

# The innovation power of specialty chemicals

Claas Klasen | Sept. 20, 2019, Hangzhou



# A strong basis in Specialty Chemicals

## Market leadership



Leading market positions in  
**80%**  
of our businesses<sup>1</sup>

## Customer proximity



**Almost 90%**  
of direct sales  
via  
marketing & sales  
force of **~2,000**  
employees

## Technology leadership



Leading and  
proprietary technology  
platforms in  
**25 countries**  
on  
**5 continents**

## Unique brand recognition



**togo**  
An Evonik product.

**ROHACELL**<sup>®</sup>  
An Evonik product.

**MetAMINO**<sup>®</sup>

(selected product brands)

## Qualified employees

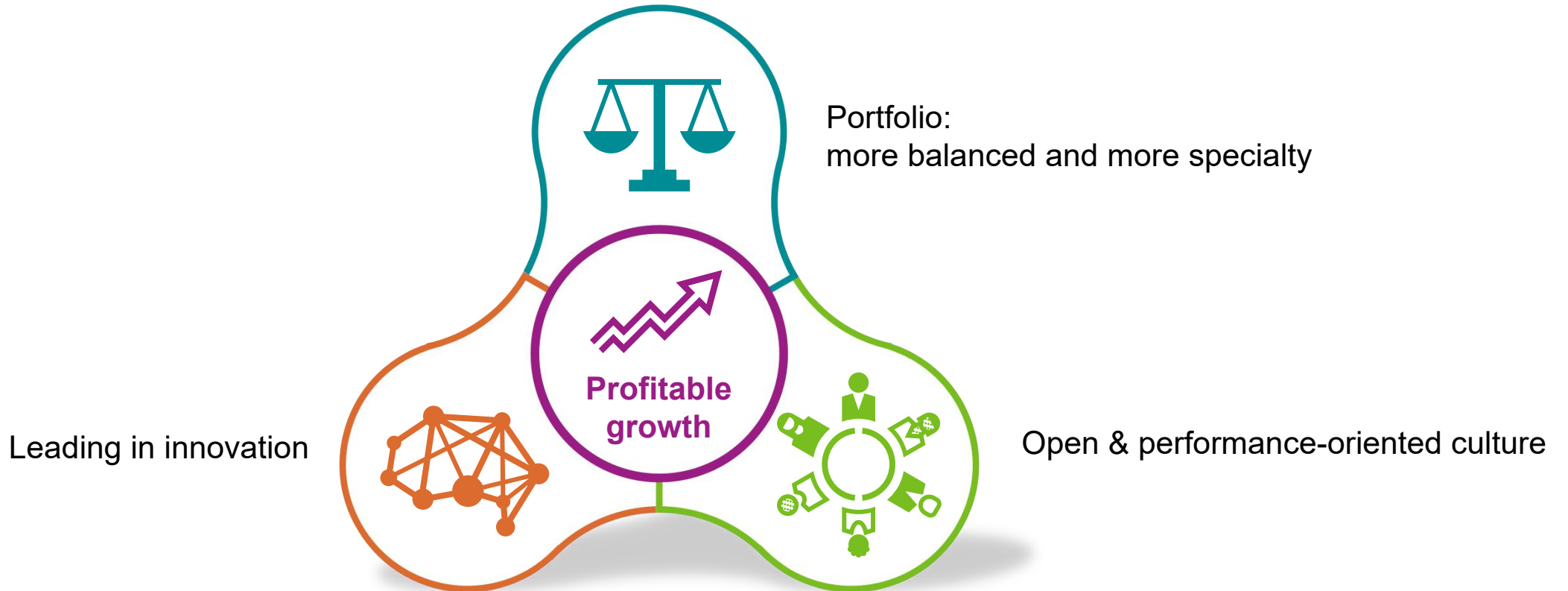


**Highly qualified workforce**  
as key factor for a  
successful and  
sustainable business  
development

1. Sales with top 1-3 market position by sales, production volume or capacity (depending on available data)

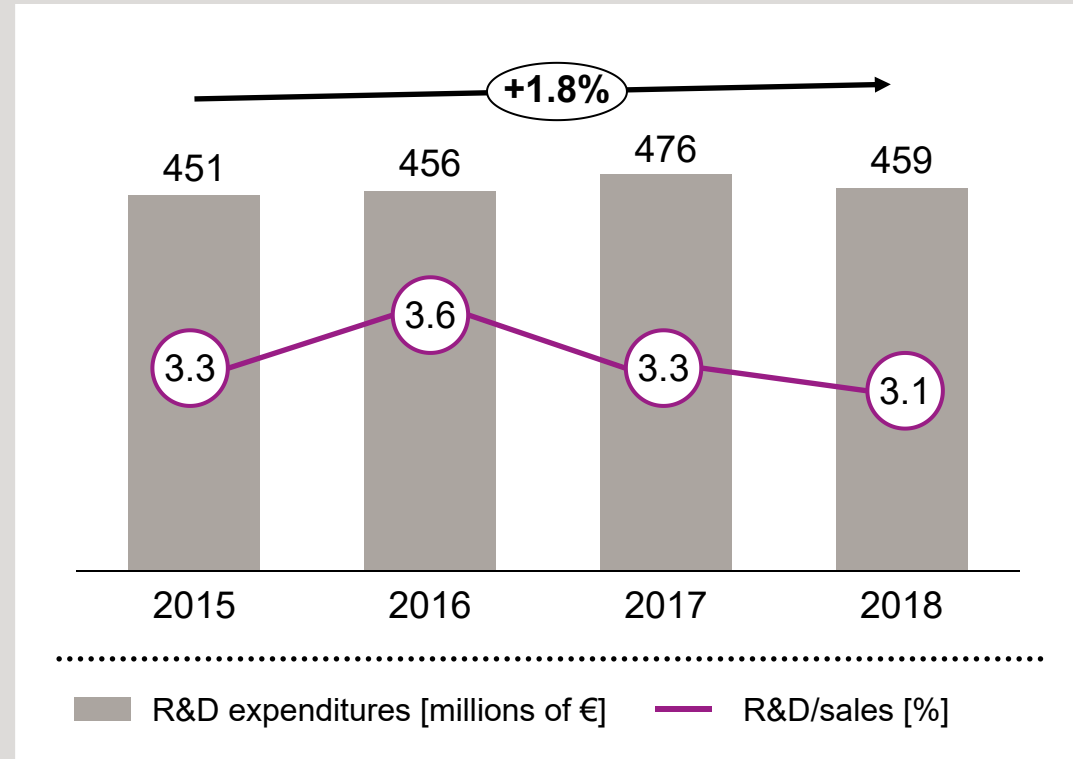
# Innovation is critical to profitable growth in specialty chemicals

---



# Our foundation is good: how much we spend

## R&D expenditures<sup>1</sup> and R&D rate



<sup>1</sup> Starting in 2018, includes costs for Corporate Innovation; adjusted values for 2015 – 2017 |

# Innovation strategy: how we're thinking ahead

**Our mission**

**Leading in innovation**

## Linking innovation with customer proximity

- Efficient, global
- Targeted and fast
- Close to the customer
- Working with the customer

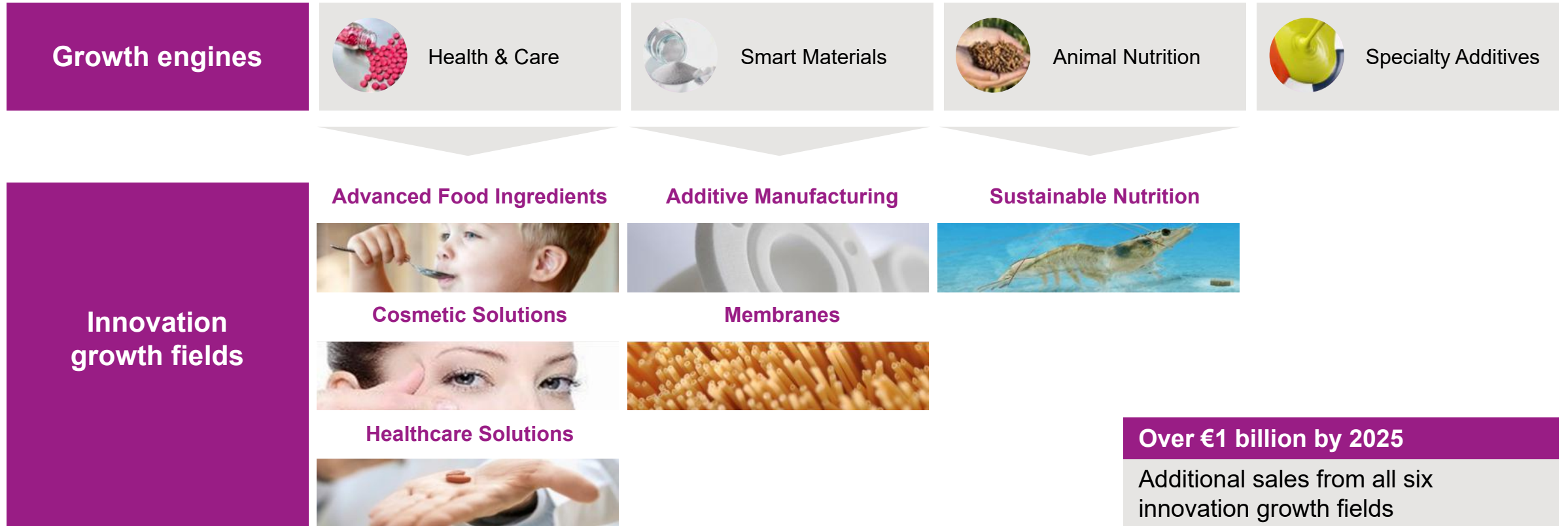
## Focusing on innovation growth fields

- Integrated within Evonik's growth engines
- Targets for issues and markets that are new to Evonik
- Nucleus for medium- and long-term sales growth

## One step ahead of social developments

- Open, sustainable, digital
- Anticipating long-term customer expectations
- Venture capital
- Corporate Foresight

# Innovation growth fields: what we emphasize



# High-quality algae oil for salmon farming

- Veramaris is a joint venture between Evonik and DSM
- Makes sustainable growth possible in the aquaculture industry
- Biotechnology route to omega-3 fatty acids EPA and DHA based on renewable raw materials
- New facilities begins production in July 2019



# SEPURAN®

Hollow-fiber  
membranes for  
efficient gas separation

- Highly efficient, innovative gas separation solutions
- Became a global provider in less than 10 years with more than 300 references
- Strategic partnerships with leading system integrators such as The Linde Group





# RESOMER® biomaterials

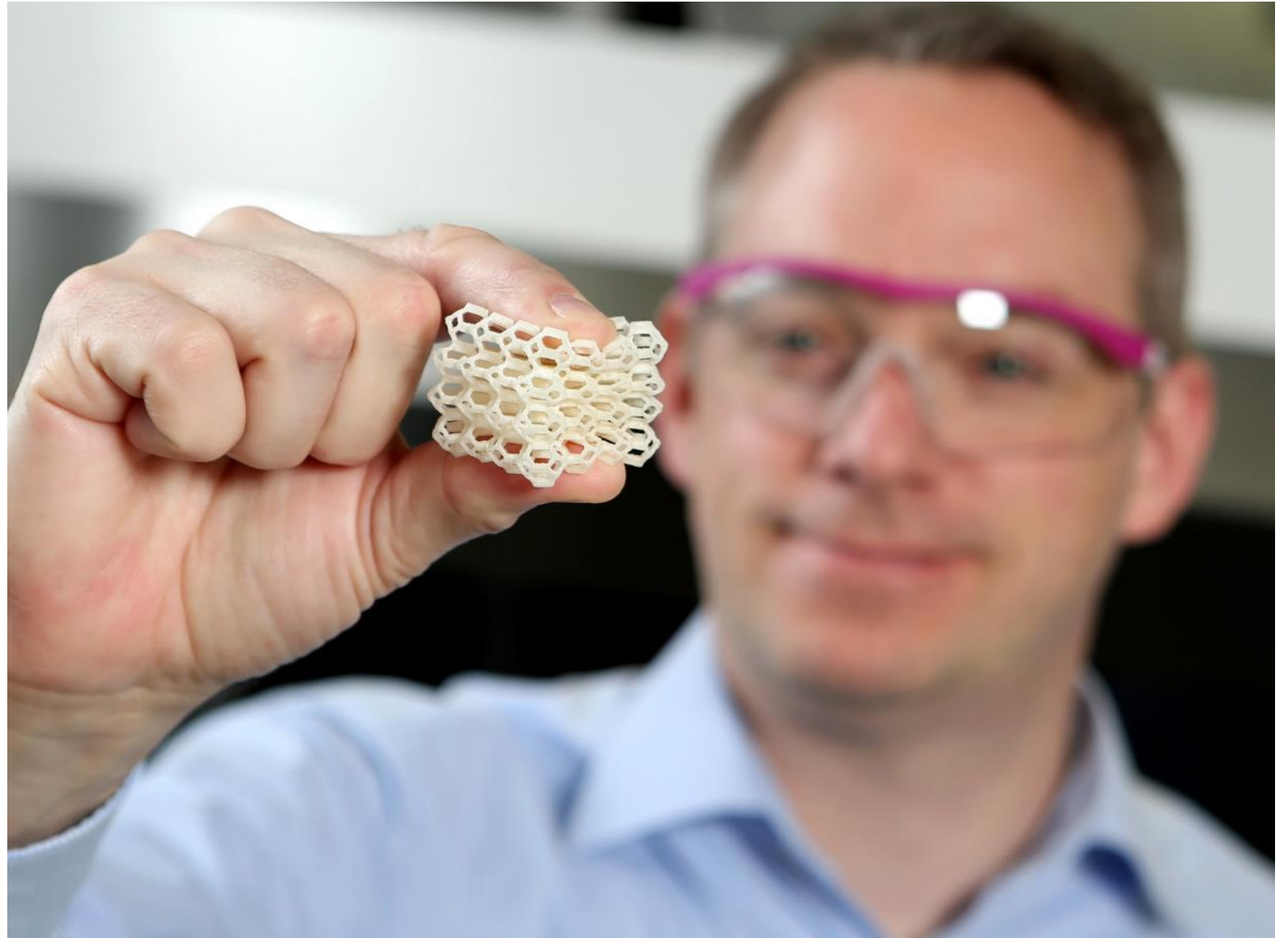
Medical devices  
for orthopedic  
applications

- 100% biodegradable in the body
- More pleasant for patients
- Faster patient recovery
- Easy to process during final product development
- Reduces health care costs



# High-performance materials for 3D printing

- New products: PEEK filament for 3D medical implants
- Flexible plastics based on PEBA
- Partnered with global printer manufacturers (EOS, hp, 3D Systems)
- Market leader for materials used in powder-based 3D printing processes
- New venture capital investment into Chinese startup



# Transforming from “Made in China” to “Made for China”

## NUTRITION & CARE



Health & Care



Specialty Additives



Animal Nutrition

## RESOURCE EFFICIENCY



Smart Materials





**EVONIK**

**POWER TO CREATE**