

8th August 2018

Dear Customer,

Whilst the talks are ongoing between the British government and the European Commission, we are taking steps ahead of any final decision to ensure that our ability to supply to you is unaffected.

In coming up with our proposed solution, we have assumed what we believe is the worst-case scenario in which the UK and EU revert to WTO terms for trade. If we took no action, our customers within the customs union would have to import our products, a situation that we believe would be impractical and undesirable for all parties. Our proposal to avoid this is to establish a legal entity within the customs union. The import procedures will be handled by this entity, as an internal transaction, within the De Monchy Aromatics group. Stock will be held within the customs union pending call off and the only change that would occur, as far as our customers are concerned, will be the invoicing party changing to our new European entity.

Pending a final decision with regards to the future relationship between the UK and the EU, we will ensure that we have all the parts in place to act should the outcome be 'no-deal'.

I hope that by reaching out to you to explain the steps we are taking we can allay any fears you might have regarding our ability to service your future raw material requirements. If you have any questions please feel free to contact your De Monchy representative who will be able to help you further.

Yours Faithfully,



Henry Gill
Managing Director