



SCIENCE FOR A SUSTAINABLE WORLD



for GC3

by Thorne Bartlett

May 4, 2011



ABOUT DOW



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

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

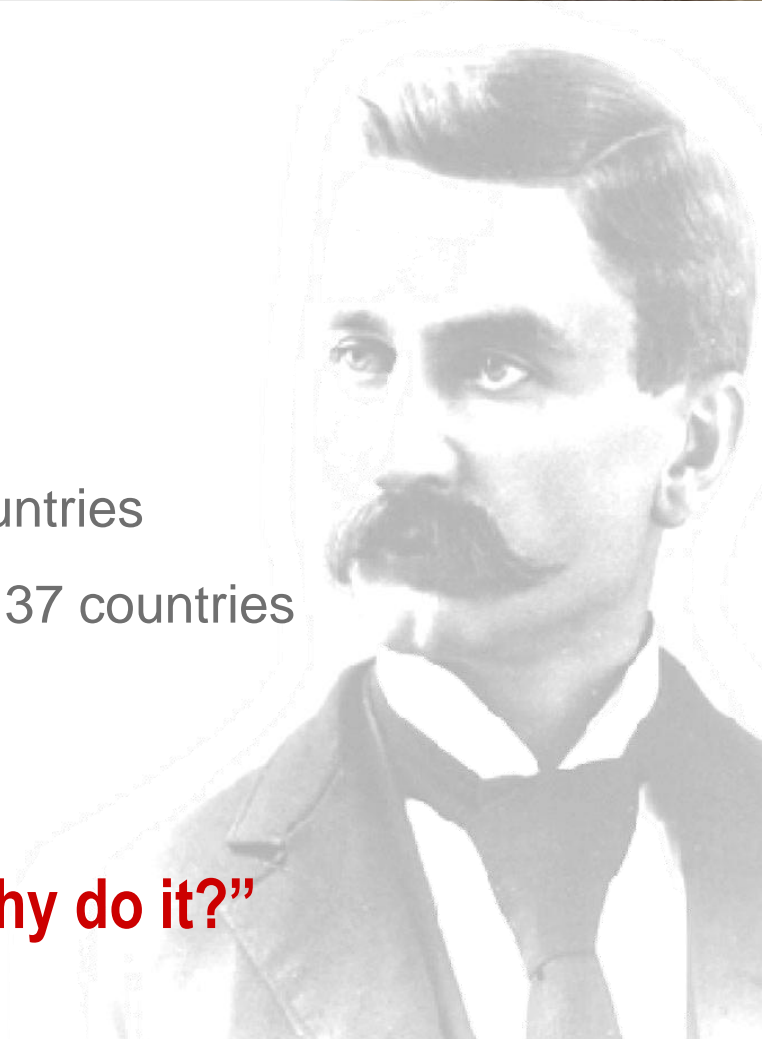
Supplies plastics and chemical
products to customers in 160 countries

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

SOLVING CHALLENGES THROUGH SUSTAINABILITY



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



Advanced Materials



Health & Agricultural Sciences



Performance Products & Systems

Electronic & Specialty Materials	Coatings & Infrastructure	Health & Agricultural Sciences	Performance Systems	Performance Products
<p>Electronic Materials</p> <ul style="list-style-type: none"> Semiconductor Tech Interconnect Tech Display Technologies Growth Technologies <p>Specialty Materials</p> <ul style="list-style-type: none"> Dow Water & Process Solutions Dow Wolff Cellulosics Dow Home & Personal Care Dow Microbial Control Performance Materials 	<p>Dow Coating Materials</p> <ul style="list-style-type: none"> Architectural Coatings Industrial Coatings <p>Dow Building & Construction</p> <ul style="list-style-type: none"> Dow Building Solutions Dow Construction Chemicals Dow Solar Solutions <p>aging & Converting</p>	<p>Dow AgroSciences</p> <ul style="list-style-type: none"> Agricultural Chemicals Seeds, Traits, & Oils <p>AgroFresh</p>	<p>Automotive Systems</p> <ul style="list-style-type: none"> Dow Elastomers Dow Formulated Systems Dow Wire & Cable Dow Oil & Gas 	<p>Polyurethanes</p> <ul style="list-style-type: none"> Epoxy Amines Oxygenated Solvents Performance Monomers Plastics Additives Polyglycols, Surfactants and Fluids Dow Haltermann SAFECHEM JV: BASF Dow HPPO B.V. JV: Saudi Acrylic Monomers Company LLC (SAMCO)

JV: Dow Corning



Basics

Plastics		Chemicals & Energy	Hydrocarbons
Polyethylene	JV: EQUATE (PE)	Chlor-Alkali/Chlor-Vinyl Energy	Olefins, Aromatics, Aromatic Derivatives
Polypropylene	JV: Equipolymers	Ethylene Oxide/Ethylene Glycol	JV: Compañia Mega
Plastics Licensing & Catalyst	JV: The Kuwait Olefins Company K.S.C.	Chlorinated Organics	JV: SCG-Dow (Aromatic Deriv.)
	JV: SCG-Dow (PE, PS)	JV: EQUATE (EG)	JV: The Kuwait Olefins Company K.S.C.
	JV: Univation Technologies	JV: MEGlobal	

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

DOW ECOLIBRIUM™ BIO-BASED PLASTICIZERS



Recommended Solution:

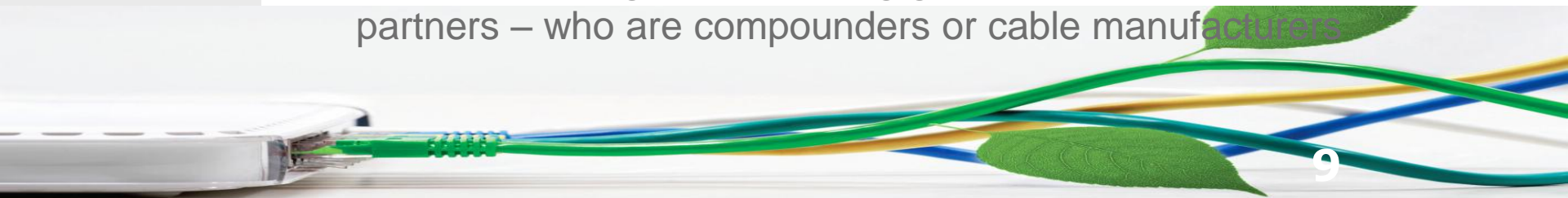
- Replace phthalate plasticizers in PVC or other polar polymers
- Produced from virtually 100% renewable feedstocks
- 2 grade covering low and high use temperatures (>105C)

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.



INNOVATIONS FOR TOMORROW

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



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.



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



Named Ten Times



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



China's "Most Innovative Corporation" Award



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

Dow POWERHOUSE™ Solar Shingle
TIME Magazine's
"50 Best Inventions of 2009"





THANK YOU.