

Dupont Corporation Sale of Performance Coating



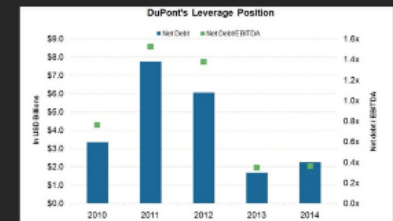
Introduction

- One of the world largest companies in chemical industry
- In 2011 operations in 90 countries
- Looking forward to a growth strategy
- Your goals:
 - Sales growth to 7%
 - Earning margin to 12%

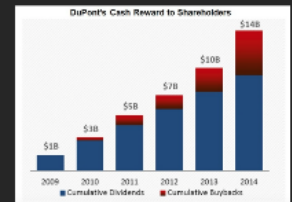


Why to "Divest"

- You are in need of cash for payment of liabilities
- Low growth rate of CPC
- Focusing on other high-growth industries: foods, bio-fuels



DuPont Corporation: Sale of Performance Coatings



Options to "Divest"

- Full divest
- spin off



what price to sell



Here is our recommended price

$$3.97 + 0.625 = \$4.595 \text{ bn}$$

Thus the minimum price to divest is \$4.595 bn



Conclusion

- Full divestment is better because you require money to reduce liability
- Focus on other higher growth segments



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