



FIND ALTERNATIVE SOLUTIONS.  
**DO IT AGAIN TOMORROW.**  
 JOIN FORCES.  
 BRING A FEAST OF IDEAS.  
 BREATHE EASIER.  
 SAFEGUARD OUR PLANET. GIVE HOPE TO THE HUNGRY.  
**IMPROVE THROUGH SCIENCE.**  
 MAKE A DIFFERENCE. **CHANGE LIVES.**  
**ACT LOCALLY.**  
**LET'S**  
 TREAD LIGHTER.  
 ASK QUESTIONS.  
 SHAKE HANDS WITH FARMERS.  
 NEVER GET BURNED.  
 BRAINSTORM.  
**BE PART OF A COMMUNITY OF SOLVERS.**  
 DISCOVER.  
 BOLSTER CAPABILITIES.  
 INSPIRE ONE ANOTHER.  
 RESPECT OUR RESOURCES.  
**COLLABORATE.**  
**SOLVE**  
 PROTECT OUR PROTECTORS.  
 HARNESS SUSTAINABLE ENERGY.  
**THINK GLOBALLY.**  
 UNEARH NEW POTENTIAL. **HARVEST SOLUTIONS.**  
**INNOVATE.**  
 PROVIDE FOOD WHERE IT'S NEEDED.  
**ROLL UP OUR SLEEVES.**  
 SHARE A VISION.

Welcome to The Global Collaboratory.™



## Our Purpose

**DuPont is a science company.**

**We work collaboratively to find sustainable, innovative, market-driven solutions to solve some of the world's biggest challenges, making lives better, safer, and healthier for people everywhere.**



## Reasons people join DuPont

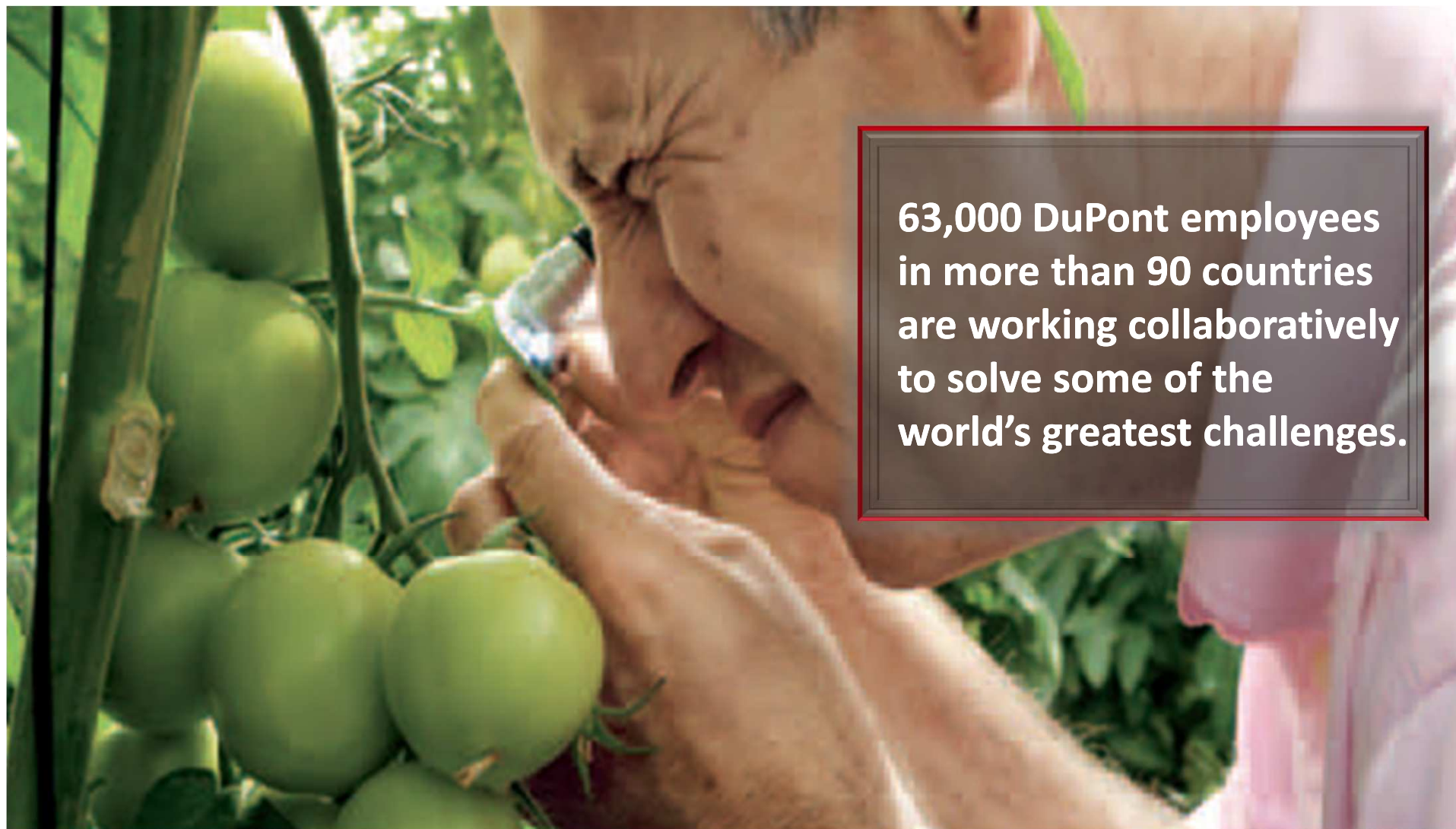


The opportunity to make a difference and have an impact

A formidable in-house network of scientific expertise

The ability to learn and grow at a company with a long and storied history of innovation in multiple markets

# Our People Are Our Strength.

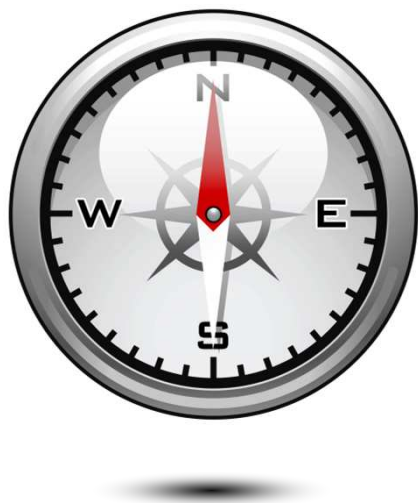


**63,000 DuPont employees  
in more than 90 countries  
are working collaboratively  
to solve some of the  
world's greatest challenges.**



# Our Core Values Are More Than Just Goals.

They reflect the way we work and how we operate every day – with our customers, with our partners from around the world, and in the communities in which we operate.



## DUPONT CORE VALUES

**SAFETY & HEALTH**

**ENVIRONMENTAL  
STEWARDSHIP**

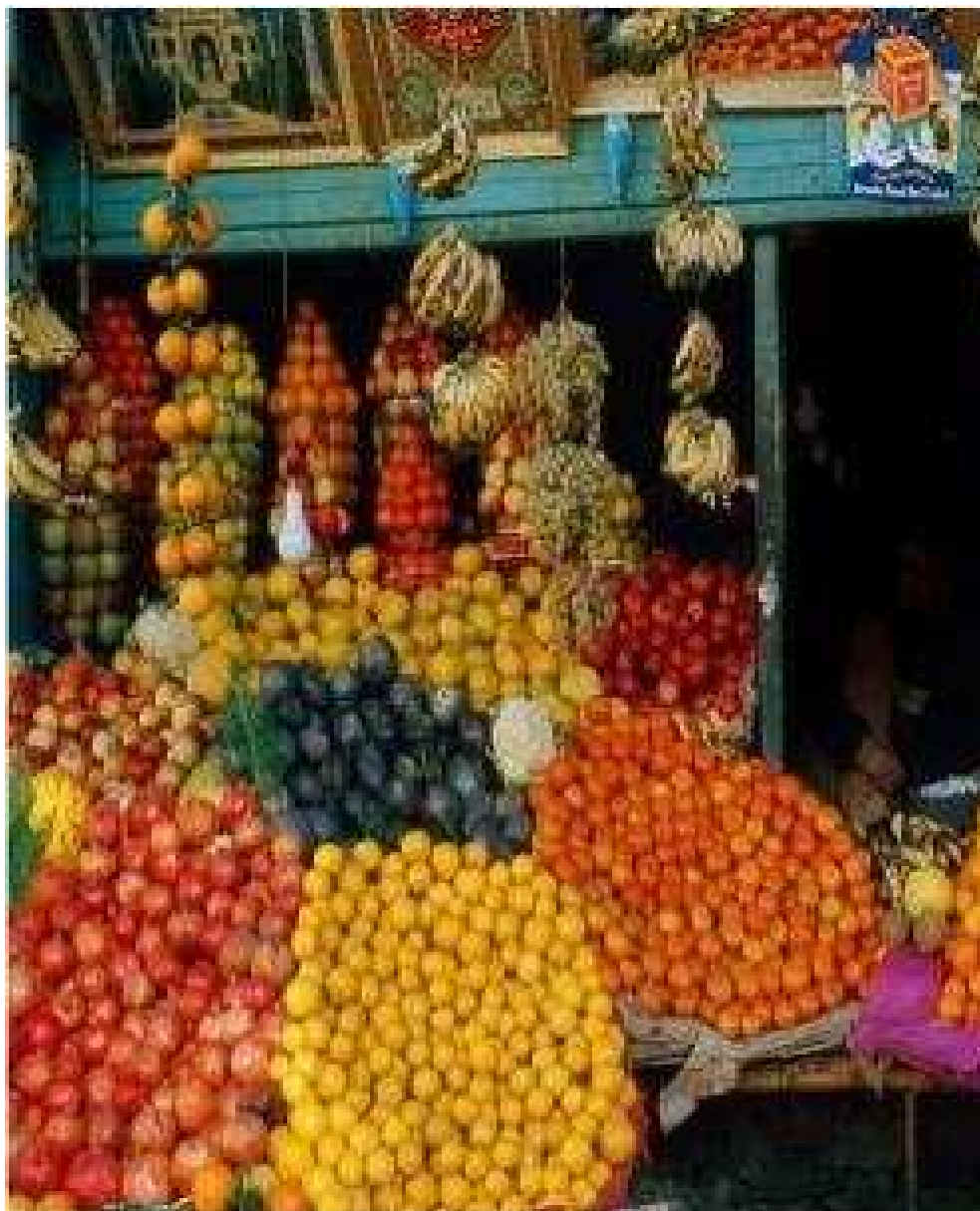
**RESPECT  
FOR PEOPLE**

**HIGHEST  
ETHICAL BEHAVIOR**

**Committed to Zero**



**Needs of the World Drive our Science.**



# FOOD



## FEEDING THE WORLD

The world must increase food production by 70% if it is to feed a growing global population estimated to reach nine billion by 2050.



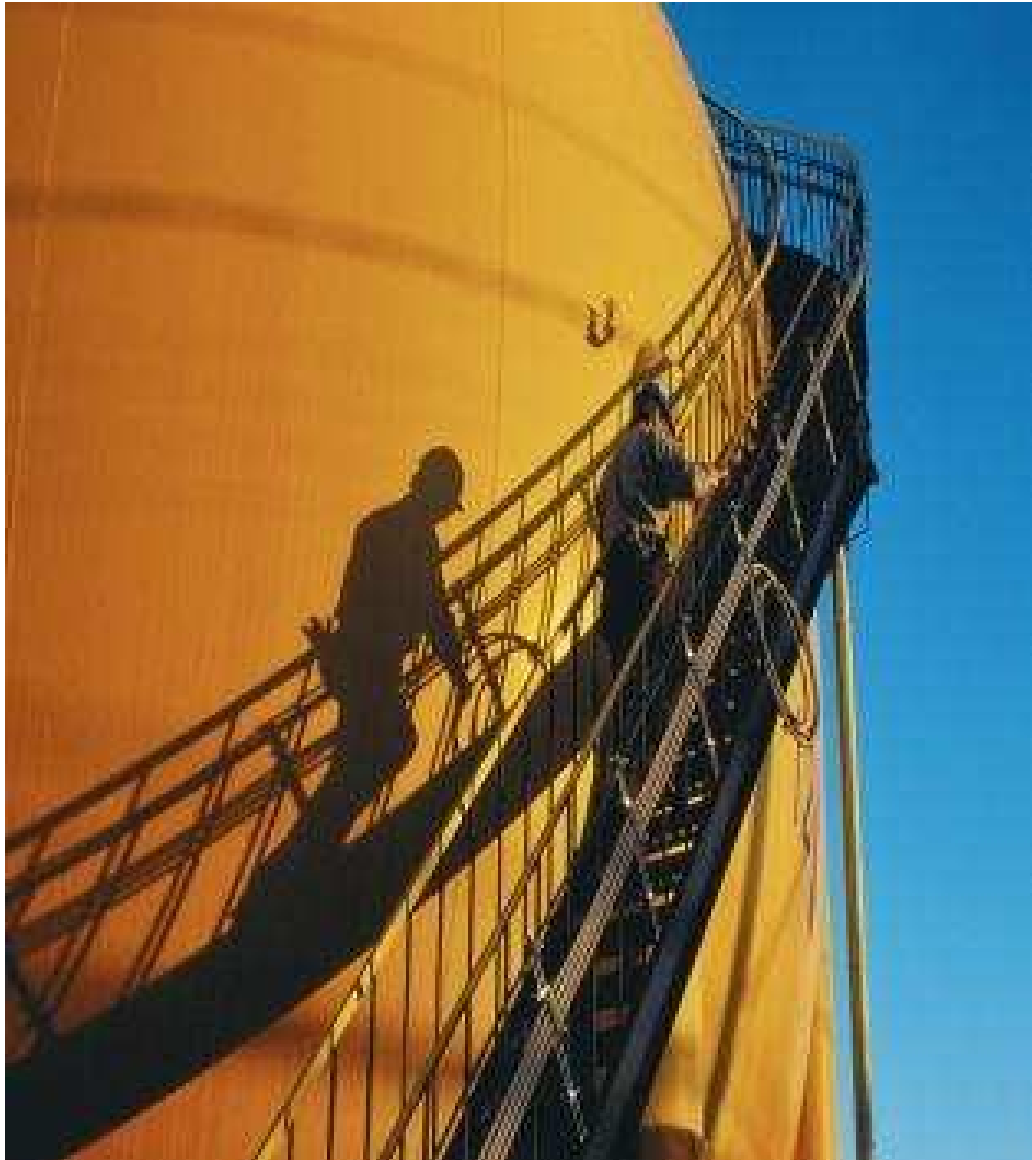
# ENERGY



## REDUCING OUR DEPENDENCE ON FOSSIL FUELS

Our global population is growing, but our supply of fossil fuels is not. Inefficient use of our remaining fossil fuels can adversely affect our environment.





# PROTECTION



## KEEPING PEOPLE AND THE ENVIRONMENT SAFE

One of our greatest challenges in the coming decades will be adequately protecting humanity and the world we share.



**Our Science & Collaboration Help Meet Customer Needs.**



# Market-driven science allows us to solve world challenges and develop innovative scientific solutions to meet local needs.

**Advanced Materials**

By working with garment manufacturers and firefighters, DuPont develops innovations that help improve firefighter safety with enhanced thermal protection at higher temperatures.

**Biobased Industrials**

Enzymatic bleaching using Huntsman Gentle Power Bleach with DuPont™ PrimaGreen® enzymes is helping textile mills reduce water and energy consumption.

**Advanced Materials**

DuPont contributed to the city of Masdar's goal of having a zero carbon footprint.

**Ag & Nutrition**

DuPont™ Danisco® Marschall® brand rennet is a complex enzyme in a simple tablet form that provides Latin American farmers a way to make quality cheese.

**Biobased Industrials**

Together with Aqua Chile, DuPont is introducing sustainable aquaculture techniques to sustainably maintain our fish stocks for generations to come.

**Ag & Nutrition**

Together with dedicated third-party distributors, DuPont is bringing Pioneer brand hybrid seed technology to local farmers, resulting in higher crop yields and an improved quality of life for Malawians.

## Our Science Accelerates Discovery, Inventions & Growth.

When DuPont science meets the demands of the global market, the result is innovation.




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**>10,000 SCIENTISTS AND ENGINEERS**



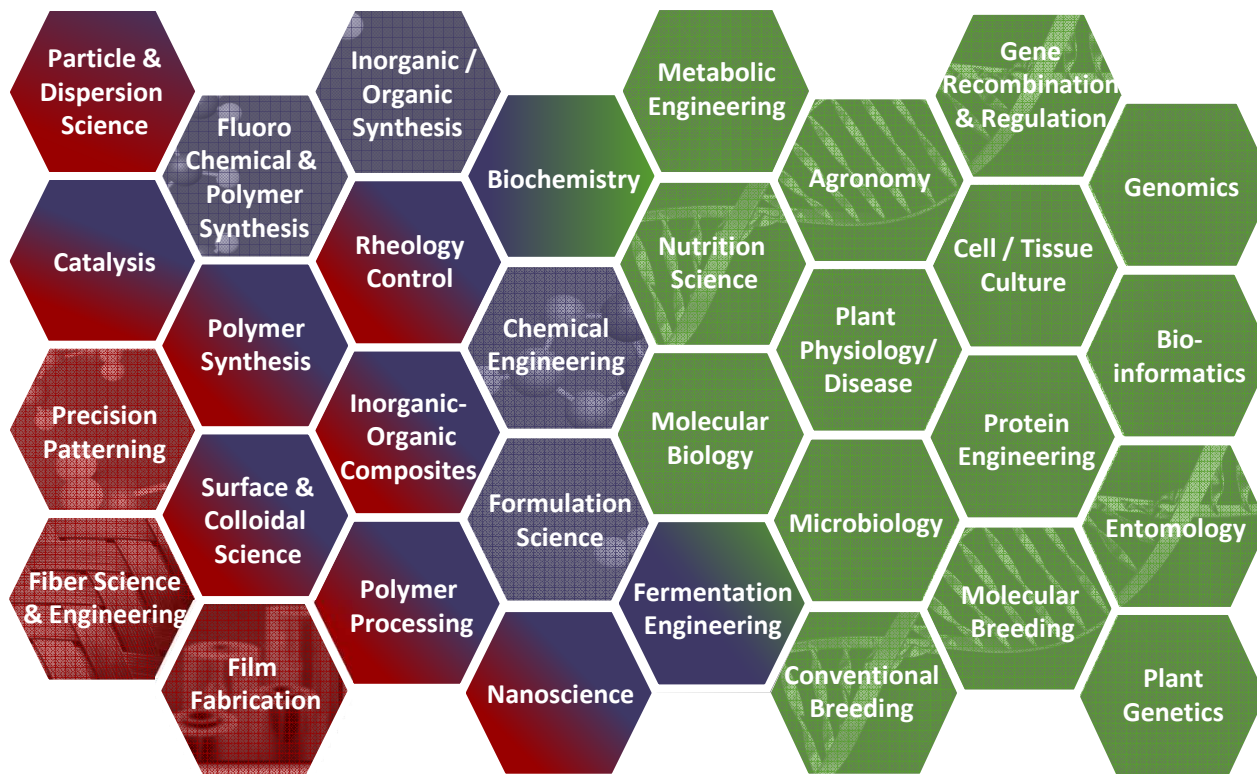
**\$2.1 BILLION SPENT ON RESEARCH & DEVELOPMENT IN 2012**

**OVER 150 RESEARCH & DEVELOPMENT LOCATIONS WORLDWIDE**

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# Our Broad Capabilities Enable Pathways for Future Growth



**Material Sciences**   **Chemical Sciences**   **Biological Sciences**



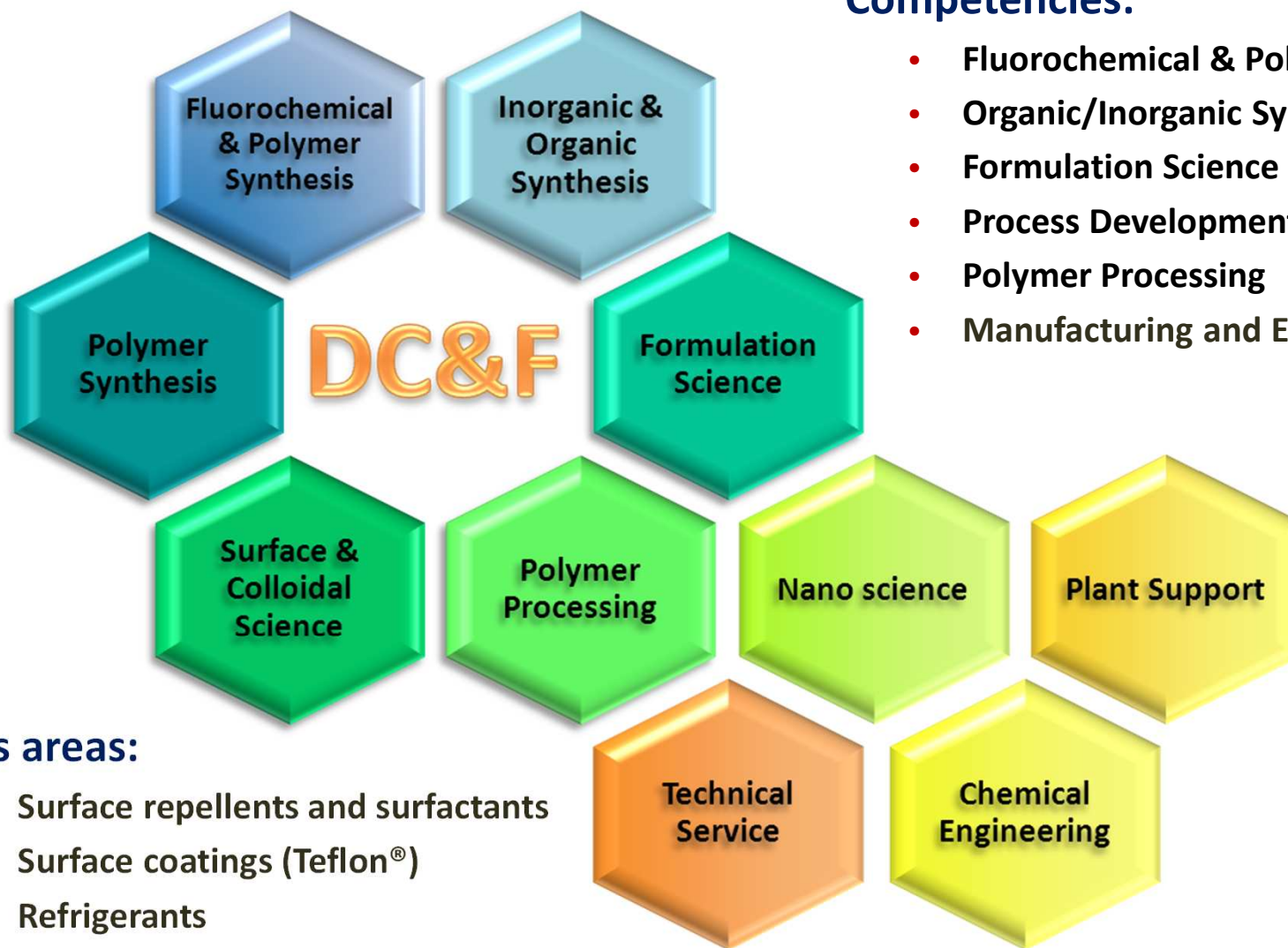
**Connecting you to DuPont.**



# Who do we hire?

*This is you!*

<p><b>Agricultural Sciences – DuPont Pioneer</b>  <b>Degrees:</b> BS/MS/PhD  <b>Majors:</b> Agronomy, Plant Breeding, Plant Science, Crop Science or other agricultural related fields; Biological Sciences  <b>Opportunities:</b> Internships, Full-time</p>	<p><b>Commercial Development Program</b>  <b>Degrees:</b> BS  <b>Majors:</b> Marketing, Business Administration, Business Management, Communications, Engineering (Chemical, Mechanical, Electrical &amp; Industrial), Agronomy, Ag Business, Biology, Chemistry, Biochemistry  <b>Opportunities:</b> Full-time three-year rotational program</p>	<p><b>Early Career Engineering</b>  <b>Degrees:</b> BS/MS  <b>Majors:</b> Chemical, Mechanical or Electrical Engineering  <b>Opportunities:</b> Internships, Co-op, Full-time direct hire and rotational program</p>	<p><b>Finance and Accounting &amp; Finance Field Program</b>  <b>Degrees:</b> BS/MS  <b>Majors:</b> Accounting, Finance or Economics. Strong MIS is a plus. Some MS/MBA/CPA candidates with work experience may be hired for selected technical assignments.  <b>Opportunities:</b> Internships, Co-ops, Full-time direct hire and rotational program</p>
<p><b>Marketing Leadership Development Program (MLDP)</b>  <b>Degree:</b> MBA  <b>Majors:</b> Marketing or Corporate Strategy; 5 years of marketing-related experience  <b>Opportunities:</b> Internships, Three-year full time rotational program</p>	<p><b>PhD Science and Engineering</b>  <b>Degrees:</b> Recent and new PhD graduates and post-doctoral candidates  <b>Majors:</b> organic chemistry, inorganic chemistry, analytical chemistry, chemical engineering, polymer science and engineering, materials science and engineering, mechanical engineering, applied physics, metallurgy, biology, biochemistry, biochemical engineering, microbial genetics, biotechnology.  <b>Opportunities:</b> Full Time</p>	<p><b>Research &amp; Development - Associate Investigator</b>  <b>Degrees:</b> BS/MS  <b>Majors:</b> Chemistry, Biochemistry, Physics, Chemical Engineering, Fermentation, Microbiology, Molecular Biology  <b>Opportunities:</b> Full time</p>	<p><b>Sourcing and Logistics &amp; Supply Chain</b>  <b>Degrees:</b> BS/MS  <b>Majors:</b> Supply Chain Management, Logistics, Operations Management, Engineering  <b>Opportunities:</b> Internships, Co-ops, Full time direct hire and rotational program</p>



## Competencies:

- Fluorochemical & Polymer Synthesis
- Organic/Inorganic Synthesis
- Formulation Science
- Process Development and Scale Up
- Polymer Processing
- Manufacturing and Engineering

## Focus areas:

- Surface repellents and surfactants
- Surface coatings (Teflon®)
- Refrigerants
- Firefighting foams
- Breakthrough sustainable performance materials



## R&D Associate Investigator

### Our Program

#### Bachelors or Masters degree in Chemistry, Biochemistry, or Chemical Engineering

Our hiring program seeks out highly talented Bachelors and Masters level scientists and engineers who have deep desire to work in **research and development**. Major responsibilities of our hires include **synthesis, material/chemical process development, formulation, raw material screening, method development, device fabrication, statistical analysis of data** and presentation to internal and occasional external project teams. Associate Investigators are paired directly with Principal Investigators on specific research programs.



- **Approximately 8 hires for laboratory and semi-works positions**
- **Seeking highly motivated bachelors and masters level chemists, biochemists, and chemical engineers**
- **Hiring locations would be ESL and CRP (Wilmington area)**

# Associate Investigator

R&D Chemists/Engineers

## What are the requirements?

- BS or MS degree in Chemistry, Chemical Engineering, Biochemistry or related field
- GPA of at least 3.0 on a 4.0 scale
- The right to work in the U.S. without restrictions.
- Demonstrated ability to assemble lab equipment and utilize it to perform experiments.
- Demonstrated strong technical writing skills.
- Excellent oral and written communication skills.
- Demonstrated ability to self-manage time and resources to get results.
- Strong computer skills, particularly in spreadsheet applications.



## Selection process: September - December

Referred candidates

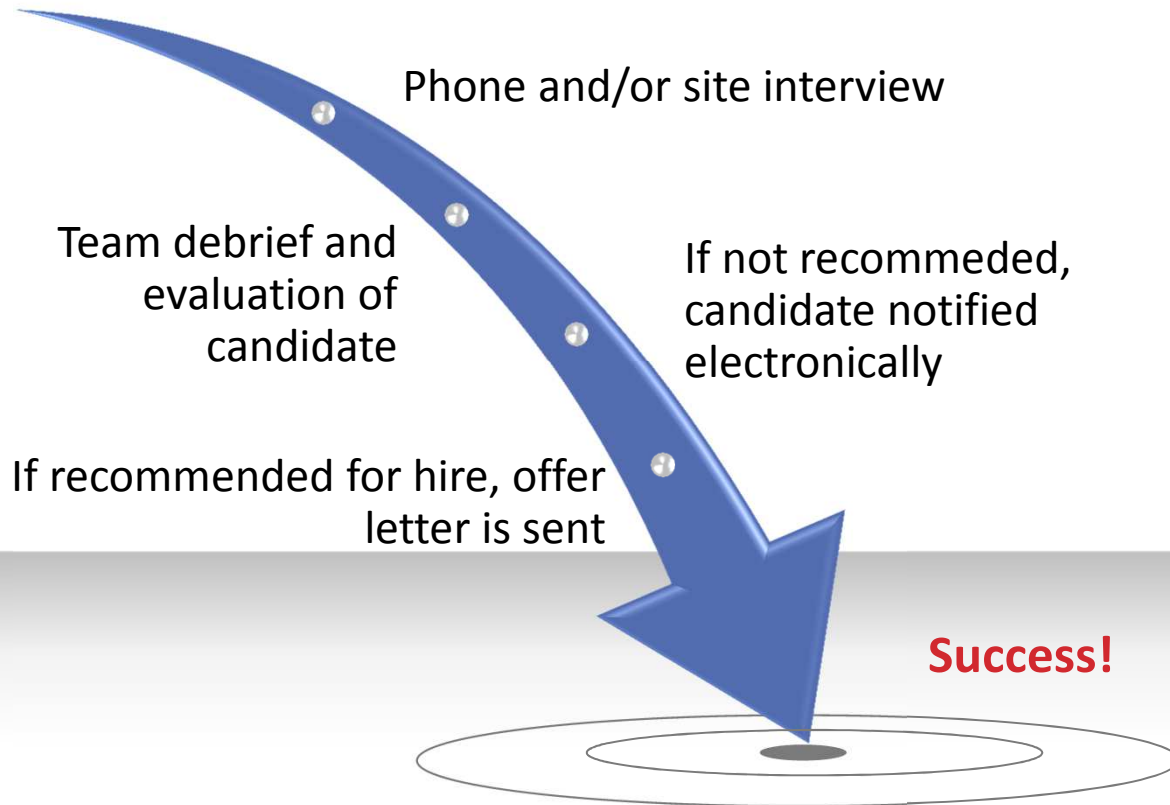
Phone and/or site interview

Team debrief and  
evaluation of  
candidate

If not recommended,  
candidate notified  
electronically

If recommended for hire, offer  
letter is sent

**Success!**



## A Great Benefits Package

- Holidays
- Vacation
- Retirement Savings Plan
- Compensation
- Assistance Lifelong Learning
- Work/Life
- Disability
- Employee Assistance Program
- Relocation

### **Flexible Benefit Options**

- -Medical
- -Dental
- -Vision Care
- -Vacation Buying
- -Spending Accounts
- -Employee Life Insurance
- -Accidental Death Insurance
- -Dependent Life Insurance

[www.dupontbenefits.com](http://www.dupontbenefits.com)



**For Career paths and opportunities,  
visit us at [www.dupont.com/careers](http://www.dupont.com/careers).**



## Backup slides

# Three Strategic Priorities.

Generate superior shareholder returns by building and leveraging world-leading positions across three attractive spaces

## Ag & Nutrition

- Seeds
- Traits
- Crop Protection
- Specialty Food Ingredients

Extend our leadership across the high-value, science-driven segments of the Ag and Food value chain

## Bio-based Industrials

- Biofuels
- Biomaterials
- Biochemicals
- Enzymes

Develop world-leading industrial biotechnology capabilities to create transformational new bio-based businesses

## Advanced Materials

- Advanced Polymers
- Electronic Materials
- Protective Materials
- Alternative Energy
- Advanced Processes

Strengthen and grow our leading position in differentiated high-value materials and leverage new sciences

Increasing the Value of DuPont



# Enzymes *Meet* Milk.

DuPont™ Danisco® Marschall® brand rennet is a complex enzyme in a simple tablet form that provides rural Latin American farmers a way to reduce milk waste and make quality cheese.

CHALLENGE: Food INDUSTRY: Food & Beverage LOCATION: El Difícil, Columbia



Ag &  
Nutrition

# Science *Meets* Textile.

DuPont, in collaboration with Huntsman, developed Gentle Power Bleach™ which is helping mills like ATB save money and reduce cotton loss, and is also protecting the environment by reducing consumption of energy and water.

CHALLENGE: Protection INDUSTRY: Textiles LOCATION: Barcelos, Portugal





# Heat-Resistant Fibers *Meet* Fire.

DuPont worked in true collaboration with firefighters and garment manufacturers to increase firefighter safety with a revolutionary new flame-resistant fabric technology that will offer additional protection in emergency conditions.

**CHALLENGE:** Protection **INDUSTRY:** First Response **LOCATION:** Philadelphia, PA



Advanced  
Materials



# DuPont 2012 Segment Sales.



\* Total company sales exclude transfers.

# Return on Innovation.

## *Innovation Metrics 2012*

<b>R&amp;D Spend</b>	<b>\$2.1 B</b>
<b>R&amp;D % Sales</b>	<b>6%</b>
<b>U.S Patent Applications</b>	<b>1,903</b>
<b>U.S. Patents Granted</b>	<b>935</b>
<b>New Products Commercialized</b>	<b>2,047</b>
<b>New Products Sales*</b>	<b>\$10 B</b>
<b>New Products Sales %</b>	<b>29%</b>

\* New products sales defined as products introduced in the last four years.