

# PolyOne Investor Presentation

Goldman Sachs 2015 US Emerging/

SMID Cap Growth Conference

November 2015

The logo for PolyOne, featuring the word "PolyOne" in a serif font. "Poly" is in black and "One" is in red. A red swoosh underline is positioned beneath the "One".

*PolyOne*<sup>TM</sup>

*Collaboration. Innovation. Excellence.*

# Forward-Looking Statements

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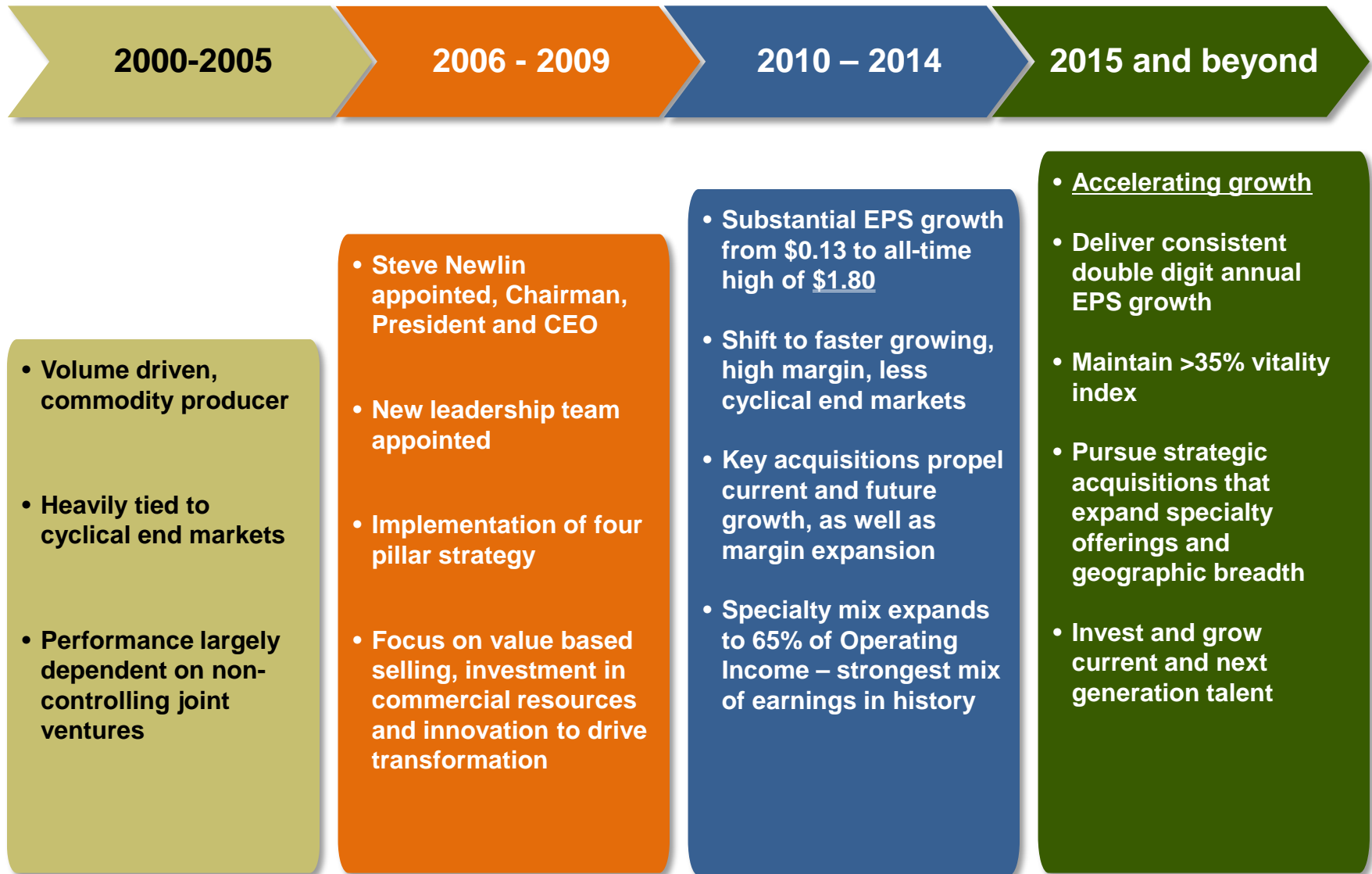
- In this presentation, statements that are not reported financial results or other historical information are “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements give current expectations or forecasts of future events and 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 final amount of charges resulting from the planned North American asset realignment and the Company’s ability to realize anticipated savings and operational benefits from the asset realignment;
  - ✓ Our ability to achieve the strategic and other objectives relating to the acquisition of Spartech Corporation, including any expected synergies;
  - ✓ Our ability to successfully integrate Spartech and achieve the expected results of the acquisition, including, without limitation, the acquisition being accretive;
  - ✓ 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 financial condition of our customers, including the ability of customers (especially those that may be highly leveraged and those with inadequate liquidity) to maintain their credit availability;
  - ✓ The speed and extent of an economic recovery, including the recovery of the housing market;
  - ✓ Our ability to achieve new business gains;
  - ✓ The effect on foreign operations of currency fluctuations, tariffs, and other political, economic and regulatory risks;
  - ✓ Changes in polymer consumption growth rates in the markets 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 achieve or delays in achieving or achievement of less than the anticipated financial benefit from initiatives related to working capital reductions, cost reductions, employee productivity goals, and an inability to raise or sustain prices for products or services;
  - ✓ An inability to raise or sustain prices for products or services;
  - ✓ An inability to maintain appropriate relations with unions and employees;
  - ✓ The inability to achieve expected results from our acquisition activities;
  - ✓ Our ability to continue to pay cash dividends;
  - ✓ The amount and timing of repurchases of our common shares, if any; 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

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- 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, earnings before interest, tax, depreciation and amortization (EBITDA), adjusted EBITDA, net debt, Specialty platform operating income, Specialty platform gross margin percentage, adjusted operating income, return on invested capital, net debt/ EBITDA, and the exclusion of corporate charges in certain calculations. In certain cases throughout this presentation.
- 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](http://www.polyone.com).

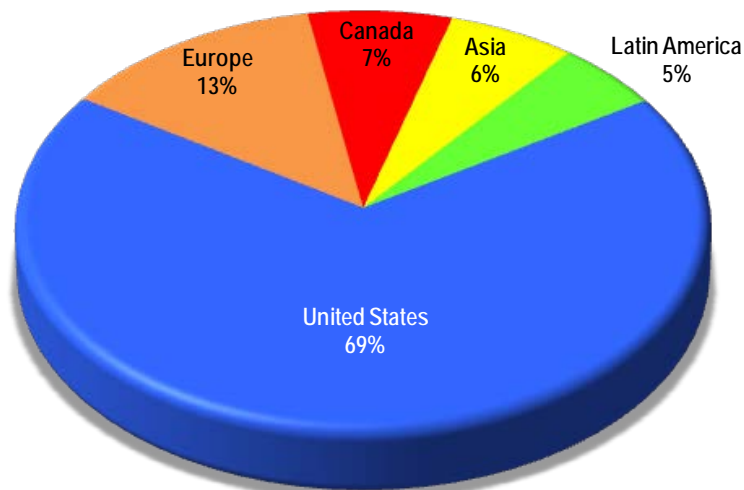
# PolyOne Commodity to Specialty Transformation



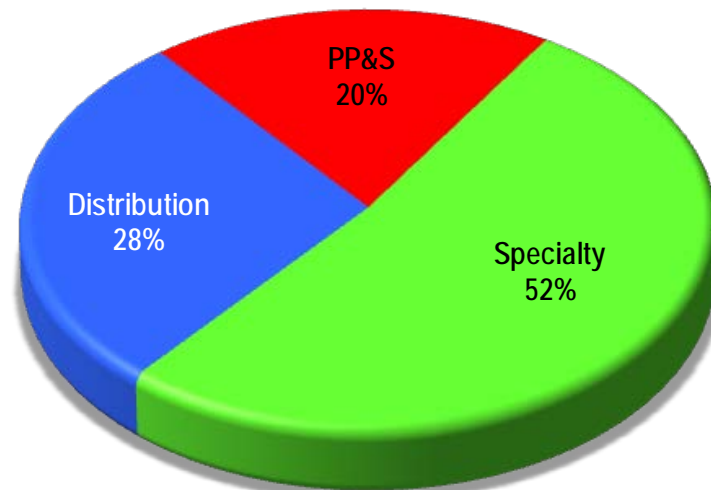
# PolyOne

## At A Glance

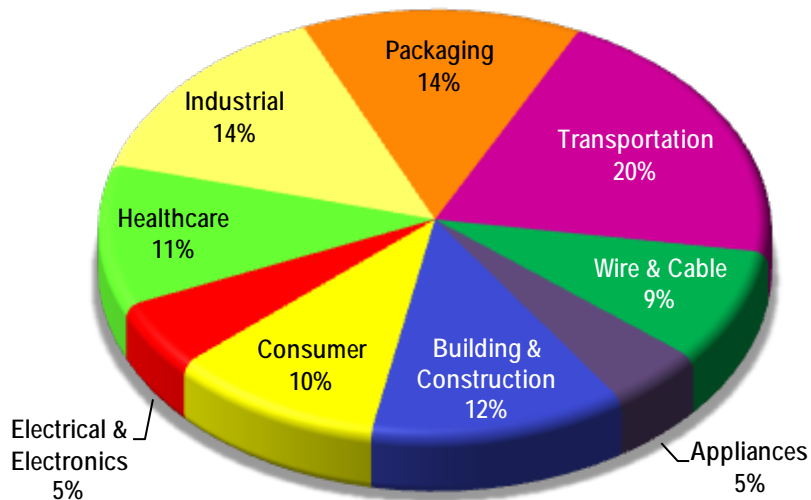
**2014 Revenues: \$3.8 Billion**



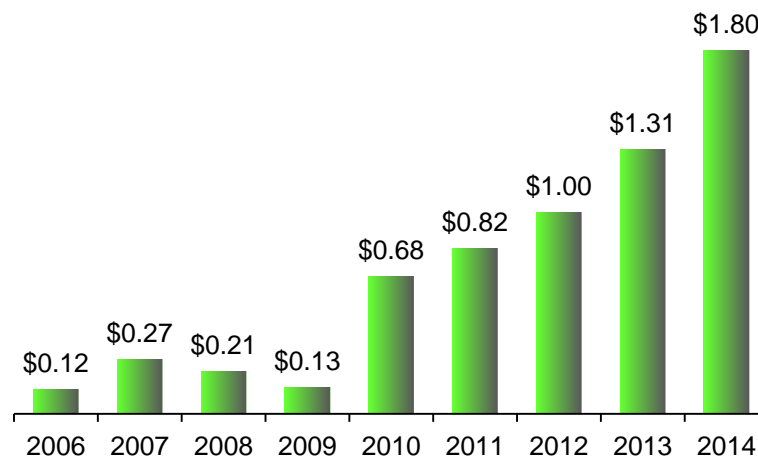
**2014 Revenues: \$3.8 Billion**



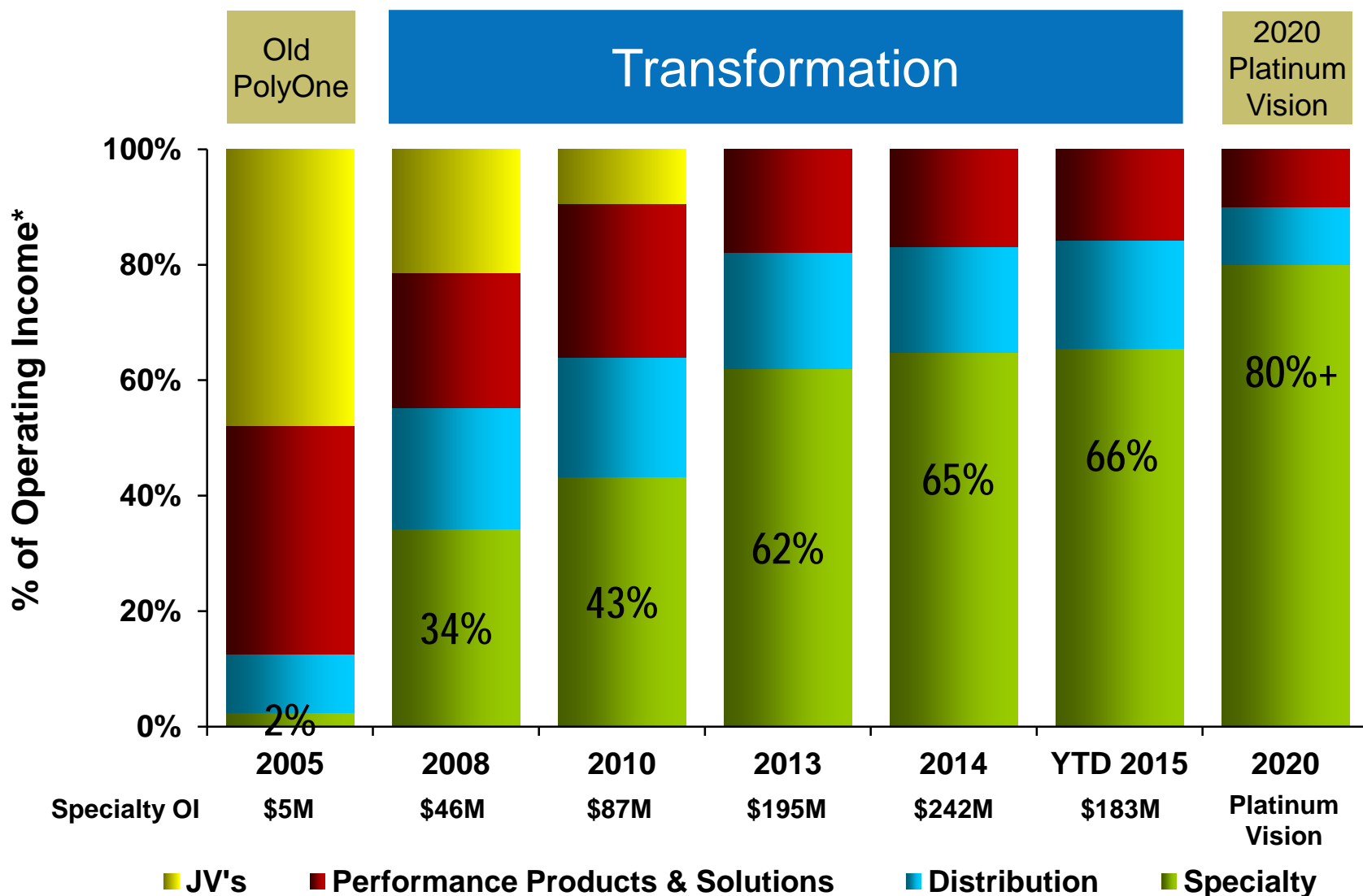
**End Markets**



**Adjusted EPS**



# Mix Shift Highlights Specialty Transformation



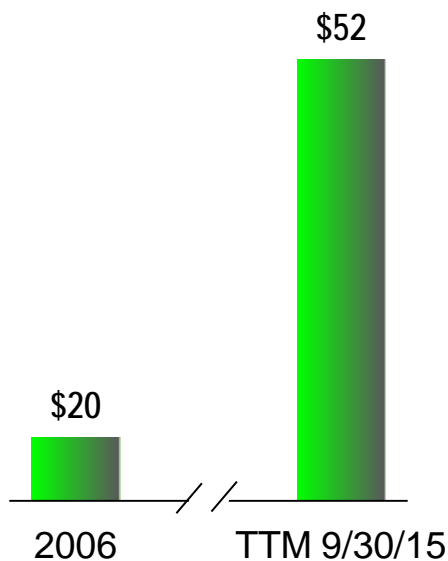
\*Operating Income excludes corporate charges and special items

# Proof of Performance & 2020 Goals

	2006 “Where we were”	YTD 2015 “Where we are”	2020 Platinum Vision
<b>1) Operating Income %</b>			
<b>Specialty:</b>			
Global Color, Additives & Inks	1.7%	17.2%	20%+
Global Specialty Engineered Materials	1.1%	15.1%	20%+
Designed Structures & Solutions	1.4% (2012)	3.5%	12 – 14%
<b>Performance Products &amp; Solutions</b>	5.5%	8.1%	10 – 12%
<b>Distribution</b>	2.6%	6.6%	6.5 – 7.5%
<b>2) Specialty Platform % of Operating Income</b>	6.0%	66%	80%+
<b>3) ROIC</b>	5.0%	11.9%	15%
<b>4) Adjusted EPS Growth</b>	N/A	24 Consecutive Quarters of YOY EPS Growth	Double Digit Expansion

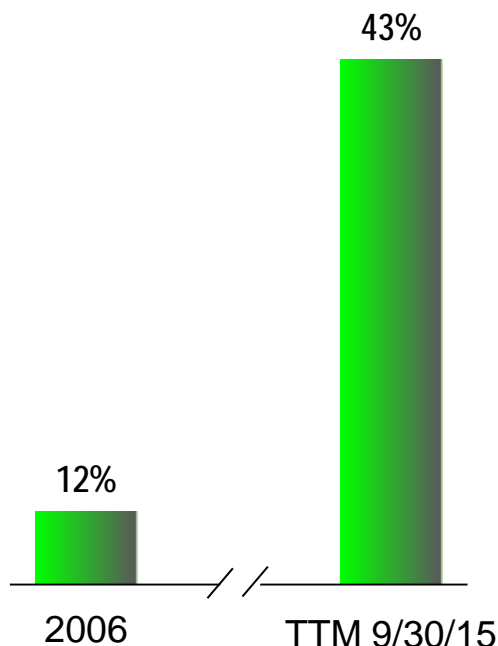
# Innovation Drives Earnings Growth

**Research & Development Spending**  
(\$ millions)



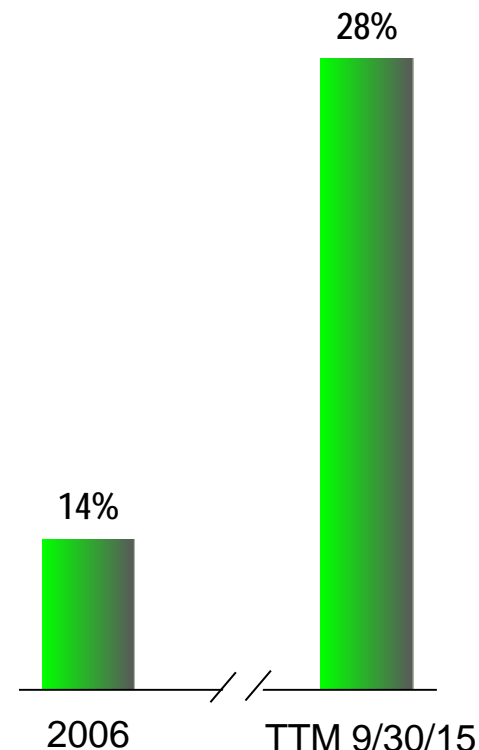
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**Specialty Platform Vitality Index Progression\***



=

**Specialty Platform Gross Margin %**

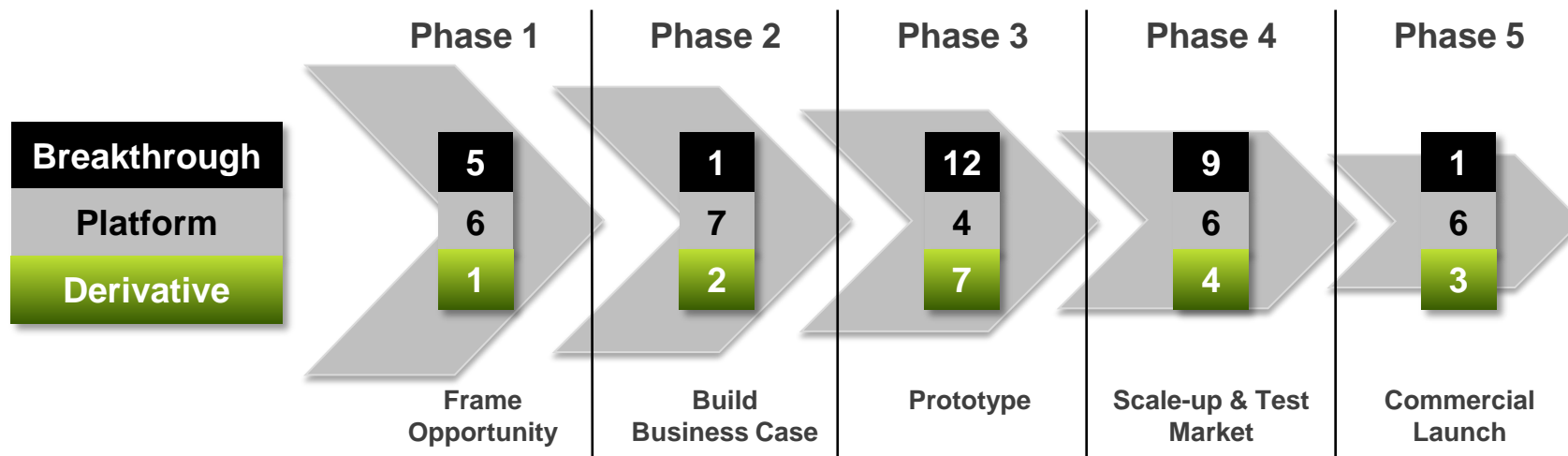


**Specialty Vitality Index Target  $\geq$  35%**

\*Percentage of Specialty Platform revenue from products introduced in last five years



# Innovation Pipeline Potential



<b>Number of Projects</b>	12	10	23	19	10	<b>74</b>
<b>Specialty Addressable Market (\$ millions)</b>	-	-	\$1,150	\$1,000	\$250	<b>\$2,400</b>

# Innovation Initiatives

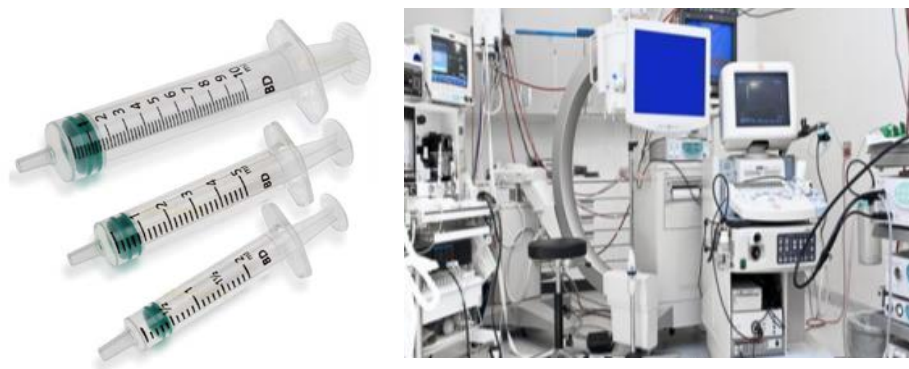
## Lightweighting with Advanced Composites



## Expansion in Consumer Markets



## Increasing Healthcare Penetration

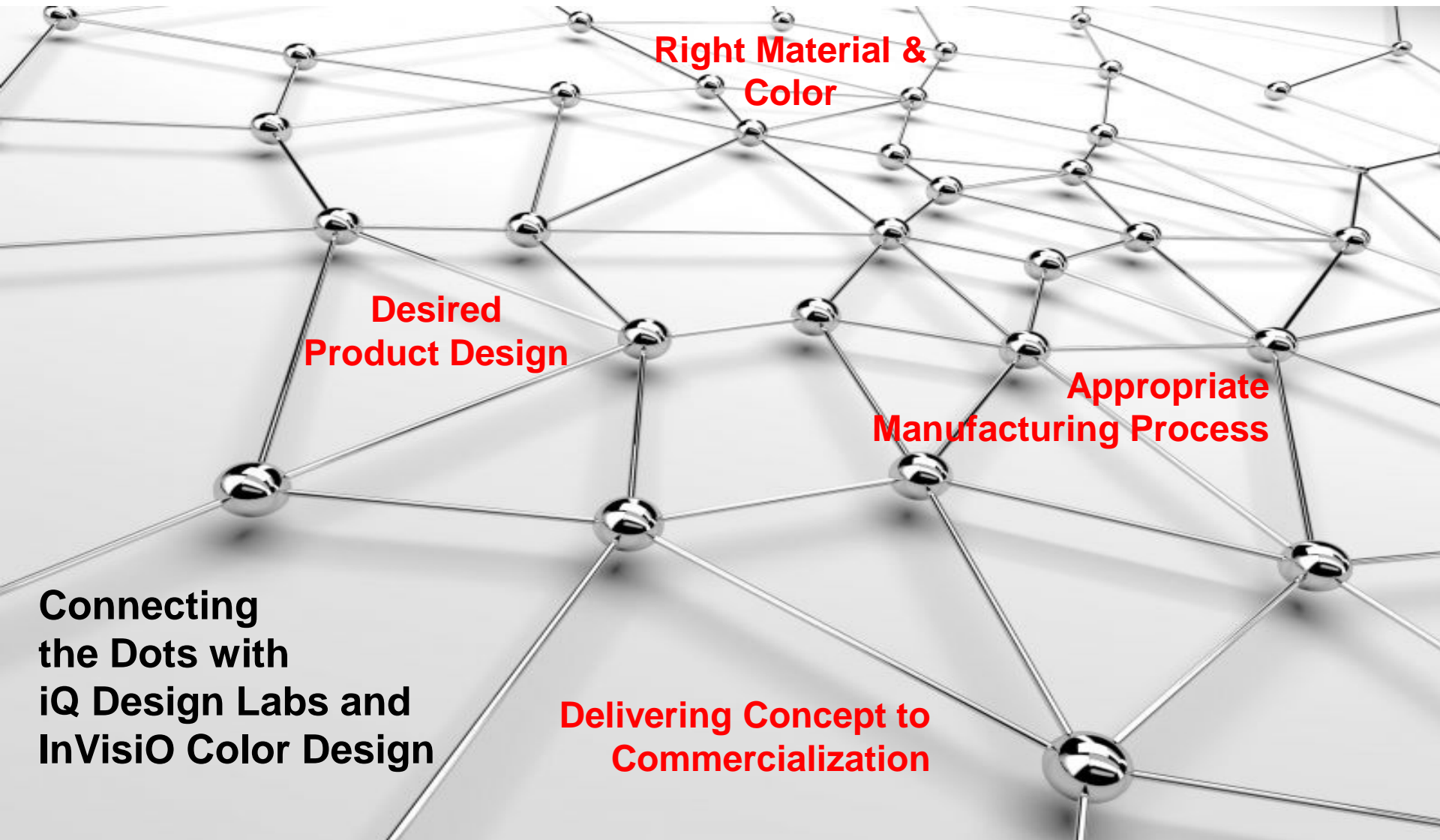


## New Market Development



# Design and Service as a Differentiator

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# Customer First Through World-Class Service

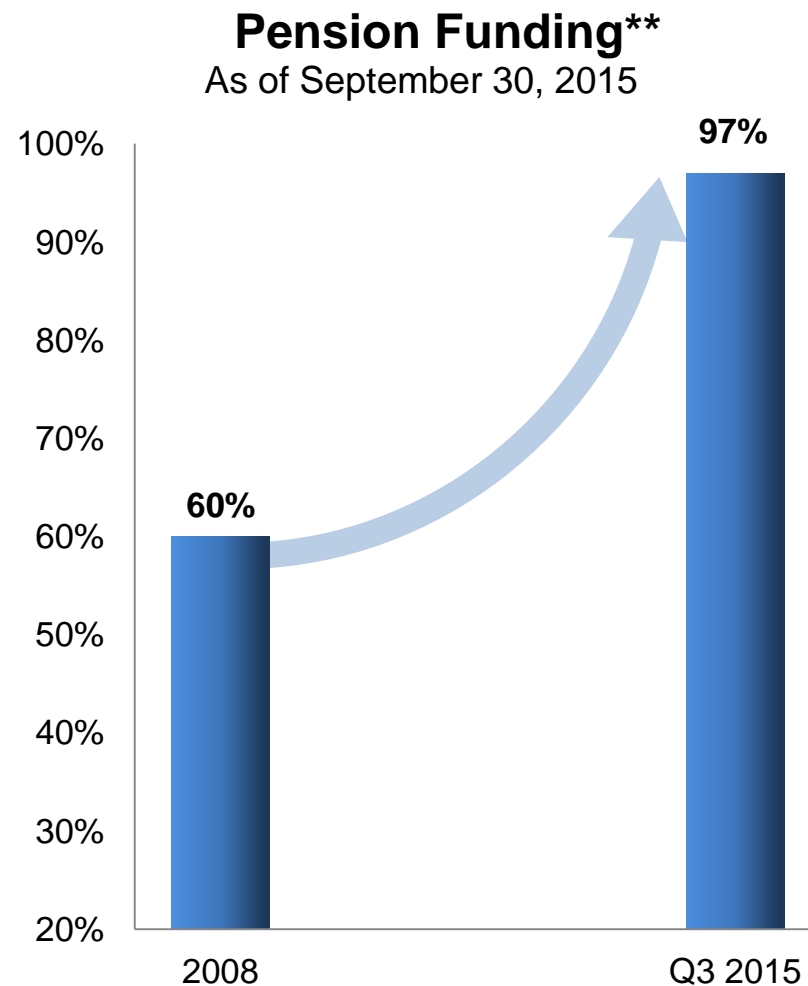
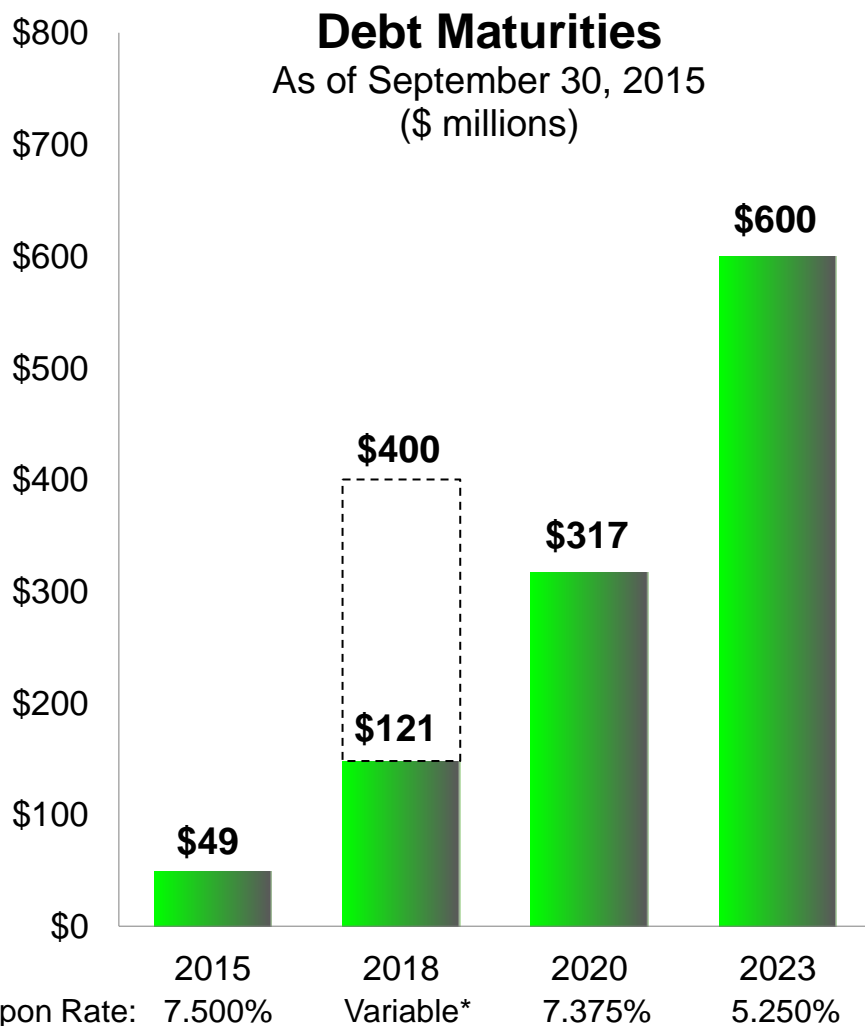
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Strengthening relationships through:

- Providing LSS services to small/medium sized customers
  - Supporting customers who lack their own formal process improvement initiatives
- Providing training in Customer Centric Selling Skills with customers' sales force



# Debt Maturities & Pension Funding



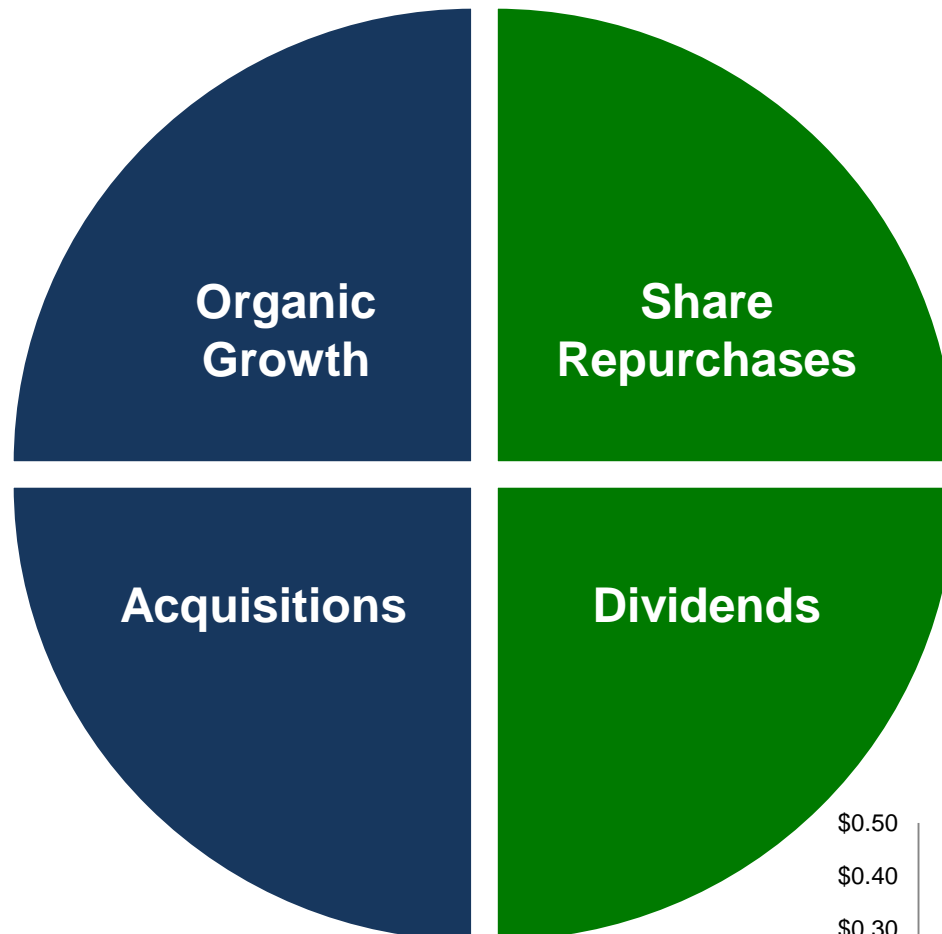
**Net Debt / Adjusted EBITDA\*\* = 2.1x**

\*Weighted average rate on revolver was 2.49% as of 9/30/15    \*\*TTM 9/30/2015

\*\* includes US-qualified pension plans only

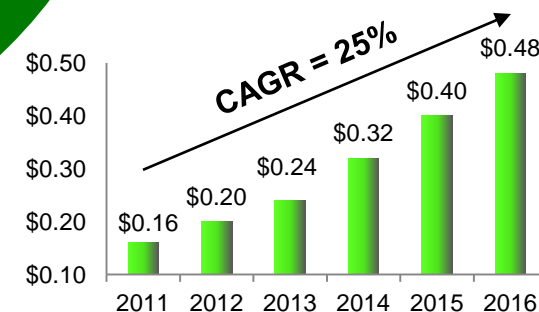
# Free Cash Flow and Strong Balance Sheet Fund Investment / Shareholder Return

- Expanding our sales, marketing, and technical capabilities
  - Investing in operational and LSS initiatives
  - ~75% of capital expenditures fund growth initiatives
- 
- Targets that expand our:
    - Specialty offerings
    - End market presence
    - Geographic breadth
  - Synergy opportunities
  - Adjacent material solutions



- Repurchased nearly 2.4 million shares in Q3 2015
- Repurchased 14.8 million shares since early 2013
- 5.2 million shares are available for repurchase under the current authorization

**Annual Dividend**



## Why Invest In PolyOne?

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- Addressable market exceeds \$40 billion
- Strong performance demonstrates that our strategy and execution are working
- Megatrends and emerging opportunities align with our strengths
- Innovation and services provide differentiation, incremental pricing power, and competitive advantage
- Strong and proven management team driving growth and performance

**The New PolyOne: A Specialty Growth Company**

# Appendix

The logo features three thick, red, curved lines that sweep across the bottom right of the page, partially enclosing the text.

*PolyOne*<sup>™</sup>

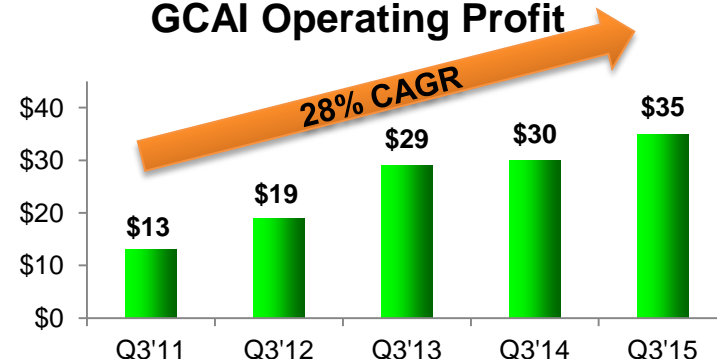
*Collaboration. Innovation. Excellence.*



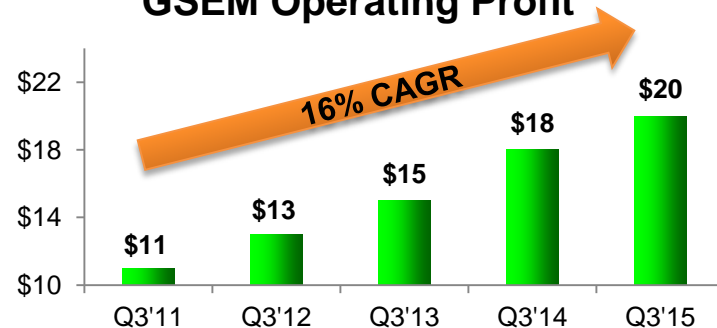
# Q3 2015 Financial Highlights

- Color Additives & Inks operating margin reaches record third quarter level of 17.3%
- Specialty Engineered Materials operating margin grew 210 basis points year-over-year to 14.7%
- Third quarter adjusted EPS has grown on average 28% per year since 2011

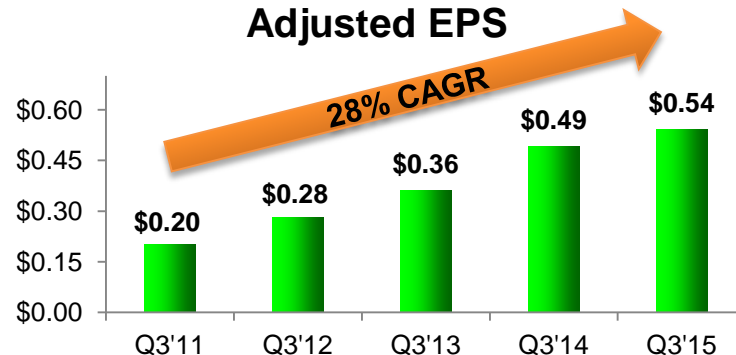
### GCAI Operating Profit



### GSEM Operating Profit



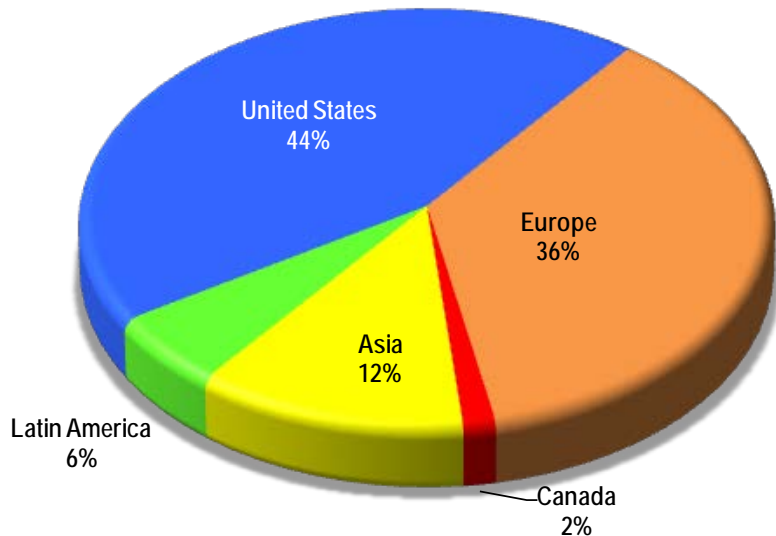
### Adjusted EPS



# At a Glance

Global Color, Additives and Inks

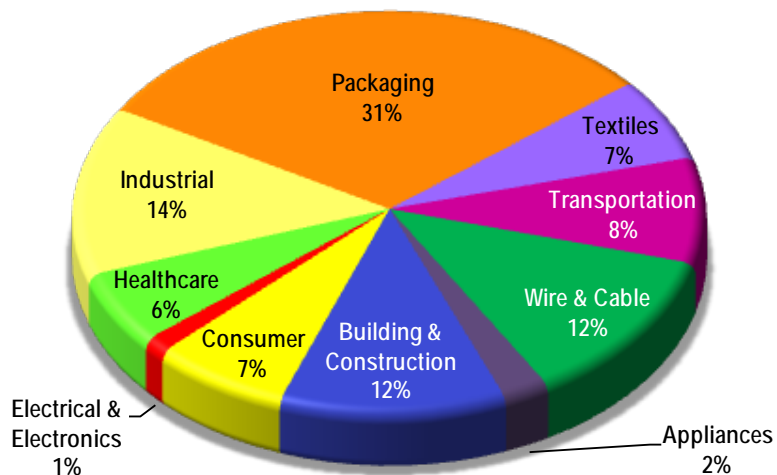
## 2014 Revenues: \$0.9 Billion



## Solutions

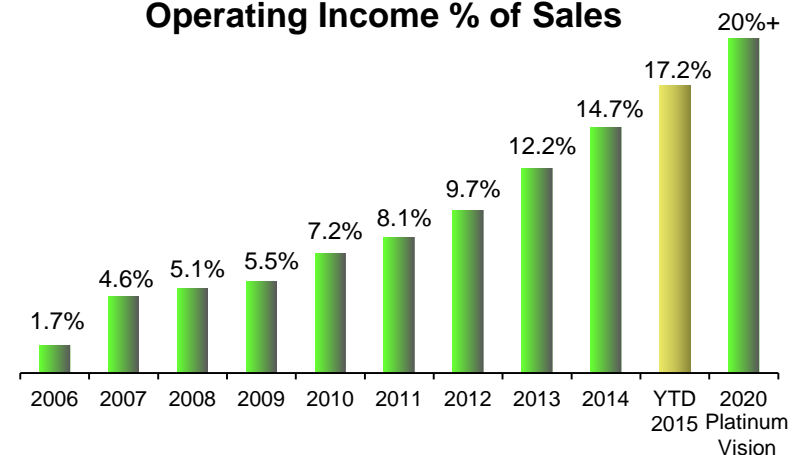


## 2014 Revenue by Industry Segment



## Expanding Profits

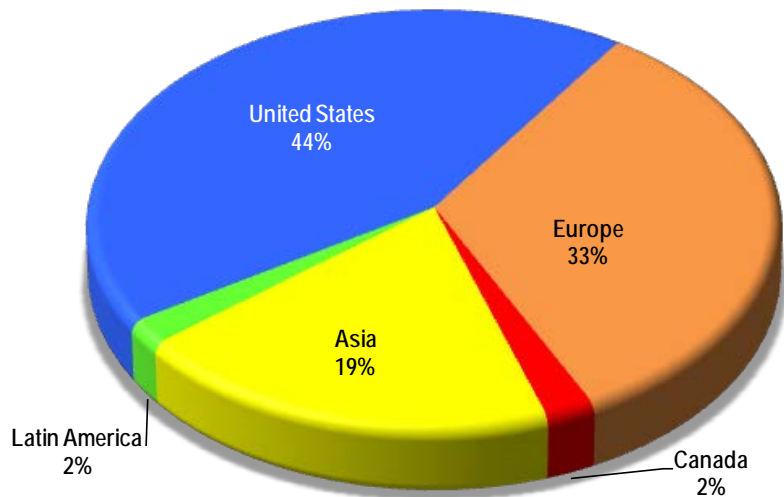
### Operating Income % of Sales



# At a Glance

## Global Specialty Engineered Materials

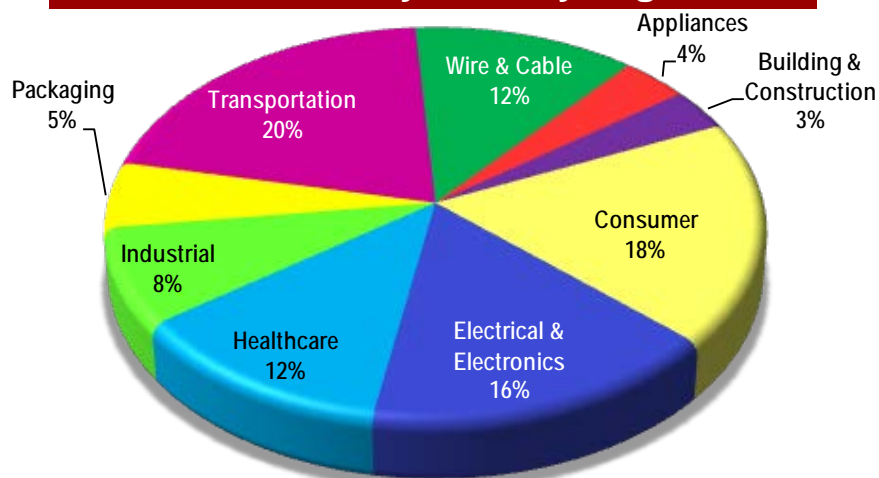
### 2014 Revenues: \$0.6 Billion



### Solutions

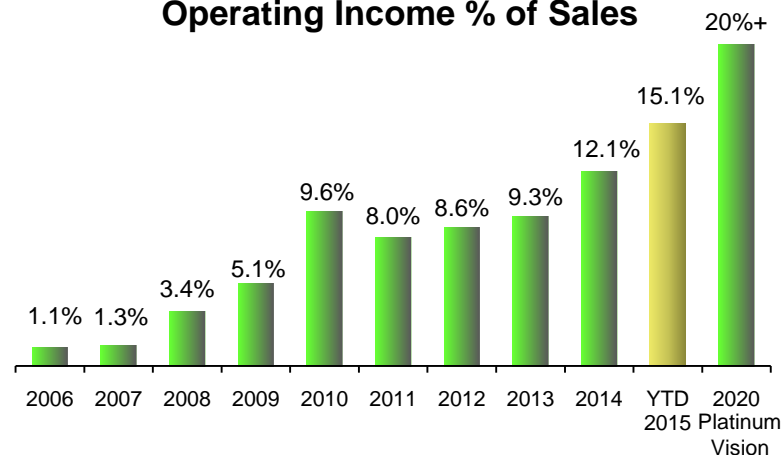


### 2014 Revenue by Industry Segment



### Expanding Profits

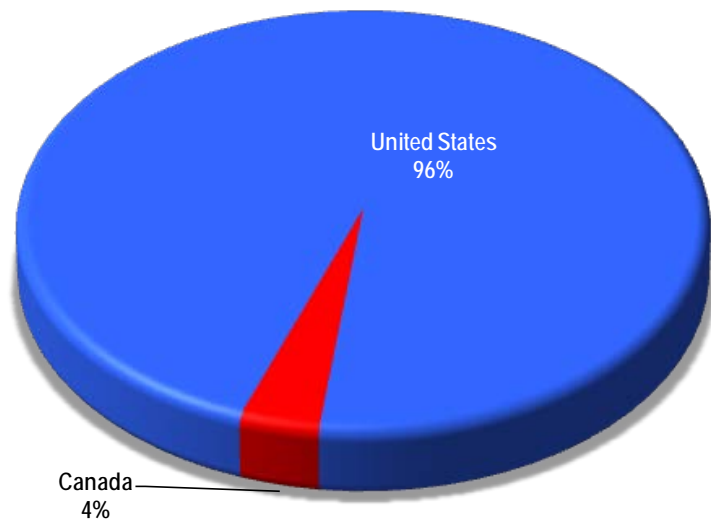
#### Operating Income % of Sales



# At a Glance

Designed Structures and Solutions

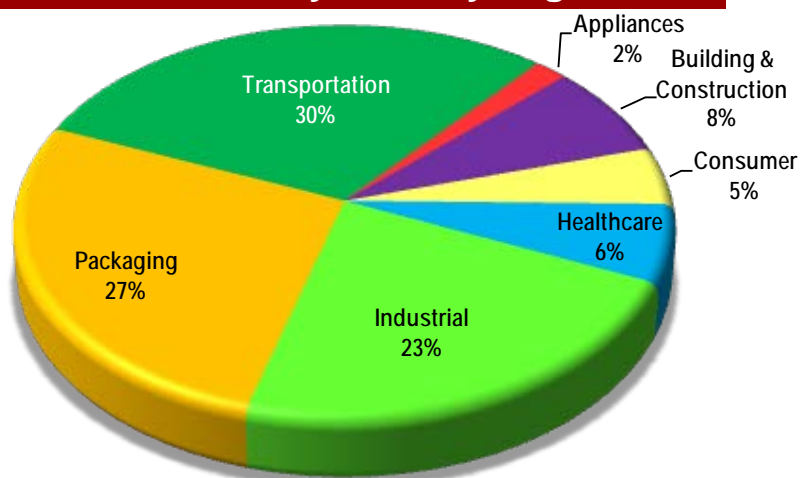
## 2014 Revenues: \$0.6 Billion



## Solutions

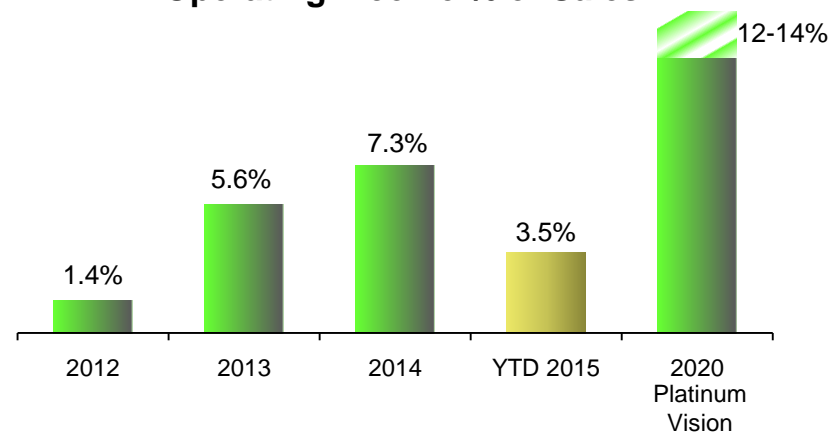


## 2014 Revenue by Industry Segment



## Expanding Profits

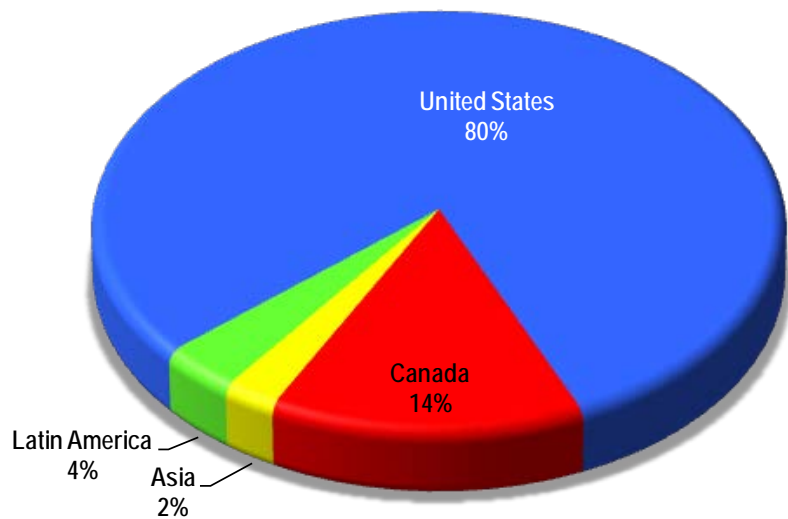
### Operating Income % of Sales



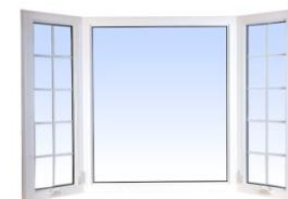
# At a Glance

## Performance Products and Solutions

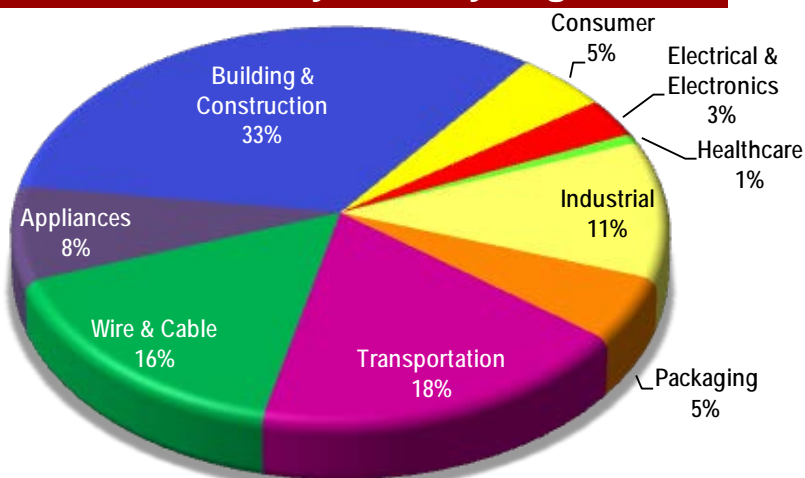
### 2014 Revenues: \$0.8 Billion



### Solutions

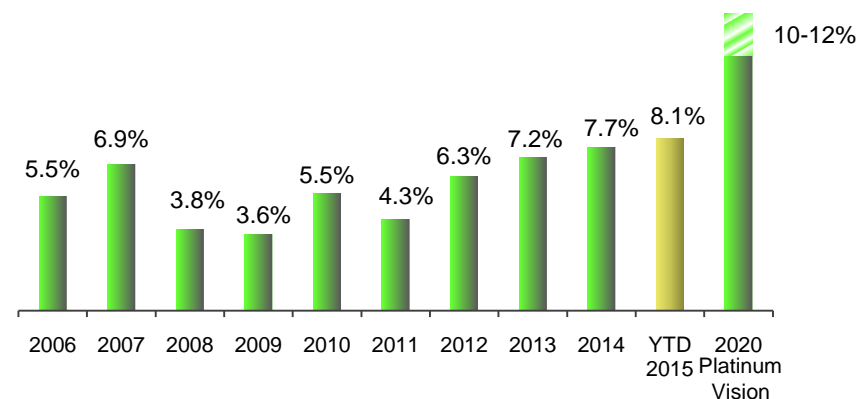


### 2014 Revenue by Industry Segment



### Expanding Profits

#### Operating Income % of Sales

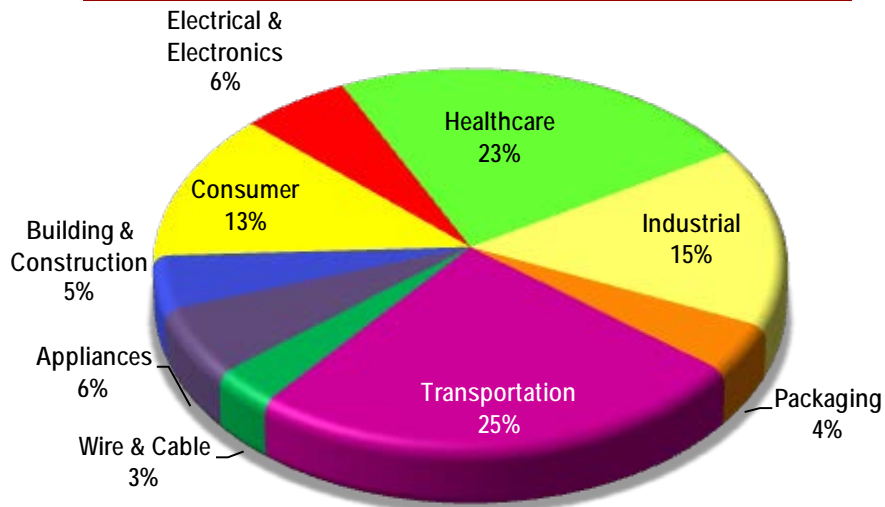




# At a Glance

## Distribution

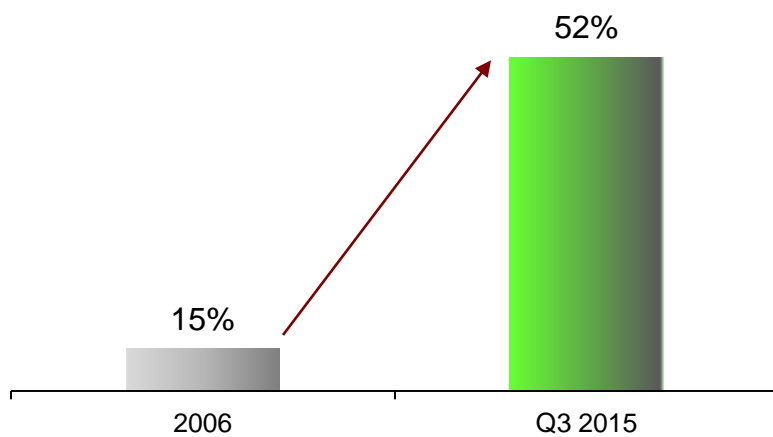
### 2014 Revenues: \$1.1 Billion



### Key Suppliers

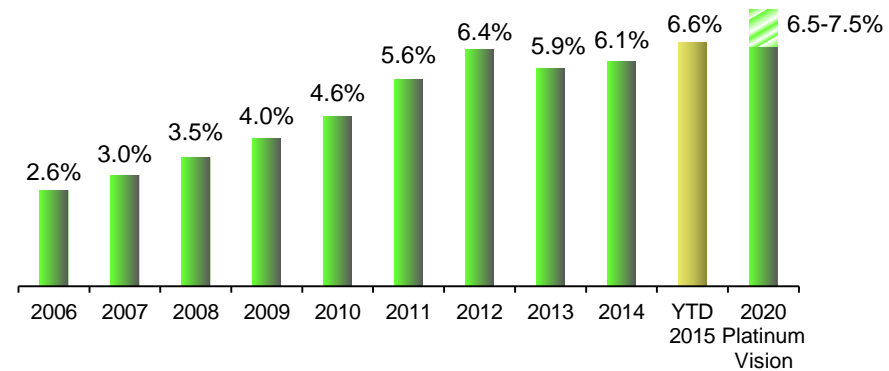


### ROIC



### Expanding Profits

#### Operating Income % of Sales



## Plastics: Key to Future Sustainable Development

**2 lbs** Plastic  
=  
**3 lbs** aluminum  
or  
**8 lbs** steel  
or  
**27 lbs** glass

**33%** less material by weight  
than aluminum  
**75%** less material by weight  
than steel  
**93%** less material by weight  
than glass

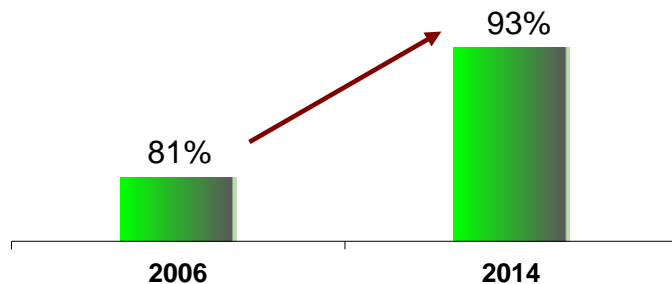
Requires **91% less energy** to  
recycle a pound of plastic versus  
a pound of paper



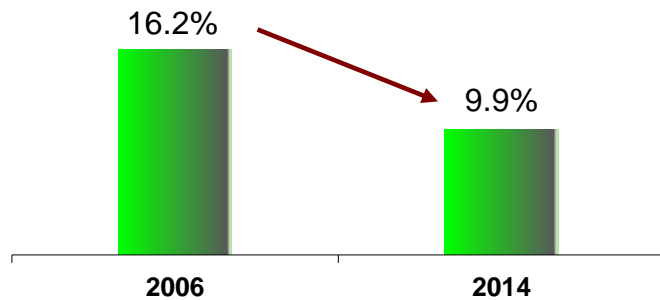
PolyOne  
Sustainable  
Solutions

# Commitment to Operational Excellence

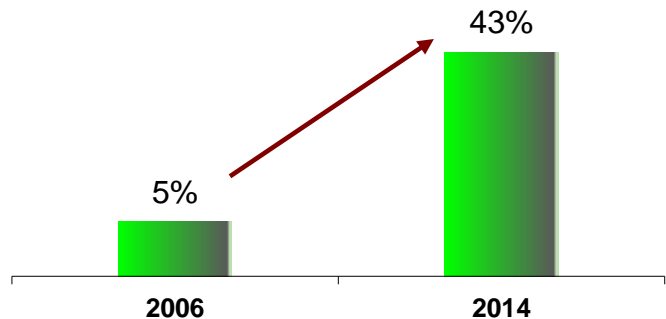
## On-Time Delivery



## Working Capital % of Sales



## Percent of Associates Trained in LSS



## World's Best Start-up Program for Lean Six Sigma Deployment in 2009\*



## World's Best Business Process Excellence Program in 2012\*



- Five consecutive years – *CFO Magazine* Best Working Capital Management in the chemical industry
- 113 trained Black Belts
- 235 trained Green Belts
- 151 trained Kaizen Leaders

\*Both awards received from International Quality and Productivity Center



# Application Examples

The logo features the word "PolyOne" in a stylized font. "Poly" is in black and "One" is in red. A red swoosh underline is positioned beneath the "One".

*PolyOne*<sup>TM</sup>

*Collaboration. Innovation. Excellence.*

# Outdoor Applications

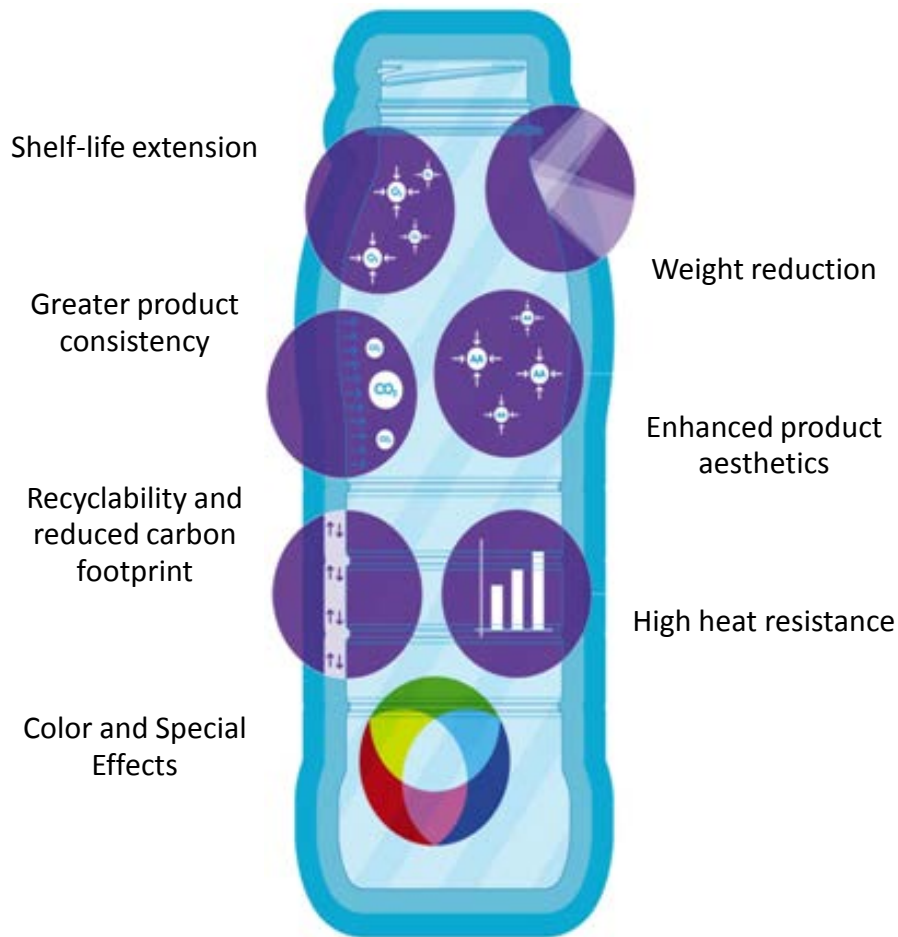


- Leading provider of high performance specialty materials for the recreational and sports & leisure industry
- Well positioned across all segments to address market needs
  - ✓ Metal to Polymer Conversion
  - ✓ Lightweighting
  - ✓ Thermal Management
  - ✓ Impact Performance



Source: Outdoor Industry Association

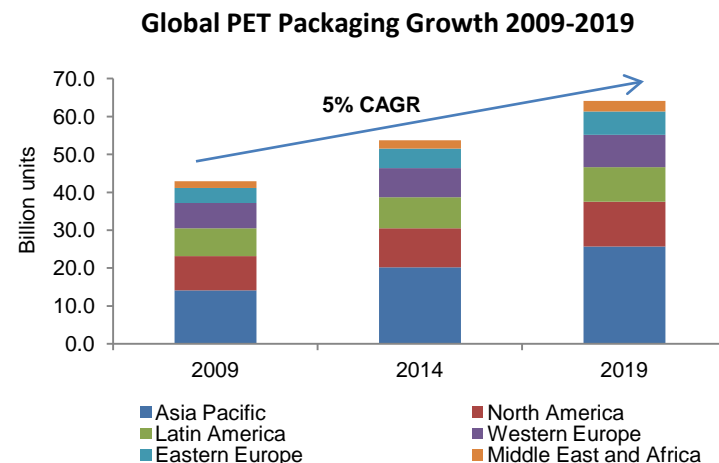
# PET Bottling Technology



## Market Opportunity

- **\$1.5 billion attractive, growing market**
- **Additives improve performance and reduce cost through light-weighting, reduced waste, faster cycle times, and extended shelf life of finished product**
- **Aligned with megatrend of protecting the environment:**
  - ✓ **Sustainability benefits include lower package weight and improved recyclability of package at end of use**

## Leading Global Supplier of Additives In Growing PET Market



Source: Euromonitor retail off-trade consumption (PET bottles & jars, home care, personal care, food & non-alcoholic beverages)

# Authentication Technology



- Includes formulation and consultative services to assist manufacturers and brand owners in positively identifying their finished goods
- Protects brand equity & consumer welfare
- Reduces exposure to unwarranted recall expenses
- Secures supply chain integrity – support for safe expansion into new geographies

## 2015 Range Rover Evoque Interior



- Color harmonization across 15 unique color-and-polymer combinations
- Eliminated need for multiple pre-colored materials
- Reduced Land Rover's working capital

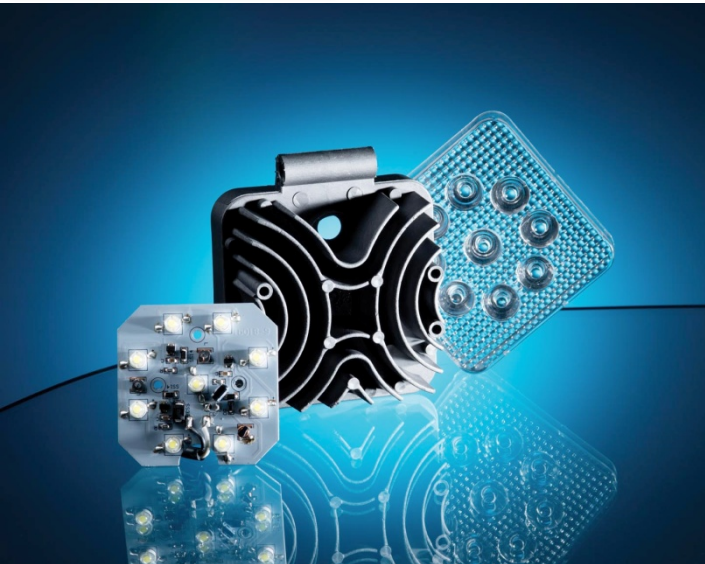


# CT Scanner



- Reduced health and environmental impact
- System cost reduction
- Radiation-shielding performance
- Parts consolidation
- Design freedom

# Metal Replacement Solutions



- Replaces metal in LED lighting
- Extends LED durability and life span eliminating hot spots
- Greater design flexibility with fewer parts
- Weight reduction
- Simplifies manufacturing and lowers total production cost

# High-Barrier Packaging Containers



- Capability to extrude up to 13 layers
- Strong oxygen and moisture vapor transmission protection
- Can be made symmetrical or asymmetrical to meet customized needs of broad variety of applications
- Barrier protection and superior sensory properties



# Aerospace Applications



- Leading provider of specialty materials for the aerospace industry
- Typical applications
  - ✓ Mil-spec aircraft windows, canopies, windscreens, instrument panels, wingtip lenses
  - ✓ Interior – gallery furnishings, tray tables, arm rests, trim strips, joint/edge coverings
- Benefits:
  - ✓ High impact strength
  - ✓ Resistant to UV rays
  - ✓ Flame and smoke compliance
  - ✓ Easy to clean with aggressive cleaners; anti-microbial grades available
  - ✓ Range of sizes, thicknesses, colors, etc.

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

(Dollars in millions, except per share data)

Below is a reconciliation of non-GAAP financial measures to the most directly comparable measures calculated and presented in accordance with U.S. GAAP. Senior management uses operating income excluding special items, adjusted EPS, and working capital to assess performance and allocate resources because senior management believes that these measures are useful in understanding current profitability levels and that current levels may serve as a base for future performance.

Platform operating income mix percentage	2005*	2008*	2010*	2013	2014	2015 YTD
Global Color, Additives and Inks	\$ 4.3	\$ 28.1	\$ 37.7	\$104.0	\$124.9	\$ 107.9
Global Specialty Engineered Materials	0.4	17.6	49.7	57.2	72.4	63.2
Designed Structures and Solutions	-	-	-	33.4	45.1	12.0
Specialty Platform	\$ 4.7	\$ 45.7	\$ 87.4	\$194.6	\$242.4	\$ 183.1
Performance Products and Solutions	75.7	31.3	54.0	56.0	63.1	43.9
Distribution	19.5	28.1	42.0	63.3	68.2	52.4
Joint ventures	91.9	28.6	18.9	-	-	—
Corporate and eliminations	(51.5)	(425.1)	(27.7)	(82.4)	(218.6)	(59.8)
Operating income (loss) GAAP	\$140.3	\$(291.4)	\$174.6	\$231.5	\$155.1	\$ 219.6
Less: Corporate operating expense	51.5	425.1	27.7	82.4	218.6	59.8
Operating income excluding Corporate	\$191.8	\$133.7	\$202.3	\$313.9	\$373.7	\$ 279.4
Specialty platform operating mix percentage	2%	34%	43%	62%	65%	66%

Adjusted EPS is calculated as follows:

Adjusted EPS	2006Y*	2007Y*	2008Y*	2009Y*	2010Y	2011Y	2012Y	2013Y	2014Y
Net income attributable to PolyOne common shareholders	\$ 130.9	\$ 40.9	\$ (417.0)	\$ 106.7	\$ 152.5	\$ 153.4	\$ 53.3	\$ 94.0	\$ 78.0
Joint venture equity earnings, after tax	(68.5)	(26.1)	(20.8)	(19.0)	(14.7)	(3.7)	-	-	-
Special items, after tax <sup>(1)</sup>	(21.2)	41.4	310.0	(31.0)	15.8	(30.5)	35.7	30.4	101.0
Tax adjustments <sup>(2)</sup>	(30.0)	(30.7)	147.2	(44.9)	(88.3)	(42.3)	0.5	2.2	(10.5)
Adjusted net income	\$ 11.2	\$ 25.5	\$ 19.4	\$ 11.8	\$ 65.3	\$ 76.9	\$ 89.5	\$ 126.6	\$ 168.5
Diluted shares	92.8	93.1	92.7	93.4	96.0	94.3	89.8	96.5	93.5
Adjusted EPS	\$ 0.12	\$ 0.27	\$ 0.21	\$ 0.13	\$ 0.68	\$ 0.82	\$ 1.00	\$ 1.31	\$ 1.80

<b>Adjusted EPS</b>	<b>2011 Q3</b>	<b>2012 Q3</b>	<b>2013 Q3</b>	<b>2014 Q3</b>	<b>2015 Q3</b>
Net income attributable to PolyOne common shareholders	\$ 16.0	\$ 19.4	\$ 23.2	\$ 32.3	\$ 44.5
Special items, after tax <sup>(1)</sup>	3.1	5.3	10.5	13.2	12.6
Tax adjustments <sup>(2)</sup>	(0.3)	0.1	1.8	(0.1)	(9.6)
Adjusted net income	\$ 18.8	\$ 24.8	\$ 35.5	\$ 45.4	\$ 47.5
Diluted shares	94.3	90.2	98.1	93.1	88.4
Adjusted EPS	\$ 0.20	\$ 0.27	\$ 0.36	\$ 0.49	\$ 0.54

\* Historical results are shown as presented in prior filings and have not been updated to reflect subsequent changes in accounting principal or discontinued operations.

(1) Special items are a non-GAAP financial measure and are used to determine adjusted earnings. Special items include charges related to specific strategic initiatives or financial restructuring such as: consolidation of operations; debt extinguishment costs; employee separation costs resulting from personnel reduction programs, plant phase-in 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, remediation costs 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.

(2) 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 valuations allowance adjustments.

Trailing twelve months adjusted gross margin is calculated as follows:

(In millions)	<b>Three Months Ended</b>	<b>Nine Months Ended</b>	<b>Trailing Twelve Months (TTM) Ended</b>
	<b>December 31, 2014</b>	<b>September 30, 2015</b>	<b>September 30, 2015</b>
Gross margin - GAAP	\$ 152.6	\$ 524.6	\$ 677.2
Special items in gross margin	15.8	30.0	45.8
Gross margin excluding special items	\$ 168.4	\$ 554.6	\$ 723.0

Adjusted EBITDA and net debt to adjusted EBITDA is calculated as follows:

(In millions)	<b>Three Months Ended</b>	<b>Nine Months Ended</b>	<b>Trailing Twelve Months (TTM) Ended</b>
	<b>December 31, 2014</b>	<b>September 30, 2015</b>	<b>September 30, 2015</b>
Income from continuing operations, before income taxes	\$ (31.2)	\$ 168.1	\$ 136.9
Interest expense, net	15.6	48.5	64.1
Depreciation and amortization	25.0	78.4	103.4
Special items, impact on income from continuing operations before income taxes	80.8	39.8	120.6
Accelerated depreciation included in special items	(0.2)	(4.6)	(4.8)
Adjusted EBITDA	\$ 90.0	\$ 330.2	\$ 420.2
Short-term portion and current portion of long-term debt			\$ 61.8
Long-term debt			1,038.0
Less: Cash and cash equivalents			(235.7)
Net Debt			864.1
Net Debt/TTM Adjusted EBITDA			2.1