



Living. Improved daily.



Dow Chemical

• Diversified Chemical Manufacturer

\$ 46 Billion in Sales 2005
38% US
36% Europe
26% Rest of World
>50% of costs are from Energy & Feedstocks
\$ 1.6 Billion 2005 Capital Program

A 108 year old company committed to Sustainable Development



Dow in Louisiana

- Dow is big in Louisiana
 - 21 Billion lbs of production
 - \$1 Billion of Economic Impact
 - Invests \$200MM/yr in capital on average
 - 6000 jobs
- Home to two of Dow's largest integrated sites with raw materials, utilities, logistics, trained workforce and Dow's global businesses in all portfolios as well as two other sites in growth markets
- Key issues that may limit future growth are natural gas/feedstock supply & cost, captive rail, litigation costs







Dow Louisiana Economic Impact

Taxes (state and local)

\$ 60 Million

Payroll (Dow and contract employees) \$ 340 Million

Community Contributions \$ 2 Million

Purchases from Louisiana companies \$ 600 Million

over \$1,000,000,000 Annual Impact

The U.S. has highest natural gas prices in the world !

World Natural Gas Costs ^{\$U.S./MMbtu}



Source: American Chemistry Council, December 2005



Henry Hub Price & Premium to Houston Ship Channel





Competitive Landscape

US Natural Gas prices are the highest in the World

Louisiana energy prices are higher than other US Gulf locations

Dow competes with other manufacturers to win sales

Dow Louisiana sites compete within Dow to win new plants & grow existing plants



Louisiana Infrastructure Rebuild

Asset Infrastructure

Transmission Wires Oil & Gas Production / Fractionating Generation Retirement

Business Infrastructure

Fuel Quality / Feedstock Availability Energy Sales Tax Tort Reform