THE NEW DOW

4° CONFERENZA NAZIONALE POLIURETANO ESPANSO RIGIDO

Roma, 10 Ottobre 2019

Seek Together™
SUMMARY

About Dow
- Global Manufacturing Footprint
- Industrial Intermediates and Infrastructures

Dow in Italy
- Production Facilities

Dow Polyurethanes
- Correggio Polyurethane Innovation Center
- Insulation Science – V PLUS Perform™

Dow Performance Silicones
- VORASURF™ Polyurethane Additives
- Rigid PUA Solutions
About Dow
ABOUT DOW

Corporate Stats

- 2018 Pro Forma Op. EBITDA of $9.1B
- 2018 Pro Forma Op. EBIT of $6.2B
- 2018 Pro Forma Net Sales of $49.7B
- 113 manufacturing sites in 31 countries
- Serving customers in ~160 countries

Source: Dow Inc. Amendment #4 to the Form 10 filed on 3/8/2019

OUR GOAL
Profitable growth & best-in-class performance

OUR AMBITION
To become the most innovative, customer-centric, inclusive and sustainable materials company in the world

OUR CORE VALUES
Integrity
Respect for people
Protecting our planet
Industrial Intermediates & Infrastructure consists of two customer-centric global businesses—Industrial Solutions and Polyurethanes & CAV—that develop important intermediate chemicals that are essential to manufacturing processes, as well as downstream, customized materials and formulations that use advanced development technologies. These businesses primarily produce and market ethylene oxide and propylene oxide derivatives that are aligned to market segments as diverse as appliances, coatings, infrastructure and oil and gas.

2018 Pro Forma Sales by Global Business¹

- **Industrial Solutions**: 31%
- **PU & CAV**: 69%

Pro Forma Net Sales: $15.5B

Source: Dow Inc. Amendment #4 to the Form 10 filed on 3/8/2019
Dow in Italy
**Dow in Italy**

### Highlights

- **Opening of first sales office in Milan** in 1960
- Around **440** employees
- **4** production sites and **1** global PU R&D center
- **Annual turnover** 2018: **~ €962 million**

**Correggio (Reggio Emilia):**
- PU Systems
- Dow Performance Silicones

**Mozzanica (Bergamo):**
- Water-based Acrylic Emulsions

**Mozzate (Como):**
- Polyurethane and Specialty Resins

**Parona (Pavia):**
- Polyester Resin Adhesives

**Milano:** Head Offices
## PRODUCTION FACILITIES

<table>
<thead>
<tr>
<th>Location</th>
<th>Description</th>
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<tbody>
<tr>
<td><strong>CORREGGIO</strong></td>
<td>Polyurethane systems for a broad range of applications for major industries such as construction, automotive, footwear and furniture. The site also houses the global PU R&amp;D and TS&amp;D center for application technology, in particular for insulating rigid foams and flexible molded foams. And Dow Performance Silicones TS&amp;D.</td>
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<tr>
<td><strong>MOZZANICA</strong></td>
<td>Water-based acrylic emulsions used in adhesives, coatings, leather, paper and textile applications.</td>
</tr>
<tr>
<td><strong>MOZZATE</strong></td>
<td>Polyurethane and specialty resins for the production of adhesives mainly used for flexible packaging for food and automotive applications as well as for paper coating. The site also produces resins for synthetic leather application.</td>
</tr>
<tr>
<td><strong>PARONA</strong></td>
<td>Polyester resin adhesives used in flexible packaging for food application and polyesters used in the polyurethane market of techno polymer, elastomer and footwear industry.</td>
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</table>
Dow Polyurethanes
Dow Polyurethanes
Comfort Science
Structural Science
Insulation Science
Dow Performance Silicones
Dow Correggio Polyurethanes Innovation Center

Application Laboratory

Market Development Plant
What if buildings could be

more energy efficient
and sustainable?

Where innovation meets sustainability and performance

V PLUS Perform™ panel insulation technology helps create future-ready buildings by placing sustainability, energy-efficiency and people at the heart of design.

V PLUS Perform™

PANELS insulation technology by Dow
**More sustainable buildings**

Smart ingredients contributing to LEED® V4 and BREEAM green building ratings. Greater transparency of value chain.

**Energy efficiency**

Next-generation insulation technology achieving up to 18 mW/mK aged lambda, helping designers improve thermal performance of buildings.

**Thinnoor building envelopes**

Up to 20% thinner compared to conventional materials. Lighter construction and more indoor space.

**Fire safety**

Halogen-free flame-retardant technology. Enables achievement of BS1d0 and FM 4882 standards.

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**Collaboration. It’s where innovation begins.**

We created V PLUS Perform™ with manufacturers, architects and sustainability experts. Because solving today’s challenges requires many perspectives and close collaboration.
Dow Performance Silicones

A High Quality, Global Alternative

- > 50 years of integrated manufacturing expertise
- Over 200 unique silicone surfactant products
- PU foam generation, pilot scale testing capabilities
- Engage with Dow commercial & technical partners

Committed to reliable, cost-effective solutions and application support
RIGID PUA SOLUTIONS

PIR Board
Flex facer panels

Spray Foam Insulation

VORASURF™ DC 5357 Additive
VORASURF™ DC 5098 Additive

VORASURF™ DC 193 Additive

General-purpose rigid foam surfactants for use in polyurethane and polyisocyanurate foams, gives enhanced aesthetics in construction applications
**SAMPLE KIT**

- **VORASURF™ Rigid sample kit**
- **VORASURF™ FlexSlab Sample kit**
- **VORASURF™ Flex/Auto molded Sample kit**