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AGÊNCIA BRASILEIRA DE PROMOÇÃO
DE EXPORTAÇÕES E INVESTIMENTOS



Innovation and Sustainability in materials

Randy Beavers – Global Sales Director, Specialty Plastics

Eastman Chemical Company

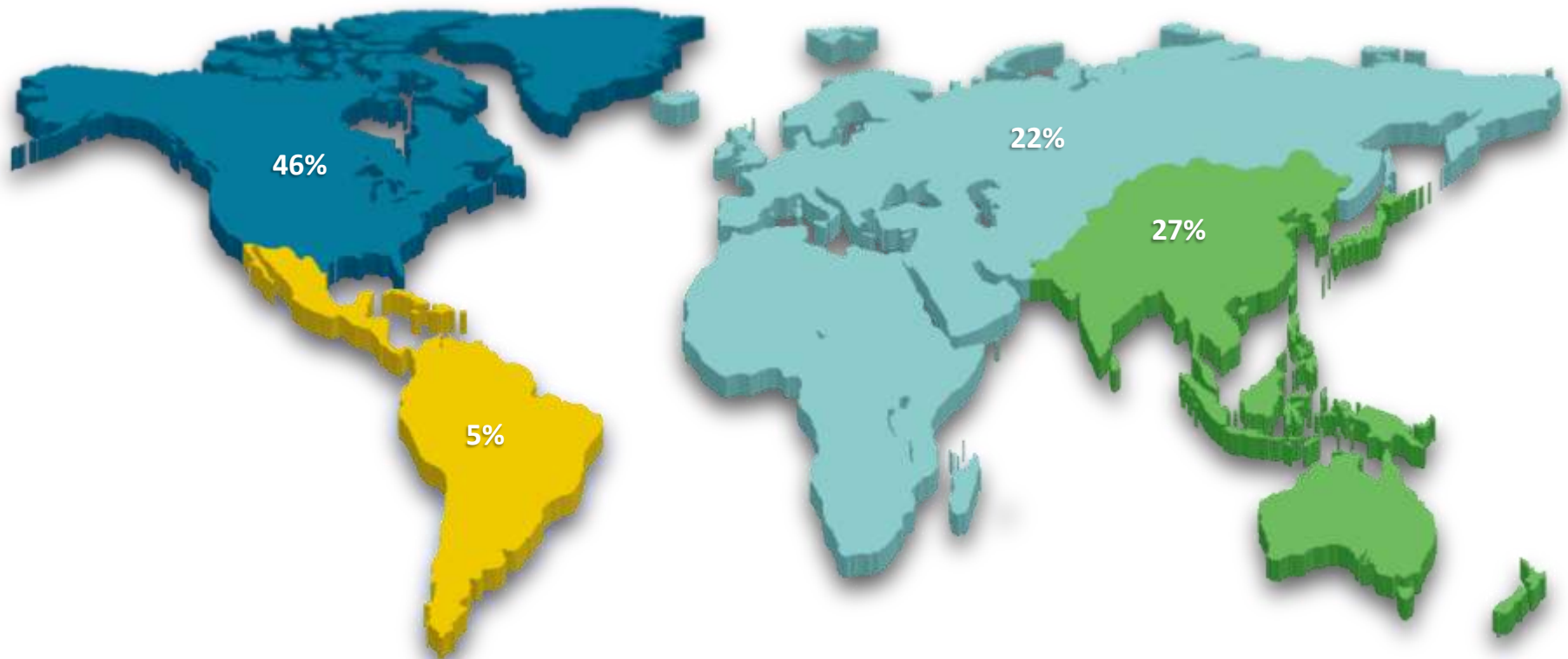
Randy Beavers

Randy S. Beavers is the Global Sales Director for the Specialty Plastics business organization of Eastman Chemical Company. Beavers' was formerly a Specification Executive for Eastman's specialty plastics business. During his tenure he worked in Polymers Research and Development organization as a polymer's chemist. He later was assigned to Eastman Specialty Plastics where he managed the launch of our **Spectar™** Copolyester for film and sheet products. Beavers' moved to Singapore in 2000 and managed our Asia Pacific Specialty Plastics business and then moved to Tokyo, Japan in 2001 to assume the additional responsibilities of managing Eastman Chemical Japan Limited. In 2006 Beavers' led the market activation efforts to launch Eastman's new **Trtitan™** Copolyester in the housewares and small appliance markets. Beavers' was named Global Sales Director of Eastman Specialty Plastics in 2013.

Agenda

- Sustainability drives innovation
- Specialty plastics
- Summary

Geographic diversity is a source of strength



*Does not include revenue from Taminco or Commonwealth Laminating and Coating

2014 sales revenue by region*

Our manufacturing locations



| | | | | | |
|------------------|------------------|--------------------------|-----------------------------|------------------------|-----------------|
| Anniston, AL | Franklin, VA | Jurong Island, Singapore | Longview, TX | Santo Toribio, Mexico | Texas City, TX |
| Antwerp, Belgium | Fengxian, China | Kashima, Japan | Martinsville, VA | São Paulo Mauá, Brazil | Trenton, MI |
| Canoga Park, CA | Ghent, Belgium | ★ Kingsport, TN | Middelburg, The Netherlands | Sauget, IL | Ulsan, Korea |
| Chestertown, MD | Hefei, China | Kohtla-Järve, Estonia | Monongahela, PA | Sete, France | Uruapan, Mexico |
| Chicago, IL | Indianapolis, IN | Kuantan, Malaysia | Nanjing, China | Shenzhen, China | Watertown, NY |
| Columbia, SC | Itupeva, Brazil | Lemoine, AL | Newport, Wales | Springfield, MA | Workington, UK |
| Dresden, Germany | Jefferson, PA | Linden, NJ | Nienburg, Germany | Sun Prairie, WI | Wuhan, China |
| | | | | Suzhou, China | Zibo, China |

Sustainability drives innovation

“Sustainability is an **attitude** and not an activity to participate in from time to time. It’s not a fad or unwelcome burden . . . but the **constant awareness** of one’s environment and actions.

“It is an opportunity to use our creativity and innovation to be **part of the solution**, for our world today and for future generations.”

Godefroy Motte
Senior Vice President
Chief Regional and Sustainability Officer
Eastman Chemical Company

Recognition on our progress

- 2015 Energy Star® Partner of the Year–Sustained Excellence Award
- 2015 World's Most Ethical Companies®
- One of the Best Places to Work in 2015
- Responsible Care® Energy Efficiency Award
- 2013 Responsible Care® Company of the year in large company category
- Recognized as a Sustainability Leader
- China Honored with Responsible Care® Merit Award



Specials Plastics

Specialized copolyesters, elastomers, and cellulosic plastics could be design to meet specific needs. We can create solutions that exhibit just the right thermal, mechanical, and rheological characteristics you need.

The results are an array of specialty polymers that offer superior toughness, clarity, color, flexibility, flow, chemical resistance . . .



Specialty plastics for packaging



Copolyesters

- Chemical Compatibility
- Durable
- Neutral color
- Styrene, PVC free



Copolyesters

- Tough
- Durable
- BPA –free
- Varying grades for different applications



Family of resins

- EBM resins that allow for integrated handles
- Crystal clarity
- Aspira One™ passes APR critical guidance



Cellulosics

- Manufactured using renewable softwood
- Certain grades can be designed to bio-degrade



Family of resins

- Resins designed for shrink labels
- Up to 75% ultimate shrinkage
- PVC-free alternative
- Light blocking option with HY



Elastomers

- Plasticizer free
- Low extractables
- Clarity, toughness, and flexibility
- Heat and chemical resistance



Family of cosmetic materials

- Newest packaging innovations
- BPA-free
- Innovative and functional eco-designs

Packaging Markets



Green just got supersized.



Summary

**General
purpose
packaging**

**Food &
beverage
packaging**

**Cosmetic &
personal
care
packaging**

**Shrink film
labels**

**Medical
packaging**

- Sustainability drives innovation
- Manufacture the broadest portfolio of copolyesters in the industry to meet the world's ever changing needs
- General purpose packaging – creative solutions to reduce waste
- Food packaging – recyclable resin for large handle-ware containers
- Cosmetic and personal care – an array of products with the look and feel of glass luxury
- Shrink film labels – create shelf appeal and solutions to increase PET recycling yields
- Medical packaging – Safe packaging innovation



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