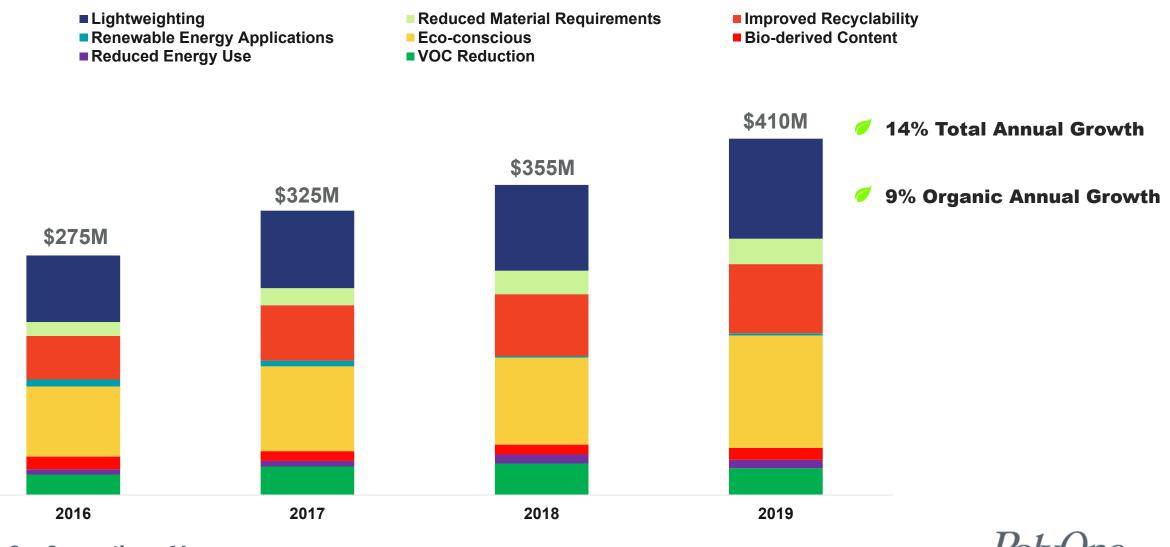


## ALIGNING WITH TRENDS FOR GROWTH



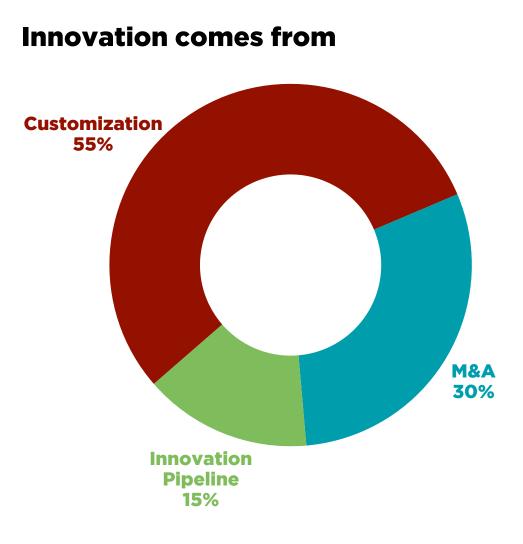


## REVENUE FROM SUSTAINABLE SOLUTIONS



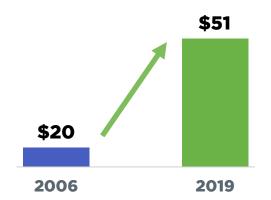
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## INNOVATION



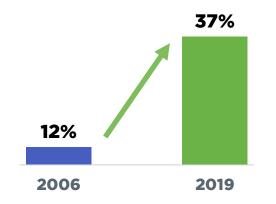
### Research & Development Spend

(\$ millions)



#### **Vitality Index**

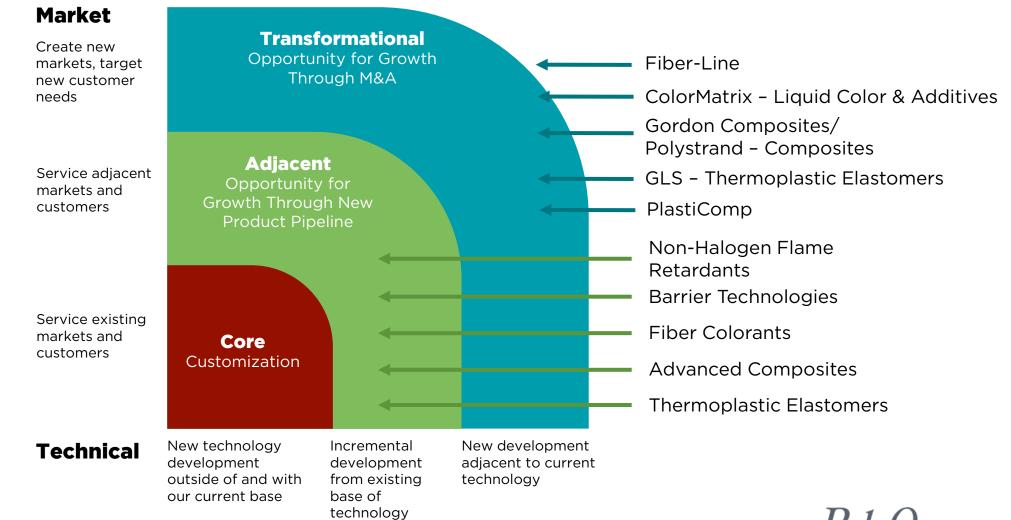
% of sales from products launched last 5 years





## **3 HORIZONS** OF DEVELOPMENT

### ΙΝΝΟΥΑΤΙΟΝ



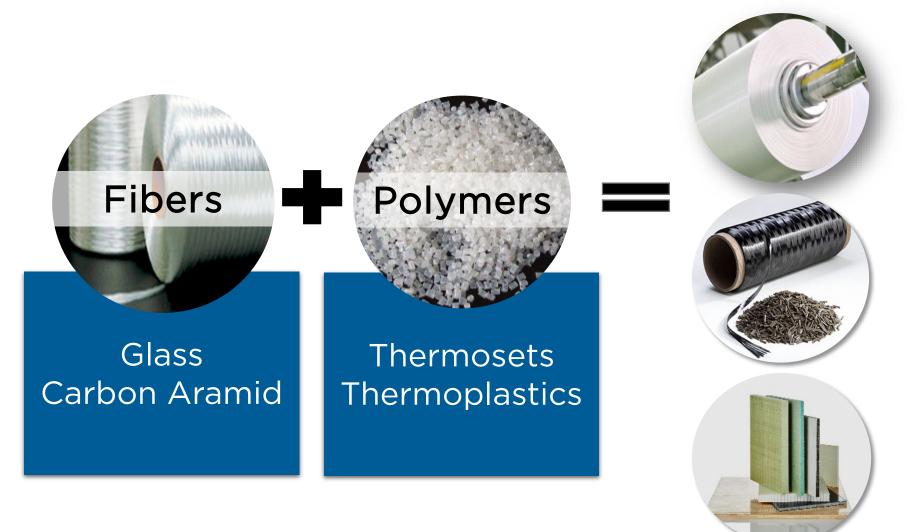
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# INNOVATION SPOTLIGHT: COMPOSITES



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# **COMPOSITE MATERIALS**

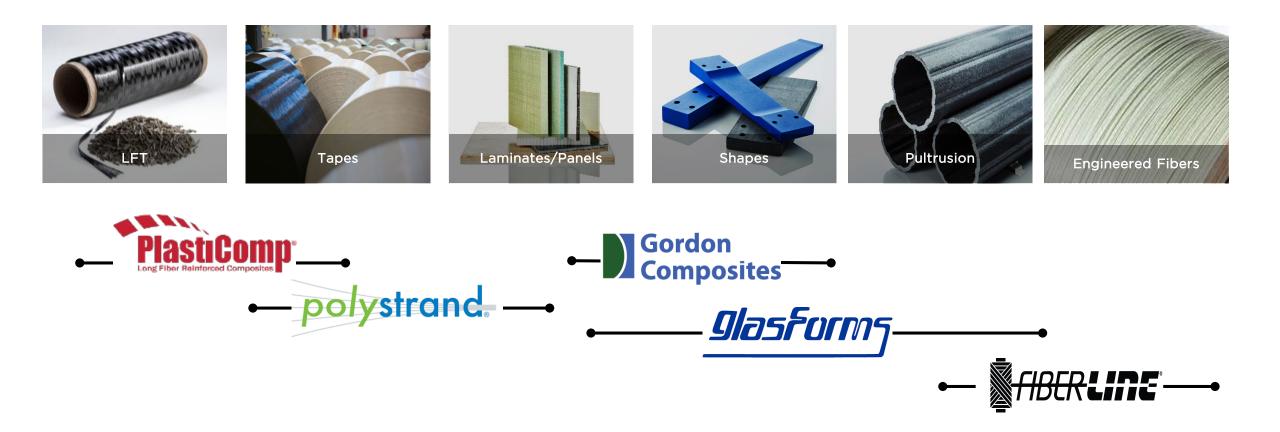


### **Focused End Markets**

- Wire & Cable / Electrical
- Consumer
- Transportation
- Industrial

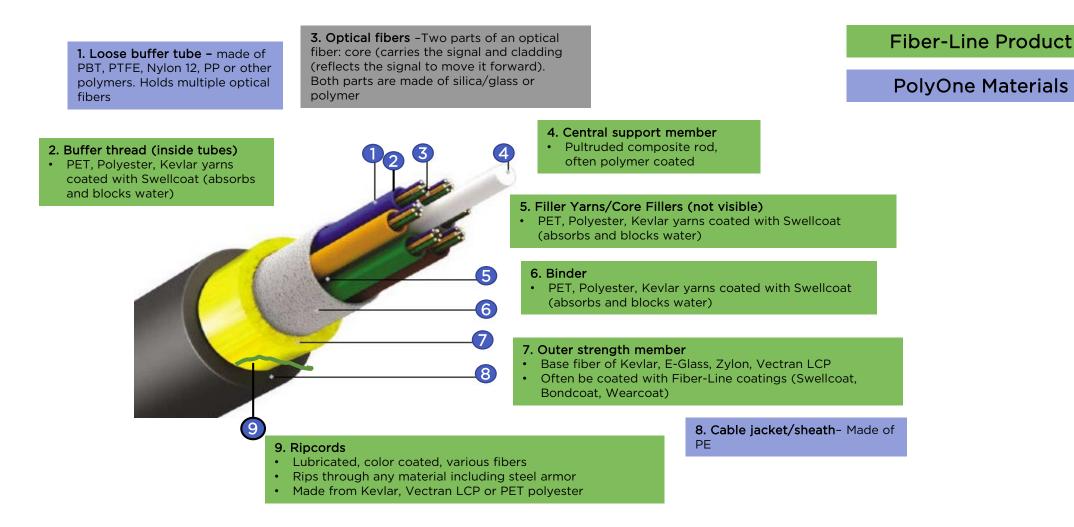


### **COMPOSITES PORTFOLIO** DIVERSE CAPABILITIES AND SOLUTIONS SERVING MANUFACTURERS AND OEMS





## POLYONE APPLICATIONS IN FIBER OPTIC CABLES





# FIBER OPTICAL GROWTH DRIVERS

5G technology will be a leading growth driver in fiber optic cable for several years

### 5G vs. 4G

### **10x** Speed Increase

### &

**8x** More Antennae Required

### **5G Networks**

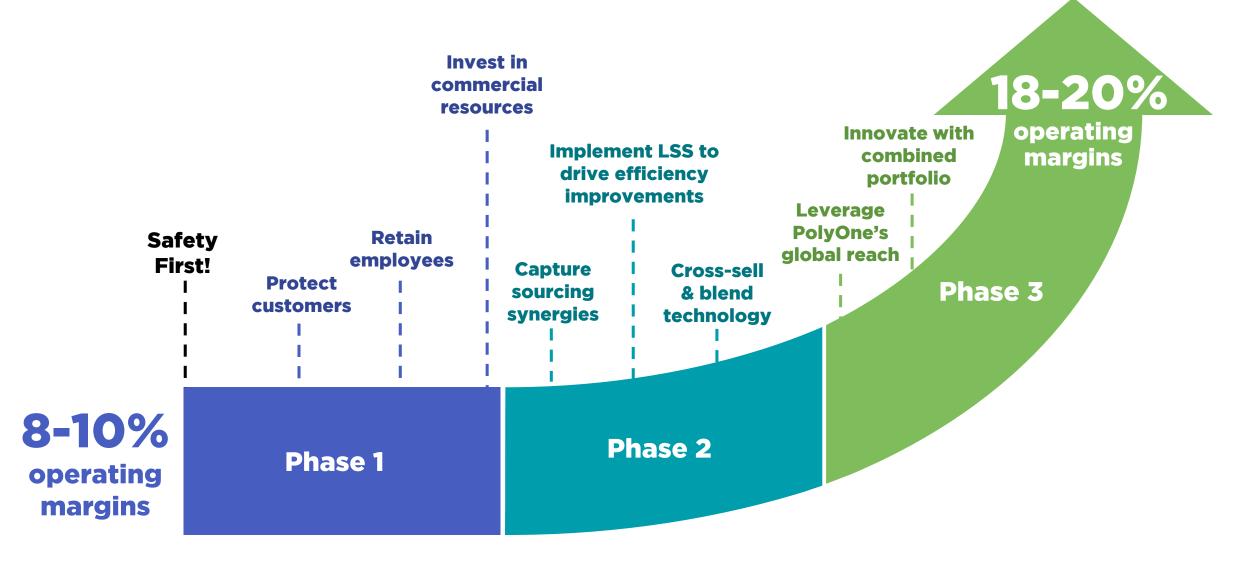
- Enable lower latency, greater flexibility & efficiency
- Installation of these networks are in the very early stages
- Installation will start in urban hubs and will continue to expand into suburban and rural areas
- By 2025, only 14% of the world will have 5G connections
- Growth is expected over multiyear period



## INVEST-TO-GROW M&A STRATEGY

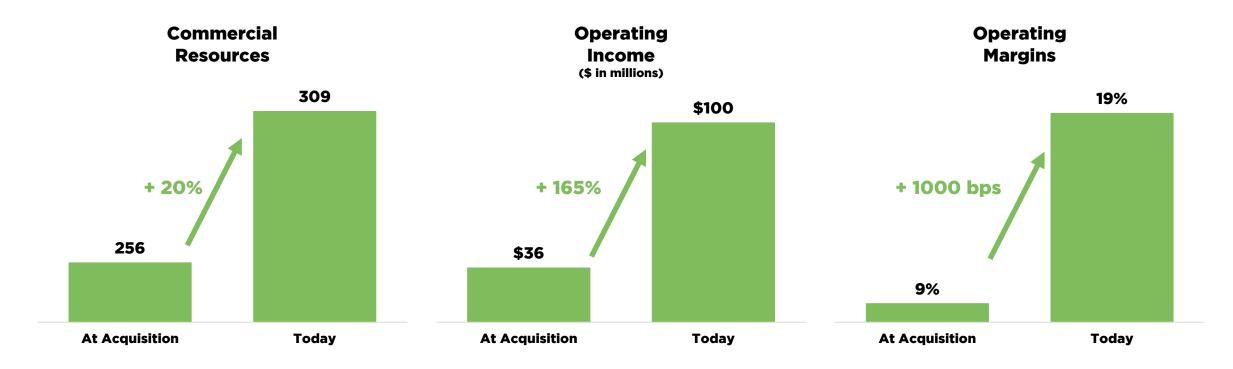


## INVEST-TO-GROW M&A PLAYBOOK



## **INVEST-TO-GROW** PROOF OF PERFORMANCE

### Established Acquisitions (> 7 years)

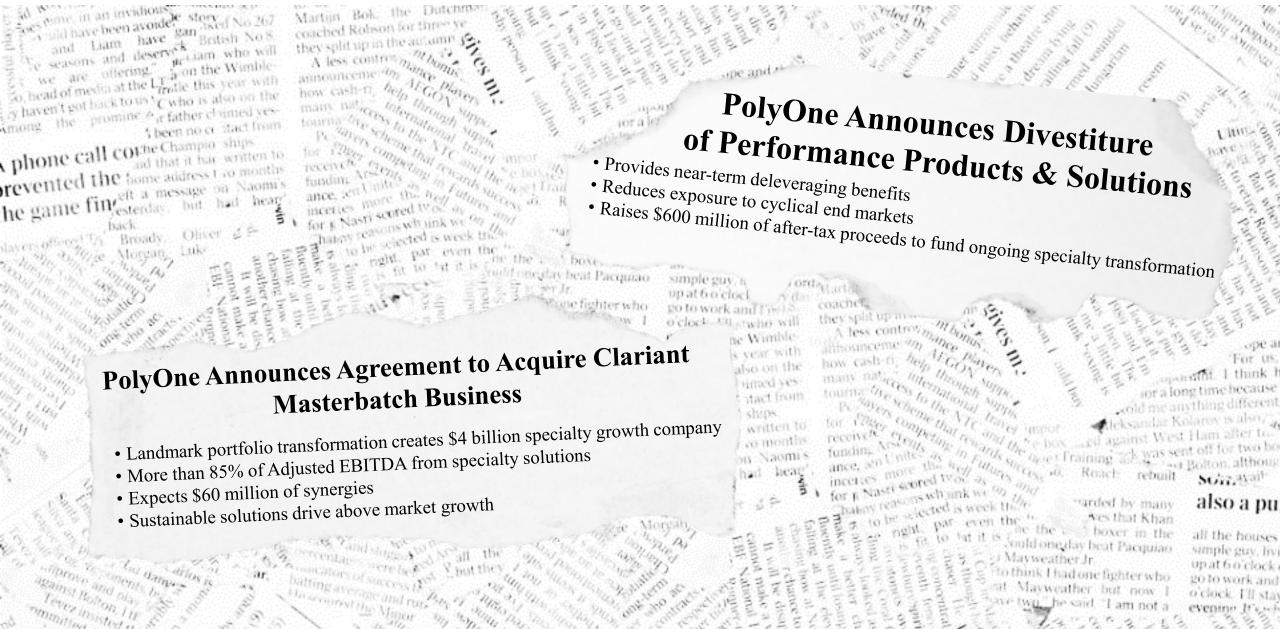


### CLARIANT MASTERBATCH ACQUISITION DRIVES NEXT LEVEL SPECIALTY TRANSFORMATION

## ACCELERATING GROWTH WITH SUSTAINABLE SOLUTIONS



# TRANSFORMATION HEADLINES



# FIT WITH FOUR PILLAR STRATEGY

### **Specialization**

- Innovation-led organization with heavy emphasis on R&D
- World-class expertise in color formulation
- Strong presence in specialty end markets including Consumer, Packaging and Healthcare

### People

Experienced and talented associates with a winning mentality

### **Operational Excellence**

- Extensive manufacturing footprint with 46 facilities
- Organizational focus on optimizing supply chain to better serve customers
- Color design expertise

### **Commercial Excellence**

Globalization

• Diverse geographic portfolio with

an established presence in every

• Expands PolyOne's ability to serve customers in key growth areas

including India, China and

major region

Southeast Asia

- Value-focused salesforce with vast experience marketing and commercializing specialty technologies
- Diverse customer portfolio with established OEM's



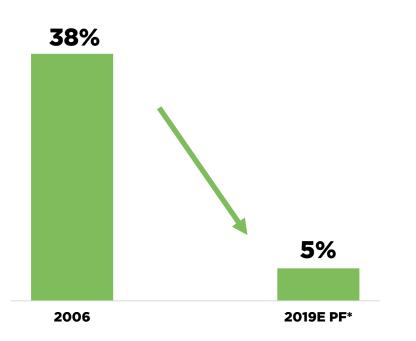
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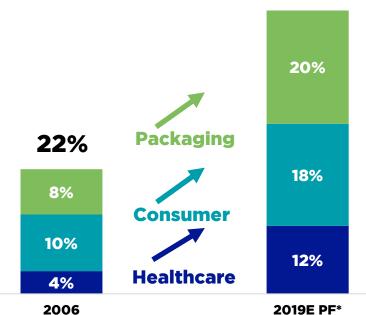
## END MARKET TRANSFORMATION

### **Percentage of Total Revenue**

**Building & Construction** 

**High Growth End Markets** 





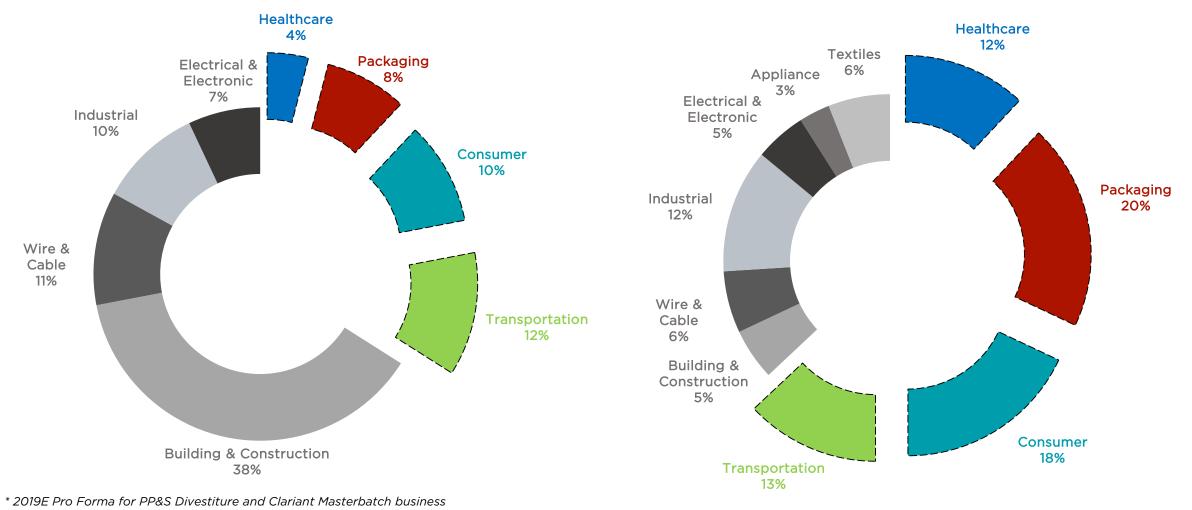
50%

\* 2019E Pro Forma for PP&S Divestiture and Clariant Masterbatch business





## END MARKET **TRANSFORMATION** 2006 2019E PF\*

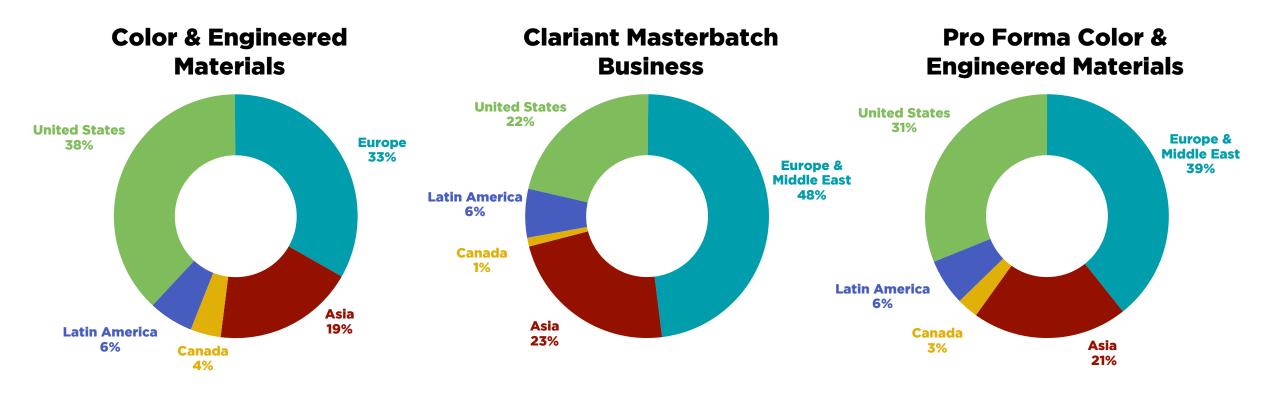


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## COMPLEMENTARY GEOGRAPHIC PRESENCE

### **Net Sales by Geographic Region**





# UNIFIED FOCUS ON SUSTAINABILITY

### PolyOne

- Uses packaging additives & colorants to improve recyclability and enhance automated sorting
- Combines UV-blocking additive colorants & other barriers to prevent spoilage and waste
- Produces infrared absorbing additives that reduce energy requirements for bottle manufacturing



#### Clariant Masterbatch Business

 Building mini-recycling plants to facilitate customer projects on design for recycling - CycleWorks



 Manufactures oxygen scavengers to extend shelf-life of perishable items and reduce material requirements



• Offers spin-dyeing solutions that use significantly less water than traditional methods, allowing for sustainable coloration of textiles

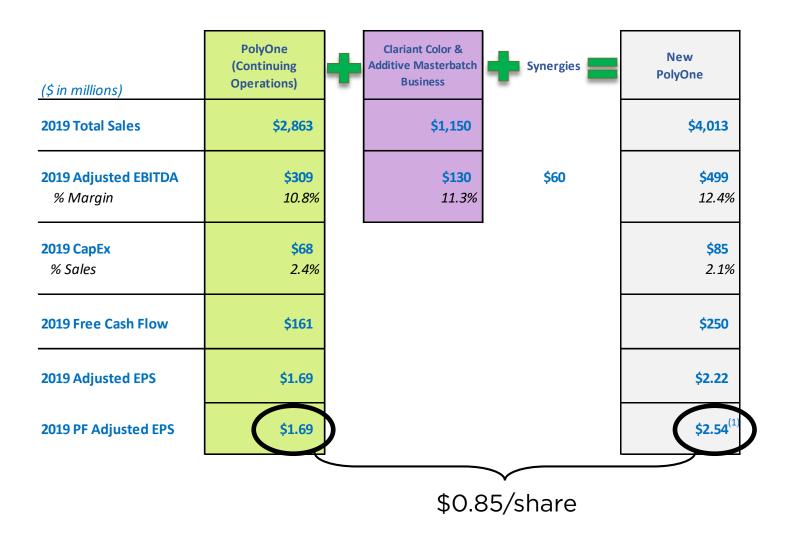








### **POLYONE + CLARIANT MASTERBATCH BUSINESS**

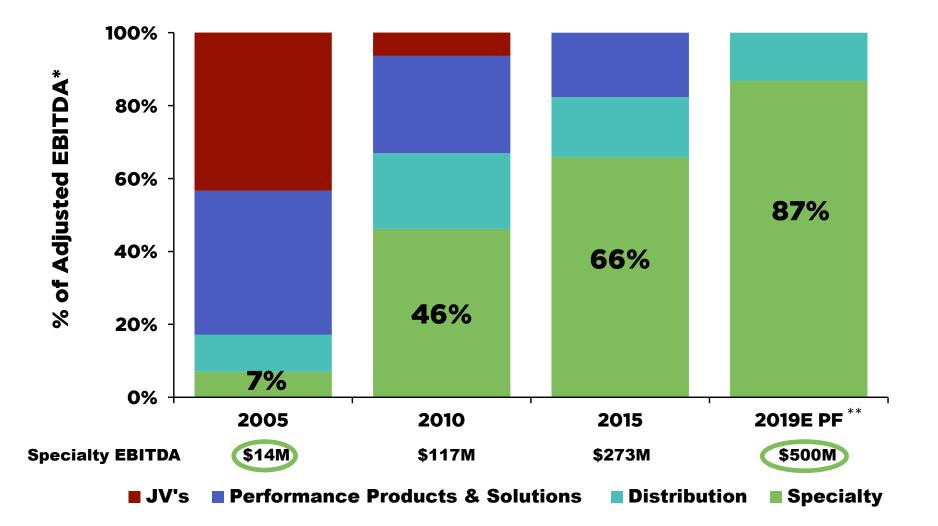


(1) Excludes step-up of depreciation & amortization related to purchase accounting of transaction

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## OVER 85% OF ADJUSTED EBITDA FROM SPECIALTY



\* Adjusted EBITDA is EBITDA excluding corporate costs and special items

\*\* 2019E Pro Forma for PP&S Divestiture and Clariant Masterbatch business acquisition with synergies



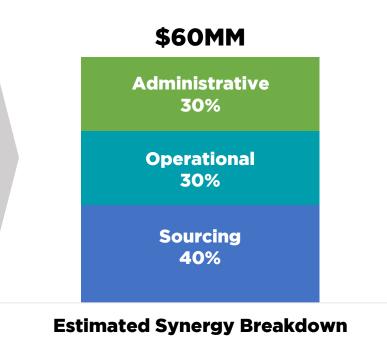
# TRANSACTION OVERVIEW

Transaction Value	<ul> <li>\$1.45 B net purchase price</li> <li>Represents 11.1x adjusted EBITDA (excluding synergies), 7.6x adjusted EBITDA (including synergies)</li> </ul>
Synergies	<ul> <li>Pre-tax synergies of \$60MM expected to be fully realized by the end of 2023</li> <li>Synergies realized from sourcing, operational, technology / commercial, and general administrative</li> </ul>
Financing	<ul> <li>Committed financing in place</li> <li>Permanent financing to be combination of available cash on-hand, new debt and equity component to limit leverage</li> <li>Equity issuance of \$500MM</li> <li>Target net leverage below 3.5x, 3.1x synergized</li> </ul>
Closing Conditions / Timing	• Expected mid-2020, subject to regulatory approvals and customary closing conditions



# SIGNIFICANT SYNERGY OPPORTUNITIES

- Expect EBITDA synergies of \$60MM
  - Proven integration expertise with a decade of acquisition experience
  - Administrative synergies reflect reduction of duplicative internal and third-party costs
- Run rate synergies of \$20MM by the end of Year 1 with \$60MM achieved by the end of Year 3
- Significant additional opportunity for geographical expansion
  - Clariant Masterbatch business has complementary regional presence in key growth areas including India & Southeast Asia
- Opportunity to accelerate growth with a combined portfolio of innovative solutions aligned with sustainability megatrends



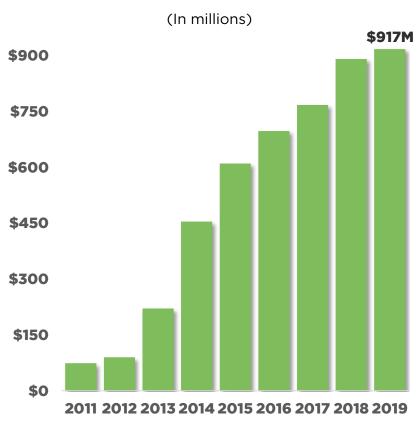


# ATTRACTIVE FINANCING STRUCTURE

Financing Summary	<ul> <li>\$465 million of cash from the balance sheet expected to fund a portion of the purchase price</li> <li>Bridge financing for remainder fully committed from Citi, Morgan Stanley and Wells Fargo</li> <li>Permanent financing expected to include a combination of long-term debt and new equity</li> <li>The timing of the permanent financing is subject to a number of factors, including, but not limited to, market conditions</li> <li>PolyOne is committed to preserving a strong balance sheet <ul> <li>Target net leverage at close below 3.5x, excluding synergies</li> </ul> </li> <li>Pro forma capital structure positions PolyOne with flexibility to pursue continued growth strategy</li> </ul>
Terms on New Debt	<ul> <li>New financing expected to have same or better covenant package than existing capital structure</li> <li>Capital structure would be "covenant lite"</li> </ul>
Capital Policy	<ul> <li>Transaction in line with PolyOne's disciplined capital allocation policy</li> <li>Existing PolyOne dividend policy to be maintained</li> <li>Focus on deleveraging in the near term</li> </ul>
Attractive Debt Maturity Profile	\$600       \$624         \$450       \$600         \$450       \$600         \$2019       2020       2021       2022       2023       2024       2025       2026       2028+         2019       2020       2021       2022       2023       2024       2025       2026       2028+

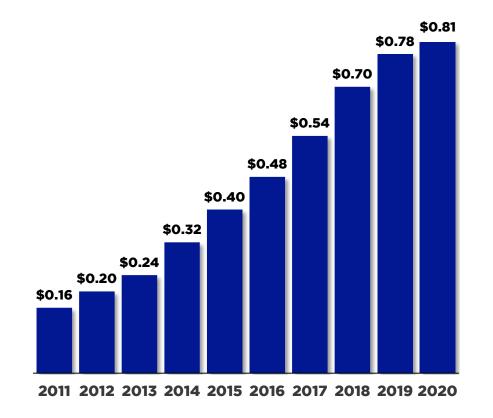


#### RETURNING CASH TO SHAREHOLDERS OVER \$1.2 BILLION SINCE 2011



#### **Cumulative Share Repurchases**

#### **Increasing Annual Dividend**



PolyOne

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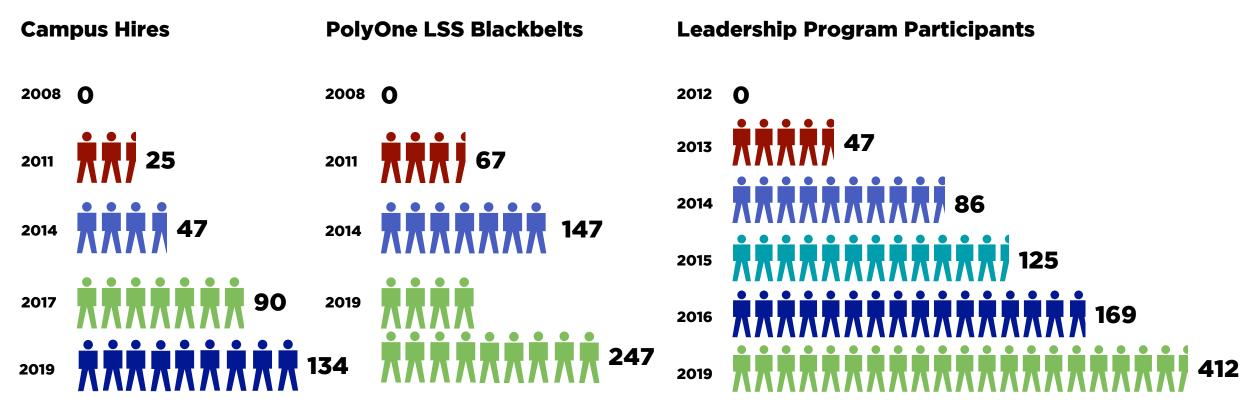
## WHY INVEST IN POLYONE? THE NEW POLYONE: A SPECIALTY GROWTH COMPANY

- Transformational M&A with PP&S divestment and pending acquisition of Clariant Masterbatch business
- Growing leadership position in attractive markets
- Innovation, technology and service are differentiators
- Capital management is a strength: Record-setting cash generation to continue for years
- Proven acquisition strategy with robust pipeline
- Commercial investments are fueling momentum and generating organic growth

## SERVICE: THE TIMELESS DIFFERENTIATOR



## TALENT DEVELOPMENT





onfidence and Impact



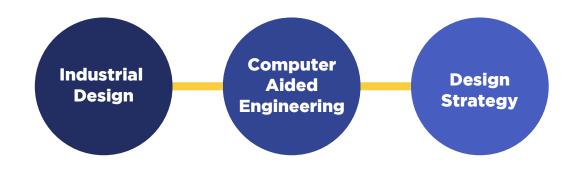




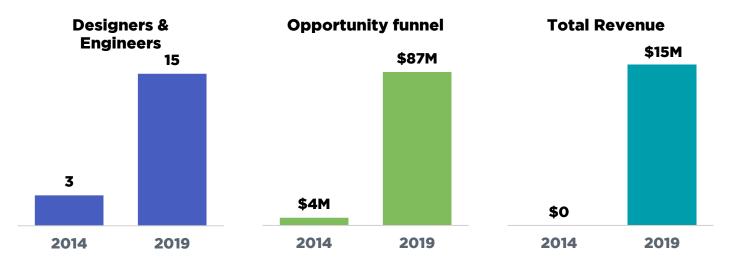
PolyOne LEAD by Women



## IQ DESIGN



#### A UNIQUE CUSTOMER EXPERIENCE



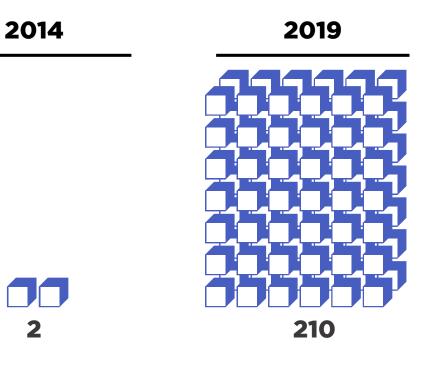




## LSS CUSTOMER FIRST

Enables sales growth by building more intimate customer relationships, giving us insight to customers' needs, with a service that is not easily replicated

#### **Customer Engagements**





# SEGMENT HIGHLIGHTS INNOVATING WITH POLYONE

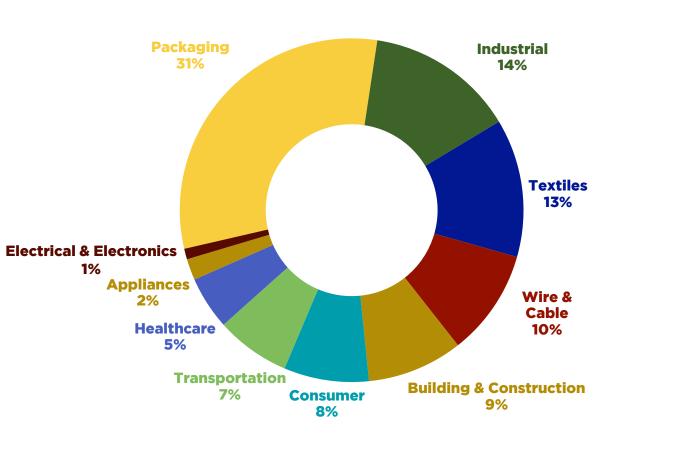
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## COLOR, ADDITIVES & INKS

#### **END MARKETS & SOLUTIONS**





Solid Colorants



Liquid Colorants



Performance Additives

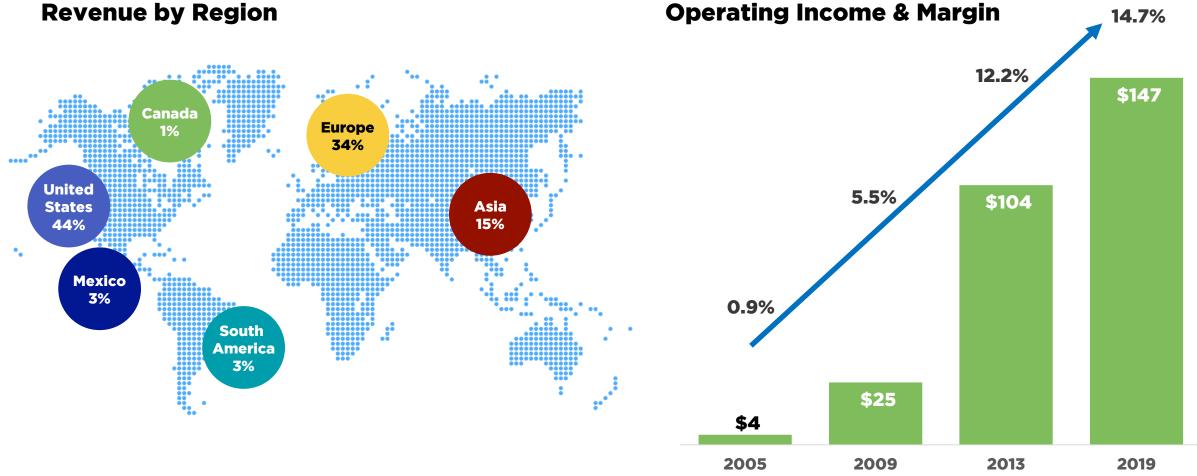


Screen Printing Inks

## **COLOR, ADDITIVES & INKS**

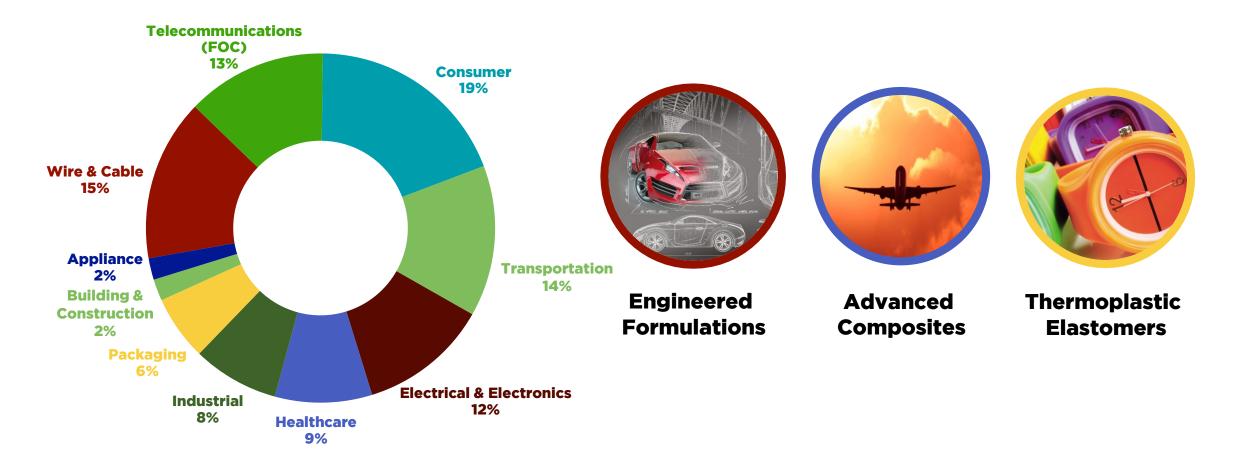
#### **2019 REVENUE | OVER \$1 BILLION**

**Revenue by Region** 



## SPECIALTY ENGINEERED MATERIALS

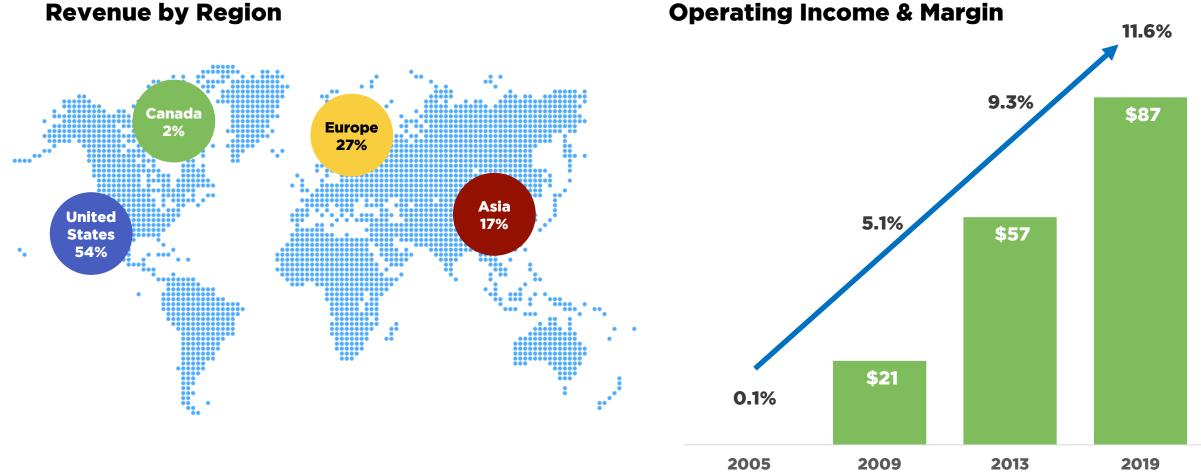
#### **END MARKETS & SOLUTIONS**



## SPECIALTY ENGINEERED MATERIALS

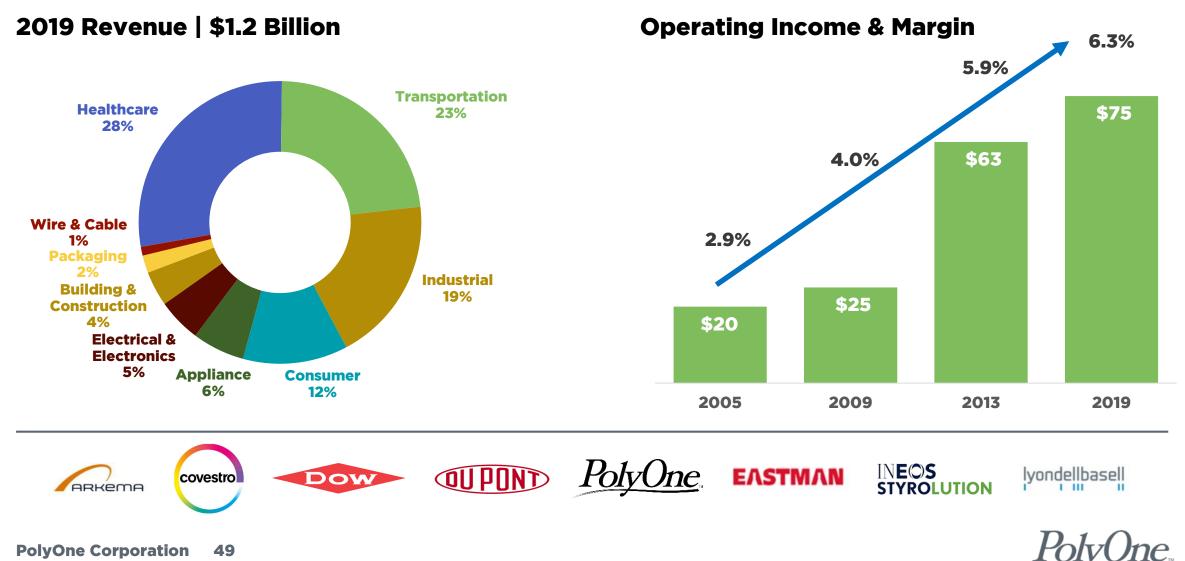
#### 2019 REVENUE | \$750 MILLION

**Revenue by Region** 

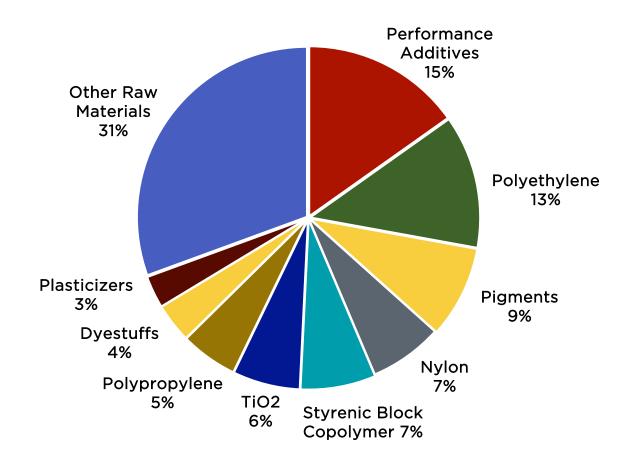


## DISTRIBUTION

#### **END MARKETS & SUPPLIERS**



## OVERVIEW OF RAW MATERIAL PURCHASES



**<u>\$900 million</u>** of raw material purchases in 2019 excluding Distribution business

Note: All figures exclude divested PP&S business

# TARGET END MARKETS & APPLICATION EXAMPLES



## **Target End Markets... Healthcare**

Structural Composites

Elastomeric Grips and Handles

Antimicrobial Technologies

Thermally Conductive Technologies Anti-Counterfeiting Technologies

**Catheter Technologies** 

Chemical Resistant Technologies

Polymer Colorants

### **Target End Markets... Automotive**

WHEELS

ALL WHEEL DRIVE

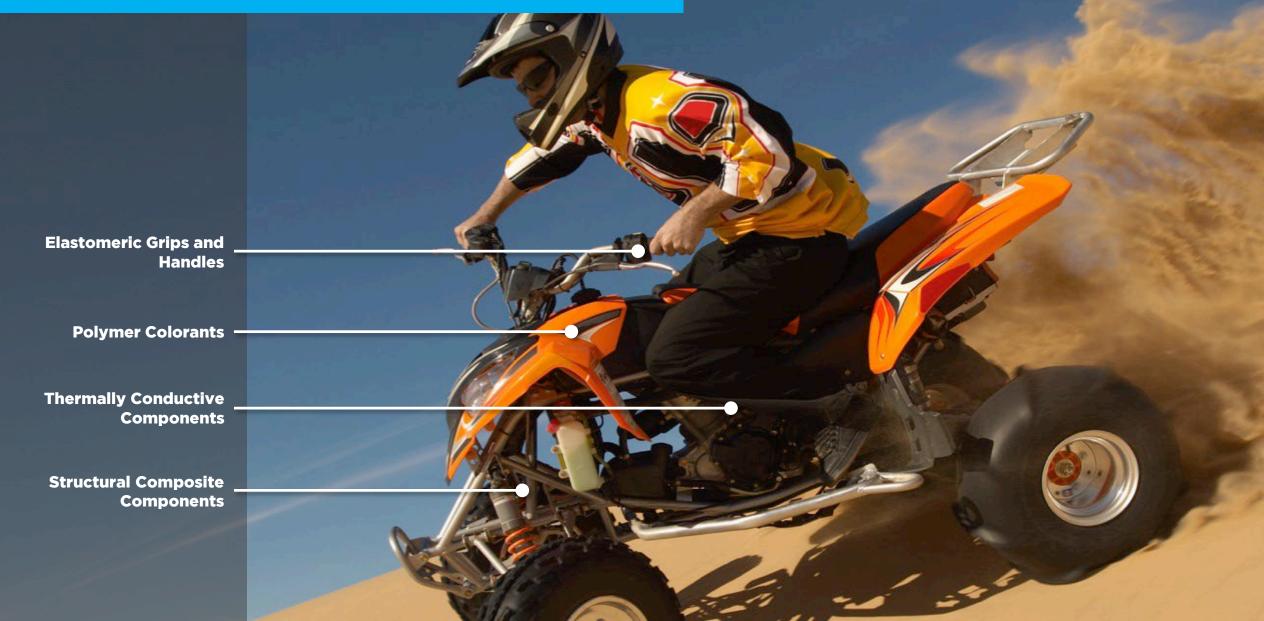
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**Interior Structural** Components Exterior / Interior Trim Seals & Flaps Fasteners Lighting **Under-hood Components Electronics and Cameras Braces & Brackets** Air Management **Sound & Vibration** Management

**Roof Systems** 

GASOLINE-ELECTRIC HYBRID ENGINE

#### **Target End Markets... Consumer**



#### **Target End Markets... Packaging**

**UV Light Barrier Technologies** 

**Cap & Closure Colorants** 

Laser Marking Additives

Oxygen Scavenger Technologies

**Antistatic Technologies** 

Process Optimization Technologies

Antioxidant Technologies

Density Modified Technologies

#### Gravitech<sup>™</sup> Density Modified Polymers

## **Luxury Packaging**

- Impart weight, sound and metallic finish to caps and closures for cosmetics and spirits applications
- Elevate quality and prestige perceptions among high-end consumers
- Eliminate time and cost associated with secondary operations and assembly

#### **OnColor<sup>™</sup> Super Concentrates**

## **Optimize Color Usage**

- Eliminate costs by increasing pigment density
- Enhance color performance without altering form and formulation
- Increase design capabilities by reducing weight and layer thickness

#### WithStand<sup>™</sup> Antimicrobial Technology

#### **Combat Bacteria Formation**

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- Inhibit microbial growth on polymer surfaces
- Enhance value or products and devices
- Highly versatile concentrate with the ability to be incorporated into a wide variety of products

#### **Chemically Resistant Engineered Polymers**

## **Medical Device Housings**

- Durable, long-lasting products stand up to the most aggressive disinfectants
- Minimize environmental stress cracking and discoloration
- One of the broadest medically approved polymer and colorant portfolios

### **Color & Design Services**

- Greater control of color development and supply chain
- Work across entire design process from concept to commercialization
- Inspire creativity in the use of polymer materials, colors, and effects
- Innovative brand differentiation
- Faster development timelines

## **Outdoor Applications**

- Leading provider of high performance specialty materials for the recreational and sports & leisure industry
- Well positioned across all segments to address market needs
  - ✓ Metal to Polymer Conversion
  - ✓ Lightweighting
  - ✓ Thermal Management
  - ✓ Impact Performance

#### **Fiber Colorants**



- ColorMatrix Fiber Colorant Solutions
  - Proprietary advanced liquid color formulations and equipment enable greater efficiency and productivity
  - Eliminates aqueous dyeing and its associated wastewater treatment
- Solid Color Concentrates
  - Extrusion-spun fibers colored via solid masterbatch



#### Reconciliation of Non-GAAP Financial Measures (Unaudited)

(Dollars in millions, except per share data)

Senior management uses comparisons of adjusted net income from continuing operations attributable to PolyOne shareholders and diluted adjusted earnings per share (EPS) from continuing operations attributable to PolyOne shareholders, excluding special items, to assess performance and facilitate comparability of results. Senior management believes these measures are useful to investors because they allow for comparison to PolyOne's performance in prior periods without the effect of items that, by their nature, tend to obscure PolyOne's operating results due to the potential variability across periods based on timing, frequency and magnitude. Non-GAAP financial measures have limitations as analytical tools and should not be considered in isolation from, or solely as alternatives to, financial measures prepared in accordance with GAAP. Below is a reconciliation of these non-GAAP financial measures to their most directly comparable financial measures calculated and presented in accordance with GAAP.

Adjusted EPS attributable to PolyOne common shareholders is calculated as follows:

	2009*	2010*	2011*	2012*	2013*	2014*	2015*	2016	2017	2018	2018**	Q4 2018**	2019	Q4 2019
Net income from continuing operations attributable to PolyOne common shareholders	\$ 106.7	\$ 152.5	\$ 153.4	\$ 53.3	\$ 94.0	\$ 78.0	\$ 144.6	\$ 166.4	\$ 173.5	\$ 161.1	\$ 87.7	\$ (1.3)	\$ 75.5	\$ 6.4
Joint venture equity earnings, after tax	(19.0)	(14.7)	(3.7)	_	_	_	_	_	_	_	_	_	_	_
Special items, before tax <sup>(1)</sup>	(48.7)	24.2	(48.1)	55.1	46.3	164.2	87.6	23.8	32.9	59.5	58.7	26.2	61.7	15.0
Special items, tax adjustments <sup>(1)</sup>	(27.2)	(96.7)	(24.7)	(18.9)	(13.7)	(73.7)	(58.7)	(15.9)	(24.8)	(25.3)	(25.1)	(5.6)	(5.9)	4.9
Adjusted net income from continuing operations attributable to PolyOne common shareholders	\$ 11.8	\$ 65.3	\$ 76.9	\$ 89.5	\$ 126.6	\$ 168.5	\$ 173.5	\$ 174.3	\$ 181.6	\$ 195.3	\$ 121.3	\$ 19.3	\$ 131.3	\$ 26.3
Diluted shares	93.4	96.0	94.3	89.8	96.5	93.5	88.7	84.6	82.1	80.4	80.4	79.2	77.7	77.5
Adjusted EPS attributable to PolyOne common shareholders	\$ 0.13	\$ 0.68	\$ 0.82	\$ 1.00	<b>\$</b> 1.31	\$ 1.80	\$ 1.96	\$ 2.06	\$ 2.21	\$ 2.43	\$ 1.51	\$ 0.24	\$ 1.69	\$ 0.34

\* Historical results are shown as presented in prior filings and have not been updated to reflect subsequent changes in accounting principle, discontinued operations or the related resegmentation. \*\* Pro Forma for sale of PP&S.

(1) Special items include charges related to specific strategic initiatives or financial restructuring such as: consolidation of operations; debt extinguishment costs; costs incurred directly in relation to acquisitions or divestitures, including adjustments related to contingent consideration; employee separation costs resulting from personnel reduction programs, plant realignment costs, executive separation agreements; asset impairments; mark-to-market adjustments associated with actuarial gains and losses on pension and other post-retirement benefit plans; environmental remediation costs, fines, penalties and related insurance recoveries related to facilities no longer owned or closed in prior years; gains and losses on the divestiture of operating businesses, joint ventures and equity investments; gains and losses on facility or property sales or disposals; results of litigation, fines or penalties, where such litigation (or action relating to the fines or penalties) arose prior to the commencement of the performance period; one-time, non- recurring items; and the effect of changes in accounting principles or other such laws or provisions affecting reported results. Tax adjustments include the net tax benefit/(expense) from one-time income tax items, the set-up or reversal of uncertain tax position reserves and deferred income tax valuation allowance adjustments.

#### Reconciliation of Non-GAAP Financial Measures (Unaudited) (Dollars in millions)

Adjusted EBITDA is calculated as follows:

Reconciliation of Adjusted EBITDA:	2019		
Net income from continuing operations attributable to PolyOne common shareholders	\$	75.5	
Interest expense, net		59.5	
Depreciation and amortization		78.1	
Income tax expense		33.7	
EBITDA		246.8	
Special items, before tax (1)		61.7	
Adjusted EBITDA	\$	308.5	

(1) Special items include charges related to specific strategic initiatives or financial restructuring such as: consolidation of operations; debt extinguishment costs; costs incurred directly in relation to acquisitions or divestitures, including adjustments related to contingent consideration; employee separation costs resulting from personnel reduction programs, plant realignment costs, executive separation agreements; asset impairments; mark-to-market adjustments associated with actuarial gains and losses on pension and other post-retirement benefit plans; environmental remediation costs, fines, penalties and related insurance recoveries related to facilities no longer owned or closed in prior years; gains and losses on the divestiture of operating businesses, joint ventures and equity investments; gains and losses on facility or property sales or disposals; results of litigation, fines or penalties, where such litigation (or action relating to the fines or penalties) arose prior to the commencement of the performance period; one-time, non- recurring items; and the effect of changes in accounting principles or other such laws or provisions affecting reported results.

The following table reconciles the capital expenditures from the consolidated statement of cash flows to the amount from continuing operations presented herein:

	 2019
Capital expenditures from continuing operations	\$ 67.6
Capital expenditures from discontinued operations	 14.1
Consolidated capital expenditures	\$ 81.7