



Successful partnering between German and Japanese Chemical Companies

Forum Chemical Industry 2014

Dr. Ralf Mayer
April 24, 2014



EVONIK
INDUSTRIES

Our position

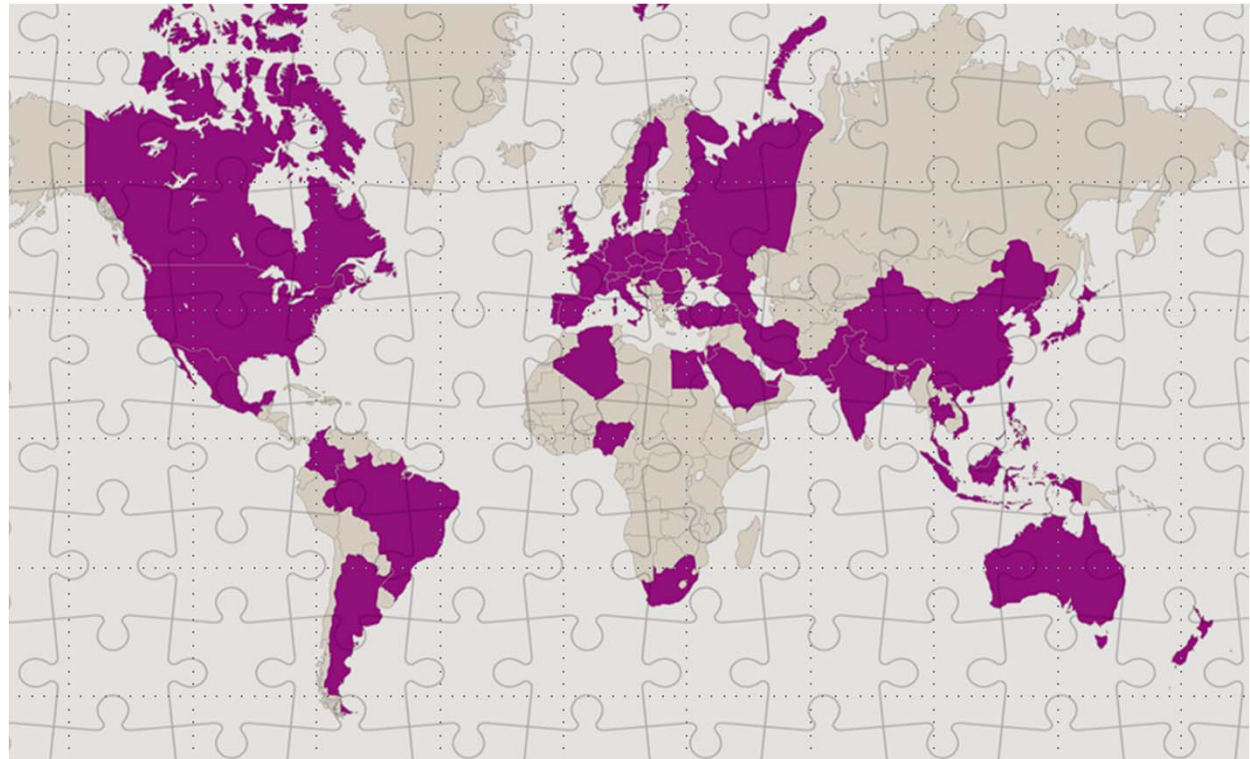
Evonik - the creative industrial group from Germany - is one of the world's leading specialty chemicals companies.

Evonik – a global leader in specialty chemicals



Key financial data 2013

Sales	€12.9 billion
Adjusted EBITDA	€2.0 billion
Profitability (Adj. EBITDA margin)	15.6 %
Employees (Dec. 31, 2013)	33,650



- **Production sites in 24 countries**
- **~ 75 % of sales outside of Germany (NA 18 %, Asia 18 %)**

Evonik Group in Japan

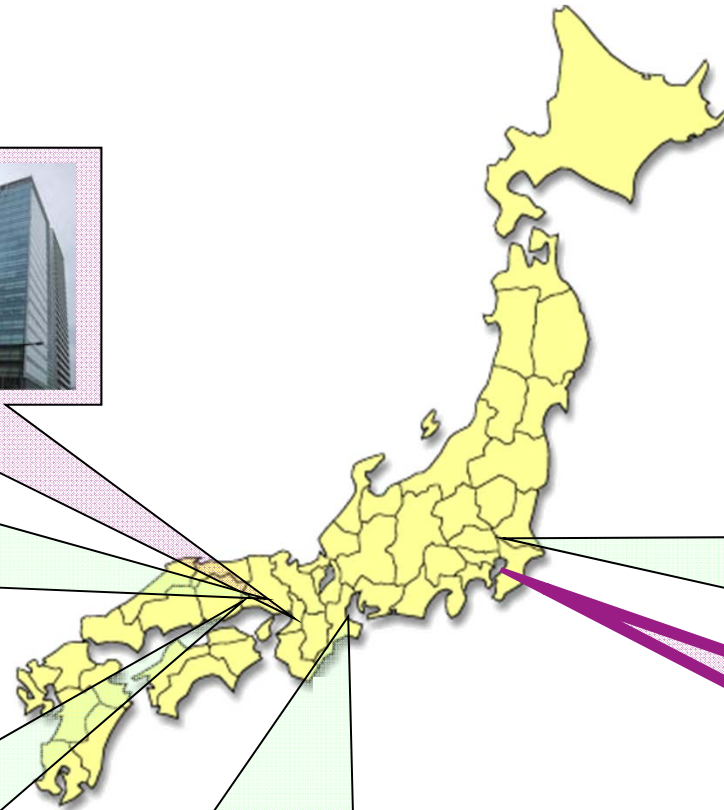


Production & R&D/ TS Sites

Sales

¥30.5 bn	Sales*
400	Employees
4	Plants
4	Laboratories

* of Evonik Japan Co., Ltd.



Osaka:

Evonik Japan,
Nippon Aerosil



Aboshi:

Daicel-Evonik



Tsukuba:

Evonik Japan
Tsukuba Plant
& Research Center



Ako:

DSL. Japan



Yokkaichi Plant:

Nippon Aerosil



HQ Tokyo:

Evonik Japan
Daicel-Evonik
Nippon Aerosil
DSL. Japan



Joint Research: Partnership with Universities



Evonik is convinced that innovation is the key for shaping the future of our whole planet, with creative young scientists taking a leading role.



Founding member of the German Innovation Award



German Innovation Award



German Research and Innovation Forum - Tokyo
Germany Land of Ideas



Awarding Japanese researchers for application-oriented innovation



Strategic University Partnership



Support of Universities and Researchers by e.g.

- Research collaborations
- Scholarships for graduates and PhD scholarships
- Support in scientific events, seminars, and conferences
- Evonik lectures

Joint Developments: The basis for sustainable partnership



Successful business starts with development:

- products designed for your needs
- by teams of specialists in different areas
- and years of expertise
- with global supply possibilities
- in reliable quality
- and technical service support



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

We love your problems.

At **Evonik**, we have a good track record of joint development cooperations and requests for specific products with several companies and industries in Japan:

- Coatings & Paint
- Automotive
- Pharma
- Adhesives
- Food & Beverages
- Performance Polymers

Beyond that, **Evonik** has strategic partnership agreements with selected customers in Japan

Joint Ventures: Commercial Partnership



Reliable business partner to the Japanese Chemical Industry **since 1966**



SHIONOGI INC.



1966

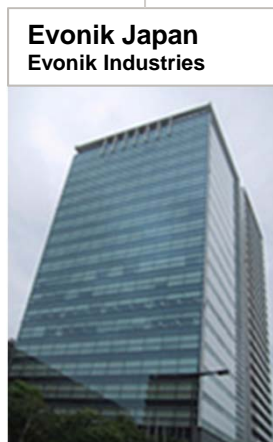
1969

1970

1989

2003

2014

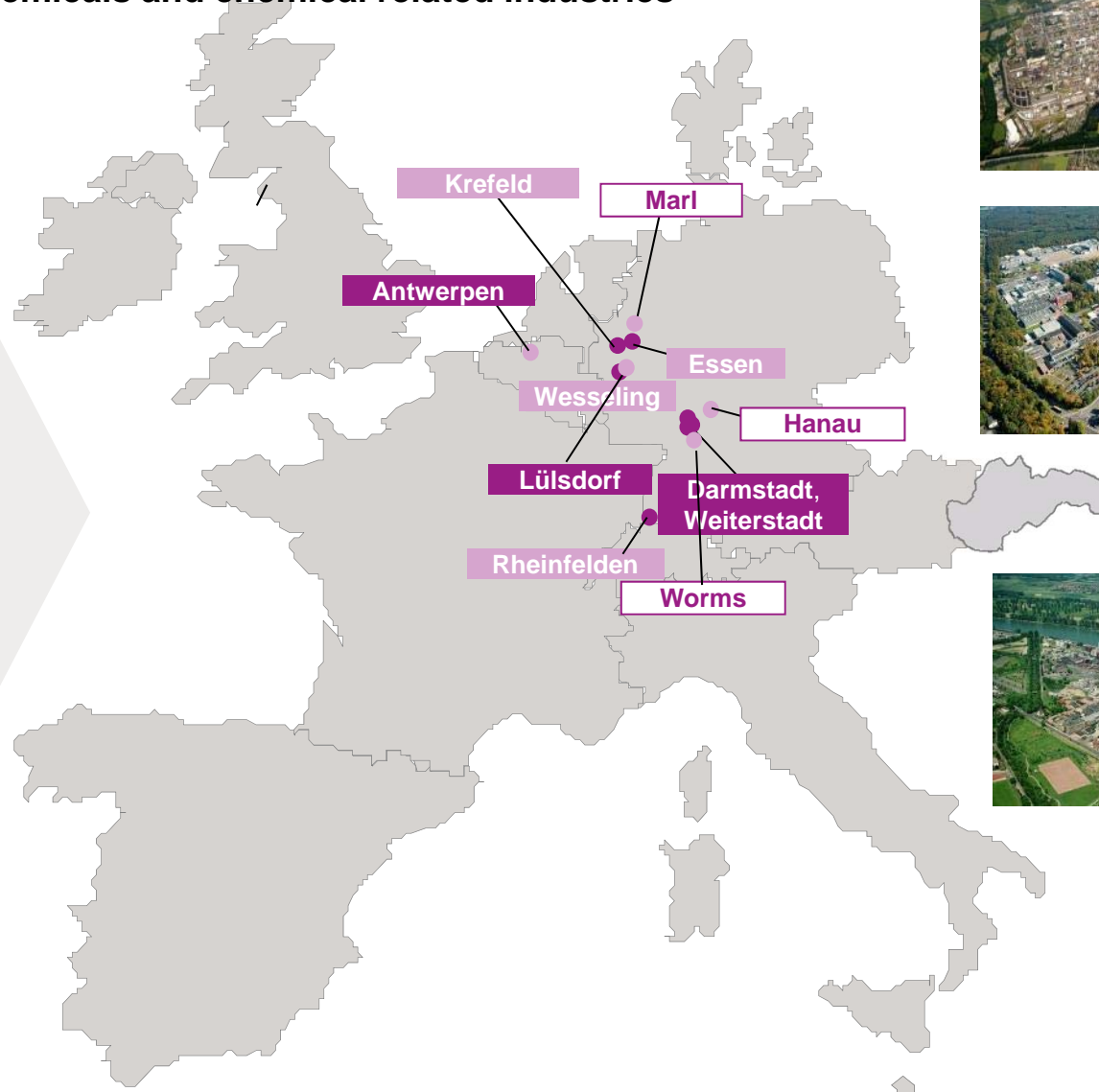


Investing in Germany: Attractive Sites for Growing Companies



Strong partners for the chemicals and chemical related industries

- Total area: 1070 ha
- Available area: ca. 160 ha
- Located in all important chemical regions
- Efficient service partner
- Diverse traditions and cultures
- Excellent opportunities to grow



Contact information



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