DOW CHEMICAL CO /DE/ Form DEF 14A April 01, 2016

No fee required.

# SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

# **SCHEDULE 14A**

Proxy Statement Pursuant to Section 14(a) of the

Securities Exchange Act of 1934

(Amendment No. )

Filed by a Party other than the Registrant " Filed by the Registrant x Check the appropriate box: Preliminary Proxy Statement Confidential, for Use of the Commission Only (as permitted by Rule 14a-6(e)(2)) **Definitive Proxy Statement** Definitive Additional Materials Soliciting Material Pursuant to §240.14a-12 **The Dow Chemical Company** (Name of Registrant as Specified In Its Charter) (Name of Person(s) Filing Proxy Statement, if other than the Registrant) Payment of Filing Fee (Check the appropriate box):

Fee computed on table below per Exchange Act Rules 14a-6(i)(1) and 0-11.		
(1)	Title of each class of securities to which transaction applies:	
(2)	Aggregate number of securities to which transaction applies:	
(3)	Per unit price or other underlying value of transaction computed pursuant to Exchange Act Rule 0-11 (set forth the amount on which the filing fee is calculated and state how it was determined):	
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Fee <sub>1</sub>	paid previously with preliminary materials.
Chec	ck box if any part of the fee is offset as provided by Exchange Act Rule 0-11(a)(2) and identify the filing for which the offsetting for paid previously. Identify the previous filing by registration statement number, or the Form or Schedule and the date of its filing.
(1)	Amount Previously Paid:
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(3)	Filing Party:
(4)	
(4)	Date Filed:

The Dow Chemical Company

Midland, Michigan 48674

# NOTICE OF THE ANNUAL MEETING OF STOCKHOLDERS

Dear St	ockholder	of The Do	w Chemical	Company:
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At the 2016 Meeting, stockholders will vote on the following matters either by proxy or in person:

- 1. Election of the 13 Directors named in the attached Proxy Statement.
- 2. Ratification of the appointment of Deloitte & Touche LLP as the Company s independent registered public accounting firm for 2016.
- 3. Advisory resolution to approve executive compensation.
- 4. One proposal submitted by a stockholder, if properly presented.
- 5. Transaction of any other business as may properly come before the 2016 Meeting.

Your Board of Directors has set the close of business on March 14, 2016, as the record date for determining stockholders who are entitled to receive notice of the 2016 Meeting and any adjournment, or postponement, and who are entitled to vote. A list of stockholders of record entitled to vote shall be open to any stockholder for any purpose relevant to the 2016 Meeting for ten days before the 2016 Meeting, during normal business hours, at the Office of the Corporate Secretary, 2030 Dow Center, Midland, Michigan.

Since seating is limited, the Board has established the rule that only stockholders or one person holding a proxy for any stockholder or account (in addition to those named as Board proxies on the proxy forms) may attend. A ticket of admission or proof of stock ownership is necessary to attend the 2016 Meeting, as described in this Proxy Statement under Voting and Attendance Procedures.

If you are unable to attend the 2016 Meeting, please listen to the live webcast at the time of the 2016 Meeting, or the replay after the event, at www.DowGovernance.com.

Thank you for your continued support and your interest in The Dow Chemical Company.

Amy E. Wilson

Corporate Secretary and Assistant General Counsel

April 1, 2016

#### MEETING INFORMATION

DATE: Thursday, May 12, 2016

TIME: 10:00 a.m. (EDT)

PLACE: Midland Center for the Arts

1801 West St. Andrews

Midland, Michigan 48640

A map is printed on the back page of this Proxy Statement and is also included on your ticket of admission.

#### HOW TO VOTE

Your vote is important. Whether or not you plan on attending the 2016 Meeting, please vote your shares as soon as possible on the Internet, by telephone or by mail. Questions may be directed to 877-227-3294 (a toll-free telephone number in the United States and Canada) or 989-636-1792, or faxed to 989-638-1740.

BY PHONE

BY INTERNET USING YOUR COMPUTER

**BY MAIL** 

# PROXY STATEMENT SUMMARY

This summary highlights information contained elsewhere in this Proxy Statement. It does not contain all information that you should consider, and you should read the entire Proxy Statement carefully before voting.

#### **Annual Meeting of Stockholders**

Date and TimePlaceRecord DateMay 12, 2016, 10:00 a.m. EDTMidland Center for the Arts, 1801 West St. Andrews, Midland, MI 48640March 14, 2016

Meeting Agenda and Voting Recommendations

Item	Agenda Item	Board Recommendation	Page
1	Election of 13 Directors	FOR EACH NOMINEE	3
2	Ratification of the Appointment of Deloitte & Touche LLP as the Company s		
	Independent Registered Public Accounting Firm	FOR	53
3	Advisory Resolution to Approve Executive Compensation	FOR	55
4	Stockholder Proposal on Proxy Access	AGAINST	56

## 2015 Company Performance Highlights

Dow s focus on executing against its priorities has delivered significant milestones and performance records in 2015:

- The Company delivered to stockholders \$4.6 billion through declared dividends and share repurchases including raising the annualized dividend to a new record of \$1.84 per share.
- The Company announced a series of significant portfolio management milestones including: the signing of a definitive agreement with DuPont to combine the companies in a merger of equals transaction that is intended to subsequently create three leading, independent science-based companies; the signing of a definitive agreement to restructure ownership of Dow Corning Corporation s Silicones business; the sale of the Company s direct ownership interest in MEGlobal; and the successful closing of the split-off of Dow Chlorine Products to Olin Corporation.
- In addition to the significant transactions listed above, Dow s ongoing portfolio management actions in the year included the consolidation of its Univation Technologies LLC joint venture through a step acquisition in the second quarter, and the sale of ANGUS Chemical Company and AgroFresh, Dow s post-harvest specialty chemical business. Divestitures, since 2013, have delivered more than \$13.5 billion in pre-tax value.<sup>2</sup>
- Dow achieved significant milestones with the startup of the first units of operations with polyethylene production in Saudi Arabia at its Sadara Chemical Company joint venture and the Company s PDH unit in the U.S. Gulf Coast. These investments further enhance the Company s industry-leading, low-cost feedstock position.
- Dow delivered year-over-year growth for three consecutive years against its key financial measures, which are aligned to executive compensation, and set an all time record for Cash Flow from Operations when excluding the K-Dow arbitration award received in 2013.

- 1 Includes \$1.5 billion in non-cash share repurchases related to the Dow Chlorine Products transaction.
- 2 Assumes a 37% tax rate.

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<sup>3</sup> Operating Net Income is defined as Net Income Available for Common Shareholders excluding the impact of Certain Items. See Appendix A on pages A-1 A-2 for a reconciliation to the most directly comparable U.S. GAAP measures.

PROXY STATEMENT SUMMARY (continued)

- Operating ROC is defined as Adjusted Net Operating Profit After Tax divided by Average Total Capital. Adjusted Net Operating Profit After Tax is defined as Adjusted Net Income plus Preferred Stock Dividends plus Net Income Attributable to Noncontrolling Interests plus gross interest expense less tax on gross interest expense. Adjusted Net Income is defined as Net Income excluding the impact of Certain Items. Total Capital is defined as Total Debt plus The Dow Chemical Company s Stockholders Equity plus Redeemable Noncontrolling Interest plus Non-redeemable Noncontrolling Interests. See Appendix A on pages A-1 A-2 for a reconciliation to the most directly comparable U.S. GAAP measures.
- <sup>5</sup> Cash Flow from Operations value excludes the K-Dow arbitration award of \$1,647 million received in 2013.
- 6 Total shareholder return illustrated in this chart utilizes the 30 trading day averaging method for both beginning and ending period. Source = Capital IQ

#### **Stockholder Outreach and Engagement in 2015**

Following the Company s 2015 Annual Meeting of Stockholders, we continued our extensive outreach to stockholders, engaging with large investors who collectively held approximately 35% of our outstanding shares. In these meetings, we updated investors on our business strategy, corporate governance practices and compensation program, and learned about the various concerns of each investor. Stockholders reaffirmed that our current program structure and the changes we made in recent years to our compensation program continue to be well received. The Board and management team carefully consider the feedback from these meetings when reviewing our business, corporate governance and executive compensation profiles.

#### **Changes Based on Stockholder Outreach**

As a result of our ongoing engagement and communication with our stockholders, we have taken a number of actions in recent years.

<b>Executive</b> Compensation		
Program Item	What We Heard From Stockholders	Actions We Took to Address Feedback
Long-Term		
Incentive (LTI)	Strong preference for performance based equity	Effective January 1, 2014, we increased the Performance Share weighting in our LTI mix from 35% to 45% (continuing the trend that was started in 2012 when the Performance Share weighting was moved from 25% to 35%).
Mix		
	Support for Relative Total Shareholder Return ( TSR ) and Return on Capital ( ROC ) as metrics in our Performance Share Program	Relative TSR and Return on Capital* continue to be equally weighted measures in the Performance Share Program. Relative TSR was first used in 2011 and continued each year thereafter.
Annual Performance Award	Preference for greater weighting toward Net Income and Management Operating Cash Flow in the annual incentive program	The 2015 Performance Award design has 100% of the award linked to two critical measures for Dow Net Income* (60%) and Management Operating Cash Flow* (40%). Individual factor linked to financial metrics and personal achievements.
Share Usage	Concern about share usage in our LTI program	In addition to the Performance Share weighting noted above, starting in 2014 we also modified our LTI mix at all levels which has significantly reduced our annual share usage. We have continued with this mix in 2015.

Share usage for 2015 totaled 7.5 million shares versus 7.9 million shares in 2014 and 21.8 million shares in 2013.

Our annual burn rate for shares decreased to 0.24% in 2015 compared to 0.43% in 2014 and 1.65% in 2013 using a 1:1 counting method (resulting in a three-year average of 0.75%).

\* These measures are non-GAAP financial measures. For additional information on the use of these financial performance measures, please see the Annual Performance Award and Return on Capital sections of Section II The 2015 Executive Compensation Program in Detail beginning on Page 24 and Appendix A.

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PROXY STATEMENT SUMMARY (continued)

# **Executive Compensation Structures and Outcomes are Aligned with Performance**

The objectives of Dow s compensation program, set by the Compensation and Leadership Development Committee of the Board of Directors, are to align executives compensation with Dow s short-term and long-term financial and operational performance and to provide the compensation framework to attract, retain and motivate key executives who are critical to achieving Dow s vision, strategy and our longer-term success. The following table describes the primary objectives of Dow s executive compensation program and how each is achieved.

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PROXY STATEMENT SUMMARY (continued)

#### **Board Nominees**

Each director nominee is elected annually by a majority of votes cast. The following table provides summary information about each director nominee.

Nominee	Age	Director	Principal Occupation	Independent	Committees
Nommee	Age	Since	i incipai Occupation	macpenaent	Committees
Ajay Banga	56	2013	President and Chief Executive Officer, MasterCard Incorporated	ü	Compensation
Jacqueline K. Barton	63	1993	Arthur and Marian Hanisch Memorial Professor of Chemistry; Chair, Division of Chemistry & Chemical Engineering, California Institute of Technology	ü	EHS&T (Chair)
James A. Bell	67	2005	Former Executive Vice President, Corporate President and CFO, The Boeing Company	ü	Audit (Chair)
					Governance
Richard K. Davis	57	2015	Chairman and Chief Executive Officer, U.S. Bancorp	ü	Audit
Jeff M. Fettig	58	2003	Chairman and Chief Executive Officer, Whirlpool Corporation	ü	Compensation
(Lead Director)					Governance (Chair)
Andrew N. Liveris	61	2004	Chief Executive Officer and Chairman, The Dow Chemical Company		
Mark Loughridge	62	2015	Former Chief Financial Officer, International Business Machines Corporation	ü	Audit
Raymond J. Milchovich	66	2015	Lead Director, Nucor Corporation and Former Chairman and Chief Executive Officer, Foster Wheeler AG	ü	Compensation
Robert S. (Steve) Miller	74	2015	President and Chief Executive Officer, International Automotive (AIG) Components Group	ü	EHS&T
					Governance
Paul Polman	59	2010	Chief Executive Officer, Unilever PLC and Unilever N.V.	ü	EHS&T
Dennis H. Reilley	62	2007	Non-Executive Chairman, Marathon Oil Corporation	ü	Compensation (Chair)
					Governance
James M. Ringler	70	2001	Chairman, Teradata Corporation	ü	Audit
Ruth G. Shaw	67	2005	Former Group Executive, Public Policy and President,	ü	EHS&T

Duke Nuclear

# **Corporate Governance Highlights**

As part of Dow s commitment to high ethical standards, the Board follows sound governance practices. These practices are described in more detail beginning on page 10 and our website: www.DowGovernance.com.

Board Independence ü 12 of 13 Director nominees are independent

ü Independent Lead Director with clearly identified roles and responsibilities (Jeff Fettig)

ü Annual Board elections

**Director Elections** ü Directors are elected by a majority of votes cast

ü Directors not elected by a majority of votes cast are subject to the Company s resignation policy

ü Non-management Board members meet in executive session without management at each regularly scheduled

Board meeting

Board Practices

Board meeting

ü Annual Board and Committee evaluations

ü Board member orientation and education program

ü Our non-employee Directors are expected to own Company common stock equal in value to at least five times

Stock Ownership Requirements the annual Board retainer fee within five years after joining the Board \(\tilde{u}\) Board members must hold all restricted shares until retirement

ü We prohibit executives and directors from hedging or pledging Company stock

Stockholder Rights ü Stockholder right to call special meetings (with a 25% ownership threshold)

ü No super-majority stockholder voting requirements

# 2016 ANNUAL MEETING OF STOCKHOLDERS THE DOW CHEMICAL COMPANY

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# **Map to Annual Meeting of Stockholders**

This Proxy Statement is issued in connection with the 2016 Annual Meeting of Stockholders of The Dow Chemical Company to be held on May 12, 2016.

# IMPORTANT NOTICE REGARDING THE AVAILABILITY OF

# PROXY MATERIALS FOR THE STOCKHOLDER MEETING TO BE HELD ON

# THURSDAY, MAY 12, 2016 AT 10:00 A.M. EDT

The 2016 Proxy Statement and 2015 Annual Report (with Form 10-K)

are available at https://materials.proxyvote.com/260543

# **VOTING AND ATTENDANCE PROCEDURES**

In the following pages of this Proxy Statement, you will find information on your Board of Directors, the candidates for election to the Board, and three other agenda items to be voted upon at the 2016 Annual Meeting of Stockholders (the 2016 Meeting) and any adjournment or postponement of the 2016 Meeting. The background information in this Proxy Statement has been supplied to you at the request of the Board of Directors to help you decide how to vote and to provide information on the Company's corporate governance and compensation practices. References in this document to the Company and Dow mean The Dow Chemical Company. This Proxy Statement is first being distributed to stockholders on or about April 1, 2016.

#### **Vote Your Shares in Advance**

You may vote your shares through the Internet, by telephone or by signing and returning the enclosed proxy or other voting form. Your shares will be voted if the proxy or voting form is properly executed and received by the independent Inspector of Election prior to the 2016 Meeting. Except as provided below with respect to shares held in employee savings plans, if no specific instructions are given by you when you execute your voting form, as explained on the form, your shares will be voted as recommended by your Board of Directors.

You may revoke your proxy or voting instructions at any time before their use at the 2016 Meeting by sending a written revocation, by submitting another proxy or voting form on a later date, or by attending the 2016 Meeting and voting in person. No matter which voting method you choose, however, you should not vote any single account more than once unless you wish to change your vote. Be sure to submit votes for each separate account in which you hold Dow shares.

#### **Confidential Voting**

The Company has a long-standing policy of vote confidentiality. Proxies and ballots of all stockholders are kept confidential from the Company s management and Board unless disclosure is required by law and in other limited circumstances. The policy further provides that employees may confidentially vote their shares of Company stock held by the Company s employee savings plans, and requires the appointment of an independent tabulator and Inspector of Election for the 2016 Meeting.

### **Dividend Reinvestment Plan Shares and Employee Savings Plans Shares**

If you are enrolled in the dividend reinvestment plan ( DRP ), the shares of common stock owned on the record date by you directly, plus all shares of common stock held for you in the DRP, will appear together on a single voting form. The DRP administrator, Computershare Trust Company, N.A., will vote all shares of stock held in your DRP account as directed by you only if you return your proxy form. If no specific instruction is given on an executed proxy form, the DRP administrator will vote as recommended by your Board of Directors.

Participants in various employee savings plans, including The Dow Chemical Company Employees Savings Plan (each a Plan or the Plans ), will receive, as appropriate, a confidential voting instruction form. Your executed form will provide voting instructions to the respective Plan Trustee. If no instructions are provided, the Trustees will vote the respective Plan shares according to the provisions of each Plan.

To allow sufficient time for voting by the Trustees and/or administrators of the Plans, your voting instructions must be received by 11:59 p.m. EDT on May 9, 2016.

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VOTING AND ATTENDANCE PROCEDURES (continued)

#### **Dow Shares Outstanding and Quorum**

At the close of business on the record date, March 14, 2016, there were 1,121,830,068 shares of Dow common stock outstanding and entitled to vote. Each share of common stock is entitled to one vote. There were 4,000,000 shares of Series A Cumulative Convertible Perpetual Preferred Stock outstanding; however, no such shares of preferred stock outstanding as of the record date are entitled to vote. The holders of at least 50% of the issued and outstanding shares of common stock entitled to vote that are present in person or represented by proxy constitute a quorum for the transaction of business at the 2016 Meeting. Abstentions and broker non-votes will be included in determining the presence of a quorum at the 2016 Meeting. Broker non-votes occur when a person holding shares in street name, meaning that their shares are held in a nominee name or beneficially through a bank or brokerage firm, does not provide instructions as to how to vote their shares and the broker is not permitted to exercise voting discretion. Under New York Stock Exchange rules, your broker may vote shares held in street name on the Ratification of the Appointment of the Independent Registered Public Accounting Firm without instruction from you, but may not vote on any other matter to be voted on at the 2016 Meeting without instruction from you.

#### Proxy Solicitation on Behalf of the Dow Board

Your Board of Directors is soliciting proxies to provide an opportunity to all stockholders to vote on agenda items, whether or not the stockholders are able to attend the 2016 Meeting or an adjournment or postponement thereof. Proxies may be solicited on behalf of the Board in person, by mail, by telephone or by electronic communication by Dow officers and employees. The proxy representatives of the Board of Directors will not be specially compensated for their services in this regard.

Dow has retained D. F. King & Co., Inc. to aid in the solicitation of stockholders (primarily brokers, banks and other institutional investors) for an estimated fee of \$50,000, plus out-of-pocket expenses. Arrangements have been made with brokerage houses, nominees and other custodians and fiduciaries to send materials to their principals, and their reasonable expenses will be reimbursed by Dow on request. The cost of solicitation will be borne by the Company.

#### Attending the 2016 Meeting

A ticket of admission or proof of stock ownership is necessary to attend the 2016 Meeting. A ticket of admission is included with your proxy materials. Stockholders with registered accounts (meaning that your shares are represented by certificates or book entries in your name so that you appear as a stockholder on the records of our stock transfer agent) or who are participants in the Dividend Reinvestment Program or employee savings plans should check the box on the voting form if attending in person. Other stockholders holding stock in street name should bring their ticket of admission. Street name holders without tickets of admission will need proof of record date ownership for admission to the 2016 Meeting, such as a letter from the bank or broker. In addition, street name holders who wish to vote in person at the 2016 Meeting must obtain a legal proxy from the bank, broker or other holder of record that holds their shares in order to be entitled to vote at the 2016 Meeting. All stockholders wishing to attend the meeting should also bring and present a government issued photo identification for admittance to the 2016 Meeting.

Since seating is limited, the Board has established the rule that only stockholders or one person holding a proxy for any stockholder or account (in addition to those named as Board proxies on the proxy forms) may attend. Proxy holders are asked to present their credentials in the lobby before the 2016 Meeting begins. If you are unable to attend the 2016 Meeting, please listen to the live webcast at the time of the 2016 Meeting, or the replay after the event, at www.DowGovernance.com.

#### **AGENDA ITEM 1**

## **ELECTION OF DIRECTORS**

In accordance with the recommendation of the Governance Committee, the Board of Directors has nominated Ajay Banga, Jacqueline K. Barton, James A. Bell, Richard K. Davis, Jeff M. Fettig, Andrew N. Liveris, Mark Loughridge, Raymond J. Milchovich, Robert S. Miller, Paul Polman, Dennis H. Reilley, James M. Ringler and Ruth G. Shaw for election as Directors, to serve for a one-year term that expires at the Annual Meeting in 2017, and until their successors are elected and qualified.

Each nominee is currently serving as a Director and each has consented to serve if elected for the new term. All nominees have previously been elected as Directors by the Company s stockholders. Information in the biographies below is current as of February 15, 2016.

#### The Board of Directors unanimously recommends a vote FOR the election of ALL of these nominees as Directors.

The Company s Bylaws prescribe the voting standard for election of Directors as a majority of the votes cast in an uncontested election, such as this one, where the number of nominees does not exceed the number of Directors to be elected. Under this standard, a nominee must receive more for than against votes to be elected. Abstentions and broker non-votes are not counted in determining whether a nominee is elected. Under the Company s Corporate Governance Guidelines, if a nominee who already serves as a Director is not elected, that nominee shall offer to tender his or her resignation to the Board. The Governance Committee will then recommend to the Board whether to accept or reject the resignation, or whether other action should be taken. Within 90 days of the certification of election results, the Board will publicly disclose its decision regarding whether to accept or reject the resignation. As explained on the accompanying proxy, it is the intention of the persons named as proxies to vote executed proxies for the candidates nominated by the Board unless contrary voting instructions are provided. If something unanticipated should occur prior to the 2016 Meeting making it impossible for one or more of the candidates to serve as a Director, votes will be cast in the best judgment of the persons authorized as proxies.

The New York Stock Exchange rules do not permit brokers discretionary authority to vote in the election of directors. Therefore, if you hold your shares of Company common stock in street name and do not provide voting instructions to your broker, your shares will not be voted in the election of directors. We urge you to promptly provide voting instructions to your broker to ensure that your shares are voted on this matter. Please follow the instructions set forth in the voting information provided by your bank or broker.

#### President and Chief Executive Officer, MasterCard Incorporated

Ajay Banga

**Biographical Data:** MasterCard Incorporated (a technology company in the global payments industry). Mr. Banga joined MasterCard Incorporated in 2009 and subsequently held various executive positions including President and Chief Executive Officer, July 2010 to date; Board Member, April 2010 to date; and President and Chief Operating Officer, MasterCard Incorporated and MasterCard International Incorporated, August 2009 to July 2010.

Age: 56

**Director since 2013** 

Other Directorships: MasterCard Incorporated. Former director of Kraft Foods Group, Inc. (2007-2012).

Committees:

Compensation and Skills and Expertise

Leadership Development global business and leadership experience as Chief Executive Officer of MasterCard Incorporated

extensive experience and knowledge of international business operations and financial services which is particularly important given the global presence and financial aspects of the Company

active involvement with major business and public policy organizations including the U.S.-India Business Council, the Business Roundtable, the International Business Committee of the World Economic Forum, the Council on Foreign Relations, and the Foreign Policy Association which contributes to understanding and addressing issues at the Company

AGENDA ITEM	1	(continued)

Arthur and Marian Hanisch Memorial Professor of Chemistry; Chair, Division of Chemistry and Chemical Engineering, California Institute of Technology

## Jacqueline K. Barton

**Biographical Data:** California Institute of Technology Professor of Chemistry 1989 to date; Arthur and Marian Hanisch Memorial Professor of Chemistry 1997 to date; and Chair, Division of Chemistry and Chemical Engineering 2009 to date.

#### Age: 63

#### **Director since 1993**

Other Directorships: None

# Committees:

# Skills and Expertise

#### Environment, Health, Safety and Technology (Chair)

leadership experience as Chair of the Division of Chemistry and Chemical Engineering of California Institute of Technology

leadership, research and teaching experience through positions at leading research universities including California Institute of Technology, Columbia University, and Hunter College-City University of New York which is particularly important given the Company s research and innovation focus

active involvement with major science and technology organizations including the National Academy of Sciences and the American Chemical Society which contributes to understanding and addressing issues at the Company

Former Executive Vice President, Corporate President and Chief Financial Officer, The Boeing Company

#### James A. Bell

*Biographical Data:* The Boeing Company (an aerospace company and manufacturer of commercial jetliners and military aircraft). Mr. Bell joined Rockwell International, a predecessor of The Boeing Company in 1972 and subsequently held various executive positions including Executive Vice President, Corporate President and Chief Financial Officer 2008 to 2012.

Age: 67

**Director since 2005** 

Other Directorships: Apple Inc., CDW Corporation and J.P. Morgan Chase & Co.

**Committees:** 

Skills and Expertise

Audit (Chair)

global business and leadership experience as Chief Financial Officer of The Boeing Company

Governance

finance and accounting expertise including experience with and direct involvement and supervision in the preparation of financial statements and risk management

additional public company board experience as a director of Apple Inc., CDW Corporation and J.P. Morgan Chase & Co. which provides additional corporate governance and financial expertise

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AGENDA	ITEM 1	(continued)
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#### Chairman and Chief Executive Officer, U.S. Bancorp

#### Richard K. Davis

**Biographical Data:** U.S. Bancorp (a financial services holding company). Mr. Davis joined Star Banc, a predecessor of U.S. Bancorp, in 1993 and subsequently held various executive positions including Chairman 2007 to date; Chief Executive Officer 2006 to date; President 2004 to date.

#### Age: 57

Other Directorships: U.S. Bancorp and Xcel Energy

#### **Director since 2015**

#### Skills and Expertise

#### **Committees:**

global business and leadership experience as Chairman and Chief Executive Officer of U.S. Bancorp

## Audit

extensive experience and knowledge of international business operations, financial services and capital allocation which is particularly important given the global presence and financial aspects of the Company

additional public company board experience including current service as Lead Director of Xcel Energy, which provides additional corporate governance and compensation experience, financial expertise and board leadership experience

#### **Chairman and Chief Executive Officer, Whirlpool Corporation**

#### Jeff M. Fettig

*Biographical Data:* Whirlpool Corporation (a manufacturer of home appliances). Mr. Fettig joined Whirlpool in 1981 and subsequently held various executive positions including Chairman and Chief Executive Officer 2004 to date.

Age: 58 Other Directorships: Whirlpool Corporation

**Director since 2003** 

Lead Director since 2011

Skills and Expertise

global business and leadership experience as Chairman and Chief Executive Officer of Whirlpool Corporation

**Committees:** 

Compensation and

extensive experience and knowledge of international business operations, manufacturing, marketing, sales and distribution which is particularly important given the global presence and nature of the operations of the Company

Leadership Development

Governance (Chair)

extensive experience and knowledge of consumer dynamics, branded consumer products, and end-user markets and servicing relevant to the business operations and focus of the Company

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AGENDA ITEM 1 (continued)	
	Chief Executive Officer and Chairman, The Dow Chemical Company
Andrew N. Liveris	<i>Biographical Data:</i> Mr. Liveris joined The Dow Chemical Company in 1976 and subsequently held various executive positions including President 2004 to February 2016, and Chief Executive Officer 2004 to date and Chairman 2006 to date.
Age: 61 Director since 2004	Other Directorships: International Business Machines Corporation. Former director of Citigroup, Inc. (2005-2011).
	Skills and Expertise  global business and leadership experience as Chairman and Chief Executive Officer of The Dow Chemical Company
	involvement with major business, public policy, and international organizations including the Business Roundtable, U.S. Business Council, the President s Advanced Manufacturing Partnership, and the President s Export Council which contributes to understanding and addressing issues at the Company
	additional public company board experience as a director of International Business Machines Corporation and academic institution governance experience as a trustee of the California Institute of Technology which provides additional corporate governance and compensation experience and financial expertise
	Former Chief Financial Officer, International Business Machines Corporation

#### Mark Loughridge

**Biographical Data:** International Business Machines Corporation (a manufacturer of computer hardware and software and IT consulting services). Mr. Loughridge joined International Business Machines Corporation in 1977 and subsequently held various executive positions including Chief Financial Officer May 2004 to December 2013.

Age: 62

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**Director since 2015** 

Other Directorships: The Vanguard Group (non-public company)

Committees: Skills and Expertise

Audit global business and leadership experience as Chief Financial Officer of International Business Machines

Corporation

finance and accounting expertise including experience with and direct involvement in and supervision of the preparation of financial statements, risk management and capital allocation

experience as lead director of The Vanguard Group which provides additional corporate governance and financial expertise

AGENDA	ITEM 1	(continued)
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#### Lead Director, Nucor Corporation and Former Chairman and Chief Executive Officer, Foster Wheeler AG

# Raymond J. Milchovich

**Biographical Data:** Nucor Corporation (a producer of steel and iron) Director 2002 to 2007 and 2012 to date; Lead director September 2013 to date. Foster Wheeler AG (a company that engineers and constructs facilities for oil and gas, liquid natural gas, refining, chemical, pharmaceutical and power industries) Chief Executive Officer 2001 to 2010; Non-Executive Chairman of the Board and Consultant 2010 to November 2011.

#### Age: 66

#### **Director since 2015**

Other Directorships: Nucor Corporation. Former director of Foster Wheeler AG (2001-2011).

## Committees:

# Skills and Expertise

#### Compensation and Leadership Development

global business and leadership experience as lead director of Nucor Corporation and former Chief Executive Officer of Foster Wheeler AG

finance and accounting expertise including experience with and direct involvement in and supervision of the preparation of financial statements and risk management

additional public company board experience as director of Nucor Corporation and former director of Foster Wheeler AG which provides additional corporate governance and compensation experience and financial expertise

President and Chief Executive Officer, International Automotive Components (IAC) Group

#### Robert S. Miller

**Biographical Data:** President and Chief Executive Officer, International Automotive Components (IAC) Group (a provider of automotive interiors technology) August 2015 to date. American International Group Inc. (a provider of insurance and financial services) Non-Executive Chairman of the Board May 2009 to July 2015. Hawker Beechcraft, Inc. (a manufacturer of aircraft) Chief Executive Officer February 2012 to February 2013.

## Age: 74

#### **Director since 2015**

*Other Directorships:* International Automotive Components (IAC) Group (non-public company), American International Group, Inc. and Symantec Corporation. Former director of Hawker Beechcraft, Inc. 2012 to 2013.

#### **Committees:**

Environment, Health,

Mr. Miller was Chief Executive Officer of Hawker Beechcraft, Inc. when it filed for voluntary reorganization under Chapter 11 of the U.S. Bankruptcy Code in May 2012.

## Safety and Technology

#### Governance

#### Skills and Expertise

global business and leadership experience in various executive capacities and industries

finance and accounting expertise including experience with and direct involvement and supervision in the preparation of financial statements and risk management as former CFO of Chrysler Corporation

additional public company board experience as a director of American International Group and Symantec and former director of Delphi Corporation and Hawker Beechcraft which provides additional corporate governance and compensation experience and financial expertise

AGENDA ITEM 1 (continued)		
	Chief Executive Officer, Unilever PLC and Unilever N.V.	
Paul Polman	<i>Biographical Data:</i> Unilever PLC and Unilever N.V. (a provider of nutrition, hygiene and personal care products). Mr. Polman joined Unilever PLC and Unilever N.V. in October 2008 and became Chief Executive Officer January 2009 to date.	
Age: 59	Other Directorships: Unilever PLC and Unilever N.V.	
Director since 2010		
C	Skills and Expertise:	
Committees:	global business and leadership experience as Chief Executive Officer of Unilever PLC and Unilever N.V.	
Environment, Health, Safety and Technology		
	extensive experience and knowledge of international business operations and global consumer product industries and end uses which is particularly important given the global presence and nature of the operations of the Company	
	active involvement with major trade, public policy and international organizations including the International Business Council of the World Economic Forum, UN Global Compact, and World Business Council for Sustainable Development, all which contributes to understanding and addressing issues at the Company	
	Non-Executive Chairman, Marathon Oil Corporation	

**Biographical Data:** Marathon Oil Corporation (an oil and natural gas exploration and production company) Non-Executive Chairman January 2014 to date. Trian Advisory Partners Member 2015 to date.

Age: 62

*Other Directorships:* Marathon Oil Corporation. Former director of Covidien public limited company 2007 to 2015 and H.J. Heinz Company 2005 to 2013.

**Director since 2007** 

#### Skills and Expertise:

**Committees:** 

Compensation and

Leadership Development

global business and leadership experience in multiple major corporations including Marathon Oil Corporation (Non-Executive Chairman), Covidien public limited company (former Non-Executive Chairman), Praxair, Inc. (former Chairman, President and Chief Executive Officer), E.I. du Pont de Nemours & Co. (former Chief Operating Officer), and Conoco, Inc., (various managerial and executive positions)

Governance

(Chair)

extensive experience and knowledge of the global oil, petrochemical and chemical industries which is particularly important given the global presence and nature of the operations of the Company

additional public company board experience as a director of Marathon Oil Corporation and former director of Covidien public limited company and H.J. Heinz which provides additional corporate governance and compensation experience and financial expertise

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AGENDA ITEM 1 (continued)

#### Chairman, Teradata Corporation

James M. Ringler

**Biographical Data:** Teradata Corporation (a provider of database software, data warehousing and analytics) Chairman October 2007 to date.

Age: 70

Director since 2001

*Other Directorships:* Teradata Corporation, Autoliv Inc., John Bean Technologies Corporation and FMC Technologies, Inc. (John Bean Technologies Corporation was spun-off from FMC Technologies, Inc. in 2008.) Former director of Ingredion Incorporated 2001 to 2014.

## Committees:

# Skills and Expertise:

Audit

global business and leadership experience as Chairman of Teradata Corporation

extensive knowledge and experience in a variety of manufacturing industries which is particularly important given the global presence and nature of the operations of the Company

additional public company board experience as a director of Autoliv, Inc., John Bean Technologies Corporation, and FMC Technologies, Inc. which provides additional corporate governance and compensation experience and financial expertise

Former Group Executive, Public Policy and President, Duke Nuclear

**Biographical Data:** Duke Energy Corporation (a provider of electricity and natural gas) Executive Advisor October 2006 to May 2008; Group Executive, Public Policy and President, Duke Nuclear April 2006 to

Ruth G. Shaw

October 2006.

Age: 67

**Director since 2005** 

Other Directorships: DTE Energy Company and SPX Corporation

#### **Committees:**

#### Skills and Expertise:

Environment, Health,

Safety and Technology

global business and leadership experience with Duke Energy Corporation (former Group Executive and Executive Advisor) and Duke Power Company (former President and Chief Executive Officer) and leadership experience at academic institutions including Central Piedmont Community College (former President) and El Centro College (former President)

extensive knowledge of and experience with energy and power industries and markets including nuclear, coal, and natural gas which is particularly important given the global presence and nature of the operations of the Company

additional public company board experience including current service as a director of DTE Energy Company and SPX Corporation which provides additional corporate governance and compensation experience and financial expertise

## CORPORATE GOVERNANCE

#### **Corporate Governance Guidelines**

The Company has adopted Corporate Governance Guidelines that are available at www.DowGovernance.com. Stockholders may receive a printed copy of the Corporate Governance Guidelines without charge by contacting the Office of the Corporate Secretary.\* These Guidelines were adopted by the Board of Directors in order to set forth key areas of importance in Dow corporate governance.

#### The Board of Directors

The ultimate authority to oversee the business of the Company rests with the Board of Directors. The role of the Board is to effectively govern the affairs of the Company for the benefit of its stockholders and, to the extent appropriate under Delaware corporation law, other constituencies including employees, customers, suppliers and communities in which it does business. Among other duties, the Board appoints the Company s officers, assigns to them responsibility for management of the Company s operations, and reviews their performance.

#### **Director Independence**

The Board has assessed the independence of each non-employee Director based upon the Company s Director independence standards listed on the Company s corporate governance website (www.DowGovernance.com). These standards incorporate the criteria in the listing standards of the New York Stock Exchange, as currently in effect, as well as additional, more stringent criteria established by the Board. Based upon these standards, the Board has determined that the following members of the Board are independent: Directors Banga, Barton, Bell, Davis, Fettig, Loughridge, Milchovich, Miller, Polman, Reilley, Ringler and Shaw. These independent Directors constitute a substantial majority of the Board, consistent with Board policy.

When assessing independence, the Governance Committee and the Board consider all relationships between the Directors and the Company, including commercial, industrial, banking, consulting, legal, accounting, charitable and familial relationships, among others. The Company screens for such relationships using an annual Directors and Officers Questionnaire that requires disclosure, among other things, of any transactions with the Company in which the Director or executive officer, or any member of his or her immediate family, has a direct or indirect material interest. Given the large size of our Company and its diverse commercial and geographic markets, there are times when Dow sells products to, or purchases products or services from, other companies for which Dow Directors serve as executive officers or directors. The Governance Committee and the Board took into account the fact that Messrs. Davis, Fettig, Loughridge, Miller and Polman served as executive officers during all or a portion of the past three years of entities with which Dow made purchases or sales. All such purchases and sales were made at arms-length, on commercial terms, and the Directors did not personally benefit from such transactions. In all instances, the extent of business represented significantly less than 2% of Dow s and the other entity s consolidated gross revenues in each of the last three fiscal years. In fact, in all cases the amounts were below 0.45%. With respect to U.S. Bancorp there were no sales or purchases in 2015, with respect to International Automotive Components Group there were purchases from Dow in 2015, while with respect to Whirlpool, International Business Machines and Unilever there were sales to and purchases from each entity which in all cases were below the 0.45% amount referenced above.

#### **Board Leadership Structure**

Since 2006, Andrew N. Liveris has served as the Chairman and Chief Executive Officer of the Company. Jeff M. Fettig has served as the Lead Director since May 2011.

The Board recognizes that the leadership structure and combination or separation of the CEO and Chairman roles is driven by the needs of the Company at any point in time. The leadership structure at the Company has varied over time and has included combined roles, election of a presiding or lead director, separation of roles, and other transition arrangements for succession planning. As a result, no policy exists requiring combination or separation of leadership roles and the Company s governing documents do not mandate a particular structure. This has allowed the Board the flexibility to establish the most appropriate structure for the Company at any given time.

\* Office of the Corporate Secretary, The Dow Chemical Company, 2030 Dow Center, Midland, MI 48674, 989-636-1792 (telephone), 989-638-1740 (fax).

CORPORATE GOVERNANCE (continued)

The Board has determined that the Company and its stockholders are currently best served by having one person serve as Chairman and CEO as it allows for a bridge between the Board and management and provides critical leadership for carrying out the Company s strategic initiatives and confronting its challenges. Mr. Liveris service as Chairman facilitates the Board decision-making process because Mr. Liveris has first-hand knowledge of the Company s operations and the major issues facing the Company, and he chairs the Board meetings where the Board discusses strategic and business issues. Mr. Liveris is the only member of executive management who is also a Director and the only Director who is not independent.

As part of the decision to elect Mr. Liveris as Chairman, the independent Directors on the Board elected a Lead Director with clearly defined leadership authority and responsibilities. The independent Directors annually elect one independent Director (who has served at least one full year on the Board) to serve as Lead Director. Mr. Fettig currently serves as Lead Director. Among other responsibilities, the Lead Director works with the Chairman to call Board meetings and set the Board schedule and agenda, and determines the appropriate materials to be provided to the Directors. He leads executive sessions of the Board and other meetings at which the Chairman is not present, has the authority to call meetings of the independent Directors, serves as a liaison between the Chairman and the independent Directors, facilitates communication between the Board and management, and serves as focal point for stockholder communications and requests for consultation addressed to independent Directors. The Lead Director may retain outside professionals on behalf of the Board as the Board may determine is necessary and appropriate. These responsibilities are detailed in the Corporate Governance Guidelines that are available at www.DowGovernance.com. Contact information for the Lead Director is shown below under Communication with Directors.

The election of Mr. Liveris as both Chairman and CEO promotes unified leadership and direction for the Board and executive management. The appointment of the Lead Director and the use of executive sessions of the Board, along with the Board s strong independent committee system and substantial majority of independent Directors, allows the Board to maintain effective risk oversight and provides that independent Directors oversee such critical items as the Company s financial statements, executive compensation, the selection and evaluation of Directors, compliance program and the development and implementation of our corporate governance programs.

#### **Risk Oversight**

The Board of Directors is responsible for overseeing the overall risk management process for the Company. Risk management is considered a strategic activity within the Company and responsibility for managing risk rests with executive management while the Committees of the Board and the Board as a whole participate in the oversight of the process. Specifically, the Board has responsibility for overseeing the strategic planning process and reviewing and monitoring management s execution of the corporate and business plan, and each Board Committee is responsible for oversight of specific risk areas relevant to the Committee charters.

The oversight responsibility of the Board and Committees is enabled by an enterprise risk management model and process implemented by management that is designed to identify, assess, manage and mitigate risks. The Audit Committee is responsible for overseeing that management implements and follows this risk management process and for coordinating the outcome of reviews by the other Committees in their respective risk areas. In addition, the enterprise risk management model and process are reviewed with the Board of Directors annually and the Board recognizes that risk management and oversight comprise a dynamic and continuous process.

The strategic plan and critical issues and opportunities are presented to the Board each year by the CEO and senior management. Throughout the year, management reviews any critical issues and actual results compared to plan with the Board and relevant Committees. Members of executive management are also available to discuss the Company s strategy, plans, results and issues with the Committees and the Board, and regularly attend such meetings to provide periodic briefings and access. In addition, as noted in the Audit Committee Report on page 58, the Audit Committee regularly meets in executive sessions and holds separate executive sessions with the lead client service partner of the independent registered public accounting firm, internal auditor, general counsel and other management as appropriate.

The Committees undertake numerous risk oversight activities related to their charter responsibilities. For example, the Compensation and Leadership Development Committee regularly reviews any potential risks associated with the Company s compensation policies and practices (see Compensation Program Risk Analysis on page 39 of this Proxy Statement). As another example, the Environment, Health, Safety and Technology Committee regularly reviews the Company s operational risks including those risks associated with process and product safety, public policy, and reputation risks.

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CORPORATE GOVERNANCE (continued)

#### **Communication with Directors**

Stockholders and other interested parties may communicate directly with the full Board, the Lead Director, the non-management Directors as a group, or with specified individual Directors by any of several methods. These methods of communication include mail addressed to The Dow Chemical Company, 2030 Dow Center, Midland, MI 48674, and the Contact the Board of Directors feature of Dow s corporate governance website at <a href="https://www.DowGovernance.com">www.DowGovernance.com</a>. The Lead Director and other non-management Directors may also be contacted by email addressed to <a href="https://www.LeadDirector@Dow.com">LeadDirector@Dow.com</a>. Please specify the intended recipient(s) of your letter or electronic message.

Communications will be distributed to any or all Directors as appropriate depending upon the individual communication. However, the Directors have requested that communications that do not directly relate to their duties and responsibilities as Directors of the Company be excluded from distribution and deleted from email that they access directly. Such excluded items include—spam—; advertisements; mass mailings; form letters and email campaigns that involve unduly large numbers of similar communications; solicitations for goods, services, employment or contributions; surveys; and individual product inquiries or complaints. Additionally, communications that appear to be unduly hostile, intimidating, threatening, illegal or similarly inappropriate will also be screened for omission by the Office of the Corporate Secretary. Any omitted or deleted communication will be made available to any Director upon request.

## **Board and Committee Meetings; Annual Meeting Attendance**

There were 16 Board meetings and 23 Board Committee meetings in 2015. All of the Directors attended more than 75% of the sum of the total number of Board meetings and the total number of meetings of the Board Committees on which the Director served during the past year. The Directors are encouraged to attend all Annual Meetings of Stockholders, and in 2015 twelve of the thirteen Directors then serving attended, with the exception of Mr. Milchovich who was unable to attend due to a conflict with the annual meeting of Nucor Corporation (the entity for which he serves as Lead Director).

#### **Executive Sessions of Directors**

The non-management Directors meet in executive session, chaired by the Lead Director (currently Mr. Fettig), in connection with each regularly scheduled meeting of the Board, and at other times as they may determine appropriate. In 2015, there were 15 executive sessions of the Board of Directors. The Audit, Compensation and Leadership Development, and Governance Committees of the Board typically meet in executive session in connection with every Committee meeting.

#### **Board Committees**

Board Committees perform many important functions. The responsibilities of each Committee are stated in the Bylaws and in their respective Committee charters, which are available at <a href="https://www.DowGovernance.com">www.DowGovernance.com</a>. Stockholders may receive a printed copy of the Committee charters without charge by contacting the Office of the Corporate Secretary.\* The Board, upon the recommendation of the Governance Committee, elects members to each Committee and has the authority to change Committee chairs, memberships and the responsibilities of any Committee. A brief description of the current standing Board Committees follows, with memberships listed as of March 14, 2016, the record date for the 2016 Meeting. The Audit Committee, Compensation and Leadership Development Committee, and Governance Committee are comprised entirely of independent Directors who meet the applicable independence requirements of the New York Stock Exchange, the U.S. Securities and Exchange Commission (as applicable) and the Company, including the heightened standards applicable to members of the Audit Committee and the Compensation and Leadership Development Committee. Further, the Board has determined, in accordance with applicable requirements of the New York Stock Exchange, that the simultaneous service of Mr. Bell on the audit committees of more than three public companies does not impair his ability to effectively serve on the Audit Committee.

<sup>\*</sup> Office of the Corporate Secretary, The Dow Chemical Company, 2030 Dow Center, Midland, MI 48674, 989-636-1792 (telephone), 989-638-1740 (fax).

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CORPORATE GOVERNANCE (continued)

#### Committee Assignments

The following table sets forth the current members of each of the Committees and the number of meetings held during 2015:

	Director	Audit	Compensation and Leadership Development	Environment, Health, Safety & Technology <sup>1</sup>	Governance
Ajay Banga					
Jacqueline K. Barton				Chair	
James M. Bell		Chair			
Richard K. Davis					
Jeff M. Fettig					Chair
Andrew N. Liveris					
Mark Loughridge					
Raymond J. Milchovich					
Robert S. Miller					
Paul Polman					
Dennis H. Reilley			Chair		
James M. Ringler					
Ruth G. Shaw					
2015 MEETINGS		9	5	5	4

<sup>&</sup>lt;sup>1</sup> Mr. Allemang served on the Environment, Health, Safety and Technology Committee until his retirement from the Board in May 2015. Standing Committee and Function

**Audit:** Oversees the quality and integrity of the financial statements of the Company; the qualifications, independence and performance of the independent auditors; and the Company s system of disclosure controls and procedures and system of internal control over financial reporting. Has oversight responsibility for the performance of the Company s internal audit function and compliance with legal and regulatory requirements.

Compensation and Leadership Development Committee: Assists the Board in meeting its responsibilities relating to the compensation of the Company s Chief Executive Officer and other senior executives in a manner consistent with and in support of the business objectives of the Company, competitive practice and applicable standards.

**Environment, Health, Safety and Technology Committee:** Assists the Board in fulfilling its oversight responsibilities by assessing the effectiveness of programs and initiatives that support the environment, health, safety, sustainability, innovation and technology policies and programs of the Company, and by advising the Board on matters impacting corporate citizenship and Dow s public reputation.

**Governance Committee:** Assists the Board on all matters relating to the selection, qualification, and compensation of members of the Board, as well as any other matters relating to the duties of Board members. Acts as a nominating committee with respect to recommending to the Board candidates for Directors and makes recommendations to the Board concerning the size of the Board and structure of committees of the Board. Assists the Board with oversight of governance matters, including the Company s Corporate Governance Guidelines and self-evaluations.

#### **Board of Directors** Terms

Dow s Restated Certificate of Incorporation provides that all Directors stand for election at each Annual Meeting of Stockholders.

The Company s Corporate Governance Guidelines provide that non-employee Directors should not be nominated for election to the Board following their 72<sup>nd</sup> birthday. Mr. Miller is a current Director who is being nominated for election to the Board at the 2016 Meeting, although he

has already reached age 72. Mr. Miller was appointed to the Board and nominated for election for the 2015 Annual Meeting of Stockholders pursuant to an agreement dated November 20, 2014, between the Company and

2016 Proxy Statement

CORPORATE GOVERNANCE (continued)

certain investment funds (Third Point LLC, Third Point Partners Qualified L.P., Third Point Partners L.P., Third Point Offshore Master Fund L.P., Third Point Ultra Master Fund L.P. and Third Point Reinsurance Co. Ltd. (collectively Third Point )). Following his first full year of service and based on its own evaluation as to the ongoing needs of the Board, the Governance Committee and the Board has determined that the current needs of the Board warrant the nomination of Mr. Miller to stand for re-election as a Director for the 2016 Meeting.

#### **Director Qualifications and Diversity**

There are certain minimum qualifications for Board membership that Director candidates should possess, including strong values and discipline, high ethical standards, a commitment to full participation on the Board and its Committees, relevant career experience, and a commitment to ethnic, racial and gender diversity. The Governance Committee has adopted guidelines to be used in evaluating candidates for Board membership in order to ensure a diverse and highly qualified Board of Directors. In addition to the characteristics mentioned above, the guidelines provide that candidates should possess individual skills, experience and demonstrated abilities that help meet the current needs of the Board and provide for diversity of membership, such as experience or expertise in some of the following areas: the chemical industry, global business, science and technology, finance and/or economics, corporate governance, public affairs, government affairs, and experience as chief executive officer, chief operating officer or chief financial officer of a major company. Other factors that are considered include independence of thought, willingness to comply with Director stock ownership guidelines, meeting applicable Director independence standards (where independence is desired) and absence of conflicts of interest. The Governance Committee may modify the minimum qualifications and evaluation guidelines from time to time as it deems appropriate. These guidelines for Director qualifications are included in Dow s Corporate Governance Guidelines, available at www.DowGovernance.com.

The guidelines for Director qualifications provide that a commitment to diversity is a consideration in the identification and nomination of Director candidates, and that candidates are evaluated to provide for a diverse and highly qualified Board. The Governance Committee and the full Board implement and assess the effectiveness of these guidelines and the commitment to diversity by referring to these guidelines in the review and discussion of Board candidates when assessing the composition of the Board and by including questions regarding the diversity of the Board membership in the Board s annual self-evaluations.

The Governance Committee and the Board believe that the qualifications, skills, experience and attributes set forth above for all Directors and for each of the Directors in their biographies, support the conclusion that these individuals are qualified to serve as Directors of the Company and collectively possess a variety of skills, professional experience, and diversity of backgrounds allowing them to effectively oversee the Company s business. As noted above, the Directors have a diverse combination of the following background and qualifications: leadership experience (including current and former chief executive officer, chief financial officer and other senior executive management positions) at major domestic and foreign companies with global operations in a variety of relevant fields and industries; experience on other public company boards (including chair positions); board or other significant experience with academic, research and philanthropic institutions and trade and industry organizations; and prior government or public policy experience. The Governance Committee and Board have determined that all of the Directors nominated for election meet the personal and professional qualifications identified above. Please see the nominees biographies on pages 3 to 9 which include several of these key attributes as they apply to the individual Directors to support the conclusion that these individuals are highly qualified to serve on the Company s Board of Directors.

## **Recommendations and Nominations for Director**

Among the Governance Committee s most important functions is the selection of Directors who are recommended to the Board as candidates for election. The Committee has a long-standing practice of accepting stockholders—suggestions of candidates to consider as potential Board members, as part of the Committee—s periodic review of the size and composition of the Board and its Committees. Such recommendations should be sent to the Governance Committee through the Corporate Secretary.\*

The Governance Committee has adopted a process for identifying new Director candidates. Recommendations may be received by the Committee from various sources, including current or former Directors, a search firm retained by the Committee to assist in identifying and evaluating potential candidates, stockholders, Company executives, and by self-nomination. The Governance Committee uses the same process to evaluate Director nominees recommended by stockholders as it does to evaluate nominees identified by other sources.

\* Office of the Corporate Secretary, The Dow Chemical Company, 2030 Dow Center, Midland, MI 48674, 989-636-1792 (telephone), 989-638-1740 (fax).

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CORPORATE GOVERNANCE (continued)

The evaluation of new Director candidates involves several steps, not necessarily taken in any particular order. A preliminary analysis of a nominee involves securing a resume and other background data and comparing this data to the Director attributes outlined above, as well as to the current needs of the Board for new members including considerations to ensure diversity of membership in accordance with the guidelines identified above. References are checked and analyses are performed to identify potential conflicts of interest and appropriate independence from the Company. Candidate information is provided to all Governance Committee members for purposes of discussion and evaluation. If the Committee decides to further evaluate a candidate, interviews are conducted. Other steps may include requesting additional data from the candidate, providing Company background information to the candidate, and determining the candidate s schedule compatibility with the Company s Board and Committee meeting dates.

#### **Code of Business Conduct**

All Directors, officers and employees of Dow are expected to be familiar with the Company s Code of Business Conduct, and to apply it in the daily performance of their Dow responsibilities. The Code of Business Conduct is intended to focus employees, officers and Directors on our corporate values of integrity and respect for people, help them recognize and make informed decisions on ethical issues, help create a culture of the highest ethical and business standards, and provide mechanisms to report unethical conduct. The full text of Dow s Code of Business Conduct is available at <a href="https://www.DowGovernance.com">www.DowGovernance.com</a>. Stockholders may receive a printed copy of the Code of Business Conduct without charge by contacting the Office of the Corporate Secretary.\* In addition, we will disclose on our website any waiver of or amendment to our Code of Business Conduct requiring disclosure under applicable rules.

### **Certain Transactions and Relationships**

Federal securities laws require public companies to describe any transaction, since the beginning of the last fiscal year, or any currently proposed transaction, in which the Company was or is to be a participant and the amount involved exceeds \$120,000, and in which any related person had or will have a direct or indirect material interest. Related persons are directors and executive officers, nominees for director and any immediate family members of directors, executive officers or nominees for director and greater than 5% holders of Dow common stock. Companies are also required to describe their policies and procedures for the review, approval or ratification of any related person transaction.

Pursuant to Dow s Code of Business Conduct, and annual review of Director independence, the Company has long maintained procedures to monitor related person transactions. Upon the recommendation of the Governance Committee, the Board of Directors adopted a formal written policy on related person transactions on February 15, 2007 (the Policy).

The Governance Committee is responsible for reviewing the material facts of all transactions that could potentially be transactions with related persons. The Policy covers any transaction, arrangement or relationship or series of similar transactions, arrangements or relationships (including any indebtedness or guarantee of indebtedness) in which:

- (1) the aggregate amount involved will or may be expected to exceed \$100,000 in any calendar year,
- (2) the Company is a participant, and
- (3) any related person has or will have a direct or indirect interest (other than solely as a result of being a director or a less than 10% beneficial owner of another entity).

The Governance Committee is responsible to either approve or disapprove of the entry into the transaction, subject to the exceptions referenced below. If advance Committee approval of the transaction is not feasible, then the transaction shall be considered and, if the Committee determines it to be appropriate, ratified at the Committee s next regularly scheduled meeting.

The Governance Committee has determined that certain types of transactions in which related persons are not deemed to have a material interest under SEC rules shall be deemed to be preapproved by the Committee even if the amount involved will exceed \$100,000.

As discussed above, the Governance Committee has responsibility for reviewing issues involving Director independence and related person transactions using information obtained from Directors responses to a questionnaire asking about their

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CORPORATE GOVERNANCE (continued)

relationships with the Company, and those of their immediate family members and primary business or charitable affiliations and other potential conflicts of interest, as well as certain data collected by the Company related to transactions, relationships or arrangements between the Company on the one hand and a Director, officer or immediate family member on the other.

From time to time, the Company may have employees who are related to our executive officers and directors. An adult child of Charles J. Kalil (General Counsel and Executive Vice President) is employed by the Company in a non-executive position. In 2015 she received compensation in the approximate amount of \$125,000, which amount and other terms of her employment is commensurate with that of her peers and determined on a basis consistent with the Company s human resources policies.

#### Section 16(a) Beneficial Ownership Reporting Compliance

Section 16(a) of the Securities Exchange Act of 1934, as amended (the Exchange Act ), requires the Company s Directors and executive officers and persons who own more than 10% of a registered class of the Company s equity securities (the Reporting Persons ) to file with the U.S. Securities and Exchange Commission (SEC) reports on Forms 3, 4 and 5 concerning their ownership of and transactions in the common stock and other equity securities of the Company, generally within two business days of a reportable transaction. As a practical matter, the Company seeks to assist its Directors and executives by monitoring transactions and completing and filing reports on their behalf.

Based solely upon a review of SEC filings furnished to the Company and written representations that no other reports were required, we believe that all Reporting Persons complied with these reporting requirements during fiscal year 2015.

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# COMPENSATION AND LEADERSHIP DEVELOPMENT

# **COMMITTEE REPORT**

The Compensation and Leadership Development Committee (the Committee ) of the Board of Directors reviewed and discussed the Compensation Discussion and Analysis (CD&A) with Company management. Based on this review and discussion, the Committee recommended to the Board of Directors that the CD&A be included in the Company s Annual Report on Form 10-K for the year ended December 31, 2015 (2015 Annual Report), as incorporated by reference from this Proxy Statement.

The charter of the Committee can be found at www.DowGovernance.com.

- D. H. Reilley, Chair
- A. Banga
- J. M. Fettig
- R. J. Milchovich

# **COMPENSATION DISCUSSION AND ANALYSIS**

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## COMPENSATION DISCUSSION AND ANALYSIS

# Section I Executive Summary

#### **Business Overview**

Dow is strengthening its competitive advantage by accelerating its market-driven strategy, narrowing and deepening focus on select, high-growth end-markets, and the strategic integration of our manufacturing operations with new sources of cost-advantaged feedstocks. We remain focused on execution, controlling the levers within the Company s control, driving productivity measures and positioning Dow for growth and delivery against our clear financial priorities ultimately enabling higher value and return for our stockholders.

### 2015 Company Performance Highlights

2015 was a defining year for Dow. The Company continued to demonstrate the discipline and agility needed to deliver consistent earnings and margin growth as well as strong cash flow. Investments in innovative products and technologies continued to drive margin expansion amidst ongoing macroeconomic uncertainty. Dow further advanced its targeted portfolio management actions, reducing exposure to non-strategic assets and businesses, as well as the ongoing progress in key growth investments on the U.S. Gulf Coast and in Saudi Arabia. Self-help productivity actions continued to enhance financial results and underpin the Company s ability to return increasing value to stockholders.

Dow s focus on executing against its priorities has delivered significant milestones and performance records in 2015:

- The Company delivered to stockholders \$4.6 billion through declared dividends and share repurchases including raising the annualized dividend to a new record of \$1.84 per share.
- The Company announced a series of significant portfolio management milestones including: the signing of a definitive agreement with DuPont to combine the companies in a merger of equals transaction that is intended to subsequently create three leading, independent science-based companies; the signing of a definitive agreement to restructure ownership of Dow Corning Corporation s Silicones business; the sale of the Company s direct ownership interest in MEGlobal; and the successful closing of the split-off of Dow Chlorine Products to Olin Corporation.
- in addition to the significant transactions listed above, Dow songoing portfolio management actions in the year included the consolidation of its Univation Technologies LLC joint venture through a step acquisition in the second quarter, and the sale of ANGUS Chemical Company and AgroFresh, Dow spost-harvest specialty chemical business. Divestitures, since 2013, have delivered more than \$13.5 billion in pre-tax value<sup>2</sup>.
- Dow achieved significant milestones with the startup of the first units of operations with polyethylene production in Saudi Arabia at its Sadara Chemical Company joint venture and the Company s PDH unit in the U.S. Gulf Coast. These investments further enhance the Company s industry-leading, low-cost feedstock position.
- Dow delivered year-over-year growth for three consecutive years against its key financial measures, which are aligned to executive compensation, and set an all-time record for Cash Flow from Operations when excluding the K-Dow arbitration award received in 2013.

- Includes \$1.5 billion in non-cash share repurchases related to the Dow Chlorine Products transaction.
- <sup>2</sup> Assumes a 37% tax rate.

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- <sup>3</sup> Operating Net Income is defined as Net Income Available for Common Stockholders excluding the impact of Certain Items. See Appendix A on pages A-1 A-2 for a reconciliation to the most directly comparable U.S. GAAP measures.
- Operating ROC is defined as Adjusted Net Operating Profit After Tax divided by Average Total Capital. Adjusted Net Operating Profit After Tax is defined as Adjusted Net Income plus Preferred Stock Dividends plus Net Income Attributable to Noncontrolling Interests plus gross interest expense less tax on gross interest expense. Adjusted Net Income is defined as Net Income excluding the impact of Certain Items. Total Capital is defined as Total Debt plus The Dow Chemical Company s Stockholders Equity plus Redeemable Noncontrolling Interest plus Non-redeemable Noncontrolling Interests. See Appendix A on pages A-1 A-2 for a reconciliation to the most directly comparable U.S. GAAP measures.
- <sup>5</sup> Cash Flow from Operations value excludes the K-Dow arbitration award of \$1,647 million received in 2013.
- 6 Total shareholder return illustrated in this chart utilizes the 30 trading day averaging method for both beginning and ending period. Source = Capital IQ

#### **Objectives of Dow s Executive Compensation Program**

The objectives of Dow s compensation program, set by the Compensation and Leadership Development Committee of the Board of Directors, are to align executives compensation with Dow s short-term and long-term financial and operational performance and to provide the compensation framework to attract, retain and motivate key executives who are critical to achieving Dow s vision, strategy and our longer-term success. The following table describes the primary objectives of Dow s executive compensation program and how each is achieved.

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## **Principal Elements of Pay**

The elements of the Company s executive compensation program are presented below in summary format.

Component	Form	Purpose	
Base Salary	Cash	Provide a competitive fixed rate of pay recognizing different levels of responsibility and performance within the Company.	
Annual	Performance	Reward employees for achieving critical financial and operational Company goals.	
Incentive	Cash Award	reward employees for temeving efficient financial and operational company goals.	
	Performance	Motivate employees and reward the achievement of specified financial goals and superior	
Long-Term	Shares (45%)	TSR performance over a three-year period.	
Incentive	Stock Options (30%)	Provide incentive for long-term creation of stockholder value.	
	Deferred Stock (25%)	Help the Company retain its NEOs and other key employees.	
Other	Health, Welfare and Retirement Programs	Executives participate in the same benefit programs that are offered to other salaried employees. Dow benefits are designed to provide market competitive benefits to protect employees and their covered dependents health and welfare and provide retirement benefits.	
	Perquisites	Limited perquisites are provided to executives to facilitate strong performance on the job and enhance their personal security and productivity.	

## Pay at Risk

The mix of the total direct compensation elements for the CEO and other NEOs are shown below. The charts outline the size, in percentage terms, of each element of targeted direct compensation at the date of grant. The red section of the charts reflects the incentive or at-risk performance-based components of compensation (e.g., 71% of the CEO s compensation is at-risk performance based).

#### **Performance Metrics Aligned to Company s Strategy**

The Company s strategy defines clear financial priorities to underpin increasing returns and value for our stockholders. These financial and operational performance metrics are utilized in our annual Performance Award incentive plan and Performance Share program. The following graphics show for each program the performance metrics, their weighting and the target metrics. For additional details associated with each program and their respective performance, reference Annual Performance Award on page 24 and Performance Share Program Results and Design on page 30.

### **NEO Pay at a Glance**

Consistent with our pay-for-performance philosophy, a significant portion of our NEO s 2015 compensation consisted of variable performance-based annual and long-term incentives. The Committee assessed each NEO s performance in the context of our stated 2015 operational and financial goals.

For 2015, the major Committee actions regarding our NEOs compensation were as follows:

- ; Salaries generally were increased based on peer group alignment.
- Annual incentives under our Performance Award Program paid out at between 163% and 179% of target.
- Grant date fair values of long-term equity awards granted in 2015 increased over prior year awards based on peer group alignment.
- 2012-2014 Performance Share awards vested in February 2015 at 63.7% of target, as reported in the Option Exercises and Stock Vested for 2015 table on page 44 reflecting Return on Capital and Relative TSR results below the target level.
- 2013-2015 Performance Share awards vested in February 2016 at 173% of target, which will be reported in the 2017 proxy statement reflecting Return on Capital and Relative TSR results above the target level

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## 2015 SOP Vote Results and Stockholder Outreach Overview

At the Company s 2015 Annual Meeting of Stockholders, more than 88% of the votes cast by our stockholders approved our Say-on-Pay proposal, a significant increase over the 79% approval at our 2014 Annual Meeting. We believe this improvement reflects the implementation of feedback from our stockholders in regards to the changes to our LTI mix, share usage, and additional disclosures on our plan metrics and peer groups.

Following the Company s 2015 Annual Meeting of Stockholders, we continued our extensive outreach to stockholders, engaging with large investors who collectively held approximately 35% of our outstanding shares. In these meetings, we updated investors on our business strategy, corporate governance practices and compensation program, and learned about the perspectives and any concerns of each investor. Stockholders reaffirmed our current program structure and the changes we made in recent years to our compensation program continue to be well received. The Board and management team carefully considers the feedback from these meetings, as well as stockholder support for our most recent Say-on-Pay proposal, when reviewing the business, corporate governance and executive compensation profiles. Based on our most recent Say-on-Pay vote and our subsequent engagement with our stockholders, we did not make any changes to our executive compensation programs other than the change addressed below.

# Changes Based on Stockholder Outreach

In 2015, to address the preference for greater weighting toward Net Income and Management Operating Cash Flow in the annual cash incentive program, the Performance Award design had 100% of the award linked to these two critical measures. Net Income was weighted at 60% and Management Operating Cash Flow was weighted at 40%. An individual factor acted as a modifier and is linked to other financial metrics (ie: EBITDA vs. plan and cost management) as well as personal achievements.

In recent years, other key feedback included concern about share usage in our LTI program. Starting in 2014, we modified our LTI mix at all levels which significantly reduced annual share usage compared to 2013 levels. A contributing component to this reduction was the increased Performance Share weighting in our LTI mix from 35% to 45%. We have continued with these changes with our 2015 LTI programs, which translated to a burn rate in 2015 of 0.24% and a three year average of 0.75%, using the 1:1 counting method.

Reference the tables in Program Changes in Recent Years on page 36 for additional information on recent changes to the Company s compensation program.

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## Section II The 2015 Executive Compensation Program in Detail

#### **Base Salary**

Base salary is a fixed portion of compensation based on an individual s skills, responsibilities, experience and sustained performance. Base salaries for executives are benchmarked against similar jobs at other companies and are targeted at the median (50<sup>th</sup> percentile) of the Survey Peer Group after adjusting for Dow s revenue size. Actual salaries reflect an individual s responsibilities, as well as more subjective factors, such as the Committee s (and the CEO s in the case of other NEOs) assessment of the individual NEO s performance.

**2015** Base Salary Decisions: Salary levels for the NEOs are reflective of their respective market measurement and any adjustments were made effective as of March 1, 2015. Salary adjustments of 3% were consistent with the salary adjustments provided to Dow s salaried employee population. There were no material differences between base salaries of the Survey Peer Group and the base salary for any of the NEOs.

	2014 Base	2015 Base	Percent
Name	Salary (\$)	Salary (\$)	Increase
Andrew Liveris	1,930,800	1,930,800	0%
Howard Ungerleider	976,968	1,006,277	3%
James Fitterling	976,968	1,006,277	3%
Joe Harlan	976,968	1,006,277	3%
Charles Kalil	1,029,659	1,029,659	0%

#### **Annual Performance Award**

The Performance Award is an annual cash incentive program. Dow uses this component of compensation to reward employees for achieving critical annual Company goals. Meeting or exceeding our annual business and financial goals is important to executing our long-term business strategy and delivering long-term value to stockholders. No Performance Award is payable to NEOs or any officer of the Company unless pre-established minimum net income goals are achieved. The 1994 Executive Performance Plan establishes a minimum performance goal of \$700 million of net income in order for NEOs to be eligible to receive a payout of the Company component of the Performance Award. This requirement is part of Dow s strategy for complying with Internal Revenue Code Section 162(m).

Actual award payouts are determined each February following completion of the plan year by measuring the performance against each award component for the Company Component of the plan. The Committee reviews individual performance and contributions of the NEOs to determine the individual performance factor which can range from 0-125%.

**2015 Performance Award Metrics and Design:** The 2015 Performance Award Program focused participants on critical financial and operational goals. At the beginning of 2015, the Committee and the Board approved the financial and operational goals for the Company. In setting the goals for each measure listed below, the Committee considered the following:

- i 2014 actual business results, the 2015 business plan and expected global macroeconomic conditions. The target goal is typically set at a level consistent with our expected business plan with thresholds and maximums representing a reasonable risk/reward profile around that target based upon global macroeconomic business conditions and stretch embedded in the business plan, and with adjustments for significant M&A activities closed during the calendar year.
- The Performance Award program covers nearly all ~49,500 Dow employees globally including the NEOs

The Committee may use discretion to adjust the earned award for all employees or executive management when all year-end results are known. If discretion is used to adjust awards, it will be clearly explained.

The Committee also reviewed and approved the target award opportunity for each NEO which is expressed as a percentage of base pay. Individual award opportunities vary by job level and are targeted at the median level for comparable positions within the Survey Peer Group. There were no material differences between Dow s Survey Peer Group median range of annual bonus targets and the target Performance Award for any of the NEOs.

The amount earned is equal to a participant starget award times the Company performance results, and modified by the individual performance factor assessment. The actual results for each financial performance measure can range from 0-200%

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of target, and are weighted as indicated in the graphic below. Even when including the impact of the individual performance factor the Performance Award is capped at a maximum payout of 200%.

The 2015 Performance Award corporate target goals and 2015 results are shown below. Net Income excluding certain items is a non-GAAP measure used by the Company in presentations to investors and is the primary financial metric in our plan. We exclude the impact of certain items from both our presentations to investors and our executive compensation performance calculations because they are not reflective of our underlying operations for the particular period in which they are recorded and, therefore, could mask our underlying operating trends. See Appendix A on pages A-1 A-2 for a reconciliation and explanation of the items we exclude. Management Operating Cash Flow is a non-GAAP measure of cash from operations defined as net income excluding certain items plus depreciation and amortization minus capital spending and plus the change in adjusted trade working capital.

As detailed on page 24 and in the graphic above, the 2015 Performance Award resulted in an earned base award equal to 163% (reflecting the 83% weighted result for net income and the 80% weighted result for management operating cash flow) of the target award opportunity for employees. As allowed by the plan, the Committee determines the individual component payout level for each NEO to reflect their personal contributions (shown in the table below).

				Indiv	idual Factor -		
					Committee	Total	
	Year End	PA		~		PA	Total PA
	Base	Target	PA Target	Company	Assessment	Payment	Payout
Name	Salary (a)	Percent (b)	Amount (c)	Component (d)	(e)	Percent (f)	Amount
Formulas			(a * b)			(d * e)	(c * f)
Andrew Liveris	1,930,800	165%	3,185,820	163%	110%	179%	5,712,175
Howard Ungerleider	1,006,277	120%	1,207,532	163%	110%	179%	2,165,106
James Fitterling	1,006,277	120%	1,207,532	163%	110%	179%	2,165,106
Joe Harlan	1,006,277	120%	1,207,532	163%	100%	163%	1,968,278
Charles Kalil	1,029,659	105%	1,081,142	163%	105%	171%	1,850,374

COMPENSATION INFORMA	TION (continued)
In approving the foregoing responsibilities are as of Dec	amounts, the Committee took into account the following individual performance considerations. Titles, roles and cember 31, 2015.
2015 NEO Individual A	Accomplishments
	<b>Responsibilities:</b> executive oversight for the strategic and operational direction of the Company. Drives the organization and facilitates decision making to maximize stockholder returns.
Andrew N. Liveris	
	Exceeded all key financial targets
President, Chief Executive Officer and Chairman	Delivered records in Operating EBITDA and Cash Flow From Operations <sup>2</sup>
	Delivered 13 consecutive quarters of year-over-year Operating EPS and Operating EBITDA margin growth
	Delivered Operating ROC of 12.1% (increased 130 BPS over prior year)
	Delivered on all key growth catalysts and historic portfolio management actions
	Completed various transactions including the Dow Chlorine Products carve-out and the first tranche to restructure the Kuwait joint ventures
	Signed definitive agreement to restructure ownership of the Dow Corning joint venture

Signed definitive agreement to combine with DuPont in all-stock merger of equals and with the intent to subsequently pursue a separation into three independent, publicly traded companies

Closed out the 2013 three-year strategic plan one year early hitting most strategic and financial milestones

Increased annual dividend to new historical high of \$1.84/share and delivered \$2.7B in share buybacks

Delivered top quartile TSR performance vs. our peer group on a 1, 2 and 3 year basis

Best ever EH&S performance, successfully closing out the 2015 Sustainability Goals and launching the 2025 Sustainability Goals

Utilized leadership platform to ensure that employees understand Dow s commitment to maintaining the highest ethical standards remains absolute

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Operating EBITDA is defined as EBITDA excluding the impact of Certain Items. See Appendix A on pages A-1 A-2 for a reconciliation and explanation of the items we exclude.

<sup>&</sup>lt;sup>2</sup> Cash Flow from Operations is a record in 2015 when excluding the impact of K-Dow award of \$1,647 million in 2013.

**Responsibilities:** executive oversight for Dow s Corporate Strategy Development, Corporate Planning, Finance, as well as Dow AgroSciences and Information Technology & Business Services. Prior to October 2015, Ungerleider s primary oversight was the Company s financial management and the integrity of its internal controls.

#### Howard I. Ungerleider

Exceeded all key financial targets

Vice Chairman,

Chief Financial Officer

Delivered record Operating EBITDA and Cash Flow From Operations<sup>2</sup>

Delivered 13 consecutive quarters of year-over-year Operating EPS and Operating EBITDA margin growth

Delivered Operating ROC of 12.1% (increased 130 BPS over prior year)

Monetized non-strategic assets delivered approximately \$11B in pre-tax value from divestitures in 2015

Completed multiple key strategic assessments, resulting in signing of two historical agreements — the restructure of Dow Corning ownership and the merger of equals with DuPont — which are expected to create significant stockholder value

Increased annual dividend to new historical high of \$1.84/share and delivered \$2.7B in share buybacks

Maintained strong internal controls particularly notable given the significant number of transactions that were announced and completed in 2015

Active role in the operations of Dow Corning and Dow AgroSciences

#### James R. Fitterling

**Responsibilities:** executive accountability for all of Dow s businesses, excluding Dow AgroSciences. Fitterling also oversees operations including Environment, Health & Safety and Sustainability, Manufacturing and Engineering, and Supply Chain, as well as Research & Development. Prior to October 2015, his primary business oversight was Performance Plastics and Performance Materials & Chemicals.

Vice Chairman,

Chief Operating Officer

Drove companywide efforts for productivity and working capital management; achieving ~\$1 billion in working capital reductions

Delivered year-over-year growth in Operating EBITDA Margins of 280 BPS in Performance Materials & Chemicals and a new record Operating EBITDA of \$4.8 billion in Performance Plastics

Provided integral executive leadership for key strategic projects within the Company

Dow Chlorine Products completed the most complex deal in the chemical industry and Dow s first Reverse Morris Trust (RMT) structure to capture maximum value for stockholders

MEGlobal received \$1.5B in pre-tax proceeds for Dow s direct ownership interest in MEGlobal

PDH successful start-up in the U.S. Gulf Coast which is the largest on-purpose propylene facility ever built

Operating EBITDA is defined as EBITDA excluding the impact of Certain Items. See Appendix A on pages A-1 A-2 for a reconciliation and explanation of the items we exclude.

<sup>&</sup>lt;sup>2</sup> Cash Flow from Operations is a record in 2015 when excluding the impact of the K-Dow award of \$1,647 million in 2013.

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**Responsibilities:** executive accountability for Dow s global Marketing and Sales strategy and organization. Harlan also has executive oversight of the Company s presence in North America, Latin America, and Asia Pacific. Prior to October 2015, he had oversight for the Company s Infrastructure Solutions, Consumer Solutions and Agricultural Sciences operating segments

#### Joe E. Harlan

Vice Chairman,

Drove full year volume growth in all segments, except Agricultural Sciences, and all geographic areas when excluding the impact of divestitures and acquisitions.

#### Chief Commercial Officer

Accelerated new go-to-market structure and leveraged the commercial excellence collaboration globally

Drove accountability and established new tools for the geographic leadership

Aggressively managed the portfolio. Ensured resources were allocated to highest near-term return in the portfolio in an effort to offset weakness in certain end markets

**Responsibilities:** executive accountability for the Company s strategic and tactical legal initiatives, provide counsel to Management on the Company s strategic objectives and leading its Legal function.

#### Charles J. Kalil

Integral to the negotiation of the restructuring agreement for Dow Corning

### General Counsel and Executive Vice President

Played a key role in the creation of the merger of equals agreement with DuPont

Provided strategic counsel for all other key projects within the Company

Dow Chlorine Products completed most complex deal in the chemical industry and Dow s first Reverse Morris Trust (RMT) structure to capture maximum value for stockholders

MEGlobal received \$1.5B in pre-tax proceeds for Dow s direct ownership interest in MEGlobal

Managed Dow s legal support for the implementation of Sadara and all of the U.S. Gulf Coast growth projects

Managed Dow s successful year in litigation and corporate transactions legal support

Provided counsel to the Board of Directors with respect to onboarding of four new Directors and other matters related to corporate governance and ethics and compliance

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## **Long-Term Incentive Awards**

Each year the Company grants equity-based LTI awards to leaders and other key employees who demonstrate high performance. Dow chooses this component of compensation to motivate and reward employees for long-term stockholder value creation and the attainment of Company performance goals, retain top talent and create an ownership alignment with stockholders. As with Dow s approach for all elements of compensation, LTI grant levels are targeted at the median of the Survey Peer Group for comparable positions. Performance metrics and stock price determine the actual payout of LTI grants.

## 2015 Long-Term Incentive Award Decisions

As part of our response to stockholder feedback, the Committee made two substantive changes to our LTI program that took effect for LTI programs beginning in 2014. The weighting for Performance Shares was increased to 45% making it the largest component of our LTI mix. The Committee made this change in response to stockholder feedback and to align a greater portion of our executives earned compensation to Dow s relative TSR and ROC performance. In 2014, the Committee also reduced the maximum payout of the Performance Share programs to 200% from 250% reflecting best practices.

LTI Vehicle	2015 Weighting	Vesting Terms and Other Conditions
		Performance Shares can be earned at between 0 and 200% (250% for awards granted prior to 2014) of the target award opportunity after a three-year performance period based on an equal weighting of two goals:
Performance	45%	Dow s TSR versus a pre-established peer group
Shares	43%	Dow s ROC relative to pre-established goals
		Accumulated dividend equivalents are paid only on earned shares after the three-year performance period has ended.
Stock Options	30%	The exercise price equals the closing price on the date of grant. Options vest in three equal annual installments and expire after ten years.
Deferred Stock	25%	Deferred stock grants vest after three years. During the vesting period, holders of outstanding deferred stock
		grants receive quarterly payments equal to the dividend paid on equivalent shares of Dow Common Stock.

In February 2015, the Committee approved the LTI grant for each NEO as shown in the Summary Compensation Table based upon Dow s Survey Peer Group median LTI values and reflective of the mix of equity vehicles described above. There were no material differences between the Survey Peer Group median LTI target values and the target LTI award values for any of the NEOs. The Committee also approved the 2015-2017 Performance Share Program design and metrics and the results of the 2013-2015 Performance Share Program which delivered earned shares in February 2016.

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## **Performance Share Program Results and Design**

All three of the Company s Performance Share programs focus participants on Relative TSR and ROC. The following graphic illustrates each program s metric goals and the payout result for the 2013-2015 program.

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#### **Return on Capital**

ROC measures how effectively a company has utilized the money invested in its operations and is calculated as Net Operating Profit after Tax (excluding certain items) divided by total average capital. Net Operating Profit after Tax (excluding certain items) is a net income measure the Company uses in presentations to investors that excludes preferred stock dividends, net income attributable to non-controlling interests, and interest expense, exclusive of the certain items identified on pages A-1 A-2, and as presented in the reconciliations available at www.dow.com/investor/earnings. To achieve a target payout on the ROC portion, Dow s ROC must equal or exceed pre-established ROC goals for the same period.

The target goal represents our expected level of ROC over the three-year performance period while the threshold goal represents the minimum level of performance that would warrant any payout and the maximum goal represents stretch performance that would warrant a maximum payout. Dow s ROC target is 10% across the industry cycle and as a result the target for Performance Share Programs ranges from 10% to 12.2% on current outstanding grants.

#### Relative Total Shareholder Return and TSR Peer Group

TSR is defined as stock price appreciation plus dividends paid. For Dow and each company in the peer group, a beginning price using a 30 trading day averaging period at the beginning of the performance period and an ending price using a 30 trading day averaging period at the end of the performance period are calculated and used to create a percentile ranking.

Dow competes with a wide variety of both industry and non-industry specific companies for executive talent and investor assets. In order to ensure our executive pay program is competitive and has a strong link to relative stock price performance, we maintain two peer groups to evaluate and determine executive compensation: the Total Shareholder Return ( TSR ) Peer Group and the Survey Peer Group (discussed on page 33).

The TSR peer group is comprised predominately of companies selected from the S&P 500 Chemical Index and several companies from Dow s Survey Peer Group that are technology-based and manufacturing-based global companies. The table below shows the 16 company TSR peer group used for performance share programs prior to 2015. Sigma-Aldrich Corporation was dropped from this peer group following its acquisition by Merck KGaA in 2015.

TSR Peer Group				
3M Company	Air Products and Chemicals Inc.	BASF SE		
CF Industries Holdings, Inc.	E.I. du Pont de Nemours and Company	Eastman Chemical Company		
Ecolab Inc.	FMC Corporation	Honeywell International Inc.		
International Flavors & Fragrances Inc	Johnson Controls, Inc.	Monsanto Company		
PPG Industries, Inc.	Praxair, Inc.	The Procter & Gamble Company		
United Technologies Corporation				

COMPENSATION INFORMATION (continued)

In 2014, after a thorough review of prevalent and emerging market practices, the Committee decided that beginning with the 2015-2017 Performance Share Program and until further notice, the TSR peer group will be the S&P 500 Index. The Committee believes the S&P 500 Index represents the broadest and most reliable measurement to assess TSR.

Instead of receiving the Performance Share Award in the form of Dow common stock, the NEOs and other executives subject to stock ownership requirements may elect to receive a cash payment equal to the value of the stock award on the date of delivery. Participants may only make this cash election if they meet or exceed the executive stock ownership guidelines for their job level.

#### **Benefits**

The Company provides a comprehensive set of benefits to eligible employees. These include medical, dental, life, disability, accident, retiree medical and life, pension and savings plans. The NEOs are eligible to participate in the same plans as most other salaried employees. In addition, because highly compensated employees are subject to U.S. tax limitations on contributions to some retirement plans, the Company has created non-qualified retirement programs intended to provide these employees with the same benefits they would have received under the qualified plans without the tax limits. The NEOs are eligible to participate in the same non-qualified retirement plans as all other highly compensated salaried employees.

#### **Perquisites**

The Company provides the NEOs and other selected executives limited perquisites in order to enhance their security and productivity. The Committee regularly reviews the perquisites provided to the NEOs as part of their overall review of executive compensation. In 2012, the Committee eliminated the company car perquisite for all executives except the CEO, effective January 1, 2013. The Committee determined that the other current perquisites are within an appropriate range of competitive compensation practices. Details about the NEOs perquisites, including the aggregate incremental cost to the Company, are shown in the Summary Compensation Table under the All Other Compensation column and the accompanying narrative. The Company provides the NEOs and other selected executives the following limited perquisites:

- ; Financial and Tax Planning Support
- Executive Physical Examination
- ¡ Executive Excess Umbrella Liability Insurance
- ¡ Home Security Alarm System

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In addition, the CEO is provided a company car and is required by the Board of Directors for security and immediate availability reasons to use corporate aircraft for personal travel.

# SECTION III: Executive Compensation Process and Past Program Changes

## Peer Group and Survey Pay Data

Dow competes with a wide variety of both industry and non-industry specific companies for executive talent and investor assets. In order to ensure our executive pay program is competitive and has a strong link to stock price performance, we maintain two peer groups to evaluate and determine executive compensation: the Survey Peer Group (discussed below) and the Total Shareholder Return ( TSR ) Peer Group (discussed on page 31).

The Committee considers relevant market pay practices as one of several factors when establishing executive compensation levels and evaluating compensation programs including base salary, annual incentives and long-term incentives. In order to maintain the competitiveness of our compensation programs, Dow compares its executive compensation programs against a Survey Peer Group of 20 companies. These companies provide a relevant comparison based on their similarity to Dow in size and complexity taking into account factors such as revenues, market capitalization, global scope of operations and diversified product portfolios. The Committee believes that a mix of both industry and non-industry peers provides a balanced and realistic perspective on the competition for the pool of potential executive talent. Market pay data for the Survey Peer Group is gathered through compensation surveys conducted by Willis Towers Watson, Mercer and Equilar. Dow targets the median of the Survey Peer Group for all compensation elements in order to attract, motivate, develop and retain top level executive talent. Annual Performance Award targets and long-term incentive grants reflect market median values while actual payouts are dependent on performance.

The Survey Peer Group is periodically evaluated and updated to ensure the companies in the group remain relevant. The Survey Peer Group was last modified in 2012 when Tyco International and Kraft Foods were eliminated since both companies split into two companies and the resulting company size and profile no longer met the peer group criteria.

Lockheed Martin and Coca-Cola were selected as replacements based upon an assessment of companies within our industry and in adjacent industries, companies with profiles similar to Dow s based upon business complexity, innovation and/or technology, industries and markets served, as well as companies with similar revenue size, market capitalization, geographic footprint, and those companies we compete with for talent.

Survey Peer Group				
3M Company	Alcoa Inc.	Archer Daniels Midland Company		
The Boeing Company	Caterpillar Inc.	The Coca-Cola Company		
E.I. du Pont de Nemours and Company	Eli Lilly and Company	Emerson Electric Co.		
General Electric Company	Honeywell International Inc.	Johnson & Johnson		
Johnson Controls Inc.	Lockheed Martin Corporation	Monsanto Company		
PepsiCo, Inc.	Pfizer Inc.	PPG Industries, Inc.		
The Procter & Gamble Company	United Technologies Corporation			

#### **Factors and Steps in Setting Pay**

Compensation for the NEOs and other executive officers is evaluated and set annually by the Committee after considering the following factors:

- Median levels of compensation for similar jobs and job levels in the market, taking into account revenue relative to the Survey Peer Group
- Company performance against financial measures including net income, earnings per share, EBITDA (i.e. Net Income, before interest, income taxes, depreciation, and amortization), ROC, relative TSR, operating cash flow, and cost management discipline
- Company performance relative to goals approved by the Committee
- Business climate, economic conditions and other factors
- Each executive s experience, knowledge, skills and personal contributions

The CEO makes recommendations to the Committee regarding compensation for senior executives after reviewing the Company s overall performance, each executive s personal contributions and relevant compensation market data from Dow s Survey Peer Group for similar jobs and job levels. The CEO uses discretion when making pay recommendations to the Committee. The Committee is responsible for approving NEO compensation and has broad discretion when setting compensation types and amounts.

With respect to the CEO, the Committee annually reviews and approves the corporate goals and objectives relevant to the CEO s compensation, evaluates the CEO s performance against those objectives and makes recommendations to the Board of Directors regarding the CEO s compensation level based on that evaluation. The Committee considers compensation market data from Dow s Survey Peer Group and uses broad discretion when setting compensation types and amounts for the CEO. The Board of Directors is responsible for approving the CEO s compensation types and amounts.

As part of the review, Company management and the Committee may also review summary total compensation scenarios for the NEOs. All aspects of compensation are modeled under various scenarios, such as stock price sensitivity and business performance. The scenario sheets present the estimated dollar value of compensation components provided to the NEOs during the most recent fiscal year. They are used as a reference point to assist the Committee s overall understanding of NEO compensation.

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#### **Committee Resources in Setting Pay**

The Committee, which is comprised entirely of independent Directors, is responsible for overseeing the Company s executive compensation policies and programs with the goal of maintaining compensation that is competitive within the markets in which Dow competes for talent and reflective of the long-term investment interests of Company stockholders. The Committee reviews and approves the compensation design, compensation levels and benefits programs for the NEOs and other senior leaders. The Committee also monitors Company processes on executive succession and work environment/culture. You can learn more about the Committee s purpose, responsibilities, structure and other details by reading the Committee s charter which can be found in the Corporate Governance section of the Company s website at www.DowGovernance.com.

The Committee considers several resources, analytical tools and performance measures in determining compensation levels.

# **Committee Resource**

#### Description

Committee related to:

Committee Consultant

The Committee has retained a compensation consultant from Mercer. The consultant, Michael Halloran, reports directly to the Committee. He advises the Committee on trends and issues in executive compensation and the group of companies in the Survey Peer Group. He consults on the competitiveness of the compensation structure and levels of Dow s executive officers and provides advice and recommendations related to proposed compensation and the design of Dow s compensation programs.

The Committee has the sole authority to retain and oversee the work of Mr. Halloran. Mr. Halloran does not provide services to Company management unless approved by the Chair of the Committee. In 2015, no such approvals were requested or given as Mr. Halloran provided no services to management. Mercer has multiple safeguards and procedures in place to maintain the independence of the consultants in their executive compensation consulting practice, and the Committee has determined that the compensation consultant s work has not raised any conflict of interest. These safeguards include a rigidly enforced code of conduct, a policy against investing in client organizations and separation between Mercer s executive compensation consulting and its other administrative and consulting business units from a leadership, performance measurement, and compensation perspective. In 2015, Mercer and its affiliates provided approximately \$1.9 million in unrelated human resources consulting services to Dow. The decision to engage Mercer to provide these other services was made by management and was reported to the Committee. Mercer s aggregate fees for executive and director compensation consulting services in 2015 were approximately \$181,000. The Committee has considered factors relevant to Mr. Halloran s independence from management under SEC rules and has determined that Mr. Halloran is independent from management. Dow s Executive Compensation Department provides additional analysis and counsel as requested by the

Dow s Executive Compensation Department

Gathering the compensation data of the Survey Peer Group

Benchmarking compensation components (base salary, Performance Award, LTI awards) against the Survey Peer Group

Assisting the CEO in making preliminary recommendations of base salary structure, design and target award levels for the Performance Award and design and award levels for LTI awards

The Executive Compensation Department has retained the compensation consulting services of Willis Towers Watson. Willis Towers Watson provides the following assistance to the Executive Compensation Department:

Survey Peer Group compensation information for executives and non-employee Directors

Benchmarking of key compensation practices and trends in executive compensation

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## **Program Changes in Recent Years**

Executive		
Compensation	What We Heard From Stockholders	Actions We Took to Address Feedback
Program Item		
	Strong preference for performance based equity	Effective January 1, 2014, we increased the Performance Share weighting in our LTI mix from 35% to 45% (continuing the trend that was started in 2012 when the Performance Share weighting was moved from 25% to 35%).
Long-Term Incentive ( LTI ) Mix	Support for Relative Total Shareholder Return ( TSR ) and Return on Capital ( ROC ) as metrics in our Performance Share Program	Relative TSR and Return on Capital* continue to be equally weighted measures in the Performance Share Program. Relative TSR was first used in 2011 and continued each year thereafter.
Annual Performance Award	Preference for greater weighting toward Net Income and Management Operating Cash Flow in the annual incentive program	The 2015 Performance Award design has 100% of the award linked to two critical measures for Dow Net Income* (60%) and Management Operating Cash Flow* (40%). Individual factor linked to financial metrics and personal achievements.
	program	In addition to the Performance Share weighting noted above, starting in 2014 we also modified our LTI mix at all levels which has significantly reduced our annual share usage. We have continued with this mix in 2015.
Share Usage	Concern about share usage in our LTI program	Share usage for 2015 totaled 7.5 million shares versus 7.9 million shares in 2014 and 21.8 million shares in 2013.
		Our annual burn rate for shares decreased to $0.24\%$ in 2015 compared to $0.43\%$ in 2014 and $1.65\%$ in 2013 using a 1:1 counting method (resulting in a three-year average of $0.75\%$ ).

<sup>\*</sup> These measures are non-GAAP financial measures. For additional information on the use of these financial performance measures, please see the Annual Performance Award and Return on Capital sections of Section II The 2015 Executive Compensation Program in Detail beginning on page 24 and Appendix A.

In addition to these most recent changes, over the past few years, the Committee and Board have made other changes to our compensation programs that further align our executives compensation with stockholder interests.

Executive		
Compensation	Governance Best Practices and Other Feedback	Actions We Have Taken
Program Item		

Incentive Plan Design	Incentive program maximum payout levels	In light of governance trends, we reduced the maximum payout level of our annual and long-term incentive programs from 250% to 200%.  In 2013, the Board approved an increase to the stock ownership guidelines for Non-Employee Directors to five times their annual meeting retainer fee.
Stock Ownership	Rigorous stock ownership guidelines in place for both	
Guidelines	Directors and Management	
		Stock ownership guideline levels for executive management were increased in 2012.
Director	Appropriate mix of equity and cash	In 2013, the Governance Committee and the Board increased the weighting of equity in the total compensation structure for Non-Employee Directors. Equity now
Compensation	Casii	represents 54% of the total compensation structure, up from 48%.
Perquisites	Limited perquisites for NEOs	In 2012, eliminated the car perquisite for NEOs (other than the CEO) effective January 1, 2013.
Change-in-Control Agreements	No new or modified change in control agreements	The Board prohibits new or amended change-in-control agreements. Under legacy change-in-control agreements, an executive must be involuntarily terminated within two years of a change-in-control or must resign for good reason following a change-in-control in order to receive benefits ( double trigger ).

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# Section IV Executive Compensation Governance

In addition to adhering to the processes described in the preceding sections, the Committee has adopted several policies related to Executive Compensation as detailed below.

#### **Best Practices in Executive Compensation**

In an era of increased attention to corporate governance and the link between pay and performance, the Company continues to focus on the following key governance practices for executive compensation.

#### What We Do

- ü Engage in active stockholder engagement on compensation and governance related issues. Engage in careful consideration of the annual say-on-pay results and stockholder feedback.
- ü Maintain a strong link between financial and operational goals, stockholder value creation and executive compensation by having relative Total Stockholder Return ( TSR ), Net Income, Return on Capital ( ROC ), Management Operating Cash Flow, and cost control in our incentive programs.
- ü Ensure our compensation programs are designed to discourage excessive risk taking. These design features include a robust clawback policy, strong stock ownership guidelines, and multiple bottom line measures in our incentive programs.
- ü Ensure our LTI mix includes significant weighting (75% of the LTI grant) toward performance-based equity vehicles (Stock Options and Performance Shares).
- ü Use an independent compensation consultant who is engaged directly by the Committee to advise on executive compensation matters.

#### What We Don t Do

- × Executives are prohibited from engaging in speculative transactions in Company securities and from hedging or pledging Company securities, or holding Company securities in margin accounts.
- $\times$  The Board prohibits new or amended Change-in-Control ( CIC ) agreements.
- × Our legacy CIC agreements (no new or amended agreements since 2007) do not provide single trigger payments, but instead severance payments are equal to two times the executive s annual base salary and target Performance Award (2.99 times for the CEO) and double triggers are in place in order for an executive to receive benefits.
- × Our stock incentive plan prohibits stock option repricing, reloads, exchanges or options granted below market value without stockholder approval.
- Executives do not have employment agreements.

### **Stock Ownership Guidelines**

Dow has had stock ownership guidelines in place for its NEOs and other senior executives since 1998. The Committee regularly reviews the guidelines relative to market practice and the current value of Dow stock.

Specific stock ownership requirements vary by job level and are determined by applying a multiple between four and six to the base salary midpoint. The guideline values are converted to a fixed share amount for each job level and remain at that level until the Committee determines that an adjustment is appropriate. The guidelines were adjusted upward in 2012, after a review of current stock ownership guidelines and relevant market data. The CEO is required to own stock with a value of six times base salary and the other NEOs are required to own stock with a value of four times base salary. The executives are given five years to achieve the initial ownership guideline for their job level following promotion to that level and must maintain these levels until retirement. For purposes of these guidelines, stock ownership includes Dow Common Stock beneficially owned (including stock owned by immediate family members), Deferred Stock not yet delivered, Performance Shares vested but not yet delivered, and stock held beneficially through the Company s savings plans.

All NEOs currently hold shares significantly in excess of the guidelines providing further evidence of Dow s philosophy of encouraging the holding of shares in excess of stock ownership guidelines until retirement.

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The following table shows the stock ownership guideline for each NEO and their holdings as of December 31, 2015.

#### **EXECUTIVE STOCK OWNERSHIP GUIDELINES & HOLDINGS FOR 2015**

	NEO & Guidelines	Personal Holdings						
Name		Guideline # Shares	Multiple of Base Salary	2015 Personal Holdings	Shares Held In Excess of Guideline	Percent in Excess of Guideline	Shares Held as a Multiple of Base Salary	
							•	
Andrew Liveris		250,000	6x	999,808	749,808	300%	27x	
Howard Ungerleider		80,000	4x	134,430	54,430	68%	7x	
James Fitterling		80,000	4x	203,033	123,033	154%	10x	
Joe Harlan		80,000	4x	167,515	87,515	109%	9x	
Charles Kalil		80,000	4x	416.763	336.763	421%	21x	

### **LTI Grant Practices and Holding Requirements**

LTI awards are granted under The Dow Chemical Company 2012 Stock Incentive Plan (as amended and restated), Dow s omnibus stockholder approved plan for equity awards to employees and directors. LTI grants are approved by the Committee and administered by Dow s Executive Compensation Department. The annual grant date for all employees is traditionally the Friday following the Committee s February meeting held on the second Wednesday of February each year. The Company does not grant discounted options, backdate options or re-price outstanding options. Dow calculates the aggregate grant date fair value of awards in the year of grant in accordance with the same standard it applies for financial accounting purposes.

Executives must continue to meet their stock ownership guidelines until retirement and since LTI awards do not have provisions for accelerated vesting at retirement, NEOs continue to hold a significant portion of their compensation value in Dow stock for at least three years after retirement.

### **Change-in-Control and Severance Arrangements**

Under the legacy change-in-control agreements, an executive must be involuntarily terminated within two years of a change-in-control or must resign for good reason following a change-in-control in order to receive benefits. The Company believes this double-trigger practice is in the best interest of stockholders as it does not pay any benefits to an executive unless he or she is negatively impacted by a change-in-control event that is in the best interest of Dow stockholders.

The Committee adopted a change-in-control arrangement for senior executives, including Messrs. Liveris and Kalil, in 2007. The change-in-control arrangement provides, among other things, a double trigger severance payment equal to two times the executive s base salary and target Performance Award (2.99 times for the CEO) and tax gross-up protection in the event severance benefits exceed statutory thresholds and become subject to an excise tax. While such legacy agreements remain in existence, the Committee prohibits new or amended change-in-control agreements and no new agreements have been executed since 2007.

For more information on the benefits that may be provided under the change-in-control agreements, please see Potential Payments Upon Termination or Change-in-Control .

#### **Executive Compensation Recovery (Clawback) Policy**

The Company has adopted an Executive Compensation Recovery Policy for executive officers that is set forth in the Company s Corporate Governance Guidelines. Under this policy, the Company may recover incentive income that was based on achievement of quantitative performance targets if an executive officer engaged in grossly negligent conduct or intentional misconduct resulting in a financial restatement or in any increase in his or her incentive income. Incentive income includes income related to the annual Performance Award and LTI awards. The Company may also recover any awards made to an executive during the prior three years should the executive engage in activity that competes

with, or is otherwise harmful to the Company or its affiliated companies.

## **Tax Deductibility of Executive Compensation**

Section 162(m) of the U.S. Internal Revenue Code generally limits the tax deductibility of compensation paid by a public company to its CEO and certain other highly compensated executive officers to \$1 million in the year the compensation

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becomes taxable to the executive. There is an exception to the limit on deductibility for performance-based compensation meeting certain requirements. Although the Company does consider the impact of this rule when making compensation decisions, Dow policy does not require all executive compensation to be tax-deductible. In the interest of flexibility and overall benefit for the Company s stockholders, the Committee will continue to facilitate the awarding of responsible but adequate executive compensation while taking advantage of Section 162(m) whenever feasible. Amounts paid under the compensation program, including base salary, Performance Awards and grants of Deferred Stock (Restricted Stock and Restricted Stock Units) may not qualify as performance-based compensation excluded from the limitation on deductibility.

#### **Trading, Hedging and Pledging Restrictions**

As set forth in the Company s Corporate Governance Guidelines, it is against Company policy for executive officers to engage in speculative transactions in Company securities. Specifically, it is against Company policy for executive officers to trade in puts or calls in Company securities or sell Company securities short. In addition, it is against Company policy for executive officers to pledge or hedge Company securities, or hold Company securities in margin accounts.

### **Compensation Program Risk Analysis**

The Committee periodically reviews the Company s compensation policies and practices and has determined that our incentive compensation programs do not create risks that are reasonably likely to have a material adverse effect on our Company. In conducting the review in early 2015, the Company completed an inventory of its incentive compensation plans and policies. The evaluation covered a wide range of practices and policies including: the balanced mix between pay elements, the balanced mix between short and long-term programs, caps on incentive payouts, governance controls in place to establish, review and approve goals, use of multiple performance measures, discretion on individual awards, use of stock ownership guidelines, provisions in severance/change-in-control policies, use of a compensation recovery policy, and Committee oversight of compensation programs.

## COMPENSATION TABLES AND NARRATIVES

#### **Summary Compensation Table**

The following table summarizes the compensation of our CEO, CFO, and our three other most highly compensated executive officers for the fiscal year ended December 31, 2015.

						•			Total
			Stock	Ontion			All Other		Without Change in
	В	onus		-		•		Total	Pension
Year	Salary (\$)	(\$)	(\$) (a)	(\$) (b)	(\$) (c)	(\$) (d)	(\$) (e)	(\$)	Value (S)
2015	1,930,800	0	9,532,305	3,630,099	5,712,175	724,735	623,496	22,153,611	21,428,875
2014	1,921,433	0	9,369,108	3,630,036	4,232,314	7,135,205	410,276	26,698,372	19,563,167
2013	1,865,500	0	8,312,228	5,324,003	4,559,027	3,212	388,907	20,452,877	20,449,665
2015	1,001,392	0	2,914,837	1,110,032	2,165,106	499,678	86,907	7,777,952	7,278,273
2014	932,278	0	2,853,865	1,105,568	1,516,743	3,013,541	76,130	9,498,125	6,484,584
2015	1,001,392	0	2,914,837	1,110,032	2,165,106	506,570	71,399	7,769,336	7,262,765
2014	965,922	0	2,853,865	1,105,568	1,539,213	2,897,381	63,598	9,425,547	6,528,166
2013	903,997	0	2,301,569	1,474,051	1,676,915	1,135	36,293	6,393,961	6,392,826
2015	1,001,392	0	2,914,837	1,110,032	1,968,278	118,174	116,612	7,229,324	7,111,151
2014	972,220	0	2,723,673	1,055,357	1,505,508	165,278	114,037	6,536,073	6,370,795
2013	943,902	0	2,301,569	1,474,051	1,663,205	91,910	65,434	6,540,071	6,448,161
2015	1,029,659	0	2,639,454	1,005,078	1,850,374	413,424	72,580	7,010,570	6,597,146
2014	1,024,661	0	2,594,026	1,005,030	1,427,107	2,991,336	70,200	9,112,360	6,121,024
2013	995,131	0	2,499,820	1,407,017	1,752,920	2,613	76,834	6,734,334	6,731,721
	2015 2014 2013 2015 2014 2015 2014 2013 2015 2014 2013 2015 2014 2013 2015 2014	Year         Salary (\$)           2015         1,930,800           2014         1,921,433           2013         1,865,500           2015         1,001,392           2014         932,278           2015         1,001,392           2014         965,922           2013         903,997           2015         1,001,392           2014         972,220           2013         943,902           2015         1,029,659           2014         1,024,661	2015         1,930,800         0           2014         1,921,433         0           2013         1,865,500         0           2015         1,001,392         0           2014         932,278         0           2015         1,001,392         0           2014         965,922         0           2013         903,997         0           2015         1,001,392         0           2014         972,220         0           2013         943,902         0           2015         1,029,659         0           2014         1,024,661         0	Year         Salary (\$)         (\$)         (\$) (a)           2015         1,930,800         0         9,532,305           2014         1,921,433         0         9,369,108           2013         1,865,500         0         8,312,228           2015         1,001,392         0         2,914,837           2014         932,278         0         2,853,865           2015         1,001,392         0         2,914,837           2014         965,922         0         2,853,865           2013         903,997         0         2,301,569           2015         1,001,392         0         2,914,837           2014         972,220         0         2,723,673           2013         943,902         0         2,301,569           2015         1,029,659         0         2,639,454           2014         1,024,661         0         2,594,026	Year         Salary (\$)         (\$)         Awards (\$)         Awards (\$)           2015         1,930,800         0         9,532,305         3,630,099           2014         1,921,433         0         9,369,108         3,630,036           2013         1,865,500         0         8,312,228         5,324,003           2015         1,001,392         0         2,914,837         1,110,032           2014         932,278         0         2,853,865         1,105,568           2015         1,001,392         0         2,914,837         1,110,032           2014         965,922         0         2,853,865         1,105,568           2013         903,997         0         2,301,569         1,474,051           2015         1,001,392         0         2,914,837         1,110,032           2015         1,001,392         0         2,914,837         1,110,032           2015         1,001,392         0         2,914,837         1,110,032           2014         972,220         0         2,723,673         1,055,357           2013         943,902         0         2,301,569         1,474,051           2015         1,029,659         0 <td>Non-Equity Incentive           Year         Salary (\$)         (\$)         (\$) (a)         (\$) (b)         (\$) (c)           2015         1,930,800         0         9,532,305         3,630,099         5,712,175           2014         1,921,433         0         9,369,108         3,630,036         4,232,314           2013         1,865,500         0         8,312,228         5,324,003         4,559,027           2015         1,001,392         0         2,914,837         1,110,032         2,165,106           2014         932,278         0         2,853,865         1,105,568         1,516,743           2015         1,001,392         0         2,914,837         1,110,032         2,165,106           2014         965,922         0         2,853,865         1,105,568         1,539,213           2013         903,997         0         2,301,569         1,474,051         1,676,915           2015         1,001,392         0         2,914,837         1,110,032         1,968,278           2015         1,001,392         0         2,301,569         1,474,051         1,676,915           2015         1,001,392         0         2,914,837         1,110,032</td> <td>Year         Salary (\$)         <t< td=""><td>  Part</td><td><math display="block"> \begin{array}{c c c c c c c c c c c c c c c c c c c </math></td></t<></td>	Non-Equity Incentive           Year         Salary (\$)         (\$)         (\$) (a)         (\$) (b)         (\$) (c)           2015         1,930,800         0         9,532,305         3,630,099         5,712,175           2014         1,921,433         0         9,369,108         3,630,036         4,232,314           2013         1,865,500         0         8,312,228         5,324,003         4,559,027           2015         1,001,392         0         2,914,837         1,110,032         2,165,106           2014         932,278         0         2,853,865         1,105,568         1,516,743           2015         1,001,392         0         2,914,837         1,110,032         2,165,106           2014         965,922         0         2,853,865         1,105,568         1,539,213           2013         903,997         0         2,301,569         1,474,051         1,676,915           2015         1,001,392         0         2,914,837         1,110,032         1,968,278           2015         1,001,392         0         2,301,569         1,474,051         1,676,915           2015         1,001,392         0         2,914,837         1,110,032	Year         Salary (\$)         (\$) <t< td=""><td>  Part</td><td><math display="block"> \begin{array}{c c c c c c c c c c c c c c c c c c c </math></td></t<>	Part	$ \begin{array}{c c c c c c c c c c c c c c c c c c c $

Totals in the above table might not equal the summation of the columns due to rounding amounts to the nearest dollar.

Note: In order to show the effect that the year-over-year change in pension value had on total compensation, as determined under applicable SEC rules, we have included an additional column to show total compensation minus the change in pension value. The amounts reported in the Total Without Change in Pension Value column may differ substantially from the amounts reported in the Total column required under SEC rules and are not a substitute for total compensation. Total without Change in Pension Value represents total compensation, as determined under applicable SEC rules, minus the change in pension value reported in the Change in Pension Value and Nonqualified Deferred Compensation Earnings column. The change in pension value is subject to many external variables, such as interest rates, that are not related to Company performance. Therefore, we do not believe a year-over-year change in pension value is helpful in evaluating compensation for comparative purposes.

- (a) Amounts represent the aggregate grant date fair value of awards in the year of grant in accordance with the same standard applied for financial accounting purposes, FASB ASC Topic 718. If valued assuming a maximum payout on the Performance Share program, the value of the awards would be: Liveris \$13,014,142; Ungerleider \$3,979,630; Fitterling \$3,979,630; Harlan \$3,979,630; Kalil \$3,603,880. A discussion of the assumptions used in calculating these values can be found in Note 21 to the consolidated financial statements in the Company s Annual Report on Form 10-K for the year ended December 31, 2015.
- (b) Dow s valuation for financial accounting purposes uses the widely accepted lattice-binomial model and otherwise computed in accordance with FASB ASC Topic 718. The option value calculated for the NEOs grants was \$11.61 for the grant date of February 13, 2015. The exercise price of \$49.44 is the closing Dow stock price on the date of grant. A discussion of the assumptions used in calculating these values can be found in Note 21 to the consolidated financial statements in the Company s Annual Report on Form 10-K for the year ended December 31, 2015.
- (c) Individual results for Non-Equity Incentive Plan Compensation are detailed in the Performance Award section of the 2015 Executive Compensation Program in Detail and reflect income paid in 2016 under our annual Performance Award (PA) program for performance achieved in 2015.

(d)

Reflects the aggregate change in the actuarial present value of accumulated pension benefits at age 65 using the actuarial assumptions included in the Company s audited financial statements.

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The amounts recorded in this column vary with a number of factors, including the discount rate applied to determine the value of future payment streams. An analysis of the Change in Pension Value for 2015 is shown below. As a result of an increase in prevailing interest rates in the credit markets in 2015, the discount rate used pursuant to pension accounting rules to calculate the present value of future payments increased from 4.10% for fiscal year 2014 to 4.44% for fiscal year 2015. The decrease in pension value resulting from the change in interest rates does not result in any decrease to the underlying benefits payable to participants under the plan. Mr. Harlan participates in the Personal Pension Account plan. The \$117,171 represents the increase in his 2015 cash balance account due to the increase in annual pay and interest credits.

	Change in Deferral								
	Change in Discount	Period, Benefits,							
Name	Interest Rate (\$)	and Other (\$)	Total Change (\$)						
Andrew Liveris	(1,634,674)	2,357,126	722,452						
Howard Ungerleider	(735,062)	1,233,502	498,440						
James Fitterling	(754,624)	1,261,011	506,387						
Joe Harlan		117,171	117,171						
Charles Kalil	(605,316)	1,016,526	411,210						

(e) All Other Compensation includes the cost of Company provided automobile (which was discontinued in 2013 for the NEOs other than the CEO), personal use of corporate aircraft by the CEO as required by Company policy for security and immediate availability purposes, Company contributions to employee savings plans, reimbursements of costs paid for financial and tax planning support, home security, executive health examinations and personal excess liability insurance premiums. The incremental cost to the Company of personal use of Company aircraft is calculated based on the variable operating costs to the Company including fuel, landing, catering, handling, aircraft maintenance and pilot travel costs. Fixed costs, which do not change based upon usage, such as pilot salaries or depreciation of the aircraft or maintenance costs not related to personal travel, are excluded. NEOs also are provided a tax reimbursement for taxes incurred when a spouse travels for business purposes as it is sometimes necessary for spouses to accompany NEOs to business functions. These taxes are incurred because of the Internal Revenue Service s rules governing business travel by spouses and the Company reimburses the associated taxes. No NEO is provided a tax reimbursement for personal use of aircraft.

The following other compensation items exceeded \$10,000 in value:

Liveris: Personal use of Company aircraft (\$446,065), Company contributions to savings plans (\$86,978), financial and tax planning (\$52,349), Company provided automobile (\$19,477)

Ungerleider: Company contributions to savings plans (\$47,324), financial and tax planning (\$21,301), Personal use of Company aircraft (\$14,749). The reported personal use of Company aircraft for Mr. Ungerleider was solely attributable to a trip in 2015 that was permitted due to the unanticipated timing of the Dow Chlorine Products divestiture announcement. This trip also resulted in imputed taxable income and Mr. Ungerleider was not provided a tax reimbursement for this personal use.

Fitterling: Company contributions to savings plans (\$48,899), financial and tax planning (\$20,404)

Harlan: Company contributions to savings plans (\$48,922), tax reimbursement (\$34,264), financial and tax planning (\$31,844)

Kalil: Company contributions to savings plans (\$51,019), financial and tax planning (\$16,550)

#### Grants of Plan-Based Awards

The following table provides additional information about plan-based compensation disclosed in the Summary Compensation Table. This table includes both equity and non-equity awards.

#### **GRANTS OF PLAN-BASED AWARDS FOR 2015**

			Estimated Future Payouts Inder Non-Equi Incentive Plan Awards		Pa Unde Incen	ted Future ayouts er Equity ative Plan ards (a)	Other Stock Awards: Number of	All Other Option Awards: Number of Securities Inderlying	I Exercise or Base Price of Option	Grant Date Fair Value of Stock and Option	
Name	Grant C Date	omp <b>Ehsætilool</b> d Committe <b>(\$</b> )	Target (\$)	Maxifihme (\$		Target (#)	Maxifixtock (#or	Options (#) (c)	Awards (\$/Sh)	Awards (\$) (d)	
Andrew	2/11/2015	2/11/2015 0	1.7	6,371,640		(")	Units (#) (b)	(, (-)	(4.2-)	(+) (=)	
Liveris	2/13/2015 2/13/2015 2/13/2015	2/11/2015 2/11/2015 2/11/2015			0	110,140	220,280	61,190	312,670	49.44	6,507,071 3,025,234 3,630,099
Howard Ungerleider	2/11/2015 2/13/2015 2/13/2015 2/13/2015	2/11/2015 0 2/11/2015 2/11/2015 2/11/2015	1,207,532	2,415,065	0	33,680	67,360	18,710	95,610	49.44	1,989,815 925,022 1,110,032
James	2/11/2015	2/11/2015 0	1,207,532	2,415,065					,		, ,,,,,
Fitterling	2/13/2015 2/13/2015 2/13/2015	2/11/2015 2/11/2015 2/11/2015			0	33,680	67,360	18,710	95,610	49.44	1,989,815 925,022 1,110,032
Joe Harlan	2/11/2015 2/13/2015 2/13/2015 2/13/2015	2/11/2015 0 2/11/2015 2/11/2015 2/11/2015	1,207,532	2,415,065	0	33,680	67,360	18,710	95,610	49.44	1,989,815 925,022 1,110,032
Charles Kalil	2/11/2015 2/13/2015 2/13/2015 2/13/2015	2/11/2015 0 2/11/2015 2/11/2015 2/11/2015	1,081,142	2,162,284	0	30,500	61,000	16,940	86,570	49.44	1,801,940 837,514 1,005,078

 $<sup>(</sup>a) \ \ Performance \ Share \ awards \ as \ described \ in \ the \ Long-Term \ Incentive \ Awards \ section \ of \ the \ Compensation \ Discussion \ and \ Analysis.$ 

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<sup>(</sup>b) Deferred Stock awards as described in the Long-Term Incentive Awards section of the Compensation Discussion and Analysis.

<sup>(</sup>c) Stock Option awards as described in the Long-Term Incentive Awards section of the Compensation Discussion and Analysis.

<sup>(</sup>d) Amounts represent the aggregate grant date fair value of awards in the year of grant in accordance with the same standard applied for financial accounting purposes consistent with the values shown in the Summary Compensation Table.

## **Outstanding Equity Awards**

The following table lists outstanding equity grants for each NEO as of December 31, 2015. The table includes outstanding equity grants from past years as well as the current year.

	Option Awards						Stock Awards Equity Incentive			
				Number			Equity Incentive	Plan Awards:		
	Number				of Shares			Plan Awards: Market or Payor		
		of				or	Market	Number of Va	alue of Unearned	
		Securities	Number of			Units	Value of	Unearned	Shares, Units	
	τ	Inderlying	Securities		of		Shares or	Shares, Units	or	
	Uı	nexercised	Underlying		Stock		Units of	or	Other Rights	
		Options	Unexercised Option		That Have Sto		Stock That	Other Rights	That	
		(#) Options (#		Exercise OpNon Vested		Have Not	That Have	Have Not		
	E	xercisable	Unexercisable	Price	Expiration	(#)	Vested	Not	Vested	
Name	Grant Date	(a)	(a)	(\$)	Date	(b)	(\$) (b) (c)	Vested (#) (d)	(\$) (c) (d)	
Andrew Liveris	02/16/2007	460,000		43.59	02/16/2017	n/a	n/a	n/a	n/a	
	02/15/2008	619,370		38.62	02/18/2018	n/a	n/a	n/a	n/a	
	02/13/2009	909,100		9.53	02/13/2019	n/a	n/a	n/a	n/a	