

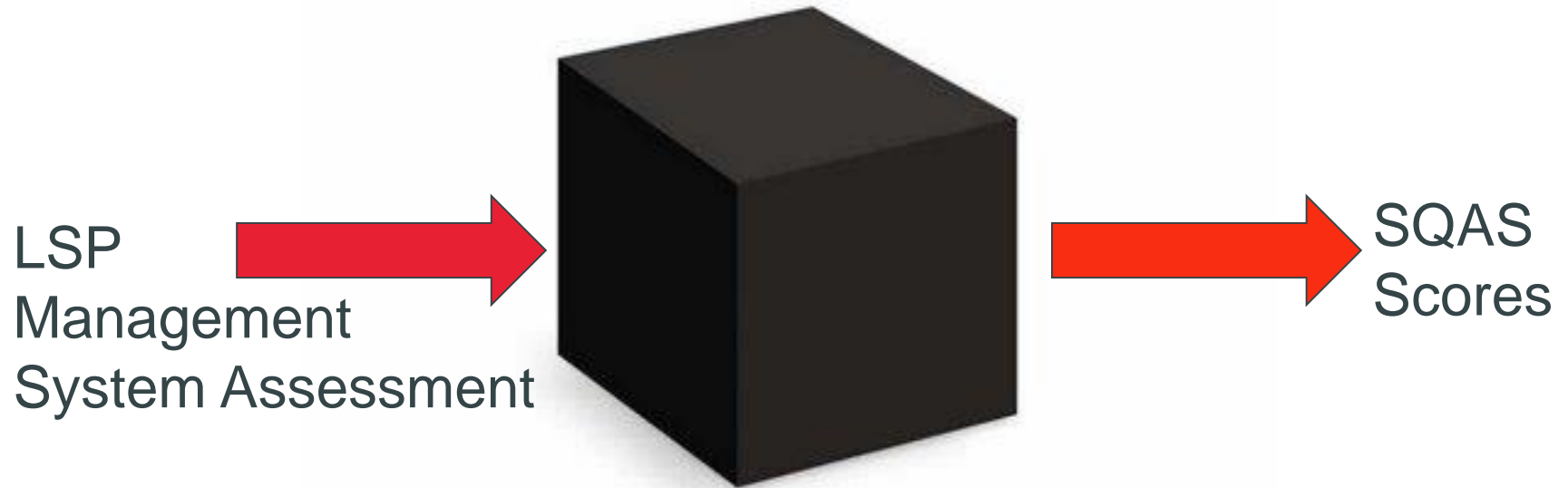


— Operational SQAS testimonial

and

Sustainability Strategy within Dow Chemical

SQAS is not a Black Box



Our LSP's should open the box



— We should look into the box



The four Peels of the Onion

- Level 1 : Highly hazardous plus strategic carriers
- Level 2 : Top 80% by number of shipments carriers
- Level 3 : Others
- Level 4 : Incident / Issue triggered

Active SQAS

100% Dow template

**SQAS
analysis**

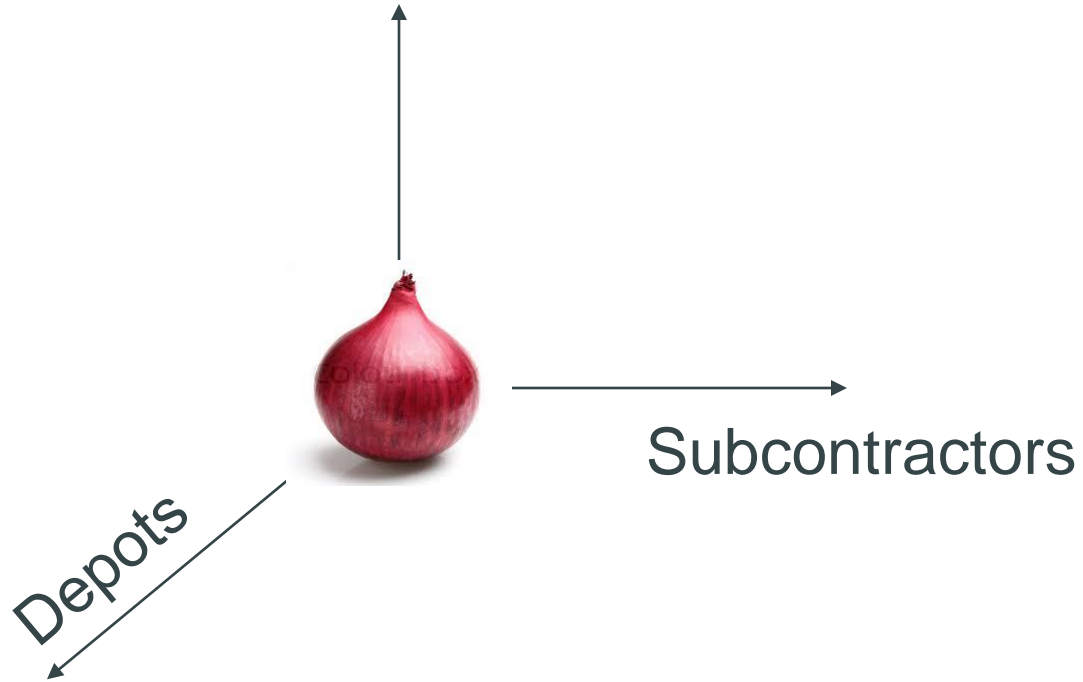
**Interactive
SQAS analysis**

RCI

ALL T3 T2 T1 Incident → Level



Two additional dimensions



The Integral SQAS score

Volume main carrier : 50%

SQAS score main carrier : 90%

$$X =$$

45%

+

=

70%

Volume sub-contracting : 50%

Score section 4 : 50%

$$X =$$

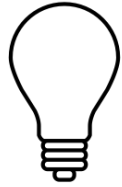
25%

Sustainability, our ~~next~~ current challenge

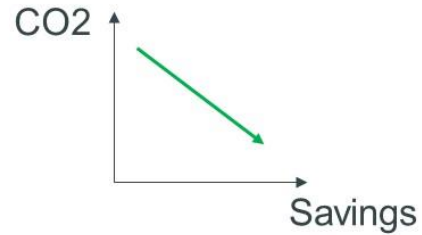


The 3 Tiers* of Sustainability

- Tier 1 :



- Tier 2 :

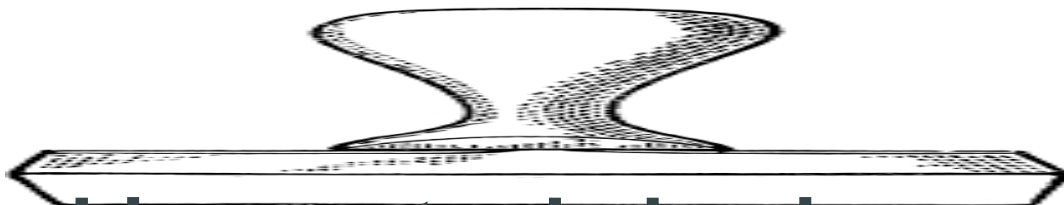


- Tier 3 :



Dow's vision on TIER 3 requirements

- Public emissions reporting
- Level playing field
- Benchmarking / qualification
- Enforcement (Legal, Customers, Community..)



License to do business

Are we ready for the next Tier level ?



Questions

