



Let's make it work! Innovation at Evonik

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EVONIK
INDUSTRIES

Have something to contribute? Let's make it work!

As a global leader in specialty chemicals, we are looking for talented individuals who enjoy collaborating with other specialists to bring their ideas to life. Sound like you? Then be a part of our international team. Learn more about the countless opportunities at: evonik.com/careers

Exploring opportunities. Growing together.



Evonik. Power to create.



Want to create the Future City? Let's make it work!

As a global leader in specialty chemicals, we believe that it is not a question of how things are, but how they could be. Do you think so too? Then be a part of our international team. Learn more about the countless opportunities at: evonik.com/careers

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Our objectives



Innovations

- drive profitable growth at Evonik
- give us access to new products and solutions
- open up attractive areas of business
- strengthen our leading market and technology position



Innovations support our financial targets for 2018

- **Sales:** ~ €18 billion
- **Adjusted EBITDA:** > €3 billion

Our strategy: Focus on megatrends



Innovations provide answers to the global key megatrends:

Health, nutrition

Pharma polymers for targeted drug release



Resource efficiency

SEPURAN® membrane for environmentally friendly purification of biogas



Globalization

Silica-silane technology for tires with lower rolling resistance



Our claim: Customer proximity and market success



- We know our customers and markets
- We take the entire value chain into consideration
- We specifically develop new products that provide a benefit for customers
- We integrate teams from R&D into Sales and Marketing



This enables us to

- combine innovation and proximity to customers



From chemistry to biotechnology,
we've got what it takes to fix any
problem in API manufacturing.

We love your problems.

Real problems, real answers. Our uniquely broad-based technology portfolio includes chemistry and biotechnology just as much as catalysts, amino acids and the manufacturing of highly potent APIs. That means we can deliver the perfect solution for your active ingredient – from clinical studies to commercial production. What's more, we'll be right there for your API throughout its entire life cycle. If you'd like to know more good reasons for a long-term partnership with us, go to www.evonik.com/pharma.

Evonik. Power to create.



Our skills: Research and development

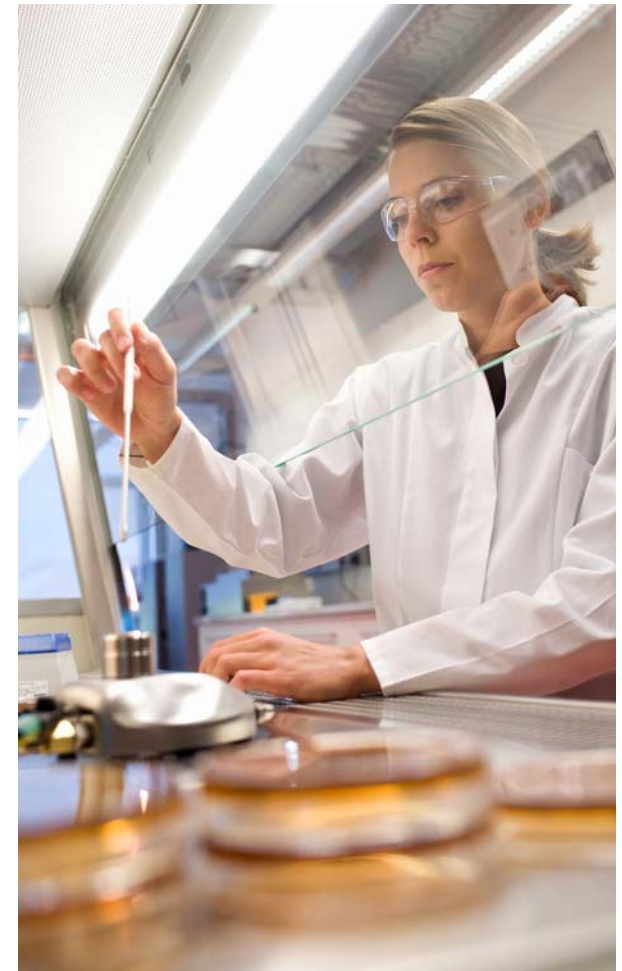


- Selected areas of competence
- Unique technology platforms
- Outstanding process technology and advanced engineering
- Market-oriented research and development
- Creative, efficient research organization



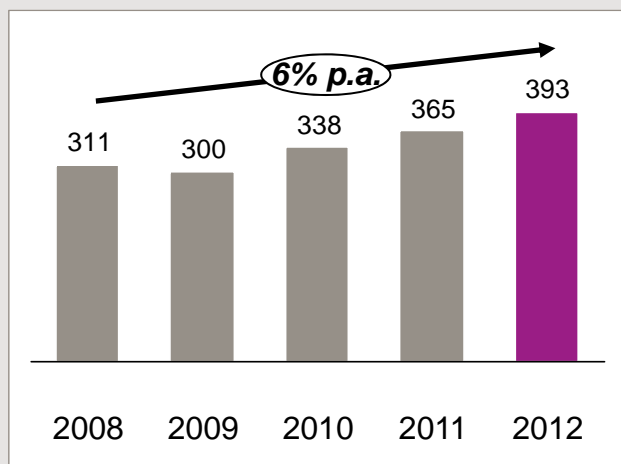
This enables us to

- explore completely new technologies, products, and solutions
- refine our existing products, applications, and processes
- strengthen a balanced innovation pipeline



Our figures in 2012

R&D expenses (millions of €)



- R&D spending of €393 million (+8% compared to previous year)
- Around 2,500 employees at over 35 sites in our global R&D network

R&D at Evonik

- Over 500 R&D projects
- Portfolio of patents and applications filed: over 26,000
- No. of new patent applications filed: approx. 260
- Sales with products younger than 5 years: €1.5 billion



Our fields of innovation



Biotechnology



Electronic materials



Additives for food and feed



Medical devices



New catalytic processes



Membranes



Composites



Cosmetic ingredients



Focus of innovation

Biotechnology



Biotechnology in figures 2012

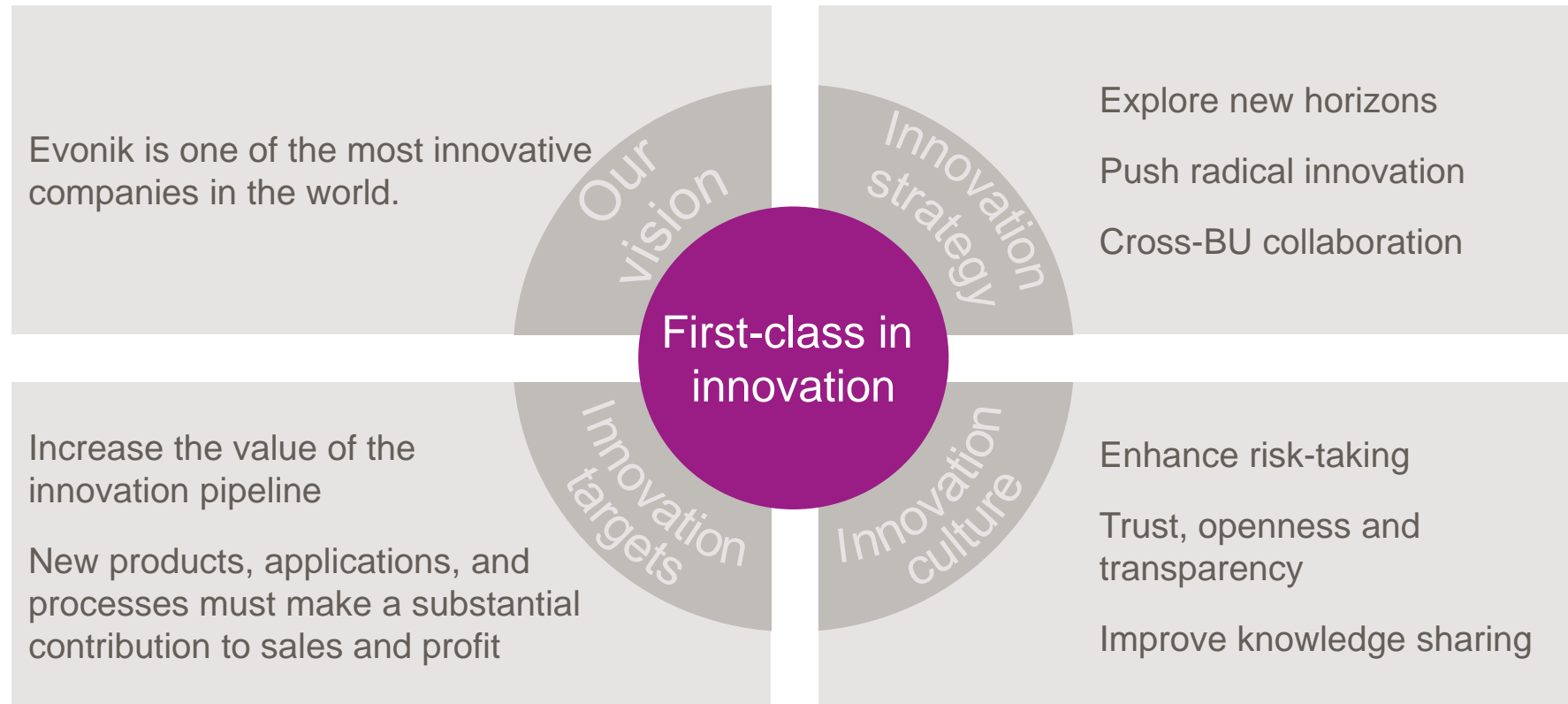
- Sales with products made using biotechnology in the Health & Nutrition Business Unit: over €300 million
- Sales target for 2020: €1 billion with products made using biotechnology in the Health & Nutrition Business Unit
- Investment in Biolys® by 2015: approx. €350 million
- R&D spending on biotechnology: over 10% of R&D spending
- R&D employees: over 200

Biotechnologically manufactured products

- Feed amino acids Biolys®, ThreAMINO®, TrypAMINO®
- Active pharmaceutical ingredient L-ornithine L-aspartate (LOLA)
- Anti-aging cosmetic actives (hyaluronic acid, ceramides)
- Enzymatically manufactured cosmetic emollients



Our claim: First-class in innovation





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