



Dow's VALUING NATURE JOURNEY

France Guertin

Engineered Natural Technology Leader & Valuing Nature Technology Leader Dow Environmental Technology Center

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NATURE MOMENT



What if our human biome were benchmarked against Nature?



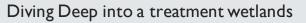


PILOTS - BUILDING THE CASE FOR NATURE

- Rigorous scientific underpinnings & risk analysis
- Closing knowledge gaps
- Internal & external studies

Conclusion

- Often significant cost savings
- Lower environmental footprint
- Co-benefits/ Stacked benefits And...
- Safe to Operate
- Invest in an appreciating asset
- Multi-functional!



Net Present Value versus Alternative: \$282 million







10 Years: Collaborating on the Value of Nature to Business



Value of Nature

Improved Business Decisions



Business Processes

Valuing Nature Goal

Dow applies a business-decision process that values nature, which will deliver business value and natural capital value through projects that are good for the company and better for ecosystems.



Deliver \$1 billion in value through projects that are good for business and better for nature

Screen all capital and real estate projects, business development and new products for potential benefits and impacts to nature by 2020





Top-Down Goal



Technical foundation is critical but not sufficient...



Bottom-Up Culture Change





The Value Is Real







Engineered Natural Technology- Applying elements of nature to engineered systems



Sus landscaping Leuna, Germany





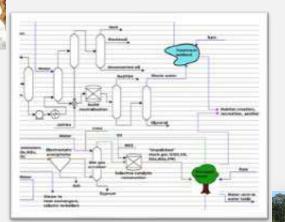


Boehlen Re-Use Germany



Terneuzen Recycle The Netherlands

Aratu, Brazil





Ash Pond Remediation Midland, MI



Bioswale, New Jersey



Pointe-Aux-Chênes, LA







7 Diagram Courtesy of Dr. Bhavik R Bakshi @ The Ohio State University.

A Decade of Progress



DOW