

## DOW PRESENTS AT THE BERNSTEIN 38<sup>TH</sup> STRATEGIC DECISIONS CONFERENCE

Jim Fitterling, Chairman and CEO | June 2, 2022

### UNIQUELY ADVANTAGED FOR LONG-TERM VALUE CREATION

### A Compelling Investment Opportunity

Competitive advantages, clear growth strategy, and strong balance sheet enabling top-quartile performance

- Balanced capital allocation and financial discipline across the cycle:
  - Increase underlying EBITDA by >\$3B
  - Maintain industry-leading cash generation
  - ROIC of >13%
  - 2.0 2.5x adjusted debt-to-EBITDA
  - Return 65% of net income to shareholders
- Outperformance relative to peers with top-quartile ROIC, FCF yield, shareholder remuneration and debt reduction since spin

### Decarbonize and Grow Earnings

By 2030, deliver >\$3 billion in annual run-rate EBITDA while reducing carbon emissions by ~30%<sup>1</sup>

- Near-term investments expected to deliver >\$300 million of incremental earnings this year; >\$2 billion by 2025
- World's first net-zero carbon emissions cracker complex in Alberta will add \$1B EBITDA of earnings growth
- Driving circularity with innovative recycling technologies and low- to zerocarbon and more sustainable solutions
- Maintaining disciplined and balanced capital allocation, keeping CapEx within D&A, and targeting ROIC of >13%<sup>2</sup>

### Constructive Near-Term Outlook

Reaffirming our 2Q22 modeling guidance from April on resilient demand and advantaged positions

- Underlying consumer and industrial demand strength, with expansions in U.S. retail spending and manufacturing production in April
- Continuing to monitor geopolitical activity, inflation, COVID and global supply chains
- Capitalizing on fast-growing demand for sustainable solutions, elevating our underlying mid-cycle EBITDA above pre-pandemic levels

### Dow remains well-positioned to continue delivering long-term value for all our stakeholders



 $^{1}$  Target to reduce CO $_{2}$  emissions by 30% using 2005 as a baseline  $^{2}$  Across the economic cycle

### SAFE HARBOR

#### **Cautionary Statement about Forward-Looking Statements**

Certain statements in this report are "forward-looking statements" within the meaning of the federal securities laws, including Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Such statements often address expected future business and financial performance, financial condition, and other matters, and often contain words or phrases such as "anticipate," "believe," "estimate," "expect," "intend," "may," "opportunity," "outlook," "plan," "project," "seek," "should," "strategy," "target," "will," "will be," "will continue," "will likely result," "would" and similar expressions, and variations or negatives of these words or phrases.

Forward-looking statements are based on current assumptions and expectations of future events that are subject to risks, uncertainties and other factors that are beyond Dow's control, which may cause actual results to differ materially from those projected, anticipated or implied in the forward-looking statements and speak only as of the date the statements were made. These factors include, but are not limited to: sales of Dow's products; Dow's expenses, future revenues and profitability; the continuing global and regional economic impacts of the coronavirus disease 2019 ("COVID-19") pandemic and other public health-related risks and events on Dow's business; any sanction, export restrictions, supply chain disruptions or increased economic uncertainty related to the ongoing conflict between Russia and Ukraine; capital requirements and need for and availability of financing; unexpected barriers in the development of technology, including with respect to Dow's contemplated capital and operating projects; Dow's ability to realize its commitment to carbon neutrality on the contemplated timeframe; size of the markets for Dow's products; and services and ability to compete in such markets; failure to develop and market new products and optimally manage product life cycles; the rate and degree of market acceptance of Dow's products; significant litigation and environmental matters and related contingencies and unexpected expenses; the success of competing technologies that are or may become available; the ability to protect Dow's intellectual property in the United States and abroad; developments related to contemplated restructuring activities and proposed divestitures or acquisitions such as workforce reduction, manufacturing facility and/or asset closure and related exit and disposal activities, and the benefits and costs associated with each of the foregoing; fluctuations in energy and raw material prices; management of process safety and product stewardship; changes in relationships with Dow's significant custome

Where, in any forward-looking statement, an expectation or belief as to future results or events is expressed, such expectation or belief is based on the current plans and expectations of management and expressed in good faith and believed to have a reasonable basis, but there can be no assurance that the expectation or belief will result or be achieved or accomplished. A detailed discussion of principal risks and uncertainties which may cause actual results and events to differ materially from such forward-looking statements is included in the section titled "Risk Factors" contained in the Company's Annual Report on Form 10-K for the year ended December 31, 2021 and its subsequent reports on Form 10-Q and Form 8-K. These are not the only risks and uncertainties that Dow faces. There may be other risks and uncertainties that Dow is unable to identify at this time or that Dow does not currently expect to have a material impact on its business. If any of those risks or uncertainties develops into an actual event, it could have a material adverse effect on Dow's business. Dow assumes no obligation to update or revise publicly any forward-looking statements whether because of new information, future events, or otherwise, except as required by securities and other applicable laws.



### **NON-GAAP FINANCIAL MEASURES & DEFINITIONS**

#### **Non-GAAP Financial Measures**

This presentation includes information that does not conform to U.S. GAAP and are considered non-GAAP measures. Management uses these measures internally for planning, forecasting and evaluating the performance of the Company's segments, including allocating resources. Dow's management believes that these non-GAAP measures best reflect the ongoing performance of the Company during the periods presented and provide more relevant and meaningful information to investors as they provide insight with respect to ongoing operating results of the Company and a more useful comparison of year-over-year results. These non-GAAP measures supplement the Company's U.S. GAAP disclosures and should not be viewed as alternatives to U.S. GAAP measures of performance. Furthermore, such non-GAAP measures may not be consistent with similar measures provided or used by other companies. Dow does not provide forward-looking U.S. GAAP financial measures or a reconciliation of forward-looking non-GAAP financial measures to the most comparable U.S. GAAP financial measures on a forward-looking basis because the Company is unable to predict with reasonable certainty the ultimate outcome of pending litigation, unusual gains and losses, foreign currency exchange gains or losses and potential future asset impairments, as well as discrete taxable events, without unreasonable effort. These items are uncertain, depend on various factors, and could have a material impact on U.S. GAAP results for the guidance period.

#### Trademarks

The Dow Diamond, logo and all products, unless otherwise noted, denoted with <sup>TM</sup>, <sup>SM</sup> or <sup>®</sup> are trademarks, service marks or registered trademarks of The Dow Chemical Company or its respective subsidiaries or affiliates. Solely for convenience, the trademarks, service marks and trade names referred to in this communication may appear without the <sup>TM</sup>, <sup>SM</sup> or <sup>®</sup> symbols, but such references are not intended to indicate, in any way, that we will not assert, to the fullest extent under applicable law, our rights or the right of the applicable licensor to these trademarks, service marks and trade names of certain third parties, which are the property of their respective owners. Our use or display of third parties' trademarks, service marks, trade names or products in this communication is not intended to, and should not be read to, imply a relationship with or endorsement or sponsorship of us.

#### **General Comment**

References to "Dow" or the "Company" mean Dow Inc. and its consolidated subsidiaries, including The Dow Chemical Company.

#### Definitions

Net-zero carbon emissions refers to reduction of Scope 1 and 2 carbon dioxide emissions, including offsets from technology advancements





# THANK YOU