

# Evonik Corporate Venturing

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**EVONIK**  
INDUSTRIES

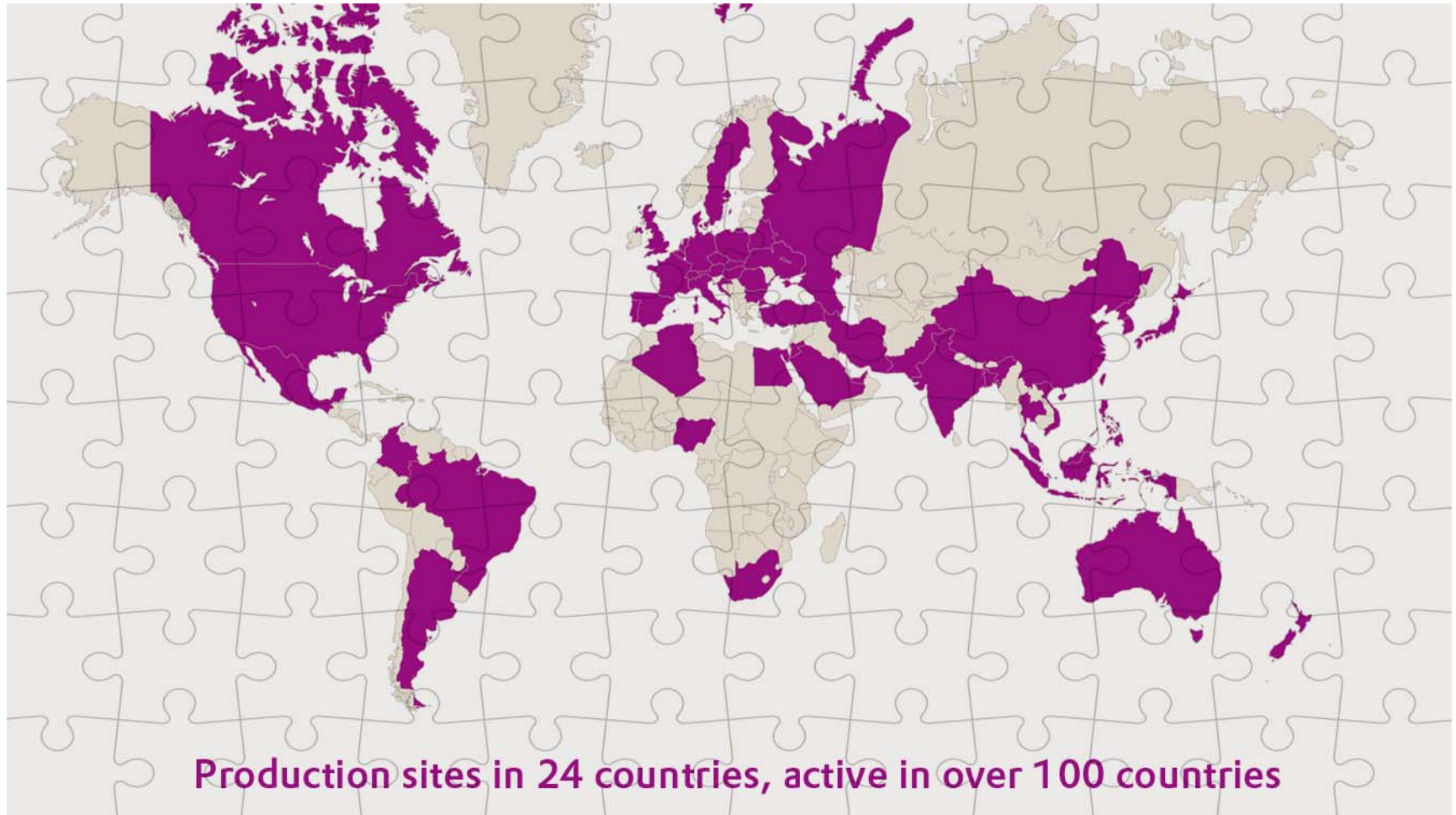
# Focus on specialty chemicals



- Evonik is one of the global leaders in specialty chemicals
- Strong integrated technology platforms
- Balanced spectrum of business activities and end-markets
- Close collaboration with customers
- Market-oriented research and development



# A worldwide presence



**Production sites in 24 countries, active in over 100 countries**

# Key figures 2011



Sales	€14.5 billion
thereof in the chemicals segments	€13.0 billion
thereof Real Estate	€0.4 billion
EBITDA	€2.8 billion
Profitability (EBITDA margin)	19.0 %
Return on capital employed (ROCE)	18.7 %
Employees as of Dec. 31, 2011	33,556

# Evonik Corporate Venturing



- Evonik Corporate Venturing is the venture capital arm of Evonik Industries AG, one of the world's leading providers of specialty chemicals.
- We make medium-term investments in start-ups and venture capital funds throughout the world, with total volumes reaching €100 million.
- We are a strategic investor that actively collaborates with its portfolio companies helping implement the Evonik open innovation strategy and leveraging the strengths of Evonik to drive growth at portfolio companies.



# Corporate Venturing Supports Evonik's Open Innovation Concept



1. Observe transformations of industry segments in an early stage and provide options.
2. Complementary add-on to in-house research to be able to compete in today's global markets.
3. The venture capital industry plays a central role in:
  - *funding entrepreneurs* – i.e. start-ups that develop disruptive innovations.
  - *build relationships* to large corporations.



# Corporate Venturing supports the growth strategy of Evonik



Strengthen the Core

**Strong strategic focus to identify disruptive technologies.**

Expansion

**Access to new technologies and markets to create an option room.**

Exploration

**Learn about new technology fields and trends.**

# Our basic investment focus



We invest in young companies with innovative technology and high growth potential in the field of specialty chemicals, companies with solutions to problems within the following megatrends:

- **Resource efficiency**
- **Health & Nutrition**
- **Globalization**





# What we ask for



We are a partner with strategic objectives for innovative, market-oriented technology companies with

- **a clear growth strategy**
- **a highly motivated, focused management team**
- **a clear, distinctive selling point**
- **a secure IP position**



# Our basic terms



We generally maintain a minority share and typically invest up to EUR 5 million per company

- **in early-stage companies with an established proof of concept, typically in series A & B rounds**
- **in companies that have already entered the market or are about to do so**
- **typically in syndication with other venture capital investors**



# What we contribute



Successfully implementing a growth strategy requires more than just money.

Evonik as one of the world's leading providers of specialty chemicals brings additional strategic capabilities to the partnership.

- **Technological expertise and infrastructure**
- **Market experience and access**
- **A global distribution network**
- **Expertise in patent strategies and on issues of industrial property rights**

We focus of our global investments on Europe, the U.S., and Asia.



**Thank you for your attention!**

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