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| 2006 Results                          |                 |           |                        |               |
|---------------------------------------|-----------------|-----------|------------------------|---------------|
| In millions, except per share amounts |                 | 2005      | 2006                   |               |
| Net Sales                             |                 | \$ 46,307 | \$ 49,124              |               |
| Net Income                            |                 | \$ 4,515  | \$ 3,724               |               |
| Dividends per share                   |                 | \$ 1.34   | \$ 1.50                |               |
| Equity Earning                        | js              | \$ 964    | \$ 959                 |               |
| Continued Strong EPS* Solid ROC* C    |                 | ontinues  | \$1.2 B Debt Reduction |               |
| \$4.37 \$4.25<br>\$2.71<br>\$1.38     | 13%<br>9%<br>4% | 18% 17%   | 59% <u>55</u> % 4      | 8%<br>39% 34% |

\$0.34

\*Non-GAAP data, excludes unusual items

# **Dow Today: Sustainable Products**



- Biodiesel fuel produced by Dow Haltermann reduces vehicle CO<sub>2</sub> emissions by almost 80 percent when compared to petroleum diesel.
- Insulation sold by Dow saves 0.3 quadrillion BTUs of energy per year – more than the 0.25 quadrillion BTUs total that Dow uses!
- Dow is the world's largest manufacturer of reverse osmosis water purification membranes, with installed capacity to treat more than 22 million cubic meters of water per year.
- Dow AgroSciences will double production capacity for its next-generation healthy oils, supporting its growth strategy for the Healthy Oils business.
- Dow structural foams, structural adhesives, and resins help automakers reduce vehicle weight. For every 10% reduction in weight, fuel economy improves by 7%\*.



\*U.S. Dept of Energy figures

# **Measuring Innovation**





**Alternative Feedstocks** 



# Need alternatives, need flexibility



# **Alternative Feedstock Options**





# Variable Cost of Energy





data for 3/2007

## **Total Manufacturing Cost**









Variable Cost (\$/MT of Olefin)

## Renewable Feedstocks & Dow

#### Soy-based polyols





#### Low cost, high performance, and renewable

# Epichlorohydrin from Glycerin



World-scale plant in China will be online in 2010

#### Renewable

- Uses glycerin a by-product of the biodiesel production process
- Creates significant cost & environmental advantages vs. conventional process technologies
- Unexpectedly clean, simple
- Low cost, low capital

# Applications

- Electrical laminates
- Coatings
- Adhesives



# Propylene Glycol Renewable

#### Renewable

Made from glycerin generated as a by-product during the manufacture of biodiesel, a diesel-fuel alternative produced from vegetable oils such as sunflower, soybean and canola.

## Applications

- Unsaturated polyester resins
- Aircraft deicers
- Antifreezes for automobiles, recreational vehicles and marine
- Heavy-duty laundry detergents



# Corn Potentially Advantaged for Ethanol





Through lower lignin content for highest fiber digestibility & higher dry matter intake, Mycogen<sup>®</sup> Silage-Specific mid-rib corn hybrids result in an average of 4.8# more milk per cow each day than cows fed non-BMR hybrids



Mycogen<sup>®</sup> nutritionally-enhanced corn hybrids with Supercede<sup>™</sup> highenergy technology feature increases oil for more energy in swine & poultry rations





# Strategic Fit with Dow



**Dow Building Solutions** 

BIPV commercial roofing

BIPV residential roofing

#### Core R&D/Energy

- Thin film processing
- Mfg. process optimization



#### **Dow Plastics /Specialty Films**

- PV packaging
- Back sheet, EVA replacement

# **Top layer** Encapsulant Back sheet Market need: Market need: Specialty films Flexible solar PV roofing product Packaging (EVA, Conformal to architectural demands and

Tefzel<sup>™</sup>, Tedlar<sup>™</sup>) plastic film replacement

roofing type

#### Market need: Low Cost PV modules

30 - 50% < silicon-based PV modulesCIGS provides disruptive technology

## **Dow Photovoltaics**



#### Doing for PV What Plastics Did For Automotive...





#### Mercedes BLUETEC E320 versus Cadillac STS









Acicular Mullite – Dow

- 4 High porosity & filtration
- 4 Lower thermal mass
- 4 Lighter weight
- 4 "Tailorable" microstructure





# Omega-9 Oils Eliminate Saturated Fat





#### Healthier Oils

- Foodservice industry under pressure to eliminate trans fat
- Oil profile of the future, available today!
  - Zero trans fat AND lowest saturated fat
- 2:1 taste preference and 50% longer fry life than low linolenic soybean oil
- Higher-yielding hybrids across geographies
- Crop production capacity to supply national foodservice chains
- Premier solution for foodservice
- 20 North American restaurant chains converted, including Taco Bell<sup>®</sup>
- Omega-9 Oil volume doubled in 2006







- New process for producing propylene oxide (PO) using hydrogen peroxide (HP).
  Developed jointly with BASF.
- PO is used in the manufacture of polyurethane for furnishings, automobiles, mattresses, construction materials and appliances.
- HPPO process reduces waste water by 70-80 percent and energy usage by 35 percent.
- World's first HPPO plant is scheduled for startup in 2008 at Antwerp, Belgium, built jointly with BASF and Solvay.

*From left to right:* Dr. Jürgen Hambrecht, Chairman of the Board of Executive Directors, BASF; Mr. Guy Verhofstadt, Belgian Prime Minister; Mr. Andrew Liveris, Chairman and Chief Executive, The Dow Chemical Company; Mr. Christian Jourquin, Chairman of the Executive Committee, Solvay - HPPO Groundbreaking, September 2006 – Antwerp Belgium



- Some of our comments today may include statements about our expectations for the future. Those expectations involve risks and uncertainties. Dow cannot guarantee the accuracy of any forecasts or estimates, and we do not plan to update any forward-looking statements if our expectations change. If you would like more information on the risks involved in forward-looking statements, please see our annual report and our SEC filings.
- In addition, some of our comments may reference non-GAAP financial measures. Where available, a reconciliation to the most directly comparable GAAP financial measures and other associated disclosures are provided on the internet at www.dow.com in the Financial Reports page of the Investor Relations section.



# Thank You