



Route de Gilly 32
1180 Rolle
Switzerland
Phone +41 21 822 30 00
guerin@ppg.com
ppgindustrialcoatings.com

Emmanuelle Guérin
Sales and Strategic Segments Director
General Industrial
Industrial Coatings EMEA

Rolle, October 12, 2018

Re: PPG industrial coating products - price increase notification

Dear Valued Customer,

Thank you for choosing PPG as your coatings supplier.

PPG remains committed to providing you with world-class products and services while aggressively controlling expenses.

However, we continue experiencing unprecedented cost pressure in freight, distribution, packaging, labor and raw materials.

In this context, we inform you that the existing purchase price of all PPG industrial coating products – to include liquid, powder, electrodeposition as well as pre-treatment chemicals and ancillaries - which you will order as of **December 1, 2018**, will be increased by ten percent (10%).

Furthermore, in order to meet your product demand and in consideration of our manufacturing forecasts and organizational plans, please note that should we receive purchase orders for deliveries to be made between now and December 1, 2018 in a quantity exceeding your monthly average of orders over the last twelve months, we reserve the right to postpone the order after December 1, 2018. In this case, the new prices will automatically apply.

Your local PPG representative is at your disposal to discuss the specific impact on the products you purchase.

We trust you will understand and we thank you for your business.

Yours sincerely

A handwritten signature in black ink, appearing to read 'E. Guérin', with a stylized flourish at the end.

Emmanuelle Guérin
Sales and Strategic Segments Director
Industrial Coatings EMEA