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## Executive Vice President & CFO

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## Regulation G

The attached charts include company information that does not conform to generally accepted accounting principles (GAAP). Management believes that an analysis of this data is meaningful to investors because it provides insight with respect to ongoing operating results of the company and allows investors to better evaluate the financial results of the company. These measures should not be viewed as an alternative to GAAP measures of performance. Furthermore, these measures may not be consistent with similar measures provided by other companies.

This data should be read in conjunction with previously published company reports on forms 10-K, 10-Q, and 8-K. These reports, along with reconciliations on non-GAAP measures to GAAP are available on the Investor Center website at [www.dupont.com](http://www.dupont.com).

## Forward Looking Statements

During the course of this presentation we may make forward-looking statements or provide forward-looking information. All statements that address expectations or projections about the future are forward-looking statements. Some of these statements include words such as “plans,” “expects,” “will,” “believes,” “intends,” and “estimates.” Although they reflect our current expectations, these statements are not guarantees of future performance, but involve a number of risks, uncertainties, and assumptions. Some of those risk factors include: fluctuations in energy and raw material prices; failure to develop and market new products and optimally manage product life cycles; global economic and capital markets conditions; litigation and environmental matters; changes in laws and regulations or political conditions; and business or supply disruptions. The Company does not undertake to update any forward-looking statements as a result of future developments or new information.

## Developing Markets

Total developing markets is comprised of Developing Asia, Developing Europe, Middle East & Africa, and Latin America. A detailed list of all developing countries is available on the Earnings News Release link on the Investor Center website at [www.dupont.com](http://www.dupont.com).

# DuPont is a Market-Driven Science Company

## DuPont Vision

To be the world's most dynamic science company,  
creating sustainable solutions essential to  
a better, safer, healthier life for people everywhere



# 2011 in Review

- **Sales \$38 billion, up 20%**
  - Sales to developing markets up 27%
  - Innovation Centers opened in India, Thailand, Taiwan, and South Korea
- **EPS \$3.93\*, up 20%**
- **Capacity to support growth**
  - Cooper River Kevlar® plant
  - Tedlar® plant expansion
- **Productivity delivered ahead of plan**
  - \$400 million fixed cost productivity
  - \$500 million working capital productivity
- **Danisco acquisition**
  - 2 new segments
  - \$130 million in cost synergies will be delivered in 2012, a full year earlier than originally announced

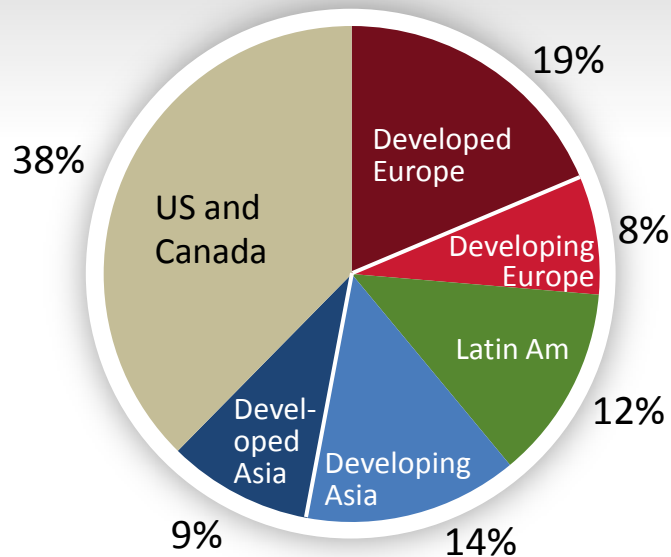


\* Excludes significant items. Refer to company website for detailed reconciliations of non-GAAP measures.

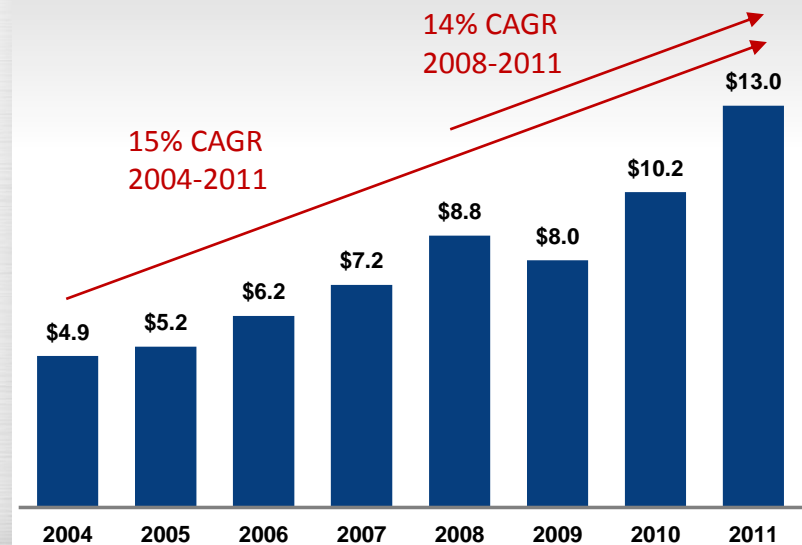
# Sales to Developing Markets

- **2011 Developing Markets: 34% of company sales**
  - Growing to 40% of total company sales by 2015E
- **Strong sales growth in China & India (2008-2011)**
  - China 30% sales CAGR, driven by Electronics & Comm and Performance Polymers
  - India 21% sales CAGR, driven by Titanium Technologies and Crop Protection

## 2011 Global Sales of \$38B



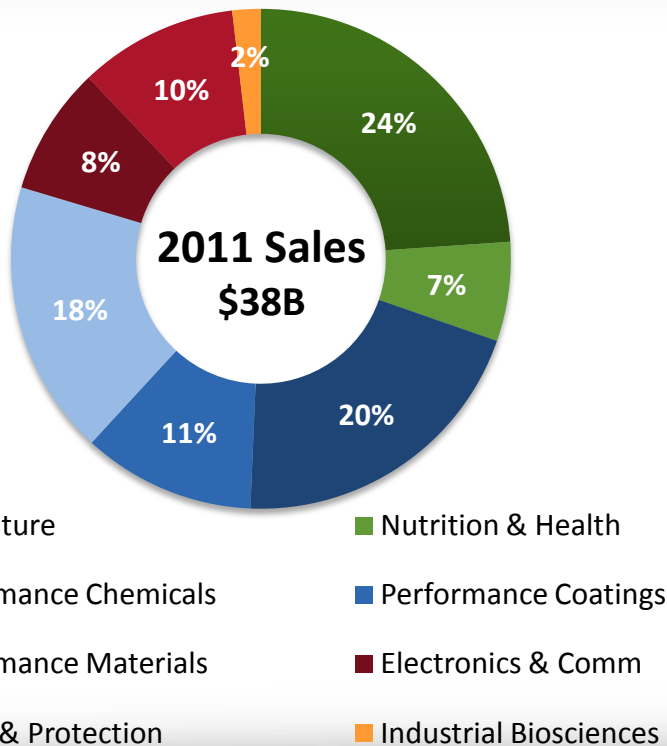
## Developing Market Sales (\$B)



# DuPont Long-Term Growth Profile

## 7% Sales CAGR

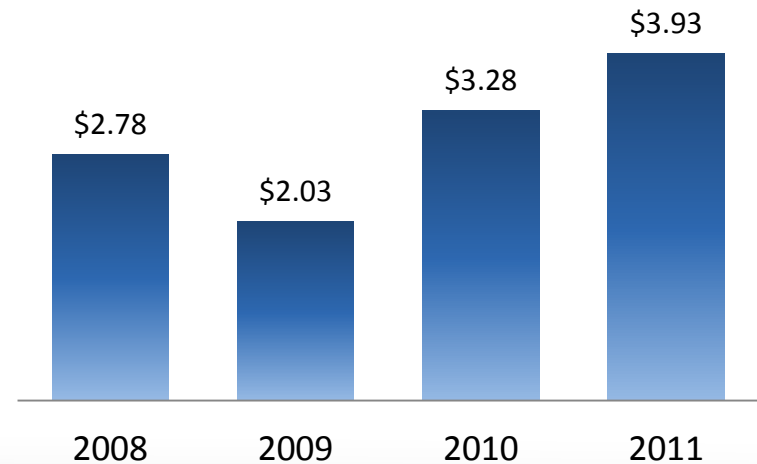
- Food / energy /protection trends
- New products and applications
- Building on our success in developing markets



## 12% EPS CAGR\*

- Innovation
- Differential management
- Ongoing productivity
- Margin expansion

### Earnings per Share\*



\* Excludes significant items. Refer to company website for detailed reconciliations of non-GAAP measures.

# We Are Applying Our Science to Find Solutions

to some really BIG challenges.

## Food



**Feeding the World**

## Energy



**Reducing Our Dependence  
on Fossil Fuels**

## Protection



**Keeping People &  
the Environment Safe**

# Science Powered. Growth Driven.

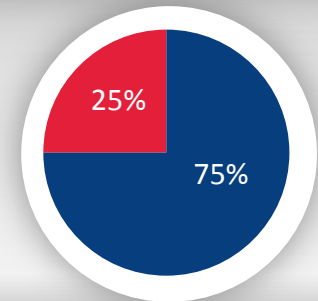
## Innovation

- Competitive advantage through science
- Applied to food, energy, protection
- Innovation Centers help drive growth globally



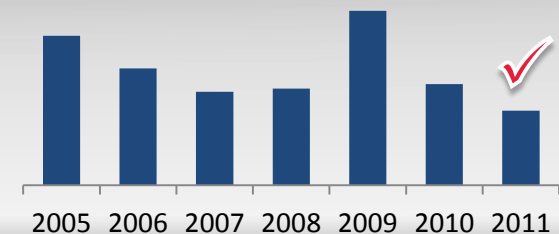
## Differential Management

- Aligned with growth trends
- Resource allocation (R&D, CapEx, M&A)
- Systematic managing processes



## Productivity

- Continued momentum
- Clear targets
- Disciplined processes





# Innovation Successes

## Food



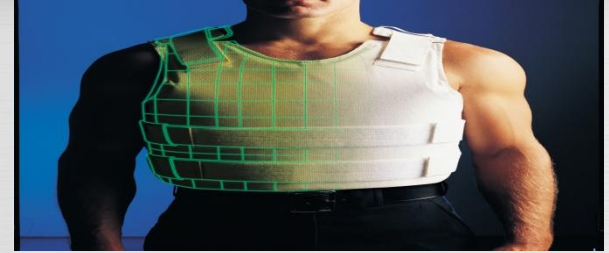
- Expansion of Optimum<sup>®</sup> AcreMax<sup>®</sup> offerings
- 2012 launch of Cyazypyr<sup>®</sup> insecticide
- Ingredients for more nutritious and healthier foods

## Energy



- Innovalight<sup>™</sup> inks
- Optima backsheet
- Biofuels

## Protection



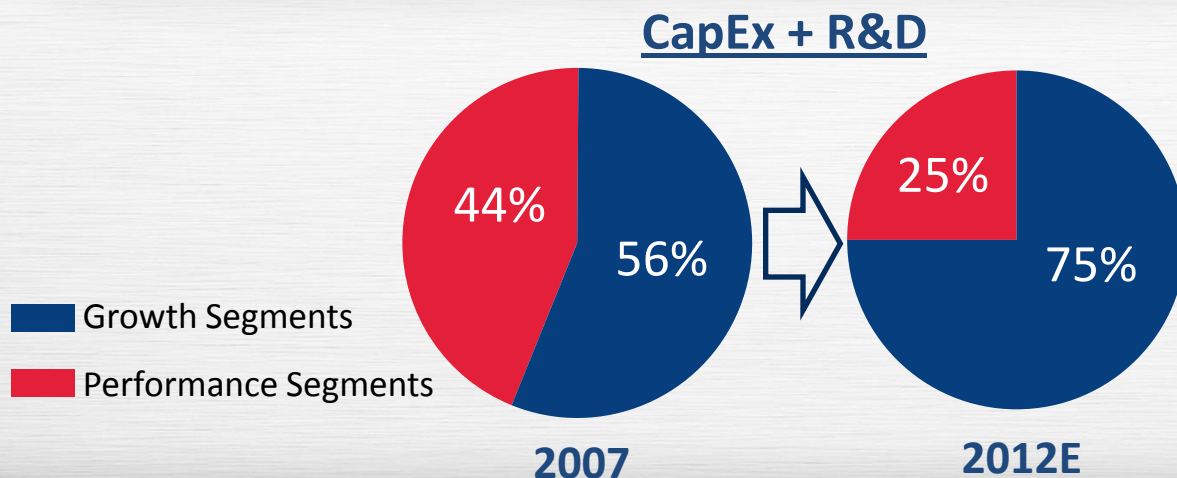
- Kevlar<sup>®</sup> AP
- Nomex<sup>®</sup> paper for hybrid electric vehicles
- New Tyvek<sup>®</sup> and Corian<sup>®</sup> offerings

# DuPont Growth Strategy

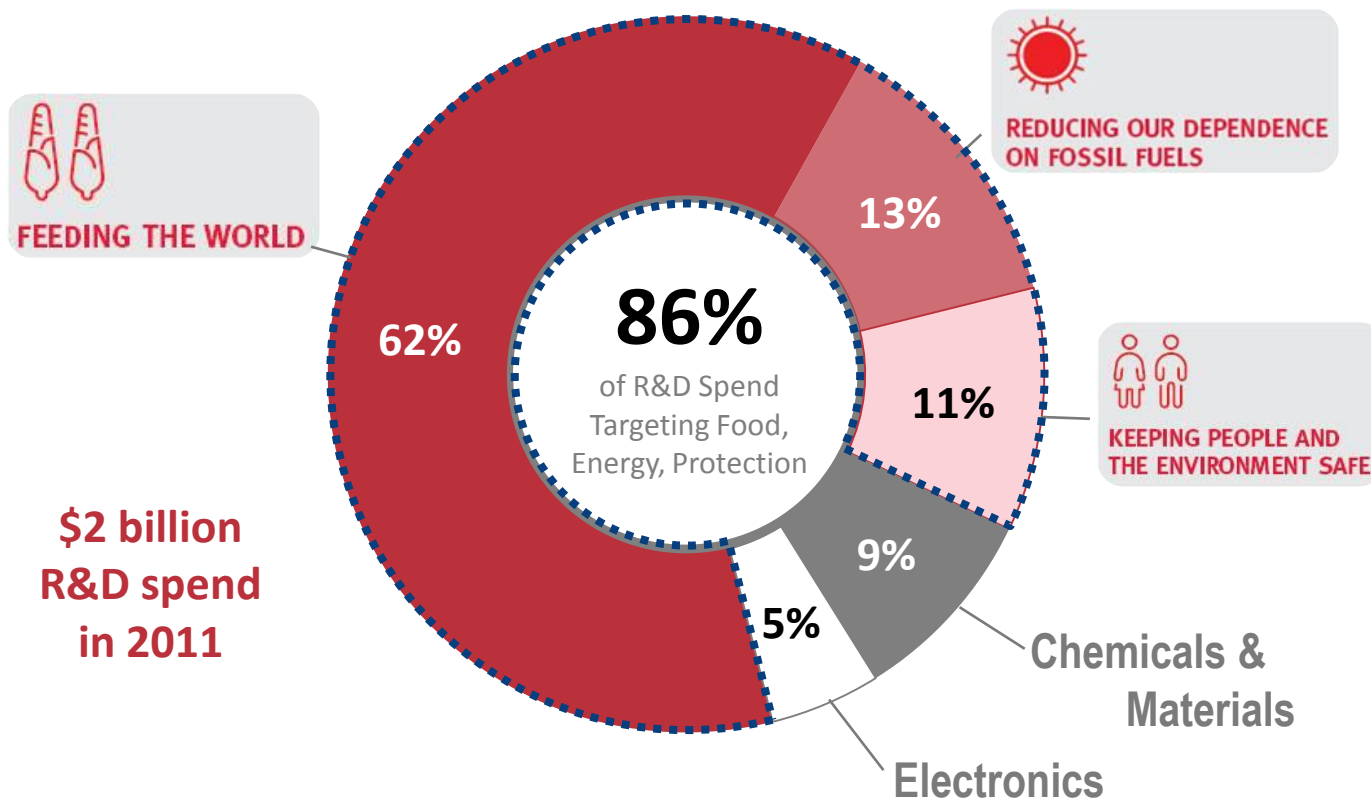
## Differential Management

Disciplined, systematic approach to prioritize resources across businesses and geographies

- R&D
- CapEx
- M&A



# Aiming Our R&D Engine at These Big Challenges



# Differential Management

## Acquisitions and Divestitures Supporting Growth Profile

### 2009-2011 Acquisition Actions

- Danisco
- 7 US seed companies
- MECST<sup>™</sup> sulfuric acid technology
- Innovalight<sup>™</sup> liquid silicon inks for PV
- Butamax<sup>®</sup> JV with BP
- 20% equity in Pannar<sup>®</sup> seeds



### 2009-2011 Divest / Exit Actions

- Catalyst chemicals
- Crystar<sup>®</sup>
- Adhesives business
- Solae Soy France
- Solae Soy flour, Brazil
- Zenite<sup>®</sup>
- Mancozeb
- Diuron

# Ongoing Productivity

## Productivity

- Fixed cost
- Working capital
- Variable cost

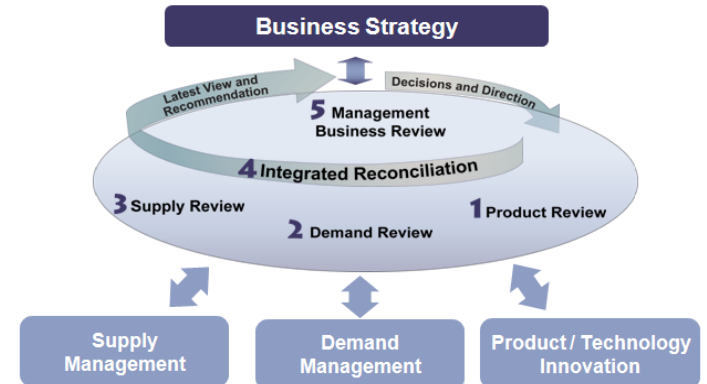
## Disciplined Business Processes

- DIBM
- DPS

## Additional Benefits

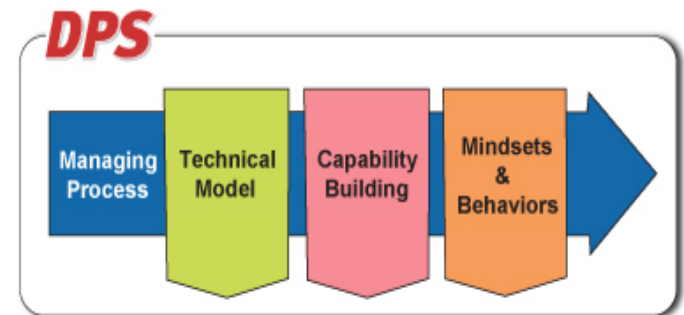
- Supply chain efficiencies
- Capacity release
- Improved customer experience

### DuPont Integrated Business Management (DIBM)




### DuPont Production System

**DPS**

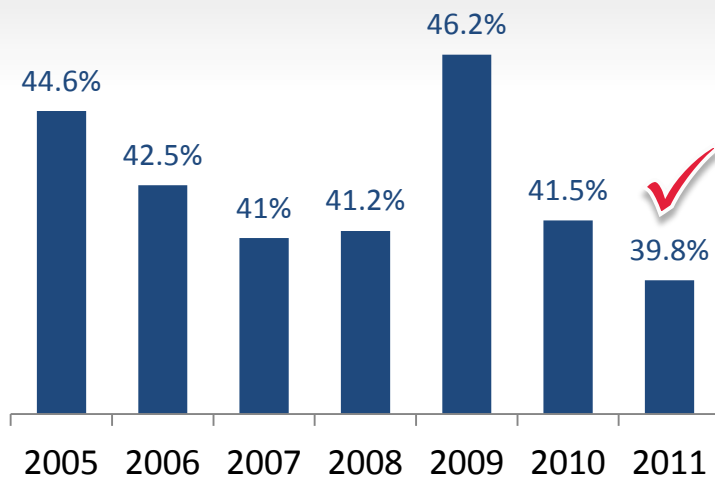


# Productivity Ahead of Plan


**2010-2012 Target:**  
**\$1B Fixed Cost Productivity**

2011 Goal	<b>\$300 million</b>
2011 Result: 	<b>\$400 million</b>

## Fixed Cost as % of Sales\*

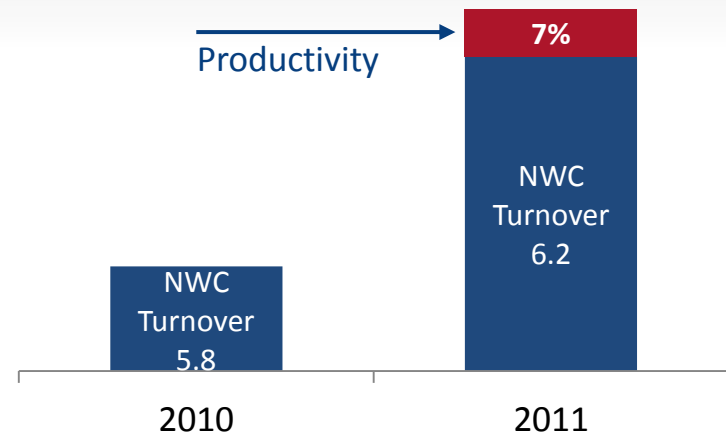


**2010-2012 Target:**  
**\$1B Working Capital Productivity**

2011 Goal	<b>\$300 million</b>
2011 Result: 	<b>\$500 million</b>

## NWC Turnover\*

Achieved 7% Productivity



\* See company website for detailed reconciliations of non-GAAP measures.

# Delivering Margin Growth

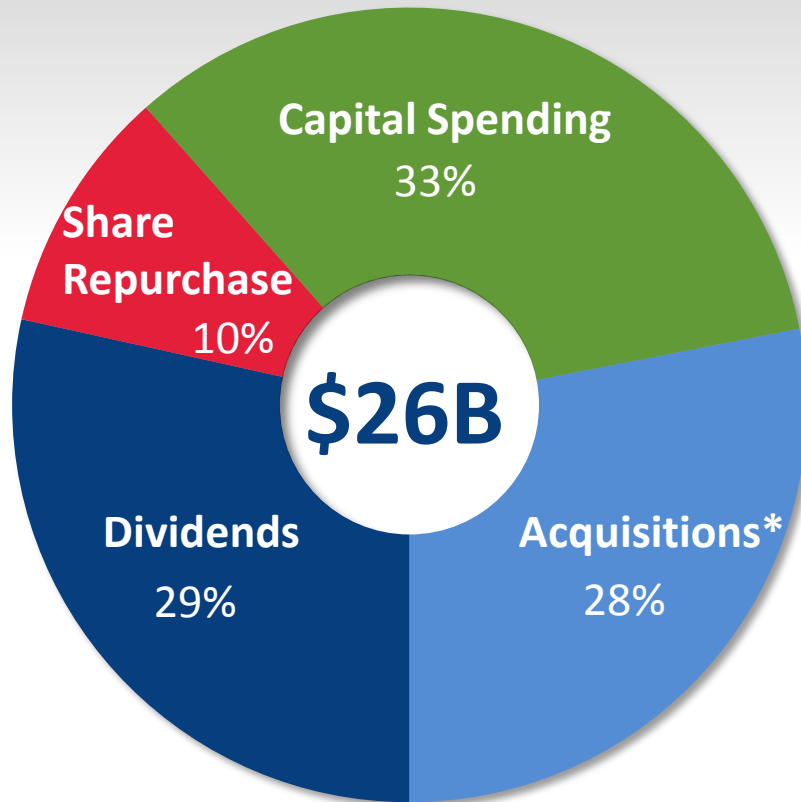
	2008	2011
<b>Innovation</b>	New product* sales \$8.6B ~900 new products	New product* sales ~\$11B >1,400 new products
<b>Differential Management</b>	Ag & Nutrition = 26% of revenue PV sales ~\$500 million	Danisco acquisition Ag, N&H = ~33% of revenue (pro-forma) PV sales ~\$1.4B
<b>Productivity</b>	>\$1.8B fixed cost productivity since 2008 >\$2.2B working capital productivity since 2008	
<b>Segment PTOI Margin** (ex-Pharma)</b>	<b>11%</b>	<b>15%</b>

\* Sales from new products introduced in the previous four years.

\*\* Excludes significant items. Refer to company website for detailed reconciliations of non-GAAP measures.

# Uses of Cash

2007 – 2011 Cash Deployment



## Five Year Performance:

- \$24B cash generated
- \$26B returned to shareholders or invested for growth

## Strong Balance Sheet at 12/31/2011

- \$4B cash, cash equivalents and marketable securities
- \$8.5B net debt\*\*

\* Excludes \$0.7B of Danisco debt assumed

\*\* See company website for detailed reconciliations of non-GAAP measures



# Summary

## DuPont Growth Strategy

- **Innovative** solutions for global challenges to feed the world, reduce dependence on fossil fuels, protect people and the environment: >30% sales from new products
- **Differential management:** ~75% CapEx + R&D allocated to high growth segments
- **Productivity** as a critical cross-company enabler

## 7% Sales CAGR through:

- Trends in food / energy / protection
- New products and applications
- Value-based pricing
- Building on our success in developing markets

## 12% EPS CAGR\* through:

- Higher value new products
- Differential management
- Ongoing productivity
- Margin expansion



\* Excludes significant items. Refer to company website for detailed reconciliations of non-GAAP measures.