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Improved daily.

# Top 10 reasons why you should be selling to Dow...

## Develop business globally

With sales of more than \$40 billion in 2004, Dow is one of the largest chemical companies in the world. We sell in more than 175 countries and to a wide range of markets. The Company has a well balanced business portfolio with 180 manufacturing sites in 37 countries.

## Solid financial management

Our healthy balance sheet and strong cash generating capabilities are recognized by analysts and rating agencies, minimizing your risk. Since 1912, we paid out dividends every quarter, either maintaining or increasing the amount throughout that time.

## Enhance your performance across the cycle

Our balanced product portfolio, broad geographic diversification, and focus on downstream integration helps offset the inherent volatility of the commodity markets. Cracker feedstock flexibility, hedging and access to low-cost feedstocks in oil producing countries help us mitigate the impact of volatile feedstock prices.

## Engage in a strategic partnership

Dow strongly believes in the competitive advantage and risk reduction that joint ventures and alliances can offer. We believe in creating mutual value in the context of a business cycle, not only at a single point in time.

## Industry recognition

In 2004, Dow was one of ten companies selected for Fortune magazine's Most Admired Hall of Fame list, recognizing our strong management and community spirit. In addition, for the 3<sup>rd</sup> consecutive year, we received the American Chemistry Council's Responsible Care® Sustained Excellence Award.

## Significant growth potential

From 2002-2004 our net sales revenue grew by 45%. Moreover, our significant presence in important growth regions such as Asia, the Middle East and Eastern Europe is creating considerable volume growth opportunities for us and our partners.

## Global purchasing organization

Dow has annual non-hydrocarbon procurement needs of more than \$11 billion globally, a big potential for suppliers. We have globally responsible lead buyers with decision making authority for most our major product areas. This will significantly help focus your communication with us.

## e-Commerce capabilities

Dow is a leader in the use of e-commerce in the chemical industry, resulting in significant cost savings across the value chain. We installed SAP in 1991 and to date have one system globally. We offer increased transaction efficiency, standardized business processes, and improved information sharing through the Elemica network.

## Corporate governance

Dow's board is characterized by a high level of independence. In 2005, for the 2<sup>nd</sup> consecutive year, Dow received the highest possible rating for corporate governance (10.0) by Governance Metrics International. Only 34 of the 3,220 companies reviewed globally received the top score.

## Respect for people and agreements

We believe in the inherent worth and diversity of people and strive to honor relationships and commitments with those who let us be part of this world: employees, customers, suppliers, shareholders, and society. We are committed to conducting business ethically and legally throughout our worldwide organization.