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:

- The ability to successfully integrate acquired companies into our operations, retain the management teams of acquired companies, retain relationships with customers of acquired companies, and achieve the expected results of such acquisitions, including whether such businesses will be accretive to our earnings;
- 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;
- 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.

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

- 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.
INVESTOR DAY AGENDA MAY 10, 2018

8:00  WELCOME BREAKFAST

9:00  Introduction: Bob Patterson

9:45  Investing for Growth: Michael Garratt
      Commercial Resources
      Innovation
      Service

10:15 SEGMENT REVIEWS

PolyOne Distribution: Scott Horn

Specialty Engineered Materials: Michael Garratt

BREAK (10 MINUTES)

SEGMENT REVIEWS (CONTINUED)

Performance Products & Solutions: Don Wiseman

Color, Additives & Inks: Mark Crist

11:40 Mergers & Acquisitions: Joel Rathbun

12:00 Financial Review: Brad Richardson

12:20 Conclusion/Q&A: Bob Patterson

1:00 LUNCH
THE LEADERS BEHIND THE TEAM

Robert M. Patterson
Chairman, President and CEO

Bradley C. Richardson
Executive Vice President &
Chief Financial Officer

Donald Wiseman
Senior Vice President, President of
Performance Products & Solutions

Joel Rathbun
Senior Vice President,
Mergers & Acquisitions

John Midea
Senior Vice President,
Global Operations &
Process Improvement

Scott Horn
Senior Vice President,
President of PolyOne Distribution

Kurt Schuering
Vice President
Global Key Account
Management

Michael A. Garratt
Senior Vice President &
Chief Commercial Officer

João José San Martin Neto
Senior Vice President and
Chief Human Resources Officer

Cathy Dodd
Vice President
Marketing

Mark Crist
Senior Vice President,
President of Color, Additives & Inks

Lisa Kunkle
Senior Vice President,
General Counsel & Secretary

Chris Murphy
Vice President,
Research & Development,
Chief Innovation Officer
INTRODUCTION

BOB PATTERSON
HISTORIC PAST

INSPIRED FUTURE
SAFETY FIRST

Injuries per 100 Workers

<table>
<thead>
<tr>
<th>Year</th>
<th>Rate</th>
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<td>2010</td>
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<td>2011</td>
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<td>2012</td>
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<td>2014</td>
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<td>2015</td>
<td>0.74</td>
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<tr>
<td>2016</td>
<td>0.74</td>
</tr>
<tr>
<td>2017</td>
<td>0.69</td>
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</table>
### The PolyOne Academy

#### Campus Hires

<table>
<thead>
<tr>
<th>Year</th>
<th>Hires</th>
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<tbody>
<tr>
<td>2008</td>
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<tr>
<td>2011</td>
<td>25</td>
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<tr>
<td>2014</td>
<td>47</td>
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<tr>
<td>2017</td>
<td>90</td>
</tr>
</tbody>
</table>

#### Leadership Program Participants

<table>
<thead>
<tr>
<th>Year</th>
<th>Participants</th>
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</thead>
<tbody>
<tr>
<td>2012</td>
<td>0</td>
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<tr>
<td>2013</td>
<td>47</td>
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<tr>
<td>2014</td>
<td>86</td>
</tr>
<tr>
<td>2015</td>
<td>125</td>
</tr>
<tr>
<td>2016</td>
<td>169</td>
</tr>
<tr>
<td>2017</td>
<td>216</td>
</tr>
</tbody>
</table>
SUSTAINABLY IMPACTING DIVERSE END MARKETS

With emphasis on:

- Light-weighting
- Reducing packaging materials
- Improving recyclability
- Reducing spread of infection
- Facilitating alternative energy solutions
PRODUCTS AND PORTFOLIO OPTIMIZATION

DIVEST (DSS)  REINVEST  GROW
OUR PLANET

PolyOne LSS Blackbelts

LSS Projects Executed

Energy Saving Projects

Waste Reduction Projects

202

2,557

26

47

10% REDUCTION

11% REDUCTION

PolyOne Corporation
SUSTAINABILITY AT POLYONE

PEOPLE

PRODUCTS

PLANET

PERFORMANCE
ADJUSTED EPS EXPANSION

Consecutive Years

2009: $0.13  2010: $0.68  2011: $0.82  2012: $1.00  2013: $1.31  2014: $1.80  2015: $1.96  2016*: $2.06  2017*: $2.21

*Pro Forma for sale of DSS
Early Years Defined by Specialty Mix Improvement

<table>
<thead>
<tr>
<th>Year</th>
<th>Specialty OI</th>
<th>% of Operating Income</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>$5M</td>
<td>2%</td>
</tr>
<tr>
<td>2014</td>
<td>$242M</td>
<td>65%</td>
</tr>
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</table>

PolyOne Corporation 17
COMMODITY PRUNING
HELD ORGANIC SALES FLAT

- Acquisitions
- Organic

Revenue

2010 2011 2012 2013 2014
INVESTMENT IN COMMERCIAL RESOURCES DRIVING RESULTS

Increased commercial headcount

<table>
<thead>
<tr>
<th>Year</th>
<th>R&amp;D / Technical</th>
<th>Marketing</th>
<th>Sales</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>504</td>
<td>130</td>
<td>531</td>
<td>635</td>
</tr>
<tr>
<td>Q1 2018</td>
<td>618</td>
<td>153</td>
<td>680</td>
<td>651</td>
</tr>
</tbody>
</table>

+ 23%  
+ 18%  
+ 28%

Largest organic revenue growth since recession

Revenue in billions of $

<table>
<thead>
<tr>
<th>Year</th>
<th>Organic</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>$2.9</td>
<td>$2.9</td>
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<tr>
<td>2016</td>
<td>$2.9</td>
<td>$2.9</td>
</tr>
<tr>
<td>2017</td>
<td>$3.2</td>
<td>$3.2</td>
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</tbody>
</table>

Total + 10%  
Organic + 7%
SUSTAINABLE PATH TO DOUBLE-DIGIT EPS GROWTH

Double digit annual EPS growth

Expand specialty portfolio with strategic acquisitions

Innovate and develop new technologies and services

Repurchase 600K-1M shares annually

Enhance efficiencies through Lean Six Sigma and commercial excellence

Increase commercial resources 6-8% annually

Double acquired company margins

PolyOne Corporation 20
RAISING THE BAR
ROIC DRIVES SHAREHOLDER RETURN

PolyOne Corporation 21
COMMERCIAL EXCELLENCE
MICHAEL GARRATT
STRATEGIC INVESTMENT IN 3 KEY AREAS

COMMERCIAL RESOURCES

SERVICE

INNOVATION
**KEY COMMERCIAL INVESTMENTS**

**Increased commercial headcount**

- **R&D / Technical**
  - 2014: 531
  - Q1 2018: 618 (28% increase)

- **Marketing**
  - 2014: 130
  - Q1 2018: 153 (18% increase)

- **Sales**
  - 2014: 504
  - Q1 2018: 618 (23% increase)

**Generating opportunities**

- **35%** more sales calls
- **25%** more marketing campaigns
- **1,000** new customers, expanding customer base by 5%
- **$1.0B** increase in new opportunities

**Enhancing efficiency**

- **8%** reduction of average territory size, enabling greater customer focus
- **20%** more prospecting calls
NEW RESOURCES FUELING THE FUTURE

PolyOne Sales Funnel

2014
$3.0 billion

+34%

2017
$4.0 billion
ALIGNING WITH TRENDS FOR GROWTH

TRANSPORTATION
Light-weighting

PACKAGING
Facilitate alternative energy solutions

HEALTHCARE
Reduce packaging materials

CONSUMER
Improve recyclability
Reduce spread of infection
INNOVATION

Innovation comes from

Customization 55%
M&A 30%
Innovation Pipeline 15%

3 Horizons of Development

Transformational
Opportunity for Growth Through M&A

Adjacent
Opportunity for Growth Through New Product Pipeline

Core
Business Focus
3 HORIZONS OF DEVELOPMENT

INNOVATION

Market
Create new markets, target new customer needs

Service adjacent markets and customers

Technical
Development within our current technology base
New development adjacent to our existing technology base
New development beyond our current technology base

Transformational
Opportunity for Growth Through M&A

Adjacent
Opportunity for Growth Through New Product Pipeline

Core
Business Focus
**3 HORIZONS OF DEVELOPMENT**

**INNOVATION**

**Market**
Create new markets, target new customer needs

Service adjacent markets and customers

**Core**
Business Focus

**Transformational**
Opportunity for Growth Through M&A

**Adjacent**
Opportunity for Growth Through New Product Pipeline

Development within our current technology base
New development adjacent to our existing technology base
New development beyond our current technology base

**Technical**

**ColorMatrix – Liquid Color & Additives**

**Gordon/Polystrand – Composites**

**GLS – Thermoplastic Elastomers**
3 HORIZONS OF DEVELOPMENT

INNOVATION

Market
Create new markets, target new customer needs

Service adjacent markets and customers

Service existing markets and customers

Technical
Development within our current technology base
New development adjacent to our existing technology base
New development beyond our current technology base

Transformational
Opportunity for Growth Through M&A

Adjacent
Opportunity for Growth Through New Product Pipeline

Core
Business Focus

Non-Halogen Flame Retardant Polymers
Barrier Technologies
Fiber Colorants
Advanced Composites
Thermoplastic Elastomers

PolyOne Corporation 30
## Innovation Pipeline

<table>
<thead>
<tr>
<th></th>
<th>Phase 1</th>
<th>Phase 2</th>
<th>Phase 3</th>
<th>Phase 4</th>
<th>Phase 5</th>
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<tbody>
<tr>
<td><strong>Breakthrough</strong></td>
<td>10</td>
<td>4</td>
<td>8</td>
<td>6</td>
<td>1</td>
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<tr>
<td><strong>Platform</strong></td>
<td>5</td>
<td>5</td>
<td>5</td>
<td>2</td>
<td>1</td>
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<tr>
<td><strong>Derivative</strong></td>
<td>11</td>
<td>7</td>
<td>5</td>
<td>4</td>
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<tr>
<td><strong>Frame Opportunity</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Build Business Case</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Prototype</strong></td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Scale-up &amp; Test Market</strong></td>
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<td></td>
<td></td>
<td></td>
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<tr>
<td><strong>Commercial Launch</strong></td>
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<td></td>
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</table>

### Number of Projects

<table>
<thead>
<tr>
<th>Category</th>
<th>Phase 1</th>
<th>Phase 2</th>
<th>Phase 3</th>
<th>Phase 4</th>
<th>Phase 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>Color Technologies</td>
<td>26</td>
<td>16</td>
<td>20</td>
<td>15</td>
<td>2</td>
</tr>
<tr>
<td>Barrier Additives</td>
<td>-</td>
<td>-</td>
<td>$335</td>
<td>$670</td>
<td>$410</td>
</tr>
<tr>
<td>Flame Retardant Polymers</td>
<td>-</td>
<td>-</td>
<td>$160</td>
<td>$255</td>
<td>-</td>
</tr>
<tr>
<td>Thermoplastic Elastomers</td>
<td>-</td>
<td>-</td>
<td>$200</td>
<td>$50</td>
<td>-</td>
</tr>
<tr>
<td>Advanced Composites</td>
<td>-</td>
<td>-</td>
<td>$410</td>
<td>$80</td>
<td>$30</td>
</tr>
<tr>
<td>Specialty Vinyl Formulations</td>
<td>-</td>
<td>-</td>
<td>$100</td>
<td>$40</td>
<td>-</td>
</tr>
<tr>
<td>Total Addressable Market</td>
<td>-</td>
<td>-</td>
<td>$1,230</td>
<td>$1,170</td>
<td>$440</td>
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</tbody>
</table>

PolyOne Corporation
INNOVATION DRIVES EARNINGS GROWTH

Research & Development Spend
($ millions)

2006: $20 → 2017: $52

Vitality Index
% of sales from products launched last 5 years

2006: 12% → 2017: 38%
IQ DESIGN LABS

Industrial Design

Material & Color Expertise

Manufacturing Expertise

A UNIQUE CUSTOMER EXPERIENCE

Industrial designers

Opportunity funnel

New business revenue

Year | Number | 2014 | 2017
--- | --- | --- | ---
Industrial designers | 3 | | 14
Opportunity funnel | $4M | $40M |
New business revenue | $0 | $7M |
3D PRINTING
BRINGING NEW IDEAS TO LIFE

Enables validation of fit and function
Shortens design cycle and time to market
Avoids tooling rework
Drives innovation
Delivers substantial customer value
Enables sales growth by building more intimate customer relationships, giving us insight to customers’ needs, with a service that is not easily replicated.

### Customer Projects

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2</td>
<td>85</td>
</tr>
</tbody>
</table>
THE EVOLVING CUSTOMER RELATIONSHIP

Traditional Path

Customer Service

Strategic Accounts/Field Sales

Business Development

Expanded Path

Lead Specialists

Inside Sales

Web and Social Media
Investments in digital and dedicated inside sales to improve customer experience

80% increase in leads (from 6,000 to 11,000) driven by website, phone, and online chat

![Bar chart showing Inside sellers and Inside sales/digital revenue growth from 2014 to 2017]
INSPIRED FUTURE

6-8% annual increase in commercial resources

4 focused end-markets aligned with global megatrends

5 strategic innovation platforms

30% increase in IQ Design projects

35% increase in revenue from inside sales/digital

≥35% vitality index
POLYONE DISTRIBUTION

SCOTT HORN
2017 Revenue | $1.2 Billion

- Transportation: 23%
- Healthcare: 22%
- Industrial: 18%
- Consumer: 15%
- Appliance: 7%
- Electrical & Electronics: 6%
- Building & Construction: 4%
- Wire & Cable: 2%
- Packaging: 3%

Operating Income & Margin

- 2005: $20, 2.9%
- 2009: $25, 4.0%
- 2013: $63, 5.9%
- 2017: $73, 6.3%
Uniquely positioned to help our customers grow their brand and value-added solutions
SERVICE IS OUR BUSINESS SAFELY AND RESPONSIBLY

95% on-time delivery

- **In-Person Customer Visits**: 6,500
- **Transactions/Month**: 14,000
- **Customer/Product Combinations**: 27,000
## Key Commercial Investments

### Increased commercial headcount

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
<th>R&amp;D / Technical</th>
<th>Marketing</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>119</td>
<td>15</td>
<td>11</td>
</tr>
<tr>
<td>Q1 2018</td>
<td>132</td>
<td>23</td>
<td>13</td>
</tr>
</tbody>
</table>

- **Sales** increased by 18%
- **R&D / Technical** increased by 53%
- **Marketing** increased by 11%

### Generating opportunities

- **37%** more sales calls
- **$65M** in new revenue from inside sales
- **$400M** increase in new opportunities

### Enhancing efficiency

- **24%** increase in close rate
- **51%** increase in prospecting calls
Providing differentiated services that meet the needs of the changing customer landscape

PolyOne Distribution Inside Sales

2014: $4
2017: $65

$ in millions
GROWTH THROUGH MULTIPLE SALES CHANNELS

Serving a broad spectrum of customers

Leveraging digital systems to drive awareness and enhance the customer experience
NEW RESOURCES FUELING THE FUTURE

POD SALES FUNNEL

2014
$1.2 billion

+27%

2017
$1.6 billion

PolyOne Corporation
INSPIRED FUTURE

6-8% annual increase in commercial resources

>10% annual increase in revenue from inside sales and digital with expanded customer touch points

8% annual expansion of sales funnel with best-in-class service and technical expertise

6-8% compound annual operating income growth

6-7% operating margins
SPECIALTY ENGINEERED MATERIALS

MICHAEL GARRATT
SPECIALTY ENGINEERED MATERIALS
END MARKETS & SOLUTIONS

- Consumer 20%
- Building & Construction 3%
- Appliance 4%
- Packaging 7%
- Industrial 8%
- Healthcare 11%
- Electrical & Electronics 15%
- Wire & Cable 13%
- Transportation 19%

Engineered Formulations
Advanced Composites
Thermoplastic Elastomers
Revenue by Region

- United States: 48%
- Canada: 2%
- Europe: 28%
- Asia: 22%

Operating Income & Margin

- 2005: $21, 0.1%
- 2009: $57, 5.1%
- 2013: $76, 9.3%
- 2017: $76, 12.1%

2017 Revenue | $624 Million
CAPITALIZING ON THE GLOBAL MARKET

Demand for engineered materials is accelerating

Expanding thermoplastic elastomer portfolio to meet the demands of local consumption

Grow and develop low smoke, non-halogen technologies to meet increasing European standards

Adding capacity in strategic markets

India  Germany
China  North America

Establishing a commercial hub in Southeast Asia
STRASTRIC INVESTMENT IN 3 KEY AREAS

COMMERCIAL RESOURCES

SERVICE

INNOVATION
**Key Commercial Investments**

**Increased commercial headcount**

- **R&D / Technical**
  - 2014: 35
  - Q1 2018: 39 (+11%)
  - 2014: 133
  - Q1 2018: 173 (+30%)

- **Marketing**
  - 2014: 120
  - Q1 2018: 147 (+23%)

- **Sales**

**Generating opportunities**

- **13%** more sales calls
- **36%** increase in customization projects
- **$270M** increase in new opportunities

**Enhancing efficiency**

- **12%** reduction in average territory size, enabling greater customer focus
- **50%** improvement in speed of formulation turnaround
NEW RESOURCES FUELING THE FUTURE

SEM SALES FUNNEL

2014
$610 million

+43%

2017
$880 million
Leading Sporting Goods Manufacturer

Provided Lean Six Sigma training and led an onsite Black Belt project to improve product development cycle times.

- Reduced innovation project cycle times by over 10% and prototyping by 40%.
- Increased production resulting in $500k savings.
INNOVATION SPOTLIGHT: COMPOSITES
COMPOSITES REFRESHER

- Fiber
- Composite
- Polymer

Strength

- Continuous Fiber Thermoset Composites
- Continuous Fiber Thermoplastic Composites
- Long Glass Fiber Thermoplastics
- Short Glass Fiber Thermoplastics

Design Flexibility
STRATEGIC INVESTMENT HISTORY

- **Acquired Polystrand**
- **Thermoplastic Composites**
- **Long Fiber Reinforced Thermoplastics**
- **Continuous Fiber Thermosets**

- **2009**: Long Fiber Thermoplastic (LFT) Technology
- **2011**: Installed LFT production, Barbastro, Spain
- **2012**: Acquired Glasforms
- **2015**: Installed LFT production, Avon Lake
- **2016**: Acquired Gordon Composites
COMPOSITES IN TRANSPORTATION

RAIL
Flooring
Door Panels
Side Walls

WATERCRAFT
Bulkheads and Transoms
Ceilings and Hatches
Doors and Cabinetry

HEAVY TRUCK
Flooring & Side Panels
Aerodynamic Fairings
Seat and Bunk
Reinforcements
Long-term investments align with key global megatrends:

**Light-Weighting**
**Design Flexibility**
**Sustainability**
INSPIRED FUTURE

6-8% annual increase in commercial resources

>10% annual increase in customization projects

10% annual expansion of sales funnel, enhancing portfolio in 4 focus end markets

20% increase in global capacity

12-15% compound annual operating income growth

14-16% operating margins
PERFORMANCE PRODUCTS & SOLUTIONS

DON WISEMAN
PERFORMANCE PRODUCTS & SOLUTIONS
END MARKETS & SOLUTIONS

- Building & Construction: 30%
- Industrial: 18%
- Transportation: 16%
- Wire & Cable: 15%
- Appliance: 7%
- Packaging: 5%
- Electrical & Electronics: 3%
- Consumer: 5%
- Healthcare: 1%
- Flame Retardant Polymers
- Specialty Vinyl Solutions
- Healthcare Formulations
- Smart Device Materials

PolyOne Corporation
PERFORMANCE PRODUCTS & SOLUTIONS

2017 REVENUE | $721 MILLION

Revenue by Region

- United States 77%
- Mexico 5%
- Canada 16%
- Asia 2%

Operating Income & Margin

- 2005: $40, 4.6%
- 2009: $33, 3.6%
- 2013: $56, 7.2%
- 2017: $77, 10.7%

Sales

PolyOne Corporation
STRAEGIC INVESTMENT IN 3 KEY AREAS

COMMERCIAL RESOURCES

SERVICE

INNOVATION
KEY COMMERCIAL INVESTMENTS

Increased commercial headcount

- R&D / Technical: 57 (2014) → 66 (Q1 2018) +16%
- Marketing: 17 (2014) → 18 (Q1 2018) +6%
- Sales: 37 (2014) → 53 (Q1 2018) +43%

Generating opportunities

- 25% more sales calls
- 113% increase in innovation pipeline
- $240M increase in new opportunities

Enhancing efficiency

- 36% increase in prospecting calls
- 300 basis point improvement in operating margin
NEW RESOURCES FUELING THE FUTURE

**2014**
$610 million

**+40%**

**2017**
$850 million

PP&S SALES FUNNEL
Leading Wire & Cable Manufacturer

Provided Lean Six Sigma training and led on-site Kaizen process improvements.

Increased manufacturing throughput value

$1.4M

Reduced over 400 labor hours through reorganized work area and floor space.
IQ Design is collaborating with a leading medical device manufacturer to replace metal and provide chemical resistance to solve cracking issues related to intense cleaning requirements.
INNOVATION SPOTLIGHT: FLAME RETARDANT POLYMERS
Shift toward less toxic solutions
Increased consumer awareness
Focus on environmentally friendly solutions
New regulatory standards
FLAME RETARDANT PERFORMANCE SPECTRUM

REGULATORY CHANGES PROVIDE OPPORTUNITY

HALOGEN

NON-HALOGEN

LSFOH

(Low Smoke and Fume, Non-Halogen)

Low Toxicity & Corrosiveness

Low Smoke

No Dripping

Non-Halogen

Non-Halogen

Flame Retardant

Flame Retardant

Flame Retardant

PolyOne Corporation
LED SOLUTIONS

Solutions for rigid molded & extruded applications

Superior outdoor weather performance

Excellent light dispersion qualities

Formulated to meet stringent flame-rating regulations

Custom design support to meet demand
**INSPIRED FUTURE**

- **COMMERCIAL RESOURCES**
  - 6-8% annual increase in commercial resources

- **SERVICE**
  - 8% more sales calls annually

- **INNOVATION**
  - 10% annual expansion of sales funnel, including breakthroughs in healthcare technologies

- **8-10%** compound annual operating income growth

- **12-14%** operating margins
COLOR ADDITIVES
& INKS
MARK CRIST
COLOR, ADDITIVES & INKS
END MARKETS & SOLUTIONS

- Solid Colorants
- Liquid Colorants
- Performance Additives
- Screen Printing Inks

Packaging 27%
Industrial 14%
Textiles 12%
Building & Construction 10%
Wire & Cable 10%
Transportation 8%
Consumer 7%
Healthcare 6%
Electrical & Electronics 3%
Appliance 3%
Transportation 8%
Consumer 7%
Healthcare 6%
Electrical & Electronics 3%
Appliance 3%

PolyOne Corporation
COLOR, ADDITIVES & INKS
2017 REVENUE | $893 MILLION

Revenue by Region

- United States 46%
- Canada 1%
- Europe 32%
- Asia 15%
- Mexico 4%
- Brazil 2%

Operating Income & Margin

<table>
<thead>
<tr>
<th>Year</th>
<th>Margin</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>0.9%</td>
<td>$4</td>
</tr>
<tr>
<td>2009</td>
<td>5.5%</td>
<td>$25</td>
</tr>
<tr>
<td>2013</td>
<td>12.2%</td>
<td>$104</td>
</tr>
<tr>
<td>2017</td>
<td>15.5%</td>
<td>$139</td>
</tr>
</tbody>
</table>

PolyOne Corporation
Emerging markets driving strong demand for color and additives

Rapid adoption of food and beverage packaging additives

Fiber colorants growth focused on expanding Asia-Pacific market

Increase commercial investments focused on China, India and Mexico

Expand capacity in China and leverage investments in India

Recent acquisitions increasing global reach
STRATEGIC INVESTMENT IN 3 KEY AREAS

COMMERCIAL RESOURCES

SERVICE

INNOVATION
**Key Commercial Investments**

**Increased commercial investment**

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>Q1 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>R&amp;D / Technical</td>
<td>301</td>
<td>382</td>
</tr>
<tr>
<td>Marketing</td>
<td>38</td>
<td>43</td>
</tr>
<tr>
<td>Sales</td>
<td>382</td>
<td>382</td>
</tr>
</tbody>
</table>

- +32% increase in sales calls
- +13% increase in marketing
- +27% increase in sales

**Generating opportunities**

- 35% more sales calls
- 30% increase in customized color formulations
- 106% increase in innovation pipeline
- $170M increase in new opportunities

**Enhancing efficiency**

- 20% increase in prospecting calls
- 9 days or less in design turnaround time: best-in-class
NEW RESOURCES FUELING THE FUTURE

CAI SALES FUNNEL

2014
$540 million

2017
$710 million

+32%
Printing Equipment and Supply Manufacturer
Provided Lean Six Sigma training and conducted process mapping exercises to identify key improvement opportunities.
INNOVATION SPOTLIGHT: ADDITIVE & COLORANT TECHNOLOGIES
BARRIER TECHNOLOGIES

Market leader in oxygen, light and UV barrier solutions for the PET bottle market

STRATEGIC ADDRESSABLE MARKET >$200M

Amosorb™
Active oxygen scavenging additive in the bottle wall

HyGuard™
Evolving technology for active oxygen scavenging additive in the bottle cap

Lactra™ SX
UV and visible light blocking additive to prevent degradation of product
FIBER COLORANTS

Eliminate waste water associated with conventional dyeing

Help meet sustainability targets for brand owners

Enable “uncolored fiber” producers to bypass dyehouse

Strategic addressable market >$300M
**Strategic Investment History**

- **2011**
  - Acquired ColorMatrix

- **2015**
  - Acquired Magenta

- **2018**
  - Acquired IQAP

**Revenue from Fiber Color ($ in millions)**

- **2014**
  - $10

- **2017**
  - $45

- Invested in development of liquid fiber colorant technology

- Expanded solid colorant offerings
Nearly 900 projects identified

Gaining sustainable momentum & building trust with consumers
“We are unleashing the power of human potential, all to advance the game. But the world where we live and play is changing, fast, because the world has limits. Athletes seek to defy limits, so do we. Limits challenge us to reimagine what is possible. We knit a shoe with precision creating less waste. Dye fabric without water, spin plastic bottles into thread, maximizing performance while minimizing impact.”
REDEFINING COLOR CREATION

Innovative system for processors and OEMs to develop colors in real time

Complete system that provides customers with the freedom to match, prototype and produce color entirely within their own facility
ENABLING THE CUSTOMER

Empowers the customer to move at their speed by reducing complexity and simplifying the supply chain.

3D printing. Online purchasing. The world is getting faster—so are we.

SPEED TO MARKET
From concept to production

Traditional Timeline
up to 24 weeks

99.9% Reduction in turnaround time

PolyOne ColorMatrix Select™
6 hours
“Being able to create color and produce parts in 1 day is unheard of in this industry. This system is clean and the consistency of colored parts from shot to shot is excellent... We want to purchase more dosers now.”

CEO, Industry Leader
INSPIRED FUTURE

6-8% annual increase in commercial resources

8% more sales calls annually

10% annual expansion of sales funnel, including advances in barrier additives and fiber colorants

12-15% compound annual operating income growth

16-18% operating margins
OVER A DECADE OF SUCCESSFUL SPECIALTY ACQUISITIONS
INVEST-TO-GROW STRATEGY

- **Safety**: Low EH&S risk profile
- **Technology**: New and complementary technologies
- **Geography**: Leverage our global footprint
- **Service**: Strong customer relationships
- **People**: Motivated team with a specialty culture
- **Financial**: Foundational operating margins of 8-10% with ability to double
INVEST-TO-GROW PLAYBOOK

Phase 1
- 8-10% operating margins
- Protect customers
- Retain employees
- Capture sourcing synergies
- Implement LSS to drive efficiency improvements
- Cross-sell & blend technology
- Invest in commercial resources

Phase 2
- 18-20% operating margins
- Innovate with combined portfolio
- Leverage PolyOne’s global reach

Phase 3

Safety First!

8-10% operating margins

18-20% operating margins
Established Acquisitions
(> 7 years)

Commercial Resources

<table>
<thead>
<tr>
<th></th>
<th>At Acquisition</th>
<th>Today</th>
</tr>
</thead>
<tbody>
<tr>
<td>243</td>
<td></td>
<td>335</td>
</tr>
<tr>
<td>+ 40%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Operating Income ($ in millions)

<table>
<thead>
<tr>
<th></th>
<th>At Acquisition</th>
<th>Today</th>
</tr>
</thead>
<tbody>
<tr>
<td>$36</td>
<td></td>
<td>$90</td>
</tr>
<tr>
<td>+ 150%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Operating Margins

<table>
<thead>
<tr>
<th></th>
<th>At Acquisition</th>
<th>Today</th>
</tr>
</thead>
<tbody>
<tr>
<td>11%</td>
<td></td>
<td>20%</td>
</tr>
<tr>
<td>+ 900 bps</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
INVEST-TO-GROW PROOF OF PERFORMANCE

Commercial Resources

Operating Income (millions)

Return on Sales

EBITDA Multiple

Acquisition #1
(10 years)

Acquisition #2
(9 years)

Acquisition #3
(7 years)
Advanced Composites

Commercial Resources

At Acquisition: 17
Today: 44
Goal: 65

Operating Income ($ in millions)

At Acquisition: $0
Today: $0
Goal: $25

Operating Margins

At Acquisition: 0%
Today: 0%
Goal: 20%
Recent Color Acquisitions

<table>
<thead>
<tr>
<th>Commercial Resources</th>
<th>Operating Income ($ in millions)</th>
<th>Operating Margins</th>
</tr>
</thead>
<tbody>
<tr>
<td>At Acquisition</td>
<td>At Acquisition</td>
<td>At Acquisition</td>
</tr>
<tr>
<td>96</td>
<td>$16</td>
<td>11%</td>
</tr>
<tr>
<td>Today</td>
<td>Today</td>
<td>Today</td>
</tr>
<tr>
<td>100</td>
<td>$18</td>
<td>12%</td>
</tr>
<tr>
<td>Goal</td>
<td>Goal</td>
<td>Goal</td>
</tr>
<tr>
<td>141</td>
<td>$36</td>
<td>18-20%</td>
</tr>
</tbody>
</table>
## Strong Pipeline
**Driven by Fragmented Market**

<table>
<thead>
<tr>
<th>Average Company Size</th>
<th># of Possibilities</th>
<th>Rationale</th>
</tr>
</thead>
</table>
| <$50M                | >250               | • Local to regional footprint  
                      |                    | • Niche technology focus  
                      |                    | • Concentrated customer base |
| $50M–$200M           | 150                | • Regional to global footprint  
                      |                    | • 1-3 specialty technologies  
                      |                    | • Diversified customer base |
| >$200M               | 30                 | • Global footprint with local service  
                      |                    | • Diverse specialty technologies  
                      |                    | • Highly diversified customer & market portfolio |
SUMMARY

Proven track record with specialty acquisitions using invest-to-grow strategy

Our approach to integration differentiates PolyOne in a competitive M&A market

Trusted brand and reputation

Buyer of choice

Robust pipeline with a range of opportunities that fit our strategy
ADJUSTED EPS EXPANSION

CONSECUTIVE YEARS

2009: $0.13
2010: $0.68
2011: $0.82
2012: $1.00
2013: $1.31
2014: $1.80
2015: $1.96
2016*: $2.06
2017*: $2.21

*Pro Forma for sale of DSS
STRAIGHTIC CASH DEPLOYMENT

1. ORGANIC GROWTH
   Investing in R&D and capacity

2. M&A OPPORTUNITIES
   Continued pursuit of strategic bolt on acquisitions that expand specialty offerings

3. SHAREHOLDER RETURN
   Dividends and share buybacks

Capital Expenditures
- Strategic Growth Investments: 60%
- Maintenance: 40%

- Over $400 million
  M&A Spending
  Since 2014

- $809 million
  Share Repurchases
  2011-Q1 2018

Increase in annual dividend over next three years
<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>“Where we were”</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>ROIC</strong></td>
<td>5.0%</td>
<td>14.0%</td>
</tr>
<tr>
<td><strong>Operating Income % of Sales</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Color, Additives &amp; Inks</td>
<td>1.7%</td>
<td>15.5%</td>
</tr>
<tr>
<td>Specialty Engineered Materials</td>
<td>1.1%</td>
<td>12.1%</td>
</tr>
<tr>
<td>Performance Products &amp; Solutions</td>
<td>4.3%</td>
<td>10.7%</td>
</tr>
<tr>
<td>Distribution</td>
<td>2.6%</td>
<td>6.3%</td>
</tr>
</tbody>
</table>
INVESTMENT IN COMMERCIAL RESOURCES DRIVING RESULTS

Increased commercial headcount

- R&D / Technical
- Marketing
- Sales

2014:
- 504
- 130
- 531

Q1 2018:
- 618
- 153
- 680

+ 23%
+ 18%
+ 28%

Largest organic revenue growth since recession

Revenue in billions of $

2015: $2.9
2016: $2.9
2017: $3.2

Total + 10%
Organic + 7%
Sustainable Path to Double-Digit EPS Growth

- **Innovate** and develop new technologies and services
- Repurchase 600K-1M shares annually
- Enhance efficiencies through Lean Six Sigma and commercial excellence
- Double acquired company margins
- Increase commercial resources 6-8% annually

Expand specialty portfolio with strategic acquisitions

Double digit annual EPS growth
ROIC DRIVES SHAREHOLDER RETURN

2009: 6.3%
2017: 14.0%
Platinum Vision: 15.0%
Updated Expectations: 16-17%
ROIC DRIVES SHAREHOLDER RETURN

ROIC

6.3% 14.0% 15.0% 16-17%
2009 2017 Platinum Vision Updated Expectations

Invested Capital
($ in millions)

$570 $1,650 $1,750 $2,000
2009 2017 Platinum Vision Updated Expectations

Improving ROIC + Expanding Invested Capital = Outperforming the Market
CONCLUSION

BOB PATTERSON
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:

<table>
<thead>
<tr>
<th></th>
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<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income from continuing operations attributable to PolyOne common shareholders</td>
<td>$106.7</td>
<td>$152.5</td>
<td>$153.4</td>
<td>$53.3</td>
<td>$94.0</td>
<td>$78.0</td>
<td>$144.6</td>
<td>$166.4</td>
<td>$173.5</td>
</tr>
<tr>
<td>Joint venture equity earnings, after tax</td>
<td>(19.0)</td>
<td>(14.7)</td>
<td>(3.7)</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Special items, before tax&lt;sup&gt;(1)&lt;/sup&gt;</td>
<td>(48.7)</td>
<td>24.2</td>
<td>(48.1)</td>
<td>55.1</td>
<td>46.3</td>
<td>164.2</td>
<td>87.6</td>
<td>23.8</td>
<td>32.9</td>
</tr>
<tr>
<td>Special items, tax adjustments&lt;sup&gt;(1)&lt;/sup&gt;</td>
<td>(27.2)</td>
<td>(96.7)</td>
<td>(24.7)</td>
<td>(18.9)</td>
<td>(13.7)</td>
<td>(73.7)</td>
<td>(58.7)</td>
<td>(15.9)</td>
<td>(24.8)</td>
</tr>
<tr>
<td>Adjusted net income from continuing operations attributable to PolyOne common shareholders</td>
<td>$11.8</td>
<td>$65.3</td>
<td>$76.9</td>
<td>$89.5</td>
<td>$126.6</td>
<td>$168.5</td>
<td>$173.5</td>
<td>$174.3</td>
<td>$181.6</td>
</tr>
<tr>
<td>Diluted shares</td>
<td>93.4</td>
<td>96.0</td>
<td>94.3</td>
<td>89.8</td>
<td>96.5</td>
<td>93.5</td>
<td>88.7</td>
<td>84.6</td>
<td>82.1</td>
</tr>
<tr>
<td>Adjusted EPS attributable to PolyOne common shareholders</td>
<td>$0.13</td>
<td>$0.68</td>
<td>$0.82</td>
<td>$1.00</td>
<td>$1.31</td>
<td>$1.80</td>
<td>$1.96</td>
<td>$2.06</td>
<td>$2.21</td>
</tr>
</tbody>
</table>

* 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.

<sup>(1)</sup> 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; 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; the effect of changes in accounting principles or other such laws or provisions affecting reported results and tax adjustments. Tax adjustments include the net tax (expense) benefit from one-time income tax items, the set-up or reversal of uncertain tax position reserves and deferred income tax valuation allowance adjustments.