

Figure 1 Sales by business sectors (page 6)

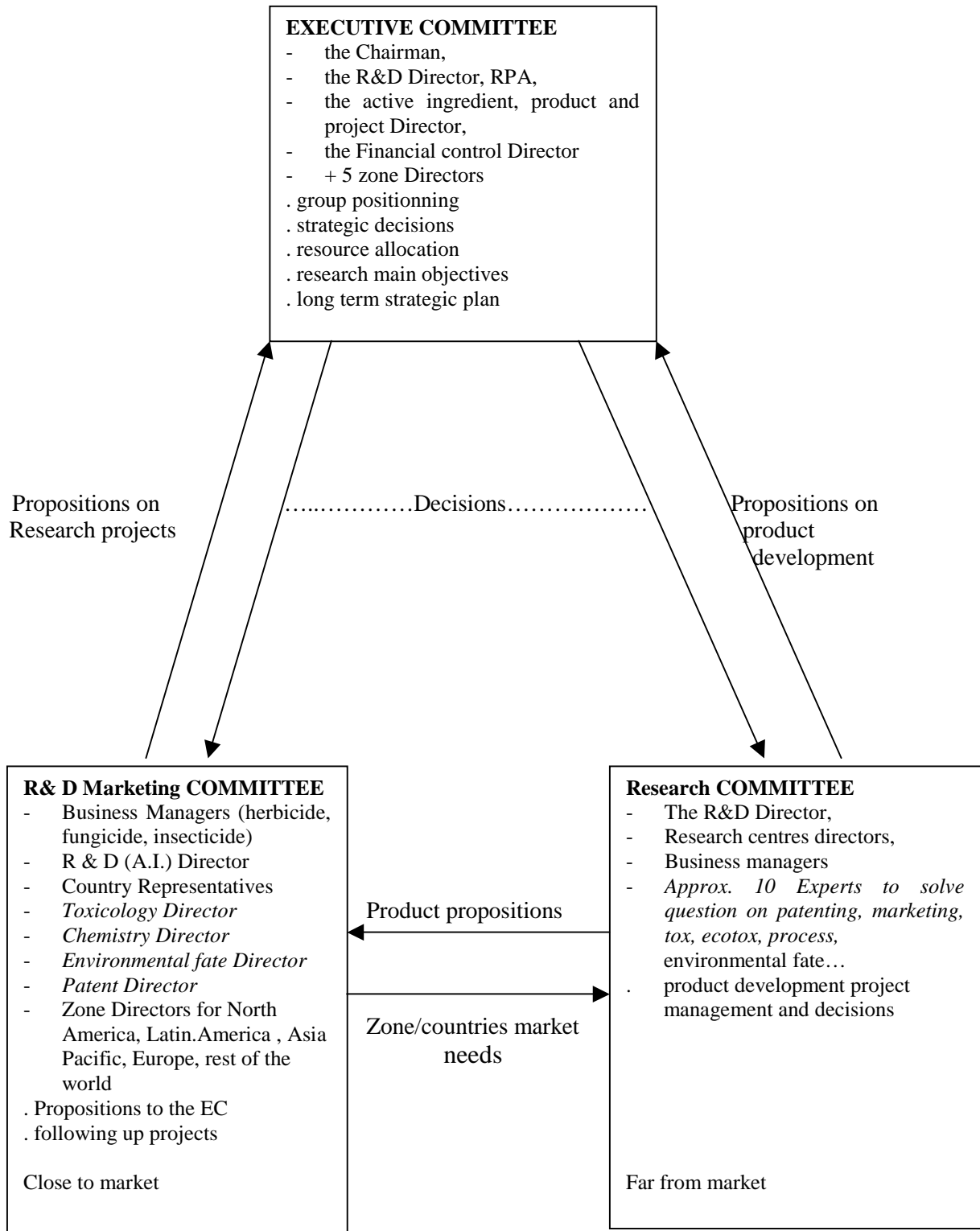


Figure 2 RPA R & D decision making processes (page 15)

RP Group Research Coordination .
 - research directors from Rhodia, Pharma and RPA
 - external very recognized scientists (some are Nobel price) who work part time in the group as scientific advisers.
 . To test new research questions, long term orientations

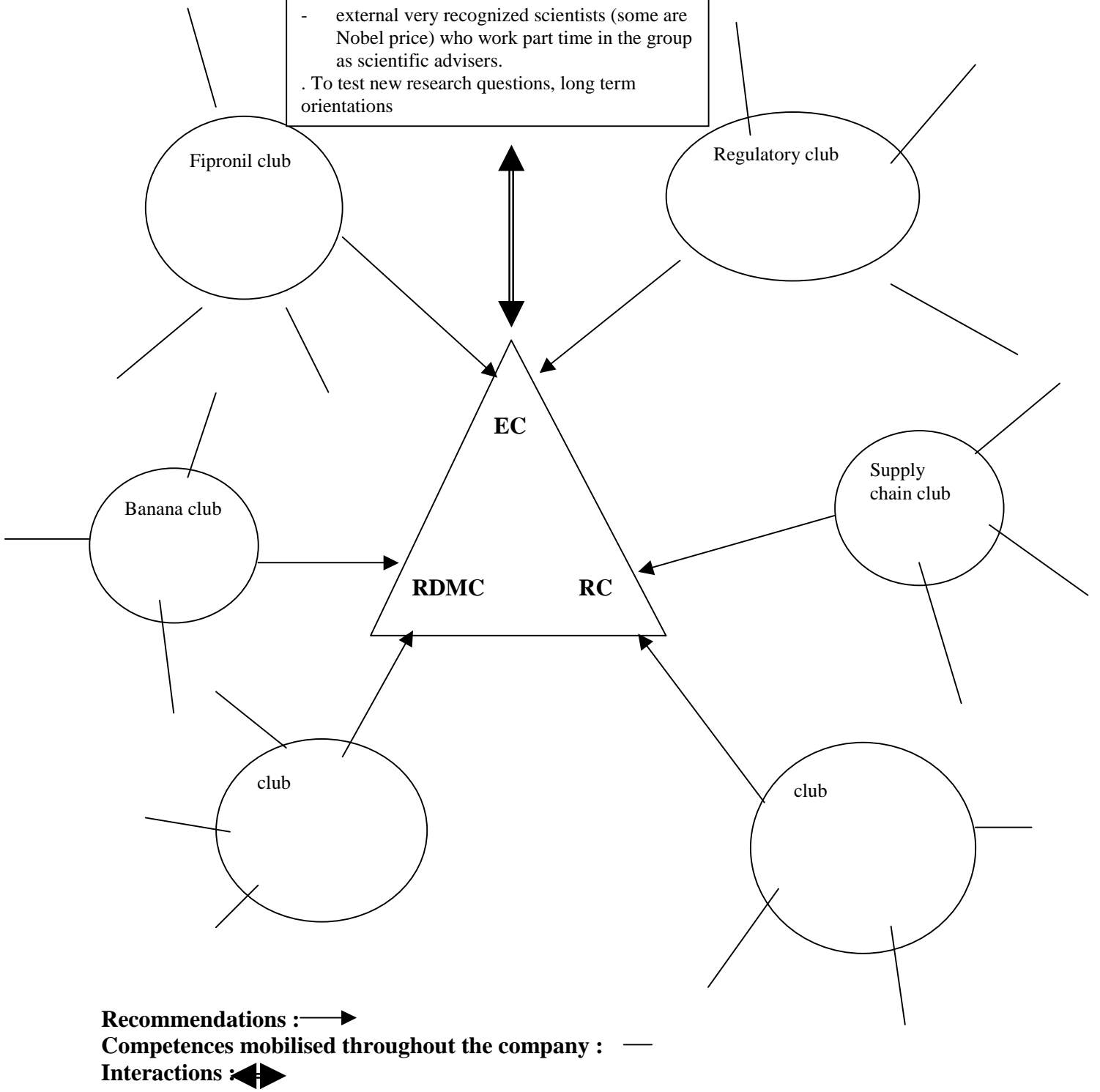


Figure 3 RPA clubbing and networking (page 15)

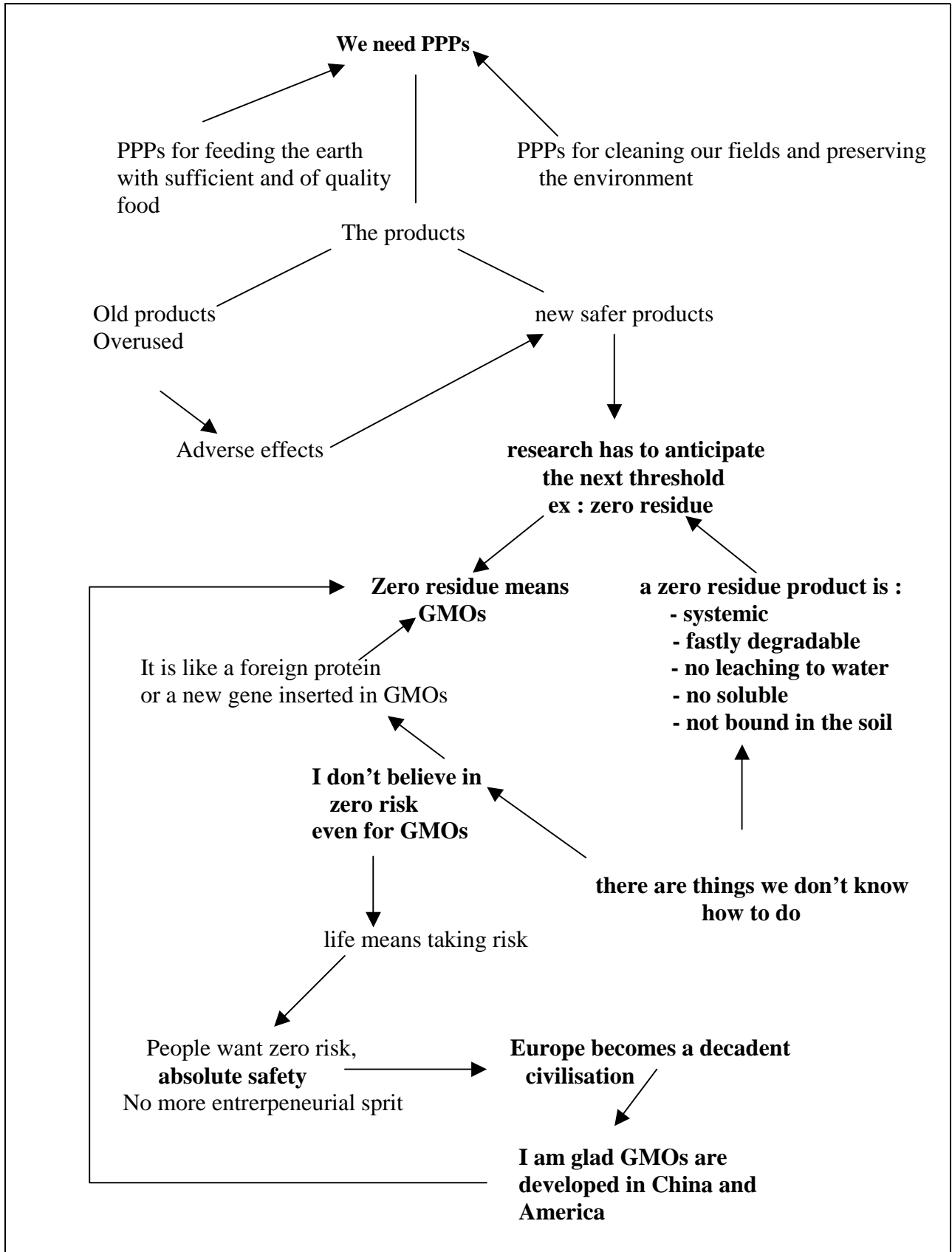


Figure 4 Mapping of Mr A's discourse (page 19)

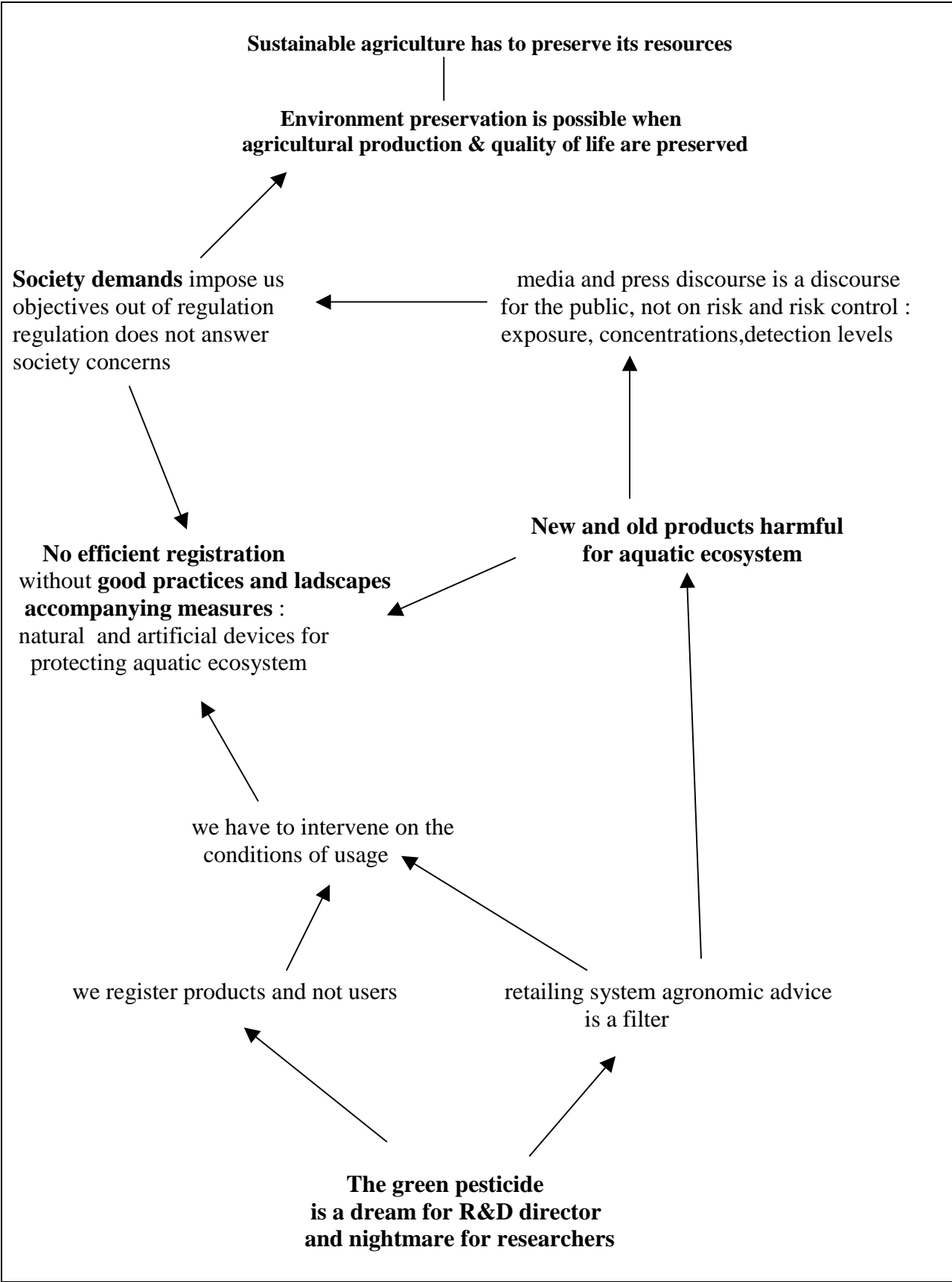


Figure 5 Mapping of Mr B's discourse (page 19)

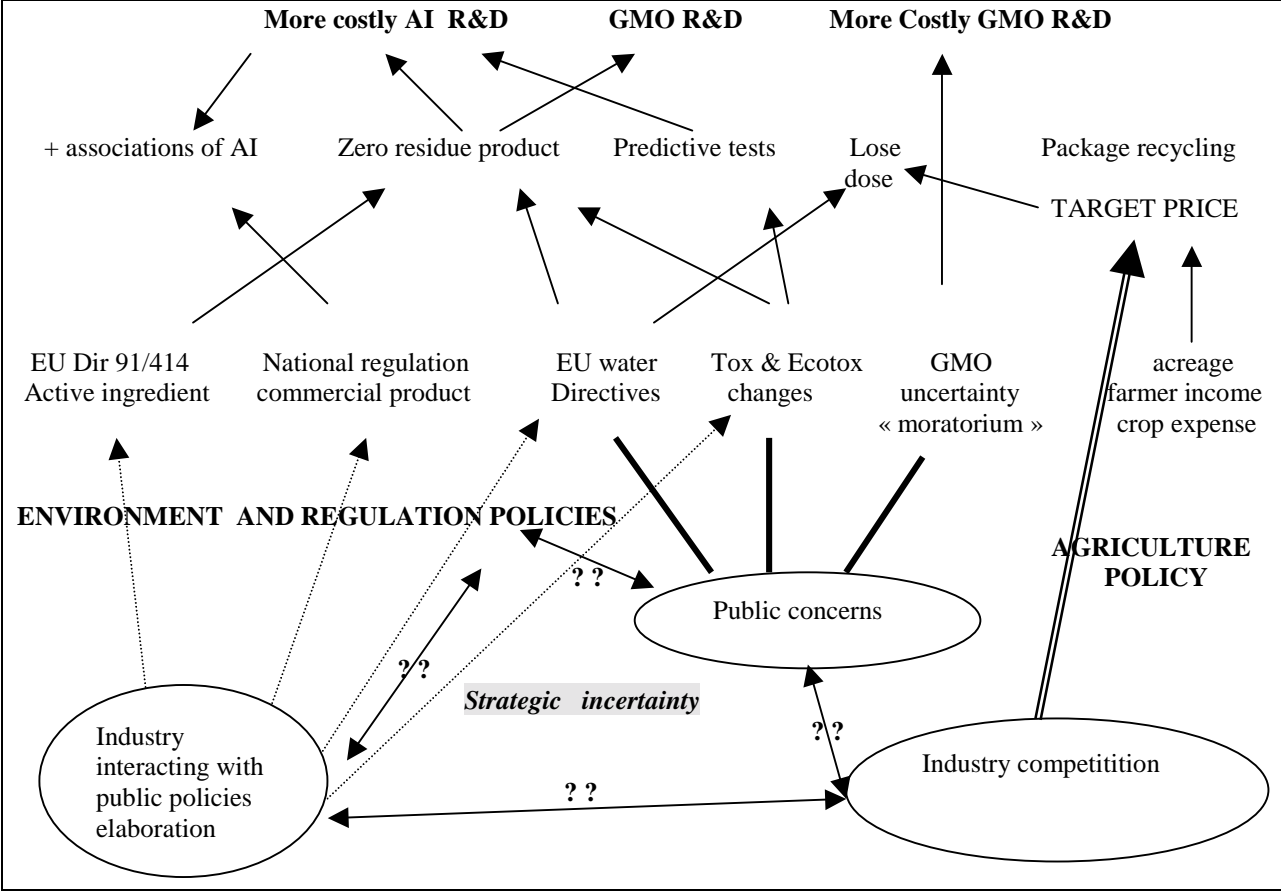


Figure 6 RPA public policies – R&D strategy interactions (page 25)

Before

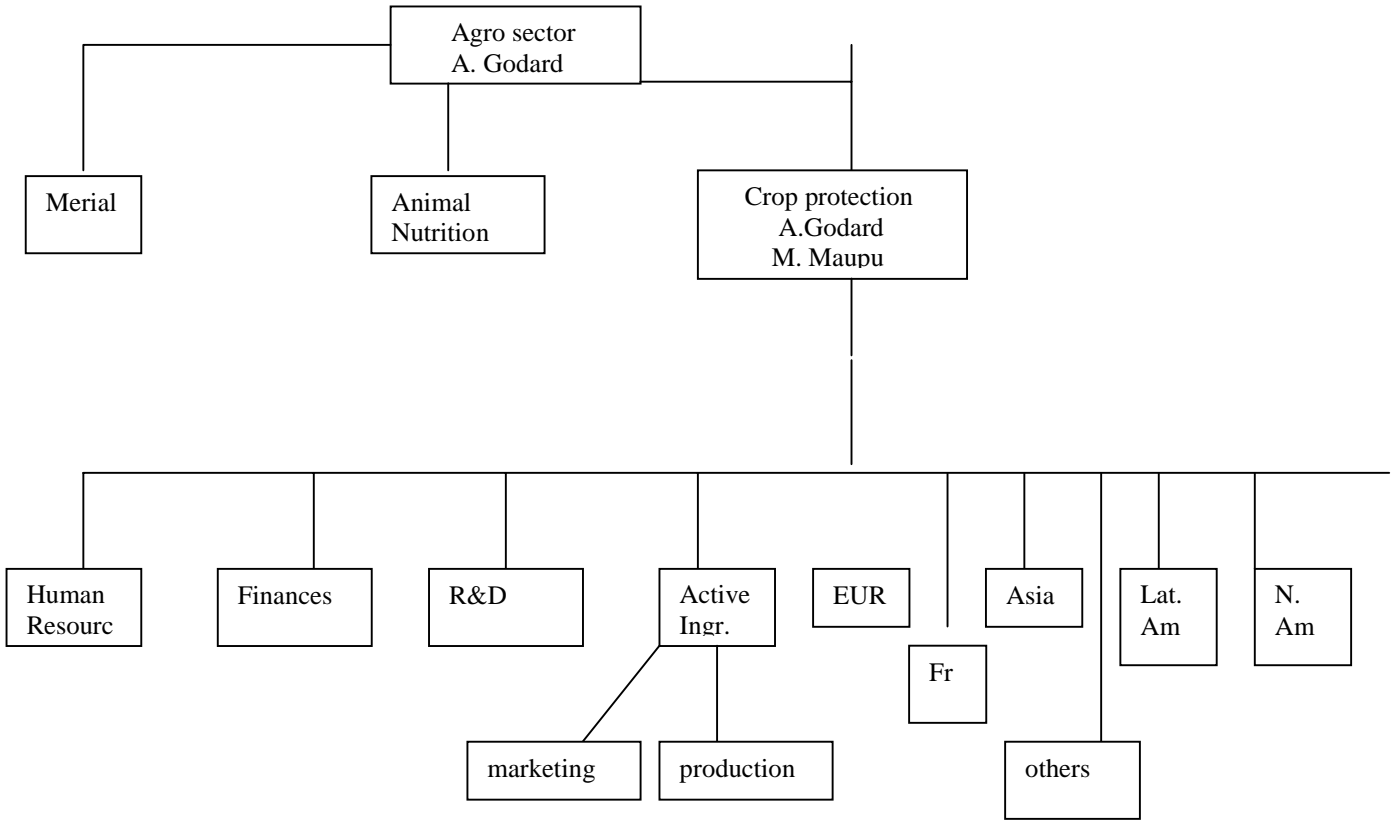


Figure 7 RPA organigramme (page 25)

- Now

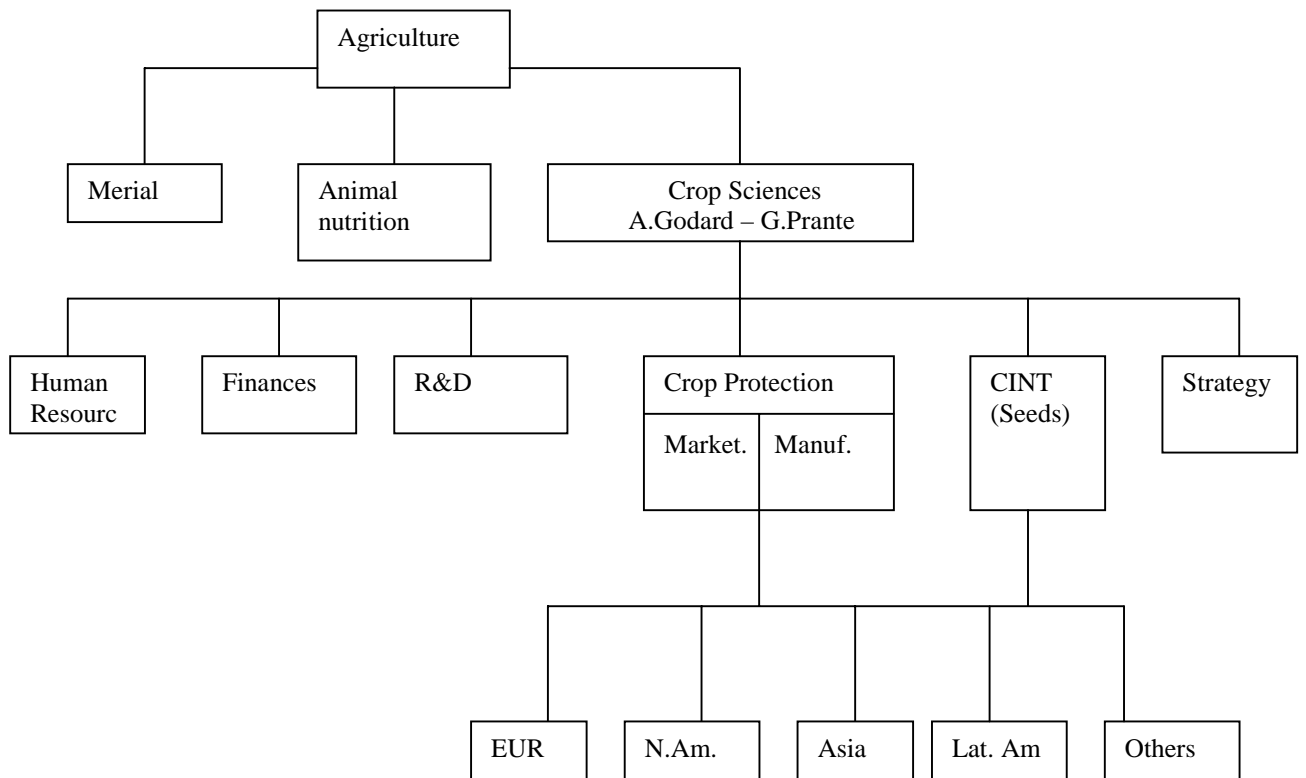
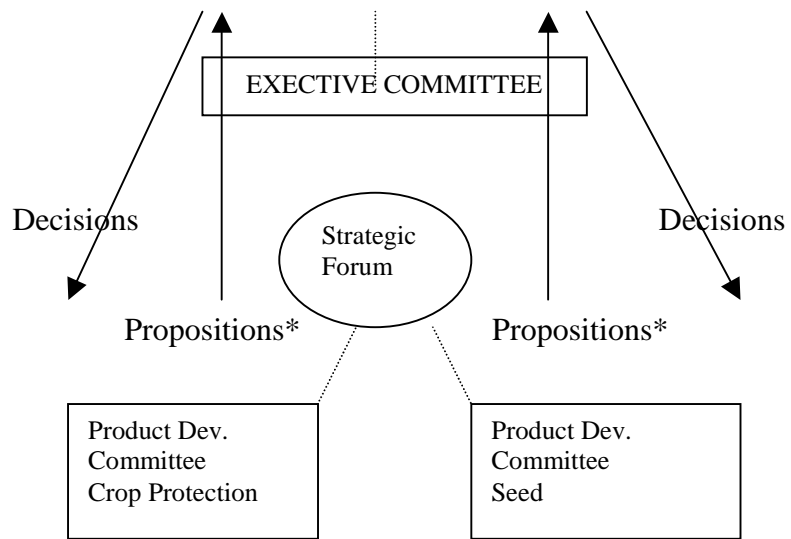


Figure 8 Aventis organigramme (page 25)



(*) on research project and product development

Figure 9 Hypothetical new decisional configuration (page 26)