About Dow

A science and technology leader with annual sales of $45 billion

Founded in 1897 by Herbert H. Dow in Midland, Michigan

Supplies plastics and chemical products to customers in 160 countries

From 214 manufacturing sites in 37 countries

Employs 52,000 people globally

“If you can’t do it better, why do it?”
-- Herbert H. Dow
Our Vision

To be the most profitable and respected science-driven chemical company in the world

Our Mission

To passionately innovate what is essential to human progress by providing sustainable solutions to our customers
Dow people include some of the world’s best scientists and engineers dedicated to solving global challenges. We focus our innovation engine on delivering new technologies that are good for business and good for the world.

Energy  Climate Change  Water  Health & Nutrition  Transportation & Infrastructure

$1.7 B in R&D
## Dow’s Operating Segments

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<th>Advanced Materials</th>
<th>Coatings &amp; Infrastructure</th>
<th>Health &amp; Agricultural Sciences</th>
<th>Performance Products &amp; Systems</th>
<th>Performance Products</th>
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<td>SAFECHEM</td>
<td>JV: BASF Dow HPPO B.V.</td>
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<td>Dow Home &amp; Personal Care</td>
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<td>JV: Saudi Acrylic Monomers Company LLC (SAMCO)</td>
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<td>Performance Materials</td>
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**JV: Dow Corning**

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<td>JV: Equipolymers</td>
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The Chemical Industry
Turning Feedstocks into Essential Products

Energy

Salt
Gas
Oil
Coal
Biomass
Recycle

Building & Construction
Electronics
Agriculture
Wire & Cable
Coatings
Automotive
Product Safety Leadership

Position: For more than 75 years, Dow has had a program to assure that its products were safe for their intended use. The intent of the product safety leadership goal is to increase the public transparency of the processes and results of this work in order to increase public confidence.

Actions:
- product risk characterizations for all products globally meet requirements to register a substance for compliance with REACH (Registration, Evaluation and Authorization of Chemicals) legislation complete work on high priority products by 2010 and for its remaining products by 2015.
- make product safety assessments accessible to the public by providing a summary on www.dowproductsafety.com with detailed information links. Summaries will be written in as non-technical language as is possible and will cover topics such as basic hazards, risk and risk management.
Our Commitments from our Suppliers

Code of Business conduct for Suppliers

- launched April, 2011
- complements Dow's Code of Business Conduct
- expects compliance with all applicable laws, regulations and the 10 principles outlined in the UN Global Compact
- Responsible Care ®
- Dow 2015 Sustainability goals
Recommended Solution:

- Replace phthalate plasticizers in PVC or other polar polymers
- Produced from virtually 100% renewable feedstocks
- 2 grade covering low and high use temperatures (>105°C)

Points of Difference:

- reduces greenhouse gas emissions by 40% compared with existing PVC compounds
- developed to look, feel and last the same as existing materials

Delivery Process:

- Delivered through a developing global network of Dow Inside partners – who are compounders or cable manufacturers
Dow SUSTAIN™
Halogen Free Compounds

Recommended Solution:

- Replace PVC systems for power cords and electronic wiring
- One family designed to meet UL and J requirements
- Second family for Europe (lower smoke) requirements

Points of Difference:

- developed to look, feel and last the same as PVC, flexible!
- developed to process like PVC in wire extrusion
Setting The **Standard** for Sustainability

**Smart Solutions For Today**

Our technologies enable our customers, and their customers, to develop more sustainable products and services.

**Responsible Operations**

Our infrastructure has a positive impact on our company, our communities and ourselves; our operations are a model for others, wherever we operate.

**Innovations For Tomorrow**

We contribute to the sustainability of society and our planet by developing innovative technologies for current and future markets.

**Partners For Change**

We are leaders in advancing all aspects of sustainability, openly collaborating with customers, suppliers, communities, civil society and governments.
Navigating the River of Innovation

Which opportunity to select

Cost of Developing and registering new materials

Guarding Intellectual Property

Cost of Change management across the Value Chain

What will the Market Pay
Sustainability Leadership Recognition

7 Presidential Green Chemistry Awards - more than any other company

2010 Robert W. Campbell Award

100 Most Technologically Significant New Products of the Year for IMPAXX™

Time Magazine’s “50 Best Inventions of 2009”

Dow POWERHOUSE™ Solar Shingle

China’s “Most Innovative Corporation” Award

for sustainable innovation of corporate ecosystem, CEO CIO Magazine and the Research Center for Technological Innovation

Named Ten Times

Dow Jones Sustainability Indexes
Thank You.