



Covestro  
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Registered office  
Leverkusen  
Local Court of Cologne  
HRB 49892

December 9, 2015

Dear Customer,

Covestro's Business Unit Coatings, Adhesives and Specialties (Covestro BU CAS) provides more than 20.000 samples per year to continuously support our mutual business development in different application areas, which leads to significant EUR million costs per year.

We like to always support innovation with our customers and are making high investments in the continuous development of our product portfolio. In the future, we will continue to support our mutual business development as we do it today – by providing samples free of charge.

However, we will have to make an exception for some of our mature products, given their presence on the market for more than 20 years as well as their high level of familiarity among all our customer groups. From January 04<sup>th</sup> 2016 we see it necessary to charge for samples of these products. The charge will be EUR 2 per kg and EUR 250.00 per orderline (standard packaging of 1, 2 or 5 kg) which represents the costs incurred for supplying and shipping those samples. The following product groups are affected:

- **Product Performance Resins:** CHLORINATED RUBBER (Pergut), CRELAN CROSSLINKER (Crelan), POLYESTER Solvent Born (Desmophen), POLYESTER Solvent Free (e.g. Desmophen, Baymer, Baycoll, Baytec), PC DIOLS (Desmophen C), PU RESINS SOLID (Desmocoll), RESIN SPECIALITIES
- **Aromatic Polyisocyanates:** DESMODUR L, DESMODUR IL, DESMODUR HL
- **Aliphatic Monomers:** DESMODUR W, DESMODUR I, DESMODUR H

Please find a more detailed list of the affected products attached.

For any questions or concerns, please get in touch with your Covestro CAS contact person.

Yours Sincerely

ppa. Michael Hellemann Soerensen  
Senior Vice President  
Sales Operations EMEA/LATAM

ppa. Dr. Ralf Lemmerz  
Head of Order Management  
CAS & CISA Coordination