

Ricardo De Genova  
Vice President, Marketing

Dear Valued Distributor:

## **Solenis and BASF Complete Merger of Paper and Water Chemicals Businesses**

Following the approval of all relevant authorities, BASF and Solenis have completed the previously announced merger of BASF's Paper and Water Chemicals business with Solenis. With pro forma sales of approximately U.S. \$3 billion, the combined company will operate under the Solenis brand and is positioned to provide expanded chemical offerings and cost-effective solutions for customers in pulp, paper, oil and gas, chemical processing, mining, biorefining, power, municipal and other industrial markets.

Solenis and BASF teams have been actively engaged in preparing for the migration/transition of the BASF business into Solenis. To ensure a seamless and transparent transition, the attached information guide provides you with key information to help you understand all the details required to facilitate any system changes. Feel free to share this information guide with the appropriate personnel in your organization.

Please note that our cutover or quiet period will occur from January 31, 2019 at 12:00 p.m. (noon) local time through to February 6, 2019 at 8:00 a.m. local time. Information about the quiet period is included in the information guide.

It is important to note that your current distributor or agent status will not change at this time.

- **Current Solenis Agents and Distributors:** If you are currently working as an agent or distributor for Solenis, there are no immediate changes required of you. However, we encourage you to review the attached information guide.
- **Current BASF Agents and Distributors:** If you are currently working as an agent or distributor for BASF's paper and water chemicals business, please review the attached information guide and use this information to make any necessary changes. Additionally, do not hesitate to contact your current customer service representative with any questions you may have.

The information above only applies to your current business with BASF's paper and water chemicals business. All agreements with other BASF businesses are not affected.

At Solenis, we understand that our success depends on partnerships with distributor networks. We want to work with you to ensure that our mutual customers are afforded the best products and services they have come to expect. We will do all that we can to ensure a smooth transition to the new combined business.

We look forward to commencing or continuing our business relationship with you and your company.

Sincerely,

Ricardo De Genova