At a Glance

Distribution

2011 Revenue: $1.0 Billion

- Appliance 5%
- Building & Construction 3%
- Wire & Cable 3%
- Electrical & Electronics 3%
- Consumer 21%
- Industrial 24%
- HealthCare 21%
- Transportation 17%
- Packaging 3%

Key Suppliers

Expanding Profits

Operating Income % of Sales

- 15.3% 2006
- 18.4% 2007
- 22.4% 2008
- 30.0% 2009
- 39.2% 2010
- 48.6% 2011

- 2.6% 2006
- 3.0% 2007
- 3.5% 2008
- 4.0% 2009
- 4.6% 2010
- 5.6% 2011
- 6 – 7.5% Target 2015
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

• 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