

# Strong Market Pull

»Transition from product vendor to solution provider!«



*Interview partner: Dr. Peter Denkinger  
(Head of Reactive Sealants)*

## **What is POLYVEST® HT and where is it used?**

POLYVEST® HT is a hydroxyl-terminated liquid polybutadiene that is also called HTPB for short in the marketplace. It's used mainly for the production of window seals. In addition, POLYVEST® HT is employed in the automotive sector for the manufacture of adhesives and also in the field of electrical insulation for insulating and sealing compounds.

## **How has demand for the product developed over time?**

The demand for HTPB has grown continually in around the last 40 years. Initially, this growth was gradual and on a small scale, but in recent years it has been at a higher level and much stronger. This is in part due to changes in technology, for example in window manufacturing, with the shift from single to multiple glazing or in automotive assembly due to more frequent and increased use of adhesives.

## **The facility will be built in Marl. What are the reasons for this?**

The biggest markets for HTPB are in Europe. Therefore it makes sense to build the production facilities close to our customer base, to guarantee short distances and delivery

times. In addition, Marl offers the benefit of backward integration of butadiene, as this chemical is already available there for our existing plant for POLYVEST®.

## **What competitive advantage will Evonik derive from this investment?**

Firstly, the construction of the plant for POLYVEST® HT represents a logical addition to the existing product range of liquid polybutadienes. Secondly, this will allow Evonik to service markets driven by the major trend towards energy efficiency, for example through thermal window insulation or lightweight construction methods in automotive design.

## **What exactly will the construction of the plant mean for your business? What are your specific objectives?**

In line with our strategy for this group of products, we aim to make the transition from product vendor to solution provider. Accordingly, we won't just be a supplier of POLYVEST® HT. Together with our R&D and applied technology departments we intend to work with our customers to create customized solutions for existing and new applications, and in this way establish and consolidate a lasting relationship with our client base.

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**Contact: Dr. Peter Denkinger**  
[peter.denkinger@evonik.com](mailto:peter.denkinger@evonik.com)