

The Continuing Evolution of The University / DuPont Interface

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The miracles of science™

Agenda

DuPont Snapshot

**Business Opportunities with Universities & Government
Labs**

DuPont Office of Education

DuPont Today 2011



Name: Randolph J. Guschl



The miracles of science™

DuPont Core Values

- Safety & Health
- Environmental Stewardship
- Highest Ethical Standards
- Respect for People



“The Goal is Zero”

DuPont in 1802



- 40 employees
- 1 site
- 1 country
- 1 product
- 12 customers
- \$15,116 in sales (1804)

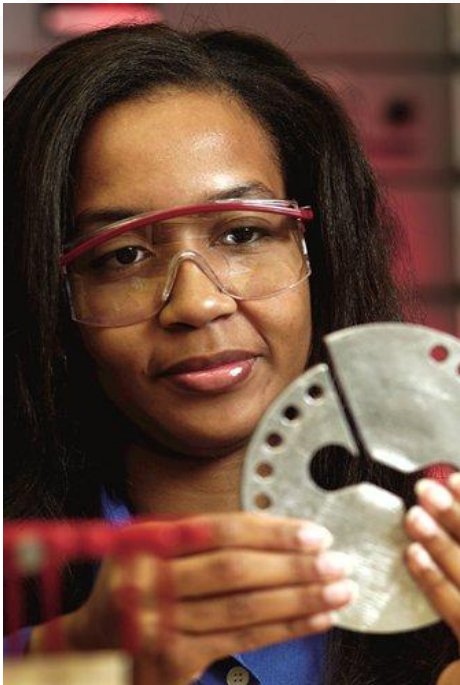
DuPont in 2010



- 58,000 employees
- > 210 sites
- > 70 countries
- Hundreds of thousands of DuPont products and customers
- \$26.1B in sales (2009)

The Vision of DuPont

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



We are a market-driven science company.

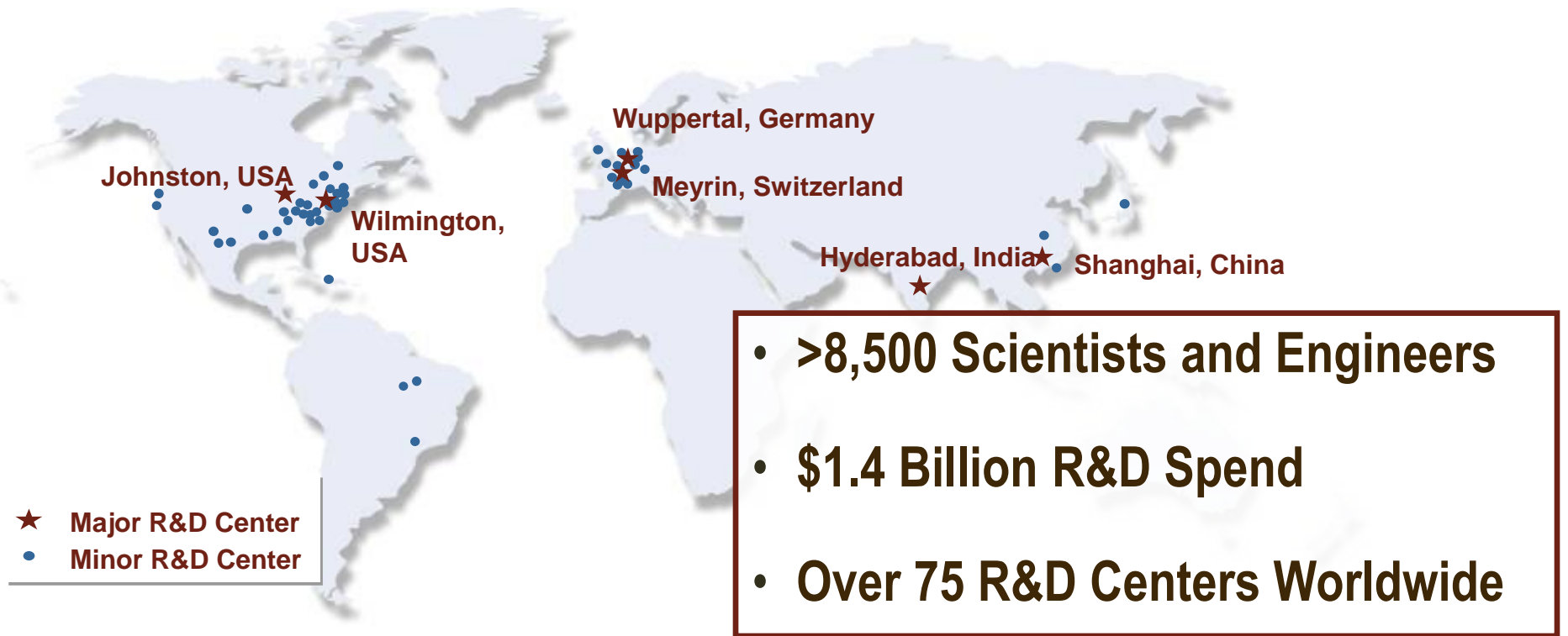
DuPont Mission – Sustainable Growth

**The creation of
shareholder and
societal value while
we reduce the
environmental
footprint* along the
value chains in which
we operate.**



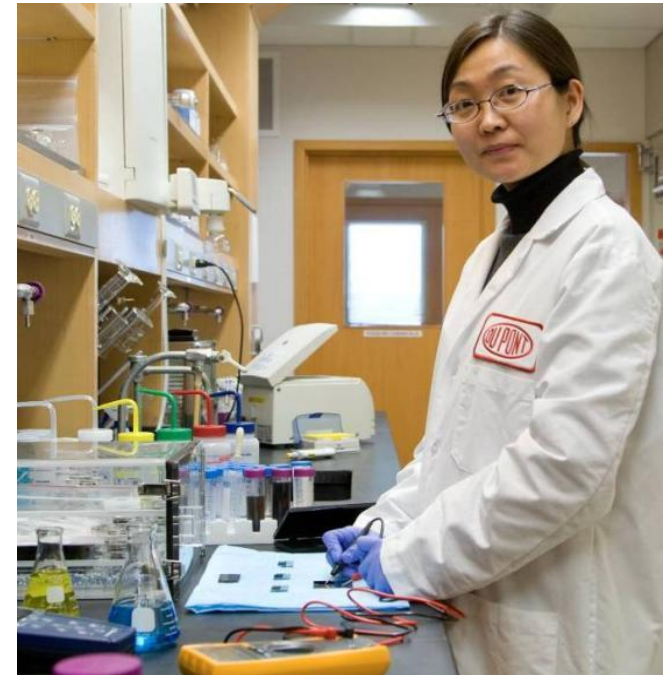
* DuPont defines “footprint” as all injuries, illnesses, incidents, waste, emissions, use of water and depletable forms of raw materials and energy.

The Global Scope of DuPont R&D



Our Commitment to Innovation

- **2009 revenue from products launched between 2005--2009 is almost \$10 billion.**
- **2009 was a record-breaking year for DuPont in innovation:**
 - Launched more than 1,400 new products
 - Filed 2,086 U.S. patents
 - Achieved 39% of total revenue from products launched in 2005-2009
- **In 2009 we continued to expand our global R&D presence with new labs:**
 - Innovation & Technology Center in Paulinia, Brazil
 - Photovoltaic (PV) Center in Shanghai, China
- **2010 Additions Continue:**
 - New PV lab in Meyrin, Switzerland



DuPont 2009 Sales by Segment -- \$26.1B*

\$8.3 B



DUPONT AGRICULTURE & NUTRITION

- Pioneer Hi-Bred
- Crop Protection
- Nutrition & Health

Core Markets:
 • Production Agriculture
 • Food & Nutrition Products

\$3.4 B



DUPONT PERFORMANCE COATINGS

Core Markets:
 • Automotive OEM
 • Collision Repair
 • Industrial Coatings

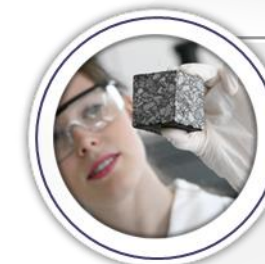
\$1.9 B



DUPONT ELECTRONICS & COMMUNICATIONS

Core Markets:
 • Consumer Electronics
 • Advanced Printing
 • Photovoltaics
 • Displays

\$4.8 B

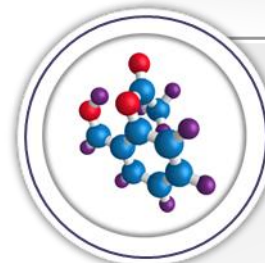


DUPONT PERFORMANCE MATERIALS

- Performance Polymers
- Packaging & Industrial Polymers

Core Markets:
 • Automotive
 • Packaging
 • Electrical/Electronics
 • Construction
 • Consumer Durables

\$5.0 B



DUPONT PERFORMANCE CHEMICALS

- Titanium Technologies
- Chemicals & Fluoroproducts

Core Markets:
 • Construction
 • Specialties
 • Industrials & Chemicals

\$2.8 B



DUPONT SAFETY & PROTECTION

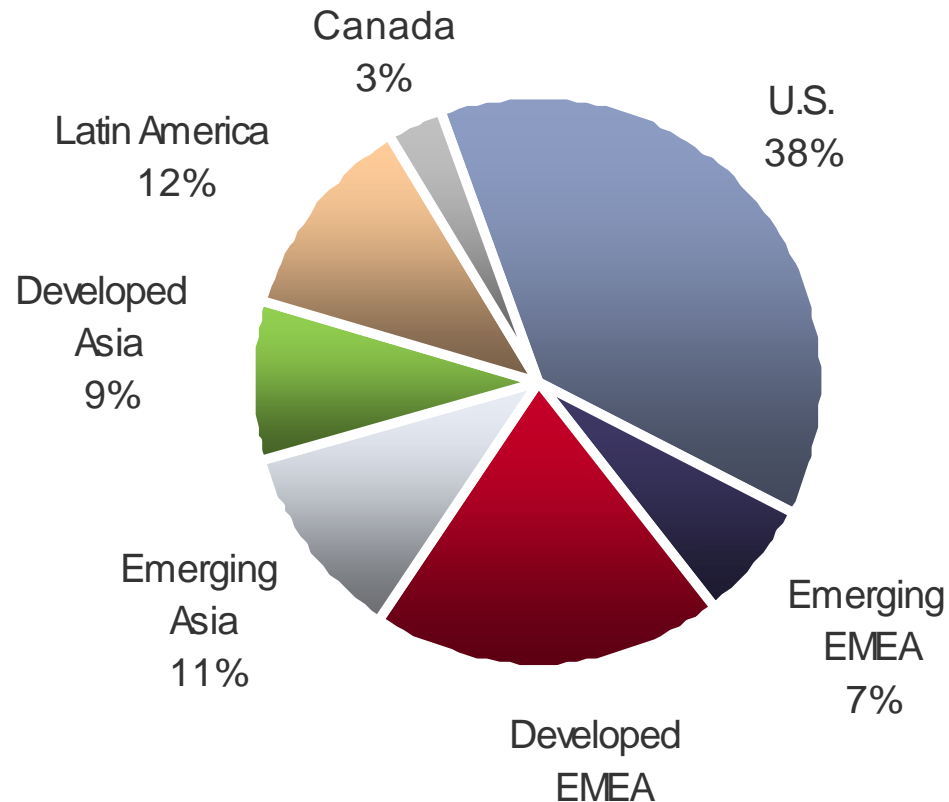
- Protection Technologies
- Building Innovations
- Sustainable Solutions

Core Markets:
 • Industrial Personal Protection
 • Construction & Industrial
 • Military & Law Enforcement

* Includes \$.1B in "other" sales including Applied BioSciences.
 Total company sales exclude transfers.

2009 Sales by Geography

\$26.1B
2009 Company Sales

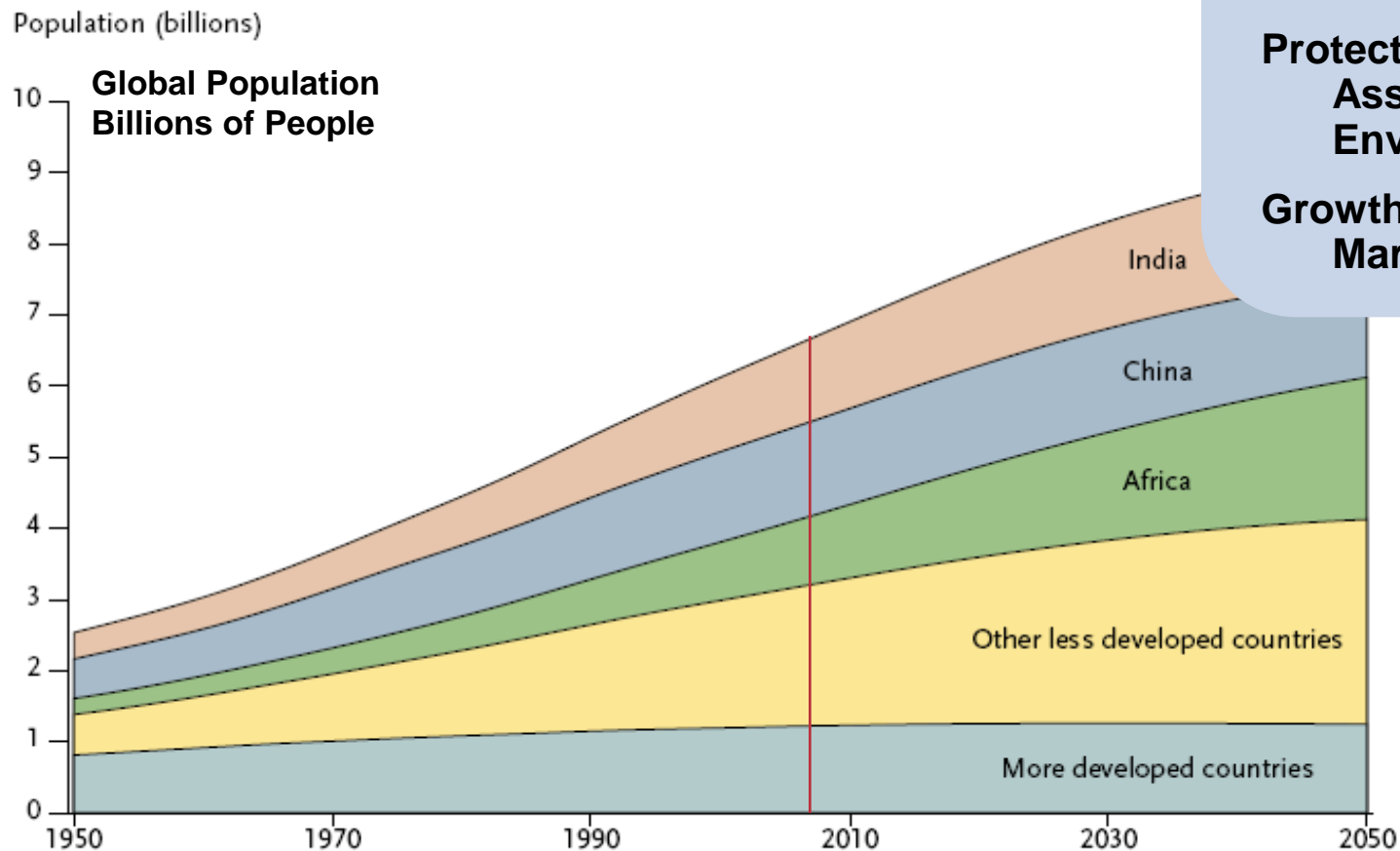


In 2009, 30% of sales were in Emerging Markets*

*Refer to the company's website for a definition of 'emerging markets.'

Megatrends

Driven by World Population Growth



**Increasing Food
Production**

**Decreasing Dependence
on Fossil Fuels**

**Protecting People,
Assets & the
Environment**

**Growth in Emerging
Markets**

Source: 2008 World Population Data Sheet:
www.prb.org.

Aligning Strategies with Megatrends

The Needs of the World Drive our Science

Megatrends...

Increasing Food Production

Decreasing Dependence
on Fossil Fuels

Protecting People, Assets
& the Environment

Growth in Emerging Markets

Market Opportunities...

More food
Better food

Alternative energy solutions
Energy efficiency
Renewably-sourced materials

Workplace safety
Personal protection
Environmental sustainability

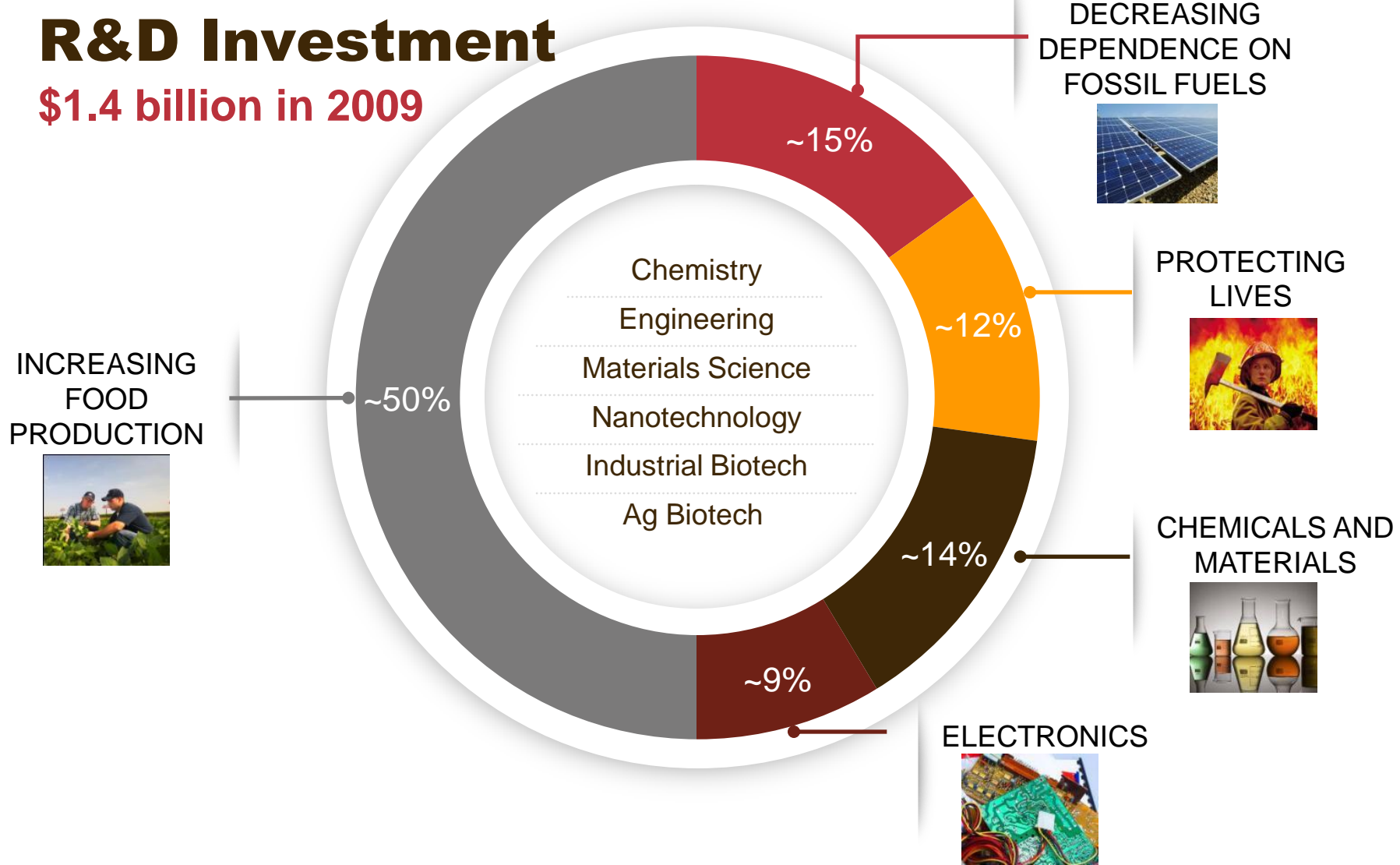
Infrastructure
Energy
Materials applications customized
for local markets

Strategies...

- Grow production agriculture
- Photovoltaics & Biofuels
- Lightweighting vehicles
- Accelerate conversion to bio-based raw materials
- Accelerate innovation pipeline
- Strategic acquisitions
- Geographic expansion
- Increase local application development
- Drive further penetration

R&D Investment

\$1.4 billion in 2009



More than 75% of R&D is directed toward megatrends



DuPont: A Market-Driven Science Company

... what we deliver

- Differentiated Inventions
- Robust Product Pipelines
- Sustainable Solutions
- End-User Value



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Some Focus Areas for Open Innovation with DuPont

- Advanced Materials
- Agriculture
- Clean Technologies
- Construction
- Health Care
- Electronic Materials
- Safety Technologies

Some Focus Areas for Open Innovations with DuPont

Advanced Materials

- Authentication
- Color and printing technology
- Ecological waste recovery
- Filtration materials
- Environmental pathogen detection
- Packaging
- Paints and coatings
- Refrigerants
- Sustainable/green building materials

Agriculture

- Enhanced nutrition
- Food safety testing
- Seed trait enhancement
- Gene transformation

Some Focus Areas for Open Innovations with DuPont (Con't.)

Clean Tech

- Biofuels
- Biomass
- Solar/Photovoltaic
- Sustainable/Green building materials
- Energy storage
- Air Pollution Control System

Construction

- Acoustic insulation products
- Exterior wall products and systems
- Interior wall and countertop products and systems
- Sustainable/Green building materials
- Thermal management and insulation products

Health Care

- Biomedical materials
- Filtration materials
- Personal safety materials

Some Focus Areas for Open Innovations with DuPont (Con't.)

Electronic Materials

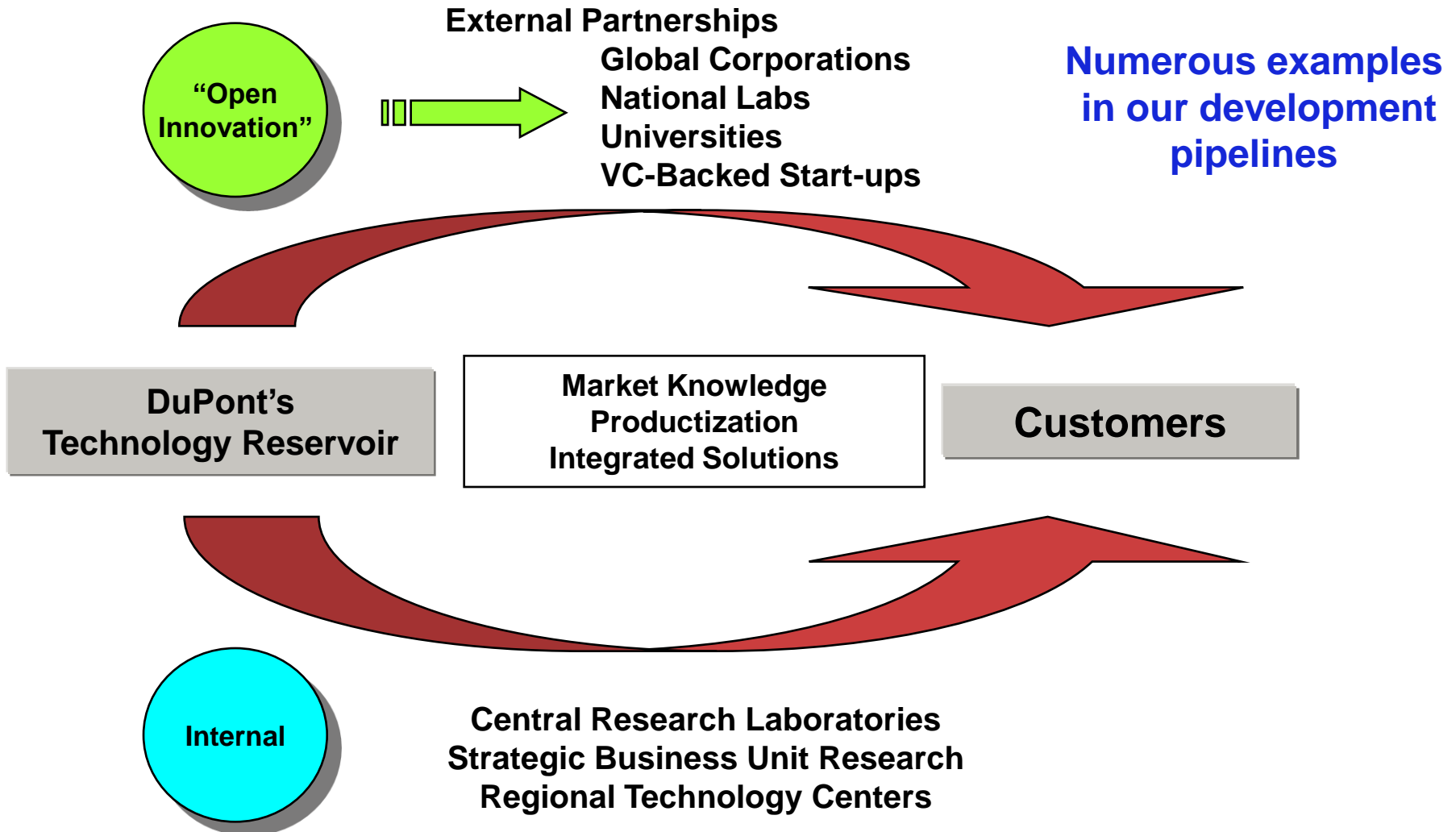
- Display materials
- IC fabrication materials
- Interconnect materials
- Printable electronics

Safety Technology

- Chemical/Biological agent detection
- Chemical/Biological agent protection (apparel)
- Fire prevention/protection
- Fire resistant materials and textiles
- Food safety technology
- Packaging security and authentication
- Protective apparel

Technology Partnerships

Faster Product Development Cycles



Nurturing and Supporting External Partnerships

Center for Collaborative Research and Education:

Mission: To sustain the growth of DuPont as a Science Company by nurturing global collaborative research and science education.

DuPont Ventures:

Mission: Support Open Innovation through equity investments and strategic relationships with entrepreneurial companies

Modes of Interaction with Universities

Support for Science Education – DuPont Center for Collaborative Research and Education

- Science and Engineering Grants
- External funding (government, foundation, partners).
- Gifts include cash, large equipment, IP, expertise and support.

Facilitation of Technology Transfer

- Sponsored research
- Consortia memberships
- Licensing via university Technology Licensing Offices
- Licensing from and/or investment in early stage spin-outs
 - ... and when spinouts have attracted venture capital investment....
- Investment in venture backed companies (mid to late stage)

Center for Collaborative Research & Education (CCRE) Contacts

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Want to Know More ?

For information on DuPont products and markets, visit www.dupont.com and scan sections on DuPont Science, Products & Services, and Markets.

If you'd like to collaborate with DuPont, send a one-page, non-confidential note to:

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