

THE DOW CHEMICAL COMPANY

2030 Dow Center
Midland, MI 48674

Table of Contents

	<u>Page</u>
I. Business Organization	1
II. Senior Management	10
III. Facilities and Employees	14
IV. Technological Know-how	18
V. Product Portfolio	21
VI. Marketing Tactics	35
VII. Sales and Profit Growth	37
VIII. R&D Expenditures and Major Programs	40
IX. Collaborative Arrangements	42
X. Strategic Direction	51

List of Tables

Table 1: Dow Sales and Operating Profit Growth

Table 2: Dow Sales by Operating Segment

Table 3: Dow Sales Growth by Operating Segment

Table 4: Dow Sales by Geographic Region

Table 5: Dow Sales Growth by Geographic Region