

The Dow Stade Site

A location overview

Dow Deutschland
Anlagengesellschaft mbH
Werk Stade



21677 Stade / Germany

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The Dow Chemical Company

- visit us: www.dow.com

Facts*

Sales: 60 billion US\$
Employees: 52,000 globally
197 production sites in 36 countries
Approximately 5,000 products
Customers in 160 countries

* Figures rounded, status: year end 2011

Markets:

Agriculture
Automotive & Transportation
Building & Construction
Electronics & Entertainment
Food Packaging
Furniture & Furnishings
Health & Medicine
Home Care & Improvement
Paper & Publishing
Water Purification



The Dow Stade Site



Dow Stade Site
Rotary Kiln



Dow Stade Site Biox Waste Water Treatment



Economic Environment

Find more: www.stade.de

Other large companies in Stade:

- AIRBUS Deutschland GmbH (Aircrafts)
- AOS Aluminium Oxid Stade GmbH
- N.prior energy GmbH (Power supply)
- E.ON (Power supply)
- AREVA (Wind energy supply)

Dow-Products and Applications (finished products)

Epoxy Resins: Boat bodies, carbon fiber compounds
prime coating for car bodies, adhesives

Glycerin, synthetic:

cosmetics, soaps, paint, medicine, shoe polish

MDI:

automotive interior, mattresses, sporting shoes, insulations

TYRIN™:

window and door profiles, rubber hoses, cable coatings

Propylene Oxide:

automotive interior, shoe soles, oil additives, foams

Propylene Glycols:

pharmaceuticals, shampoo, cleaners, air craft de-icing

METHOCEL™:

pharmaceuticals, food additives, cosmetics, ceramics, building industry

DOWANOL™:

Glycol Ethers, cleaners, coating

DOWEX™:

ion exchange resins

Chlorinated Organic Products™:

cleaners (textile, metal), Teflon*

™ Trademark – The Dow Chemical Company

* Trademark – E. I. DuPont de Nemours & Company

Facts*

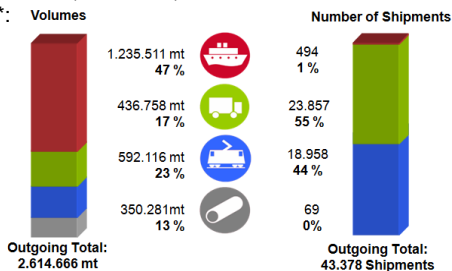
Foundation	1969
Start-up of first plant	1972
Size of the site	5.5 km ²
Employees	1,500
Apprentices	120
Production (net)	2.6 mill. mt/year
Installed capital	4 bill. Euro
Power consumption = 570 MW	(30 % own production, co-generation)

Logistics

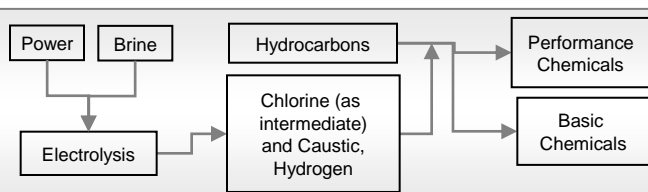
- Sea harbor on river Elbe (between Hamburg and North Sea), next to Kiel canal
- Railroad connection / loading & unloading facilities
- Container terminal
- Road system access, highway A26
- Pipelines/ caverns for gas storage

Products leaving Stade Site (excl. brine), distribution

by mode of transport*:



Product Integration



Environmental, Health & Safety

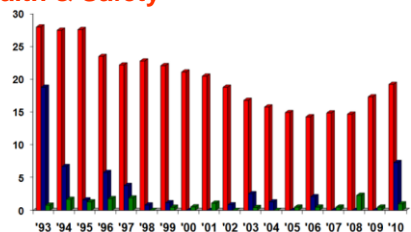
Safety

Accidents per 1000 employees:

German chem. industry

Dow contractors

Dow employees



Environmental Operations

Waste Treatment Technologies:

- Thermal Treatment Units
- Incinerator for solids (Rotary Kiln), liquids and gases
- Waste Water Treatment Units

The Dow Stade Site

I - Park - Concept

The Concept

Dow Stade's *I-Park* concept focuses on the creation of synergies between a potential investor and the Dow Stade Site, utilizing existing or creating new economical relations.

The Stade location offers a **variety of opportunities** to potential investors. An investment gives access to a state-of-the-art, highly integrated chemical site infrastructure and to efficient shared services creating a solid base for a long term cost efficient operation.

Synergies:

- Joint utilization of services and infrastructure
- Raw materials (backwards integration)
- Use and/or finishing of Dow products (product line extension)
- Integration into production envelope (partial integration)

Integration :

- Direct physical connection to an existing production unit and integration into existing raw material and product envelopes
- Allocation of a dedicated area on the Stade Site
- Allocation of a dedicated area outside the fence

Opportunities for Investors

- State-of-the-art infrastructure of a chemical site location with competitive cost of all related services
 - Cooperation with Dow as a strong global partner
 - Competitive cost for available raw materials
 - Fast track permitting of new plants
 - Excellent relations to community and authorities
 - Power generation on site plus supply from public grid
 - Broad technical expertise and engineering on site:
 - Vessel
 - Piping
 - Plastics, FRP
 - E & I
 - Mechanical
 - Civil
 - Construction
 - Process and Design Engineering
 - Process Safety
 - Maintenance
 - Logistics by ship, rail, road, pipeline
 - Highly qualified and motivated personnel for plant operations and maintenance
 - Close contacts to various universities
 - Other companies close to the Stade Site
 - ... and for the employees :
 - Excellent place to live
 - Stade (pop. 45,000) offers perfect expat facilities
 - Located on the river Elbe, close to North and Baltic Sea
 - City of Hamburg nearby
- ...more : www.stade.de

Potential Investors

- Finisher of products produced at the Stade Site
- Producer of specialty chemicals
- Supplier of raw materials and utilities
- Consumer of utilities and by-products
- Producer needing special infrastructure for waste treatment or recycling
- Service provider for the location

Successfully Integrated Investors

On the Dow Site Stade (I-Park):

- ❑ Styron (Polycarbonate Plant)
- ❑ Air Liquide (CO Plant, technical gases)
- ❑ Air Products (Hydrogen Finishing Plant)
- ❑ Evides (Water Treatment Plant)
- ❑ Talke (Central Warehouse)

Next to the Dow Site Stade:

- ❑ Harbor
- ❑ Industry Rail Station, Container-Terminal
- ❑ Contractor Park (Maintenance Services)
- ❑ Various international shipping companies for logistics and transport of hazardous materials

Available Products & Utilities

- Acetone *
- Allylchloride
- Bisphenol A
- Butanol *
- Caustic
- Cellulosis Ether
- Chlorine
- Chloroform
- Epichlorohydrin
- Epoxy Resin
- Ethylene
- Glycerin
- Hydrochloric Acid
- Methanol *
- Methylchloride
- Methylenechloride
- Paraformaldehyde
- Phenol *
- Polycarbonate *
- Polyethylene (powder)
- Propylene
- Propylene Oxide
- Propylene Glycol
- Propyleneglycol Ether
- Sodium Chloride
- Sulfuric Acid *

- Electrical Power
- Steam
- Natural Gas
- Hydrogen
- Oxygen
- Nitrogen
- Compressed Air
- Potable Water
- River Water
- Cooling Water
- Process Water
- Fire Water



➤ ...more on request



* purchased

Available Services

- Operation and maintenance of production plants
- Processing or heat treatment of liquid, solid and gaseous by-products
- Waste water treatment
- Environmental, Health & Safety
 - Plant integrity
 - Site safety
 - Site security
 - Emergency response
 - Work place safety
 - Fire brigade
 - Ecology services
- Consulting regarding
 - Design & Construction
 - Regulatory Affairs
 - Procurement
 - Public Affairs
 - Work Process Management
 - Mining, Storage and Pipelines
- Deep sea harbor on river Elbe
 - Drumming
 - Tank car loading/unloading
 - Rail car loading/unloading
 - Long and short sea shipping
 - Container terminal
 - Gas storage caverns
 - Analytical Services
 - Apprenticeship Programm
 - Human Resources Development
 - Community Advisory Panel
 - Community Newspaper
 - Local industry fair