
Dow
Science for a Sustainable World
Science for Sustainable Business
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About Dow

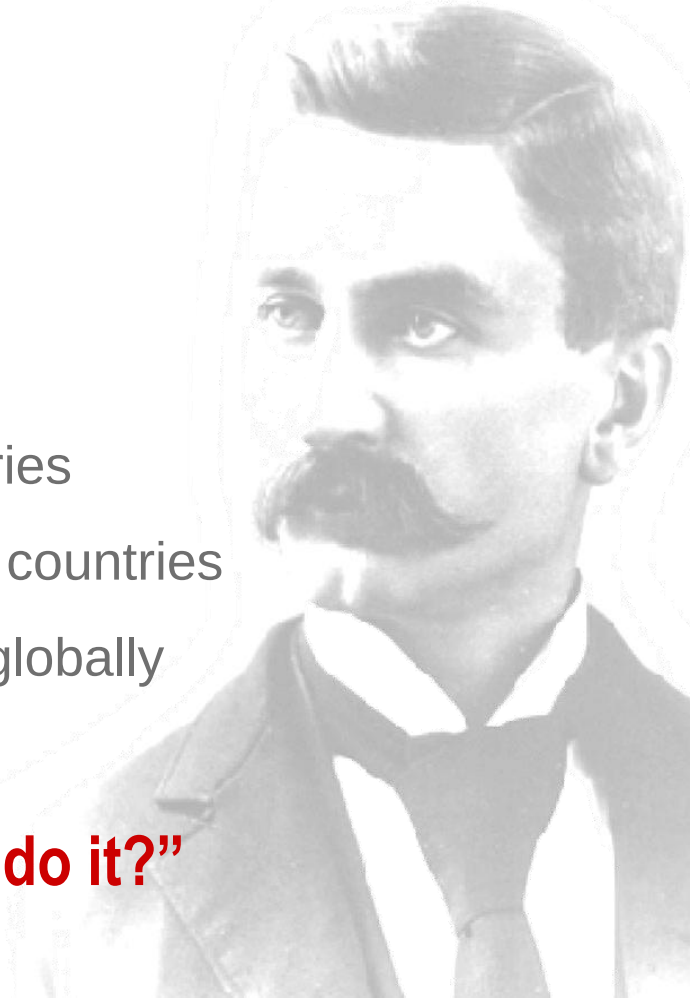
A science and technology leader with annual sales of $60 billion

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

Supplies plastics and chemical products to customers in 160 countries

From 188 manufacturing sites in 35 countries

Employs more than 50,000 people globally



“If you can’t do it better, why do it?”

-- Herbert H. Dow

The Chemical Industry
Turning Feedstocks into Essential Products

Salt

Gas

Oil

Coal

Biomass

Recycle

Energy

- Building & Construction
- Electronics
- Agriculture
- Wire & Cable
- Coatings
- Automotive

Integrating Sustainability into our **Corporate Strategy**

MISSION

To passionately innovate what is essential to human progress by providing **sustainable solutions** to our customers

VISION

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

VALUES

Integrity
Respect for People
Protecting Our Planet

CORPORATE STRATEGY

Preferentially invest in a portfolio of technology-integrated, market-driven performance businesses that **create value for our shareholders** and growth for our customers

Strategic Themes:

Financial Discipline
Sustainability
Strategic Growth
Performance Culture

Driving the Next Generation of Change
Dow's 2015 Sustainability Goals

Maintain all absolute greenhouse gas emissions below 2006 levels

Reduce our energy intensity 25%

Achieve at least three breakthroughs that will significantly help solve world challenges

Publish product safety assessments for all products

Achieve on average a 75% improvement of key indicators for EH&S operating excellence from 2005 baseline

Increase the percentage of sales to 10% for products that are highly advantaged by sustainable chemistry

Achieve individual community acceptance ratings for 100% of Dow sites where we have a major presence

Solving Sustainability Challenges

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

R&D – Our **Innovation** engine

Sustainability gives Dow's world-class scientists and engineers a target for innovation.

- $1.6 billion in R&D spending annually – more than the combined budget of all U.S. university chemistry departments ($1.4 billion)
- Over 500 research projects in our innovation pipeline
- Over 6,000 R&D professionals with specialized skills
- Deep expertise in:
  - Material science
  - Polymer science
  - Separation science
  - Analytical science
  - Biotechnology
  - Ceramics
  - Catalysis

Research	Application Development	Technical Service
Invent new molecules, materials, products and processes	Create new product and solution offerings	Service customer requests and requirements

Our Innovations Are Aligned With Global Sustainability Megatrends

ENERGY

- Photovoltaics
- Wind Power Systems
- Energy Storage

TRANSPORTATION & INFRASTRUCTURE

- Building Systems
- Architectural Coatings
- Clean Water

CONSUMERISM

- Electronics
- Packaging
- Home & Personal Care

HEALTH & NUTRITION

- Healthier Diets
- Rice
- Incipients

Energy Efficiency – The Net Zero Home

POWERHOUSE™ Solar Shingles

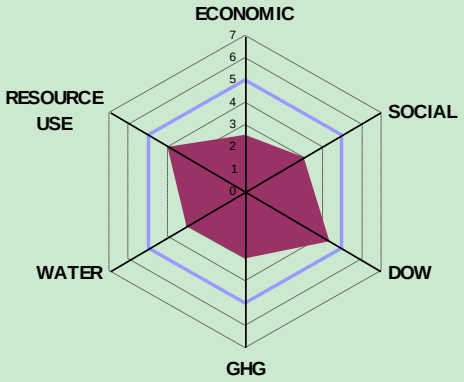
WEATHERMATE™ SILL SEAL

Silicon Solar Array

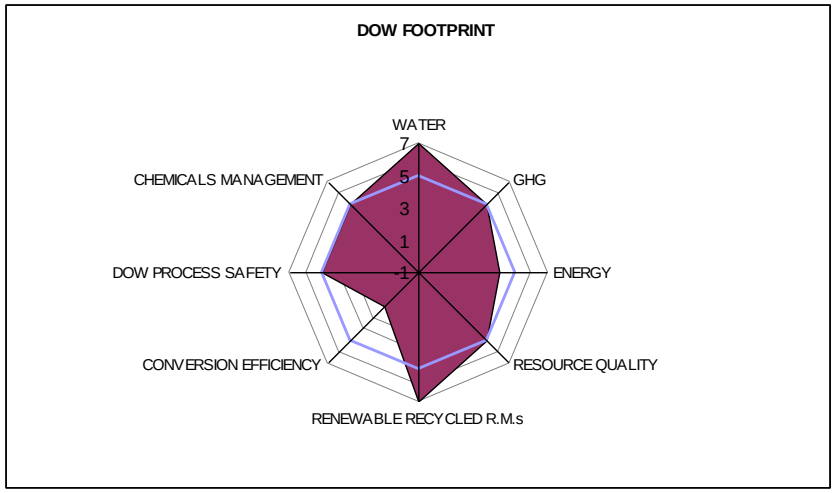
STYROFOAM™ Spr

GREAT STUFF™

Maximizing the Value of Dow's Innovation Pipeline



Holistic Design



Broad Range of **Collaboration**

DOW WORLDWIDE PARTNER

Academic

KAUST

Peking University 1898

CPE LYON

Berkeley University of California

Michigan

Industry

BASF The Chemical Company

Walmart

Coca-Cola

P&G

USCAP United States Climate Action Partnership

NGOs

2011 C CHEMISTRY International Year of CHEMISTRY 2011

the Natural Step

GWC GLOBAL WATER CHALLENGE

CARBON DISCLOSURE PROJECT

The Nature Conservancy Protecting nature. Preserving life.™

Government

Department of Energy United States of America

UNEP

B4E Business for the Environment

CHINA Ministry of Environmental Protection

The Global Compact

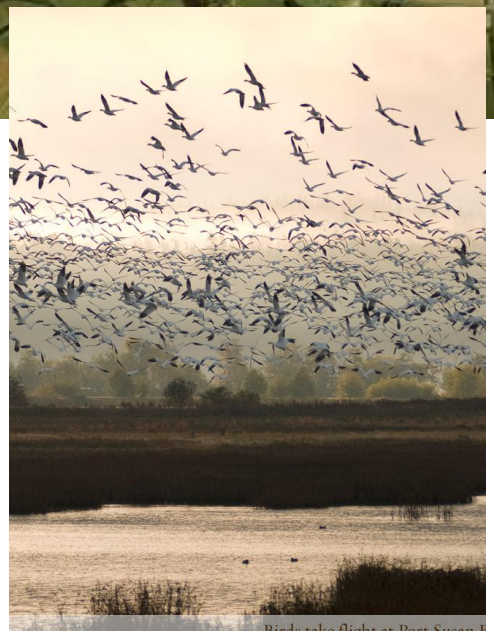

“We use nature because it’s valuable, but we lose nature because it is free.”
– Pavan Sukhdev
Yale University Fellow and Study Leader for the TEEB and Green Economy Report to UNEP

Why a **Collaboration** with The Nature Conservancy?

- Two leading global companies cutting new ground
- Founded on the shared belief that business has a key role in preserving nature while growing its business
- Science and economics approach – developing new private sector methods
- Rooted in mutual respect
- Five years to deliver breakthrough – transparent process and published results

Valuing Nature – a Strategic Fit for Dow

- Access to ecosystem services
- Product alignment to fit growing need
- Project planning and stakeholder buy-in
- Expansion/Permitting Process
- Green Infrastructure
- Remediation
- Conservation Activities
- Recognition of offsets or payments from ecosystem services on lands Dow owns



Pilot Site #1: Freeport, TX

June, 2011 Kickoff, identified priority ecosystem services with 40 experts from Dow Texas, TNC Texas and Corporate leaders

Currently analyzing ecosystem services:

- Fresh Water
- Air Quality
- Coastal Natural Hazard Mitigation

Pilot Site #2: Brazil

Kicked-off February 16, 2012

External Announcement, ahead of Rio +20, June 2012

www.dow.com/sustainability

Partners for Change

Dow Sustainability Fellows Program

at The University of Michigan

A Unique **Collaboration**

A Bold **Experiment**

Graduate and postdoctoral scholars engage in inter-disciplinary learning

Natural/social sciences, engineering, business, law, public health, public policy, architecture, urban planning, and other disciplines

Responsibility Begins Here

"**Sustainability** begins at home, but its destiny is to engage the problems of the world. We will build on our company's rich legacy of leadership in solving the world's most pressing problems."

- Andrew Liveris,
Chairman & CEO
The Dow Chemical Company